



Josh Knight &lt;josh@farmdirection.com&gt;

**GOOD MORNING: The Van Trump Report 1-23-20**

1 message

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

Thu, Jan 23, 2020 at 5:30 AM

Reply-To: Jordan &lt;reply-fecc10767563067d-1142\_HTML-68584704-100003450-8@vantrumpreport-email.com&gt;

To: josh@farmdirection.com



"The smart money most always loses money shorting bubbles because they can't comprehend that it can keep going higher." - **Jim Rogers**

**Thursday, January 23, 2020**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** Stock prices could continue to face headwinds caused by the Chinese coronavirus outbreak as health experts grow more concerned about how rapidly it has spread. As of yesterday afternoon, there were two "preliminary positive" reports of the virus in Hong Kong and patients are now under examination in Mexico and Russia. The first U.S. case was confirmed on Tuesday. The number of cases in China has climbed to at least 550 and is now being blamed for at least 17 deaths. The WHO yesterday delayed a decision on declaring a public health emergency of international concern, saying the situation is complex and they need more information. They are expected to meet again today. China has halted travel from the the city of Wuhan where the coronavirus outbreak appears to have originated and countries around the world have implemented enhanced screening measures at airports. It's still too early to really determine how big a

threat this new coronavirus might pose but stock traders seem content to sit on the sidelines until more facts are available. On the plus side in all this, investors haven't panicked and major indexes are still within striking distance of their recent record highs. The S&P 500 actually climbed a hair higher yesterday thanks to a rally in tech stocks. The sector is getting support from an announcement that the U.S. and France have reached a truce over digital taxes and neither side will introduce retaliatory tariffs this year. IBM is also partially to thank for the tech sector surge after higher than expected earnings results gave its stock a boost. According to Barron's, IBM's +3% one-day-gain yesterday exceeds the stock's performance for the entire previous decade. Today's earning spotlight will be on American Airlines, Comcast, Discover, E\*Trade Financial, Intel, Kimberly-Clark, Procter & Gamble, Southwest Airlines, and Union Pacific. Economic data is very light with the Kansas City Fed Manufacturing Index being the only report of note.

### **What About Natural Gas?**

Natural gas prices have fallen to near 20-year lows. This is somewhat unseasonal as most of the major lows in this market are generally not posted until March-April or even later in the calendar year during August-September. This is why some traders wonder if there's still a lot more room to the downside? The medium-term weather forecast doesn't seem all that severe and there seems to be plenty of supply in the pipeline. Several reports circulating show excess supply coming from drillers in heavy oil-producing regions such as the Permian Basin, where they most generally co-produce oil with natural gas. In fact, last week the U.S. Energy Information Administration reported that gas held in underground storage in the contiguous 48 states was still over 3 trillion cubic feet—a high figure for midwinter and almost 20% above the level from this time last year. At the same time, the EIA is predicting dry natural-gas production in the U.S. will rise beyond last year's record production by almost +3% in 2020. The Wall Street Journal recently reported that shares of Pittsburgh-based EQT Corp., the nation's largest natural-gas producer, have fallen more than 60% in the past 12 months. The company said last week that it was planning to write down the value of its assets by up to - \$1.8 billion, partly due to low gas prices. At the same time shares of Gulfport Energy Corp. and Antero Resources Corp. have plummeted around 80% in the past year, while shares of Range Resources Corp. have fallen more than 65%. Hedge funds and other speculative investors are the most bearish they have been on natural-gas prices since the financial crisis of 2008 and are now net-short an estimated -270,000 contracts. I would like to eventually get bullish this market but I'm in no major hurry. There's a glut of supply, the weather at the moment seems non-threatening, and it's tough to envision exports ramping up aggressively anytime soon. Bottom line, I've got the natural gas market on my radar and am paying very close attention. (Source: NaturalGasIntel; The Wall Street Journal; DailyFX; MarketRealist)



