



# Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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*A Family Owned Company*

**March 2019**



## Rolling the Cob

Back in 1981 when I started my door to door, farm yard to farm yard cold calling Ag' Career I had a lot to learn. The Ag' sector ramped up and took to the field to meet with the Farmers on their turf versus the old ways of waiting for the Farmers to call or walk in my office.

I had to develop my "on farm techniques" like where to park so you didn't interfere with their operations and how to dress because back in those days there were more Farmers that had livestock and were on the farm performing their daily chores and those boys knew the coldest, windiest places to set up shop, leaning behind the corn crib and freezing you out. But the number one skill yet to master was the art of **Rolling the Cob**. You know, **Cob Rolling**, where the old boys once down to discussing business had that **Corn Cob** from the barn yard under foot looking at the ground not me, **Rolling that Cob**. Hard to make any progress when you can't look eye to eye, so the art of **Cob Rolling** began. I had to find a way to get that cob away from them and under my foot, take over the **Rolling of the Cob** and get down to business. Let me tell ya... some of these guys were experts at **Rolling the Cob** and had frozen and driven off many salesmen with this highly honed skill. As time evolved the livestock and the **Cob Rolling** disappeared replaced by shops with offices, where I found that in order to earn some face time, I would pick up the broom and sweep the shop. For some reason they would always let me finish before finding time to get eye to eye. I think I swept every shop within 10 miles of Troxel. Nowadays the **Rolling the Cob** and shop sweeping has been replaced by the iPhone and/or the computer. There is not much opportunity to **Roll the Cob**, sweep the floor and get eye to eye with the Growers of this generation of farming. All and all, Farmers still want to work with people eyeball to eyeball, and I think we would all still welcome the time to stand in the barn yard, chew the fat and **Roll the Cob**.



## Friends with Benefits

We have been at the Northern Illinois Ag' Center (NIAC) for just over a year. When Kelly asked me why I wanted to create such a Network it was very clear answer. #1 I wanted to leave a legacy of my life long efforts in Agriculture. #2 I wanted to provide a Network for modern agriculture in a place to provide ease in doing business, "A place where work gets done!" Once it was created we began to see synergistic **Benefits** for the Ag' Community from each of our NIAC tenants, now close allies and friends. We have effectively assembled a team that performs to the highest of standards that our clients and I expect. This meant we had to trade some players for stronger players in their space to achieve our vision. The base players are in place and the **Benefits** have begun. Having all these professionals under one roof has proven to be invaluable. Each one of us has questions throughout the day that we can gain direct answers from the leaders in their field right here in the NIAC. Thus, creating our own version of **Friends with Benefits** for each one of us here at the Ag' Center as well as huge **Benefits** for all of our clients. We have a couple more key player positions available for private offices to round out the Dream Team. We are also interviewing potential Network partners whom will have access to offices, conference/meeting rooms, advertising and our Network that do not need a daily office presence. The opportunities of these **Friends with Benefits** are endless in this new era of agriculture. We invite you to stop in or visit our website at [www.niac.farm](http://www.niac.farm) where you can view all of our network partners, their websites and see for yourself the advantages we have created with these **Friends with Benefits**.

## Crop Insurance

The Spring projected price is set for this years Crop Insurance. We have until March 15<sup>th</sup>, 2019 to make any changes needed to your policy. If you are looking to change providers this needs to be done by March 15<sup>th</sup> as well. Have any questions? Give Brian Bark a call, he will walk you through the benefits Rooster Ag' Federal Crop Insurance has to offer. Brian: (815)509-6568

# ~ Weather Almanac ~

## by Meteorologist Frank Watson

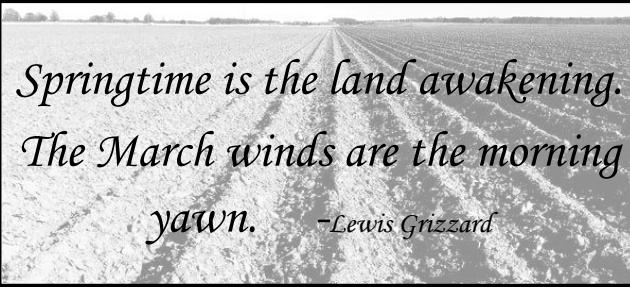


### March Weather Outlook

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

Clouds and showers are favored to open the first several days of the month followed by sunshine on March 4-5. Look for showers on March 6, with a period of dry weather through March 11. Showers are expected on March 12-13.

