Business Plan 2025-2026

Fallow Management Ltd

Objective

A Professional Service Delivered with Heart

Under Fallow Management's Business Planning and Strategic Change Management procedure there is a requirement to review, plan, schedule and communicate the business vision and SMART objectives. This document will give a detailed 12-month action plan and highlight the business vision.

Business Principles

Mission Statement	Vision
To deliver effective, high performing security and cleaning solutions for customers who align with our values, care about the work they do, and the people they work with. To drive the business forward, protecting its profitability and reputation for the next generation of our family business.	To create a successful and positive legacy by prioritising humanity in commercial business. Blending 37 years of industry experience, strong family values and heart-led leadership will allow us to role-model innovation and care in equal measure, creating satisfying and meaningful employment for all.

Business Plan

Business Objectives September 2025 - August 2026

1. Increase business portfolio to ensure financial turnover stays above £5 million and in line with inflation.
2. Continue to explore and trial innovative tech/software products:
   a) to provide efficiencies with equipment and procedures on site.
   b) to offer more consistent and inclusive training resources.
3. Maintain Carbon Neutral status and continue to reduce our carbon footprint.
4. Implement our Community Strategy to positively engage with the local environments in which we work.
5. Complete yearly Business Review, SWOT and PEST analysis, actioning findings for continuous improvement.

Business Objectives September 2026- August 2030

1. Investigate aligned partnerships to maintain sales above £5 million and in line with inflation by reviewing contract services provided at each site to identify:
   a. Opportunities to diversify
   b. Economies of scale
   c. Profitability increases
   d. Community and charitable contributions
2. Be recognised as an innovative company using technology to improve business efficiencies, and control costs. Continue to trial new products and equipment to neutralise our carbon footprint. To enhance the job satisfaction and quality of performance of employees by increasing site interaction.
3. Review the suitability of our community offering and begin to implement in local areas.
4. Complete yearly business planning meeting involving more stakeholders.

Tracey Scott-Fox
Managing Director

Sharon Mottram
Operations Director

1 September 2025

If it matters to you, it matters to us