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**GOOD MORNING: The Van Trump Report 11-21-19**

1 message

**The Van Trump Report** <reply@vantrumpreport-email.com>

Thu, Nov 21, 2019 at 5:30 AM

Reply-To: Jordan &lt;reply-fec910717763067b-1142\_HTML-68584704-100003450-8@vantrumpreport-email.com&gt;

To: josh@farmdirection.com



"Love is not finding someone to live with; it's finding someone you can't live without." - **Rafael Ortiz**

**Thursday, November 21, 2019**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** Investors are again trying to differentiate between what's simply "noise" and or "music". Several news outlets have been reporting that negotiators reached an impasse and a trade deal with the Chinese "likely" will NOT be made in 2019. U.S. officials deny the reports. Another perceived threat to the deal is passage of a bill by the House yesterday that supports the protestors in Hong Kong. The legislation could be on the President's desk as soon as today but there's no word from the Administration on whether he'll sign it or not. Chinese officials said they "firmly" oppose the legislation and consider it a violation of international law. The one thing that does seem to be clear is that the longer the negotiations continue to drag on, the more noise the media seems to make, which is once again increasing stock market volatility. Trade was among the worries the Federal Reserve wrestled with at its October meeting, according to "minutes" released yesterday. Policy makers expressed concern that manufacturing weakness, trade, and business investment might ultimately threaten consumer

spending as well as the job market. Most officials did support pausing further rate cuts for now, though there was no discussion as to what might prompt the Fed to adjust rates going forward. Keep in mind, the Fed's next meeting is scheduled for December 10-11 and they are widely expected to maintain current policy leaving rates unchanged. Today's key economic data will be Existing Home Sales, which are expected to show an increase of +1.9% for October, compared to a -2.2% decline in September. Analysts are projecting about a +5% increase in October's median home sales price and a -6% decrease in inventory levels, all good news for U.S. housing. On the earnings front, retailers remain in focus with Gap, Macy's, Nordstrom, and Ross Stores reporting today. Target and Lowe's yesterday both reported strong third quarter results. Both companies also raised their profit forecasts. It's also worth mentioning that the House yesterday passed a short-term spending bill to extend current appropriations through December 20. The continuing resolution is expected to clear the Senate before tonight's midnight deadline and avoiding a government shutdown. However, there are already worries that a fight over funding the U.S.-Mexico border wall could lead to another year-end showdown in Washington.

**Tesla to Unveil Super Truck Tonight in LA!** *Tesla is going to debut its pickup truck tomorrow in LA. Elon Musk said "he is more excited about the pickup truck than any other vehicle in Tesla's future lineup." I personally don't know what's true and what isn't but what I've heard is the starting price will be sub-\$50k. It will have "360-degree cameras, sonar, and the ability to parallel park on its own". "You'll be able to plug power tools into it". It will have a range of +400 miles. And it "will be able to tow 300,000 pounds," which would be 20 times more than the current Ford F-150. Musk has also hinted on multiple occasions that the truck will have an unusual design. He has cited the movie "Blade Runner" as a reference point for the truck. Traditional truck owners might be disappointed? Some will argue it's probably more for the "Connecticut Cowboy," the term being used these days for someone who likes to drive a full-size pickup truck without needing all the towing and hauling capacity. Musk also says the truck will have a driver's seat big enough for a professional wrestler! As you can imagine, I'm super excited to see the truck unveiled. Keep in mind, Tesla stock has been my biggest holding for some time now. So I'm talking my bullish position. I hope it's a huge hit but worried it could be over-hyped and the stock selloff after the release. Stay tuned... Also remember, Ford has an electric F-150 on tap for late 2021. GM is planning for an all-electric pickup to debut in late 2021 or early 2022. And EV startup Rivian plans to deliver its electric pickup truck by late 2020. Ford invested \$500 million in Rivian earlier this year.*

# Almost Sold Out!!!

I just wanted to let everyone know time is ticking and our "early-bird special" will soon be off the table. Our offices will be closed the final two days of next week for the Thanksgiving Holiday so the deadline date might creep up on you quicker than you thought.

I wanted to get the FARMCON Agenda out early so you could get a better feel for the event and a look at some of the big-names that will be in the audience and a part of the conference. I'm very blessed to have

these types of friends and support!

Where else can you go for a couple of days and network with some of the biggest and brightest stars in the industry? This is definitely going to be the best group of people we've ever assembled in one room.

Thanks again to all of those who have already shown their support and to those who plan on attending. I know the hotel is filling up so make certain you give them a call ASAP. I suspect we will be SOLD OUT soon!

Hope to see you in January,  
KVT



[WWW.FARMCON.COM](http://WWW.FARMCON.COM)

## FARMCON Agenda

*Kansas City, MO - Downtown Marriott Hotel*

### **Wednesday, January 15**

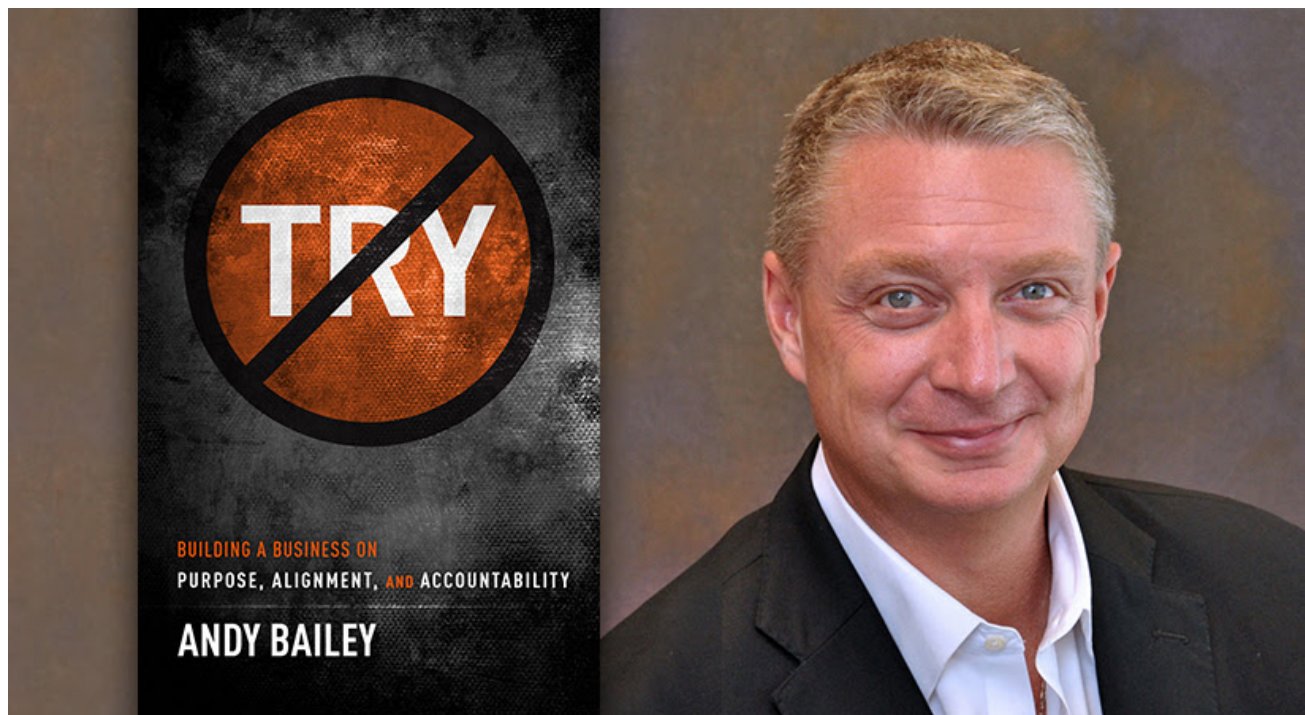
*Registration Opens at 9:00 am - Closes 5:00 pm*

#### **VIP Special Sessions**

**12:30 pm - 1:00 pm: Kevin Van Trump** - Opening Comments and Vision

**1:00 pm - 2:30 pm: Andy Bailey** started his first company in college and built it into an Inc. 500 organization. Andy now shows organizations the logjams thwarting their success and coaches them past urgent day-to-day fire drills so they

can address and execute important higher-level business strategies. Andy's tough love, no-BS approach combined with his real-world business experience is inspiring top-business audiences around the globe. Andy specializes in locating the missing profit in your business; hidden hacks to increasing efficiency and productivity; increasing focus in your life; improving execution. Andy has presented at dozens of forums, conferences and panels. Here are just a few: MIT's Key Executive Program (multiple years); Global Leadership Conferences (Dubai, Panama, Manila, Greece); National Country Radio Conference. In addition to building a successful company, Andy founded the Wireless Reseller Council and served as the regional membership director for the Entrepreneurs' Organization East Region and currently serves as president of the EO Nashville Chapter, named one of the fastest growing EO chapters in the world. He is a two-time finalist for Nashville Executive of the Year and has been honored as Nashville's Volunteer of the Year.



### **2:30 pm - 3:00 pm: Networking Break**

**3:00 pm - 4:00 pm: Rand Stagen** - Managing Director of the Stagen Leadership Academy, which trains leaders committed to long-term personal development and using their organizational platforms for positive impact. Rand and his organization help train CEOs and top-level executives in both public and private companies all around the world. He likes to say he is in the business of helping leaders become more effective using specific tools like getting more done in less time, ways to best clear out the clutter and noise, and how to better focus on the long-game. Prior to founding Stagen, Rand was President of Presido Media Group. He is a former Chapter President of Young Entrepreneur's Organization (YEO) and a past Chairman / current board member of Conscious Capitalism Inc., a national non-



profit organization. Rand is a sought-after speaker at universities, conferences, and industry events on the topic of leading conscious businesses. He earned his B.A. in Political Science from Southern Methodist University and lives in Dallas with his wife and two daughters.



**4:00 pm - 4:30 pm: KVT - Business Conversation**

**5:00 pm - 7:00 pm: KickOff Party (Everyones Invited)**

Networking and Cocktail Party with Special Guest Speaker David Rendall "Freak Factor"

**David Rendall** is the author of four books including "The Freak Factor" featured on TED Talk. During the last 15 years, some of David's clients include the US Air Force, Australian Government, and Fortune 50 companies such as Microsoft, AT&T, United Health Group, Fannie Mae, and State Farm. David has a doctor of management degree in organizational leadership, as well as a graduate degree in psychology. In between presentations, David competes in ultramarathons and Ironman triathlons.



**7:00 pm - 10:00 pm: Special VIP Dinner**

## **Thursday, January 16**

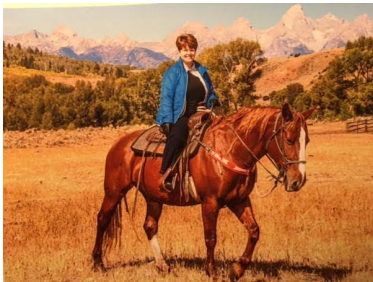
**6:45 am - 7:45 am: Breakfast and Registration**

**8:00 am - 9:00 am: Setting the Pace for the Race (Panel)** - KVT and special guests talk about where agriculture is headed and what is needed to survive. We've seen several large and traditional ag companies struggle the past few years with some even filing for bankruptcy and or completely closing their doors. With profit margins shrinking, many ag businesses and farms are being forced to think about alternative solutions and revenue streams. You will hear firsthand from

professionals who are on the front-line. Where is big Wall Street money pushing agriculture, how your business or farm can you get ahead of this directional shift, how is automation changing the game, new ways to sell in an aging ag space, fresh ideas and ways to gain a competitive advantage? Hear directly how the industry is changing and why top business leaders are having to shift their strategies. Panel to include:



**Carter Williams, CEO, iSelect Fund** - has spent his entire career working on innovation. First as a young engineer at McDonnell Douglas, next in his leadership roles at Boeing managing R&D and starting Boeing Ventures, and later as a successful entrepreneur and venture investor. Through his career, he has directly managed investments of more than \$600 million in early-stage ventures and corporate research, resulting in several billion dollars of new product revenues. After Boeing, he was President of Gridlogix, initially a small struggling 4 person startup that grew over 3 years, selling successfully to Johnson Controls in October 2008. Prior to leading iSelect, Carter served as Senior Managing Director at Progress Partners, an energy and technology investment banking firm, and was a Managing Partner at Open Innovation Ventures and a Director at Clayton Capital Partners. Carter is the past President and Founder of the MIT Corporate Venturing Consortium and Co-founder of the MIT Entrepreneurship Society.

