

Income-Producing Dairy Farm for Sale

Manatee County Dairy Farm & Operation

350 ± ACRES • MYAKKA CITY, FLORIDA • MANATEE COUNTY





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Contact the Listing Advisors



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Manatee County Dairy Farm & Operation

Manatee County Dairy Farm & Operation is a turn-key, income-producing operation currently housing a herd of up to 3,000 lactating cows. The 350.2-acre farm has all of the necessary infrastructure including six free-stall barns, a milking parlor, production areas, commodity storage, silage storage, milk processing plant capable of processing and packaging all milk produced onsite. The cows enjoy comfortable free stalls for the majority of their day, with dry cows and heifers typically housed offsite. Regular management

ensures the well-being of the calves and efficient production processes, with a well-designed production area featuring excellent drainage and a surrounding dike system. This impressive facility has the potential to expand its herd size to 4,000 in the future with additional free stall barns accommodating an additional 1,400 lactating cows.

Beyond the top-notch infrastructure, land and the dairy business brand associated with this property holds substantial value. A cherished

multi-generation brand, it has earned a reputation through participation in the "Fresh From Florida" marketing campaign and partnerships with major supermarkets and milk distributors. The brand proudly bottles and distributes natural, grass-fed milk and other products, gaining recognition for its nutritional value and exceptional taste. The property offers the unique advantage of allowing owners to bottle and market their own products, including a variety of milk types, cheese, and raw milk.

Situated in the agriculturally rich Manatee County, this property offers an enticing investment opportunity for farming operations. Boasting 4,000 ± feet of paved road frontage on Betts Road, convenient access to FL-70, proximity to Myakka City, and easy reach to the FL-70 and HWY 75 intersection, transportation is effortless. The location strategically aligns with one of Florida's main highway corridors, facilitating smooth movement for products both north and southbound along the state's West Coast.

