

CEFEUS Questionnaire for SMEs and Rural Economy: 25th and 28th April, 2017

1. What percentage of your work force is from other EU countries?

- A: 0-25%
- B: 25-50%
- C: 51-75%
- D: 75%+

2. If EU workers are not available, would you:

- A: Recruit UK workers
 - B: Invest in training UK workers
 - C: Look to recruit from other overseas countries
 - D: Any other option :
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3. How important are the following to the future success of your business:

Availability of funding for investment

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Availability of labour

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Support from Government bodies

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Support from business organisations (e.g. CBI, FSB, Chambers of Commerce)

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

4. How much of your business represents exports to the EU?

- A: 0-25%
- B: 25-50%
- C: 51-75%
- D: 75%+

5. If you cannot export to EU profitably will you:

- A: Try to sell more within the UK
- B: Look to sell outside the EU on your own

C: Consider partnering/merging with another firm to improve your ability to trade beyond the EU

D: Overhaul your business strategy to specialize in other products

6. How much of your business represents imports to the EU?

A: 0-25%

B: 25-50%

C: 51-75%

D: 75%+

7. If you cannot import to EU profitably will you:

A: Try to sell more within the UK

B: Look to sell outside the EU on your own

C: Consider partnering/merging with another firm to improve your ability to trade beyond the EU

D: Overhaul your business strategy to specialize in other products

8. Thinking specifically about exporting, could you rate the following barriers which might prevent you from exporting more:

Finance (e.g. export credit guarantees)

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Understanding product standards and regulations

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Understanding other countries' broader culture/ attitudes

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Tariffs (e.g. paying more to export to/ import from other countries)

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

Non-tariff barriers (e.g. quotas, standards, licensing)

1: Unimportant, 2: Somewhat important, 3: Important 4: Very important 5: Essential

9. What key point(s) would you most like HM Government to take into consideration vis-a-vis SMEs / rural agriculture in Kent within the context of Brexit negotiations?
