



Rooster Ag'

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Farm Management

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A Family Owned Company

January 2020



Time Flies

I used to listen to the old boys talking about how **Time Flies**. I didn't understand, as to me the days seemed endless. Feeding the ducks, playing ball, hitting rocks, walking behind the 2 row corn picker throwing the corn that escaped back into the wagon, grabbing night crawlers from the cold dirt that was turned over from the 3 bottom moldboard plow for a day of fishing and playing in the creek that ran through our family farm. The days seemed endless. Then on to work for my pals at Hintzsche's where we worked well before sunup until way past sundown, cramming more fun and excitement into an endless day than one could imagine. Kids arrived and off to the races chasing softball and hockey games throughout the Midwest, that coupled with work the time seemed to stand still. But... once I hit 40, I started to notice the fact behind the **Time Flies** adage. I recall talking with Rich Hintzsche about how the older I get, the shorter the days seem. "Wide eyed," he pounced, "You ain't seen nothin' yet! Wait 'til you are 70!! I get up at 4:00 a.m. every day to have breakfast with my buddies and I stay up and active as long as I can each day, that way the days seem at least normal. Start spending time where you enjoy it and quit wasting it!", he exclaimed. Today Rich's words ring in my ears. Following his advice by the implementation of our new business structure and succession plan has given me renewed energy. I am once again spending my time where I enjoy it. Now the days again seem to have slowed, putting the brakes on how fast **Time** truly **Flies**.

Generational Shift

I have been talking about a **Generational Shift** for years, but I never knew the name of what I was describing until last week someone put a name to it, and I think it fits. We will now call it **Generational Shift**. The **Generational Shift** is the evolution of farm families and corporate business families either resolving their estates before or after the passing of their parents. Typically, this **Generation** especially the farm families like mine had multiple children, where as adults the majority of the children are not involved in the family business. Once the **Generational Shift** kicks in the family must decide what to do. Do they split up the assets and or the business entities amongst the multiple children equally or sell off the assets? In farm family transactions we see the **Generational Shift** dividing the farms up amongst the children whom are not farm oriented and have other places they can use that money. More often than not this creates some hard feelings between siblings. This results in portions of the farm being sold off to third parties whom may or may not rent the farm back to the remaining family members who operate the farm, ultimately dividing up the family Legacy. Where non-farm family businesses' as well as investors whom have owned and managed commercial real estate buildings for decades are selling off their businesses and real estate assets and are looking to reposition those funds via a 1031 Trade into a stable return on investment which requires a less time requirement, like farmland and a beach somewhere. The **Generational Shift** of the farm families is providing these investors multiple high-quality opportunities to invest in dirt. We deal in the **Generational Shift** every day and it is an important emotional item to be addressed. If you have questions, we will meet you at your kitchen or conference room table to discuss the effects created as a result of the **Generational Shift**.

Rods & Chains

Back in the early 80's when I started my career in the ag' industry one of my first lessons was from Jordal, talking in Rods and Chains, "Go about 80 rods this way and 10 chains that way." What? I was lost! "Pull out your calculator" he said "a rod is 16 1/2 feet long, so how many rods in a 1/4 mile?" "EEEEighty???" "Right" he said, "so if you have 80 rods in a 1/4 mile how many chains are in that same 1/4 mile?" Chains?? Who's Chain?? I said. "A chain is 66' long, didn't you learn anything in school?" I think we went to different schools. "Obviously," "SSSoo, I I I I think there are 20 chains in that 1/4 mile." "Right" he says. "So if you have 80 rods X 20 chains how many acres in that field?" After some calculating I came up with 40 acres. "Right, your not so dumb after all!" So a rod is a unit of measurement used by the original surveyors of 16.5' long or 5 1/2 yards long. A chain is 66' long or 4 rods long and a square rod would be 30 1/4 square yards! Whew, thanks Keith for one of the many lessons you taught me over the years but one I will never forget is the lesson in **Rods and Chains**!