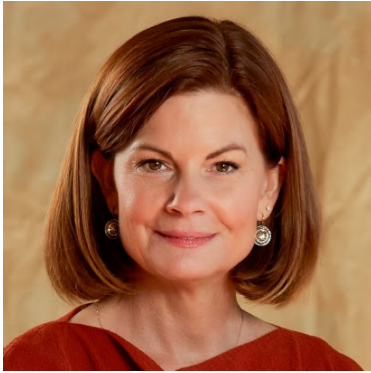


**Mary Shelman** founder at the Mary Shelman Group and Advisory Board Member at Village Capital. In addition, she was the director of the Agribusiness Program at the Harvard Business School for 12 years. She also serves as a Board of Director at Stiftung Furst Liechtenstein, Chairman of the Board at RiceTec Inc, Chairman of the Board at Fractal Antenna Systems, President of the Board at English at Large, President of International Food and Agribusiness Management Association, and an Advisory Board member at Crop Enhancement Inc.



**Steve Barr, Chairman Osborn Barr** - With more than 45 years of marketing and communications experience, Steve has produced marketing communications vehicles and programs for leading international corporations and associations, including Deere & Company, Monsanto, the United Soybean Board and so many more. Steve's expertise in agriculture and beyond is a valuable resource for many leaders in the ag industry.





**Polly Ruhland**, CEO, United Soybean Board, formerly the CEO at Cattlemen's Beef Promotion & Research Board. Polly graduated from Colorado State University with a Bachelor of Arts in English and a Master's Degree in Agriculture. She also did post-graduate work at the PhD level in agriculture and rural sociology with an emphasis on grower decision making in cooperative structures. She has served as the chairman of the Commodity CEO Roundtable, a group of CEOs in research, promotion, and marketing programs. She is an Eisenhower Fellow, a certified mediator



**Chris Masters**, President and CEO at Biovante, grew up on a farm and originally went to college to be a chiropractor. After deciding baseball and a future in the chiropractic space wasn't for him, he went on to study Agribusiness at Southeast Missouri State University. Right after leaving college, Chris accepted a position with AgXplore in 2003, where he worked for seven years. After leaving AgXplore, Chris went on to become the President and CEO of a company named Biovante in 2009, which is an innovative company founded upon biologically driven technology. Keep in mind, Biovante's products are currently producing 160+ bushels per acre soybean yields.



**Kellee James**, CEO Mercaris, Prior to Mercaris, Kellee spent five years at the start-up company Chicago Climate Exchange (CCX), the first electronic trading platform and registry for spot, futures and options on carbon, sulfur, clean energy and other environmental derivatives. In 2009 she was appointed by President Barack Obama as a White House Fellow and was Crain's Chicago Business Magazine '40 under 40' rising leader. Previously, Kellee worked with commodity banks in Latin America on risk management and income diversification strategies. Kellee is an Aspen Institute Catto Environmental Fellow and has also served on the board of Net Impact, a membership organization of more than 12,000 MBA professionals committed to sustainability through corporate responsibility. Kellee received her MBA and MA in International Development from American University in Washington, D.C., and completed a BA in Spanish from the University of Kentucky.



**Jason Tatge**, CEO Farmobile, has been leading internet and agtech companies for more than 15 years. His previous company, Farms Technology, created an electronic marketplace to automate grain transaction and risk management processes, offering automated hedging algorithms accessible via smartphones and tablets. Farms Technology was purchased by DuPont/Pioneer in December 2012. Following the successful exit of Farms Technology, Jason became intensely focused on using IoT devices to passively collect data from farm equipment as farmers operate on their land. Half of U.S. farmers leave this valuable data locked in their machines. Farmobile was created to provide Farmers with real-time access and ownership to their farming information. Jason earned a degree in Financial Economics from Gustavus Adolphus College in St. Peter MN and an MBA from The Fogelmen School at The University of Memphis. Jason served as the Pipeline Member President.



**9:15 am - 10:15 am: Kevin Van Trump Talking Business Strategy** - Learn and hear some of the tips, tricks, and hacks that have helped Kevin Van Trump build his massive network and what he looks for when making some of his biggest strategic investments. He will also bring up a few Special Friends that have some very unique and interesting businesses and ideas.

**10:30 am - 11:30 am: Paul de Gelder** - An elite Australian Navy diver who lost two limbs in a horrific shark attack that changed his life, Paul de Gelder now inspires others to overcome obstacles and embrace the power of change. Paul's presentation isn't a shark attack story nor is it a military story. It's a journey of discovery and triumph that can relate to us all. It encapsulates aspects of our private, professional, mental and emotional strength and well being to make you understand how much we are truly capable of. Paul takes his audience on an emotional rollercoaster of dizzying highs and tearful lows strengthening their resolve and reinforcing their belief in themselves that they can and should live their own impossible dreams. He has also been a long-time co-host on the Discovery Channel's Shark Week. Triumphant over tragedy by relying on the mantra that he learned as a young paratrooper in the Australian Army, "Improvise... Adapt... Overcome," Paul has enthralled and motivated audiences around the world from the United Nations to the U.S. Navy and Anzac Day Military celebrations.



**11:30 am - 12:30 pm: Lunch**

**12:30 pm - 1:30 pm - Marketing, Risk Management, and Investing (Panel)**  
- KVT and his trading, investing, and risk management friends discuss the ag markets, their favorite trades, favorite long-term investments, and some unique

risk management strategies and wealth-building ideas for the future. Hear some of the top investment strategies, trades and market forecasts form the next 6 to 12-months from several of the industries top traders and investors. Open panel discussion will include talks and conversations about stocks, energy markets, corn, soybeans, wheat, livestock, etc... Favorites investments and strategies for 2020 will be revealed. Questions from the audience are encouraged. Panel to include:



**Greg Beck**, Senior VP CGB, The Company offers grain trading, feed ingredients, container shipping, risk management, soybean processing, fertilizers, finance, and logistics services. CGB Enterprises serves customers in the United States. Beck began work for CGB in the mid-1980s as a fleet dispatcher in Cincinnati. He soon began originating grain, which led to trading commodities, then on to managing larger and larger facilities, eventually leading to the general management of two of the company's five regions. Throughout his career, Greg co-chaired different committees, forming the foundation for much of the way CGB originates grain from its customers today. In July 2002 he assumed the role of Vice President of the Grain Division and is now responsible for all grain operations which include marketing and merchandising of all grains, specialty grains, facility and plant operations, grain origination and customer relationship management, facility acquisitions, as well as the overall financial performance of that division.



**Matt Bennett**, Commodity Analyst, AgMarket.net, is the Farm Division of John Stewart and Associates and is comprised of forward-thinking agricultural marketing and consulting experts who know very few farms are the same. Matt's analysis and commentary on the grain markets appear on various TV and radio stations across the Midwest, including "AgDay" "U.S. Farm Report" and "Agribusiness Today." A graduate of the University of Illinois, Matt and his wife Tiffany live on the family's centennial farm, where they operate a 3,000-acre corn and soybean farm with his father while raising 60 head of registered Angus cows. Bennett is one of the industry's most respected grain marketing consultants, and as a commodity broker who also farms and has managed a grain elevator for many years, he provides a unique take on the market, and several perspectives.

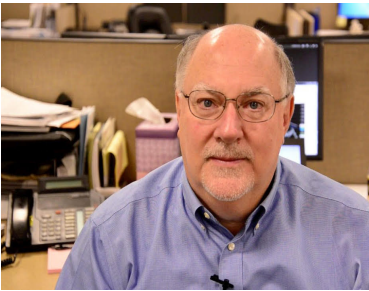


**Andy Daniels**, CEO Kronus, Andy Daniels is a 35-year commodity trading veteran and the Founder of Daniels Trading/Global Asset Advisors. After graduating from Tulane University, Andy began his professional career as a commercial grain merchandiser with ContiGroup Companies (formerly Continental Grain). During his tenure, Andy established an extensive network of floor traders, brokers, and exchange professionals. In 1986, he moved into the futures industry working with Balfour MacLaine before joining Linco Futures Group. In 1995 he founded Daniels Trading. In 2003, Andy became partners in a Brazilian brokerage firm. Shortly thereafter, he began acquiring and developing farm operations in Northeastern Brazil focusing on Corn, Soybeans and Eucalyptus tree production. In 2015, he sold a controlling interest in Daniels Trading and Global Asset Advisors to GAIN Capital (GCAP). Mr. Daniels recently founded Kronus Innovations, a bio-agricultural company specializing in tailored applications using Ultra-Low Radio Frequency Energy

*technology to improve efficiencies in plant science, animal health and Bio-fuels. He serves as the company's Chief Executive Officer. Andy is also on the Board of Directors for Pendleton Square Trust Company in Chattanooga, TN., and he serves as a Regional Board Member for St. Jude Children's Research Hospital.*



**Steven Maulberger**, VP, Crop Risk Services Inc. Steve is part of the executive team that manages the crop insurance division of AIG by focusing on helping innovative Ag Producers manage risk and link up with the right partners like ADM and others to maximize profitability. Steve has 37 years of Ag experience, 34 of which was with ADM in various capacities. Prior to crop insurance, Steve was Managing Director for ACToepfer International, which was a global trading company based in Hamburg, Germany with operations in 62 countries. Steve has lived in Europe and South America and today resides in Central IL, with his wife.



**Mike Mock**, CEO, Mock Consulting - Mike is a graduate of the University of Toledo and has spent the majority of his 44-year career working for The Anderson's Inc. He held many positions during his time in Maumee, finishing his career as Sr. Risk Manager of the Grain Division. After retiring from Anderson's in 2016, Mike established an independent consulting firm and is now focused on providing daily audio commentary for Consolidated Grain & Barge. In addition, he currently serves on the Board of Directors of Redline Equipment of Archbold, Ohio.



**Doug Roose**, VP of Grain Marketing ADM, is responsible for developing and execution of marketing strategies to meet organizational objectives for producer services and grain origination across the North American ADM enterprise. Doug was formerly the Global Marketing Manager for Cargill where he worked for 23 years. Doug attended Iowa State University and earned a degree in Agricultural Business Management. Doug currently serves on the board of GrainBridge.





**Tom Willis**, CEO, Conestoga Energy, whose primary business is the production and trading of renewable fuels. Under Tom's direction, Conestoga Energy Holdings has grown from a startup company with four employees 11 years ago to a diversified company with current gross annual revenues of over \$1.5 billion. In addition to CEH, Tom is involved in several other diverse business ventures including farming, a trailer leasing and repair business, and a feed manufacturing company. Tom currently serves on the National Sorghum Producers Board of Directors, The Koch Foundation's Youth Entrepreneur Board, and the Seward County Hospital Board of Trustees. He is past Chairman of the Kansas Association of Ethanol Producers and past President of the Montana Grain and Feed Association. He is also very active in local, state and national politics.

**2:00 pm - 3:15 pm: KVT will talk shop with Top Business Minds, CEO's, and Executives.** Hear first how they are scaling their businesses, ways they are overcoming some of the biggest hurdles, what they are most worried and concerned about in the road ahead, ways to reduce customer acquisition costs, ways to help slow and prevent customer attrition, how to navigate around the hidden pitfalls associated with scaling a business, better understanding your target market, thoughts regarding exit strategies, and much more. This is a must-listen! Panel to include:



**Tim Close**, CEO, AIG, manufactures portable and stationary grain handling, storage and conditioning equipment. The company's products include augers, belt conveyors, grain storage bins, grain handling accessories, and grain aeration equipment. Close joined AGI in 2012 as vice-president, strategic development, and was promoted to president in March 2015. He has been integral to a number of key strategic initiatives including the company's entry into Brazil and acquisition of Westeel. Prior to joining AGI, Close was a senior vice-president at Macquarie Capital, a global investment bank, for nine years. Tim is an experienced financial and corporate advisor with significant expertise related to business development, capital raising and mergers & acquisition.



