

Middletown, VA—Commercial Property 3.37 Acres With Business



Blue Ridge Meats offers a unique opportunity to buy an established USDA meat processing business and facility as a turn-key operation with tremendous growth potential.

The location is exceptional being located in an area heavy into livestock production, yet only 70 miles from Washington DC. via Interstate 66. Furthermore, production could ramp up immediately as the facility is licensed to kill five (5) days/week, yet currently only kills two days/week.

Blue Ridge Meats stayed booked for years through 2022, turning down multiple new clients/week. The business is now operating at reduced throughput because the owners want to slow their pace and pursue other interests/business.

The list price is for the entire business enterprise: real estate, equipment related to operating the business and customer lists. Federal permits are transferable with USDA approval of new owner.

The facility is a functional, efficient, no frills facility in good operating condition with three phase electric and a new state-approved drain field.

Based on a 2021 joint study performed by the Piedmont Environmental Council (PEC) and the American Farmland Trust, Blue Ridge Meats is the most efficient and highest performing meat processing plant of the six regional USDA meat processing plants in the study.

Due to the facility being a USDA inspected, on-going business, showings must be scheduled in advance, with an occasional opportunity for a Saturday showing.

Jack Schutte

Clarke County Properties

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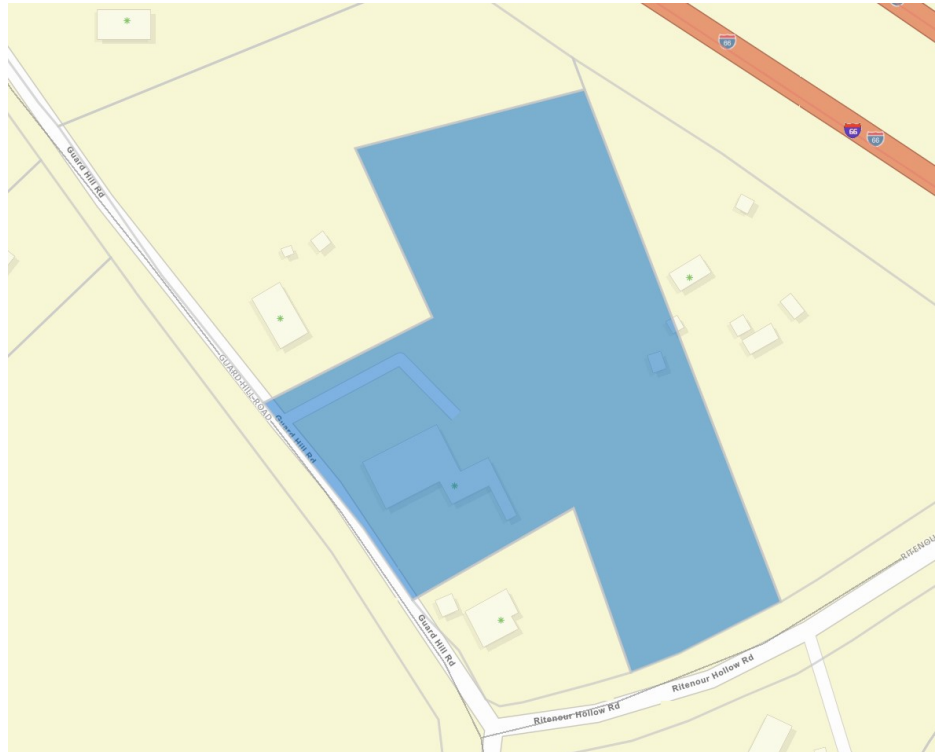
VAWR2007896
2391 Guard Hill Rd
Middletown, VA 22645

Commercial Property

Listed at:
\$1,200,000

General Description

List Price	\$1,200,000.00
Status	Active
MLS Number	VAWR2007896
Tax ID #	11 39
Ownership Interest	Fee Simple
Association	No
Sub Type	Other
Waterfront	No
Net Square Feet	7,038.00
Price/SqFt	\$170.50
Business Use	Other
Year Built	1967
Property Condition	Good, Average



