



Rooster Ag

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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A Family Owned Company

January 2019



Junk Drawer

When I was a kid, we had a drawer where we put all the odds and ends that showed up, we called it the **Junk Drawer**. Today, we still have one... actually a building full, some say it's a Midwest thing, not sure how anyone could survive without such a tool. Our youngest son Jackson is the farmer/mechanic of the four kids and is always working on something. I have taught him that this **Junk Drawer** is an invaluable item. As I explained when you have a problem that needs fix'n you go to the **Junk Drawer** you move things around looking for the exact item that you are missing, as you fumble through the maze your brain starts subconsciously assembling the items and will miraculously materialize the exact item or combination thereof to solve your problems. It truly is an amazing thing that we in the Midwest are blessed with to have in our arsenal of tools. As I think about the lessons, I've learned leaning over that **Junk Drawer** I realize that I have implemented these skills in our daily operations at Rooster Ag. We all sort through the minutia to over come tasks that need to be addressed. Our team is a young diverse group with Ag and Ag Tech backgrounds well adapted in sorting through the **Junk Drawer** of Agribusiness. If your **Junk Drawer** is full and it needs some fresh eyes, give us a call well meet you and sort through your minutia and help you resolve anything you need resolved by working with you to sort through your own **Junk Drawer**.



Crop Insurance & Grain Markets

Back in September, Brian Bark, Steve Edwards and I attended the Ag Summit in Des Moines, Iowa presented by Farmers Mutual Hail (FMH) one of our Insurance providers. FMH provided a variety of professional speakers whom were fantastic. The whole Summit was structured in the highest standards, well done. One item covered by Iowa State Universities Extension Farm Management Specialist Steven Johnson, was utilizing **Crop Insurance** in conjunction with the **Grain Markets**. Steve made the process seem easy, using the spring projected price Federal Crop Insurance program as your floor, showing over the last 5 years the ability to sell grain considerably over the spring projected price during the growing season and well above harvest price in each of the 5 year spans. Talk about taking the emotion out of marketing. There are a lot of moving parts in the worlds of **Crop Insurance & Grain Markets**, but combining the tools makes perfect sense. Give Super B a call, he will set up a time to meet you at your kitchen table or the NIAC to show you some of the information we learned about **Crop Insurance & Grain Markets**.

FARMLAND VALUES

Over the last 8 months we have seen a dip in most **Farmland Values** here in Northern Illinois. Reason being there has been a lot of Families resolving estates and selling off all or portions of their holdings, thus creating more farms for sale. If a neighbor is not in the market the investors are able to come in and negotiate below market purchases. In the Spring there was a lot of 1031 Trade money that was parked on farms at or below appraised **Farmland Values**. Sellers whom did not sell or negotiate were left to wait until the Fall market which dropped even further than the Spring **Farmland Values** due to the prolonged frustrating harvest, not bringing many farmers into the market and most 1031 Trade deals have been put off until the hopes of the Spring of 2019 closing. **Farmland Values** are usually tied to corn prices and return on investment, as of today its not the case! As of writing this article CBOT Corn prices for December 2019 are some 4% higher than last year to date, that along with the recent fluctuation in the stock market tells me the **Farmland Values** will rebound this Spring. As such we are poised and working diligently, analyzing/touring farms, reconciling the numbers to be ready for the Spring Market of buying and selling farms to determine the Spring **Farmland Values**.

~ Weather Almanac ~

by Meteorologist Frank Watson



January

Weather Outlook

Temperatures are favored to average warmer than normal. Precipitation is expected to total above

normal.

After a sunny start, look for a period of passing snows from January 2-5. The sun returns from January 6-9, but snow showers are favored for January 10-11. Expect heavy snow for January 15-16 and 18-19.

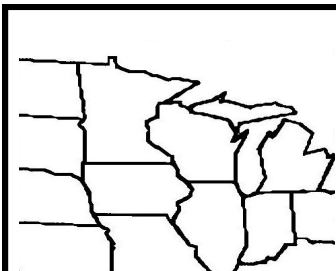
The last couple of weeks of the month should be quieter precipitation-wise, with passing precipitation events around January 25 and 31.

