



# Rooster Ag'

Farmland Real Estate

Farm Management

Federal Crop Insurance & Farm Appraisal Services

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Eldon Hatch, Independent Broker Lonnie Latimer, Independent Broker

Jason Desplinter, Independent Broker Gianina Ludwig, Administrative Coordinator

Stason Ludwig, CEO



## A Family Owned Company

December 2019



### Lose Weight

When you work with Rooster Ag' and The Northern Illinois Ag' Center you are guaranteed to **lose weight** and with the Holiday Season upon us that is not an easy thing to do. Back in the early 1980's we had just started the era of the cell phone changing the scope of Agribusiness. Prior to that we either needed to touch base via the landline in the mornings, lunch or evening to make plans for that or the next day. If you were not reachable via the landline, I had to jump in the truck and get eyeball to eyeball to make our plans for the day to get your work done. To make life easier we tried the pager... no go... Then I went out and purchased 23 bag phones and handed them out to my clients that were hard to reach. Thus, the era began of **losing wait** time to be reachable and more efficient in getting Agribusiness done that day. Then came the Nextel which gave you the immediate ability to **lose the wait** but quickly became a real pain in the ba deep. Now Agribusiness is done largely with the Smart Phone, text and computers, where you will find working with us and our simple system you will **lose more wait** than ever. We pride ourselves to answer texts, phone call and emails promptly, which will allow you to **lose the wait** faster than ever before. If you are interested in **losing wait** fast give us a call, text or email we'll get right on it and show you how easy it is to **lose wait** by working with Rooster Ag and the crew at The Northern Illinois Ag' Center.



### Land Sales

Looking over our shoulder at the **Land Sales** for 2019, we have had our biggest year ever in the combination of Land Sales and grain elevators. At no surprise due to the frustrating farming year, less than 10% of the sales were to farm families, while the rest were to investors whom are mostly chasing a return on investment. Of the **Land Sales**, 33% of our transactions were sales of \$1,000,000 to \$4,600,000 and 67% were sales of under \$1,000,000. In the majority of these cases we obtained the farm management and implemented our cash rent formula and criteria that is based on facts, not emotions. Our goal on these farms is to work with the existing tenant, if at all possible, or alternative qualified tenants within 10 miles of the farm. This investor trend is continuing into 2020 with multiple farms already contracted to the 1031 trade investors selling off commercial buildings, multifamily apartment buildings, business entities as well as investors' profits being pulled out of the record high stock markets. We are currently looking for \$40+ million of farms for investors chasing a 3%-4% net return on investment to close in 2020. Keep us in mind for any of your buying/selling or sale/lease back needs you may have for the 2020 calendar year.

### 1 on 1 101's

Ralph Russel always said, "There are two ways to learn, your own experiences or someone else's. However, your own experiences may not be as fun." Through our meetings at the Northern Illinois Ag' Center we have assumed the position of being the local "Ag' Institute" for farmers and investors alike to come to and get a pulse on what is happening in the ag' community today. Having taken on this roll of providing the latest and greatest news in agriculture we have realized that while large presentations are great sometimes what is needed is getting eye ball to eye ball in a **1 on 1 101** to provide personal training through our experiences in Crop Insurance, Real Estate, Farm Management, Grain Marketing, Farm Insurance, Ag' Law, Banking, Composting, and Accounting. Taking the time for a **1 on 1 101** allows people to utilize the unfair advantage of the Northern Illinois Ag' Center's 586 years of knowledge in ag' industry. So if you think you could benefit from a **1 on 1 101** give us a call today to schedule a time to meet at your kitchen table or the Northern Illinois Ag' Center.



Save The Date!  
February 11th, 2020  
Private Pesticide Applicators Testing



# ~ Weather Almanac ~

## by Meteorologist Frank Watson



### December Weather Outlook

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

Expect a mix of sun, clouds and passing light snows from Dec. 1-4. Mostly sunny skies are expected from December 5-11 with warming temperatures. A good chance for a winter storm from December 12-14. Lingering clouds and flurries from December 15-17.

Sunny on December 18-19. Clouds with rain changing to snow from December 20-24. Sun on Christmas. Look for a winter storm with rain to snow from December 26-29. Sunny and cold December 20-31.

### December Astronomy Calendar

The big event that we all look forward to is the Winter Solstice which takes place on Saturday, Dec. 21 at 10:19 pm Central Time. The longest night and shortest day of the year marks when the sun's overhead rays are directly over the Tropic of Capricorn, 23.5° south. Areas north of 66.5° north latitude will experience 24-hour darkness.

**The first Quarter moon is Wednesday, December 4.**

**Mercury** will be very low in the south southeast sky before sunrise. It will be a tough find as the best time period will be the first 10 days of the month.

**Venus** will be in the southeast sky at sunset to begin the month and viewable for about an hour until it sets. Look for the waxing crescent moon below Venus on Saturday, December 28.