**Matthew Crisp**, CEO, Benson Hill Biosystems, Matt is an accomplished executive focused on catalyzing a new era of innovation to modernize our food system. Matt has a strong background in the rapid growth and early commercialization phases of technology companies. Prior to co-founding Benson Hill Biosystems, he was the Founding President of the Agricultural Biotechnology Division at Intrexon Corporation, a leading synthetic biology company, where he served in multiple executive roles and on its Board of Directors. Prior to joining Intrexon, Matt was a Managing Director at the venture capital firm Third Security, LLC, where he worked closely with numerous life science and technology companies and led the firm's west coast operations. He is also a founder and the chairman of Edison Agrosiences, an early-stage agricultural biotechnology company.





**Barrett Ersek**, CEO, Holganix, Barrett has spoken on topics of plant health, innovation, entrepreneurship, and gratitude on five continents. He has lectured at the London School of Business (LSB), the India School of Business (ISB), and the Massachusetts School of Business (MIT) in addition to many EO events. Holganix manufactures and distributes 100% organic plant probiotic that allows users to drastically reduce their environmental footprint while improving overall plant health and yield. With rising fertilization costs and government regulations on chemical fertilizers and pesticides, Barrett believes that Holganix could be the solution for fertilizer users across America.



**David Farley**, CEO, Matrix Commodities, a NSW-based agricultural commodity trading and equity investment company with offices in Narrandera and Sydney; and he has been on a number of agriculture-related boards. One is Tandou, a massive irrigated cropping enterprise growing citrus, grapes, grains and cotton on Lake Tandou south of Menindee (NSW). David started his career as a jackaroo in 1975, on the famous NSW Southern Riverina Merino sheep stud 'Boonoke', which was owned by Rupert Murdoch. David was Managing Director of Colly Cotton Limited for 16 years (when it reached the top ten of cotton-trading companies, worldwide) and Chief Executive Office of Calcot.



**Jay Felton**, Partner, Lathrop Gage, LLP, founded in 1873 on the heartland principles of honor, service, trust and value the firm now has 300 attorneys in 10 offices nationwide, from Los Angeles to Boston. Lathrop Gage agribusiness group is made up of attorneys that grew up and are still actively involved in production agriculture. They know the ground to cover, speak the language and share perspective on the importance of agriculture. Their clients cover the full spectrum of agribusiness — from farm to fork. They work tirelessly to protect their client's freedom to operate and to seize opportunities necessary for growth. The legal landscape for agribusiness is ever-shifting. What may be lauded as innovation one year may be attacked in litigation the next. This is complicated by an ever-changing domestic and international political environment embellished with new rules, regulations and public safety concerns around every bend in the road. As a result, there's always a new issue — and with it, a potential opportunity and risk.



**Rod Hebrink**, CEO, Compeer Financial, Rod served as a Lending Officer at the St. Paul Bank for Cooperatives from 1970-1985, and in 1985 he was responsible for Corporate Banking—Agribusiness with Norwest Bank Minneapolis. In December of 1985, Rod became the Chief Financial Officer of AgStar Financial Services, and in July of 2014 he became the President and CEO of AgStar. In 2017 he was selected to serve as the President and CEO of Compeer Financial. Rod received his Bachelor of Science degree in Agricultural Business Administration from the University of Minnesota and attended the School of Banking at the University of Wisconsin—Madison, for graduate and post-graduate education. He is also a graduate of the Leadership Development Program from the Center for Creative Leadership in Greensboro, N.C. He and his wife, Carol, live in Maple Lake, Minn., and have one daughter.



**Soren Schroder**, former CEO, Bunge, After finishing his bachelor's degree, Schroder worked for Continental Grain for more for than ten years and then transferred to Cargill for a shorter period. He has worked for Bunge since 2000, initially as Protein Director at Bunge Global Markets. From 2010 to 2013 he was CEO of Bunge North America. He became CEO of Bunge Limited in June 2013, succeeding Alberto Weisser. After 5 years of leadership, Soren announced he would be stepping down as CEO and pursuing other ventures.

**3:30 pm - 4:30 pm: Dayton Moore, Kansas City Royals** - General Manager of the Kansas City Royals, 2015 World Series Champion, and author of "More Than a Season: Building a Championship Culture." In addition, Moore worked under John Schuerholz in the Atlanta Braves organization, winning two World Series.



### **VIP and Founding Partners Post-Game Conference**

#### **5:00 pm - 6:00 pm: Post-Game Conference**

Special wrap up session for VIP Guest and Founding FarmCon partners. We will openly answer any questions and discuss plans for moving forward. Everyone is talking and trying to figure out ways to save rural America and preserve the lifestyle we all love. I'm hoping collectively we come up with some ideas and ways we can take action. Hopefully, this is just the first stepping stone in a long and successful journey.

FARMCON GA Ticket

FARMCON VIP Ticket

**Wall Street is Split on What's Next for the Stock Market:** *It's that time of year when Wall Street's top stock market strategists publish their forecasts for the next year. But if you invest with one of the brokerages employing these folks, good luck in 2020. Because Wall Street is split on what's next for the stock market. On one end, you've got firms like Goldman Sachs and Credit Suisse who see the S&P 500 ending 2020 at 3,400 and 3,425, respectively. Relative to Monday's close, those targets represent gains of +8.9% and +9.7%. On the other*



end, you've got Morgan Stanley and UBS, who both see the S&P heading to 3,000. That's a decline of 3.9%. To be clear, none of this is to suggest that you should feel better if all the strategists were equally bullish or equally bearish. Most strategists are usually way off. Also, don't forget: most reputable measures of market valuation tell you almost nothing about what's to come in the next year. So it's probably best not to bet the farm on any one of these forecasts. That said, stocks usually go up. And that works great for long-term investors willing to stomach short-term declines. (Source: [Yahoo! Finance](#))

**"Dark Waters" Movie Could Pose Risk for 3M:** The new movie "Dark Waters" may be about an attorney's battle against chemical company DuPont, but the film could shine a sharper spotlight on the industry in general, hurting companies like 3M, Bank of America Merrill Lynch said on Wednesday. The film, which hits theaters on Friday, is based on the true story of a Cincinnati-based corporate defense attorney who winds up representing West Virginia farmers who believe their cattle and crops were poisoned by toxic waste dumped by DuPont in local landfills. The movie chronicles the 15-year battle that ensued — uncovering more than just cattle deaths along the way — which ultimately led to a class-action lawsuit and DuPont paying roughly \$670 million to settle about 3,550 personal injury claims. The chemicals in focus are PFAS, a group of synthetic chemicals that have been used in the United States since 1940. Bank of America said the movie could "raise public awareness of PFAS and increase pressure for legislative action." So far this year 42 bills have been introduced that focus on PFAS, Bank of America said. Focusing on the "PFAS Action Act," which would designate all PFAS compounds as "hazardous substances" and would therefore enforce strict cleanup of toxic waste sites, Bank of America said that 3M's strict cleanup liability could reach \$1 billion, with total liability hitting \$9 billion pre-tax once \$8 billion from personal injury liabilities is added. In the firm's bear case scenario for the stock the strict cleanup liability could reach as high as \$102 billion, although the firm was quick to note that they think this "worst-case scenario is unlikely." Read more [HERE](#).

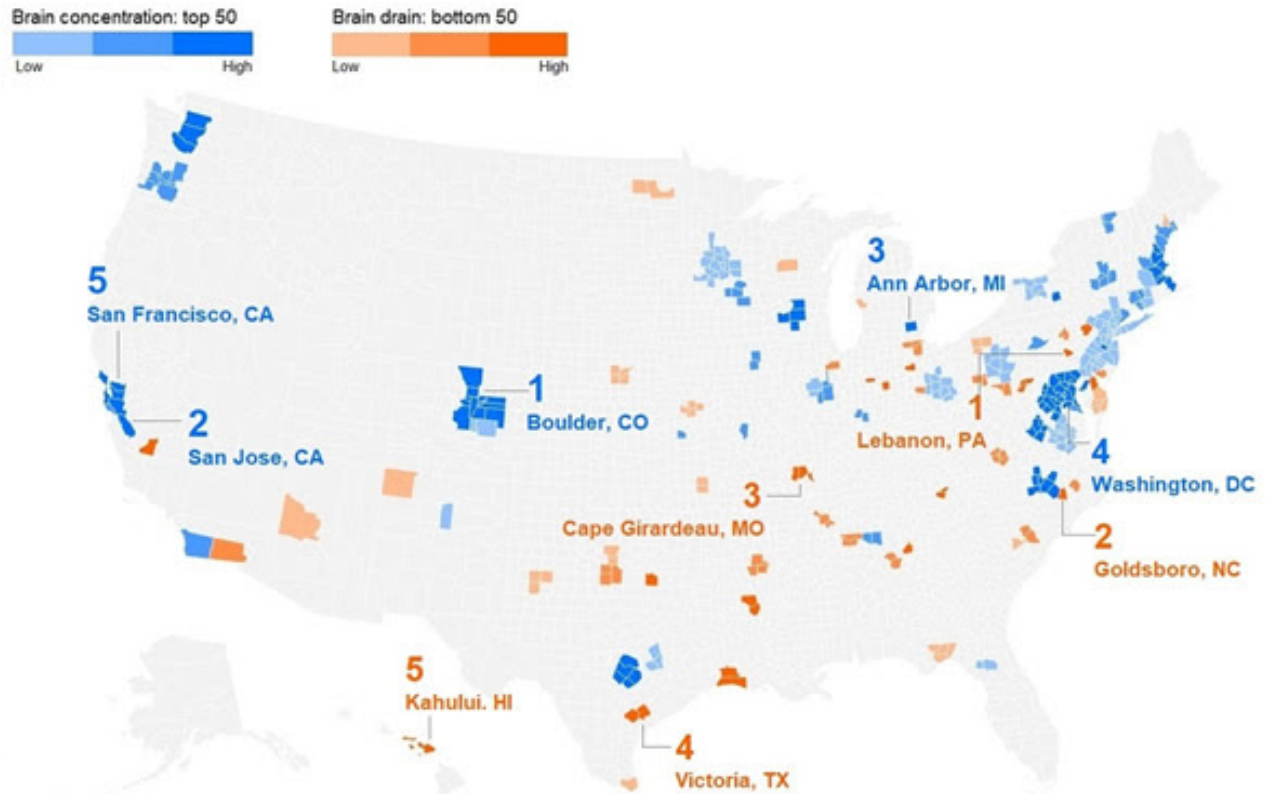
**America's New Top Tech Hubs:** America's high-tech workers may still gravitate to the obvious spots, like Silicon Valley or the home of federal funding, Washington D.C. But behind them are plenty of regional college towns attracting workers in science, technology, engineering and mathematics. They rank among the bigger gainers on this year's Bloomberg Brain Concentration Index, which tracks the highest density areas of so-called STEM workers, among other metrics. Boulder, site of the University of Colorado, again ranks No. 1 in the 2019 data. No. 3 Ann Arbor is home to the University of Michigan. No. 6 Ithaca, New York, features Cornell University. In No. 19 Lawrence, the economic development agency cites the region's "youthful energy generated by a university population of more than 30,000" as well as its proximity to Kansas City among its strengths. An academic pedigree isn't a guarantee for regional success, though. The Blacksburg,



Virginia area, home to the Virginia Tech, has been losing workers, based on the parallel Bloomberg Brain Drain Index. It's No. 26 on that tally. Blacksburg isn't alone. Tallahassee, Florida, which features Florida State University, is No. 36 on the Brain Drain Index while Lubbock, Texas, home of Texas Tech, ranks No. 37. Learn more from [Bloomberg](#).

## Bloomberg "Brain" Indexes - 2019

Metro areas benefiting from brain power and suffering from brain drain



Source: Bloomberg analysis U.S. Census data

Notes: Bloomberg Brain Concentration Index measures the share of residents employed in STEM occupations, holding advanced degrees or Science/Engineering undergraduate degrees; The Brain Drain Index measures the hemorrhage of white-collar jobs and advanced-degree holders and the decline of STEM pay.