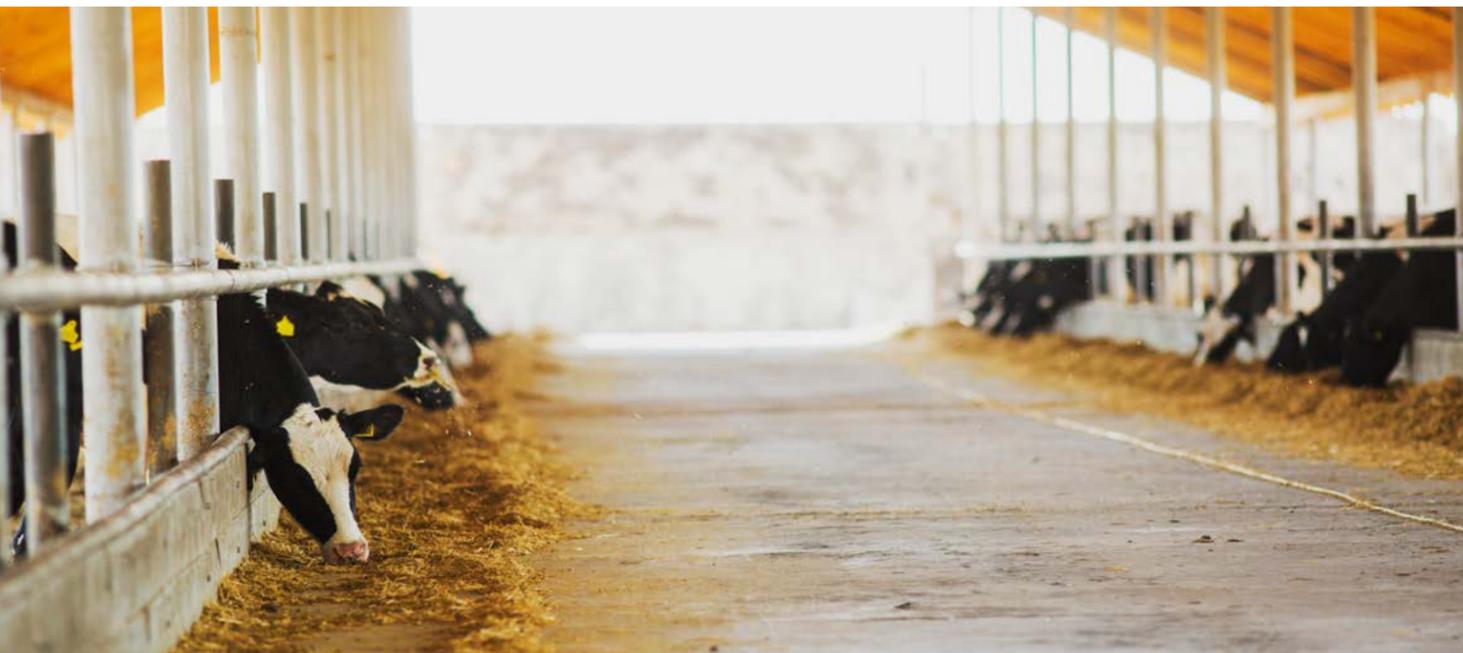


Structures & Equipment

*All current infrastructure can accommodate 3,000 lactation cows.

- **HEIFER BARN:** Barn that promotes animal health, growth and comfort with proper ventilation to reduce disease with access to fresh feed, water, and rest areas.
- **MILK PROCESSING BUILDING:** Capable of processing and packaging all milk produced on-site. This facility includes the Café and 2nd floor offices.
- **MILKING PARLOR:** (double 35 milking parlor) with a 10,000-gallon flush tank.
 - 104 udder washers
 - 78 sprinklers
- **FREE STANDING STALL BARNs (6):** Home for the lactating cows and includes concrete-lined free stalls.
- **HAY BARN SILAGE STORAGE AREA:** Covered barn for hay.
- **COMMODITY BARN:** Covered storage area.
- **MAINTENANCE BUILDINGS (2):** One is 4,734 SF and the other is 4,920 SF
- **Residences (5):** One, 2,198 SF residence and four smaller 864 SF residences are currently used for storage but with improvements could be converted to full-time residences.
- **EQUIPMENT** - Includes substantial milking, processing, and packaging. All current infrastructure is included in the sale.

Structures & Equipment	
Type	Gross SF
Heifer Barn	48,782
Milk Processing Building	21,810
Milking Parlor	20,408
Free Standing Stall Barn (6)	149,760
Hay Barn & Silage Storage	10,000
Commodity Barn	6,000
Maintenance Building (2)	9,654
Residence	2,198
Worker Residences (4)	3,456
Totals	272,068



Operation Details

FREE STALL BARNs & HIGH-INTENSITY AREAS: There are currently six free stall barns that can accommodate 3,000 lactating cows. The barns are flushed with recycled water periodically during the day. Wastewater from the free stall barn flushing transports the wastes to the sand settling lane, manure settling areas, and then to the waste storage pond system. The lactating cows are primarily housed in the concrete-lined free stall barns and utilize adjacent high-intensity area lots for approximately 10% of the day.

MILKING PARLOR: The double 35 milking parlor can accommodate the annual average lactating herd size of 3,000 lactating cows. High-producing cows are milked three times per day and low-producing cows are milked twice per day. Expansion of the herd size to an annual average of 4,000 will likely require expansion of the milking parlor. Parlor flushing is accomplished with fresh water from a 10,000-gallon flush tank. On average, the parlor is flushed with about 2,500 gallons of fresh water from the flush tank three to four times per day. An additional source of freshwater from the parlor area to the waste management system is the udder washers for cleaning cows prior to milking and sprinklers used to cool the cows. There are a total of 104 udder washers used for 90 seconds on each group of cows prior to milking. 78 sprinklers are used on average for three minutes out of every fifteen minutes.

