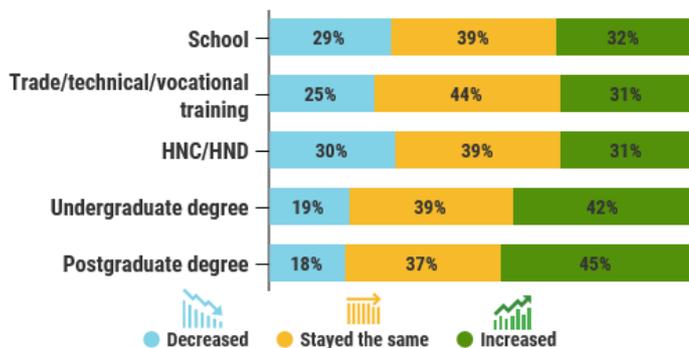
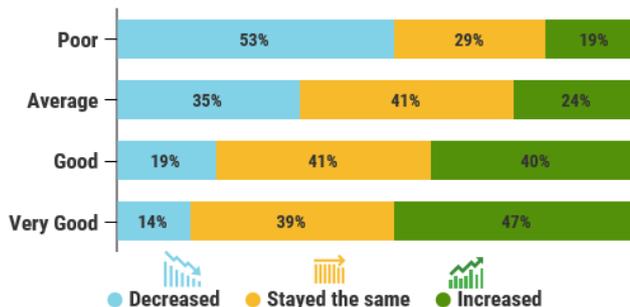


Business turnover was more likely to have grown in 2016-17 where owners had higher educational attainment

Educational Attainment



Current Operating Environment



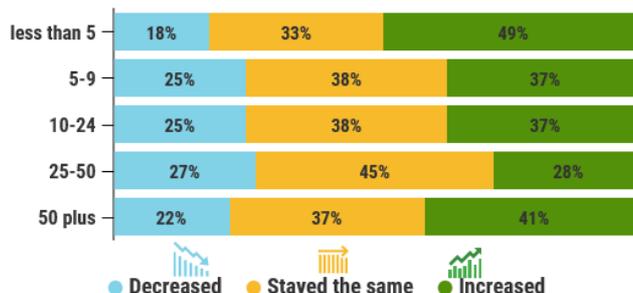
Some businesses still considered the 2017 operating environment as good despite falling turnover in 2016-17

Higher turnover businesses were more likely to have turnover growth in 2016-17

Business Turnover

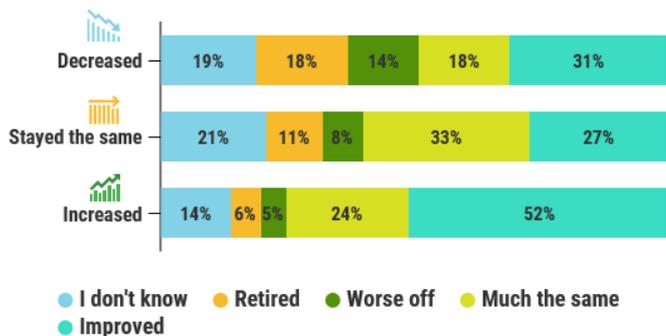


Business Age



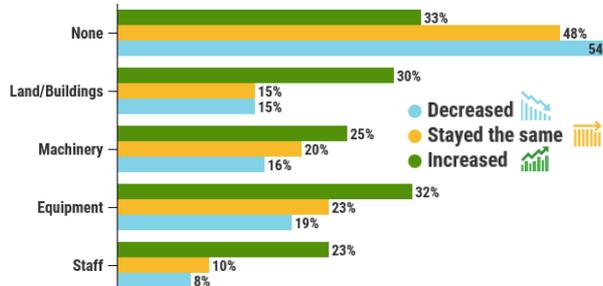
Younger businesses (under 5 years old) were least likely to have falling turnover & nearly 50% reported turnover growth in 2016/17

5 Year Outlook



18% of businesses with falling turnover in 2016-17 thought they would be retired by 2022. Those with turnover growth were more optimistic about the future.

5 Year Investment Plans



Recent business performance and 5 year investment plans were correlated. 66% of businesses with turnover growth in 2016/17 expected to invest by 2022

Full-time Employees



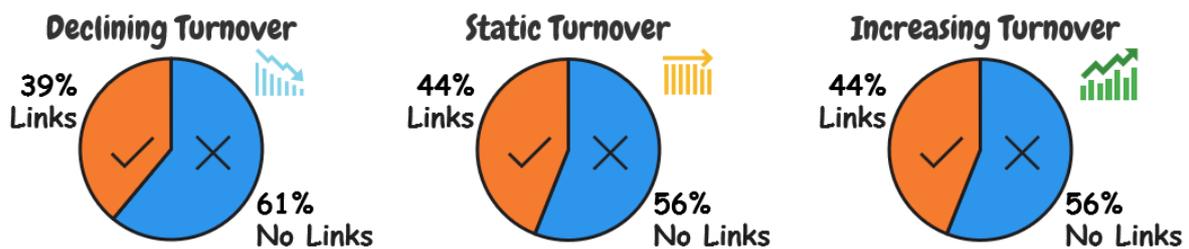
Large-scale employers were most likely to have seen 2016-17 turnover growth. 34% of businesses with no employees / less than 5 employees also had turnover growth. 25% of these minor employers had reduced turnovers, compared to about 16% in large-scale employers.

