
Bambi's Place

What Has Been Built
And Why It Will Work

A complete overview of the enterprise,
written in plain language for the family.

`bambis-place.netlify.app`

March 2026

Pahinga · Hinga · Dahan-dahan
Rest · Breathe · Take it slow

The Short Version

Aidan has designed a complete, integrated farm-to-table business for Ragay, Bicol, Philippines. It is not a single shop or a single farm. It is a **system** — twelve departments working together like spokes on a wheel, each one supporting the others.

The entire plan is documented. The website is built. The operations system is built. Floor plans are drawn. Costing is done. Logistics are mapped. Roles are assigned. This is not a dream on a napkin — it is an engineered business with every piece thought through.

Here is what it is, how it works, and why it will succeed.

What Is Bambi's Place?

Bambi's Place is an integrated community farm enterprise in Ragay, Camarines Sur, Bicol. It combines farming, food production, processing, retail, distribution, and community education into one connected system.

Think of it like a wheel:

- **The hub** is the shared purpose — food security, livelihoods, and long-term stability for the community
- **The 12 spokes** are the departments — each one a mini-business that feeds into the others
- **The rim** is the people — the families, farmers, and workers who carry the whole thing

No single spoke carries all the weight. If one has a bad season, the others keep turning. That is the design. That is why it works.

"Not one system. Not one crop. Not one income. Not one person holding everything up."

The 12 Departments — What Each One Does

1. Alejandro's Cafe

A farm-to-table restaurant on the upper level of the container structure. Named in memory of Alejandro. Real Bicolano food — laing, pinangat, coconut milk, fresh catch. Everything served is traceable back to the farm. The cafe is where the whole system comes together — the chicken from the poultry run, the vegetables from the garden, the fish from that morning's landing. It closes the loop.

Revenue: meals, coffee, catering, events

2. Fresh Produce Market

Ground level, open-air market. Cold chain built in. Seasonal vegetables and fruit displayed on cold buffet tables. Restocked through the day as produce comes in from the fields. Farmers bring surplus here too — they get a fair price, the market gets variety. Simple, honest, local.

Revenue: retail produce sales, wholesale to restaurants

3. Feeds & Supply (THE STARTING POINT)

This is the lever that builds the whole network. A drive-through feed hub for local farmers. Bulk animal feeds, corn cracking, rice milling. Farmers drive in, load up, and go. This is how you build relationships with every farmer in the barangay. The farmer who buys feed here becomes the farmer who sells produce here. That is how the wheel gains spokes. This is the Bidvest model at community scale — buy wholesale, add value, sell retail, deliver to the customer.

Revenue: feed sales, milling fees, supply sales, delivery fees

4. Livestock

Cattle on rotational grazing. Dairy goats for milk and cheese. Carabao for draft power. Pigs as land management tools. Animals rotate through paddocks — enough time to graze, enough time for land to recover. Manure feeds the compost system. The loop closes.

Revenue: meat (via butcher), dairy, breeding stock

5. Poultry

Native Filipino breeds — darag, not commercial broilers. Free-range on clean grass. Eggs collected daily. Chickens follow cattle rotation, breaking parasite cycles. Welfare first — space, clean water, proper feed. Animals raised well taste better.

Revenue: eggs, meat, breeding stock

6. Marine & Seafood

Working with local fishermen. They bring catch to the landing, we provide ice, cold storage, and a buyer. Fish iced immediately. Cold chain never breaks. Best catch goes to the cafe, rest to the market. Fair prices for fishermen, fresh fish for the community.

Revenue: fish sales, processing, supply to cafe

7. Butcher Shop

Farm-to-cut processing. Tiled surfaces, stainless hooks, proper hygiene. The butcher knows the animal because they watched it graze on this farm. Nothing wasted — offal, bones, fat, everything has a use.