PRODUCTION AREAS: The lactating cows are confined in free stall barns 90% of the time on average and have access to high-intensity areas immediately adjacent to the barns within the perimeter dike. No lactating cows have access to surface waters. Traffic lanes between the free stall barns and the milking parlor are concrete and drain to the waste management system. The permanent groundwater monitoring network, as required by FDEP, provides continued assurances that the production area is managed properly to protect groundwater quality.

COMMODITY AND SILAGE STORAGE AREA: Located west of the free stall barns. The commodity storage area is covered and the silage storage area remains covered other than the active face where the silage is being removed. Stormwater drainage from this area is directed to a stormwater catchment area outside of the production area.

MILK PROCESSING PLANT: This facility includes a milk processing plant capable of processing and packaging all milk produced onsite. The processing plant uses only approved food-grade chemicals for cleaning operations. The wastewater discharge from the processing plant to the waste management systems is reported as approximately 5,000-6,000 gallons per day. The sources of wastewater are primarily from the CIP cleaning system and general wash-down activities.

FUTURE EXPANSION: Planned future expansion includes additional free stall barns accommodating an additional 1,400 lactating cows. Feed alleys within the barns are separated from travel lanes by curbing that contains manure.

Annual Production Numbers

2023

Holsteins		Head	Value	Total
	Heifers	1,067	800	\$853,600
	Dry	160	1,600	\$256,000
	Milking	1,904	1,600	\$3,046,400
	Total Cows	3,131		\$3,302,400

2022

Holsteins		Head	Value	Total
	Heifers	1,184	600	\$710,400
	Dry	312	1,200	\$374,400
	Milking	2,039	1,900	\$3,874,100
	Total Cows	3,535	1,900	\$3,874,100

2021

Holsteins		Head	Value	Total
	Heifers	1,520	600	\$912,000
	Dry	280	1,100	\$308,000
	Milking	2,008	1,800	\$3,614,400
	Total Cows	3,808	1,900	\$3,815,200

2020

Holsteins		Head	Value	Total
	Heifers	1,480	600	\$888,000
	Dry	290	1,000	\$290,000
	Milking	2,204	1,700	\$3,746,800
	Total Cows	3,974	1,900	\$4,187,600

2019

Holsteins		Head	Value	Total
	Heifers	1,460	600	\$876,000
	Dry	245	1,000	\$245,000
	Milking	2,231	1,600	\$3,569,600
	Total Cows	3,936	1,900	\$4,238,900

2018

Holsteins		Head	Value	Total
	Calves	284	600	\$170,640
	Dry	1,138	1,000	\$1,137,600
	Milking	2,285	1,600	\$3,656,000
	Total Cows	3,707	1,900	\$4,341,500

Production Description

As shown in the table the milking herd has been relatively stable with annual averages of 2,100 head. The increased number of milking cows during the first quarter of the year is seasonal and annual milk production per milking cow fluctuates between 21,000 and 23,000 pounds.



Brand Value Description

In addition to structures, and land value, the dairy business brand holds significant value encompassing the sale of land and dairy business. The multi-generation brand is a popular choice for the "Fresh From Florida" marketing campaign and has continued to gain valuable shelf space at local supermarkets and milk distributors. The dairy also bottles and distributes milk to Publix and several other retailers under private labels. These products are 100% natural from grass-fed cattle with great nutritional value, and enormous health benefits and are an outstanding delight that is achieved by mixing and preparing fermented products with pulp and natural flavors from fruit.

Owning and operating this dairy farm provides the owner with the opportunity to bottle and market their own product without having to rely on Cooperatives to handle their product. The Company also sells a variety of different kinds of milk, cheese, and raw milk. This is another opportunity to utilize the milk byproducts. Lastly, the farm is well known in the area for providing tours of the facility for school groups which helps educate and support the Dairy industry.