~ Weather Almanac ~

by Meteorologist Frank Watson



January Weather Outlook

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

Sunny and cold temperatures are favored to open the new year from January 1-6. Warmer temperatures will bring clouds from January 7-11; look for rain changing to snow during this period. Expect a generally sunny and dry period from January 12-18.

A winter storm event is favored around January 19-22. Mostly dry skies with plenty of sun are expected to dominate from January 23-30. Look for clouds and light snow on January 25 and 31.



*January brings the
snow, makes our feet
and fingers glow.*

Weather Trivia

***"THE MORE THE CLIMATE CHANGES THE MORE IT
REMAINS THE SAME"***

This is true to a point. Various climate regimes, so often for periods of 8 to 35 years, known as Bruckner Cycles, are forever coming and going. However, the unusual increase in Northern Hemisphere temperatures in the temperate zone from mid-winter into early spring seems to defy such explanation.

January Astronomy Calendar

Now that we're past the winter solstice, you'll begin to notice the days are getting longer and there is a little bit more daylight at the end of your workday. At the beginning of the month sunset is at 4:34 pm; by the end of the month sunset is at 5:08 pm. We gain 30 minutes of daylight during the month. Perihelion, Earth closest approach to the sun, occurs on Sunday, January 5 at 11:20pm (CST).

The first Quarter moon is Thursday, January 2.

Mercury will be very low in the southeast sky before sunrise and lost in the sun's glare.

Venus rises after sunrise and will be viewable in the evening hours in the southwest skies after sunset.

Look for the waxing crescent moon below Venus on Monday, January 27.

The moon is Full on Friday, January 10.

Mars will be viewable for a time in the southeast sky before sunrise during the month. A waning last quarter moon will be above Mars on Monday, January 20 before sunrise.

The last Quarter moon is Friday, January 17.

Jupiter will be lost in the sun's glare much of the month but after January 20th it will be low in the southwest sky during the morning twilight and you should be able to catch a glimpse of it as viewing conditions improve to end the month. Look for a waning crescent moon to the upper right of the moon on Wednesday, January 22 before sunrise.

The moon is New Friday, January 24.

Saturn will be lost to the sun's glare for the month.

Morning Planets: Mars, Jupiter (dawn)

Evening Planets: Venus, Uranus, Neptune

Future Weather Outlook

February is expected to experience colder than normal temperatures.

Precipitation is expected to total above normal. Favored dates for heavier precipitation center on February 2, 8, 9, 10, 14, 15, 19, 20, 22, 23, 24 and 29.

Long-Range Weather Outlook

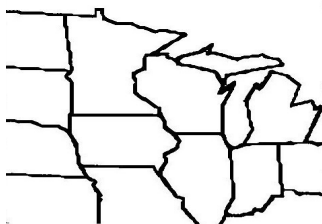
March outlook favors warmer than normal temperatures and near normal precipitation.

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 than normal precipitation.

July outlook favors above normal temperatures and above 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



Jason DeSplinter
Rooster Ag' Independent RE Broker

I was born and raised in Annawan, Illinois where I continue to reside along with my wife and two children. I am farming some land I purchased back in 2015 along with running a small cow/calf operation. We are located in a very unique part of the state that offers many soil types and each has its own challenges. Through the years we have learned different, less conventional, ways of farming to include strip-till/no-till and the use of cover crops. I recently received my Real Estate Broker's license and joined the Rooster Ag' team to better service the western portion of the state. I will help with real estate sales and farm management in all areas but will be based in Annawan, Illinois. Being a steward of the land is not just for the farmer but also for the owner. I have a very good understanding of the USDA and the Farm Services Agency to help land owners and farmers utilize programs that are out there to include Conservation Stewardship programs and many more. Utilization of technology is getting more and more important for both our growers and land owners. I am versed in many programs to help identify gaps and strengths on your farm. My approach will lead to many years of production and allow the land to appreciate in value while still providing strong return on investment. I look forward to serving our clients as both a Real Estate Broker and Farm Manager who truly provides a "boots on the ground" approach. - Jason DeSplinter 



