

Farm History and Executive Summary

The Sattazahn Family farms in Womelsdorf, Berks County. After graduation from Penn State, brothers David and Doug Sattazahn and their wives decided to join their two herds on the home farm, Zahncroft Dairy.

Initially, David and Doug planned to form a partnership, but on the advice of their Transformation Team, and lawyer, opted for an limited liability company (LLC). By completing a feasibility study during the grant, the Sattazahns also evaluated their options for building a new facility or retrofitting the existing facility. The feasibility study revealed that it would take several years for the business to become profitable with an expansion plan; coupled with a higher debt load in a new facility too, they decided to make changes to the existing dairy.

David and wife Katie's cows moved to a retro-fitted home farm (with Doug and wife Raechel's cows) on October 26, 2010. They began improvement projects for the next 5 – 7 years for this new business, including purchasing a much larger bulk tank. They also worked on the cropping side of the business, by partnering with Natural Resources Conservation Service (NRCS) to help minimize costs, and now rent two additional farms.

During the Transformation Team process, the Sattazahns also considered direct marketing through a local Community Supported Agriculture (CSA), but decided to wait on this project.