**Bloomberg**

# FARM TANK

## Tweets of the Day



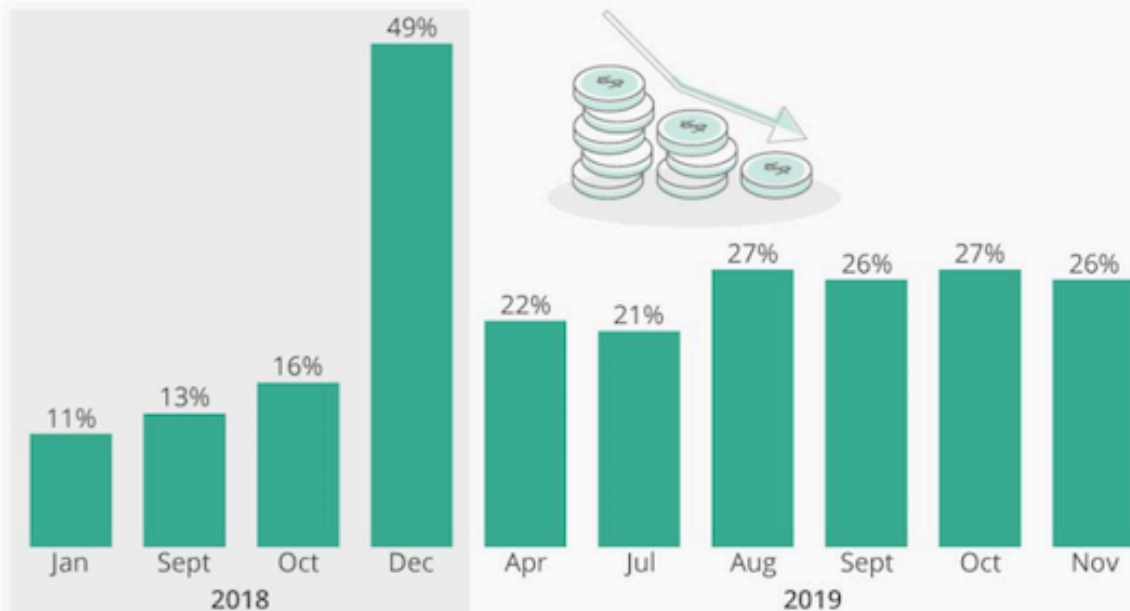
**Statista**  
@StatistaCharts



The chance of a U.S. recession within 12 months decreases [statista.com/chart/19873/ch...](https://www.statista.com/chart/19873/chance-of-a-u-s-recession-within-12-months-decreases)

### Chance of a U.S. Recession Within 12 Months Decreases

Odds of U.S. recession, from January 2018 to November 2019, within 12 months in percent

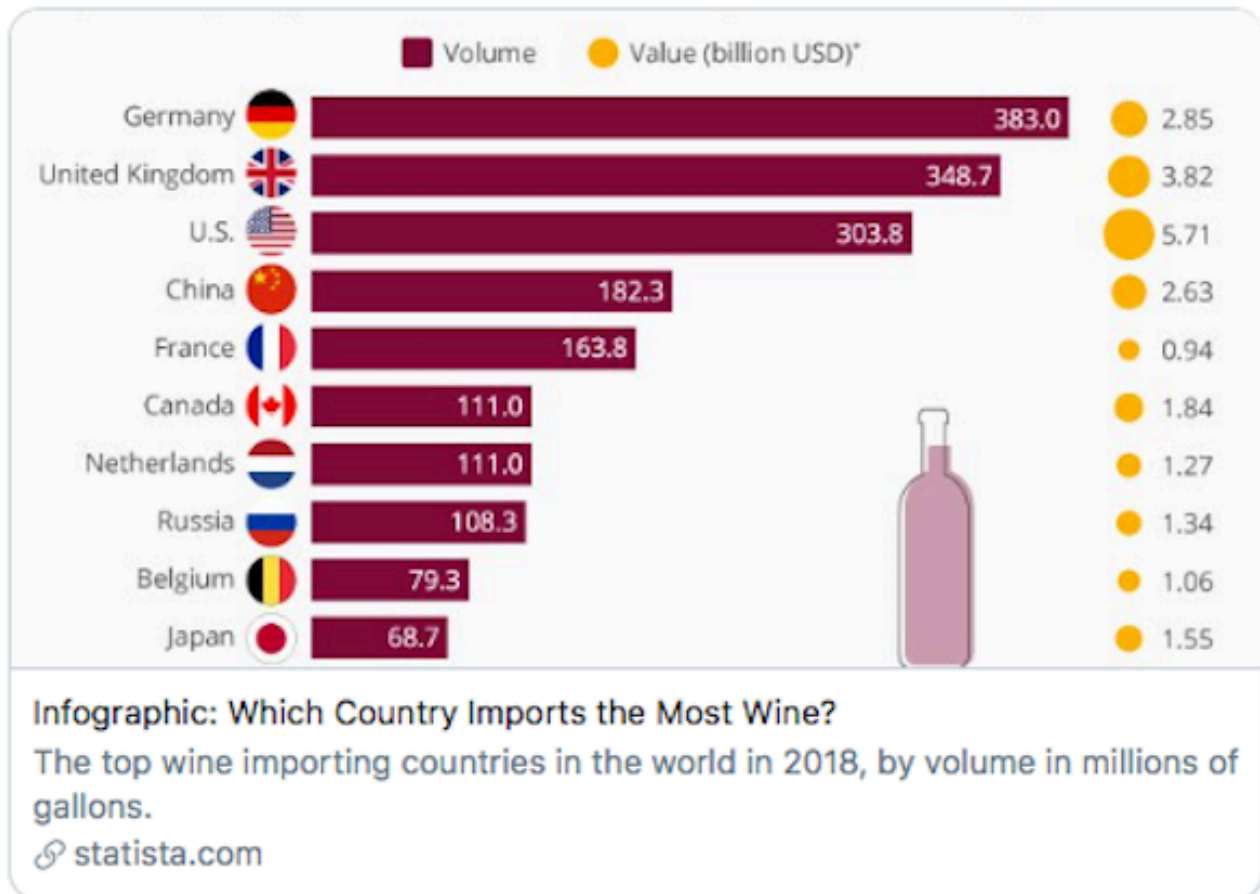


Percentages are rounded  
Percentages are based on a model created by Bloomberg Economics  
Source: Bloomberg Economics

**statista**



The US was the largest [#importer](#) of [#wine](#) in dollar terms last year, shipping \$5.71 million worth of wine into the country via [@OIV\\_int](#)





**Andrew Knaggs**  
@Knaggsy16



So.... it's been a battle the last few weeks but 1,250ha later 🌽 2019 is done. The boys have done a cracking job along with O.J.Neil Contracting and @Seb\_eds helping us out at the end. Now we just have to get 🌽 2020 in the ground!! 😊 🌽 🚜 🍺  
#harvest2019

Ely, England







**Joe Shekleton**  
@JoeShekleton



Harvest sunrise near Lakefield, MN this morning  
[#mnwx](#) [#Harvest2019](#)





**Tim Coyle**  
@coyle\_tim



Apparently twin rotor John Deere's are cool again  
[#Harvest19](#) [#nextbigthing](#) [#trendsetter](#) [#CTS2](#)





**Ryan Kanode**  
@RyanKanode



How's this for a **#NECO #November2019 #sunset**

**#harvest2019**







ActionComplete  
@ActionComplete



Be who you are & say what you feel, b/c those who mind  
don't matter, & those who...

~Dr. Seuss

#quote #inspiration



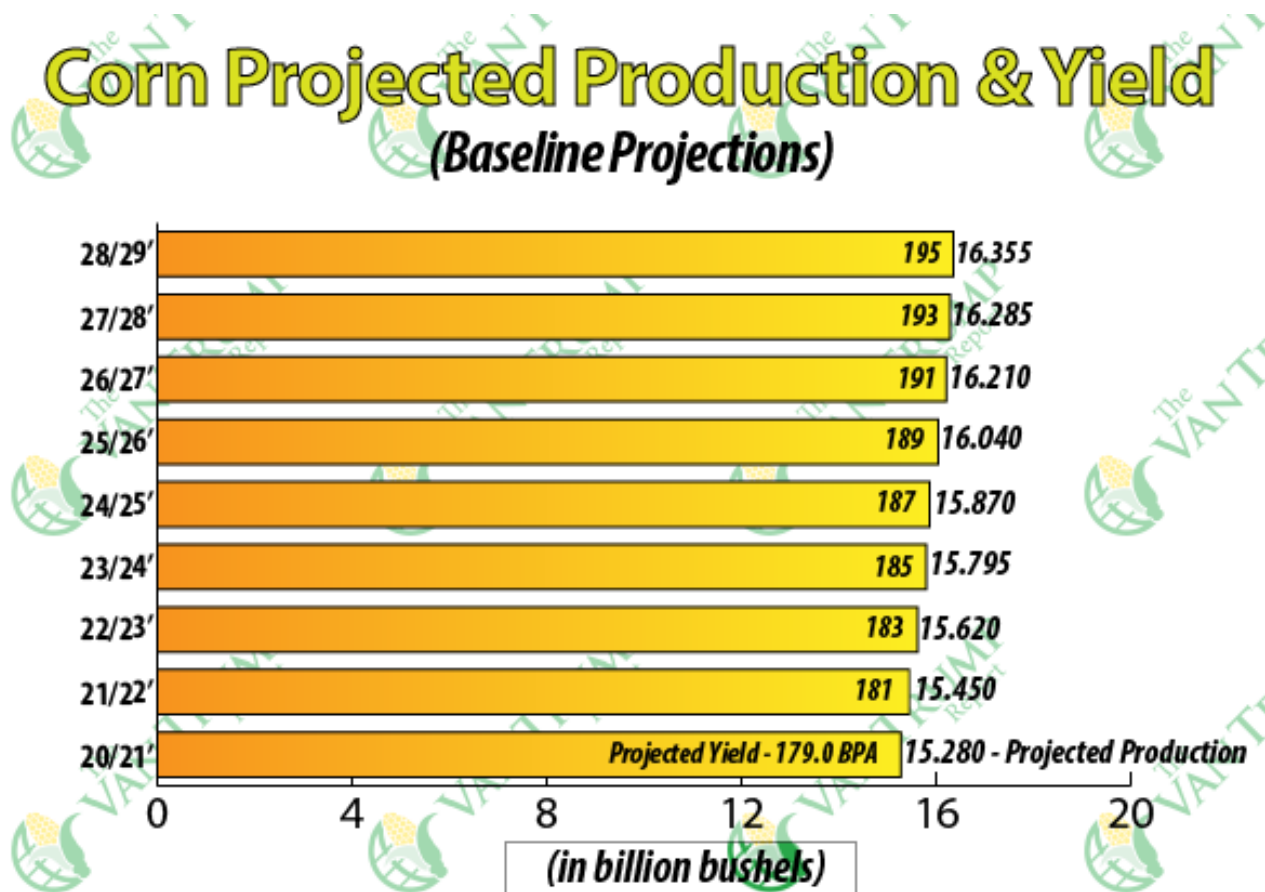
*"Be who you are and  
say what you feel,  
because those who mind  
don't matter,  
and those who matter,  
don't mind."*

**Dr. Seuss**



**Corn** prices continue to trade in an extremely tight and narrow range. Last week the MAR19 contract traded in a six-cent range the entire week, essentially from a low of \$3.80 to an end of week high just above \$3.86. We are seeing a similar type of story play out this week, choppy, sideways trade just a touch lower. From a high of just over \$3.82 this week down to a low of around \$3.76. With South American weather improving and more uncertainty surrounding Chinese trade, the bulls continue to take small steps backward. Bears continue to believe estimates of both corn used for ethanol and exports are going to be reduced by the USDA. They believe these reductions in "demand" will more than offset the lower adjustments to yield that might be made to production to the north. Bulls, on the other hand, are obviously betting on some type of Chinese trade resolution involving U.S. agriculture, improved export and ethanol headlines, and perhaps a weather hiccup or two in South America during the next few weeks. If none of those horses finish in-the-money bulls will find themselves donating as prices trend lower. As a producer, I take a much longer approach. I feel like harvest has just ended so we really just got to the race track. I placed some bets early that worked out fairly well but there are still a lot of big races ahead of us and a ton of horse still to bet on i.e. South American growing and harvest weather, U.S. acres in 2020, South American politics, U.S. and China trade, U.S. planting, growing and harvest weather, etc... I see no reason to be in a big, big hurry as a producer. As a spec, I like the thought of buying the deeper breaks. This morning the trade will be looking for weekly export sales of between 400,000 to 900,000. Don't forget the

December options expire tomorrow and First-Notice-Day for December futures is next Wednesday, November 27. Trying not to oversteer or get frustrated with the slow grind lower in price.