Opportunities

While selling my home I've had many people ask me where I will be moving to and the answer has caught most by surprise. The answer is "Florida!" While I've not yet dug my feet into finding my new home due to how fast paced the market is today, I have been presented with a vastitude of different **Opportunities** that have been arising every day. Being involved with and present at the Northern Illinois Ag' Center five days a week has blessed me with endless **Opportunities** far and wide, including but not limited to housing options. Due to the diversity at the Ag' Center I now have an outstanding ability to reach multiple contacts across various locations, occupations, and industries; all **Opportunities** that I otherwise would not have access to. This was the idea behind the Northern Illinois Ag' Center at it's start and it has blossomed into the go to place for all Ag' professionals for their Real Estate, Crop Insurance, Farm Management, Appraisal, Grain Marketing, Property/Livestock/Equipment/Grain Bin Insurance, Accounting, Home Mortgage, Farm Lending, Attorney at Law, Fertility Management Aids, and Photography needs that are all conveniently located under one roof. Stop in or schedule an appointment with the team at the Northern Illinois Ag' Center to see what **Opportunities** our diverse network with over 586 years of combined professional experience can present for you and your family today! Thank you NIAC for all the opportunities! - Gianina Ludwig 



Rooster Ag'
R E A L T Y

SEWARD TWP KENDALL COUNTY

Large property features 180± acres of which 173± are tillable and a soil PI of 119.80. Property is divisible.

\$8,611 per acre.

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



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

at www.roosterag.com or try out this QR code by focusing your smartphones camera over this barcode! Utilize our proprietary rent calculator to calculate your specific farms estimated cash rent range today!



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 (six) 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 and divisible! **\$8,611 per acre.**

Kendall County—Little Rock Twp—99.98± acres/94.88± tillable acres. Excellent location off Little Rock Road and 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 Route 72. This 78.03 acres features a beautiful house with outbuildings, a rolling hill on the southerly boarder and 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 and Tower Road. It is 98% tillable with 115.58 tillable acres of good soils with an average soil PI of 132. **\$9,450 per acre.**

Lake Co—Newport Twp—227.75± acres/199± tillable acres. Excellent location off Rt. 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 to \$9,250 per acre!**

McHenry County—Riley Twp—575± acres/532± tillable. Located south of Marengo, IL with road frontage along Route 23, Pleasant Grove Road, Blissdale Road and Jackson Road. This 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 to \$7,750 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 Road and S. Crawford Road. **\$7,950 per acre.**

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 \$4,295 per acre!**

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twncshp	Acres	Price/Acre	Date	County	Twncshp	Acres	Price/Acre
12/19	Boone	Spring	100.0	\$9,000	10/19	Lee	Willow Crk	45.0	\$8,111
11/19	DeKalb	Milan	153.0	\$10,617	09/19	McHenry	Dorr	70.0	\$6,330
09/19	DeKalb	Sandwich	77.0	\$9,297	12/19	McHenry	Riley	60.0	\$9,550
11/19	Kane	Hampshire	62.0	\$9,244	12/19	McHenry	Riley	69.0	\$7,750
11/19	LaSalle	Mission	154.0	\$9,529	09/19	Stephenson	Kent	129.0	\$8,618

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'



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NORMALS FOR THE MONTH

DEC. 29 TO JAN. 4
AVG. HIGH..... 30
AVG. LOW..... 12
SUNSHINE..... 49
% DAYLIGHT HOURS
Precipitation 0.42

JAN. 5 TO 11
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 47
% DAYLIGHT HOURS
Precipitation .38

JAN. 12 TO 18
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 52
% DAYLIGHT HOURS
Precipitation 0.35

JAN. 19 TO 25
AVG. HIGH..... 29
AVG. LOW..... 10
SUNSHINE..... 52
% DAYLIGHT HOURS
Precipitation .35

JAN. 26 TO FEB. 1
AVG. HIGH..... 30
AVG. LOW..... 11
SUNSHINE..... 54
% DAYLIGHT HOURS
Precipitation .42