

Kooster

Farmland Real Estate · Farm Management Federal Crop Insurance · Farm Appraisal Services

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~ Don't let your money collect dust, Invest in dirt! ~

A Family Owned Company

June 2020

Change



So here we are, Change is upon us all and uncomfortable it is. Our lives have Changed. So, will this Change be short term, long term or forever. So many **Changes** to come that we are not even aware of in all Industries. We believe the Ag Industry too will feel Change, like a wallet in the wrong pocket uncomfortable; However, the undisputed facts are we have the greatest most progressive farmers and richest land in the world and this world needs to eat... that will never Change. I remember an old saying "that there will be Change or there will be Change" which spells opportunity for the ones who are willing to do just that and adapt to this new world of Change.

Double Indemnity

Crop Insurance is the one place where an insured can legally collect on two Insurance Policies on the same insured crop. Allowing them to potentially cash in on **Double Indemnity**. Here's how- If a grower has Multi-Peril Crop Insurance (MPCI) and the price of grain drops to a specific price point below the Crop Insurance Spring Projected Price at harvest, or one has a yield loss below ones insured level, one receives a payment. Plus... if one possesses a Hail or Hail/Wind policy and a storm causes yield damage to that crop a payment is also warranted, creating the potential for Double Indemnity. Have questions and want to be double insured on your growing crop, give Brian Bark a call, he will meet you at your shop, office or kitchen table to show you how you can benefit from **Double Indemnity**.

Productivity Index—PI

When I started my Ag Sales career at 18 years In 1991, as I started my Farm Land Real Estate career, old, Steve Hintzsche and I went to a 3-day soil types were of the utmost importance. Most invesseminar where the instructor Dave Mills met tors did not take the time to study soil types to underus at the door and had us put our wallet in our stand them, we would just say it's mostly A or B or opposite back pocket. Thus, showing us how mix to get a feel of the quality of soil. Now a new sysuncomfortable Change is. I was always the tem has seemingly solved the problem of how to take a first one to switch mine back, so point taken. specific farms soil types, average them and come up with a weighted average for the fields Soil Productivity Index—PI. Example; 152 A, Drummer Soil, we know is exceptional soil with high yield potential that has a PI of 144, certainly not a reflection of productivity of yield but let's say its baseline. This system has grabbed a foothold and works. Well sorta... the problem became when people wanted to start assigning price per PI point i.e. \$10,000 per acre DeKalb County Farm with a 144 PI = \$69.44 per PI point instead of a formulated price per acre. As we have discovered through our proprietary appraisal process, utilizing PI solely as a price point is a big mistake and can give land buyers and sellers false information. PI is only one factor to consider along with comparable sales, % Tillable and Return on Investment. Once all factors are analyzed accurately you will be provided with the true value of a farm based on a multitude of factors, other than solely one's Soil PI.

> One thing we know for sure is the majority of farmers know how to grow corn and do a good job of it. This year more than ever a good marketing plan has paid dividends, its not too late. See the insert included in this Month's Newsletter from the guys at Advance Trading, Inc.



June Weather Outlook

Here is your June Weather Almanac prepared by Consulting Meteorologist Frank Watson. Frank can be reached at Watsonwx@aol.com or online at WeathermanWatson.com.

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

Off and on passing showers and thunderstorms are favored from June 1-5. Sunny and cooler on June 6-7. Warming with sun but expected springtime showers and thunderstorms from June 8-11. More sun than clouds and isolated showers from June 12-15. Sun on June 16-17.

An active period with locally heavy precipitation totals is fa-



vored from June 18-23. Mostly sunny on June 24-25. Showers and thunderstorms on June 26-27. Sunny from June 28-30.

Weather Trivia

"HEAT LIGHTNING IN THE SOUTH OR EAST MEANS A DRY NIGHT"

When distant lightning is seen in the sky to the south or east, it is usually from a weather system that has long passed. You see it when you are in the good-weather area. It is a sign of a dry night and likely a dry next-day.

June Astronomy Calendar

While June 1st may be the unofficial start of summer, the official astronomical start of summer is on Saturday, June 20, at 4:43pm. The sun's rays will be directly over the Tropic of Cancer, 23.5°N latitude. This is the sun's most northern position.

Mercury rises shortly after sunrise, low in the northeastern sky. Since it will be lost in the morning brightness you still will be able to view a setting Mercury in the northwest sky the first two weeks of the month after sunset.

The moon is Full on Friday, June 5.

Venus will be lost in the sun rays but as the month wanes on you'll be able to it rising in the northeast sky before sunrise after June 24.

The last Quarter moon is Saturday, June 13. Mars will be in the morning sky before sunrise throughout the month. Look in the east southeast sky. The last quarter moon will be below Mars on Saturday, June 13

The moon is New on Sunday, June 21.

Jupiter rises in the late evening hours and will be viewable during the overnight hours. Look for the moon to the right of Jupiter on Monday, June 8. That's Saturn to the left of Jupiter.

The first Quarter moon is Sunday, June 28. Saturn rises along with Jupiter throughout the month and will be to the left of Jupiter. Look for the moon below Saturn on Tuesday, June 9.

