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Introduction & 5 Key Steps



1. Horizon gazing

2. Understanding Public Good

3. Business Matters

4. Make use of your main assets

5. A Focus on Environmental management

Horizon Gazing



Timing

- Triggered in March 2017
- A 2 year negotiation?
- EU legislation transferred to UK law
- Support payments guaranteed until 2020
- But shorter term issues with LFASS

Impact on Trade

- How much beef and lamb is exported to EU?
- WTO tariffs
- What will future trade deal look like?
- But remember UK is our biggest market
- And are valuable consumers to other countries

Other Brexit Concerns

- Does free movement of people affect agriculture?
 - Cropping systems
 - Livestock systems

Impact on EU Support?



How important is CAP to your business?

How much does the UK currently contribute to EU?

How much does the UK get back?

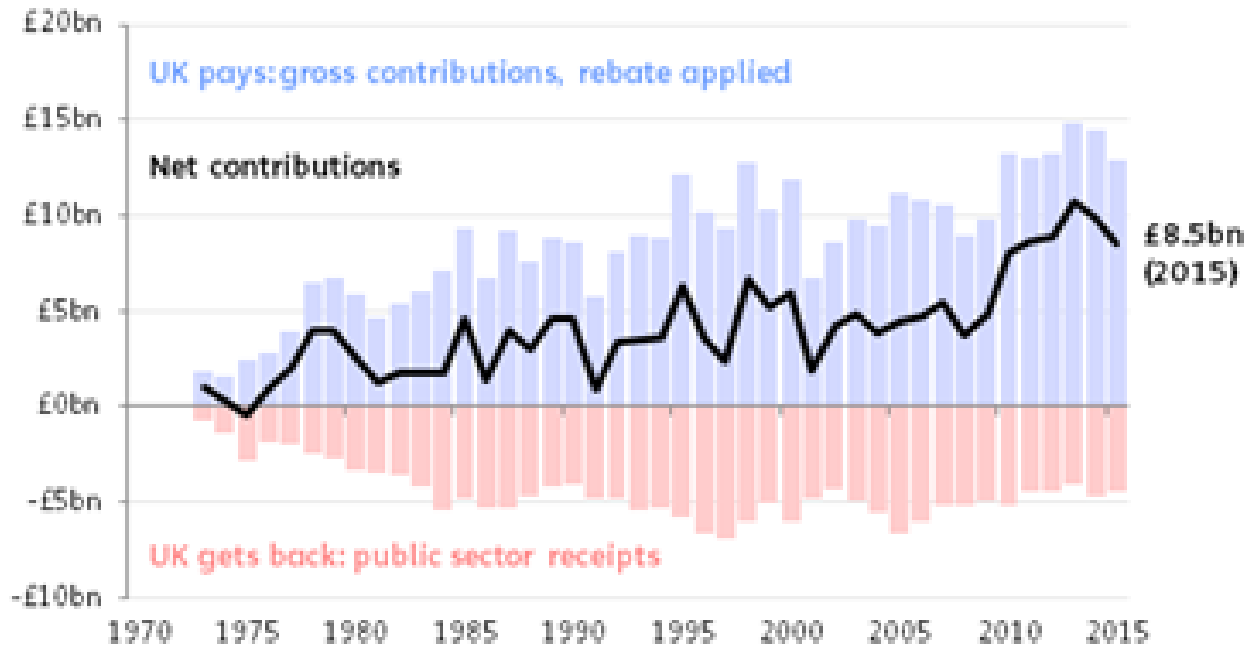
Actual Value of EU Contributions



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UK payments to EU budget

Balance of UK contributions to and public sector receipts from the EU budget, adjusted for inflation, calendar years



Source: HM Treasury European Union Finances 2015, House of Commons Library analysis and HM Treasury GDP deflators (8 January 2016)



The European Agricultural Fund
for Rural Development
Europe investing in rural areas



Scottish Government
Riaghaltas na h-Alba
gov.scot

Support: Future Design



- 2017 – 2020 – status quo
- Future size of agri support budget?
- Will there be a reduction in red tape?

Support: Future Design (cont)

- Various support payment models
 - Direct support per ha
 - Direct support per head
 - Insurance / risk type
 - Market orientated

- More emphasis on environment and carbon?

What can you do now?



Business Matters



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Can you prepare your business for change?



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Understand your KPI's



- Key Performance Indicators

What else can you do to help the business?



- Have a goal or vision of where you want to be
- Review and re-structure debt
- Think about re-investment plans
- **Prepare your business for change**

What can you do to help yourself?



- You can Build Resilience
- Why is resilience important?
- Business AND Personal Resilience

6 Resilient Behaviours

- Having a good network
- Horizon gazing
- Experience
- Delegate
- Communicate with customers
- Plan for change

Conclusion

- Plan for change
 - Where are you now
 - Where do you want to be
 - Investment plans and borrowing position
- Think about how you can build your resilience

Thank You

