



Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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Stason Ludwig, CEO



A Family Owned Company

November 2018



Change

This year our farm management division encountered some roll over. We had tenants decide they were not going to farm some of the farms we manage due to a multitude of factors. We run our land rentals on a formula based off of facts of each particular fields to eliminate the stress involved in farm leases; However, in these cases we still had the emotional stress that goes with leasing of the land. We just don't like changing tenants. While we had no problem renting the land to alternative tenants, I was still troubled by the change which forced me to reflect on my lengthy Ag career. I remembered one thing that was my foundation. I always found new ways to look at things and adapt to new ideas in the Real Estate and Ag Industry. A definite Hintzsche characteristic I was fortunate enough to gain from being around the innovators of the Ag industry. The lesson I learned is that what made you successful in the past is not going to make you successful in the future or as David Hintzsche put it "you can't win tomorrows ball game on yesterdays newspaper clippings." As I look at the Ag Industry and how technology has evolved in seed, equipment, ag technology, nitrogen applications, fungicides, insurance, accounting, grain handling/marketing, its all changed... just because we were profitable at growing crops in the past certainly doesn't mean that same approach is where our financial future lies in grain production. We all need to analyze how we do business, what makes us more or less profitable, what changes can we make to provide us longevity whether we are gaining farms or giving up farms one thing for sure is we all are seeing the **Change**.

Family Estate

This article is a very touchy subject that no one likes to talk about. I believe most of us encounter this when the time comes to addressing our **Family Estates**, so I will briefly cover the basics.

Who is designated to manage the **Family Estate**? In most cases it's the oldest. Usually they are the one who has a stake in the family operations and most parents felt the oldest was entitled to be in charge, the younger siblings accept this as "Dad's will." Yet, as our parents pass, and the estates begin to be divided, the will of the rest of the family now has a voice. We deal with the management of **Family Estates** day in and day out. We get it and we understand. If you and your family need assistance with your **Family Estate**, we are holding a seminar at the Northern Illinois Ag Center during our Tuesday morning Coffee and Doughnuts on December 11th, 2018 for an educational presentation on establishing a solid estate succession and asset protection plan presented by Rooster Ag's Joe Ludwig, NIAC's attorneys John Argoudelis, and Wade Joyner of Argoudelis Law, in conjunction with Nick Ajster and Kelly Hardy of CliftonLarsonAllen CPA. Please call Stason Ludwig at (815)762-2136 to reserve your spot as seating will be limited.



Farm Management 2.019

Farm Management has been around since I started in the Ag Industry 38 years ago. I will always liked dealing with the managers as they understood agriculture. I admired how they protected the land, the land owner, and worked with the tenant. Now that we fill that roll, I appreciate the function to its fullest. As all things evolve we see a change coming for some on the horizon.. With the structure of our lease formats based on facts, not emotions, we are being *asked by farmers to represent them* in negotiating long term leases, analyzing soil tests, making solid agronomic unbiased recommendations, reconciling all documents needed, and delivering them to their Land owner.

So what do we call that service?? - **Farm Management 2.019**

~ Weather Almanac ~

by Meteorologist Frank Watson



November

Weather Outlook

Temperatures are favored to average warmer than normal. Precipitation is expected to total drier than normal. Much of the first half of the month will be on the dry side with our best prospects for showers coming on November 3, 9, and 11. Precipitation prospects are expected to be most promising from November 21-24. A mix of rain and snow are favored for November 28-29.

november:

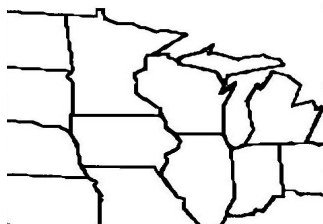
[nō'vember] -n.

the last month of autumn, but the beginning of a new adventure; time to take risks and do the unexpected

Weather Trivia

Great November Storms,

The wreck of Edmund Fitzgerald, November 10, 1975. Made popular by Gordon Lightfoot's song about "The Wreck of the Edmund Fitzgerald." The Edmund Fitzgerald was a large 729-foot ore carrier that sank in Lake Superior. With the loss of its 29-man crew the Edmund Fitzgerald sank when winds over 60 mph and waves as high as 16 feet overwhelmed the iron ore carrier, which sank in 550-foot Lake Superior waters.



Weather projections, features and facts created by Bruce Watson for our **Weather Almanac** are presented as scientific guidelines as to what we might expect over a large area of the Midwest, as well as our part of the state and general service area.

