



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 Karl Viksne, Crop Insurance

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

October 2019



Profession / Job

While on assignment to meet with a 1031 Trade prospect in North Carolina whom is looking to invest into Northern Illinois farmland, he brought up an interesting point about the difference between a **Profession** and a **Job** that got me thinking. While I am sure we have all had a **Job**: a paid position of regular employment, or easily referred to as what we do for money. Where all or certain aspects of that **Job** we may love or despise, it is our **Job** and we all deal with it, as that **Job** is defined by the reward of money that we need to survive. But one's **Profession** defines us not as just a **Job** but what contribution we provide to our industry. Back in the day, we often used the word Craftsman: A person who is skilled in a particular craft, or what I believe is one whom works with his hands, an expert in their field or **Profession**. When I was a kid, I had **Jobs** that I did for the money. Then once exposed to the retail crop production business I started my **Profession**. Becoming a craftsman of innovation in the world of Agra business. No more was the focus of **Job** and money, but the focus of crop production, customer service and satisfaction. The beginning of an Ag' based education that was of an interest to me and embodied in my genes and roots of the Ag' Community. The son of a Third Generation Farmer with a focus of a multifaceted agriculturally based **Profession** that was and still is not even close to a **Job**. Thanks Uli for the insight.



Run

While watching my 4 year old Grand Daughter at a birthday party I noticed that everywhere she went, even just ten feet, was done on a dead **Run**. While I admired the tenacity of her youth, I reflected my admiration of how 24 years ago when I first hired Brian Bark, our now Crop Insurance Specialist, to work for me with the Hintzsche's. How Brian, like April, would **Run** from point A to point B. Brian **Run** circles around the rest of the help allowing Brian a 25% raise after only one week of his employment. Brian reminded me, well... of me, as I was taught to **Run** to get whatever it was my Brothers wanted. Motivated of course from if I walked, I would get used as target practice from a walnut, pear, apple or BB gun, but **Run** I did, and still do, wherever the roads or friendly skies may take me. I enjoyed the memories April provided of how to **Run** to get there, get the job done, move on to the next project with tenacity just like Brian did, and still does, in his chosen profession as the craftsman of Rooster Ag' Federal Crop Insurance Business, where it is obvious, just like April, Brian was born to **Run**.



Invest In Dirt

Fall is upon us along with the time where we typically sell the most farms. Those who don't want their money to collect dust, now **Invest In Dirt**. The pipeline of available land is plentiful with more farms being added everyday providing a much larger supply than demand for these investors to choose from. The investors identify a farm to go after under their particular guidelines. If they can't come to a meeting of the minds they move on to the next opportunity until they negotiate the deal they desire. Where the Sellers who negotiate will be rewarded with a sale while the others will be left to negotiate further below market or have to accept no sales. It is important for the Sellers to know the now market, understand how cash rent effects land values and return on investment, to know what absolute price they would be willing to sell at and be willing to move quickly to secure that Buyer. Never discount your first offer, typically our best Buyer is the first offeree, who's price point is typically indicative of the now market. Pricing farms over the market detours the **Investor In Dirt** to the farms that easily meet their criteria. As of today, we have multiple **Investors In Dirt** looking to reposition funds into a long-term hold of farmland. Give us a call, we will meet you at your kitchen table to discuss the limited time opportunity upon us with the ones who are now looking to **Invest In Dirt**.

~ Weather Almanac ~

by Meteorologist Frank Watson



October Weather Outlook

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

Sunny skies are favored to open the month on Tuesday and Wednesday, Oct. 1-2, but expect an unsettled pattern from Thursday, Oct. 3 to Thursday, Oct. 10. Drier weather will be the rule from Friday, Oct. 11 to Saturday, Oct. 19. I can't discount a day or two of rain on Oct. 13-14.

The period of Oct. 20 to 31 will be dominated by clouds and rain. We'll mix in some sunny and dry days around Oct. 21, 25, 26 and 29.