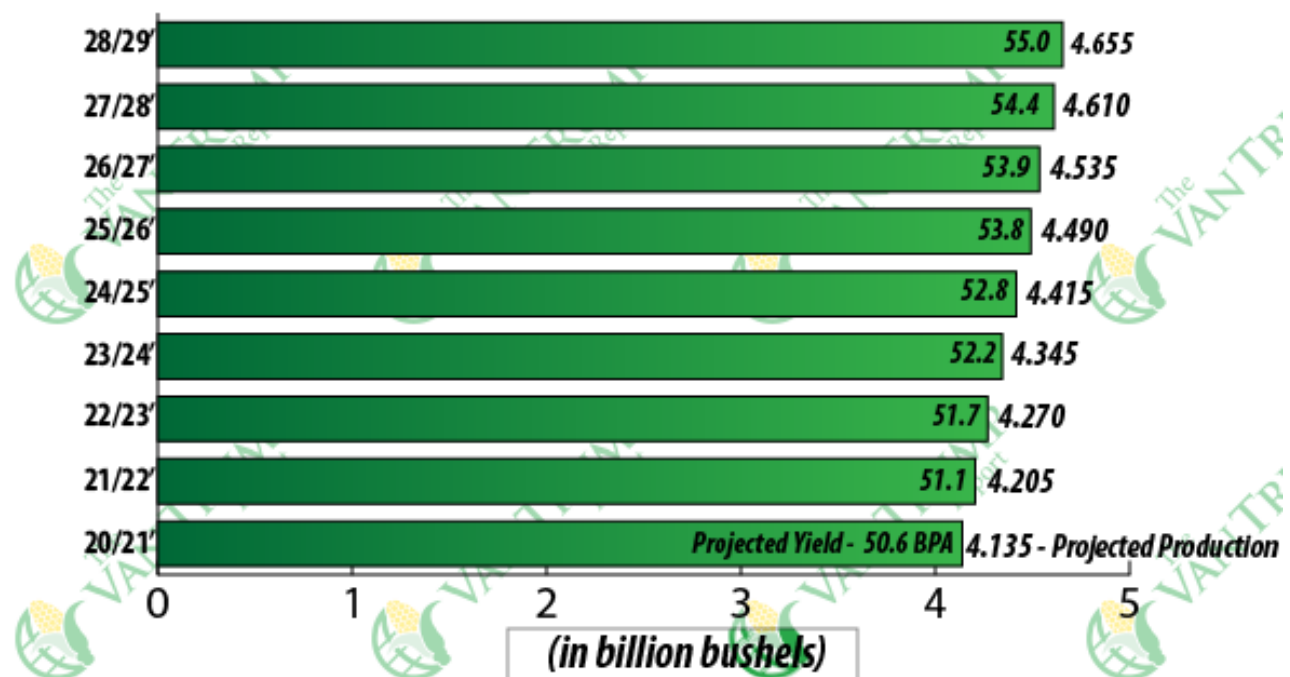
Source: USDA, Baseline Projections, March, 2019

**Soybean** traders continue to deal with a neurotic market that has split personalities. One minute a "Phase 1" trade deal is in the bag, the next minute the market is trading rumors and whispers that the deal is off the table. Unfortunately, it feels like bears are winning the game and have become the more domineering personality and face of the market as of late. The JAN20 prices have pulled back more than -50 cents from the mid-October highs as more traders start to really wonder if a trade deal will happen anytime soon? As more days pass and more comments circulate the trade seems most comfortable taking another small step backward, especially as we are seeing more cooperative South American weather. Technically, there's continued talk bears really want to challenge the psychological support at the \$9.00 level. Keep in mind, the JAN20 contract hasn't closed sub-\$8.96 since early-September and hasn't closed sub-\$8.41 in well over a year. I'm personally thinking this market is going to start finding much more heavy support on the charts. If we continue to trade lower I will begin to initiate and build another bullish position. I'm not in a hurry to be a buyer on the bounces but rather more interested in taking small nibbles on the breaks. As a producer, I'm content



with my current risk-management and want to remain extremely patient. I still better and brighter opportunities to sell flat-price ahead. However, an abnormal and extremely strong basis is a bird of an entirely different color and needs to be more carefully considered. Make certain you are paying close attention, some producer have reported wild basis swings in their respective areas and they have presented some great opportunities. Into yearend, it's going to be all about South American weather and Chinese trade negotiations. You predict those and you predict this market...

## Soybean Projected Production & Yield (Baseline Projections)

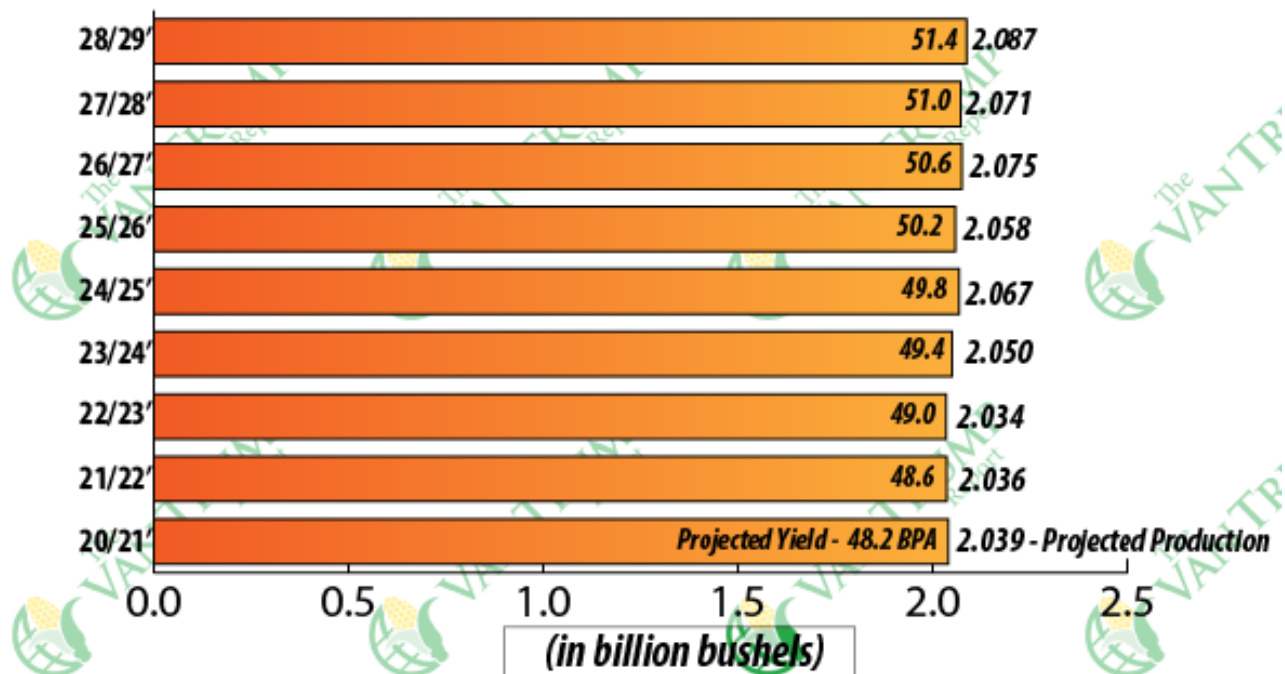


Source: USDA, Baseline Projections, March, 2019

**Wheat** traders continue to debate U.S. export demand, upcoming production both here at home and abroad, the future direction of the U.S. dollar, and overall macro fund money-flow. I would like to argue from a bullish perspective but price action just hasn't been willing to confirm those thoughts. Technically it feels like the market is comfortable trading in a sideways channel: MAR20 SRW contract between \$5.00 and \$5.40 per bushel; MAR20 HRW contract between \$4.15 and \$4.45 per bushel; MR20 Spring contract between \$5.05 and \$5.35 per bushel. There's just not a lot in the way of fresh headlines. Bears continue to point towards record global supply and a weak macro story. Bulls are pointing to some production uncertainties and the fact U.S wheat might soon become more in demand. As a producer, I want to stay patient. I think there's a chance we could

see a bullish story developing during the first half of 2020. As a spec, I want to be a bull but am still not convinced enough to put big money to work in the market. I always remember the older traders telling me, "scared money never wins". They were absolutely correct! the trad is looking for weekly export sales this morning to be in the 200,000 to 500,000 range. The previous week's sales were estimated at 238,000.

## Wheat Projected Production & Yield (Baseline Projections)



Source: USDA, Baseline Projections, March, 2019



**> USDA to Continue Harvest Updates Beyond November 25 as Needed:** *The USDA says weekly crop progress reports will continue as long as needed. Currently scheduled to end November 25th, the National Agricultural Statistics Service announced the department will evaluate the harvest progress for all crops each week to determine how long to continue the report.*

**> Braun Column: A Trade Deal with China Could End Up Hurting the U.S. Soybean Market:** *Soybean trade between the United States and China has been disrupted for nearly a year and a half as the trade war rages on, but the extent to which an official pact would benefit the U.S. side largely depends on the details inside. Restoring trade to the previous conditions and allowing China to purchase U.S. soybeans and other agricultural goods when the market is favorable is probably the optimal outcome. But having China commit to a certain volume or dollar amount of products, which has been a major demand of Washington, could be destructive and leave the U.S. soybean market in even worse shape than before. Just prior to the start of the trade war, roughly 60% of annual U.S. soybean exports went to China. When the trade war began last year, China essentially cut off purchases of U.S. soybeans and turned largely to Brazil. U.S. soybean prices crashed in June 2018 and Brazilian prices soared by comparison, and China continued buying from Brazil even when U.S. prices plus the 25% tariff were more economical. But the rest of the world (ROW) was not interested in paying such steep Brazilian premiums, and U.S. business to those countries soared. The United States exported 38 million tonnes to ROW in 2018, topping*



1982's record of 25 million. That was also 90% larger than the previous five-year average. Read more [HERE](#).

**> Lawmakers Unveil Biodiesel Tax Break Renewal Bill:** House Democrats unveiled a long-awaited draft bill to extend a crop of expired tax breaks for renewable energy, including incentives for biodiesel blenders. The biodiesel tax credits would be retroactively extended from 2018 through 2021, and then gradually phased out through 2024. Ten biodiesel plants have been idled this year after the \$1-per-gallon biodiesel subsidy lapsed at the start of 2018 along with other tax "extenders." The legislation hasn't been scheduled for a markup. But biodiesel industry advocates have said they're hoping an extension of the tax credit hitches a ride on a final appropriations package by the end of the year. (Source: Politico)

**> Oregon Lawsuit Aims to Give Animals "Personhood":** The Animal Legal Defense Fund is trying to make a horse named Justice the plaintiff in a civil claim alleging severe neglect by the horse's owner. Oregon Farm Bureau called the case (Justice, an American Quarter Horse v. Gwendolyn Vercher) an attempt by the Animal Legal Defense Fund to set precedent in Oregon that animals have legal personhood, including the right to sue humans in court. The Oregon Farm Bureau said if successful, this case puts the livestock industry and rural Oregon at risk. Oregon would become the first state in the country to grant animals legal personhood, which the nonprofit organization said would have a profound impact on our society and legal system. They go on to call it an effort by animal rights activists to pull the ultimate thread in a longstanding effort to unravel and halt livestock operations in Oregon. Read more [HERE](#).

**> House Committee Approves Marijuana Legalization Bill:** The House Judiciary Committee approved a bill Wednesday that legalizes marijuana on the federal level, removing it from Schedule 1 of the Controlled Substances Act. The legislation, which passed 24 to 10, has a high chance of approval in the full House where Democrats control the chamber with 234 seats. It's likely to face a tougher battle in the Republican-controlled Senate, where Majority Leader Mitch McConnell opposes marijuana legalization. The legislation allows states to enact their own policies and gives them incentives to clear criminal records of people with low-level marijuana offenses. It also includes a 5% tax on cannabis products that would provide job training and legal assistance to those hit hardest by the war on drugs. Some Republican members expressed concerns that the bill went too far and that it was unlikely to be taken up in the Senate. Some members acknowledged that Republicans won't take the bill "as is" and said they can negotiate with the Senate. Read more [HERE](#).

