

Y'BARRA POULTRY FARM, SHELBY COUNTY, NORTH EAST TEXAS

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Y'BARRA POULTRY FARM, SHELBY COUNTY, NORTH EAST TEXAS

EXECUTIVE SUMMARY

REDUCED BY OVER \$100K FROM PRIOR LIST PRICE!

Coldwell Banker Commercial Southwest Partners in a strategic collaboration with Heritage Texas Country Properties have been retained as the exclusive advisors for the sale of the Y'Barra Poultry Production, a successful business in operation for 18 years, and positive cash flowing farm supplying eggs to Tyson Breeders in the Piney Woods area of northeast Texas in the Shreveport, Louisiana DMA (television market area).

One of very few under \$1M farm opportunities in the SW market today that can cover debt service and generate a positive cash flow based on current operations.

Very productive Tyson breeder farm has 4 breeder houses, shops & barns, sheds, main house & separate homes for workers. Main residence recently updated with new wood flooring, new appliances & central air & heating systems. Main residence has an in ground swimming pool that overlooks the rolling terrain.

Rolling terrain, excellent soil, range of hardwoods and 800'+ of lake view frontage.

\$1.687M tangible asset valuation based on our proprietary modeling. The Y'Barra Farm also has a cattle operation & hay production not included in the valuation.

Y'Barra Farm presents a unique range of features to support multiple agricultural businesses with a potentially stunning water-front home site with complete privacy from agriculture operations.

HIGHLIGHTS

- (1) 67,300 SF of farm improvements and 1,800 SF 3/2 main residence and two mobile homes.
- (2) 154+ acres with extraordinary balance of 48.6% hardwoods, 50.4% farm land and 1% residential.
- (3) Poultry production with \$188K avg annual revenue, \$68K avg annual pre-tax income and \$91K avg est annual cash flow excluding cattle operation and hay production.
- (4) Just 11 mi. to Center, the Shelby County Seat, with a broad range of retail, service, education and healthcare.
- (5) Excellent regional access: 23 mi. to Nacogdoches, 50 mi. to Lufkin, 74 mi. to Coshhatta and 85 mi. to Shreveport.

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- (6) Residents attend excellent schools, with TEA “Exemplary” and “Recognized” ratings, high GreatSchools ratings, very high TAKS scores and superior parent reviews.
- (7) Compared to ALL Benchmarks, the Census Tract has: highest annual % growth in median household income & home values; highest % NO mortgages; & lowest % unemployment.
- (8) Compared to LOCAL Benchmarks, the Census Tract has highest %: \$500K-\$999K household net worth, \$250K+ household incomes and \$750K+ home values.

AREA Benchmarks include: 5-mi. radius, Census Tract, City of Center, 10-minute drive-time, 75935 zip code, Shelby County and City of Nacogdoches. **ALL Benchmarks** include: AREA Benchmarks, the Shreveport DMA, Texas and the US.

KEY LINKS

- (9) Property website: <http://www.cbcmaster.com/Ybarra-Farm>
- (10) E-book: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-ebook>
- (11) Flyer: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-flyer>
- (12) Highlights: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-highlights>
- (13) Offering narrative: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-offering>
- (14) Map: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-map>
- (15) QR code: <http://www.bit.ly/Shelbycounty-Ybarra-Farm-QR-code>



If any link does not directly connect, just copy and paste the link into your web browser. Feel free to call or email us for technical assistance.

PROPERTY OVERVIEW

154+ acres in the Piney Woods Region with frontage on County Road 1205 about 1-mi. west of TX HWY 7. Y'Barra Farm features a rolling topography with over 800' of frontage

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on the Pinkston Reservoir (Pinkston Lake). With an almost perfect blend of 50% wooded with pines and hardwoods and 50% pasture the property offers a tremendous range of fauna in a great ecosystem.

The majority of the land consists of a sand and loam soil combination excellent setting for crops, equestrian or cattle (the owner indicates it can easily support 100 head) and other agricultural pursuits.

Y'Barra Farm presents an ideal setting for a combined poultry, cattle and hay production operation.

Y'Barra Farm is one of the few farm opportunities on the market today that can cover proposed debt service and generate a positive cash flow based on current operations that are included in this listing.