The "Normals" appearing on the back page are provided for the particular counties we serve and reflect the average high and low temperatures, plus average amount of sunshine and precipitation experienced week to week in the area over the past 170 years.

Frank Watson utilizes a model that Bruce Watson specially designed, based on weather observations that much more clearly represent our local climate than do shorter, 30-year National Weather Service averages. These figures draw on the long history of systematic observations begun by the U.S. Army in 1817.

November Astronomy Calendar

Our days are getting shorter and our nights are getting longer. We lose about an hour of daylight this month. We do gain an hour of sleep as daylight saving time ends on Sunday, November 4, (turn back the clock 1 hour). Thanksgiving falls on the day of the full moon, November 22.

Mercury is an evening planet this month, rising after sunrise and setting shortly after sunset. Mercury will be very tough to see as it will be low in the western sky at sunset. Better viewing opportunities will come in December when Mercury becomes a morning planet.

The moon is New on Wednesday, November 7.

Venus transitions to a morning planet this month. It will be tough to spot the opening days of the month but look for Venus in the southeast sky before sunrise. Venus will be to the right of the waning new moon the morning of Tuesday, November 6. Close to Venus throughout the month is the star Spica, part of the constellation Virgo.



What more can I say about the planet **Mars**? It has been a spectacular past few months of viewing. Rising during the early afternoon hours, Mars will be visible in the south southeast sky at sunset. The first quarter moon will be near Mars the evening of Thursday, November 15.

The moon is Full on Thursday, November 22.

Jupiter will be lost in the sun's glare all month.

Saturn will be viewable after sunset in the south southwest sky throughout the month. Look for Saturn below the waxing crescent moon the evening of Sunday, November 11.

Morning Planets: Venus

Evening Planets: Mercury (1-21), Mars, Jupiter, and Saturn.

Future Weather Outlook

December is expected to experience above normal temperatures.

December is expected to total below normal. Favored dates for precipitation center on December 4, 5, 12, 15, 17, 18, 22, 24, 26 and 27.

Long Range Weather Outlook...

From White of Winter to Green of Spring.

January expect warmer than normal temperatures with above normal precipitation.

February outlook favors warmer than normal temperatures with near normal precipitation.


March expect near normal temperatures with near normal precipitation.

April outlook favors warmer than normal temperatures and near normal precipitation.

May outlook favors cooler than normal temperatures and above normal precipitation.



Northern Illinois Ag' Center

A Rooster Ag' Company 

"Where work gets done!"

www.niac.farm

NIAC Spotlight

Featuring CliftonLarsonAllen & Argoudelis Law

CliftonLarsonAllen

Financial and Consulting Services

Proper planning is key to the success of any endeavor; however, planning can be an overwhelming task. The December session presented by CLA and Argoudelis Law will help producers address challenging planning topics such as tax reform, as well as succession and estate planning.

Through this program you will learn to understand options available to effectively transfer a farm operation to the next generation or other successor. You will also learn to evaluate tax planning opportunities based on the current tax code and its anticipated impact on your return.

Please be sure to stop by for the program on December 11th at the Northern Illinois Ag Center to hear from our speakers Nick Ajster and Kelly Hardy.



CliftonLarsonAllen

Law Offices of John Argoudelis

Argoudelis Law



We planted an office this Spring at the NIAC! The location is new, but our roots are deep. John and I have served the Ag' community throughout Northern Illinois for decades. John was raised on a farm in Plainfield, where he practices. I live in Big Rock and work at the NIAC.

John and I understand the unique legal issues you have and how to resolve them in a quick, cost effective way. We'll meet at the Ag' Center or where you are to talk about what you need. Then, we keep you involved and informed.

For example, estate planning is a complex combination of your business, your land, your family and how to keep the farm. Please join us on December 11th at the NIAC to learn more. You can also contact us at (630)768-1042.



Argoudelis Law

Wade Joyner, Of Counsel

Northern Illinois Ag' Center SM

Located at the NW corner of Rt. 38 and County Line Rd. in Maple Park, IL

Tuesday Morning Professional Advice

Farm Estate Planning with Argoudelis Law and CliftonLarsonAllen CPA

Mark your calendars! **Tuesday December 11, 2018** John Argoudelis and Wade Joyner of Argoudelis Law will give a presentation in conjunction with CliftonLarsonAllen CPA on establishing a solid estate succession and asset protection plan. Fresh coffee and doughnuts will be available beginning at 7 AM with the professional advice starting at 8 AM.

