



# Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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## A Family Owned Company

## February 2019



### Climate Change

While one may think of **Climate Change** in the manner of Global Warming and an increase in temperature, I feel the heat of **Climate Change** in a different manner than most. Like Trump is being blamed for emissions affecting the global **Climate Change** I find that I am being blamed for the **Climate Changes** in Agribusiness due to the shift of trends in cash rent leasing as well as investors purchasing farmland who are aligning with the progressive aggressive growers to maximize their return on investment. The facts are the **Climate** has **Changed** with 4% of the farmers farming 66% of all Ag' production ground with 12% of that 4% of the largest farms controlling 75% of that 66% of all cropland in the US. The **Climate** has **Changed** with family estates being settled and families deciding to hang it up and cash in on their 50 years of work, creating further **Climate Change** for investors. A projected \$400 million acres will change hands over the next 20 years with its fair share being sold to investors chasing the best return on investment possible. These investors will align with the Growers that can compete and are utilizing the technology at hand to reduce costs by some 15% and improve yields by 13%. This trend will continue and unfortunately continue to push out the very important mid-sized and traditional third and fourth generation farmers that either cannot financially compete or adjust their methods and beliefs. We all like doing things the way we used to do them in the past; however, the **Climate Change** is changing those methods. We have gone from horses to horsepower to precision farming and no one factor is responsible for these events, it's just *purely a matter of economics* that has created this **Climate Change**.



### Global Food System

While in Iowa touring the Iowa Ag' Tech Accelerator Groups facilities, we were taken on a tour to an Ag' based vocational school, the Waukee Apex, where the entire focus is Ag' & Ag' Tech. With two shifts morning and afternoon this place was packed with youth learning about Agriculture. It was great to see as we don't see a lot of prospects coming in behind us veterans to take over Agribusiness here in Illinois. While us Midwesterners may refer to our trade as Farming, that's not the case at the Ag' Tech School Waukee Apex, where they refer to it as the **Global Food System**. The school felt this title drove attendance from the urban sprawl of residents in the new subdivisions who are white collar, doctors, lawyers, etc. that do not want their children to be Farmers. But... if they are involved in the **Global Food System**, it sounds more prestigious. Call it what you like, it's Agriculture, one of the largest industries in the US and it's never going away. With over 3 billion more mouths to feed predicted by 2050, we are going to need our youth to take control of our **Global Food System**.

### Projected Price

It's that time of the year where the USDA sets the Spring **Projected Price** for Revenue Protections (RP) which gives us a baseline for corn and soybeans. Where we average every trading day February for December delivery of corn and November delivery for soybeans. This **Projected Price** is posted and used along with each farms yield history or Actual Production History (APH) to calculate a baseline of Revenue Protection. This calculation is standard based on the percentage insurance plan you signed up for, up to 85% MPC coverage policies or RAMP private policies up to 95%. Sign up for Crop Insurance needs to be completed by Friday, March 15<sup>th</sup>. We will post the projected prices on March 1<sup>st</sup> and will be ready to go to work. Have any questions about Crop Insurance and **Projected Price**? Give Brian Bark a call, he is in his office or can be at your kitchen table 5 days a week at the controls of Crop Insurance and Monitoring this year's Spring **Projected Price**.

# ~ Weather Almanac ~

## by Meteorologist Frank Watson



### February Weather Outlook

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

The first eight days will be a mix of sun and passing snow showers. Precipitation totals should be light. A sunnier and dry period is expected from February 9-19 with precipitation staying predominately south.

Prospects for precipitation are favored to increase from February 20-28. Look for an big month ending winter event.

*"There is always in February some one day, at least, when one smells the yet distant, but surely coming, summer."*  
-Gertrude Jekyll

### Weather Trivia

***"DO BUSINESS WITH OTHERS WHEN THE WIND IS FROM THE NORTHWEST."***

A northwest wind is most commonly associated with sunshine, cooling temperatures and rising barometer. These factors make people feel more alert and eager to get things done.

Contrast this with a southeast wind, where clouds, warming and falling barometer make a person feel fatigued and eager to get out of work.

### February Astronomy Calendar

We'll have a unique setup as we open the month. Venus, Saturn and Jupiter will be joined by the waning crescent moon in the eastern sky before sunrise forming a near perfect line.

**Mercury** is a morning planet this month, rising after sunrise. You might be able to catch a glimpse of Mercury the last week of the month low in the western sky just before sunset but the sun's glare may still be a little to bright.

