



BALCASKIE



BUTCHERY

AT BOWHOUSE

# Partnership Opportunity

The successful applicant will have the opportunity to be a full partner in the business, sharing ownership of the butchery business and benefitting from its success.

## Butchery and Meat Chill

[www.butcherybowhouse.com](http://www.butcherybowhouse.com)

Bowhouse Farm, St Monans, Fife

KY10 2DB

Balcaskie Estate, Easter Kellie Farm, Arncroach, Anstruther. Fife. KY10 2RF

Tel; 01333 720200. Email: [info@balcaskie.com](mailto:info@balcaskie.com).

[www.balcaskie.com](http://www.balcaskie.com)

**Closing date 18<sup>th</sup> of November**

## Introduction.

Balcaskie Estate is offering to create a business partnership with the right person, or team at the Butchery at Bowhouse beginning in January 2022.

The butchery opened in March 2020 as a way to connect the meat being produced on Balcaskie estate with the local community and create wholesale relationships with chefs looking to use fantastic Scottish produce.

We created a space to hang and process whole carcasses so that meat could come directly from the abattoir, thereby giving us full control on the break down and aging of all cuts.

The butchery, like many businesses, has faced lots of challenges in the last year and a half, with the focus often shifting to entirely retail while restaurants were shut for much of 2020. Establishing a shop front from the unit has brought local customers and offering a courier service has enabled us to extend our offering to those further afield - customers who have visited the butchery previously or followed the business on social media.

Since the reopening of restaurants after lockdown we have been building some really exciting wholesale relationships with several local restaurants and a few in Edinburgh.

A big draw for the business is being part of Bowhouse, a real highlight of the East Neuk which brings visitors from far a field for the monthly market weekend. Each market is an opportunity to reach a huge number of potential new customers with around 4000 people visiting the site over the weekend.



The business is currently at a really exciting stage, it has an established reputation and currently has lots of opportunities for growth and we are looking for someone to come in and really make it their own. Managing the butchery as its own entity, whilst also having the support of Balcaskie Estate.

Connecting consumers with produce from Balcaskie Estate, the successful applicant will have significant input selecting animals for the butchery and communication with the livestock production team.

Production of Beef, Lamb, Pork and Venison from the estate are focussed on Regenerative Farming techniques, utilising Mob Grazing, herbal grass leys and diverse pastures. Farming with nature provides an opportunity to communicate a positive and fully traceable (from birth to butchery) message. We actively encourage customers

onto the land to learn about our farming practices. Abattoirs used range from large to micro, depending on species and speciality. All are Organically Certified.

### **Location.**

Bowhouse is situated in the East Neuk of Fife, adjacent to the B917 10 miles south of St Andrews, 2 miles east of Elie. 45 mins from Dundee, 1 Hour from Edinburgh.

The East Neuk of Fife is renowned for quality food produce from both land and sea, with a rich and diverse culture based around the scenic fishing villages.

### **Description.**

The two adjacent 36m<sup>2</sup>, food grade units were converted in 2019 to provide two separate chilled, de-humidified hanging rooms for dry aging and a butchery/retail unit with office space above the meat chill accessed by staircase. Hanging rails and electric hoists are installed with capacity to accommodate 8 beef carcasses, 20 lamb and 6 pigs at a time.

The site is fully equipped to operate as butchery with all equipment included.

Mains water, 3 phase electricity and mains gas are all on site. The premises is registered with EHO, Soil Association and Pasture Fed Livestock Association.

The butchery operates a refrigerated van for deliveries.

*See appendix 1 for sales.*

### **About Balcaskie**

Balcaskie is modern, working estate at the heart of the East Neuk of Fife. We are committed to cultivating and caring for the natural environment, nurturing local businesses and supporting our vibrant community.

We are seeking a partner who can help to deliver these objectives and can demonstrate excellence in operating a contemporary butchery focussing on delivering exceptional quality meat sourced from the estate and other local producers.