"January,
The first month of the year,
A perfect time to start all over again,
Changing energies and deserting old moods,
New beginnings, new attitudes."
-Charmaine J Forde

Weather Trivia

Forming Fog in Winter

When the relative humidity rises above 70 percent, liquid water begins to collect on haze particles. The higher the humidity, the more water attaches to the particles, and fog is formed. In winter with a good snow cover, fog tends to dissipate onto the snow.



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.

Future

February is expected to experience above normal temperatures.

February precipitation is expected to total near normal. Favored dates for precipitation center on February 1, 4, 6, 20, 21, 23, 25, and 28.

Long Range Weather Outlook... *From St. Patty's to Summer's Dog Days.*

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.

June expect cooler than normal temperatures with above normal precipitation.

July outlook favors near normal temperatures with above normal precipitation.

January Astronomy Calendar

There is nothing more frustrating for star gazers than clouds and we've been in a very cloudy period as of late, ruining our ability to star gaze. I'll keep my fingers crossed for improved viewing conditions for this month, but with clearer skies in winter generally mean colder overnight temperatures.

Mercury is a morning planet this month, rising an hour before sunrise. It will be low in the southeast sky and very difficult to view. After the first week of the month, Mercury will all but be lost in the sun's glare.

Venus is a morning planet this month, rising during the very early morning hours. It should be fairly easy to spot before sunrise in the southeast sky as it will be the brightest object in the sky. Look for Venus below the waning crescent moon the morning of Tuesday, January 1. Venus will be above Jupiter before sunrise the morning of Sunday, January 20.

Mars rises in the late morning hours and will be clearly visible after sunset in the southwestern sky. Look for Mars above the first quarter moon the evening of Saturday, January 12. Mars will be located in the constellation Pisces.

The moon is Full on Sunday, January 20.

Jupiter will be in the southeastern sky before sunrise, rising at 4:51am to open the month. Jupiter will be rising higher and higher before sunrise as the month goes on, providing better viewing opportunities. Venus and Jupiter will be approaching each other, with Venus passing to the lower left of Jupiter by Wednesday, January 23.


Saturn will be hidden from view much of the month. You might be able to catch a glimpse of the ringed planet low in the southeast sky right before sunrise the last few days of the month.

Morning Planets: Venus, Jupiter

Evening Planets: Mars, Uranus, Neptune



Northern Illinois Ag' Center

A Rooster Ag' Company 

"Where work gets done!"

www.niac.farm

NIAC Spotlight

Featuring Northern Bank & Trust's Jeff Main & Rooster Ag's Steve Edwards

Jeff Main

Northern Bank and Trust



I was born and raised on a dairy farm in Central IL, near Gibson City and attended Illinois State University receiving a degree in Agri-Business. I now have 35 years of banking experience. Joe Ludwig and I had been doing business together for nearly 20 years, when he asked me to find him a Bank for the Northern Illinois Ag' Center. Northern Bank and Trust was started in January of 2018 and is a loan production office for our parent bank, The First National Bank of Ottawa which has been in business for over 150 years and wanted to expand to Northern IL. We recently started a new banking group, American Commercial Bank and Trust, which will service the banking needs of the greater Chicagoland area. Our banks offer a full array of banking services including farm production, equipment, and real estate loans for our farm customers, as well as commercial banking services including Cash Management, Trust Services, Online Banking, Mortgage Lending and Business accounts. I look forward to meeting each of you in the future and would welcome the opportunity to assist you with any of your banking needs.



Steve Edwards

Rooster Ag' Farm Management



I was born and raised on the family farm in Maple Park, IL where I lived and worked until I graduated from Kaneland High School. I then attended Kishwaukee College and received an Associate's Degree in Farm Management and Diesel Mechanics. After graduating I began working with my Uncle Walt Johnson on his family farm in DeKalb, IL. I worked for him until I began farming on my own in Elburn, IL and in 2010 I retired from farming.