Revenue: meat retail, wholesale, custom cuts

8. Fruit Trees

Long-term investment. Calamansi, coconut, banana, papaya, jackfruit, rambutan, mango. Trees take years but produce for decades. Thick mulch from the compost system. The orchard gets more productive every year.

Revenue: fruit sales, coconut products, seedlings

9. Vegetable Garden

Raised beds, organic methods, water from the creek. Kangkong, sitaw, ampalaya, talong, pechay, kamote — the everyday vegetables every Bicolano kitchen needs. Permaculture principles: companion planting, crop rotation, no bare soil. Children learn here too.

Revenue: daily produce for market and cafe

10. Nursery & Plants

Covered propagation area. Seedlings for the garden, saplings for the orchard, native species for land restoration. Surplus sold to neighbouring farmers at accessible prices. Every seedling that leaves is a spoke added to someone else's wheel.

Revenue: seedling and plant sales

11. Compost & Soil

The engine of the whole farm's fertility. Kitchen scraps, crop waste, manure, fish offal — all returned to the earth. Dark, rich, living compost applied to vegetable beds and fruit trees. The soil

improves every season. The farm becomes more productive every year. Compound interest from nature.

Revenue: compost sales, soil improvement (internal value)

12. Training & Community

Weekend programs for children. Practical training for farmers — composting, water management, food preservation. The training centre makes sure knowledge survives. A farm that does not teach is a farm that dies with the people who built it. This is where Arianne fits — her education background is exactly what this spoke needs.

Revenue: training programs, community partnerships, grants

The Business Model — Why Feeds First

Aidan's plan starts with **Feeds & Supply** because that is the spoke that builds every other spoke. Here is the logic:

Stage 1 — Feeds & Distribution

- Buy wholesale feed, corn, rice — bulk pricing
- Sell retail to local farmers at fair but profitable margins
- Add services: corn cracking, rice milling — farmers need these
- Build a delivery network — take feed TO the customer like Bidvest does in Australia
- Every farmer who buys from you is now in your network
- Offer to BUY their surplus produce, eggs, livestock
- Now you have supply for the market and cafe

This is how you go from zero to a functioning supply chain without needing to grow everything yourself on day one. The feed hub is the magnet. The distribution network is the backbone. Everything else builds on top.

Stage 2 — Market & Processing

- Open the fresh produce market using supply from your farmer network
- Add cold chain — reefer containers at the rear of the structure
- Start butchery — process livestock from your own animals and local farmers
- Add seafood counter — partner with local fishermen

Stage 3 — Cafe & Full Integration

- Open Alejandro's Cafe on the upper level
- Everything on the menu sourced from the farm and market below
- Add training programs and community space
- Full wheel turning — all 12 spokes active

"Feed is leverage. The farmer who buys feed here becomes a farmer who sells produce here. That is how the wheel gains spokes."

Why This Works — The Logic

Multiple income streams

This is not one business that succeeds or fails. It is twelve connected businesses. If poultry has a bad month, the market still sells. If the cafe is quiet on a Tuesday, the feed hub is still moving product. Diversity is resilience — same principle as a healthy ecosystem.

Closed loops

Waste from one department feeds another. Kitchen scraps become compost. Compost grows vegetables. Vegetables feed the cafe. The cafe feeds the community. Manure from livestock feeds the garden. Fish offal goes to compost. Nothing is wasted. Every loop that closes is money saved and soil improved.

Community network effects

Every farmer who walks through the feed hub door is a potential supplier, customer, and partner. The more farmers in the network, the more produce available, the better the market, the more customers come, the more feed they buy. It compounds.

Low-tech, high-knowledge

This does not require expensive technology. It requires knowledge — of farming, of food, of logistics, of people. Aidan has that knowledge from years as a chef and carpenter in Australia. Rojan has engineering knowledge. Arianne has education knowledge. The family has the skills this needs.

Proven models

Distribution businesses like Bidvest (now Bidfood) built empires on this exact model — buy wholesale, add value and service, sell retail, deliver to the customer. The difference is scale. Bambi's Place does it at community scale, for a community that needs it, in a region where these services don't yet exist properly.