**"Listen! the wind is rising,
and the air is wild with leaves.
We have had our summer evenings,
now for October eves."**

— Humbert Wolfe, P.L.M., 1936

Weather Trivia

The Gibbous Waxing Moon

The term gibbous comes from the Latin word gibbosus which means humpback. The moon has this "humpback" look as it heads toward a Full or New Moon. When the Moon is illuminated on the right side it waxing towards a Full Moon. When the Moon is illuminated on the left side it waning towards a New Moon.

October Astronomy Calendar

We lose about 1 hour and 23 minutes of daylight during the month of October. We go from 11 hours 43 minutes of daylight on the first to 10 hours 23 minutes on Halloween. Sun sets at 5:49pm on Halloween. Looking ahead, Daylight Saving Time ends on Sunday, November 3, another hour of evening daylight gone. The only plus I see is that you won't need to stay up late to do a little star gazing. Great reward?

Mercury and Venus rise in the morning twilight and are out during the day so they will be lost in the sun's glare. Even though they both set after the sun, they'll be lost in the evening twilight.

The moon is Full on Sunday, October 13.

Mars returns to the viewing sky and as the month progresses, viewing will only improve. Mars comes into view low in the eastern sky around the morning of Thursday, October 17. Look for Mars very low in the eastern sky about an hour before sunrise the morning of Sunday, October 27, the morning of the new moon.

Jupiter will be in the southwest sky as the sun sets and will be visible only for a few hours before setting. Look for Jupiter at sunset very near the moon on Wednesday, October 3.

The moon is New Sunday, October 27.

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 very near the moon the evening of Saturday, October 5.

Morning Planets: Mars (dawn)

Evening Planets: Mercury (dusk), Jupiter, Saturn, Uranus, Neptune

Future Weather Outlook

November is expected to experience warmer than normal temperatures.

Precipitation is expected to total below normal. Favored dates for heavier precipitation center on November 5, 11, 15, 16, 17, 18, 21, 26, 27, and 30.

Long-Range Weather Outlook

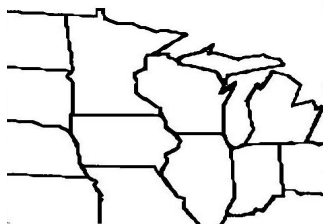
December outlook favors above normal temperatures with below normal precipitation.

January expect above normal temperatures with below normal precipitation.

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

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

April expect colder than normal temperatures with 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

FNB Mortgage Group

A division of The First National Bank of Ottawa

Banking is built on relationships, strengthened through every interaction among our employees and the clients and communities we serve. We are dedicated to growing trust through every decision we make, every dollar we invest, and every moment we volunteer. Our employees thrill at the opportunity to help change the lives of our customers by providing the right products and services at the right time. Whether for the purchase of a first home, a second car, farm ground, college tuition, a savings plan for retirement, a land or personal Trust, or a Health Savings Account we are committed to helping our clients make informed decisions that improve their lives. Our business, commercial and farm clients rely on our bankers to be trusted advisors and advocates. We pair this commitment and talent with the latest technologies to ensure our clients can compete in an ever more global business environment. Our bankers are fanatical about being the best and helping their clients become leaders in their industries. Our team of Jeff Main, Stephanie Hunter and Linda Taglia await at the Northern Illinois Ag' Center for the opportunity to discuss how they can help make your dream become a reality. We invite you to schedule a meeting with them to discuss the multitude of options available to you.

FNB Mortgage Group

A Division of The First National Bank of Ottawa 



**Member
FDIC**



2020 Cash Farm Leases

Rooster Ag' Farm Management

Due to the uncertainty of the 2019 crop yields from the extreme spring we encountered and the perceived effect the tariffs have had on grain prices, we have postponed our typical writing of the **2020 Cash Farm Leases** from July/August to September. Where as we sit today the majority of our **2020 Cash Farm Leases** have been written by implementing our cash rent formula which is based on facts not emotions. Our lease was created over the years as a result of 256 years of combined extensive involvement in the farming industry. Existing tenants easily adapt to this comprehensive lease and prospective tenants are calling our office weekly looking to work with our company. For more information on our Farm Management process and to run your farms facts through our *Cash Rent Calculator* to determine what your **2020 Cash Farm Lease** rent range may be on your specific farm. Give Steve Edwards a call at (630) 774-7470 or email at steve@roosterag.com and he will meet you at the Northern Illinois Ag Center, your conference room or kitchen table to discuss **2020 Cash Farm Leases**.