Details

UPLANDS/WETLANDS: 310.8 Uplands and 39.3 Wetlands

SOIL TYPES: Pomello, Waveland, and Duette

ZONING/FLU: Agriculture/Rural

FENCING: Fenced, cross-fenced, fenced for dairy operation

CURRENT USE: Dairy Farm

LAND COVER: Low Density, <2 dwelling units/acre, Cropland and Pastureland, Specialty Farms

WELLS: 10-inch, 8-inch, 5-inch, 5-inch, 10-inch

Land Descriptions

IRRIGATION AREAS: The current irrigation system, depicted in Figure 3, consists of multiple seepage irrigation zones totaling approximately 659 acres. Almost all of these zones have been laser-leveled to ensure even distribution of irrigation water.

POTABLE WATER WELLS: The potential location of wells on adjacent properties identified from recent satellite photography (January 2014). Investigations to identify these wells included observing structures, driveways, and power lines on aerial photographs and reviewing the adjacent property owners' listings. If a housing structure was identified it was assumed that it had a potable well.

STORMWATER: Runoff from the production areas due to a 25-year, 24-hour storm event is retained onsite within the perimeter dike system. The perimeter dike system is reportedly designed to contain the runoff from a 100-year, 24-hour storm event. The waste storage pond is designed to overflow internally within the dike during periods of excessive rainfall when irrigation is not practical or desirable, thus preventing offsite discharge.

BUFFER AREAS: The farm generally strives to maintain at least 50' of vegetated buffer along property boundaries where wastes are applied. However, since the dairy is primarily surrounded by agricultural areas, formal buffers have not been established.

WASTE MANAGEMENT SYSTEM: The waste management system consists of concrete-lined wastewater transport and sand settling lanes, manure settling areas, and a two-stage waste storage pond. All process wastewater from the milking parlor and free stall barns is directed to the sand settling lanes where it then flows to the manure settling area, and then to the waste storage pond. The waste storage pond has the capacity to handle the predicted runoff from at least a 25-year, 24-hour storm event from the approximately 55-acre drainage basin area (including the lagoon areas) inside of the perimeter dike along with many days of process wastewater storage.