Directions

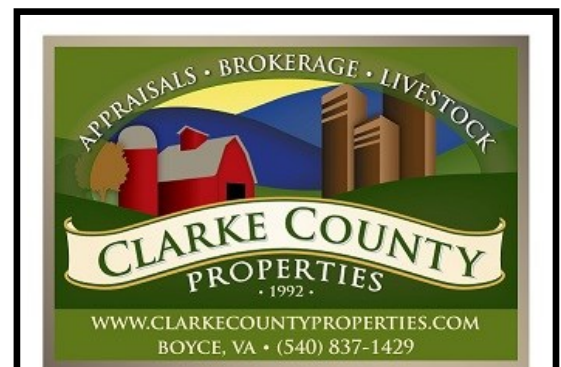
From Riverton Commons Shopping Center: Travel north on Rts 522/340 for .8 miles, at the light, turn west on Reliance road. Follow Reliance Road for .3 miles, turn left on Rt 609 and follow for 1.5 miles, turn right on Guard Hill Rd. Property is approximately 400' on the right.

Location

County	Warren, VA
In City Limits	No
School District	Warren County Public Schools
Election District	6

Commercial Sales Information

Business Use	Other
Financial Data Source	Accountant
Present Licenses	Other
Potential Tenancy	Single
Building Total SQFT	7,038
Building Total SQFT Source	Assessor



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Taxes & Assessment

Tax Annual Amount	\$2,206.00
Tax Year	2023
School Tax	0.00
County Tax	\$2,206.00
County Tax Payment Frequency	Annually
City Town Tax	\$0.00
City Town Tax Payment Frequency	Annually
Clean Green Assessed	No
Zoning	A
Zoning Description	Subject is a legal non conforming use in the agricultural zone (a). The use is transferrable.
Tax Assessed Value	\$450,300.00
Assessment Year	2023
Improvement Assessed Value	\$325,300.00
Land Assessed Value	\$125,000.00
Special Assessment	\$0.00
Historic	No
Land Use Code	4
Block/Lot	39

Expenses

Operating Expense Includes	Electric, Heating/Cooling, Other, Repair/Maintenance, Sewer, Water, Advertising, Insurance, Parking, Snow Removal
Annual Common Area Maintenance	\$0.00

Building Info

Building Units Total	0
Foundation Details	Block
Construction Materials	Block
Flooring Type	Concrete, Wood
Roof	Rubber, Shingle

Lot

Lot Size Acres	3.37
Lot Size SQFT	146797
Lot Size Source	Assessor
Location Type	Highway
Road Surface Type	Black Top
Road Responsibility	State

Parking

Parking Type:	Parking Lot, Private
Truck/Trailer Parking Spaces	4
Car Parking Spaces	10
Total Parking Spaces	14

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Interior Features

Accessibility Features None

Inclusions This listing of Blue Ridge Meats is a "going concern". Included in the listing is all (two exceptions) personal property/equipment related to running the abattoir, customer list, permits and certifications currently held that relate to the operation of the business as well as full ownership of the two business entities involved - one which owns the real estate and one the business entity.