I had met Joe Ludwig earlier in my farming career, he was my salesman from Hintzsche Fertilizer for the farm and a close family friend. In the spring of 1996 I began my career with Hintzsche Fertilizer and I continued to work there for a 22-year career in the Ag Retail business. Six of those years I worked side by side with Joe Ludwig. I was approached early this spring by Joe to work with Rooster Ag' and head up the Farm Management Division, which started a new chapter of my life. I look forward to assisting each of you by utilizing my years of knowledge from first hand Ag experiences to fulfil your Farm Management needs.



Change the way we Get work Done!

How the NIAC is shaking things up

At the Northern Illinois Ag' Center in Maple Park, IL we understand what it takes to "Get work done!" We know that sometimes your boots are in the office and sometimes they are in the field. We also know that no matter where your boots are, they get there by having the right Network of people behind you.

With the Ag world and Ag Tech always changing and advancing it is time that the way we do business changes with it. NIAC is proud to offer the next step to success through the NIAC Preferred Partner Network Membership. With the power of our 1,000,000+ acre network, presence of the NIAC building, and our enthusiastic partners by your side you can launch your business to new levels of exposure and success!

This membership includes but is not limited to being a part of our 1,000,000 acre and growing influenced network as a preferred provider, included in weekly Network Client meetings, special events, seminars, networking sessions, your business advertised on our website, social media, NIAC brochure, the NIAC Spotlight in monthly newsletters, your signage at the building, use of the NIAC building, community office, conference rooms for meetings and appointments.

We look forward to discussing how the Northern Illinois Ag Center Preferred Partner Network can help grow your business and "Get work done!" For more information please contact Gianina Ludwig at (815)762-2137.

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.**

McHenry Co—Nunda Township—119± acres/89± tillable acres: Good Soils with a 127.8 Productivity Index. Great location off Crystal Lake Road. Excellent Investment Property. **\$13,000 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. **\$9,500 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.**

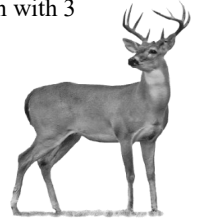
Stephenson County—Ridott Township—215.04± acres/207.19± tillable acres: Great Location off of Route 20 & Cherry Hill Road. Good soils, with a 125.5 Productivity Index, Limited Time Opportunity! **\$10,800 per acre.**

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-40.13 acres— Beautiful Rolling Terrain with open vistas & mature oak tree groves. Buildable 40 with endless opportunities. **\$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	Twncshp	Acres	Price/Acre	Date	County	Twncshp	Acres	Price/Acre
08/18	Bureau	Berlin	108.0	\$10,688	12/18	LaSalle	Rutland	80.0	\$7,500
12/18	Boone	Bonus	69.5	\$8,200	10/18	Lee	Willow Crk.	193.0	\$7,450
12/18	DeKalb	Sandwich	193.0	\$9,782	11/18	Lee	Nelson	206.0	\$7,533
10/18	Kane	Campton	42.0	\$9,036	10/18	Lee	Wyoming	142.0	\$9,101
10/18	Kane	Hampshire	59.0	\$11,003	09/18	McHenry	Dunham	40.0	\$8,750

🐓*** Denotes Sales by Rooster Ag'

Rooster Ag'
1100 S. County Line Rd.
Maple Park, IL 60151



NORMALS FOR THE MONTH

DEC. 30 TO JAN. 5
AVG. HIGH..... 30
AVG. LOW..... 11
SUNSHINE..... 45
% DAYLIGHT HOURS
Precipitation 0.42

JAN. 6 TO 12
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 44
% DAYLIGHT HOURS
Precipitation 0.37

JAN. 13 TO 19
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 53
% DAYLIGHT HOURS
Precipitation 0.35

JAN. 20 TO 26
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 49
% DAYLIGHT HOURS
Precipitation 0.35

JAN. 27 TO FEB. 2
AVG. HIGH..... 31
AVG. LOW..... 11
SUNSHINE..... 47
% DAYLIGHT HOURS
Precipitation 0.30