



Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

Office:
(815) 333-4354

Joe's Cell:
(630) 774-5887

Brian's Cell:
(815) 509-6568

Steve's Cell:
(630) 774-7470

www.roosterag.com

Email: rooster@mc.net

Kelly Ludwig, Managing Broker/Owner Joe Ludwig, Broker/Owner
Brian Bark, Crop Insurance Broker Steve Edwards, Broker/Farm Manager
Tyler Creath, Broker/Service Eldon Hatch, Broker Lonnie Latimer, Broker
Gianina Ludwig, Administrative Coordinator,
Stason Ludwig, CEO



A Family Owned Company

August 2019



Shake Up!?

Over the last few years our Farm Management Division has seen considerable growth due to Farmers deciding to retire, have an equipment auction, have Rooster Ag's well-versed Farm Management team manage their assets and/or in many cases, have our Real Estate team sell off grain facilities and/or a farm parcel or two. With the Spring of 2019 finally in our rearview mirror with late plant, replant and prevent plant on 14% of the farms we manage we are starting to see a **Shake Up** hitting the Ag sector. Growers are considering giving up lessor quality farms or farms outside their wheelhouse creating opportunity for other growers. Banks are putting pressure on operations to sell off parcels to pay down principle, weekly calls coming in looking for values on family farm ground, creating opportunities for investors due to this Spring's **Shake Up**. The Ag retailers and seed dealers all have and will continue to feel the effects also created by the wet spring **Shake Up**. We are talking with multiple growers who are considering retirement due to this years' emotional never experienced before **Shake Up**. We have already added multiple new farms to manage from landowners who did not understand the Prevent Plant and why in the world their farms are not planted, now worried if they will receive their 2nd rent payment since there is no crop on some of those farms. As such, these landowners no longer wish to be involved in the farm leasing process. There are a lot of variables yet to determine this year's crop yields and the magnitude of what the **Shake Up** may be. How much rain, sunlight, disease, when it will frost, all are major factors that will affect the crops resilient ability to produce grain. Then ultimately, what will be the price of the grain at harvest and how growers marketed their crops will determine the ultimate effect of the **Shake Up**. If you are feeling the effects of this crop year, give us a call, we will meet you at your kitchen table to discuss the multiple opportunities created due to this years **Shake Up**.

Stick-to-itivness

The other day we were admired for our **stick-to-itivness**. Set back by the word or culmination of words, I looked in the dictionary for a definition – **Unwavering pertinacity, perseverance**. You have to have reasonable goals and the **stick-to-itivness** to get there (J Robert Buchanan). We do have reasonable goals and we do stick to it to achieve our goals and help our clients achieve theirs. In farm transactions this is a must! As our motto in Real Estate is "He who hesitates is the loser." So, **stick to it!** Keep us in mind for any of your needs in Real Estate, Farm Management, Appraisals and Crop Insurance, and we'll meet you at your kitchen table or conference room table to discuss your needs and **stick-to-itivness!**



As the ag' business world has evolved, the marketing tools for Agribusiness have evolved along with it. This new technology allows you to view Rooster Ag' Realty's farms for sale, detailed information on Rooster Ag' Farm Management, Rooster Ag' Federal Crop Insurance and Rooster Ag' Appraisal Services on our **Website, YouTube, Facebook, Twitter and more** right from your smartphone, tablet or desktop. The evolution has lengthened our arms allowing us the opportunity to expose our companies income preserving tools and benefits to a much broader range than ever imagined. For example, a few weeks ago we had a 1031 Trade Investor who was looking to effectuate a 1031 trade. A simple Sunday afternoon **Tweet** launched a frenzy of opportunity. We previously would have put our nose to the ground, made countless phone calls, scoured the country side, and invested hours while never being able to reach 1/10th the amount of people one simple **Tweet** was able to reach. The **Tweet** went viral for 36 hours and the effects are still rolling in today! In addition to going directly to our **Website, YouTube, Facebook and Twitter** you can now find our **QR Codes**, like below, which will take you directly to the information you are reading about with no fuss or searching involved. Simply open your smartphone camera, focus on the square **QR** barcode and then click the link that automatically pops up! Check us out on our **Website, YouTube, Facebook and Twitter** to see what new information and advances Rooster Ag' is making every day to better serve those in Agribusiness! Give this **QR Code** a try!



~ Weather Almanac ~

by Meteorologist Frank Watson



August Weather Outlook

Temperatures are favored to average cooler than normal. Precipitation is expected to total wetter than normal.

The precipitation pattern is expected to be very active for the first 12 days of the month. Look for showers and thunderstorms during this period with heavy rain totals. Sunnier and drier weather is favored from August 13-20 with a few days of showers and thunderstorms possible.

Showers and thunderstorms return on August 21-22. Expect a stretch of sunnier and dry weather from August 23-31 with showers and thunderstorms possible on August 27-28.