**> GM Sues Fiat Chrysler, Alleging Corruption Undermined Its UAW Deals:** General Motors Co. hit Fiat Chrysler Automobiles NV with a blockbuster

*racketeering lawsuit, alleging that a bribery and corruption scheme cost GM billions of dollars and tainted labor contracts as far back as 2009. GM alleges that the late Fiat Chief Executive Officer Sergio Marchionne himself authorized bribes to United Auto Workers officials with the ultimate aim of weakening a competitor and forcing a merger. The suit targets Fiat Chrysler and former company officials who pleaded guilty and were sentenced to prison for their roles in the corruption scandal, including Al Iacobelli, who had served as vice president and lead UAW negotiator. Fiat Chrysler said it's "astonished" by the suit and speculated that GM may be trying to undercut a planned merger with France's PSA Group and active negotiations with the UAW over a new labor contract. Read more from [Bloomberg](#).*

**> AI is Coming for White-Collar Workers:** *When it comes to new technologies like robotics, AI, and machine learning, the dominant prediction has been that automation will most impact "routine" functions like factory-floor and cashier work. A new study from the Brookings Institution shows that no one will be immune, however. In fact, Brookings says, "better-educated, better-paid workers will be the most affected" by AI. A new study overlaid the keywords in AI-related patents with job descriptions to get a more detailed understanding of which jobs are most likely to be affected by AI — and where they are. Jobs ranging from radiologists to legal professionals and marketing specialists could find themselves with drastically diminished roles. Digital services like software publishing and computer system design also show high exposure, along with professional services like purchasing, and agricultural work. Cities highly exposed to AI disruption include established or emerging tech hubs like San Jose, Seattle, Salt Lake City, Boulder and Huntsville. Also agricultural centers like Madera and Salinas in California, and logistics and advanced manufacturing hubs like Greenville, South Carolina, Detroit and Louisville. Read more from [Fast Company](#).*

**> CRISPR Treatment Proves Successful in First Human Patients:** *Researchers recently released results from two investigational therapies that use CRISPR gene-editing technology. The preliminary results suggest the therapy is safe and could pave the way for further clinical trials. The treatment, dubbed CTX001, utilizes CRISPR edited human stem cells to help treat two different types of disorders that affect hemoglobin, the protein that carries oxygen throughout the body. The treatments, developed by CRISPR Therapeutics and Vertex, aren't easy or cheap. They require teams of health care professionals to collect stem cells from a patient's blood before they are edited, outside of the body, with CRISPR. The gene-editing tech "turns on" a version of the hemoglobin gene normally deactivated in adulthood and the patients undergo a stem cell transplant to receive the edited genes. CRISPR Therapeutics and Vertex will look to enroll up to 45 patients from across the US, Canada and Europe in trials of CTX001, with each patient receiving long-term follow-up study to assess safety of the treatment. Read more [HERE](#).*

**> Would the Stock Market Crash if Elizabeth Warren Became President?**

*From Ben Carlson of A Wealth of Common Sense: Some prominent investors are worried about a potential Elizabeth Warren presidency and the impact her policies would have on the stock market. Hedge fund billionaire Paul Tudor Jones recently predicted a 25% market crash if Warren were to be elected. Fellow hedge fund billionaire Leon Cooperman made a similar forecast, joking to CNBC, "They won't open the stock market if Elizabeth Warren is the next president." So should we heed the warnings of the Warren doomsayers? Not so fast. Market crash predictions surrounding new presidents is nothing new. But even the wealthiest investors can succumb to political bias in their investment forecasts. Before Donald Trump was elected, Dallas Mavericks owner Mark Cuban said, "In the event Donald wins, I have no doubt in my mind the market tanks." Barack Obama faced similar scrutiny about how his policies would impact the stock market. Michael Boskin of Stanford's Hoover Institution wrote an op-ed in the Wall Street Journal on March 6, 2009 with the following headline: "Obama's Radicalism Is Killing the Dow." That was one trading day before the market hit a generational bottom. Stocks would go onto quadruple from those levels. Read more [HERE](#).*

**> Tackle Box for the Modern Fisherman Includes Rod, Reel, and a Drone:**

*When fisherman Robbie Riches laments the ones that got away, he means his \$1,000 drones. He belongs to a school of anglers who have swapped the seaside tranquility of surf fishing for the motorized whine of drone fishing. The flying machines ferry baited fishing line from the angler's reel far from shore and then lower the hook to where the best tuna, mackerel and snapper are said to lurk. If all goes well, the drone releases the line, and the fisherman reels in the catch when a fish bites. If there is a problem, a hooked fish can yank the drone into a costly crash landing. Mr. Riches, 36 years old, has crashed three drones over the past year or so for various reasons: a balky release mechanism, low battery, bad luck. He has insurance but is out the deductible. The risk is outweighed by a shot at bigger fish farther offshore. Mr. Riches said he once bagged a 42-pound mackerel. Australia is a hot spot for drone fishing, but the sport has spread to the U.S. and elsewhere. The Florida-based International Game Fish Association said it would certify a record catch that used a drone as long as the fish was reeled in by hand. Read more from [The Wall Street Journal](#).*

**> 8-Year-Old Girl Bags 12-Point Buck While Doing Homework:** *An 8-year-old Mississippi girl was doing school work in a deer stand when her mother told her there was a buck nearby. Lisa Fortner of Foxworth knew there had been a good buck in the area where she and her daughter, Kate, were in the stand. Lisa was watching some deer in the field that were too far to shoot while her daughter did school work. Then a buck came out, close enough for a shot. Kate quietly got in position, looked through the scope and saw something else. "Mama, there's a second one," Kate told her mother. "I'm going to shoot the second one." The buck was in range, but he and the other buck were headed toward the other deer in the*



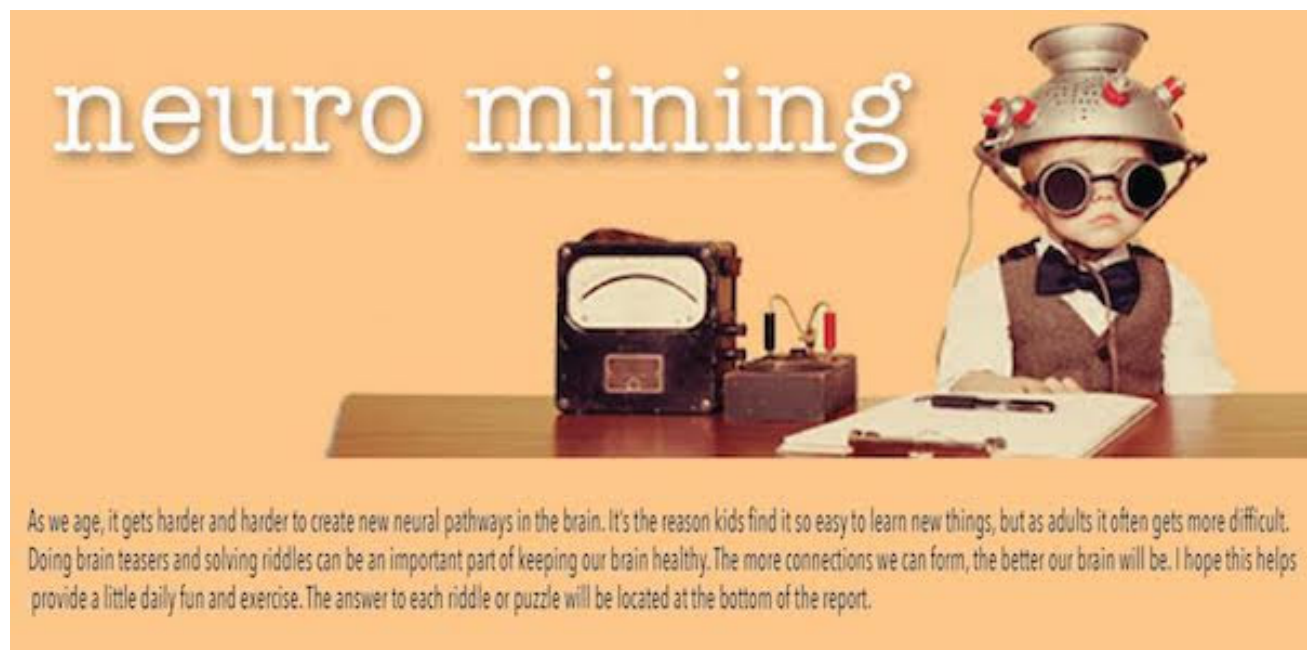
*distance and would soon be too far away for Kate to shoot. Lisa said she made a grunting sound and the buck stopped. He was broadside at 160 yards. A range like that may seem a bit excessive for an 8-year-old, but not for Kate. Lisa said Kate had already harvested five deer before this hunt. "For Christmas when she was 3, she received a .22 Crickett," Lisa said. Kate learned to shoot with the tiny rifle and then graduated to a big game rifle and killed her first deer at 4 years old. For Lisa, the moment they got their hands on the 12-point buck was monumental. "It was a surreal moment," Lisa said. "We were so happy. ... I was a proud mama at that moment. Read more from [USA Today](#).*



**Northern North Dakota** - We are harvesting corn right now. We had to shut it down today as the snow fell and was sticking the ears. Like most guys in this area, we are harvesting corn that is right around the 50 pounds per bushels which makes it about worthless. The dockage is upwards of 60 cents just for the test weight and the basis is another 50 to 60 cents depending on where you go. Most places don't drop below an even \$2.00. I suppose they do that as a courtesy to the farmer. Most guys are either holding off on harvest or sticking it in a bin and riding it out until next year. The recent warmer weather didn't thaw the ground all the way out but it melted the top 2 inches so we are a little greasy. It's supposed to get extremely cold again by late next week.

**Northern Iowa** - Most of our corn was far better than we expected. I would say the most interesting part of the harvest is corn actually yielded quite a bit better than the kernel counts indicated later in the finishing stage. We missed all the frost concerns that most guys were worried about so that really helped. I think we had an early frost already calculated into the equation. The yields across the farm were 192 bushels which to compare is about 7 bushels less than our APH. Last year we made over 230 bushels on most of our better fields.

**Western Missouri** - We are completely done with both corn and soybean harvest. The biggest issue in soybeans was how late they were planted. The later planted beans just didn't do very well. We had similar issues with the later planted corn but it just wasn't as severe. The corn cleared our APH by a few bushels but that was about it. Disappointing compared to last year but overall it could have been much worse. We are in the process of finishing fieldwork before the weekend to avoid several days of rain and what most likely will be the end of the season.



As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we can form, the better our brain will be. I hope this helps provide a little daily fun and exercise. The answer to each riddle or puzzle will be located at the bottom of the report.

**TODAY'S RIDDLE:** I cannot hear or even see, but sense light and sounds there may be. Sometimes I end up on the hook, or even deep into a book. What am I?



### **Turning Marginal Acres into Revenue with Silvopasture**

Silvopasture is one of the oldest known forms of agriculture which has been practiced in many parts of the world for centuries. One of several distinct forms of agroforestry, Silvopasture is the practice of integrating trees, forage, and the grazing of domesticated animals in a mutually beneficial way. Research suggests silvopasture far outpaces any grassland technique for counteracting the methane emissions of livestock and sequestering carbon under-hoof, as they capture five to ten times as much carbon as those of the same size that are treeless, storing it in both biomass and soil. And I'm told the practice is seeing a resurgence in America.

Carbon aside, the financial benefits for farmers and ranchers willing to try something new, grow different crops and work a little harder are considerable. Livestock, trees, and any additional forestry products, such as nuts, fruit, and mushrooms, generate income on different time horizons, meaning new markets could be accessed and cashflows improved, while at the same time, enhancing the health and productivity of both animals and the land. Through a well thought out plan that is diversely productive, your operation could also be more insulated from risk.

