CURRENT INDUSTRY OVERVIEW
Colorado restaurants collectively lost more than $3 Billion in 2020 (this information compiled from State sales tax receipts)

- The average loss for those who are down is about 40%, and 7% of restaurants say their losses are greater than 80%.

Staffing is down 40% compared with this time last year - that’s 10% more job losses than before Level Red restrictions

- 73% of restaurants report further layoffs after Level Red and Level Orange restrictions.
  - These restaurants laid off an average of 43% of their existing staff.
- 82% of restaurants say their staffing is down compared with this time last year.
  - 31% report their staff is more than 50% smaller
- Based on staffing levels, we estimate the industry has shed about 94,000 jobs.

76% of restaurants qualified for a second PPP loan.
- Of those who qualified, 88% took a second loan.

<table>
<thead>
<tr>
<th>When Restaurants Say They Will Consider Closing Based on Current Restrictions</th>
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<tbody>
<tr>
<td>Percentage of Restaurants</td>
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ALCOHOL TO-GO HAS BEEN A CRITICAL LIFELINE FOR RESTAURANTS
93% of restaurants report they are making some money from selling alcohol beverages to-go.
- 24% of restaurants are making more than 20% of their revenue from selling alcohol beverages to-go.

62% of restaurants say extending alcohol to-go legislation is important to helping them survive.
- 23% of restaurants say it is very important.

THE TIP CREDIT
68% of all restaurants take the tip credit.
- 75% of independent restaurants take the tip credit.
Both Front of House and Back of House workers are making well above minimum wage - but there is significant disparity between the two.

- Front-of-house workers earn, on average, $27 per hour
- Back-of-house workers earn, on average, $17 per hour

Because of the way the tip credit works, restaurants say a local government raising minimum wage to $15/hour will cost them significantly

What restaurants say raising the minimum wage to $15 will cost them annually

<table>
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<tr>
<th>Percentage of Restaurants</th>
<th>More than $100,000</th>
<th>More than $50,000</th>
<th>More than $10,000</th>
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<tr>
<td></td>
<td>21%</td>
<td>56%</td>
<td>94%</td>
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PLASTICS
80% of all restaurants use single-use utensils or bags.

- 55% of restaurants say a ban on single-use utensils or bags would have a significant adverse effect.
- 22% say it would make no difference.
- 24% say they would support a ban.

70% of all restaurants use plastic straws.

- 38% of restaurants say a ban on plastic straws would have a significant adverse effect.
- 32% say it would make no difference.
- 31% would support a ban.

32% of restaurants use polystyrene products.

- 28% of restaurants say a polystyrene ban would have a significant adverse effect.
- 40% say it would make no difference.
- 32% would support a ban.

THIRD PARTY DELIVERY FEE CAPS
In municipalities where the local government implemented a delivery fee cap:

- 35% of restaurants say their delivery revenue has gone up.
- 54% of restaurants say delivery revenue has remained about the same.
- 24% of restaurants say their delivery volume has gone up.
- 63% of restaurants say their delivery volume has remained about the same.
PAID SICK LEAVE

- 70% of restaurants say the recently enacted Healthy Families and Workplace Act will cost them more than $10,000 annually.
- 25% say it will cost them more than $25,000 annually.

PATIOS

68% of restaurants say expanded patios allowed them to add some capacity this year.

- 9% say it added more than 50% capacity.
- 67% of restaurants say they earned more than 10% of their revenue from patio seating over the summer.
- 35% of restaurants say they earned more than 50% of their revenue from patio seating over the summer.
- 43% of restaurants winterized their patios.

Source: Colorado Restaurant Association survey of 279 operators conducted January 15-30.