

The Dairy  
Higher Strand  
St. Mary's  
Isles of Scilly,  
TR21 0PT

17 September, 2017.

Dear Robert

Further to your request for clarification of the intentions we have for the commercial area of The Dairy, we set out the following information.

The commercial section of the building is extremely important to the overall application for change of use as it will provide much needed funds to support the proposal for a second holiday let accommodation.

The area currently supports 3 very diverse businesses and the addition of a studio pottery would mean that this tiny space is fully and gainfully utilised.

The existing milk round continues in its current format and this uses approximately one third of the commercial space. No changes are planned for this section.

It is in the area which was formally a garage/grocery shop where the largest change is proposed.

This space would be converted into a basic studio pottery for Yve to make and sell her hand painted ceramics, hand built pottery and other crafts. Yve has been a potter and ceramicist on and off for over 35 years both as a hobbyist and had a successful ceramic painting business on the mainland prior to relocating to Scilly. Yve also tutored ceramic painting to small groups of patients with mental health illnesses for the local health authority in Northampton.

The pottery would introduce a new business to the island and Yve's style is very different to anything currently on offer on St. Mary's.

Initially the retail element will be small however, we envisage Yve will ultimately spend an average of 40% of her working hours in the studio (based on a minimum 5 days per week, 7 hours per day) which will be open to the public at regular times, giving visitors an opportunity to watch Yve at work and interact with her if they choose to.

On the occasions when Yve is not working in the studio the retail element will be run on the style of an "honesty box", similar to the gallery on St. Martin's which is often left unattended with a cash box and log book for sales.

Visitors will be able to purchase items on display for sale and take them away or leave contact details for Yve to follow up.

Yve has approximately 3 years semi-qualified (PTALLS) experience of tutoring small groups in ceramic painting and, as the studio develops (potentially in the 2<sup>nd</sup> year) it is planned to offer daytime ceramic painting classes to visitors during the summer and evening classes for local residents and off-peak visitors during the winter months. Customers will have the opportunity to paint and glaze a piece of ceramic bisque ware which will subsequently be fired in a kiln and returned to the customer by way of collection or have the item posted to them. Paint your own pottery studios are successful on the mainland and whilst not on the same scale, Yve's classes could offer visitors and residents a different and enjoyable experience on Scilly with a hand painted personalised keepsake to treasure at home.

When the café formally ceased trading Yve set up a small-scale fudge and chocolate business which is being run from the ex-café kitchen downstairs. This has proved very popular in its inaugural year and not only has the “honesty box” model, which has been built into the entrance of the previous garage/grocery area, been successful, but Yve has also supplied three retail outlets and one hotel with her fudge and chocolates whose sales have been healthy and profitable for them.

It is planned to continue this business and further expand it to include more retail opportunities and introduce on-line sales capacity.

Yve has financed this business by working as a part time housekeeper for a local hotel. Work in the hotel will continue throughout the year for the foreseeable future.

A caveat to be noted is the fudge/chocolate business relies mainly on seasonal trade, although many local residents are now regular customers for the products. During winter, production will be greatly reduced, however this then will give Yve scope to work in the pottery and build stock for the following season.

Finally, the intervening section of the commercial area is utilised by Mick for his sub-contracting electrical work. Since the beginning of the year the space has provided vital storage for electrical tools, equipment and materials and a small work top. Mick has been much in demand for electrical work on St. Mary’s and all the off-islands this year and there is no indication that this trend will change any time soon.

The intervening space also houses the washing machine and tumble dryer required for laundering towels allocated to the holiday accommodation without which it would be extremely difficult and costly to carry out this necessary task anywhere else. Laundering of bed linen is already contracted out and expensive.

It does have to be recorded that the rent we are charged cannot be achieved by these four businesses together with The Dairy Flat alone and a new holiday let is crucial to the survival of the building.

We have tried to be enterprising, but the fact remains the location of The Dairy makes any other type of food or other retail business venture exceptionally difficult. We are convinced the only logical solution still lies in creating a second holiday flat.

Yours sincerely

Mick and Yve Peck