



Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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A Family Owned Company

September 2019



Recreation = Re-Creation

As I was preparing for my 40th annual trip to Canada fishing with Family and Friends a new client said to me "Make sure you have fun on your trip, **Re-Creation** is never easy but damn important." I said Tony, I am going to need an explanation on that one. He explained: "**Recreation** is the process of **Re-Creating**. If we're not **Re-Creating** ourselves, then we are not growing, if we are not growing, we are falling behind. Falling behind is how we fail. Don't bring a "cavalry" to a "tank" fight. **Re-creating** ourselves is how to prepare for the next....." Tony's words stuck with me during the **Recreation** of downtime of no appointments other than shore lunch, no phone, text, email, TV. Time to talk, laugh, play cards, build Family bonds, strengthen Friendships, catch a fish or two was all that was on the forefront of this 10-day **Recreation**. That time to rest, refresh and prevent burnout began the apparent subliminal **Re-Creation** obtained from the **Recreation**. I returned home with a revived focus, energy and plan that is evolving daily that lessens stress, creates more quality family, work and me time all from the focus Tony provided from a single statement of **Recreation = Re-Creation**. Thanks, Tony!

Cash Rents / Land Values

Due to Rooster Ag's multi-faceted Ag' based companies we have a special insight into Crop Insurance, Farm Management, Land Sales and acquisitions, 1031 trades, Land Appraisals as well as insight gained from our network tenants at the Northern Illinois Ag' Center. We see firsthand how **Cash Rents** are hinged to **Land Values**. If **Land Value** is based solely on net return on investment then **Land Values** will vary based on **Cash Rent** rates. Tyler Creath, one of our lead Brokers, designed a program that allows us to punch in the gross rent, real estate taxes, management fees and desired ROI that tells us at the click of a button what the purchase price per gross acre would need to be to achieve the desired return on investment on that day, based on those facts. Where if rent was \$20 per acre higher on a desired 3% ROI, **Land Values** would increase by \$600+ per net acre and vice versa if \$20 per acre lower. This is an important fact to remember when leasing, buying or selling farms on how the **Cash Rent** effects **Land Values**.

Short Crop / Long Tale

This summer a banker friend of mine Bob Anderson said to me, "**A Short Crop has a Long Tale**". I had never heard those words in all my years. So, the question is, do we have a **Short Crop**? And if so, how **Short** will determine the **Long Tale**. The USDA and the grain markets believe we are not far off from the average yields. One would think the 19.4 million acres of Prevent Plant certainly would point to **A Short Crop** which in turn one would believe translates into **A Long Tale**. Local suppliers of seed, fertilizer and pesticides believe their 2020 sales will be affected some 20% less 2020 over 2019. Grain markets pointing to this fall and into 2020 will be volatile which will affect the planting intentions for 2020 that will further add to the perceived **Short Crop/Long Tale** theory. Most local growers believe the crop is not there, where they have high emotions and low expectations. We will continue to monitor rainfall, heat units, predicted frost and yield estimates now and through harvest, which will ultimately tell us the first chapter of the story of **A Short Crop has a Long Tale**.

~ Weather Almanac ~

by Meteorologist Frank Watson



September Weather Outlook

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

Expect a dry opening week for the month with very little opportunity for rain from September 1-7. Scattered showers, at best, are favored from September 8-13. Our best chance for rain will be September 17-18.

Much of the rest of the month is expected to run on the very dry side with slight chances for rain on September 26 and 29.

**"By all these lovely tokens
September days are here,
With summer's best of weather,
And autumn's best of cheer."**

— Helen Hunt Jackson

Weather Trivia

The Autumnal Equinox occurs on September 23 this month which begs the question: Why don't the equinoxes always occur on the same days each year?

The Earth takes approximately 365.25 days to go around the Sun. This is the reason we have a leap year every 4 years, to add another day to our calendar so that there is not a gradual drift of date through the seasons. For the same reason the precise time of the equinoxes are not the same each year, and generally will occur about 6 hours later each year, with a jump of a day (backwards) on leap years.