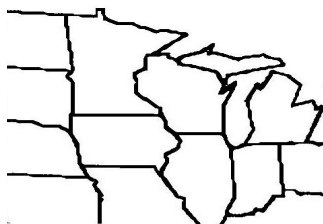
“Whilst August yet wears her golden crown,
Ripening fields lush- bright with promise;
Summer waxes long, then wanes, quietly passing
Her fading green glory on to riotous Autumn.”

– Michelle L. Thieme, *August's Crown*

Weather Trivia

“A FEW CLOUDS THAT GROW FLAT TOPS BY MIDMORNING INDICATE AN OVERCAST WILL FORM BY NOON”

The flat tops are caused by the uprising currents being forced to a halt by a stable layer of air just above the cloud tops. When this happens, all of the rising currents and the clouds they form spread out to make a solid cloud deck.



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.

August Astronomy Calendar

It’s going to be another tough month for viewing planets. Only Jupiter and Saturn will be viewable to the naked eye while Mercury, Venus and Mars will be lost in the sun’s glare.

The Perseid meteor will be viewable during the predawn hours of August 11-13. Look to the northeast.

The first Quarter moon is Wednesday, August 7.

Mercury and Venus rise in the morning twilight and is out during the day so it will be lost in the sun’s glare.

The moon is Full on Thursday, August 15.

Mars rises after sunrise and sets in the evening twilight so it will be lost in the sun’s glare.

The last Quarter moon is Friday, August 23.

Jupiter will be rising in the southeastern sky during the evening hours. Look for Jupiter during the overnight sky throughout the month. Jupiter will be near the moon during the late night hours of Friday, August 9 and early morning hours of Saturday, August 10.

The moon is New Friday, August 30.

Saturn is viewable during the overnight and early morning hours. The moon will be below Saturn the late night hours of Sunday, August 11 and early morning hours of Monday, August 12.

Morning Planets: Uranus, Neptune

Evening Planets: Mercury (dusk), Jupiter, Saturn

Future Weather Outlook

September is expected to experience warmer than normal temperatures.

Precipitation is expected to total drier than normal. Favored dates for heavier precipitation center on September 8, 10, 11, 12, 17, and 18.

Long-Range Weather Outlook

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

November expect warmer than normal temperatures with below normal precipitation.


December outlook favors above normal temperatures with below normal precipitation.

January expect above normal temperatures with below normal precipitation.

February outlook favors warmer than normal temperatures and above normal precipitation.



Northern Illinois Ag' Center

A Rooster Ag' Company 

"Where work gets done!"

www.niac.farm

1100 S. County Line Rd. Maple Park, IL
60151

NIAC Spotlight



Taken By Storm!

The Northern Illinois Ag' Center Luncheon

On July 16th, 2019 the Northern Illinois Ag' Center and its 100+ guests were taken by storm by three of the most influential speakers in the Ag' industry. Our guests were inundated with the most up to date and factual information regarding what is happening in our industry today. Dave Fogel from Advance Trading Inc., Dr. Steve Johnson from Iowa State University and Honorary Master Farmer and the Voice of Agriculture, Max Armstrong, educated us during this two and a half hour Luncheon put on by the Northern Illinois Ag' Center, a Rooster Ag' Company.

Growers and Landowners alike were on the edge of their seats hanging onto every golden nugget of advice and factual information that was delivered from these legendary speakers. The scare, concern, struggle and opportunity surrounding 2019's difficult Spring Plant, the estimated 171.7 million intended to plant acres of corn and soybeans, late planted acres, prevent plant, short crops that have long tails, demand and supply concern, marketing plans, basis levels, record keeping, dealing with a short crop and late harvest, early frost, revenue protection, crop insurance, prevented planting payments, 2019 MFP, 2020 planting plans, first hand experiences and facts from past hard years were all topics that had our guests personally invested and feeling the value of this extremely educational seminar. After having our minds filled with an onslaught of useful information we had our stomachs filled with delicious porkchops, chicken and all the fixin's by the one and only, the best in the business, Fay's BBQ.

We would like to personally thank our guest speakers, valued guests and Fay's BBQ for attending this eye opening event and supporting Rooster Ag', the Northern Illinois Ag' Center and its members. If you missed our event or would like a recap of this event's presentations please visit our website at www.niac.farm for highlights from the day.



