

# Preparing for Brexit is Simpler than you think



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|  | Your answer |
|--|-------------|
| <p>Over the past three years has the business been sufficiently profitable to meet your needs ie Have you had sufficient funds to invest where needed?</p> <p>Has there been sufficient cash to meet finance repayments comfortably?</p> <p>Has there been enough cash to satisfy your need for drawings? If not what can be done?</p> |             |
| <p>If your income (from whatever source) was reduced significantly (10/20/30%), would you still be sufficiently profitable to answer “yes” to the question above? For how long could you cope with that reduction in income?</p>   |             |
| <p>Do you rely on goods imported from within the EU? How far in advance do you typically order? If there were delays in getting these products into the UK how would that impact you? What steps could you now take to reduce that impact?</p>   |             |
| <p>When it comes time to market your produce, if a major EU market were disrupted (ie temporarily unavailable) what would you do with the stock/crop? Have you feed/storage space on the farm to hold stock if you had trouble getting them/it away?</p>   |             |

Continue on following page



|   | Your answer |
|---|-------------|
| <p>Do you have some ‘wiggle room’ in your cashflow? If some of your sales were at a significantly reduced price, could you cope in the short term? If you had to delay selling produce for 2, 4 6+ weeks, would this cause a cashflow problem?</p> <p>How much additional borrowing might you need to allow for this?</p> |             |
| <p>Brexit will present opportunities. What might these look like—are you in a position to recognise these? What’s your longer term aim? Have you the resources available to capitalise on these (eg cash) opportunities.</p>  |             |