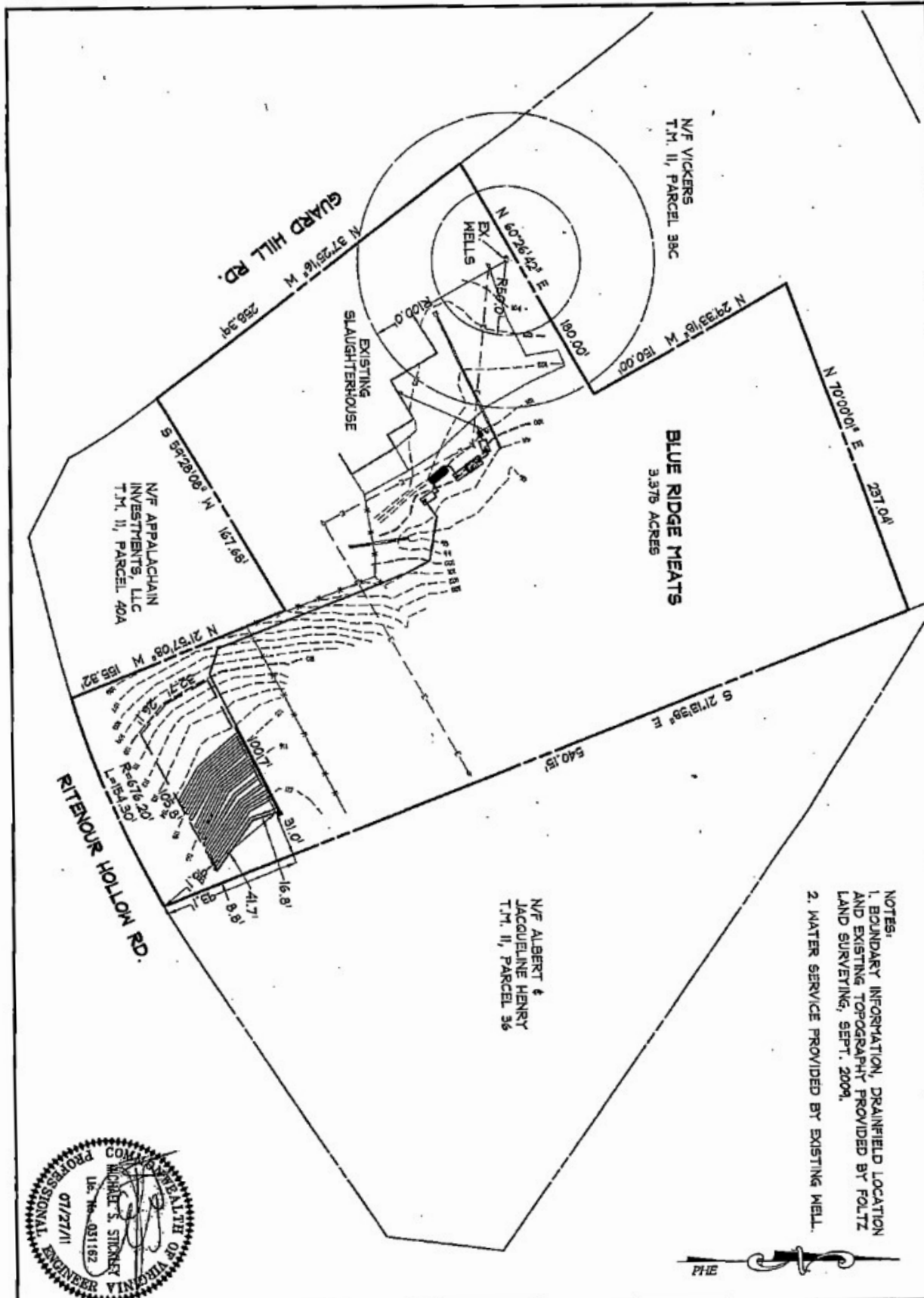
Exclusions Proprietary family sausage recipes, one small table top vaccum sealer, one small table top grinder.

Utility Information

Cooling Type	Central A/C
Cooling Fuel	Electric
Electric Service	120/240V
Heating Type	Forced Air
Heating Fuel	Electric, Propane - Leased
Heating Fuel	Electric, Propane - Leased
Hot Water	Electric
Water Source	Well
Sewer Septic	Approved System, On Site Septic

Listing Details

Original List Price	\$1,200,000
DOM	38
Vacation Rental	No
Listing Terms	All Negotiation Thru Lister, As is Condition, Tax Free Exchange Language Required
Sale Type	Standard
Listing Term Begins	4/25/2024
Possession	Settlement
Lease Considered	No
Acceptable Financing	Cash, Conventional
Disclosures	Sell Entirely, Special Permits



NOTES:
 1. BOUNDARY INFORMATION, DRAINFIELD LOCATION AND EXISTING TOPOGRAPHY PROVIDED BY FOLTZ LAND SURVEYING, SEPT. 2009.
 2. WATER SERVICE PROVIDED BY EXISTING WELL.




