



BUTCHERY

AT BOWHOUSE

Balcaskie is a 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 business and supporting our vibrant community.

Balcaskie is committed to its objectives which are rooted in how we manage the land and create diverse habitat.

Stewardship

We manage, protect and care for our local environment ensuring it can be enjoyed by current and future generations.

Local business

We create and manage artisan business hubs that nurture local business creating employment opportunities and value.

Our farm

We're a working farm championing a holistic field-to-fork approach, supplying outstanding food direct to customers and trade.

Community Support

We make a difference to our community by supporting and getting involved with local charities and organisations.

The Butchery at Bowhouse provides an opportunity to develop added value to the produce from the farm, by creating lasting relationships with customers who share our values.

Using Whole carcass butchery requires the ability to balance cuts and secure markets which complement each other.

The butchery began trading in March 2020 as Covid 19 began and our market shifted from chefs to retail overnight. Now we are re-focussing our efforts to expand on the existing customer base, increase volume and margin.

Our aim is to double the throughput whilst increasing margin over the next three years.

Currently the butchery accounts for sales of 10 – 14% of the volume from the farm and so there is ample room for growth.

Our current market is divided approximately 65% retail and 35% wholesale by volume, with margin of 100% on retail and 80% on wholesale.

The butchery purchases carcasses from the farm at an equivalent value to the major retailers also supplied. Abattoir and delivery costs are paid by the butchery and carcasses delivered back within the week of slaughter.

Personnel.

The business currently employs one full time head butcher and one full time assistant.

The Head Butcher is returning to London having established the business and we are seeking to replace the principle business leader.

Balcaskie is committed to long term relationships and wishes to develop a business partnership, which provides a base salary from the business and the ability to build capital with opportunity to become a partner in the business.