National statistics on silvopasture are difficult to come by, as the USDA's census of agriculture does not measure it, and it takes varying forms in different regions. Those who research and promote silvopasture say the label can often be used erroneously, meaning it's not simply letting animals into a woodlot. Silvopasture is a very intentional, portable pasture system that works to maximize the health of both trees and animals.

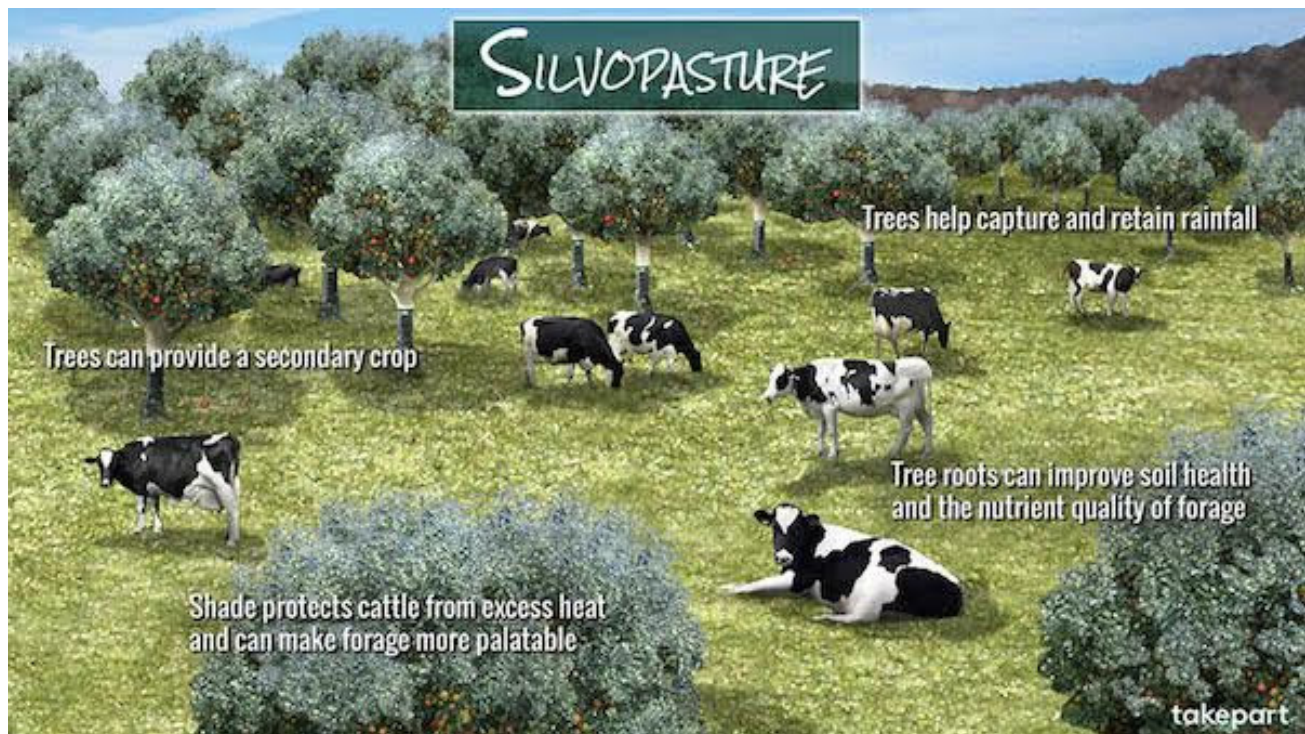
Project Drawdown, a nonprofit research group focused on climate, ranked silvopasture as the ninth most impactful climate change solution in the world, above rooftop solar power, electric vehicles, and geothermal electricity. I'm told the group estimates that if farmers increased silvopasture acreage from



approximately 351 million acres today to 554 million by 2050, carbon dioxide emissions could be reduced by 31.2 gigatons. With all the environmental and sustainability trends that are now at the forefront of food and agriculture conversations, this could serve as one of many viable solutions from the farming community that could position us as leaders of change and not followers.

Steve Gabriel is an agroforestry specialist at Cornell University's Small Farms Program, as well as the author of the book on [silvopasture](#), and his farm made a switch five years ago when they began working with what was depleted, degraded, and unproductive hay land. In that time, they've seen a transformation of the soil and the vegetation, with increases in organic matter and a big shift in soil biology from the bacteria-dominated soils you get in the open pasture to the fungi-dominated soils you get when you bring in trees, with the animals doing all the work.

What I like about the process, is that it could be a perfect fit for some operations that have some marginal land that isn't well suited for growing crops. I suspect if you go back far enough into your family's history, you will find an ancestor that practiced silvopasture. For some operators, what's old could become new again and provide some much-needed revitalization to portions of your land as well as your bottom line. Something to consider. (Source: civileats, chelseagreen, csmonitor, wiki, drawdown)








**“WHAT EXCITES ME ABOUT  
SILVOPASTURE IS THAT IT OFFERS AN  
ECOSYSTEMS APPROACH TO FARMING,  
WHERE MANY GOALS CAN BE ACHIEVED**



WHERE MANY GOALS CAN BE ACHIEVED

SIDE-BY-SIDE, IN SCENARIOS THAT  
ARE WIN-WIN-WIN FOR EACH  
OF THE COMPONENTS.”

—**Steve Gabriel**, author of *Silvopasture*



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### Picking & Cooking The Right Turkey Bird...

With Thanksgiving right around the corner, I thought we should talk about picking the right bird. My grandpa always told me there were several tricks to picking the right bird for Thanksgiving. Through the years of travel and meeting lots of friends in farming, I've also heard a ton of turkey bird tips. I recently ran across a wonderful article written by Janet Rausa Fuller over at [Epicurious](https://www.epicurious.com). She does a fantastic job of explaining a ton of turkey insights. Below are a few of the



highlights from Janet along with some tricks I've learned myself:

**Frozen vs. Fresh** - *There is no difference in quality between a fresh and frozen turkey. The difference is in the way the birds leave the processing plant, according to the National Turkey Federation. Frozen turkeys are flash-frozen right after packaging to 0 degrees (or colder). More perishable fresh turkeys are "deep-chilled"—but never below 26 degrees. The "fresh" label can by law only be used on a turkey that's never dipped below that 26-degree threshold. In other words, previously frozen birds can't be thawed and sold as fresh.*

**Self-Basting vs. Basted** - *A lot of supermarket birds come with a "self-basting" or "basted" label. This means they've been injected with a solution of broth, stock or water, melted butter, spices, and other flavorings like wine, juice or maple syrup. The label will list the ingredients and the amount of added solution, which the USDA says can be no more than 3% of the total weight of the turkey. The Turkey Federation says, "it's also a moisture factor: it boosts the "succulence" of the meat and results in a darker, crispier bird because the solution is directed right under the skin."*

**Pastured vs. Heritage** - *If you buy your turkey at the farmers' market or directly from a farmer, there's a good chance it's a pastured or heritage bird. It also was probably raised according to organic principles, though it may not have the USDA organic seal. A heritage turkey signifies specific breeds of turkey dating back generations. Most will say heritage turkeys have larger legs and thighs and smaller breasts than commercial birds, and richer, gamier-tasting meat. A pastured, or pasture-raised, turkey was raised primarily outside on open pasture. Some say pastured birds are a lot more flavorful than others. With either type of leaner bird, adjusting your cooking approach is recommended. Amp up the fat around the breast meat to retain moisture, for example, by slathering softened butter under the skin or placing a layer of bacon strips over the breasts (this technique is called barding) before roasting. You could also pull the bird from the oven at 160°F—before it hits the USDA-recommended 165°F—and tent the turkey with foil, which will allow for carry-over cooking without drying it out. Or, consider braising instead of roasting.*

**How About "Kosher"** - *Birds labeled "kosher" have been slaughtered and processed under rabbinical supervision—and they come pre-brined, which lessens the chance of a dried-out bird.*

**How About "Organic"** - *USDA certified organic turkeys are supposedly raised on organic, pesticide-free feed, with access to the outdoors (though how much time they spend outside isn't clearly defined).*

**How About "Range-Free"** - Means the birds were "allowed access to the outside," but that's about as far as the USDA defines it, so again, I'm not really sure how much time the turkeys actually got to spend out there.

**What About "Hormones"** - Regardless of what you might hear, I'm told it's illegal to give any Turkey being sold to the public hormones. If you're concerned about antibiotics, keep an eye out for "antibiotic-free" or "raised without antibiotics" on the label.

**When To Buy Your Bird** - If you're buying fresh, ideally you'll want to buy it as close to Thanksgiving as possible. If you buy earlier than that and you're not certain your fridge is cold enough (time for a thermometer check—it should be no warmer than 40 degrees in there), store the turkey in the freezer. If you're buying frozen, buy it now or soon. Just give yourself enough time for thawing—24 hours for every four pounds of meat. It is best to thaw the turkey in the refrigerator, where it's too cold for harmful bacteria to grow. Use the bottom shelf, in case of drips. Place the turkey, breast side up, in its original wrapper, onto a rimmed baking sheet.

**How Big Should You Buy?** Small turkeys weigh less than 12 pounds. Large ones are in the 15 to 20-pound range and can go even bigger. Most say you need to figure one (uncooked) pound of turkey per person and 1.5 pounds for generous leftovers. My grandpa always said 16-pound birds were the most ideal for cooking and taste. Smaller birds -- 12 pounds or less -- have a smaller meat-to-bone ratio, so allow 2 pounds per person.

**What's The Right Temperature?** Many commercial turkeys come with a built-in pop-up timer, a spring-like little contraption made of food-grade metal or wax that pops up—or is supposed to—when the temperature of the meat reaches the target 165°F. The USDA, the National Turkey Federation, the Butterball Turkey Talk-Line and pretty much everyone else says NOT to rely on the pop-up timer. Use a meat thermometer to double-check your bird is at 165 degrees. Let the turkey rest, loosely tented with aluminum foil, for at least 30 minutes before carving so the juices can reabsorb.

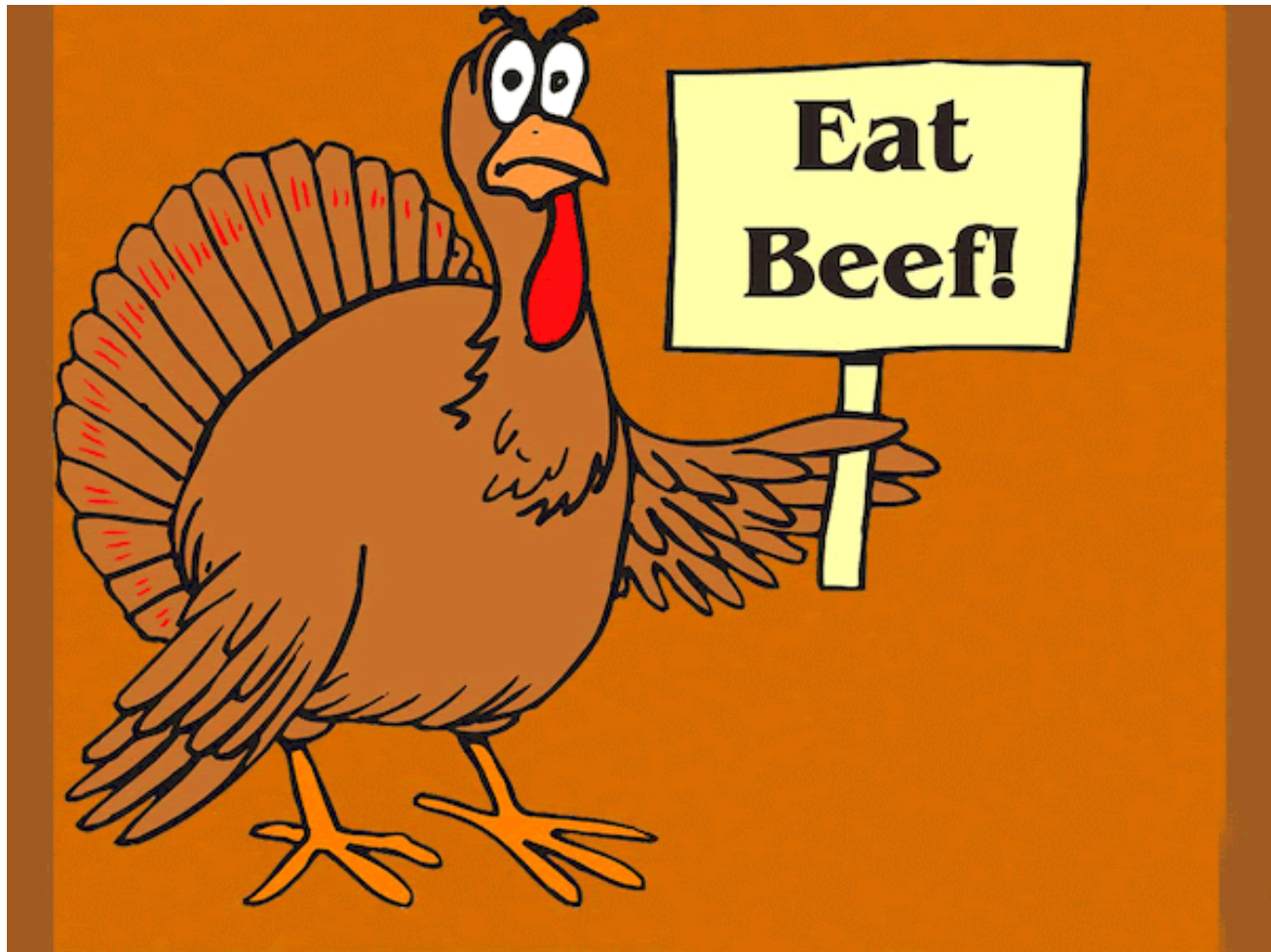
**Stuffing The Bird** - If stuffing the turkey, do so just before roasting to prevent unwanted bacterial growth. Many cooks believe stuffing cooked inside a turkey is more flavorful and moist. Because the stuffing will expand as it bakes, fill the turkey's cavity loosely; this also allows the stuffing to cook more evenly and keeps it from becoming too dense. A 12- to 15-pound turkey needs about 10 cups of stuffing; a 15- to 20-pound bird can hold up to 12 cups.