DATE	JULY 2011
SCALE	1" = 60'
PROJECT NO.	0702-01
CADD FILE	0702g01
SHEET	3 OF 22

OVERALL PLAN VIEW

BLUE RIDGE MEATS OF FRONT ROYAL

NORTH RIVER DISTRICT
WARREN COUNTY, VIRGINIA



**PINE HILLS
ENGINEERING, PC**

P.O. BOX 1168
FRONT ROYAL, VA 22630

PHONE: (540) 622-3405
FAX: (540) 636-1709



Front View



Rear View



Reception/Front Room



Retail Area



Processing Room



Kill Room



Cooler



Additional Cooler



Freezer Room



Meat Smoking/Curing Room



Office



Holding Pens



New Septic System

White House announces \$1B plan to address increases in meat prices

By Brett Samuels - 01/03/22 08:32 AM EST

The White House on Monday announced plans aimed at addressing rising prices for meat and poultry, including setting aside \$1 billion for smaller producers.

The Biden administration unveiled its action plan to diversify and strengthen the meat-producing supply chain ahead of a scheduled virtual meeting between President Biden and independent farmers and ranchers.

The White House has previously pointed to a small number of conglomerates for driving up meat and poultry prices, which have been a major contributor to broader inflation in recent months.

"When dominant middlemen control so much of the supply chain, they can increase their own profits at the expense of both farmers — who make less — and consumers — who pay more," the White House said in a fact sheet announcing its action plan on Monday. "Most farmers now have little or no choice of buyer for their product and little leverage to negotiate, causing their share of every dollar spent on food to decline."

The Biden administration is dedicating \$1 billion from the American Rescue Plan, a bill signed into law last year, specifically for the purpose of expanding independent meat processing capacity.

That includes \$375 million in grants for independent meat producers, \$275 million in additional financing available for processors, \$100 million to address inspection costs for smaller processing plants and \$100 million in training for workers in the meat and poultry industry.

The administration also announced new efforts to ensure transparency in cattle markets and to ensure there is reasonable levels of competition in the industry so that it is not controlled by just a few big conglomerates.

Biden officials have been focused on meat and poultry prices for months as they look for ways to address inflation. Food prices have increased by more than 6 percent compared to last year, with beef and poultry among the biggest contributors

[SOURCE— <https://thehill.com/homenews/administration/587968-white-house-announces-steps-to-address-increases-in-meat-prices>]

Meat Processing Facilities: Asset Map and Debottlenecking Opportunities

Spring 2021



Piedmont
Environmental
Council



Executive Summary

Bottlenecks in the meat processing step constrain the ability of local farmers to satisfy demand for local meat.

In the near term, targeted investments can **boost capacity** at select meat processors by 15-40%.

A trial meat cutter training program is under development to help solve for **systemic labor shortages** under the leadership of AFT.



Defining the project

Problem:

- Insufficient meat packing capacity has created a bottleneck between growing demand for local meat and supply of local livestock.
- The capacity of meat packing in the PEC region is opaque.

Objectives:

- Map the capacity that is currently available in and around the PEC Service Area.
- Identify high-impact near-term opportunities to debottleneck.