Morning Planets: Mars, Jupiter, Saturn, Uranus and

Neptune

Evening Planets: Mercury (dusk)



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 countles

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.

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. Amy in 1817.

July Weather Outlook

July is expected to experience warmer than normal temperatures.

Precipitation is expected to total above normal. Favored dates for heavier precipitation center on July 1, 4, 5, 6, 11, 12, 13, 14, 16, 18, 20, 21, 22, 24, 25, 29, and 30.

Long-Range Weather Outlook

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

September expect warmer than normal temperatures with above normal precipitation.

October expect warmer than normal temperatures with below normal precipitation.

November expect above near temperatures with wetter normal precipitation.

December outlook favors near normal temperatures and below 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

NEW EMPLOYEE!

NIAC BUILDING DIRECTORY



Jason DeSplinter Jason is Rooster Ag's new Farm Manager, he started mid-May and can't wait to service you & your needs!

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 and will now be based out of the Maple Park office. 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**



	Rooster Ag'								
Kelly Ludwig	COO, Designated Mng. Broker, Owner	630-546-8267							
Joe Ludwig	CBO, RE Broker, Owner	630-774-5887							
Stason Ludwig	CEO	815-762-2136							
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Karl Viksne	Crop Insurance Agent	630-770-8708							
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Steve Edwards	Farm Manager, RE Independent Broker	630-774-7470							
Jason DeSplinter	Farm Manager, RE Independent Broker	309-644-2055							
Juna Schmitt	Marketing, Administration	515-975-8915							
Lonnie Latimer	RE Independent Broker	815-378-4854							
First National Bank of Ottawa									
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Stephanie H.	Mortgage Loan Originator	815-762-9744							
	Clifton Larsen Allen								
Alex Calendo	CPA	815-285-9329							
	Wade Law								
Wade Joyner	Attorney at Law	630-768-1042							
	Michelle Conklin Photography								
Michelle C.	Photographer	847-476-1948							
	Thorn Creek Insurance								
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	Advanced Trading Inc.								
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Brett Mapel	Ag Risk Management Advisor	815-427-4180							
Mike Rhodes	Livestock Specialist	312-533-9607							
Nancy W.	Office Manager	877-827-4926							
Chris McGill	Compost Specialist	847-812-6897							

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

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

DeKalb Co – Cortland Twp— 327,717bu Grain Facility with 10,101±SF of building space. Seller will include a tower dryer in the sale if a purchaser desires. Well maintained and recently painted. Great for specialty crops or Organics. \$450,000.00

Henry County—Kewanee Twp—1,787 acres/1,273 tillable acres. Known to be one of the largest contiguous tracts of land for sale in Illinois. Divisible! Income generated by both the farm rent and CRP. At ask price the farm kicks off a 3.5% ROI. \$6,300 per acre.

Henry County—Alba Twp—123.55 acres/118.48 tillable acres. Located North East of Atkinson, IL off E. 2400. Good soils with excellent yield history. Includes 1,350' electric irrigator which covers 113 tillable acres. \$8,800 per acre

Kane County—Blackberry Twp—46.29± acres/34.61± tillable acres. Excellent location off Finley Road & Scott Road just south west of Route 47 & the new I88 interchange. Perfect organic site! \$990,000.00

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! \$9,500 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 Homesite, Hunting/Recreational/Farming Property! Price Reduced! \$4,295 per acre.

RECENT COMPARABLE FARMLAND SALES/CLOSE

Date	County	Twnshp	Acres	Price/Acre	Date	County	Twnshp	Acres	Price/ Acre
03/20	DeKalb	Paw Paw	275.0	\$9,286	02/20	LaSalle	Richland	76.0	\$9,702
04/20	DeKalb	Paw Paw	163.0	\$10,913	04/20	Lee	Lee Center	81.0	\$8,198
02/20	DeKalb	Milan	320.0	\$9,859	03/20	McHenry	Coral	81.0	\$7,749
03/20	DeKalb	Shabbona	80.0	\$8,500	01/20	McHenry	Marengo	40.0	\$7,443
02/20	Kane *	Sugar Grove	196.0	\$8,660	04/20	Ogle 🗶	Oregon-Nashua	433.71	\$8,000

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.landsalesbulletin.com or calling 608-329-4210.



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

"We must adjust to changing times and still hold to unchanging principles."

NORMALS FOR THE MONTH

APRIL 26 TO MAY 2

AVG. HIGH......65

AVG. LOW......41

SUNSHINE.....56

% DAYLIGHT HOURS

Precipitation 0.91

MAY 3 TO 9

AVG. HIGH......68

AVG. LOW......43

SUNSHINE......58

% DAYLIGHT HOURS

Precipitation 0.90

MAY 10 TO 16

AVG. HIGH......71

AVG. LOW......45

SUNSHINE.....59

% DAYLIGHT HOURS

Precipitation 0.84

MAY 17 TO 23

AVG. HIGH......73

AVG. LOW...... 48

SUNSHINE...... 61

% DAYLIGHT HOURS

Precipitation 0.87

MAY 24 TO 30

AVG. HIGH......75

AVG. LOW...... 50

SUNSHINE...... 61

% DAYLIGHT HOURS

Precipitation 0.91