



DAIRY NEWSLETTER

Issue 42 - Number 1

CONTRARIANS -

Those who buy or sell opposite of the current trends are the ones who in the long run are the economic winners. Few people have the foresight or the guts to do the opposite of what everyone else is doing.

Yet how often we reflect; "I could have", "I should have".

I believe it's always time for "defensive investment," avoiding speculative losses while safely accumulating gains that don't erode away in "successive inflations and deflations," as George Washington put it. - *John Grimmerius, 2009*

REMEMBER:

"A real estate herd or milk pool quota deal is not a deal until its a good deal for both Buyer and Seller" - *John Grimmerius*

"That's the Bottom Line!"

CATTLE ♦ POOL QUOTA ♦ LAND VALUES

DAIRIES ♦ FARMLAND ♦ FEED RANCHES ♦

SPECIAL SERVICES

- Dairy & Farmland Auctions
- Agricultural Investment Planning
- Estate / Bankruptcy Sales
- Agricultural Investment Properties
- IRC 1031 - Tax Deferred Exchanges
- Neighbor to Neighbor Land Sales



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MILK POOL QUOTA

Milk pool quota sales from January through December 2016 totaled 63,572.65lbs. SNF quota transferred at an average of \$544 with a low of \$536 and a high of \$549. Quota transferred with sale of cows \$550.

Total sales in excess of \$34,583,522

Source: Department of Food and Agriculture Milk Pool Branch

DAIRY RELOCATION

We have out of state dairy facilities and dairy contacts available if you are looking to relocate or reinvest. Contact us for assistance.

FEATURED PROPERTIES

539.54± Acres Corcoran Ca. area, level irrigated open farm land asking \$5,400 per acre. **SALE PENDING.**

Call Jim Olivas 559-287-9939

40.35± & 40.37± Acres

Prime open irrigated farm land Goshen, Ca. at Road 68 and Avenue 304. New well. Priced to sell.

Call Jim Olivas 559-287-9939



208.36± Acres High Plains Dairy, Iowa - Looking to relocate this property includes main dairy, dry cow and heifer facility plus home in Osceola County, Iowa. Priced at \$9,000,000.

Call Ed Camara 559-410-5557

FEATURED PROPERTIES

235.45± Acres McFarland Livestock Facility - The dairy facility site is approximately 44.45 acres with the balance of 191± acres utilized as irrigated farmland. Priced at \$23,360 per acre.

Call Ed Camara 559-410-5557.

120± Acres Grangeville property is currently open land and was recently planted to corn, zoned AG-20. Priced at \$2,880,000.

Call Ed Camara 559-410-5557.



39.20± Acres Orland Investment Opportunity is a well located property including pasture, dairy barn, creamery plant and storage. Priced at \$1,200,000.

Call Bill Enns 559-355-6314.

4631.78± Acres of contiguous grazing land conveniently located just 1± mile east of the Bakersfield's city limits. Historically Baroncini Ranch has supported the grazing for up to 250± mother cows. Priced at \$7,000,000.

Call Robb Stewart 661-303-2930

4662.76± Acres

of grazing land west of Lost Hills, Ca.

Priced at \$4,663,000.

Call Robb Stewart
661-303-2930



THE MARKET PLACE

DAIRY NEWSLETTER

OPTIMISM!

Optimism in Agriculture and Small businesses across the United States in the wake of the Presidential election.

We never truly know what the future holds in Agriculture. Business Owners generally feel they now have an ally in the White House that will usher in the use of “Common Sense” back to the Federal level. This will help make the business environment much less hostile and hopefully ease regulations that currently have a strangle hold on Producers.

Though land and cattle prices have recently softened, there is still opportunity for those looking to buy, sell or exchange properties.

After all prime farmland and facilities are always in short supply!
- *Fernando Santos*

DIVERSIFY

So the question today in 2017 is how may dairymen diversified into farming? Many that have diversified have been served very well by farmland ownership. Are there dairymen out there still today that need to diversify?

The Ranch Company can help with finding property for your acquisition.

- Jeannie Grimmus



DAIRY NEWSLETTER

NEW NEWS!

Receive instant updates for new listings and major modifications, such as price reductions!



Download Our Mobile App!



Visit us at the *World Ag Expo*

in the

DAIRY CENTER

Space 6742

Feb. 14th - 16th



TUESDAY 9:00 A.M. - 5:00 P.M. | WEDNESDAY 9:00 A.M. - 5:00 P.M. | THURSDAY 9:00 A.M. - 4:00 P.M.



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UPCOMING EVENTS

World Ag Expo

February 14th to 16th, 2017

Location: International Agri-Center

Tulare, California

American Pistachio Conference

February 22nd to 24th, 2017

Location: JW Marriot Desert Springs

Palm Desert, California

California Citrus Mutual Showcase

March 2nd, 2017

Location: Visalia Convention Center

Visalia, California

Western United Dairymen Annual Convention

March 29th, 2017

Location: Doubletree Modesto

Modesto, California

Are California Law Makers on the right track?

Whether it is the passing of new labor laws, water restrictions, minimum wage hikes and now Methane reduction, California dairies, cattle and crop producers are caught in the cross hairs of California's law makers.

I believe this is a long way from where our founding fathers invisioned our country to be. According to the words of our nations past presidents:

“It will not be doubted that with reference either to individual or National welfare. Agriculture is of primary importance. In proportion as Nations advance in population and other circumstances of maturity this truth becomes more apparent and renders the Cultivation of the Soil more and more an object of Public Patronage.”

- *George Washington*

“Agriculture is our wisest pursuit and Cultivators of the earth are our most valuable citizens.” - *Thomas Jefferson*

“Agriculture is the Great Calling” - *Abraham Lincoln*

These are just a few of many quotes by many of our past leaders of the United States.

Today it appears to be the opposite with our leaders in Sacramento and a portion of our public. They seem to be forgetting the fundamentals of a successful society. I believe it is important people stay engaged in the conversation and educate our youth to positively respect and understand the importance of Agriculture. They are truly our future and they will ultimately control the direction of future societies. -*Fernando Santos*

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The Ranch Co.
A Dairy Division of Pearson Realty

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