For the most part, the period March 14-22 will be dominated with dry conditions and slight chances for showers. Expect an active period of showers and thunderstorms from March 23-30.



### Weather Trivia

#### **"MARCH BORROW THREE DAYS FOR APRIL, AND THEY ARE GREAT"**

The finest three days of any month are usually typical of the next month. In March, this usually meets with our favor!

### Future Weather Outlook

April is expected to experience below normal temperatures.

April precipitation is expected to total wetter than normal. Favored dates for precipitation center on April 2, 3, 4, 5, 6, 7, 8, 9, 10, 12, 13, 14, 15, 16, 19, 24, 25, 26, 28, 29 and 30.

### Long Range Weather Outlook...

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.

September outlook favors warmer than normal temperatures and below normal precipitation.

### March Astronomy Calendar

Daylight Saving Time begins on Sunday, March 10 at 2am. Remember to set your clocks ahead one hour.

Spring begins! Although we've been doing our pre-spring planning for some time now, spring begins at 4:58pm on Wednesday, March 20. Also known as the Spring Equinox, this is when the direct rays of the sun are directly over the equator. We gain 1 hour and 24 minutes of daylight this month.

Mercury won't be visible this month as it will be too low in the sky and lost in the sun's glare.

Venus is a morning planet this month, rising a couple hours before sunrise. It should be fairly easy to spot before sunrise, low in the southeast sky. Look for Venus to the left of the waning crescent moon the morning of Saturday, March 2.

Mars rises in the late morning hours and will be clearly visible after sunset in the western sky. Look for Mars to the right of the waxing crescent moon the evening of Monday, March 11.

#### **The moon is Full on Wednesday, March 20.**

Jupiter will be in the southeastern sky before sunrise, rising at 2:07am to open the month. The first quarter moon will be to the right of Jupiter during the early morning hours of Wednesday, March 27.

Saturn joins Venus and Jupiter in the early morning sky. It will be located between these two planets. The moon will be to the upper right of Saturn the morning of Friday, March 1.

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

**Evening Planets:** Mars, Uranus



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.



## Northern Illinois Ag' Center

A Rooster Ag' Company 

**"Where work gets done!"**

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

### NIAC Spotlight

**Featuring Peter Rousonelos, Brian Bark and Connor Loftus**

#### Peter Rousonelos

##### *AgXplore*



I was born and raised on our family vegetable and grain farm in Plainfield, Illinois. Following high school, I went to Joliet Junior College where I received my Associates Degree in Ag Business. In 2004 I decided to get my Real Estate Brokers license and pursued a short career in real estate until 2007 when I decided to return to my roots and pursue a career in Agriculture. The real estate career had shown me how much I enjoy working with people so I pursued a career in Ag Sales. I worked in Ag Retail sales then for the next 10 years. I developed a passion for nitrogen management and plant nutrition through my retail career. This passion led me to Ag Xplore, where I have worked for the past two years. Ag Xplore specializes in products that effectively manage nitrogen, plant nutrition, and a full line of surfactants and adjuvants. In addition to being a territory sales representative with Ag Xplore, I also farm 300 acres of corn and soybeans, which provides a first-hand look at our product performance and me in touch with the rapidly changing practices and products available to the grower today.

Stop in at the Northern Illinois Ag' Center and ask for me or give me a call sometime and let's talk! I cover the north half of Illinois and would glad to meet up sometime to see where our products could fit into your operation.



I was born and raised in Springfield, IL and went on to attended Southern Illinois University, Edwardsville. Once I moved home I started learning the farm insurance industry from Troy Alexander, Owner/Agent at Thorn Creek Insurance Services. I've been with Thorn Creek Insurance for three years. Since my start, I've built a list of farm and commercial clients all across Illinois and Missouri.

