



Fife Exotic Vets

FxVets

Exotic Vets Ltd Business Plan: 2024 - 2027
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Business Rationale

Executive Summary

Fife Exotic Vets (Fx Vets) will be an independent veterinary practice owned initially by a small group of shareholders. This will be the trading name of Exotic Vets Ltd. This business will care for its team members, patients and clients as a priority. We will build a community with our clients – animal owners and others in the veterinary profession. Clients will be able to learn about our growth through social media and become invested in it by supporting our goals. All veterinary surgeons and veterinary nurses will be shareholders in the business resulting in a shared vision with and invested in the same mission.

We intend to do this by offering high quality veterinary care both for general practice patients and referral patients covering small mammals, birds, reptiles and zoological species. The practice will be focused on patient care and the client experience, providing competitive services to Fife and the rest of Scotland. We aim to position ourselves so that our client base are those at the higher end of general practice clientele who will be prepared to undertake more complex procedures on their pets. Education will also be a key driver in our development plan. We intend to train our own staff to specialist level and will enable personal development to retain these staff members long term.

Our general ethos will be focused on the high welfare of the patients within our care as well as our clients, colleagues and employees. This includes respect and sensitivity to our surrounding environment in which we are dependent. We will aim to source locally or be autonomous as much as possible in order to reduce our carbon footprint. We will look to reuse materials in our building and repurpose equipment without sacrificing quality of service provided. We will also minimise our waste stream by utilising renewables and recyclables. In real terms, we will be responsibly 'paper-less', seek to use renewable energies including E-vehicles, and offer ride sharing to employees.

Business overview

The proposal is to run a 24 hour specialist veterinary service for Exotic and Zoo species. This covers all small mammals, birds, reptiles, amphibians, fish, zoological species and wildlife.

Our service will operate from the premises of Fife Zoo and will be utilising their signage and marketing already in place alongside our own. Opening hours will be 8am to 6pm Monday to Friday and 9am - 12pm Saturday. 24 hour care for both general practice and referral level patients will be offered.

Phase I of the practice will initially be held in a temporary building on a hard stand. This will comprise of converted portable buildings made from containers. This site will ultimately become the car park for the Phase II build located directly behind the temporary building. Initial facilities will comprise of a reception and waiting area, two consultation rooms, two procedure rooms, imaging suite, hospitalisation facilities and staff rest room. Total area will be 1700 square feet. This should enable 2 vets to be working on site, with two consulting streams and one procedure stream.

It is intended to be able to offer general practice and referral clinical services on site with radiography, ultrasound, anaesthesia, endoscopy (including laparoscopy), surgery, laboratory services and hospitalisation of patients.

Business Timeline Summary

- **Short term (0 - 24 months).**
 - Establish Phase I build
 - Two vet site
 - Phase I build to become cost neutral
- **Medium term (24 - 48 months).**
 - Phase II build to be established
 - Four vet site
 - Phase II build to become cost neutral
- **Long Term (After 48 months).**
 - Staffing to increase to a six vet site

