Gala Bailey-Barker
Farmer & Shepherd
@farmergala
gala@plawhatchfarm.co.uk
Plaw Hatch Farm Ltd
A Biodynamic Farm

6 Directors all but one are managing enterprises on the farm

All managers of enterprises set and take responsibility for individual budgets

Large expenditures or large changes to enterprises need to be discussed and agreed by the Management Group (all directors-enterprise managers)

Farm rented from St Anthony Trust who own main 200 acre holding, agricultural, commercial and residential building. Rent a further 300 acres across various sites

Enterprises
Business
Cows
Laying Hens
Pigs
Sheep
Arable
Garden
Dairy
Butchery
Shop
Cows

Managed by Robin Hall

Closed herd of 30 Musesse-Rhine-Issel, Montbeliard and Viking Red milking cows

Sussex Bull for calves raised to close to 30 months

AI for replacements

Total number of cattle usually close to 70
Laying Hens
 Managed by Gala with Rose Bramwell

400 Hyrbids
All eggs sold through shop
Moving from static to mobile houses 2020
Pigs
Managed by Rose Bramwell
3 sows
1 duroc boar
All pigs sold through farm shop
Arable
Managed by Maya Lock

400 bales of silage
40 tons feed cereals
500 bales of straw
Garden
Managed by Nir Halfon and Liz Charnell
12 acres rotational land for field crops
11 Polytunnels
Soft Fruit
Flowers
95% of garden produce sold through shop
Dairy
Managed by Tali Eichner

Processing only milk from our cows
Approx 150,000 ltrs a year

Wholesale cheese and yogurt

Butchery
Managed by Jayne Duveen

Working two days a week
Supplying meat to the farm shop
Farm Shop
Managed by Jenny Thornhill

40% of produce sold is produced on the farm

95% of farm produce is sold through the farm shop
Sheep Enterprise
Managed by Gala with Rose

40 Lleyn ewes
40 Romney ewes
Jacob ram for colour

Closed flock going forward
1st April outdoor lambing

Clean grazing
Faecal egg counts monthly April–Nov

135 sheep to butchery a year –
Approx 5 lambs/hoggs every other week + occasional mutton
Plaw Hatch Flock

