**Questionnaire for local pilot venison chill/processing project**

|  |  |
| --- | --- |
| 1. | Business name |
|  |  |

|  |  |
| --- | --- |
| 2. | Contact name(s) |
|  |  |
|  |  |

|  |  |
| --- | --- |
| 3. | Contact details |
|  | Address |
|  |  |
|  | Tel |
|  | E mail |

|  |  |
| --- | --- |
| 4. | Business informationDescribe the main function of the applicant business, group, co-operative or individual |
|  |  |

5. Is this application for (please tick/highlight)

|  |  |
| --- | --- |
|  | a new business?  |
|  | an existing business? |

6. Is the purpose of the venture to provide (please tick/highlight)

|  |  |
| --- | --- |
|  | Chill and onward sale of carcasses in skin to AGHE? |
|  | Chill, processing and sales? |
|  | Combination of the above? |

7. How many carcasses by species do you anticipate taking for an initial 3 years?

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Red |  |  |  |
| Roe |  |  |  |
| Sika |  |  |  |
| Fallow |  |  |  |
| Total |  |  |  |

**Market**

8. What do you forecast the out-turn of your venison business will be over the next 3 years (by % split)?

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Carcasses (%) |  |  |  |
| Primals (%) |  |  |  |
| Processed (%) |  |  |  |

9. To whom do you intend to supply your venison over the next 3 years (by % split)

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Carcasses to AGHE (%) |  |  |  |
| Own shop sales (%) |  |  |  |
| Cuts/processed to local retail (%) |  |  |  |
| Mail order (%) |  |  |  |
| Own catering (%) |  |  |  |
| Other catering, restaurants etc (%) |  |  |  |
| Other (%) (give detail in Section 16 below) |  |  |  |

10. **Income** - estimated income from sales for first three years trading

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Sale - carcasses |  |  |  |
| Sale - cuts |  |  |  |
| Sale - processed |  |  |  |
| Other sales |  |  |  |
| Total |  |  |  |

**Costs**

11. Cost of infrastructure and fit out – pre-operation

(to exclude land – assumption that land is already within ownership of applicant)

|  |  |
| --- | --- |
|  | £ |
| Groundworks and site preparation |  |
| Design |  |
| Build (or cost of bespoke unit) |  |
| Fit out of unit (e.g. chills, processing equipment, etc.) |  |
| Services installation – water, electricity, drainage |  |
| Professional fees |  |
| Other (give detail in Section 16 below) |  |
| Total |  |

12. Raw materials, years 1 – 3

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Number of carcasses (own supply at no cost to venture) |  |  |  |
| Number of carcasses bought from producers |  |  |  |
| Total |  |  |  |

13. Estimated wages (£), running costs and overheads, years 1 – 3

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Power |  |  |  |
| Water and drainage |  |  |  |
| Waste disposal |  |  |  |
| Materials, pack and labelling |  |  |  |
| Sales and marketing |  |  |  |
| Staff costs/wages |  |  |  |
| Other (give details in Section 16 below) |  |  |  |

14. **Income vs expenditure**

Excluding pre-operation/development costs please give estimated income and expenditure for first three years of venture

|  |  |  |  |
| --- | --- | --- | --- |
|  | Year 1 | Year 2 | Year 3 |
| Estimated income |  |  |  |
| Estimated costs |  |  |  |
| Profit/loss |  |  |  |

15. **Support**

What level of support do you require towards development of the venture outlined, what is your contribution, and any other funding capital?

|  |  |
| --- | --- |
| Total cost to develop venture |  |
| Applicant contribution |  |
| Other contributions – eg grants from other sources, co-operative funding, etc. (give detail in Section 16 below)  |  |
| Gap funding requirement - development grant |  |

16. **Additional detail**

Please include any additional detail here.

Scottish Venison Association

June 2021