IMPROVEMENTS

- (16) **Four Breeder Houses with 62,400 SF.** Metal with metal roofs. Two of the breeder houses are 14,000 SF each (40' by 350') built in 1989. Two are 17,200 SF each (40' by 430') built in 1995. Each has auto nests, egg coopers and ventilated tunnels.
- (17) **Barn with 2,400 SF.** Built in 1960. Metal construction with cement and dirt floors. 5 horse stalls, staging and storage areas to accommodate horses and hay storage. Electric in building.
- (18) **Shop with 900 SF.** Built in 1960. Metal construction and cement floor. Built-in work benches. Electric in building.
- (19) **Pasture storage shed with 1,600 SF.** Unknown build date. Wood shed with metal roof and dirt floor.
- (20) **Generator.** 75KW self-contained generator with 55 gallon-above ground diesel tank in a concrete slab shed.
- (21) **Incinerator.** Burn-Easy diesel fired unit of steel & concrete construction with 2 burn chambers.
- (22) **Loading pads.** Cement load out pads.
- (23) **Roads.** Extensive interior gravel roads about 9 years old in good-condition.
- (24) **Main pool home with 1,800 SF per owner + 1,207 SF of decks per appraisal.** 3 bedroom 2 bath traditional frame with cedar exterior on a pier and beam foundation. Extensive renovations just completed. Build date unknown. Roof and water heater

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were replaced in 2008, a new dishwasher and carpeting were installed in 2006. Currently occupied by property owners.

- (25) **2 Storage sheds with 224 SF.** SF per appraisal. Build date unknown.
- (26) **Manufactured home # 1 with 781 SF.** SF per appraisal. 2 bedroom, 1 bath home on a concrete block foundation built in 1987 in fair condition. Enhanced with a 96 SF covered porch. Currently occupied by contractors involved in the business.
- (27) **Manufactured home # 2 with 400 SF.** SF per ACAD. 1 bedroom, 1 bath home. Currently occupied by contractors involved in the business.

LEGAL

- (28) **PIDN: 25536 GEO: 25-0145-0000-0004-00: A- 0145 CHOATE D M SUR BLK 0 TR 4 34.194 ACRES:**
http://www.taxnetusa.com/texas/shelby/detail.php?i_search_form_basket=&whereclause=&i_county_code=210&theKey=25536
- (29) **PIDN: 25837 GEO: 25-1049-0000-0002-00: A- 1049 CHOATE A B SUR BLK 0 TR 2 42.754 ACRES:**
http://www.taxnetusa.com/texas/shelby/detail.php?i_search_form_basket=&whereclause=&i_county_code=210&theKey=25837
- (30) **PIDN: 25623 GEO: 25-0538-0000-0005-00: A- 0538 ODOM LEWIS SUR BLK 0 TR 5 76.718 ACRES:**
http://www.taxnetusa.com/texas/shelby/detail.php?i_search_form_basket=&whereclause=&i_county_code=210&theKey=25623
- (31) **PIDN: 25629 GEO: 25-0538-0062-0001-10: A- 0538 ODOM LEWIS SUR BLK 62 TR 1.10.507 ACRES:**
http://www.taxnetusa.com/texas/shelby/detail.php?i_search_form_basket=&whereclause=&i_county_code=210&theKey=25629
- (32) **In City Limits?** NO
- (33) **School District?** Excelsior and Center ISD.
- (34) **2010 taxes.** \$3,259 on the 4 tracts. Includes Agricultural and Homestead exemptions. Consult your tax advisor regarding your expected taxes.
- (35) **Minerals.** None convey.
- (36) **Zoning.** None.