Organic sheepskins
Organic Knitting Wool
Plant Dyeing Workshops
Biodynamic Raw Fleeces
Blankets
<table>
<thead>
<tr>
<th>Sheep</th>
<th>Apr - Nov 19</th>
<th>Budget</th>
<th>Diff</th>
<th>%</th>
<th>Total</th>
<th>Budget</th>
<th>%</th>
<th>Apr - Nov 18</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Income</strong></td>
<td></td>
<td></td>
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<td></td>
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<td></td>
</tr>
<tr>
<td>Animals sold to Butchery</td>
<td>10,580.55</td>
<td>7,200.00</td>
<td>3,380.55</td>
<td>47.0%</td>
<td>13,280.55</td>
<td>9,900.00</td>
<td>34.1%</td>
<td>2,081.55</td>
<td>408.3%</td>
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<tr>
<td>OPHF Sheep Wool</td>
<td>5,596.88</td>
<td>2,400.00</td>
<td>3,196.88</td>
<td>133.2%</td>
<td>5,746.88</td>
<td>2,550.00</td>
<td>125.4%</td>
<td>3,933.35</td>
<td>42.3%</td>
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<tr>
<td>Workshop Sales</td>
<td>1,595.17</td>
<td>2,250.00</td>
<td>-654.83</td>
<td>-29.1%</td>
<td>1,595.17</td>
<td>2,250.00</td>
<td>-29.1%</td>
<td>1,991.07</td>
<td>-19.9%</td>
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<tr>
<td><strong>Total Income</strong></td>
<td>17,772.60</td>
<td>11,850.00</td>
<td>5,922.60</td>
<td>50.0%</td>
<td>20,622.60</td>
<td>14,700.00</td>
<td>40.3%</td>
<td>8,005.97</td>
<td>122.0%</td>
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<tr>
<td><strong>Cost of Goods Sold</strong></td>
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<tr>
<td>Consumables</td>
<td>49.40</td>
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<td>49.40</td>
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<td>49.40</td>
<td>0.00</td>
<td></td>
<td>259.36</td>
<td>-81.0%</td>
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<td>Concentrates - Sheep</td>
<td>0.00</td>
<td>75.00</td>
<td>-75.00</td>
<td>-100.0%</td>
<td>0.00</td>
<td>75.00</td>
<td>-100.0%</td>
<td>53.28</td>
<td>-100.0%</td>
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<tr>
<td>Livestock Purchased</td>
<td>1,310.00</td>
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<td>1,310.00</td>
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<td>1,310.00</td>
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<td></td>
<td>500.00</td>
<td>162.0%</td>
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<tr>
<td>Farm Purchases from Shop</td>
<td>19.58</td>
<td>0.00</td>
<td>19.58</td>
<td></td>
<td>19.58</td>
<td>0.00</td>
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<td>0.0%</td>
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<td>Packaging</td>
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<td>49.58</td>
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<td>0.00</td>
<td>0.0%</td>
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<tr>
<td>Stock Movement</td>
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<td>0.00</td>
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<td></td>
<td>0.00</td>
<td>0.0%</td>
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<tr>
<td>Sub-contracting</td>
<td>3,749.84</td>
<td>2,125.00</td>
<td>1,624.84</td>
<td>76.5%</td>
<td>3,749.84</td>
<td>2,125.00</td>
<td>76.5%</td>
<td>3,232.00</td>
<td>16.0%</td>
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<tr>
<td>Veterinary - Sheep</td>
<td>1,358.15</td>
<td>1,000.00</td>
<td>358.15</td>
<td>35.8%</td>
<td>1,733.15</td>
<td>1,375.00</td>
<td>26.0%</td>
<td>1,236.26</td>
<td>9.9%</td>
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<tr>
<td>Veterinary - Other</td>
<td>0.00</td>
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<td>0.00</td>
<td></td>
<td>0.00</td>
<td>0.00</td>
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<td>0.00</td>
<td>0.0%</td>
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<tr>
<td><strong>Total COGS</strong></td>
<td>6,536.55</td>
<td>3,200.00</td>
<td>3,336.55</td>
<td>104.3%</td>
<td>6,911.55</td>
<td>3,575.00</td>
<td>93.3%</td>
<td>5,280.90</td>
<td>23.8%</td>
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<tr>
<td><strong>Gross Profit</strong></td>
<td>11,236.05</td>
<td>8,650.00</td>
<td>2,586.05</td>
<td>29.9%</td>
<td>13,711.05</td>
<td>11,125.00</td>
<td>23.2%</td>
<td>2,725.07</td>
<td>312.3%</td>
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<tr>
<td><strong>Expense</strong></td>
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<tr>
<td>Contracting</td>
<td>250.00</td>
<td>250.00</td>
<td>0.00</td>
<td>0.0%</td>
<td>330.00</td>
<td>330.00</td>
<td>0.0%</td>
<td>226.00</td>
<td>10.6%</td>
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<tr>
<td>Interest on HP/Lease</td>
<td>100.16</td>
<td>170.01</td>
<td>-69.85</td>
<td>-41.1%</td>
<td>149.87</td>
<td>219.72</td>
<td>-31.8%</td>
<td>170.01</td>
<td>-41.1%</td>
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<tr>
<td>Licences &amp; Membership Fees</td>
<td>30.00</td>
<td>35.00</td>
<td>-5.00</td>
<td>-14.3%</td>
<td>80.00</td>
<td>85.00</td>
<td>-5.9%</td>
<td>30.00</td>
<td>0.0%</td>
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<tr>
<td>Repairs - Fencing</td>
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<td>0.00</td>
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<td>0.00</td>
<td>0.0%</td>
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<tr>
<td>Repairs - Machinery</td>
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<td>59.15</td>
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<td>59.15</td>
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<td>105.37</td>
<td>-43.9%</td>
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<tr>
<td>Repairs - Vehicles</td>
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<td>0.00</td>
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<td>0.00</td>
<td>0.00</td>
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<td>59.95</td>
<td>-100.0%</td>
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<tr>
<td>Small Tools and Equipment</td>
<td>1,609.00</td>
<td>800.00</td>
<td>809.00</td>
<td>101.1%</td>
<td>1,609.00</td>
<td>800.00</td>
<td>101.1%</td>
<td>1,332.32</td>
<td>20.8%</td>
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<tr>
<td><strong>Total Expense</strong></td>
<td>2,048.31</td>
<td>1,255.01</td>
<td>793.30</td>
<td>63.2%</td>
<td>2,228.02</td>
<td>1,434.72</td>
<td>55.3%</td>
<td>1,923.65</td>
<td>6.5%</td>
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<tr>
<td><strong>Profit for the Year</strong></td>
<td>9,187.74</td>
<td>7,394.99</td>
<td>1,792.75</td>
<td>24.2%</td>
<td>11,483.03</td>
<td>9,690.28</td>
<td>18.5%</td>
<td>801.42</td>
<td>1046.4%</td>
</tr>
</tbody>
</table>