Project contributors



Piedmont Env. Council

John McCarthy

- Project Lead



Lightbulb Machine

Zach Buckner

- Asset Map ([link](#))
- Investment Thesis



Piedmont Env. Council

Matt Coyle

- Project Management
- Relationship Management



Fuller Consulting

Chris Fuller

- Site Visits / Interviews
- Initial Synthesis



Bean Hollow Farm

Mike Sands

- Owner / Operator



American Farmland Trust

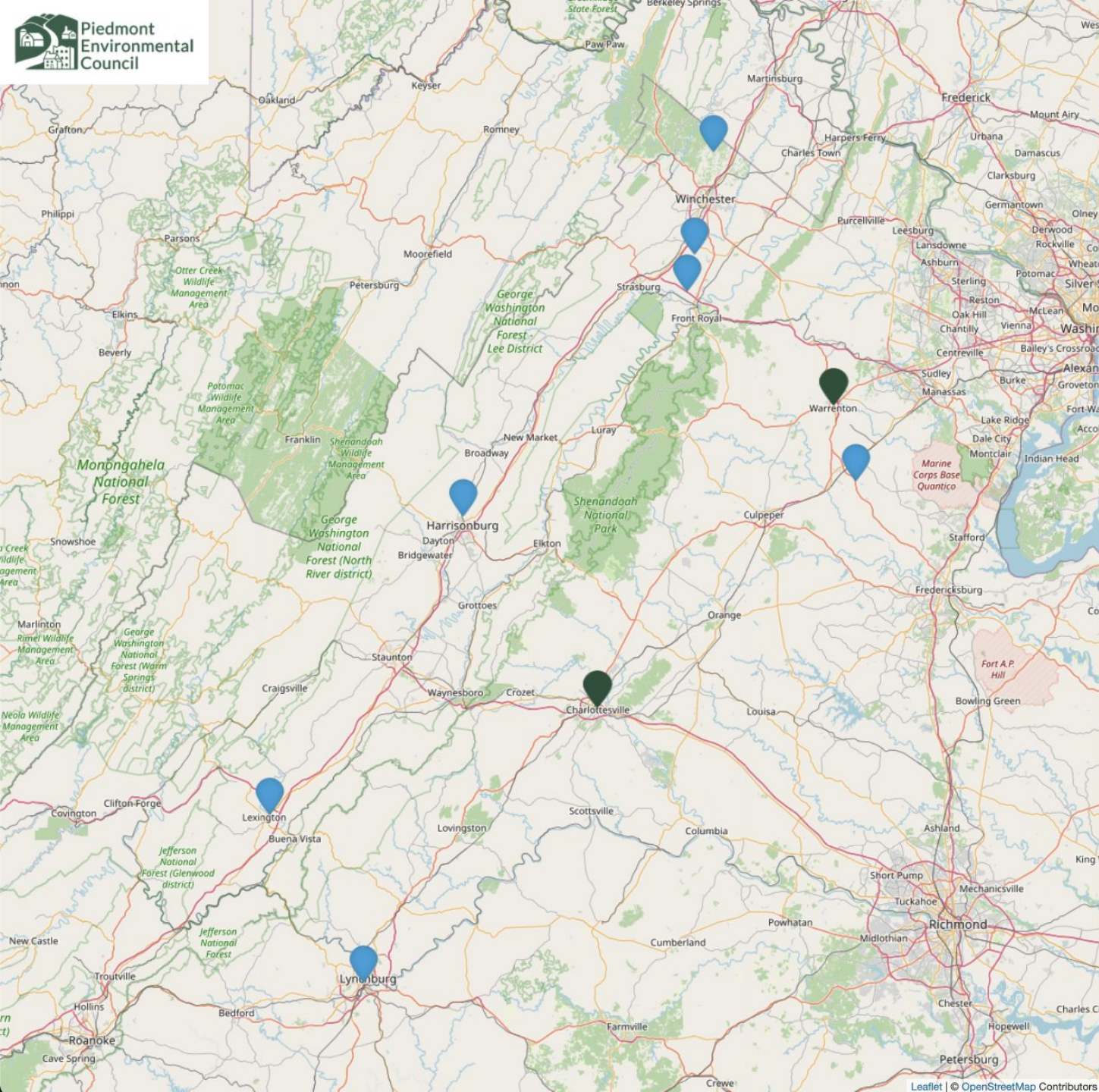
Jacob Gilley

- Farmer Certifications
- Institutional Buying

Methodology

1. **Aggregate** a list of meat processors within the PEC region through conversations with producers
2. **Interview** managers / owners of six USDA facilities*, following script
3. **Synthesize** information
4. **Develop** preliminary recommendations
5. **Consult** with meat processors to refine recommendations
6. **Deliver** results





T&E Meats



256 Charles St, Harrisonburg,
VA 22802
540-434-4415
<https://temeats.com/>

Seven Hills Food



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Gentle Harvest Custom Processing