September Astronomy Calendar

The remaining weeks of summer are beginning to wane as the first day of fall approaches. The Autumnal Equinox occurs at 2:50am on Monday, September 23. At this time, neither the North Pole nor the South Pole will be pointed toward the sun. The sun will rise in the east and set in the west. You'll also notice, in the days following the 23rd, the sun now beginning to rise south of east and set south of west. For the next 90 days daylight will continue to dwindle until the winter solstice, December 21. Then the days will get longer.

The first Quarter moon is Thursday, September 5.

Mercury, Venus and Mars rise in the morning twilight and are out during the day so they will be lost in the sun's glare.

The moon is Full on Friday, September 13.

The last Quarter moon is Saturday, September 21.

Jupiter will be rising in the southeastern sky during the afternoon hours. Look for Jupiter after sunset as it sets in the southwest sky. Jupiter will be below the moon the evening of Sunday, September 8.

The moon is New Saturday, September 28.

Saturn rises a couple hours after Jupiter is viewable after sunset. Saturn will be setting a couple of hours after Jupiter throughout the month. Saturn will be above the moon the evening of Sunday, September 8. This should be an interesting viewing opportunity with Saturn above the moon and Jupiter below the moon.

Morning Planets: Uranus

Evening Planets: Jupiter, Saturn

Future Weather Outlook

October is expected to experience warmer than normal temperatures.

Precipitation is expected to total near normal. Favored dates for heavier precipitation center on October 3, 4, 5, 7, 10, 14, 22, 23, 24, 27, 30 and 31.

Long-Range Weather Outlook

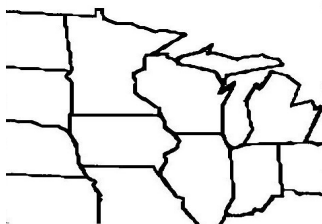
November expect warmer than normal temperatures with below normal precipitation.

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.

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



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

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

NIAC Spotlight

Midwest Material Management

Home of BeNeSoil— "Farming the way it was meant to be." - Not all fertilizer is created equal. We assist the Ag' Industry with our precise proprietary fertilizer blend, helping to improve soil structure, organic matter and increased yields! We also offer transportation and the capabilities to spread lime, gypsum, manure, dry fertilizer and biosolids in Illinois, Wisconsin and Iowa. What makes our fertilizer so special you ask? Our product works to reduce your input costs without sacrificing yields by providing a complete nutrient package. Through the use of BeNeSoil you are able to rebuild, restore and preserve soil tilth, texture, compaction, nutrients, and organic matter to optimize the management for future production capacity while simultaneously eliminating parasitic nematodes, plant disease, and the use of fungicides through a single pass application per season. Additionally, our fertilizer helps to retain moisture making it readily available during a drought. BeNeSoil also minimizes water run-off through the benefits of Gypsum, a source of calcium, that aids in the disruption of compacted soil reducing surface and tile run-off as well as Phosphorus and Nitrogen run-off into the water table. To discuss how Midwest Material Management and BeNeSoil can be of assistance to your farms specific needs please call us today at (847) 426-6354 to schedule a meeting at the Northern Illinois Ag Center.

Find us online at www.benesoil.farm

MIDWEST  **BeNeSoil**
Companies



Karl Viksne

Rooster Ag' Federal Crop Insurance

I was born and raised in North Aurora, IL. After high school, I worked various jobs before deciding to enlist in the United States Navy. I spent five years training, deploying, and serving alongside the United States Marine Corps. Those experiences helped give me the patience, gratitude, and skills that I did not know I had before. When my enlistment was up, I decided I wanted to use my G.I. Bill and finish my college education. I attended Aurora University and obtained my bachelor's degree in business administration.

I knew that I wanted to pursue a job in the insurance world, I just was not sure where. During my job search, I came across Rooster Ag' and was drawn to the idea of helping take care of our local farmers insurance needs. So far my time at Rooster Ag' has consisted of learning and assisting Brian Bark in our crop insurance division. Like starting anywhere new, it has been a bit of challenge. However, at the end of the day I enjoy what I do and am glad that I can help keep our customer's minds at ease by ensuring that all their crops are covered. I look forward to continuing meeting our local farmers, expanding Rooster Ag', and assisting the farming community of Illinois.