Location Information

Details

ROAD FRONTAGE: 4,000 ± FT of frontage on Betts Road

ADDRESS: 31025 Betts Rd, Myakka City, FL 34251

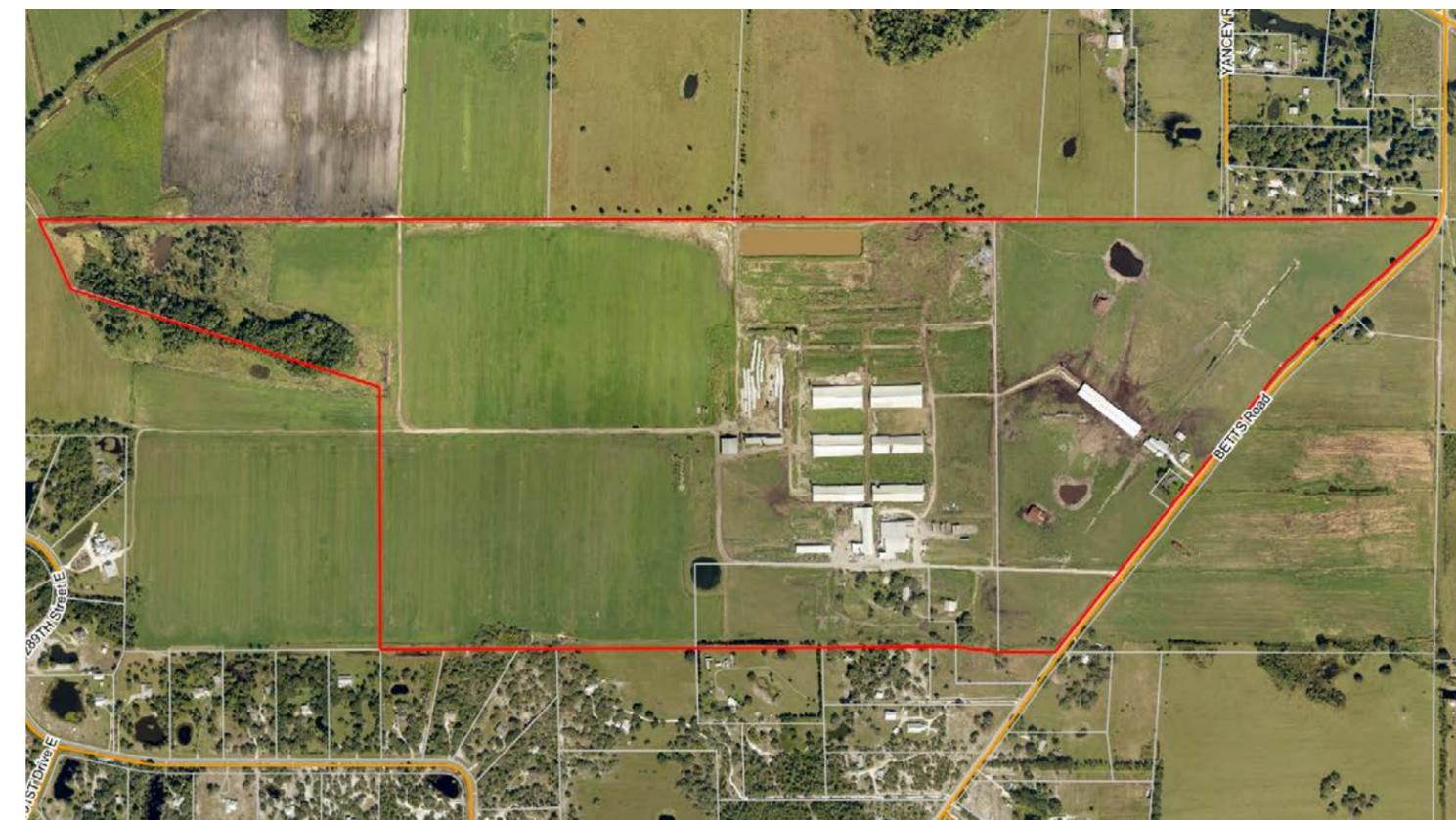
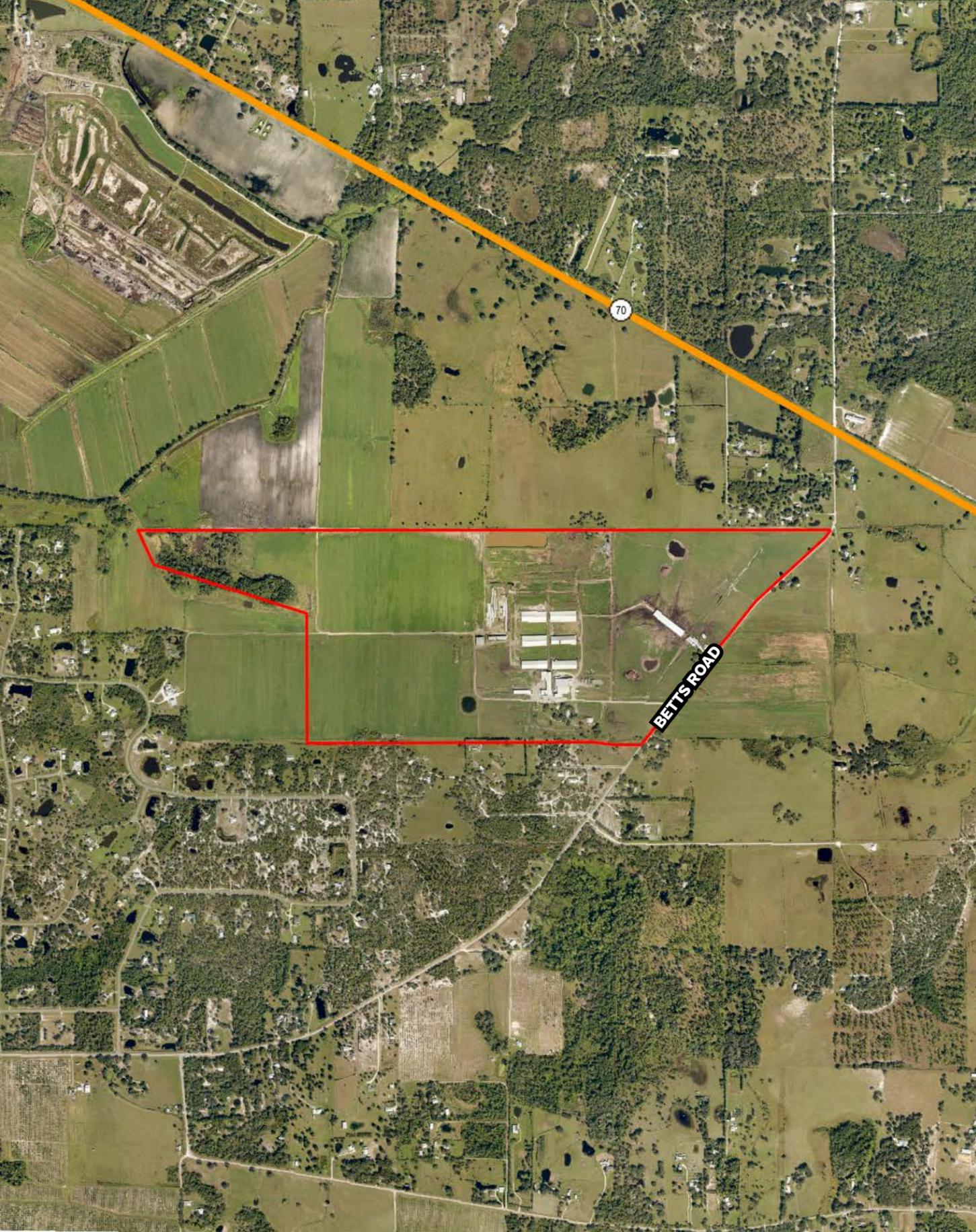
COUNTY: Manatee County