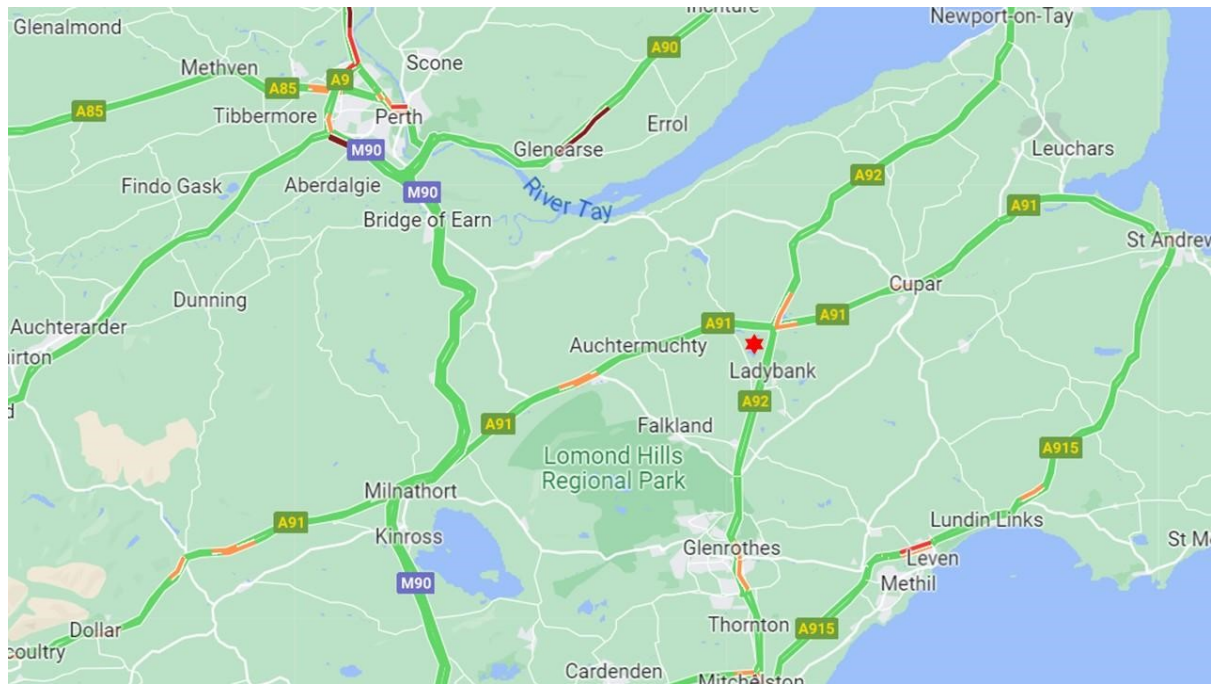
Premises and Site plan

The land will be leased by Fife Zoo to Exotic Vets Ltd.

Phase II build will be undertaken by Fife Zoo Ltd leased to Exotic Vets Ltd and outfitted by Exotic Vets Ltd all staffing and equipment purchased will transfer into the new build.

The site will be accessed from further afield (both from the North and South) via the M90 Junction 8. The M90 links directly with the Forth Road Bridge and the M8 and M9 further south. At junction 8 off the M90 there is a singular exit point on the A91 leading directly to North Fife. Fife Zoo has Visit Scotland approval and Brown Road signs will lead people to the site both from the North and the South ([Visit Scotland](#)).

Local routes from Fife and Clackmanshire will be via the A91 and A92 both major routes crossing the area. The site is accessible both from the North and the South utilising the B937.



Fife Zoo Grounds with available footprint outlined.



Proposed site enlarged.



Footprint of proposed phase I build.



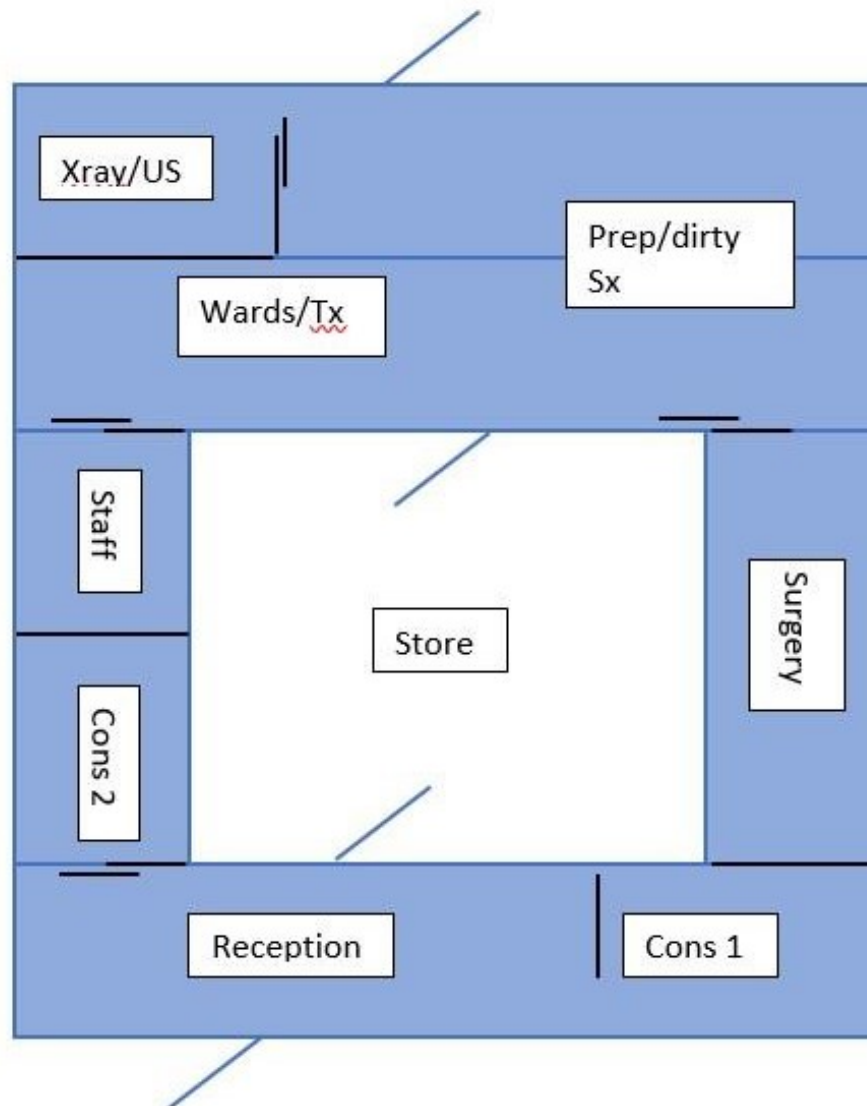
Proposed layout of phase I build with footprint of proposed phase II build.