About half of the business owners under 40 years of age experienced turnover growth in 2016-17. These young entrepreneurs were also least likely to have seen their recent turnover fall. Declining turnover was most common in the over 60 year olds

Age of Owners / Partners / Directors

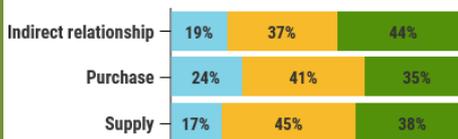


Links to Land-based Sector

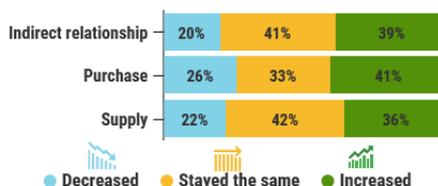


A slightly smaller proportion of businesses that experienced reduced turnover in 2016-17 had links to the land-based sector.

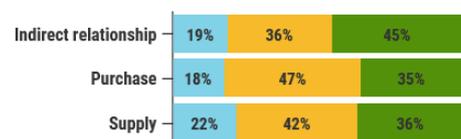
Links to Forestry



Links to Farming



Links to Estates



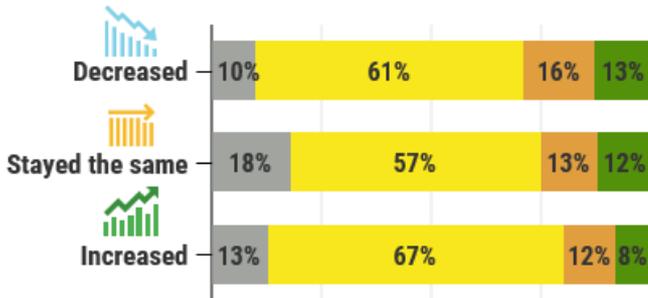
Amongst the 520 businesses linked to farming, 22% of those in the upstream supply sector saw turnovers fall in 2016-17, with 36% having turnover growth. 41% of those downstream businesses buying from the farming sector also had turnover growth in 2016-17. Only 17% of those upstream businesses supplying the forestry sector saw turnovers fall in 2016-17 with 38% having growth.



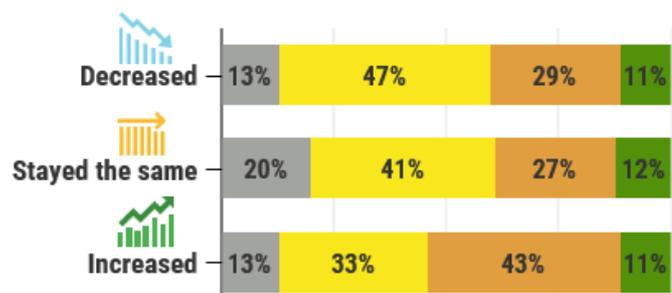
BREXIT Challenges & Opportunities

● I don't know ● Challenge ● Opportunity ● Both

Imports



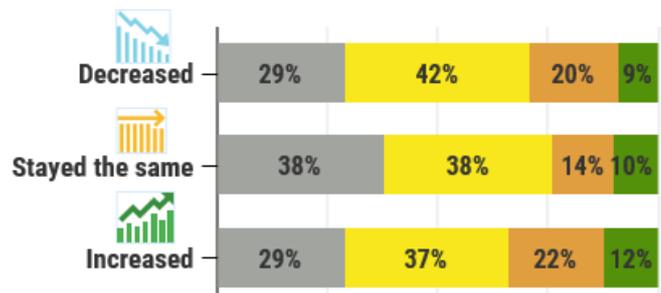
Exports



Access to Public Finance



Access to Private Finance



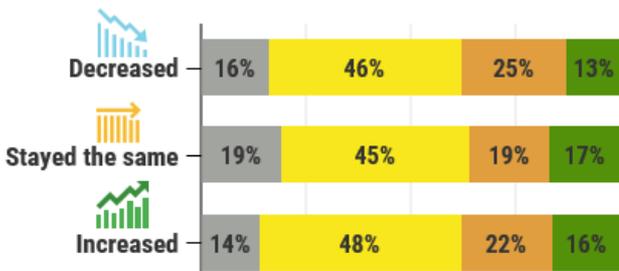
Exporting businesses with improved turnover in 2016-17 were much more likely to see post-Brexit opportunities in the export market (43% compared to only about 28% for those with static / reduced turnover). Importers across the board saw Brexit as posing a challenge. There was considerable uncertainty regarding post-Brexit access to finance. Those with improved 2016-17 turnovers were slightly more likely to consider post-Brexit access to labour challenging. 29% of improved turnover businesses saw Brexit as an opportunity to reduce business red tape.

Business Regulations



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Regular Labour



Seasonal Labour



For further details please contact:

Steven Thomson:

☎: +44(0)131 535 4192; ✉: steven.thomson@sruc.ac.uk

Jane Atterton:

☎: +44(0)131 535 4256; ✉: jane.atterton@sruc.ac.uk

Full report from: www.sruc.ac.uk/ruralbusinesssurvey