Thorn Creek Insurance specializes in farm and ag insurance all across the Midwest. From grain farms to livestock farms, our expertise comes from the farm. Troy grew up on his family farm here in Central Illinois and my family has a farm in Greene County, IL where I've become familiar with farm operations growing up as well. Our goal as members of the Northern Illinois Ag' Center is to be your resource for all things farm insurance. We pride ourselves on customer service and detailed knowledge of your operation. So, whether it's your home, auto, farm or business insurance, we'll find the best home for you.

#### Brian Bark

##### *Rooster Ag' Federal Crop Insurance*



I was born and raised on a livestock and grain farm south of Hinckley. One of my first off farm jobs was in the feed department at Hintzsche's Troxel location. It was there that I met and worked with Joe Ludwig.

Many years later when Rooster Ag' started in the Crop Insurance business. I came on board to help with the intricacies of the Crop Insurance world. Today I am the head of our Crop Insurance division protecting the grain and milk produced by Illinois and Wisconsin farmers with revenue guarantees for most spring planted crops and I am one of the few agents who is well versed in Automated Crop Reporting (ACR). We offer policies that fit our clients needs such as Wind and Hail coverage along with Price Shield, a stand alone price only protection.

My number one goal is to ensure you and your family peace of mind and lower stress by knowing your livelihood and crops are thoroughly and professionally protected. Rest assured that I will always care about your families well being in addition to your bottom line.

I have been involved in agriculture my entire life and understand how to make crop insurance work for your specific needs. I look forward to meeting with you at the Northern Illinois Ag' Center or at your kitchen table to discuss what Rooster Ag's Federal Crop Insurance division can do for you and your family.



#### Connor Loftus

##### *Thorn Creek Insurance*



## FARMLAND FOR SALE

**Ogle County—Dement Township—160.00± acres/152.71 tillable acres:** Located off of Twombley Road & Chamberlin Road just East of Rochelle and North of Creston, IL. 160 acres includes two houses, 87,500bu Grain Facility & 5,580 Head Hog Facility. Great Soils with High Fertility. All listed at **\$14,950 per acre. Available for the 2019 crop year.**

**Lee County—China Township—197.83± acres/184.70 tillable acres:** The Farm includes a 277,200bu Grain Facility, 3-story Farmette, multiple outbuildings & irrigation located just north of Franklin Grove, IL off of Daysville Road. **187 acres listed at \$9,950 per acre & House, Buildings and Grain Facility with 10 acres listed at \$495,000. Available for the 2019 crop year.**

**Boone County—Spring Township—215± acres/206.77 tillable acres.** Including 2 houses and multiple outbuildings. Divisible via: the North 100 acres with the houses and buildings & the South 115 acres 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.**

**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.**

**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

**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/Deer Camp, studio apartment, bar, kitchen and two bathrooms, plenty of room for additional sleeping quarters. **\$489,940.**

## RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twnshp	Acres	Price/Acre	Date	County	Twnshp	Acres	Price/Acre
11/18	DeKalb	Sandwich	30.0	\$8,193	01/19	Lee	China	1,378.0	\$9,132
12/18	DeKalb	Shabbona	39.0	\$9,404	12/18	Lee	Reynolds	126.0	\$8,809
12/18	Kane	Plato	38.8	\$10,031	01/19	Lee	WillowCrk	193.0	\$7,448
01/19	Kendall	Fox	132.0	\$8,200	01/19	Ogle	Lincoln	102.0	\$11,500
02/19	LaSalle	Manlius	83.32	\$4,286	12/18	Ogle	Forreston	80.0	\$9,000

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

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



## NORMALS FOR THE MONTH

<b>MARCH 3 TO 9</b>	
AVG. HIGH.....	42
AVG. LOW.....	22
SUNSHINE.....	47
% DAYLIGHT HOURS	
Precipitation	0.57

<b>MARCH 10 TO 16</b>	
AVG. HIGH.....	45
AVG. LOW.....	25
SUNSHINE.....	44
% DAYLIGHT HOURS	
Precipitation	0.54

<b>MARCH 17 TO 23</b>	
AVG. HIGH.....	48
AVG. LOW.....	28
SUNSHINE.....	49
% DAYLIGHT HOURS	
Precipitation	0.54

<b>MARCH 24 TO 30</b>	
AVG. HIGH.....	51
AVG. LOW.....	30
SUNSHINE.....	50
% DAYLIGHT HOURS	
Precipitation	0.57