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BUSINESS AND FINANCIALS

- (37) **Business overview.** Y'Barra Farm has been in business for 17 years. All 17 years have been with Tyson. Y'Barra Farm provides breeder stock under contract to Tyson Foods. Tyson currently operates a regional processing plant in Center, Texas approximately 8 miles northeast of the property.
- (38) **Contract.** As standard in the industry, the contract is a one-year agreement. Tyson assumes responsibility for stock subject to certain limitations.
- (39) **\$188K avg annual revenues.** Based on provided IRS Tax Returns, Y'Barra Farm averaged \$188,200 in poultry revenues in the Tax Years 2008 and 2009.
- (40) **\$68K avg annual pre-tax income.** Based on provided IRS Tax Returns, Y'Barra Farm averaged \$68,187 in poultry revenues in the Tax Years 2008 and 2009.
- (41) **\$91K avg estimated annual cash flow.** Based on our analysis of provided IRS Tax Returns, Y'Barra Farm averaged \$91,555 in estimated cash flow. Our estimate is based on adjustments including (a) discretionary owner expenses allowable under IRS guidelines but not directly related to the business operations and (b) non-cash items such as depreciation.
- (42) **1.687M asset valuation.** Our proprietary model values the tangible assets at \$1,687,502.
- (43) **Cattle, the first "other" Y'Barra Farm business.** The Farm is an active cattle operation. No valuation of this asset or recognition of resulting revenues, income or cash flow is included in our calculations. The cattle stock are NOT included in this sale.
- (44) **Hay, the second "other" Y'Barra Farm business.** With over 77 acres of ranch land, The Y'Barra Farm is an active hay producer generating hay for its cattle operation as well as for resale in the local market. No valuation of this asset or recognition of resulting revenues, income or cash flow is included in our calculations.
- (45) **Disclosure of tax returns and poultry contract.** Upon execution of a confidentiality agreement, we will provide you with tax returns related to the poultry operation from 2007 to 2009 and a copy of the Tyson production contract. Confidentiality agreement URL: <http://www.bit.ly/ybarra-farm-confidentiality>

LOCATION

- (46) **1 mi. to Texas HWY 7.** The property affords privacy and tranquility while only 11 miles from Center, the Shelby County Seat,

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- (47) **Just 11 mi. to a broad range of retail, service and healthcare.** Center is the home of Shelby Regional Medical Center; a junior college; many restaurants and eateries including major franchises demonstrating the local economy viability including McDonalds, Sonic, Dairy Queen and Pizza Hut; and excellent regional proximity.
- (48) **Excellent regional access.** 23 mi. to Nacogdoches, 50 mi. to Lufkin, 74 mi. to Coshatt and 85 mi. to Shreveport.
- (49) **Two commercial air port alternatives.** 81 mi. to Shreveport Regional (SHV) with service to Las Vegas, DFW, Branson, MO, IAH, Atlanta and Memphis and 152 mi. to Houston Intercontinental IAH).
- (50) **Regional interstate highway service.** 47 mi. to I49, 62 mi. I20 and 118 mi. to I45.
- (51) **In the affluent Shreveport DMA.** The Shreveport DMA is a stabilized regional economy benefitting from economic recovery in Texas and Louisiana.

SCHOOLS AND SCHOOL DISTRICT REVIEW

We utilize GreatSchools for comparative analysis of school districts and schools across geographic areas. <http://www.greatschools.org>

- (52) **Summary.** PK-8 students attend the Excelsior Elementary School in the Excelsior ISD with a TEA "Exemplary" rating and high GreatSchools rating. 9-12 students attend the Center High School in the Center ISD with a TEA "Recognized" rating and high GreatSchools ratings. Parent reviews for both schools cite "excellent teachers".
- (53) **Excelsior Independent School District.**
 - (a) **Students.** 116.
 - (b) **Schools.** 1.
 - (c) **GreatSchools rating.** 7 out of 10.
 - (d) **School District site:** <http://www.excelsior.esc7.net/>
 - (e) **GreatSchools School District site:**
<http://www.greatschools.org/texas/center/Excelsior-Independent-School-District/>
- (54) **Excelsior Elementary School (grades PK-8).**
 - (a) **Students.** 116.

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- (b) **TEA Accountability Rating.** "Exemplary".
 - (c) **2010 TAKS scores.**
 - **Grade 3:** Reading 91% & Math 82%.
 - **Grade 4:** Reading 100%, Math 90% and Writing 100%.
 - **Grade 5:** Reading 75%, Math 88% and Science 88%.
 - **Grade 6:** Reading 100% & Math 67%.
 - **Grade 7:** Information not available.
 - **Grade 8:** Reading 100%, Social Studies 100%, Science 89% & Math 100%.
 - (d) **GreatSchools ratings.**
 - **Overall score.** 7 out of 10.
 - **Community rating.** 4 of 5 stars.
 - **Principal leadership.** 4 of 5 stars.
 - **Teacher quality.** 4 of 5 stars.
 - **Parent Involvement.** 4 of 5 stars.
 - (e) **Most recent parent review.** "Excelsior has the best teachers!! They take the time to get involved and help the students while making their learning experience fun. They aren't there for the paycheck they are there because they love their jobs and it shows."
 - (f) **GreatSchools school website:**
<http://www.greatschools.org/texas/center/2482-Excelsior-Elementary-School/>
- (55) **Center Independent School District.**
- (f) **Students.** 2,583.
 - (g) **Schools.** 5.
 - (h) **GreatSchools rating.** 5 out of 10.
 - (i) **School District site:** <http://www.centerisd.org/>
 - (j) **GreatSchools School District site:**
<http://www.greatschools.org/texas/center/Center-Independent-School-District/>
- (56) **Center High School (grades 9-12).**