Rooster Ag'
FEDERAL CROP INSURANCE



Rooster Ag'
REALTY

Hot Buy!

KENDALL COUNTY, SEWARD TWP

Don't miss out on the opportunity to purchase this impressive property at the excellent location off County Line Rd. and Bell Rd. in Minooka, IL! This large property features 180± acres of which 173± are tillable and a soil PI of 119.80. Property is divisible via the north 100 acre parcel and the south 80 parcel.

\$9,725 per acre.

Contact Joe Ludwig at (630) 774-5887 or
Tyler Creath at (815) 451-1152



FARMLAND FOR SALE

DeKalb County—Paw Paw Twp—246.22±/222.00± tillable acres. Located off Chicago Rd. on the DeKalb/Lee County line. Good soils with a soil PI of 131.20. **Surveyed out into (6) 40+ acre parcels! \$8,000 per acre.**

Kendall County—Seward Twp—180.00±/173.04 tillable acres. Excellent location off County Line Rd just south of Route 52 in Minooka, IL. Mostly Tillable! **Divisible via the north 100 acre parcel and the south 80 parcel! \$9,725 per acre.**

Kendall County—Little Rock Twp—99.986± acres/94.88 tillable acres. Excellent location off Little Rock Rd. & Griswold Springs Rd. in Plano, IL. **Adjacent to Walmart! \$9,950 per acre.**

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

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

McHenry County—Riley Twp—575± acres/532± tillable. Located south of Marengo with road frontage along Route 23, Pleasant Grove Rd., Blissdale Rd. & Jackson Rd. The farm includes three houses and irrigation covering 95± tillable acres. **\$8,600 per acre.**

Will Co—Will Twp—60.44± acres/58.49± tillable. Mostly tillable! Two buildable parcels via the north 40.32± acres and the south 20.12± acres. Great location in Beecher, IL off W. Church Rd. & S. Crawford Rd. **\$7,950 per acre.**

Ogle County—Dement Twp—15.00± acre Farmstead. Located off Twombly Rd. just east of Rochelle and north of Creston, IL. The 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.**

HUNTING / RECREATIONAL LAND

Mason County—Crane Creek Twp—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/recreational property! **Price Reduced to \$4,695 per acre.**

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twncshp	Acres	Price/Acre	Date	County	Twncshp	Acres	Price/Acre
07/19	Boone	Bonus	2,702.0	\$7,863	06/19	Kane	Virgil	88.0	\$7,227
06/19	Boone	Belvidere	824.0	\$9,530	07/19 🐔	LaSalle	Manlius	50.0	\$3,600
07/19	DeKalb	Clinton	70.0	\$10,300	07/19	Lee	Marion	71.0	\$6,435
07/19	DeKalb	Victor	105.0	\$7,743	05/19	McHenry	Coral	55.0	\$7,001
06/19	Kane	Big Rock	113.0	\$10,619	05/19	Stephenson	Kent	40.0	\$7,500

🐔*** Denotes Sales by Rooster Ag'



Rooster Ag'
1100 S. County Line Rd.
PO BOX 297
Maple Park, IL 60151

The Farmer has to be an
Optimist or he wouldn't
still be a Farmer.



NORMALS FOR THE MONTH

SEPT. 1 TO 7

AVG. HIGH..... 79

AVG. LOW..... 54

SUNSHINE..... 61

% DAYLIGHT HOURS

Precipitation **0.91**

SEPT. 8 TO 14

AVG. HIGH..... 77

AVG. LOW..... 52

SUNSHINE..... 56

% DAYLIGHT HOURS

Precipitation **.86**

SEPT. 15 TO 21

AVG. HIGH..... 75

AVG. LOW..... 49

SUNSHINE..... 59

% DAYLIGHT HOURS

Precipitation **0.80**

SEPT. 22 TO 28

AVG. HIGH..... 72

AVG. LOW..... 46

SUNSHINE..... 61

% DAYLIGHT HOURS

Precipitation **.73**