**The moon is New on Monday, February 4.**

**Venus** is a morning planet this month, rising a couple hours before sunrise. 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 to the upper right of the waning crescent moon the morning of Friday, February 1.

**Mars** rises in the late morning hours and will be clearly visible after sunset in the southwestern sky. Look for Mars above the waxing crescent moon the evening of Sunday, February 10. Those of you with a telescope should be able to spot Uranus just to the upper left of Mars.

**The moon is Full on Tuesday, February 19.**

**Jupiter** will be in the southeastern sky before sunrise, rising at 3:39am to open the month. Jupiter will be rising higher and higher before sunrise as the month goes on, providing better viewing opportunities. The first quarter moon will be above Jupiter during the early morning hours of Wednesday, February 27.

**Saturn** will be the most difficult of the three morning planets to spot. It will be the lowest one in the southeast sky. The moon will be to the upper right of Saturn the morning of Friday, February 1. Saturn will be below Venus the morning of Sunday, February 17. Venus will be the much brighter planet.

**Morning Planets:** Venus, Jupiter, Saturn

**Evening Planets:** Mercury (dusk), Mars, Uranus, Neptune

### Future Weather Outlook



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.

**March** is expected to experience near normal temperatures.

**March** precipitation is expected to total above normal. Favored dates for precipitation center on March 1, 2, 3, 6, 12, 13, 19, 23, 24, 25, 26, 27, 29, and 30.

#### Long Range Weather Outlook...

**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.

**August** expect below normal temperatures with below normal precipitation.



## Northern Illinois Ag' Center

A Rooster Ag' Company

*"Where work gets done!"*

[www.niac.farm](http://www.niac.farm)

### NIAC Spotlight

**Featuring CLA's Alex Calendo, Advance Trading & Michelle Conklin Photography**

#### Alex Calendo

##### CliftonLarsonAllen



I was born and raised in Sycamore, IL where I attended Sycamore High School and went on to graduate from Northern Illinois University with a degree in Accounting. Upon graduation, I immediately began working for CLA, which is a firm of more than 6,000 professionals, over 120 locations, and more than 60 years of quality, service, and experience.

I primarily work out of our NIAC location, and our Dixon office, which has a strong Agri-business practice and I quickly became an industry specialist within our Agri-business area.

I spend the majority of my time working with producers in the winter and spring, helping them be in the best position possible through year-end tax planning, succession planning, wealth advisory services, and tax return preparation. I spend my summer and fall working with several grain elevators and cooperatives throughout Illinois, Iowa, and Wisconsin. I look forward to meeting each of you in the future and assisting you in any way possible.

Thanks,  
Alex



**CliftonLarsonAllen**

#### Advance Trading

##### Ag Risk Management Advisor

Advance Trading (ATI) has been helping producers, elevators and end-users manage price risk since 1980. The foundation of our risk management approach has always been that *Price is Unpredictable*, and the key to marketing success is NOT by having a bias for prices, but by *managing* price risk with proven tools in a consistent, disciplined and non-emotional way. Advance Trading has 16 producer branch offices scattered across the Midwest. The team that's joining the NIAC consists of Ag Risk Managers Fred Dietz, Brett Mapel, and Mike Rhoades, and Customer Relationship Manager Nancy Wilkison. **Fred** spent his first ten working years in the grain elevator business until 2004, when he started the ATI branch to help grain producers manage their futures/cash risk. **Brett** worked in Advance Trading's corporate office in Bloomington, IL in 2002, before becoming an Ag Risk Management Advisor in 2006, with a focus in corn, soybeans, and wheat. **Mike** has been managing hog, cattle, dairy and crop price risk for the past 25 years - previously at RJO Brien and CIH- before joining ATI in 2015. **Nancy** has had a working relationship with farmers most of her career, while at FS, Hintzsche's and Elburn Coop, before joining the team in 2012. We look forward to meeting you and welcome the opportunity to assist with your grain and livestock marketing needs.



#### Michelle Conklin

##### Michelle Conklin Photography



My passion for photography and capturing "moments" began when I was a kid with my Polaroid Instant Camera. I've developed my skills throughout my lifetime earning my Certificate in Digital Photography from Waubensee Community College. I continue my education by attending seminars and webinars eager to keep learning the complexity of creating amazing images.