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- (a) **Students.** 621.
- (b) **TEA Accountability Rating.** "Recognized".
- (c) **2010 TAKS scores.**
 - Grade 9: Reading 90% & Math 73%.
 - Grade 10: Social Studies 96%, Science 85%, English Language Arts 95% & Math 79%.
 - Grade 11: Social Studies 99%, Science 95%, English Language Arts 95% & Math 93%.
- (d) **GreatSchools ratings.**
 - Overall score. 7 out of 10.
 - Community rating. 3 of 5 stars.
 - Principal leadership. 3 of 5 stars.
 - Teacher quality. 3 of 5 stars.
 - Parent Involvement. 3 of 5 stars.
- (e) **Most recent parent review.** "School does not have enough security. The teachers are excellent!! They have lots of activities and electives. But, the security is far from enough. This is the only problem I have with the school district."
- (f) **GreatSchools school website:**
<http://www.greatschools.org/texas/center/1239-Center-High-School/>

DEMOGRAPHICS & ECONOMETRICS

- (57) **AREA Benchmarks.** 5-mi. radius, Census Tract, City of Center, 10-minute drive-time, 75935 zip code, Shelby County and City of Nacogdoches.
- (58) **ALL Benchmarks.** AREA Benchmarks, Shreveport DMA, Texas and the US.
- (59) **Summary of Census Tract vs. ALL Benchmarks analysis.**
 - (a) Highest annual % growth in median household income.
 - (b) Highest annual % growth in avg & median home values.
 - (c) Highest % homes with NO mortgage.
 - (d) Lowest % unemployment.
 - (e) Highest % couples married and living together.
 - (f) Lowest % couples divorced.

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(60) Summary of Census Tract vs. LOCAL Benchmarks analysis.

- (a) Highest % \$500K-\$999K household net worth.
- (b) Highest % \$250K+ household incomes.
- (c) Highest % \$750K+ home values.

(61) Data baselines. All data is 2010 and from CCIM unless otherwise defined. Annual % change calculations are proprietary to CBC Southwest Partners.

(62) 5-mi. radius vs. ALL Benchmarks.

(a) Highest %:

- \$100K-\$149K household net worth
- Transportation employees (tied for #1 with Texas)
- Retail employees
- Female residents
- 35-64 years old

(b) Lowest %:

- Unemployment
- Vacant homes for rent

(63) Census tract vs. LOCAL Benchmarks.

(a) Highest:

- Avg rent with utilities

(b) Highest %:

- \$500K-\$999K household net worth
- \$250K+ household incomes
- \$750K-\$999K home values
- \$1M+ home values

(c) Lowest %:

- Less than 9th grade education highest achieved

(64) Census Tract vs. ALL Benchmarks.

(a) Highest %:

- Home

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- Annual % growth in median household income
- Annual % growth in avg (4.6%) & median (4.0%) home values
- Homes with NO mortgage
- Agriculture employees
- Service employees
- Married and living together

(b) Lowest %:

- Divorced

(65) 10-min. drive-time vs. LOCAL Benchmarks.

(a) Highest %:

- \$1M+ household net worth
- \$250K+ household net worth
- \$100K+ households
- \$300K-\$399K home values
- \$400K-\$499K home values
- \$500K-\$749K home values
- \$1.5K-\$1.99K monthly mortgage
- \$3K+ monthly mortgage

(b) Highest:

- Avg household income
- Avg and median disposable household income
- Total household consumer spending
- Avg & median home values

(c) Lowest %:

- Home values \$20K-\$59K
- Avg annual mortgage vs avg home value (low household debt leverage)

(66) 10-min. drive-time vs. ALL Benchmarks.

