



# Rooster Ag'

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*

**August 2020**



## STRESS

As we stride through life, we can't help but feel the **Stress** exuding from most we encounter. We are all more than ever faced with obstacles that have upheaved our once normal way of life creating unprecedented **Stress**. As we are Midwesterners hinged to agriculture, we understand seasons, we accept that winter is our incubation period in which the ground lays idle and by all standards is our darkest time in crop production. But just when we have had enough of the dark days of winter we spot the crocus in the snow showing us that life is below the surface and new beginnings are on the way, setting the stage for our yearly ag economy to get underway with the promise of brighter better days ahead. As such, I like to think that this **Stress** we are now under is our incubation period, that the dark times are sprouting new ideas, new ways of doing business and creation of new economic times, derived through this **Stress** filled incubation phase. We now see that this incubation phase cost money to rebuild and adapt to the new economy and ways of doing business. We understand that there is a certain value that comes from data and information, which provides us with the promise of good that is coming out of all this **Stress**, that is now *screaming at us* to "put the future above the past" and to overcome and thrive as a result of all this new found **Stress**.

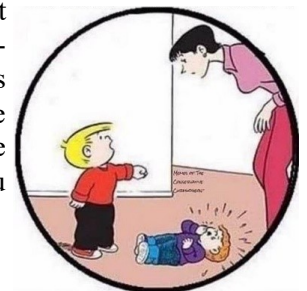
## BUSTING LOOSE

While land sales started strong in 2020, they quickly hit the brakes as most farmers and investors for large parcels i.e. 160 acres+ were studder-stepping at the starting gate waiting for the economy to get back on track. During this time, we sold multiple small parcels at a premium largely due to new business opportunities derived as a result of the pandemic, from hemp to regenerative farming operations looking to start a new life and business opportunities, those sales are staying strong today and expected to continue for years to come. At the beginning of this third quarter the starting gun has fired, the race is on and land sales are **Busting Loose** with multi-million dollar offering on multiple large tracts of land, setting the stage for an unprecedented transfer of dirt. The buyers are motivated to diversify, sellers are motivated to settle estates or pay down debt, allowing buyers and sellers to come to a "meeting of the minds," creating the frenzy of farmland sales **Busting Loose**.



## NEW NORMAL

As our farm cash rents are largely derived from grain prices and the fact that we are now in our 2<sup>nd</sup> year of tariff and now COVID relief to offset those low grain prices to the growers, we have to ask is this the **New Normal** in crop production? We are in the process of determining where to set 2021 cash rents based on these **New Normals**. While our old system worked well, which is based on facts of crop yield history tied to grain futures prices, the Farm Management Industry is telling us to change and react to this **New Normal** that not only effects farmers it also effects landowners/investors that count on the farm rent as their source of income. Have questions? Give us a call, we will meet you at your conference room, shop or kitchen table to walk you through how to react to this **New Normal**.



JOE SAID. "New Normal!"

# ~ Weather Almanac ~

## by Meteorologist Frank Watson



### August Weather Outlook

Here is your August Weather Almanac prepared by Consulting Meteorologist Frank Watson. Frank can be reached at [Watsonwx@aol.com](mailto:Watsonwx@aol.com) or online at [WeathermanWatson.com](http://WeathermanWatson.com).

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

above normal.

Precipitation is not expected to be well organized to open the month of August. More sun than clouds is favored from August 1-4. Look for showers and thunderstorms from August 5-7. Mostly sunny and isolated showers from August 8-11. Off and on passing showers and storms from August 12-14 with good chances for storms from August 15-17.

A mix of sun and clouds with scattered showers and thunderstorms from August 18-19 with heavy thunderstorms around August 20-21. Sunny on August 22-23. Garden variety thunderstorms on August 24-25. Some sun on August 26 with showers and thunderstorms from August 27-31. Locally heavy rains are possible around August 28.

**"Everything good happens between June and August."**



### Weather Trivia

*Owls hooting indicates rain*

One reason that it may seem we hear owls before rain is because sound often travels better when rain is on the way. Sound carries better at such time due to the presence of an inversion of temperature, brought on by warm air moving over cooler air below.

### August Astronomy Calendar

We've hit the Dog Days of summer. We lose 1 hour and 14 minutes of sunlight this month.

**Mercury** is low in the northeastern sky before sunrise and will be visible for the first week of the month before being lost in the morning brightness.

**The moon is Full on Monday, August 3.**

**Venus** rises in the very early morning hours and will be visible for several hours before sunrise in the northeast sky. Look for Venus to the lower right of the waning crescent moon on Saturday, August 15.