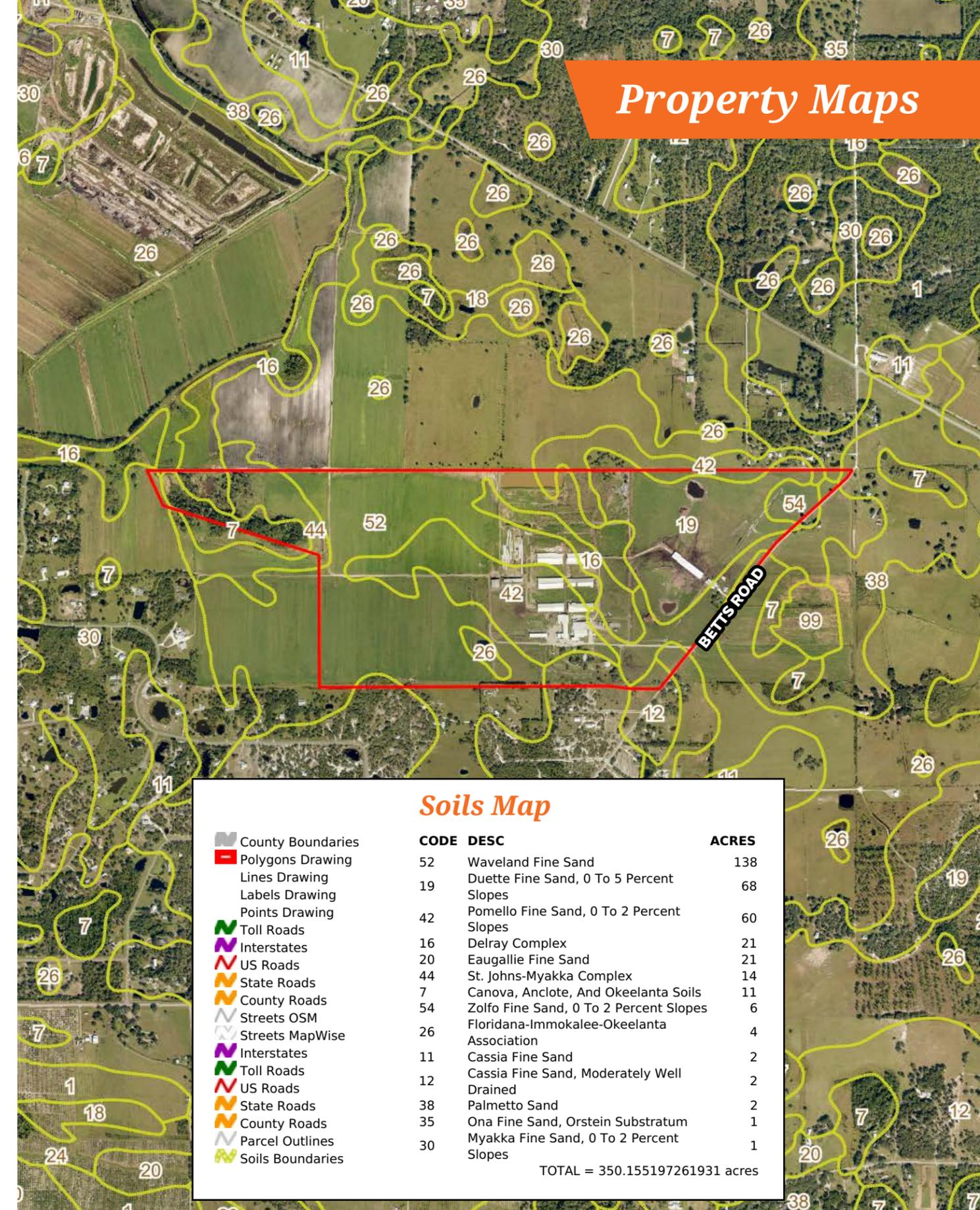
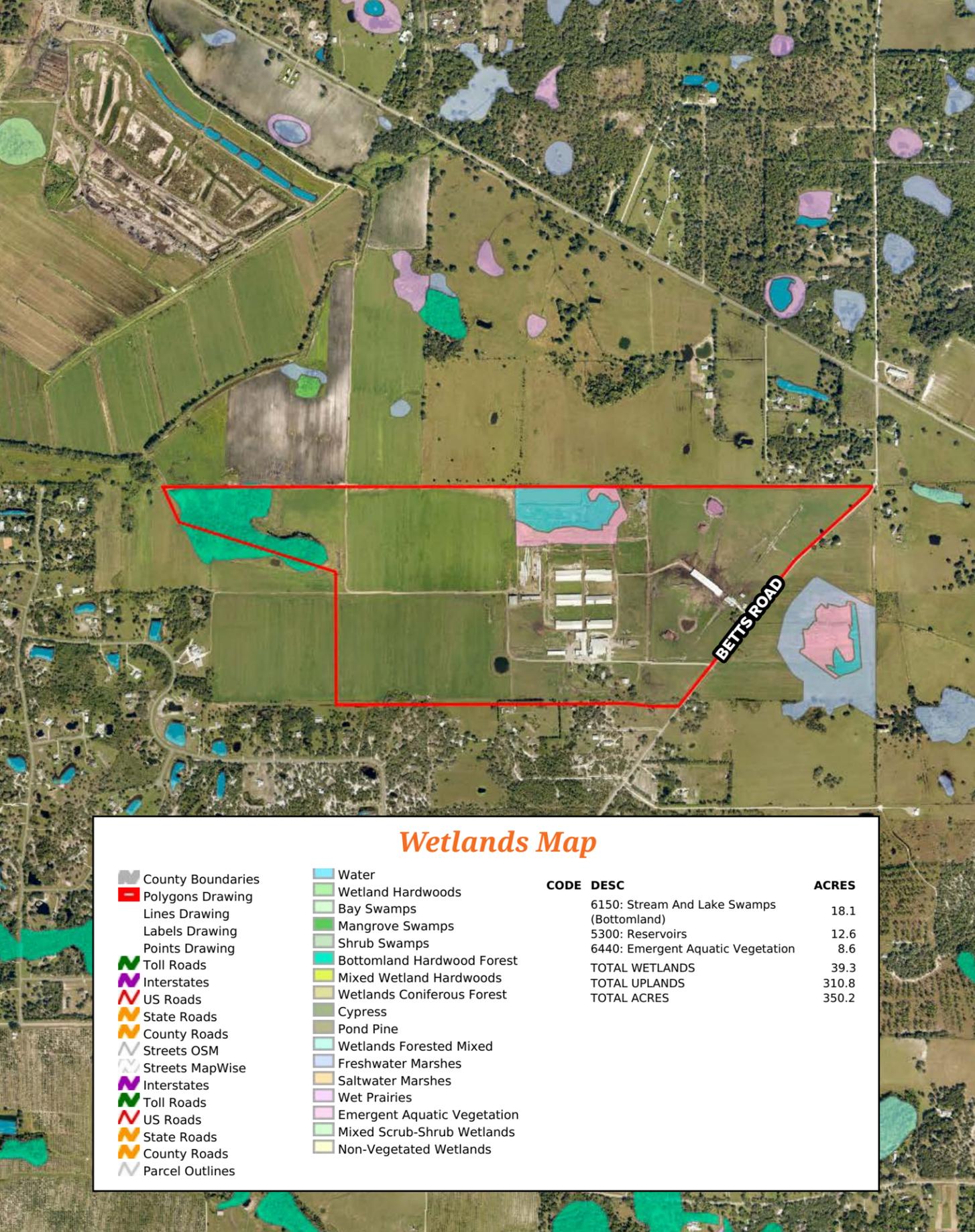
DRIVING DIRECTIONS: This listing is shown by appointment only, please contact the agent to visit.