Rooster Ag'
FARM MANAGEMENT



Northern Illinois Ag' Center



Portraits of Home

Select Office Suites Available!

The Northern Illinois Ag' Center is thrilled to announce a limited number of memberships available to qualified Ag' based businesses! We are looking to add select members to our growing and evolving Network of Ag' professionals doing business here at the Northern Illinois Ag' Center in Maple Park, IL. The Ag' Center offers multiple different membership options to best fit your companies specific needs.

Please call Kelly Ludwig at (630) 546-8267 today to schedule your tour of the Ag' Center, learn more about our Network, hear how we will build your advertising and discuss how we can grow together!



FARMLAND FOR SALE

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

Kendall County—Seward Twp—180.00± acres/173.04 tillable acres. Excellent location off County Line Rd. just south of Route 52 in Minooka, IL. Mostly Tillable! **Divisible! \$8,611 per acre.**

Kendall County—Little Rock Twp—99.986± acres/94.88 tillable acres. Excellent location off Little Rock Rd. and 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 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 and 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. and Jackson Rd. The farm includes three houses and irrigation that covers 95± tillable acres. **\$8,600 per acre.**

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

Will Co—Will Twp—60.44± acres/58.49± tillable. Mostly Tillable! (2) Buildable parcels via the north 40.32± acres and the south 20.12± acres. Great location in Beecher, IL off W. Church Rd. and 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

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

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

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
08/19	DeKalb	Mayfield	291.0	\$8,765	05/19	McHenry	Coral	55.0	\$7,001
08/19	DeKalb	Paw Paw	118.0	\$8,224	05/19	Stephenson	Kent	40.0	\$7,500
08/19	DeKalb	Shabbona	68.0	\$10,703	08/19	Whiteside	Jordan	70.0	\$7,749
06/19	Kane	Virgil	88.0	\$7,227	05/19	Will	Channahon	34.0	\$8,088
07/19 🐓	LaSalle	Manlius	50.0	\$3,600	07/19	Will	Grn. Gardn.	80.0	\$7,250

The sales reported are randomly chosen from the most recent issue of the Illinois Land Sales Bulletin, a bi-monthly report on farmland sales of 20 acres or greater. This data is obtained from the transfer declarations recorded at 90+ courthouses around the state. Subscriptions are available by visiting www.ilsb.us or calling 608-543-3125.

🐓*** Denotes Sales by Rooster Ag'



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

Every thought is a seed. If you
plant crab apples, don't count
on harvesting Golden Delicious.

-Bill Meyer



NORMALS FOR THE MONTH

SEPT. 29 TO OCT. 5
AVG. HIGH..... 70
AVG. LOW..... 44
SUNSHINE..... 67
% DAYLIGHT HOURS
Precipitation 0.66

OCT. 6 TO 12
AVG. HIGH..... 67
AVG. LOW..... 41
SUNSHINE..... 69
% DAYLIGHT HOURS
Precipitation .61

OCT. 13 TO 19
AVG. HIGH..... 63
AVG. LOW..... 38
SUNSHINE..... 70
% DAYLIGHT HOURS
Precipitation 0.56

OCT. 20 TO 26
AVG. HIGH..... 60
AVG. LOW..... 36
SUNSHINE..... 60
% DAYLIGHT HOURS
Precipitation .62

OCT. 27 TO NOV. 2
AVG. HIGH..... 56
AVG. LOW..... 33
SUNSHINE..... 53
% DAYLIGHT HOURS
Precipitation .66