Patrick Bushman
CliftonLarsonAllen

You can take the boy off of the farm, but you can't take the farm out of the boy. I have been involved in Agriculture in some form or fashion for as long as I can remember. To this day I can still remember trying to start my dad's International 450 tractor at age 4 and then having trouble sitting down, if you know what I mean. Raised on our family farm in Maytown, IL, I attended Amboy High School and then graduated from Illinois Wesleyan University in Bloomington, IL with a bachelor's in Accounting. As a farm kid I raised just about everything ranging from fowl, like guineas and chickens, to hogs, cattle, sheep, etc. When I moved off the farm for college, so did all the livestock. My career started with Clifton Gunderson LLC in 1990, and I began auditing grain elevators throughout Southern Wisconsin, parts of Iowa and most of Illinois. Fast forward to 2019. The firm is now known as CLA and has more than 120 locations across the United States. I currently work more in the areas of tax and business consulting as well as estate planning and outsourcing. The clients I work with are ag-related, manufacturers, construction contractors and whole sale distributors. I enjoy working with all of my clients, but really relate to those involved in agriculture, as I am still involved with the family farm, so I have heard most of the farmer stories true and embellished.

Our firm provides us with a vast amount of resources to better serve our clients, but maintains our local flare. I have the confidence to take on the challenging projects because I know I am not alone and can collaborate with other professionals from across the country to provide our clients solutions.

The ability to be part of the NIAC group has been great for myself and CLA. The professionals we interact with at the Northern Illinois Ag' Center are energetic, responsive and respectful. Since Joe and his team at Rooster Ag' approached us about being part of the NIAC group we have shared clients and provided solutions, which is what CLA is about. On behalf of myself and CLA we look forward to working with all the professionals at the Northern Illinois Ag' Center and future clients derived from our relationships.



CliftonLarsonAllen

FARMLAND FOR SALE

Kane County—Hampshire Township—78.03 acres/58.02 tillable acres: Excellent location off Route 72. This 78.03 acres also features a beautiful house with outbuildings and a rolling hill on the southern boarder with a mature oak tree woods. **\$14,675 per acre.**

Boone County—Spring Township—100± acres/93.61 tillable acres: Includes two houses and multiple outbuildings at a great location off Glidden Rd. and Davis School Rd. in Kingston, IL. Mostly tillable with excellent soils, high fertility and a soil PI of 139.8. **\$9,900 per acre.**

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

McHenry Co—Nunda Township—119± acres/89± tillable acres: Good soils with a 127.8 Productivity Index and a fantastic location off Crystal Lake Rd. Excellent investment property. **Price Reduced to \$9,000 per acre.**

Ogle County—Dement Township—15.00± acre Farmstead: Located off Twombly Rd. just east of Rochelle and north of Creston, IL. This 15 acres includes two houses, 9,000SF shop/machine shed with large overhead doors, an operating 87,500bu grain facility and 5,580 head hog facility. **Price Reduced to \$455,000.00.**

Kane County—Big Rock Township—21± acre Commercial Rental Facility/Horse Farm: Good supplemental rental income. Endless opportunities with 1.27 acres under a roof. Zoned B-2 Commercial. **\$1,395,000.00 Broker Owned.**

LOTS / HUNTING / RECREATIONAL LAND

Kane County—Campton Township—9.03 acre buildable/farmable lot: Excellent location off Ramm Road just west of Route 47. A creek runs through the southerly corner of the property. Available for the 2020 crop year. **\$149,900.00.**

Mason County—Crane Creek Township—40.13 acres— Beautiful rolling terrain with open vistas providing for an abundance of deer and turkeys making this 40.13 acres an excellent hunting and recreational property! **Price Reduced to \$4,695 per acre.**

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
06/19	Boone	Belvidere	824.0	\$9,530	04/19	McHenry	Chemung	130.0	\$10,084
04/19	Boone	Poplar Grove	234.0	\$6,410	05/19	McHenry	Coral	55.0	\$7,001
05/19	DeKalb	Mayfield	120.0	\$9,411	05/19	McHenry	Riley	75.0	\$10,000
06/19	DeKalb	Pierce	160.0	\$10,500	05/19	Will	Will	121.0	\$5,970
04/19 🐓	Kane	Plato	80.0	\$9,974	05/19	Will	Wesley	147.0	\$8,532

🐓*** Denotes Sales by Rooster Ag'

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

**FARMERS
MAKE
AMERICA
GREAT!**
- Joe Ludwig

NORMALS FOR THE MONTH

AUG. 4 TO 10

AVG. HIGH..... **83**

AVG. LOW..... **60**

SUNSHINE..... **69**

% DAYLIGHT HOURS

Precipitation **1.01**

AUG. 11 TO 17

AVG. HIGH..... **83**

AVG. LOW..... **59**

SUNSHINE..... **70**

% DAYLIGHT HOURS

Precipitation **.99**

AUG. 18 TO 24

AVG. HIGH..... **81**

AVG. LOW..... **58**

SUNSHINE..... **69**

% DAYLIGHT HOURS

Precipitation **0.98**

AUG. 25 TO 31

AVG. HIGH..... **80**

AVG. LOW..... **56**

SUNSHINE..... **68**

% DAYLIGHT HOURS

Precipitation **.98**