

# CASE STUDY: TOMNAH'A

## A HORTICULTURAL AND FLOWER CSA IN RURAL PERTHSHIRE



**Established:** 2015

**Type:** Producer-led

**Legal Structure:** Co. Ltd by shares

**Paid staff:** 3.5 on veg and +3 on flower business

**Trainees:** 1 FTE in summer

**Volunteers:** 0.8 FTE (Eight people)

**Produce:** Vegetables, flowers & fruit

**Members:** 140

**Member radius:** 20 miles

**Shares:** 28 weeks of the year

**Buy-in:** Just potatoes

**CSA turnover:** £45k

**Non CSA turnover:** £75k on flowers and wholesale

**Land:** 2 hectares of rented land on a larger eco-tourism site

**Infrastructure:** Seven polytunnels, two caterpillar tunnels, packhouse, barn, kitchen, two caravans, yurt, storage container and flower workshop studio

**Approach:** Minimum till bio-intensive horticulture

**And...** They run workshops, PYO flower mornings, and events.

# The seed...

Tomnah'a started a CSA because they wanted to grow more food for people. Founders Judith, Sam and Cristy had a background in community gardening working with schools and the charity sector and wanted to set up a company to support these activities. Judith and Sam met Andrew, their future landowner, on Nourish Scotland's new farmers' programme. They jumped at the opportunity when he told them about his vision to grow food and create a sustainable farm.



# Grew...

They received a young farmers' start-up grant in 2015 and bolstered this with personal savings. They were allowed to live on the land very cheaply for the first three years. The existing infrastructure proved really helpful and the landowner invested in paths and fencing. They were on a site with an existing footfall which made recruitment to the CSA far easier. They say that combining flower growing with a veg CSA helps cash flow and is great for biodiversity. They have planted trees for flowers, wildlife and lots of apples.

# And...

The pandemic changed everything in an instant and demonstrated the strength of their diverse enterprise. Looking forward they plan to make the farm more accessible to visitors via weekly tours, pick your own flower sessions and monthly workshops. They would like to increase the diversity of their membership so their produce is more accessible to a wider population. They want to reduce sales further afield and to continue to have time off in winter. They're happy with how far their business has come but would recommend slower growth, with more time to set up infrastructure and to develop working relationships.