# Top Turkey Tips









### **Highly Recommended TV Binge: Ken Burns' Country Music**

I just recently finished Ken Burns' *Country Music* documentary series on PBS and have to say, it is probably the most enjoyable thing I've watched on television in some time. One of the greatest things about it was all the memories it brought up of my parents and grandparents, who all loved country music. It is a powerful walk down memory lane for anyone that grew up with country music playing on the radio.

For those not familiar, Ken Burns is one of America's most highly regarded documentary makers. He's also got a reputation for being VERY thorough, which results in projects that can seem impossibly long. The *Country Music* series is over 16 hours, so it took me a couple of weeks to get through it all. Some of his other projects include *The Civil War* (1990), *Baseball* (1994), *Thomas Jefferson* (1997), *Jazz* (2001), *The Roosevelts* (2014), and *The Vietnam War* (2017).

Burns' *Country Music* covers the genre from 1933 through 1996 and includes everything from Jimmie Rodgers and "Dust Bowl refugee" acts to Dolly Parton and the "Outlaw" country movement. Burns has said he believes it is one of the greatest subjects he's ever taken on. "I don't know why we denigrate country

music," he told NPR in an interview. "We superficially label it, you know, pickup trucks and good ol' boys and hound dogs and six-packs of beer, when it is in fact dealing with the fundamental questions of the human project which is love and loss."

His admiration (and I'd say outright love) for country music shines through loud and clear. As he explained it in one interview, "When somebody says, 'I'm so lonesome, I could cry,' as Hank Williams did, there's nobody on the planet that hasn't experienced that." Burns spent about eight years working on the project, filming a total of 175 hours of interviews with 101 artists and other industry personalities, many of whom have since died. In fact, Burns believes he might have filmed one of the last interviews that the late Merle Haggard ever gave - he passed away in 2016. Other highlights include Loretta Lynn, Willie Nelson, Charley Pride, Kris Kristofferson, and Marty Stuart, just to name a few.

One thing that struck me about the series is that Burns really lets the music and musicians tell the story rather than pulling in a bunch of academics. Burns actually praised Marty Stuart for his invaluable contributions, saying he served as a guide for the series more than anyone else. "He saved every scrap of paper, every telegram, every photograph, every uniform. He knows the history back and forth and he, in the course of it, has seen everything," Burns said. The docu-series also includes a ton of rare footage and photographs taken throughout the decades.

Overall, it hits all the highlights you'd expect, like the Carter family, Johnny Cash, Elvis, Minnie Pearl, The Grand Ole Opry, Patsy Cline, Hank Williams, Ray Charles, and Garth Brooks. Burns and his team also tug on the threads of country music that might not be as well known, especially the integral roles of women and African Americans. The coverage spans country music's genesis with hillbilly songs to post-war American bluegrass to rockabilly and country-pop, and tries to connect the dots at every intersection the genre takes with other musical genres.

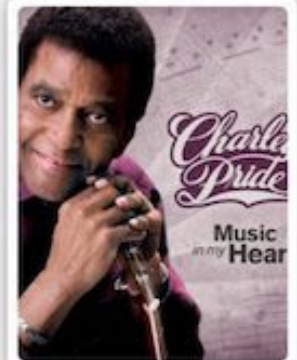
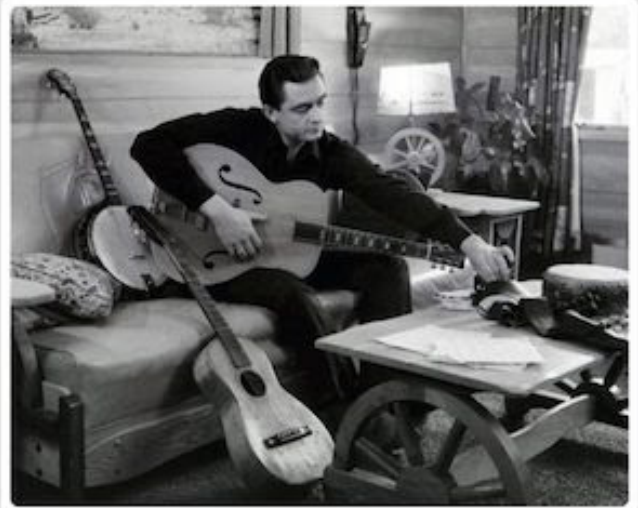
The docu-series is also rich in American history, which makes sense as Burns believes country music, maybe more than any other art form, tells the story of our country and its people. "I can think of no better story that reminds us that we're all in the same boat ... then the universal truths that emanate not out of just the songs, the art, but of the story of the people who made those songs," he said.

Anyone who thinks they have expert-level knowledge of country music, trust me, this will seriously test your skills! This series helps fill in the gaps you didn't even know you had. And it's not just for country music fans. "When people ask me who I made this film for, I say everybody, but especially those who think they don't like country music," Burns explained in an interview with Esquire. "These are complicated stories that are intersecting with class and poverty and race and geography and art and creativity. It's American history firing on all cylinders, and



another way for us to see the complicated 20th century." I encourage everyone to take the time to watch this amazing series. (Sources: PBS, NPR, Business Insider, Rolling Stone)

This might also make for a cool Christmas gift! Click [HERE](#) for Amazon













**ANSWER to riddle:** A worm.



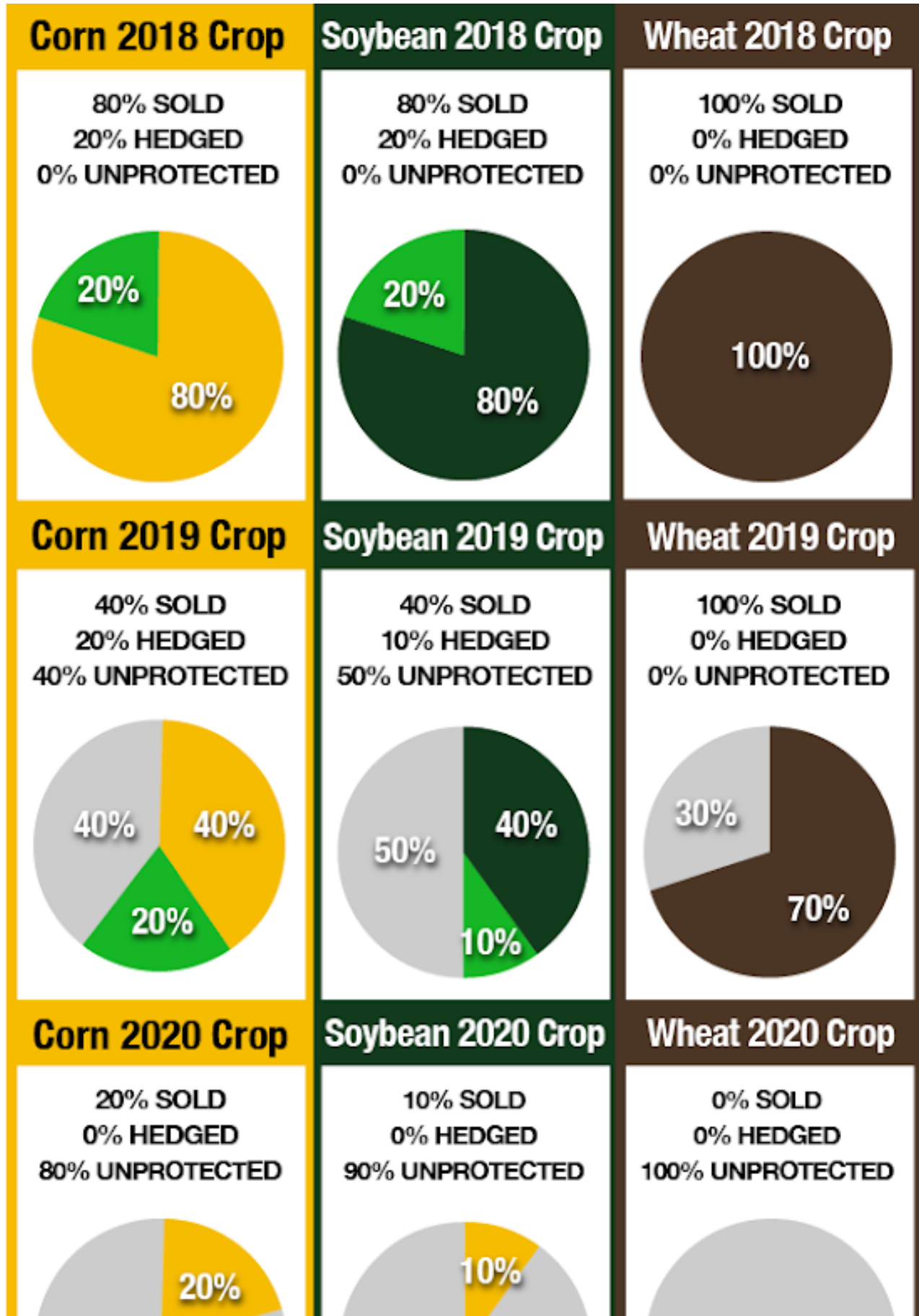
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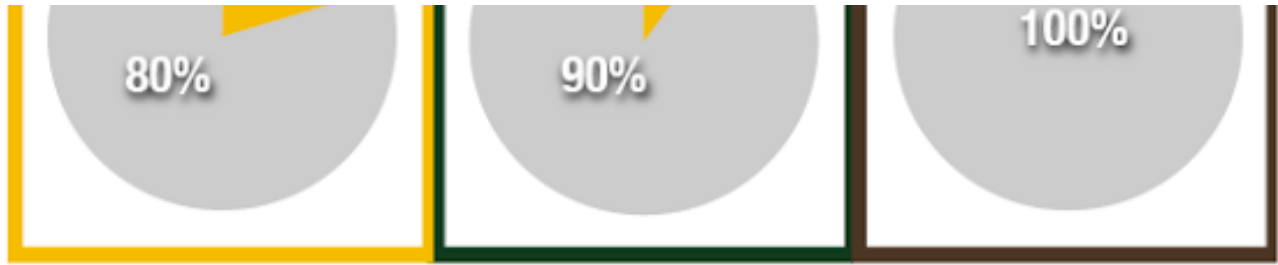
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