



CASE STUDY - MAY 2020

CANAL HOLIDAY BUSINESS



An established canal boat holiday company had seen it's summer bookings cancelled due to Covid-19.

The business needed to maintain it's stock, funds overheads and retain staff during a period where no income was being seen.

The bigger issue was that holidays were being postponed, meaning no income now and lower income in 2021.

WORKING CAPITAL REQUIRED

BACKGROUND

The business was established and proven. The circumstances were exceptional with the client being understandably unprepared. There was an offer of finance made by the client's bank which they were close to accepting.

THE CHALLENGES

The bank finance offered was good but fell well short of what was required. The client was left with the impression that the bank offer was the 'best' offer. In terms of cost of finance it was, in terms of need it definitely fell well short. We had to find a better option that met the true needs of the business.

WHAT WE DID

We took a step back and looked at the numbers for 2020 and 2021, recognising that the cash flow challenge was going to be more long term. We then worked with the client's accountant to establish a figure that was needed from the finance to make things work. This was not about just the cost of finance, it was about ensuring the finance on offer was suitable and did the job.

By working with a lender who could lend what the client needed we secured £183k of CBILS finance, being £120k more than their bank proposed. This was completed in May 2020.

WHO WE ARE

Lime Consultancy is a trading name of Lime Coaching & Consultancy Ltd. Registered in England 07975038, The Beehive, City Place, Gatwick. Lime Consultancy are a commercial credit broker working with a range of lenders, we are not a lender ourselves. We earn our income through a combination of fees paid by the client and/or commission paid by lenders. Lime Consultancy is Authorised and Regulated by the Financial Conduct Authority.