Balcaskie operates a significant organic, farming operation producing, organic, PFLA assured, Lincoln Red Beef, native lamb and mutton. A small pedigree Tamworth pig herd makes use of the small grains from the production of organic cereals for milling, with the outdoor pigs helping to build soil fertility. Wild Roe deer are culled during the season and other game is available.



The successful applicant will be able to demonstrate a sustainable and resilient business plan which delivers quality and integrity to Bowhouse and its customers with the link between farm and butchery being clearly communicated.

### About Bowhouse

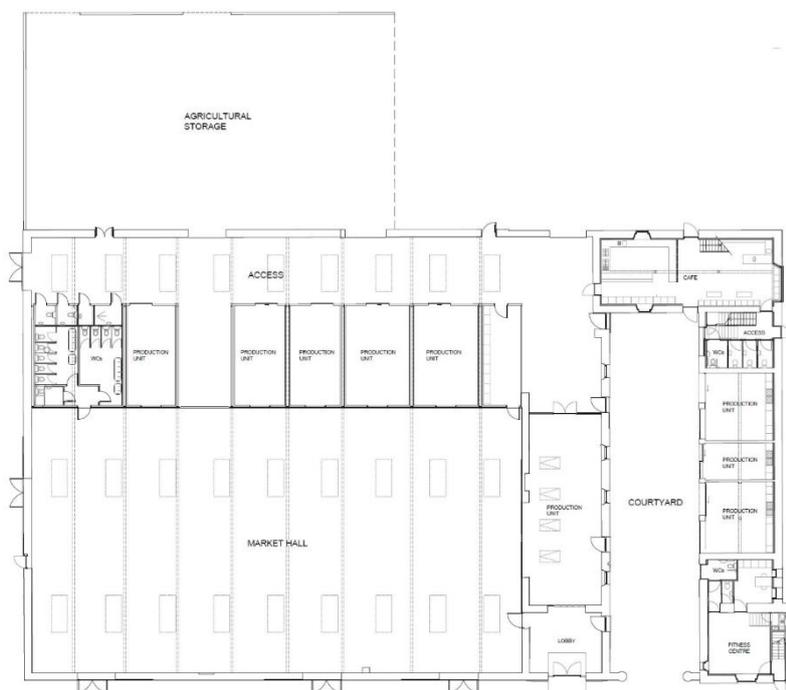
The East Neuk of Fife is home to some of the very best raw ingredients and a growing number of people, passionate about food - keen to develop their interests.

Core to our values at Bowhouse, we are helping to develop a vibrant food industry which celebrates both the quality of raw ingredients available and the passion of its producers. Connecting consumer with makers and growers, building relationships based on trust and knowledge, we want to promote the opportunity to meet the makers and integrate their produce where possible into events.

Bowhouse creates the habitat for new and small businesses to learn and develop while being surrounded by likeminded people and projects.



### Bowhouse site map.



## **Sophie Cumber. Founding Butcher.**



*“I was drawn to work with Balcaskie to set up the butchery here because I really believe that this direct to customer approach is really important for the future of the industry, creating complete transparency in the chain from farm to butcher to customer. I am passionate about meat production but it is obvious that the vast majority is still done in an unsustainable way. Working with Balcaskie, who I know are implementing regenerative farming techniques and always striving to do better has been really important to me and the message I want to convey to my customers.”*

## **Butchery Customers.**

An existing regular, local customer base of retail and wholesale has been established including several renowned restaurants, including the Kinneuchar Inn, based on Balcaskie and the Café at Bowhouse. Direct sales through Bowhouse Link – the online sales platform, supplying weekly delivery and pickup, provides a regular pre-order customer base.

The East Neuk of Fife has a thriving tourist industry which has established over generations of return visitors. With quieter winter months, the successful applicant will have a robust business plan which is driven by regular production for retail or wholesale and enables the site to operate all year round with additional growth in the summer months.