**The moon is Full on Wednesday, December 11.**

**Mars** will be viewable for a time low in the east south-east sky just before sunrise during the month. A waning thin crescent moon will be above Mars on Sunday, December 22 before sunrise.

**The last Quarter moon is Wednesday, December 18.**

**Jupiter** will be in the southwest sky as the sun sets and for the most part be lost in the sun's glare.

**The moon is New Wednesday, December 25.**

**Saturn** is viewable after sunset low in the southwestern sky for the first couple of weeks of the month until it is lost in the sun's glare and an early setting time. Look for Saturn just above Venus low in the southwest sky after sunset, just above Venus on Tuesday, December 10.

**Morning Planets:** Mars, Mercury (dawn)

**Evening Planets:** Venus, Saturn, Uranus, Neptune

*There's  
Snow  
Place Like  
Home*



### Weather Trivia

**"A FIRE HARD TO KINDLE INDICATES BAD WEATHER"**

Stormy weather is most often associated with high amounts of moisture in the air. Indeed, it is moisture that supplies the energy for thunderstorms. Surfaces absorb the moisture. Since kindling is small in cross section, a high percentage of it becomes rich in water. This water, of course, inhibits the burning of wood. This saying, of course, extends to matches. In humid weather, a match is so tiny it quickly becomes rich in water, so it becomes difficult to light. In winter, when the air is very dry, matches ignite in a lively fashion.

### Future Weather Outlook

**January** is expected to experience above normal temperatures.

**Precipitation** is expected to total below normal. Favored dates for heavier precipitation center on January 7, 8, 9, 11, 19, 21, 22, and 25.

### Long-Range Weather Outlook

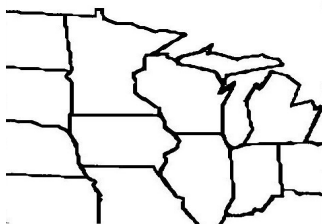
**February** outlook favors colder than normal temperatures and above normal precipitation.

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

**April** expect colder than normal temperatures with near normal precipitation.

**May** expect warmer than normal temperatures with below normal precipitation.

**June** expect above normal temperatures with wetter 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



#### Mark Rissman

*Executive Consultant*

Mark Rissman is an Executive Consultant with a diverse range of experience from technology to coaching to strategic planning. As the founder and CEO of a software consulting firm that grew from 5 employees to 500 and from \$300,000/year income to \$50,000,000/year income in 14 years, Mark brings a unique understanding of organizations and their wide range of needs because he has had to manage fast-paced growth while minimizing the chaos that usually accompanies it. Mark has personally founded three very different companies in his life: a small video store, an extremely fast-growing software consulting firm and a peer network for technology executives. During the formation and ongoing development of these very different firms, he gained the kind of experience that would be helpful to anyone who is in the midst of trying to develop their own organization into a model of effectiveness and efficiency.

Some of Mark's most recent consulting and coaching clients include: Anderson Animal Shelter, Recovery Inc., Chicago Public Schools Office of Education to Careers, Hispanic Alliance for Career Enhancement (HACE), North American Spine Society (NASS), New Moms, the Illinois Chamber of Commerce, Abstinence & Marriage Education Partnership, The Stewards Market and the park districts of Batavia, Streamwood and Fox Valley.

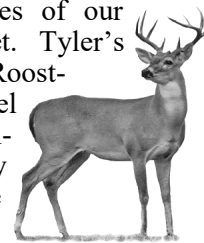
Mark's current role at Rooster Ag' is to help design the structures and frameworks for creating the high level strategies that ultimately lead to the processes necessary to achieve Rooster's standards for customer service and satisfaction along with key goals for growth, success and longevity through succession planning.

Mark has been married to Geri, his high school sweetheart, for 37 years and they have one adult daughter, one adult son and two grandchildren. He has a Bachelor of Science degree in Computer Science from Northern Illinois University and has completed many hours of graduate studies at Wheaton College. He attends Emmanuel Baptist Church in his community.



#### The Hunter

As any great deer **Hunter** will tell you, the key to being successful is having the ability to sit still for long periods of time, a finely tuned weapon, and a little bit of bait. Tyler Creath has mastered the art of deer **Hunting** and has been able to apply it to his daily occupation at Rooster Ag'. He is able to trade his deer stand in for an office chair, bow and arrow in for a computer, and food plots in for the unlimited potential locked within the confines of our network and the internet. Tyler's ability to **Hunt** has taken Rooster Ag' Realty to a new level of expertise and opportunity. Give Tyler a call today at (815) 451-1152 to see what he can **Hunt** for you.



### Be sure to check out Rooster Ag's Cash Rent Calculator

at [www.roosterag.com](http://www.roosterag.com) or try out this QR code  by focusing your smartphones camera over this barcode!