(a) Highest %:

- \$150K-\$249K household net worth
- \$250K-\$500K household net worth
- Single family detached homes
- Utility employees
- Government employees

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(b) **2nd highest:**

- Median household net worth

(c) **Lowest %:**

- Under \$15K household net worth
- Home values under \$20K
- Married but separated

(67) **Definitions.**

- (a) **Census tract.** A Census Tract, census area, or census district is a geographic region defined for the purpose of taking a census. Usually these coincide with the limits of cities, towns or other administrative areas and several tracts commonly exist within a county. In unincorporated areas of the United States these are often arbitrary, except for coinciding with political lines.
- (b) **DMA.** In simplest terms, a television market area. A Designated Market Area (DMA) in an area defined by the Nielsen Media Research Company as a group of counties that make up a particular television market. These counties comprise the major viewing audience for the television stations located in their particular metropolitan area. It is the broadest regional definition we utilize. The property is in the Shreveport DMA.

DIRECTIONS

FROM CENTER, TEXAS, IT IS 11.1 MILES.

- (1) Travel southwest on US HWY 96 & TX HWY 7 from Center for 10.1 miles.
- (2) Turn right (north) @ CR 1206 for about 482 ft.
- (3) Stay on CR 1206 as it merges with CR 1205 following the road northwest for about 0.8 miles.
- (4) The Y'Barra Farm is on your right & CR 1205 dead ends at the main property entrance.

FROM I-49 & LA 84 AT GOSS, LOUISIANA, IT IS 57.3 MILES.

- (1) Travel west on LA 84 to the Texas border 31.3 miles & continue on TX HWY 7 for 14.4 miles to Center.
- (2) Continue on TX HWY 7 through Center for 10.1 miles.
- (3) Turn right (north) @ CR 1206 for about 482 ft.
- (4) Stay on CR 1206 as it merges with CR 1205 following the road northwest for about 0.8 miles.

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- (5) The Y'Barra Farm is on your right & CR 1205 dead ends at the main property entrance.

3% BUYER BROKER COMMISSION

A buyer broker does NOT have to accompany their buyer to any showings.

CONTACT INFORMATION

Call 1.979.421.9996 to set up an appointment, request additional information or answer any questions.

GRAPHIC ANALYSIS

All analysis is based on defined and published sources. Unless otherwise noted, all demographic and econometric data is from Site to do Business, the demographic & econometric arm of the Certified Commercial Investment Member (CCIM) Commercial Investment Real Estate Institute. This CCIM service is in collaboration with ESRI.

Most annual % change estimates and traffic projections are based on Coldwell Banker Commercial Southwest Partners proprietary models.

There are 1,468 underlying PDF sets. All are available on the property website or on request.

There are 62 property and area links. All are available on the property website or on request.

ADDITIONAL LINKS

Tax links

- (1) Shelby County Appraisal District: www.bcad.org

Area links

- (3) Shelby County Chamber of Commerce: <http://shelbycountychamber.com/>
- (4) Shelby County Historical Society: <http://www.shelbycountytexashistory.org/>
- (5) Shelby County Today (on-line news):
<http://www.shelbycountytoday.com/sctAbout%20Us.php>

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- (6) Daily Sentinel (Nacogdoches daily newspaper): <http://dailysentinel.com/>
- (7) City of Center in Wikipedia: http://en.wikipedia.org/wiki/Center,_Texas
- (8) City of Center in Handbook of Texas :
<http://www.tshaonline.org/handbook/online/articles/view/CC/hfc5.html>
- (9) Shelby County: <http://www.co.shelby.tx.us/ips/cms>
- (10) Shelby County Appraisal District: <http://www.shelbycad.com/>
- (11) an Antonio Business Journal: www.bizjournals.com/sanantonio
- (12) San Antonio Media: <http://www.visitsanantonio.com/partner-resources/local-media/print/index.aspx>
- (13) San Antonio International Airport: <http://www.sanantonio.gov/aviation/>

Data sources, definitions, methodologies and other reference documents

- (14) Site to Do Business: <http://www.stdb.com>
- (15) Commercial Investment Real Estate Institute (CCIM): <http://www.ccim.com>
- (16) ESRI: <http://www.esri.com>
- (17) Schools & districts/systems analysis: <http://tinyurl.com/CBC-Southwest-PK-to-12-Schools>
- (18) CBSAs: <http://tinyurl.com/CBC-Southwest-CBSAs>
- (19) DMAs: <http://tinyurl.com/CBC-Southwest-DMAs>
- (20) Bank Rate Monitor: <http://www.bankrate.com>

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