I made a phone call one day inquiring about renting space in the Northern Illinois Ag' Center building which was one of the best "step off" moments of my career. I have been blessed to meet Kelly and Joe Ludwig on my journey to building a successful photography business. They hired me to create a collection of Senior Portrait photographs of their son, and they turned out amazing! Having the space in the Northern Illinois Ag' Center building has really helped me grow as an artist as well as make a great new circle of friends. Browse my website to see my portfolio and call me to schedule a session!



*Michelle Conklin*  
PHOTOGRAPHY

### FARMLAND FOR SALE

**Ogle County—Dement Township—470± acres/457.84 tillable acres:** Located off of Twombly Road, Beck Road & Chamberlin Road just East of Rochelle and North of Creston, IL. 470 acres includes two houses, 87,500bu Grain Facility & 5,580 Head Hog Facility. Great Soils with High Fertility mostly tillable. All listed at **\$12,500 per acre. Lease open for 2019.**

**Lee County—China Township—48± acres/36.62 tillable acres:** 48 acres includes a 277,200bu Grain Facility, 3-story Farmette & Multiple Outbuildings. Located just north of Franklin Grove, IL off of Daysville Road. All listed at **\$895,000.00. Lease open for 2019.**

**Boone County—Spring Township—215± acres/206.77 tillable acres.** Including two houses and multiple outbuildings. Great location off of Glidden Road & Davis School Road in Kingston, IL. Mostly tillable with excellent soils and high fertility soil. **\$10,500 per acre.**

**DeKalb County—Milan Township—117.36± acres/115.58± tillable acres.** Located at the intersection of Keslinger & Tower Rd. 98% tillable, with 115.58 tillable acres of good soils and an average PI of 132. **\$9,450 per acre. Lease open for 2019.**

**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. Lease open for 2019.**

**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.**

**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.**

### HUNTING / RECREATIONAL LAND

**Carroll County—Savanna Township—25± acres.** Nice hunting property, with perfect mix of timber and open field. Excellent location on the north side of Savanna, IL. **\$5,400 per acre.**

**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.**

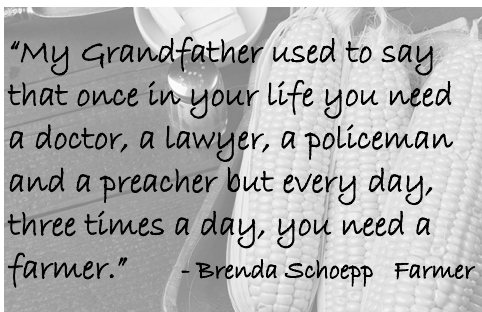


### RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
11/18	DeKalb	Squaw Grove	125.0	\$10,449	11/18	LaSalle	Northville	70.0	\$9,646
11/18	DeKalb	DeKalb	97.0	\$10,497	09/18	McHenry	Greenwood	94.0	\$8,458
11/18	DeKalb	Shabbona	160.0	\$11,000	09/18	McHenry	Dunham	40.0	\$8,750
12/18	DeKalb	Cortland	35.0	\$10,000	12/18	Ogle	Lynnville	138.0	\$9,717
10/18	Kane	Plato	164.0	\$11,053	11/18	Ogle	Lincoln	80.0	\$9,750

\*\*\* Denotes Sales by Rooster Ag'

**Rooster Ag'**  
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### NORMALS FOR THE MONTH

JAN. 27 TO FEB. 2	FEB. 3 TO 9	FEB. 10 TO 16	FEB. 17 TO 23	FEB. 24 TO MAR. 1
AVG. HIGH..... <b>31</b>	AVG. HIGH..... <b>32</b>	AVG. HIGH..... <b>34</b>	AVG. HIGH..... <b>37</b>	AVG. HIGH..... <b>39</b>
AVG. LOW..... <b>11</b>	AVG. LOW..... <b>13</b>	AVG. LOW..... <b>15</b>	AVG. LOW..... <b>17</b>	AVG. LOW..... <b>20</b>
SUNSHINE..... <b>47</b>	SUNSHINE..... <b>44</b>	SUNSHINE..... <b>49</b>	SUNSHINE..... <b>50</b>	SUNSHINE..... <b>51</b>
% DAYLIGHT HOURS	% DAYLIGHT HOURS	% DAYLIGHT HOURS	% DAYLIGHT HOURS	% DAYLIGHT HOURS
Precipitation <b>0.30</b>	Precipitation <b>0.35</b>	Precipitation <b>0.35</b>	Precipitation <b>0.42</b>	Precipitation <b>0.42</b>