The infrastructure is designed

The container structure is engineered. U-shaped, double-stacked 40ft containers. Ground floor: butcher, cold rooms, dry goods, dispatch. Upper floor: cafe, events, kitchen. Rear: reefer containers for cold chain. Floor plans are drawn. Rojan and Anna are reviewing the engineering. This is not a sketch — it is a build-ready design.

What Has Already Been Done

This is not just an idea. The following work is complete:

The website

- Full public website at **bambis-place.netlify.app** — 15+ pages
- Interactive wagon wheel with all 12 departments
- Individual department pages with detailed content
- Charter and founding vision documented
- Professional design, responsive on mobile and desktop

The operations system

- Password-protected staff operations area — 30+ internal pages
- Role-based access control (admin and staff levels)
- Governance and charter pages
- HR, logistics, engineering, maintenance, inventory sections
- Document library with master plans and cost breakdowns
- Handover templates, rotation schedules, rest pathways
- SOPs, contacts, training materials

The business planning

- Master Business Bible — consolidated enterprise plan (v40 and v44)
- Full cost breakdown with 12-month cashflow projections
- Stage 1 operational manual
- Legal and accounting pack (Tagalog version)
- Governance and legacy master document
- Delivery network plan
- Multiple business plan versions for different audiences

The engineering

- Container structure design — U-shape double-stacked layout
- Level 1 and Level 2 floor plans (PDF, ready for review)

- Cold chain specifications
- Water systems design
- Engineering review assigned to Rojan and Anna

The team

- Staff login system with role-based access
- Team members identified and roles assigned
- Operations manual written and distributed
- Netlify hosting and deployment process established

The Money — How It Pays For Itself

The detailed costings are in the ops library (admin access), but here is the simple logic:

Feeds & Distribution (Stage 1 revenue)

- Buy a 50kg bag of feed at wholesale: ~PHP 900-1,100
- Sell retail at standard local price: ~PHP 1,200-1,400
- Margin: PHP 200-300 per bag
- A small feed store in a farming area can move 20-50 bags per day
- Add corn cracking and rice milling: service fees per sack
- Add delivery: surcharge per drop, builds loyalty

This is a cash-flow-positive business from month one. Feed is not seasonal — animals eat every day. Farmers buy feed every week. The revenue is steady and predictable.

Adding departments = adding revenue streams

- Market opens: retail produce sales added
- Butcher opens: meat processing margin added
- Cafe opens: meals, coffee, events added
- Each stage adds income while the feed hub keeps generating baseline revenue

The key insight: **you do not need all 12 spokes running to make money.** You start with one spoke (feeds), prove it works, then add the next. Each spoke that turns makes the next one easier to start.

For Aileen — What You Need To Know

You married a man who thinks in systems. That can be exhausting to live with when it looks like he is always planning and never finishing. But look at what is actually in front of you:

- A fully designed business with twelve revenue streams
- A professional website that you can show to any investor, bank, or partner
- An operations system that most small businesses don't build until year three
- Engineering plans ready for review
- Cost breakdowns and cashflow projections
- A team forming around it — Rojan on engineering, Arianne on training
- A charter that explains why this matters, not just how it makes money

The question was never whether Aidan could design this. He clearly has — it is all there on the website, documented to a level that most businesses never achieve. The question is whether the family backs it.

The starting point is small and manageable: a feed store with a delivery vehicle. That is Stage 1. Not the whole wheel. Just one spoke. Prove it works. Build from there.

The website address is:

bambis-place.netlify.app

Open it. Read the Charter. Read the Founder page. Read the Feeds page. Then look at the wheel and click through each department. It is all there. Every spoke. Every connection. Every reason.

"This family has it in them to be great. They just need the push. Bambi's Place is the push."

Live with the land, not on it.

Makiisa sa kalikasan.