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Gore's Meats



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Blue Ridge Meats

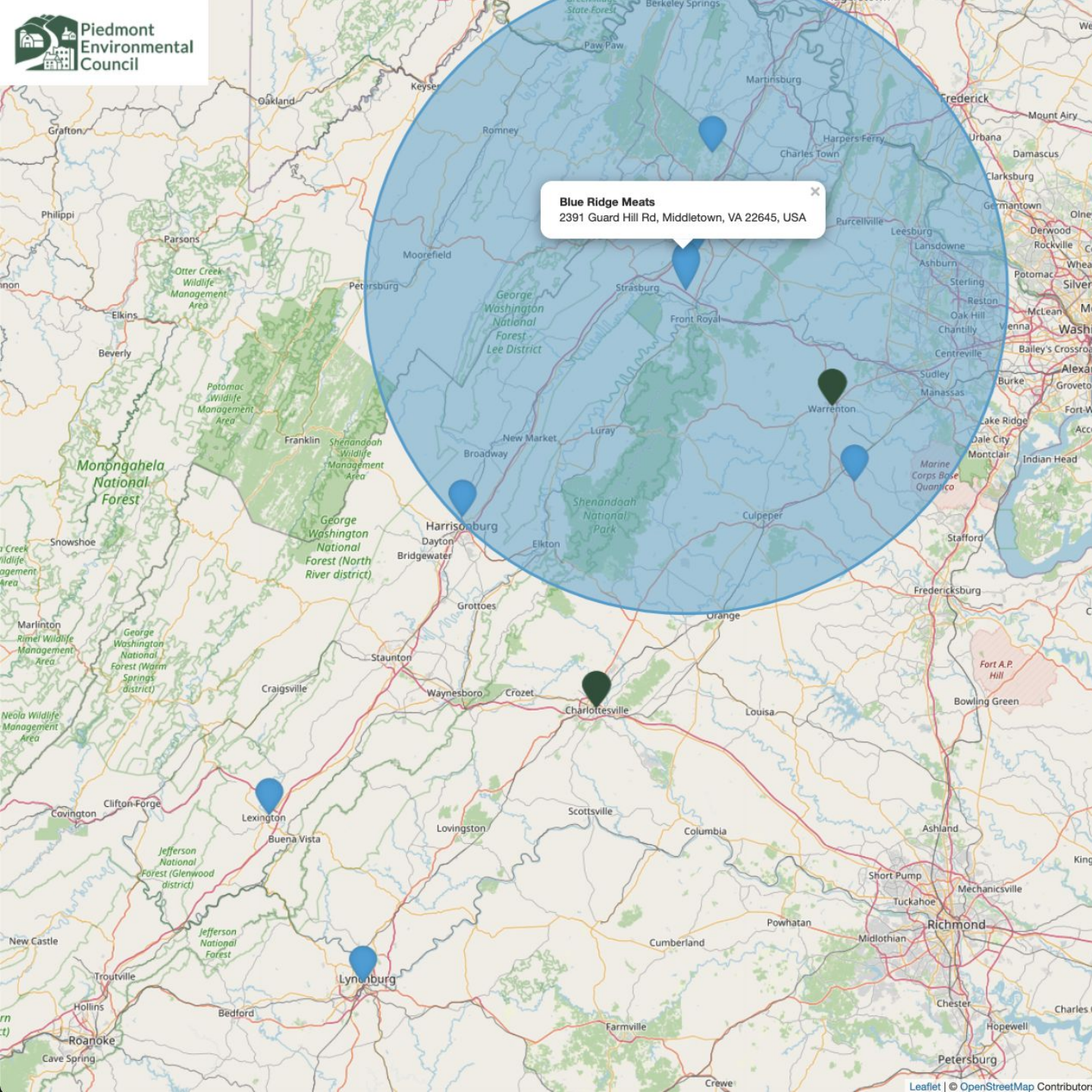


2391 Guard Hill Rd,
Middletown, VA 22645, USA
540-636-6050
<https://www.blueridgemeats.com/>

Donald's Meat Processing



194 Mccorkle Dr, Lexington, VA



Blue Ridge Meats
2391 Guard Hill Rd, Middletown, VA 22645, USA

T&E Meats



**256 Charles St, Harrisonburg,
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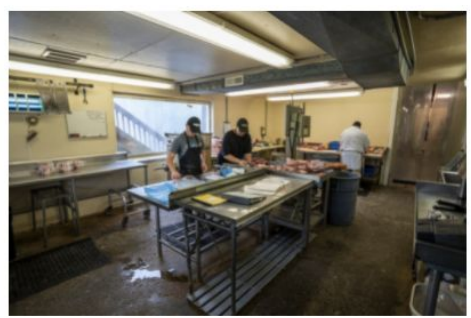
Donalds Meat Processing



194 Mccorkle Dr, Lexington, VA



Blue Ridge Meats
2391 Guard Hill Rd, Middletown, VA 22645, USA
Phone: 540-636-6050
Website: <https://www.blueridgemeats.com/>
USDA Inspected



OVERVIEW

Blue Ridge Meats has been operating for 17 years. It is owned by Doug and Lois Aylestock. AWA Certified.

Species slaughtered: Beef, Hogs, Lamb, and Goats

Added services: Sausages, smokehouse