### Illinois Private Pesticide Applicator's Testing

*Special Event - Save the date Feb. 11th, 2020*



Are you a Private Applicator whose Illinois Private Pesticide Applicator's License is up for renewal? Are you aware that the 2020 Farm Show has been canceled including the Private Applicators Licensing testing opportunity? Rooster Ag' and the Northern Illinois Ag' Center are excited to announce they are partnering with the Illinois Department of Agriculture along with the famous Fay's BBQ with the goal of providing a new spin on the Private Applicator's review/testing process. Rooster Ag' and the Northern Illinois Ag' Center in Maple Park, IL are determined to provide a comfortable, informative, and enjoyable review/testing experience that you can look forward to attending now and going forward for years to come. Join Rooster Ag', our instructional speaker and the Illinois Department of Agriculture on February 11th, 2020 at the Northern Illinois Ag' Center for a *free* Private Pesticide Applicators review/testing and a delicious Fay's porkchop and chicken BBQ lunch provided by Rooster Ag'. If you are ready for a new testing experience please call (815) 762-2137 today to reserve your spot as seating is limited.

## FARMLAND FOR SALE

**DeKalb County—Paw Paw Twp—246.22±/222.00± tillable acres.** Located off Chicago Road on the DeKalb/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±/173.04 tillable acres.** Excellent location off County Line Road, 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 Road & Griswold Springs Road in Plano, IL. **Adjacent to Walmart! \$9,950 per acre**

**Kane County—Hampshire Twp—78.03 acres/58.02 tillable acres.** Excellent location off of 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 Road & Tower Road. 98% tillable with 115.58 tillable acres of good soils and an average PI of 132. **\$9,450 per acre**

**Lake Co—Newport Twp—227.75± acres/199± tillable acres.** Excellent location off Route 173 in Wadsworth, IL. Rare tract for this size and location. Great 1031 trade parcel. Divisible via multiple parcels ranging from 11 acres to 40 acres. Give us a call for additional information/configurations. **Price Reduced! \$9,250 per acre**

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

**McHenry County—Dorr Twp—92.33± acres/73.53± tillable acres.** Excellent location off McConnell Road in Woodstock, IL. Farm to future development potential. **Price Reduced! \$7,750 per acre**

**Will Co—Will Twp—60.44± acres/58.49± tillable.** Mostly Tillable! (2)Two buildable parcels via the north 40.32± acres and the south 20.12± acres. Great location in Beecher, IL off W. Church Road and S. Crawford Road. **\$7,950 per acre**

**Ogle County—Dement Twp—15.00± acre farmstead.** Located off Twombly Road 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**

## RECENT COMPARABLE FARMLAND SALES/CLOSE

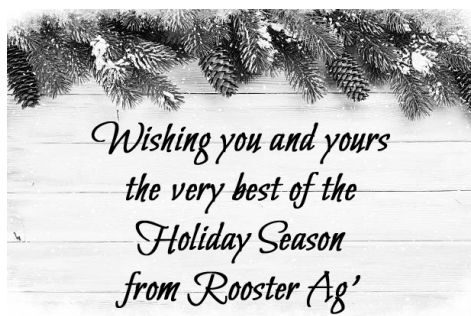
Date	County	Twنشp	Acres	Price/Acre	Date	County	Twنشp	Acres	Price/Acre
10/19	DeKalb	Malta	158.0	\$11,002	07/19	Kendall	Seward	82.0	\$10,026
08/19	DeKalb	Mayfield	291.0	\$8,765	06/19	Kendall	Big Grove	148.0	\$8,842
08/19	DeKalb	Shabbona	68.0	\$10,703	10/19	Lee	Nelson	160.0	\$9,250
11/19	DeKalb	Cortland	118.0	\$8,224	10/19	Lee	Willow Crk	45.0	\$8,111
08/19 🐓	Kane	Hampshire	37.0	\$10,578	08/19	McHenry	Dorr	89.0	\$8,296

*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](http://www.ilsb.us) or calling 608-543-3125.*

🐓\*\*\* Denotes Sales by Rooster Ag'



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## NORMALS FOR THE MONTH

DEC. 1 TO 7
AVG. HIGH..... 38
AVG. LOW..... 21
SUNSHINE..... 48
% DAYLIGHT HOURS
Precipitation 0.65

DEC. 8 TO 14
AVG. HIGH..... 36
AVG. LOW..... 18
SUNSHINE..... 49
% DAYLIGHT HOURS
Precipitation .58

DEC. 15 TO 21
AVG. HIGH..... 33
AVG. LOW..... 15
SUNSHINE..... 47
% DAYLIGHT HOURS
Precipitation 0.52

DEC. 22 TO 28
AVG. HIGH..... 31
AVG. LOW..... 13
SUNSHINE..... 48
% DAYLIGHT HOURS
Precipitation .47

DEC. 29 TO JAN. 4
AVG. HIGH..... 30
AVG. LOW..... 12
SUNSHINE..... 49
% DAYLIGHT HOURS
Precipitation .42