**The last Quarter moon is Tuesday, August 11.**

**Mars** will be in view during the late day and overnight hours throughout the month. The last quarter moon will be below Mars on Sunday, August 9.

**The moon is New on Tuesday, August 18.**

**Jupiter** rises in the evening hours before sunset and will be viewable after sunset and for a few hours after midnight. Look for Jupiter above the moon on Saturday, August 1 and again on Friday, August 28. That's Saturn to the left of Jupiter.

**The first Quarter moon is Tuesday, August 25.**

**Saturn** rises along with Jupiter throughout the month and will be to the left of Jupiter.

**Morning Planets:** Venus, Mars, Uranus and Neptune

**Evening Planets:** Jupiter and Saturn.

### September Weather Outlook

**September** is expected to experience warmer than normal temperatures.

**Precipitation** is expected to total above normal. Favored dates for heavier precipitation center on September 1, 2, 3, 5, 6, 7, 8, 20, 25 and 26.

### Long-Range Weather Outlook

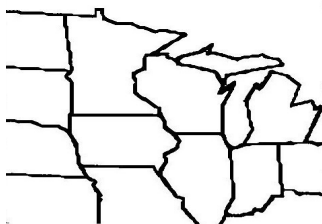
**October** warmer than normal temperatures with below normal precipitation.

**November** expect above near temperatures with wetter normal precipitation.

**December** outlook favors normal temperatures and below normal precipitation.

**January** outlook favors warmer than normal temp. and near normal precipitation.

**February** warmer than normal temperatures with below 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

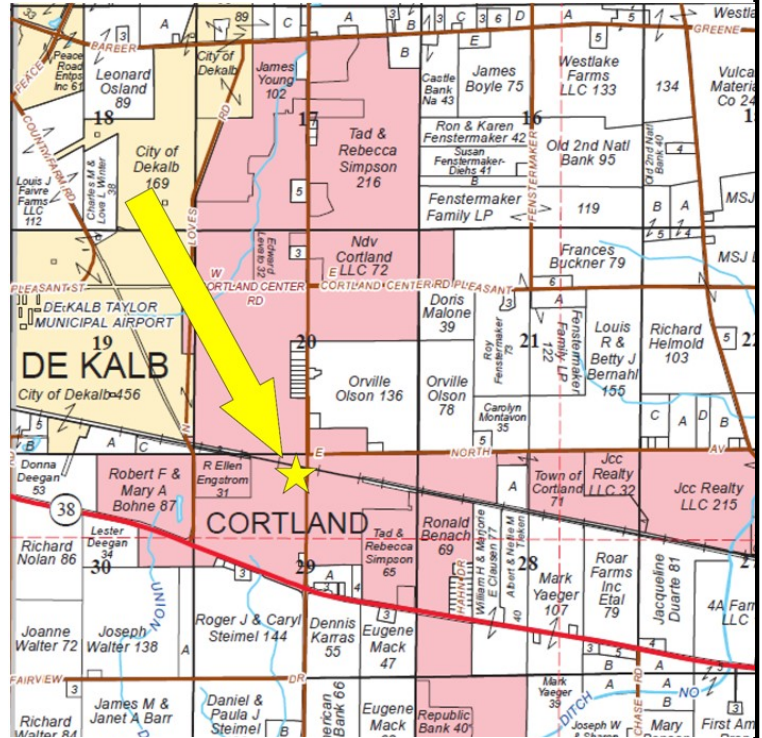
A Rooster Ag' Company 

**"Where work gets done!"**

**www.niac.farm**

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

## DeKalb County · Cortland Grain Facility PRICE REDUCED! ~~\$450,000~~ \$395,000



### THE DETAILS

**Gross Acres:** 1.29±

**Est Taxes:** \$6,360.50

**Building Space:** 10,101± Sq. Feet

**Grain Bin Storage:** 327,717 bushel

**Price:** \$395,000

**Contact:** Jason DeSplinter

**(309) 644-2055 · [jason@roosterag.com](mailto:jason@roosterag.com)**

### GRAIN FACILITY LOANS

The USDA offers Farm Storage Facility Loans (FSFLs) which provides low-interest financing for producers to store, handle and/or transport eligible commodities they produce. *That includes the purchase of permanently affixed, on farm storage and handling facilities, such as this one.*

The program is administered by the U.S. Department of Agriculture (USDA) Farm Service Agency (FSA).

The producer may borrow up to \$500,000 per loan, with a minimum down payment of 15%. Loan terms are up to 12 years, depending on the amount of the loan.

- 0.750% for Farm Storage Facility Loans with 10 year loan terms.
- 0.875% for Farm Storage Facility Loans with 12 year loan terms.

