



May 2017 eNews

NEW MILEAGE RATES

As already reported by us in our April eNews, the Civil Service mileage and subsistence rates were revised with effect from 1 April 2017. Revenue has updated the following guides to reflect the new rates:

The Civil Service rates

The Civil Service kilometric rates for cars, motorcycles and bicycles for individuals who are obliged to use their car, motorcycle or bicycle in the performance of the duties of their employment, are as follows:

Rates for Motor cars

Motor cars effective from 1 April 2017

| Band | Distance | Engine Capacity: Up to 1,200 cc | Engine Capacity: 1,201 cc to 1,500 cc | Engine Capacity: 1,501 cc and over |
|--------|--------------------|---------------------------------------|--|--|
| Band 1 | 0 – 1,500 km | 37.95 cent | 39.86 cent | 44.79 cent |
| Band 2 | 1,501 – 5,500 km | 70.00 cent | 73.21 cent | 83.53 cent |
| Band 3 | 5,501 – 25,000 km | 27.55 cent | 29.03 cent | 32.21 cent |
| Band 4 | 25,001 km and over | 21.36 cent | 22.23 cent | 25.85 cent |

STRATEGIC PLANNING

Finding the time to work **on** your business rather than falling into the trap of always working **in** it, requires discipline and a structured methodology to make it happen.



If we can show the importance of having a Strategic Plan, we find clients then make the time to create a plan and it becomes a reality.

Attached is a checklist that we encourage you to complete as it could highlight things to do and help you set priorities for your business.

Please let me know if you are interested in discussing this further - we have assisted many clients to achieve their long term goals by having a structured Strategic Plan in place.

Don't hesitate to contact me or a member of our team if you would like to discuss any of the issues raised or on any of our services.



Johnny

John J. McElhinney | Partner

This newswire is intended to provide a general guide to the subject matter and is necessarily prepared in a condensed form. Advice should be sought before acting on the information contained in it.



JOHN MCELHINNEY & Co.

*Chartered Accountants,
Taxation & Business Advisors*

www.johnmcelhinney.com

ESTD 1961

Strategic Planning Checklist

| Issues | Tick if this is an issue | Rate on a scale of 1 to 5 (where 1 is unimportant & 5 is very important) |
|---|--------------------------|---|
| We don't have an annual budget | | |
| We have trouble making decisions | | |
| We don't produce monthly figures on a regular basis | | |
| There are no clear lines of authority | | |
| We don't have regular management meetings | | |
| We don't get the whole business together often enough | | |
| | | |
| We seem to lose a lot of customers | | |
| We receive a lot of complaints from customers | | |
| We need bigger customers | | |
| We need better customers | | |
| We have not offered new services/products to our customers recently | | |
| | | |
| There is no clear future leader of the business | | |
| We do not have a funded retirement plan | | |
| We do not have a clear successor to the business | | |
| | | |
| We can't find good staff | | |
| Our staff are not motivated | | |
| Our staff do not want to take responsibility | | |
| We have high staff turnover | | |
| Our staff don't have sufficient skills | | |
| We should get rid of some members of staff | | |
| Sometimes we feel like we are working for the staff | | |
| | | |
| No one is responsible for marketing | | |
| We don't have a Marketing Plan | | |
| We don't understand what is different or unique about our business | | |
| Our customers don't understand what is unique about our business | | |
| Our staff don't understand what is unique about our business | | |
| We don't have up-to-date marketing materials | | |