PARCEL IDS: 172000109, 172500059, 172520089, 172800005

Location Description

The property is located in Manatee County and is a farming operation investment opportunity. The property has 4,000 ± FT of paved road frontage on Betts Road. Located less than half a mile to FL-70, 5 minutes to Myakka City, and only 25 minutes to the FL-70 and HWY 75 intersection. This location allows for easy access to one of Florida's main highway corridors that runs North and southbound on Florida's West Coast. This listing is shown by appointment only, please contact the agent to visit.







Contact the Listing Advisors



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Trent Saunders, ALC is a licensed real estate associate specializing in agricultural land, ranchland, recreational land, and large acreage properties. He has transacted over \$135 million primarily in ranch, recreation, and citrus properties.

A 9th-generation Floridian, he comes from a family with long-time ties to Florida agriculture, citrus, and the real estate industry.

He obtained a Bachelor of Science degree in citrus with a minor in business from Florida Southern College in Lakeland, FL. Florida Southern College is the only college nationwide that offers a full degree in citrus. He is a member of the Lakeland Association of Realtors®.

In addition, Trent has a solid background in real estate activities including GIS mapping, property research providing statistical data on land sales, and property project coordination.

Previously, Trent managed two small service businesses, was a ranch hand, and assisted with jobs for Saunders Real Estate before obtaining his real estate license.



David Saley

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David is a proud 5th generation Floridian whose roots are tied to the Sunshine State. His lifelong journey has led him to various parts of the state including South, Central, and North Florida. Supported by his family, each of whom are licensed real estate agents, David has grown up with a natural affinity for the real estate business throughout the state.

Throughout his career, David has garnered a unique set of career experiences and accolades. After earning his real estate license in 2016, he went on to work for a prominent real estate brokerage in Lakeland, Florida. During this time, David honed his skills in property management which has helped shaped his approach to the industry.

As he aimed to continually expand his knowledge and expertise, David would eventually graduate from Florida State University in 2020 with his Bachelor's Degree in Sociology and Minor in International Affairs

Throughout both his educational and professional journey, David would also gain fluency in Spanish, which has proven invaluable in serving his clientele. His ability to communicate effectively has allowed David to form connections with clients from a variety of different backgrounds.



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