Years in operation: 17

Target customers: Custom packing for farmers

Employees (FTEs): 4

Certifications: AWA

Value added services: Sausages, smokehouse

Ownership of animals: Service only

Private, branded label: No

Retail space: Yes (currently closed)

Overnight animal holding: Yes

T&E Meats



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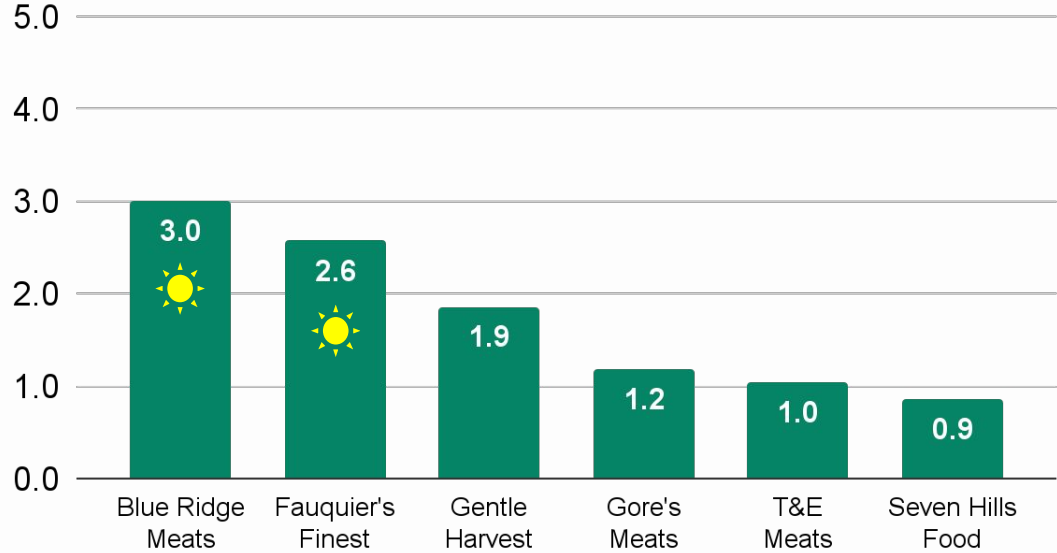
Donalds Meat Processing



104 McCorkle Dr, Lexington, VA

General Conclusions

Units Processed per Person per Day



1 unit = 1 beef = 2 hogs = 3 sheep
Standardized for 5 day work week

Attracting and retaining **labor is challenging** for all firms, and systemic solutions will take time.

In the near term, the return on capital investment (e.g. expanded capacity for farmers) is strongest for investing in **high performing firms** with clear needs for automation equipment and/or more floor space.

Thank you.

For more information contact John McCarthy
jmccarthy@pecva.org