

Dear Clients & Contacts,

For anybody who is trading with the UK, we would advise you to chat with us and also to use the Enterprise Ireland Brexit Readiness checker in terms of preparing for same.

We have made you aware of all the Government loans and grants that are available. We would urge you to get in touch with our team if you need any help in terms of accessing any of these. We have helped hundreds of SMEs already in 2020 to avail of the various loans, grants and vouchers available. This is the advice which is coming from An Tánaiste and Leo Varadkar that these are the two items that we should be bringing to your attention.

One of the new business terms being used at the moment is a “pandemic pivot”. See attached an interesting link in relation to this where businesses are adapting their business to the new environment pivoting their business in any way that they can.

#### **Pandemic Pivots :**

<https://www.forbes.com/sites/jasonwingard/2020/04/17/pandemic-pivots-these-3-companies-are-making-it-work/?sh=46ea7e246f44>

Thanks to our team, we have also pivoted our business in 2020 and some of our pivots that are ongoing include our popular **Kinsale Digital Hub** which is a popular co-working space that we are going to be developing further in 2021 in a safe way.

Secondly, our contactless tax returns done which is useful for our clients and finally our **Doing Business In Kinsale App**, which is a free App, getting a huge amount of downloads daily, supporting business and community in Kinsale. We have some new features we are adding to this with our excellent technical team at Mova Ireland Ltd. and will be rolling out these features shortly.

Please get in touch if you need any assistance on any matter be it from filing your tax return, applying for tax clearance, accessing supports or help in apply for working capital with your bank.

#### **Charity :**

Finally perhaps you could help us in this Toy Appeal this Christmas by donating a new toy to our drop off point in the porch of the office for Kinsale Lions Club and these will be collected by An Gardai and dropped to the pediatric wards of CUH and Mercy Hospitals this Christmas to spread some festive cheer.

I am part of the organising committee for a unique fundraiser this New Year’s Eve to show appreciation for the front line workers and emergency personnel to also raise funds for KYSS, Kinsale Lions Club and Pieta House. If you would like to sponsor a vehicle for €50 see details attached Blue & Amber 21 <https://www.kinsalelionsclub.org/>

Stay safe and keep going.

Kind regards,