For Additional Information on FSFLs, visit [www.fsa.usda.gov/pricesupport](http://www.fsa.usda.gov/pricesupport) or contact your local FSA office.



## 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**

**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. **\$8,995 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. **\$395,000.00**

**Henry County—Kewanee Twp—1,672 acres/1,117.58 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. **\$6,300 per acre.**

**NOW AVAILABLE! Henry County—Kewanee Twp—210.62 acres/201.16 tillable acres. Located off State Highway 78 (an 80,000# road) on the north side of Kewanee, IL.** The farms topography provides for excellent drainage. Mostly tillable with a soil PI of 122.1. **\$9,000 per acre**

**NEW LISTING! Kane County—Big Rock Township—234.37 acres/229.45 tillable acres. Located south of Big Rock, IL with frontage along Granart Rd., Jericho Rd. & Jones Road.** Well Maintained/High Quality Legacy Farm. The farm consists of great soils with a PI of 135.1. **\$9,950 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 Homesite, Hunting/Recreational/Farming Property! **Price Reduced! \$4,295 per acre.**

**McHenry County—Grafton Twp—61.94± acres/38.38± tillable acres:** Situated between Route 47 & S. Union Road just north of Huntley, IL. Excellent Hunting property for Whitetail & Waterfowl. Hunting/Recreational/Farming Property! **\$425,000.00**

**Kendall County—Kendall Township—60.90 acres/55.98 tillable acres. Located south of Yorkville on the east side of Hopkins Road.** The farm includes **2 houses along with multiple outbuildings.** High Quality Soils with a PI of 140.9. **\$1,026,500**

**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**

## RECENT COMPARABLE FARMLAND SALES/CLOSE

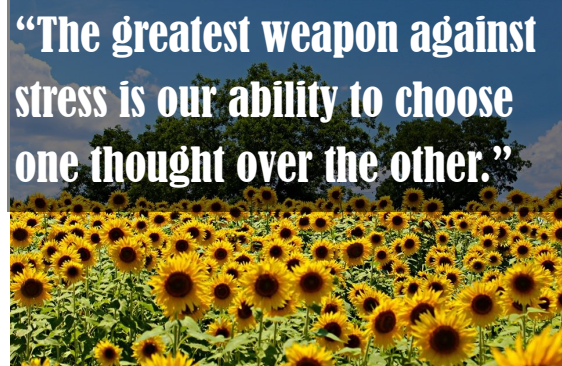
Date	County	Twtnshp	Acres	Price/Acre	Date	County	Twtnshp	Acres	Price/Acre
04/20	DeKalb	South Grove	120.0	\$9,098	04/20	LaSalle	Meriden	96.0	\$9,201
04/20	DeKalb	Pierce	110.0	\$9,517	03/20	McHenry	Coral	81.0	\$7,749
06/20	Henry	Kewanee	115.0	\$5,575	04/20	McHenry	Hartland	184.0	\$7,998
07/20	Kane	Blackberry	36.24	\$10,074	04/20	Ogle	Oregon-Nashua	434.0	\$8,000
03/20	Kendall	Big Grove	81.0	\$10,026	05/20	Ogle	Maryland	145.0	\$8,682

*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](http://www.landsalesbulletin.com) or calling 608-329-4210.*

\*\*\* Denotes Sales by Rooster Ag'



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Maple Park, IL 60151



## NORMALS FOR THE MONTH

<b>AUG. 2 TO 8</b>
AVG. HIGH..... <b>84</b>
AVG. LOW..... <b>60</b>
SUNSHINE..... <b>70</b>
% DAYLIGHT HOURS
Precipitation <b>.99</b>

<b>AUG. 9 TO 15</b>
AVG. HIGH..... <b>83</b>
AVG. LOW..... <b>59</b>
SUNSHINE..... <b>69</b>
% DAYLIGHT HOURS
Precipitation <b>1.01</b>

<b>AUG. 16 TO 22</b>
AVG. HIGH..... <b>82</b>
AVG. LOW..... <b>59</b>
SUNSHINE..... <b>69</b>
% DAYLIGHT HOURS
Precipitation <b>.98</b>

<b>AUG. 23 TO 29</b>
AVG. HIGH..... <b>81</b>
AVG. LOW..... <b>56</b>
SUNSHINE..... <b>68</b>
% DAYLIGHT HOURS
Precipitation <b>0.98</b>

<b>AUG. 30 - SEPT. 5</b>
AVG. HIGH..... <b>79</b>
AVG. LOW..... <b>54</b>
SUNSHINE..... <b>66</b>
% DAYLIGHT HOURS
Precipitation <b>.93</b>