Please RSVP as seating will be limited



For more information contact Rooster Ag' at (815) 333-4354 or email rooster@mc.net

Special Event

Every Tuesday morning we enjoy seeing those from our Ag community for our weekly Coffee and Doughnuts meetings. We would like to remind you to mark your calendars for a **Special Event on Tuesday, December 11th, 2018**. Come join us and our special guest speakers at the Northern Illinois Ag Center on the corner of Route 38 and County Line in Maple Park, IL starting at 7AM as we enjoy fresh coffee and doughnuts. Professional Advise will start at 8AM from Joe Ludwig of Rooster Ag', John Argoudelis and Wade Joyner of Argoudelis Law in conjunction with Nick Ajster and Kelly Hardy of CliftonLarson-Allen CPA on establishing a solid estate succession and asset protection planning. Please call to RSVP with Stason Ludwig at (815)762-2136 as seating will be limited.

FARMLAND FOR SALE

DeKalb County-Milan Township-117.36± acres/115.58± tillable. Located at the intersection of Keslinger & Tower Rd. 98% Tillable, with 115.58 tillable acres of good soils and an average PI of 132. **\$9,995 per acre.**

Henry County-Kewanee Township-1,787± acres/1,253± tillable acres. Large Contiguous Assemblage! Excellent revenue generated via Farm Rent & CRP payments. Well maintained. State records indicate substantial coal deposits on the property. **\$6,300 per acre.**

Kendall Co-Fox Township-132± acres/120.76± tillable acres. Great Soils. Beautiful Property with a creek running through. High Farm Rental Income. Limited Time Opportunity! **\$8,995 per acre.**

McHenry County—Dorr Township—92.33± acres/73.53± tillable acres. Excellent location off McConnell Road in Woostock, IL. Farm to Future Development Potential. **\$10,695 per acre.**

McHenry Co-Riley Township-105± acres/98± tillable acres. Good Soils with a 126 Productivity Index. Located on the North and South side of Grange Road, just west of Route 23. **Divisible via North 70.64 acres & South 34.36 acres. \$7,995 per acre.**

McHenry Co-Marengo Township- 42± acres. Mostly tillable. Located just west of Route 23 on Kishwaukee Valley Rd. Former development piece. **\$7,450 per acre.**

Stephenson County—Ridott Township—215.04± acres/207.19± tillable acres: Great Location off of Route 20 & Cherry Hill Road. Good soils, with a 125.5 Productivity Index, Limited Time Opportunity! **\$10,800 per acre.**

Winnebago County-Rockford Township-404± acres/389± tillable acres. Former Development Property. Great location with 3 sides of road frontage. Limited Time Opportunity! **\$10,000 per acre.**

HUNTING / RECREATIONAL LAND

Mason County-Crane Creek Township-40 acres-Rolling Terrain with open vistas. \$5,510 per acre.

Mason County-Crane Creek Township-48.82 acres-Including the 3,000± sq. ft. Clubhouse, studio apartment, bar, kitchen and two bathrooms, plenty of room for additional sleeping quarters. \$489,940.



RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
8/18	Lee	Bradford	120.0	\$10,500	8/18	DeKalb	Clinton	80.7	\$9,250
8/18	Lee	Nachusa	99.0	\$10,540	6/18	DeKalb	Clinton	33.0	\$9,423
8/18	LaSalle	Meriden	210.0	\$10,008	6/18	DeKalb	Clinton	64.0	\$10,031
9/18	Kane	Virgil	110.0	\$9,652	6/18	McHenry	Coral	871.0	\$8,309
7/18	Mason	Crane Creek	98.0	\$5,096	6/18	McHenry	Grafton	240.0	\$7,708

*** Denotes Sales by Rooster Ag'

NORMALS FOR THE MONTH

OCT. 28 TO NOV. 3
AVG. HIGH..... 54
AVG. LOW..... 35
SUNSHINE..... 54
% DAYLIGHT HOURS
Precipitation 0.57

NOV. 4 TO 10
AVG. HIGH..... 52
AVG. LOW..... 31
SUNSHINE..... 49
% DAYLIGHT HOURS
Precipitation 0.73

NOV. 11 TO 17
AVG. HIGH..... 48
AVG. LOW..... 28
SUNSHINE..... 46
% DAYLIGHT HOURS
Precipitation 0.77

NOV. 18 TO 24
AVG. HIGH..... 44
AVG. LOW..... 26
SUNSHINE..... 44
% DAYLIGHT HOURS
Precipitation 0.77

NOV. 25 TO DEC. 1
AVG. HIGH..... 44
AVG. LOW..... 23
SUNSHINE..... 44
% DAYLIGHT HOURS
Precipitation 0.70



Rooster Ag'
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