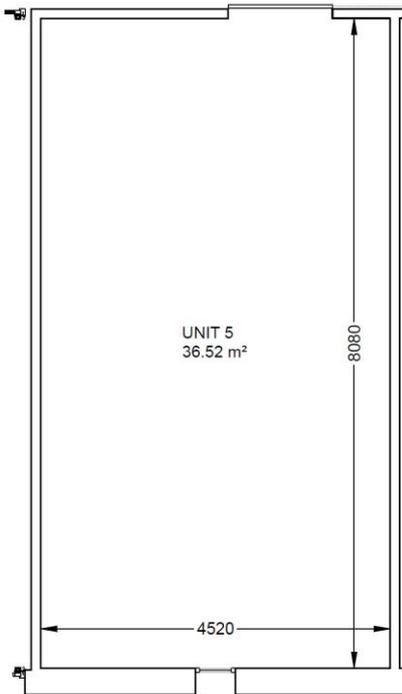
## **Testimonials**

*“I would like to say thank you. Friday night for the last four months has been steak night for my wife and I. We have had some excellent beef from places that you already know and some that maybe you don't. I've certainly eaten more beef than I probably should have! However we are both in agreement that tonight's (yours) has been the best. It was fantastic. Exactly the ideal tenderness/flavour/marbling they I look for.”*

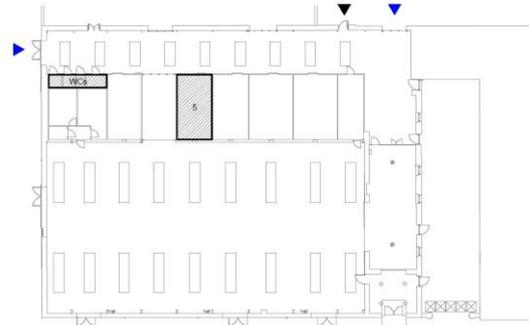
*“Just wanted to say that I've just had the best T-Bone steak from you. I barbecued it just now and am completely blown away. I've eaten some very high quality waygu Sashimi and cooked steaks in Tokyo and New York and it didn't come close. Outstanding, thank you.”*

*“It all looks fantastic... Ethical Farming in an amazing part of the world linked with first-class butchery makes for quality meat. Great service and personal thanks to @meatsophie for making Michelle's short rib dreams come true! Oh....and they make the best jerky I have EVER tasted!”*

**Unit floorplan.  
Butchery**



Unit 5 Plan  
1:50



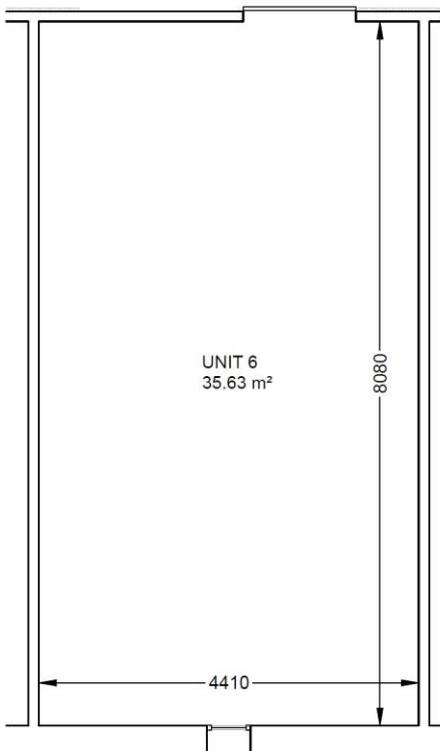
Unit Plan  
1:300  
 ▲ Pedestrian Access with keypad locking  
 ▲ Vehicular access for loading / unloading

**BALCASKIE**

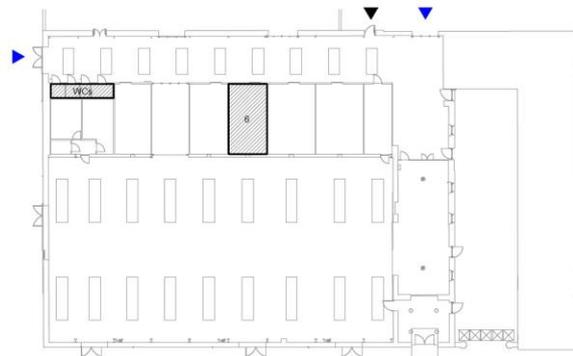
Balcaskie Estate Office | Easter Kellie Farm | Amrochar |  
 Anstruther | Fife | KY10 2RF  
 e: [balcaskie@eastrekestates.co.uk](mailto:balcaskie@eastrekestates.co.uk)  
 t: 01337 720200  
 w: [www.eastrekestates.com](http://www.eastrekestates.com)