Structure Plan

The Phase I building is expected to be in place for the first 2-5 years as the business is becoming profitable. We will utilise recycled shipping containers modified for purpose. These will be installed by the supplier, Containers Direct ([Shipping containers](#)) and will be in 'move in' condition. Ground works (electricity and water) are already in place, but will need to be piped to the unit. Electricity will be metered for repayment to Fife Zoo. Fx Vets clients will utilise the existing Fife Zoo carpark.

Proposed layout of container modules:



Site Pad (>40 x 50 ft)

Recycled asphalt pavement (RAP) will be used to create a hard stand for the modular containers. Fife Zoo has used this material in the zoo for existing container structures.

Modified shipping containers examples of finished builds



Shipping container 1 (40 x 10 ft)

Reception - 210ft²: an accessible door will lead into reception which will have a desk with a laptop port (monitor, keyboard, mouse/trackpad) and cash register with electronic payment terminal. We suggest that no landline is stationed at this desk so that the employee assigned to work reception can focus on the clients whilst doing admin. Cleanable sturdy chairs will be present for clients as well as a coffee/tea station. Clients can use the Fife Zoo restrooms if needed. Access to shipping containers 2 and 3 will be through pocket or sliding doors. An accessible door will lead from reception through the store area into the ward/tx room and will be the primary patient corridor.

Consulting Room 1 (Cons 1) - 105ft²: will be the primary consultation room. This will be sparsely outfitted with a small counter area, laptop docking station (keyboard, mouse/trackpad), freestanding exam table, client chairs and cupboards. No sink will be present - hygiene will be controlled through the use of medical grade hand sanitisers.

Shipping Container 2 (20 x 10 ft)

Consulting Room 2 (Cons 2) - 80ft²: will be the secondary consultation room. This will be sparsely outfitted with a small counter area, laptop docking station (keyboard, mouse/trackpad), freestanding exam table, client chairs and cupboards. No sink will be present - hygiene will be controlled through the use of medical grade hand sanitisers.

Staff Room - 80ft²: will have a staff restroom and modest comforts for staff break time. Entry will be through a pocket/sliding door from the ward area. A fold out chair bed will be available for staff needing to sleep at night. Staff coffee/tea machine will be stationed in reception.

Shipping Container 3 (20 x 10 ft)

Surgery - 160ft² - will be a dedicated space for clean surgeries to occur. There will be a single door to the ward/prep area. a countertop with closed cupboard will house sterile surgical equipment.

Shipping Container 4 and 5 (2 x 40 x 10 ft)

Wards and Treatment Room (Wards/Tx) - 535ft² - Plumbing will run along this ward corridor for staff sink/toilet, ward sink and Sx prep sink. Touch free immersion heaters will be used for hot water production to maintain sterility for procedures (www.victorianplumbing.co.uk/). It will be open plan with suitable temporary housing for a variety of species: rabbits, rodents, reptiles and birds. The primary phone will be in this area. Counter space will be dedicated to instrument cleaning (autoclave) and laboratory work (microscope etc). There will be access to the staff area, the store, pred/dirty sx, xray/Us as well as an external access/emergency door.

Prep and dirty surgery (Prep/dirty Sx) - will contain a surgical prep sink and dedicated table for surgical preparation of the patient. This space may also be used as a dirty/minor

(such as dentals, wound debridement etc) procedure area when appropriate. Therefore, appropriate lighting will be in place.

Xray and Ultrasound (Xray/US) - 105ft² - a pocket door will lead to this space which will house a portable xray machine on a stand, a small xray table and an ultrasound machine.

Potential space created by containers

Store - 480ft²: This area will be covered with a weather proof roof. Here, will be the majority of the storage: instrumentation, feed, bedding, overflow pharmaceuticals, equipment as well as staff personal items.

Future Developments

It is proposed the Phase I building will enable the business to be started while a permanent Phase II building is created adjacent to the site. This permanent building will have access to facilitate the care of the Fife Zoo collection at the back, but also to provide clinical services to members of the public at the front. The permanent build Phase II footprint is 5000 square feet. It is anticipated that a two story industrial unit will be created, providing space for six veterinary surgeons and providing accommodation for staff on site.

Upon transferring to Phase II, the Phase I containers will be sold to Fife Zoo for use on zoo grounds. The footprint of the proposed Phase I build (2,500 square feet) will then become the car park for the Phase II build. This permanent build will be owned by Fife Zoo and leased to the business (see Memorandum of understanding).