Site BOW HOUSE STEADING  
 Title UNIT 5

**Meat Chill**



Unit 6 Plan  
1:50



Unit Plan  
1:300  
 ▲ Pedestrian Access with keypad locking  
 ▲ Vehicular access for loading / unloading

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Site BOW HOUSE STEADING  
 Title UNIT 6

**Accommodation.**

Balcaskie Estate has several let residential properties which may be rented on a separate Short Assured Tenancy.

## Bowhouse Link.

Bowhouse Link is the online sales platform which provides weekly collection and delivery of produce from Bowhouse and the wider Bowhouse community.



## Bowhouse occupiers

- Bowhouse Producers - <https://www.bowhousefife.com/commercialspace/producers/>
- Cafe
- The Butchery at Bowhouse - <https://butcherybowhouse.com/>
- Scotland the Bread - <https://scotlandthebread.org/>
- Keeping the Plot - <https://keepingtheplot.co.uk/>
- Futtle - <https://www.futtle.com/>
- Grain and Sustain - <https://www.grainandsustain.co.uk/>
- East Neuk Market Garden - <https://www.eastneukmarketgarden.com/>
- Fit to the Core - <https://fittothecorestudios.co.uk/>

## Useful links

- Balcaskie Website - <https://www.balcaskie.com/>
- Bowhouse social media - <https://www.facebook.com/BowhouseFife> - <https://www.instagram.com/bowhousefife/?hl=en>
- Kinneuchar Inn - <https://www.kinneucharinn.com/>
- The Cellar - <https://www.thecellaranstruther.co.uk/>
- Pasture For Life Association - <https://www.pastureforlife.org/why-pasture/>
- Soil Association - <https://www.soilassociation.org/our-work-in-scotland/>
- Downfield Abattoir - <https://downfieldfarm.com/>
- Comielaw Occupiers - <https://www.balcaskie.com/live-and-work/commercial/>
- Food from Fife Network - <https://www.foodfromfife.co.uk/>

## Featured Articles

Finalist for the Great British Food Awards 2021 – Best Market - <https://www.greatbritishfoodawards.com/about>

## Other relevant information;

Broadband speed – 7 – 10Mb – Included in property rent.

Mains Gas

3 Phase power

## Appendix

1. Butchery sales 2020/21
2. Business plan
3. 3 year budget
4. Virtual Tour video

## The partner we are looking for.

Balcaskie views relationships as an enduring partnership and encourages collaboration. Businesses which demonstrate integrity, innovation, excellence and energy are vital to the rural economy and building strong supply and customer relationships is essential.

Balcaskie is continuously improving its environmental and social habitats, communicating with customers effectively and raising awareness of the Pasture fed, regenerative farming systems.

Awareness and proactively managing waste, energy consumption and making use of the entire carcase, the successful applicant should be able to demonstrate how they will monitor and measure the businesses environmental impact.

## The successful applicant.

Will be passionate about producing exemplar quality, dry aged meat with genuine provenance.

Will have the ability to develop markets and increase throughput by building on the existing strong reputation.

Have proven track record in the industry and ability to manage all compliance, financial planning and budgeting, with support from the estate office team.

Will communicate directly with the livestock production team.

Have enthusiasm to work in partnership with Balcaskie towards environmental and social aims.

Demonstrate understanding and enthusiasm for promoting excellence in meat processing.

Will possess excellent communication skills and be keen to develop a team.

## How to Apply.

Please send a covering letter with C.V or description of existing experience and any relevant information you feel would enhance your application to;

[info@balcaskie.com](mailto:info@balcaskie.com).

## Closing Date.

Friday 18<sup>th</sup> November 2021



Arial View of the Bowhouse site