**Existing Home Sales Soar to Best Pace in Nearly 2 Years:** *US existing-home sales leaped higher in December to set their best pace since early 2018, according to new data from the National Association of Realtors. Sales of previously owned homes gained +3.6% last month after a moderate decline in November, reaching an adjusted annual rate of 5.54 million. Median sale price jumped to \$274,500, a +7.8% increase from the year-ago period as construction of new homes was outpaced by buyer demand. NAR notes that low inventory remains a problem, with first-time buyers affected the most. Total housing inventory reached 1.4 million units at the end of 2019, -8.5% lower compared to the year-ago period. Unsold inventory has fallen for seven straight months from their year-ago levels, signaling continued strain on the housing market. (Source: Markets Insider)*

**What About Tesla Stock?** *For full disclosure, I exited about half of my Tesla stock yesterday morning but the stock still remains my largest portfolio holding. My exiting has nothing to do with the fundamentals of the company whatsoever, I simply had some numbers and objectives written down from a long time ago and chose to follow my scripted play, especially now that we are in uncharted waters and trading with extreme volatility. One thing for certain is that founder Elon Musk has massively increased his wealth in the past several weeks as the stock has exploded higher approaching \$600 per share. From what I understand, Musk owns more than 34 million shares and could acquire another +20 million shares if the company's valuation can stay over \$100 billion for six months. The electric car company CEO, who has never accepted his annual salary of about \$56,000, could instead be awarded stock options if Tesla meets specific performance milestones for profitability, and is valued at more than \$100 billion. Keep in mind General Motors is valued at roughly \$50 billion, and Ford valued at around \$37 billion. Meaning Tesla is now the most valuable U.S. car company of all time and worth well over what GM and Ford are worth combined. (Source: MoneyWatch; CNBC; The Wall Street Journal)*

**Burger King Trims Impossible Whopper Price on Slowing Sales:**

*Burger King is cutting the price of its faux-meat burger as sales start to dip following last year's introduction. Carrols Restaurant Group Inc., the biggest Burger King franchisee in the U.S., said sales tapered off to about 28 Impossible Whoppers daily per store -- down from 32 previously. The company, which has more than 1,000 Burger King locations, said sales appear to be stabilizing at that level. The sandwich was recently added to the chain's two-for-\$6 discount menu on a temporary basis. That compares to the previous suggested price of \$5.59 per sandwich. It's not surprising that sales have leveled off, said Adam Chandler, author of Drive-Thru Dreams: A Journey Through the Heart of America's Fast-Food Kingdom. "The fatigue tends to set in after the initial buzz," he said, noting that Carrols has reported a similar stabilization of Popeyes much-hyped chicken sandwiches. But Chandler doesn't expect the Impossible Whopper to be cut from menus anytime soon because of the chain's big investment in a national rollout, he said, predicting the sandwich will stick around for a long time. (Source: Bloomberg)*

**Jeff Bezos' Cellphone Hacked:** *A WhatsApp account belonging to Saudi Arabia's Crown Prince Mohammed bin Salman appears to have been used to hack into the cellphone of Jeff Bezos in an effort to "influence, if not silence" reporting on the kingdom by The Washington Post, two United Nations human rights experts said on Wednesday. Mr. Bezos, the billionaire owner of Amazon, who also owns The Washington Post, received an encrypted video from the crown prince loaded with digital spyware that enabled surveillance of his cellphone starting in May 2018, the United Nations experts said in a statement. At the time, the government of Saudi Arabia had grown critical of The Post's coverage of the kingdom, and particularly the work of Jamal Khashoggi, a columnist for the paper, whose writing criticized the crown prince. Six months after the hack of Mr. Bezos' phone, Mr. Khashoggi was lured into the Saudi consulate in Istanbul, where he was killed and dismembered by a team of Saudi agents. The Central Intelligence Agency has concluded that Crown Prince Mohammed likely ordered the murder. Saudi Arabia calls the hacking accusation "absurd." Other corporate leaders that met with the Prince at the same time Bezos' phone was believed to be compromised include Tim Cook of Apple, Mike Bloomberg, and Rupert Murdoch, though there are no indications they've been hacked. (Source: NY Times, Business Insider)*

**Which Countries Could be Hurt by U.S.-China Phase One Trade Deal:**

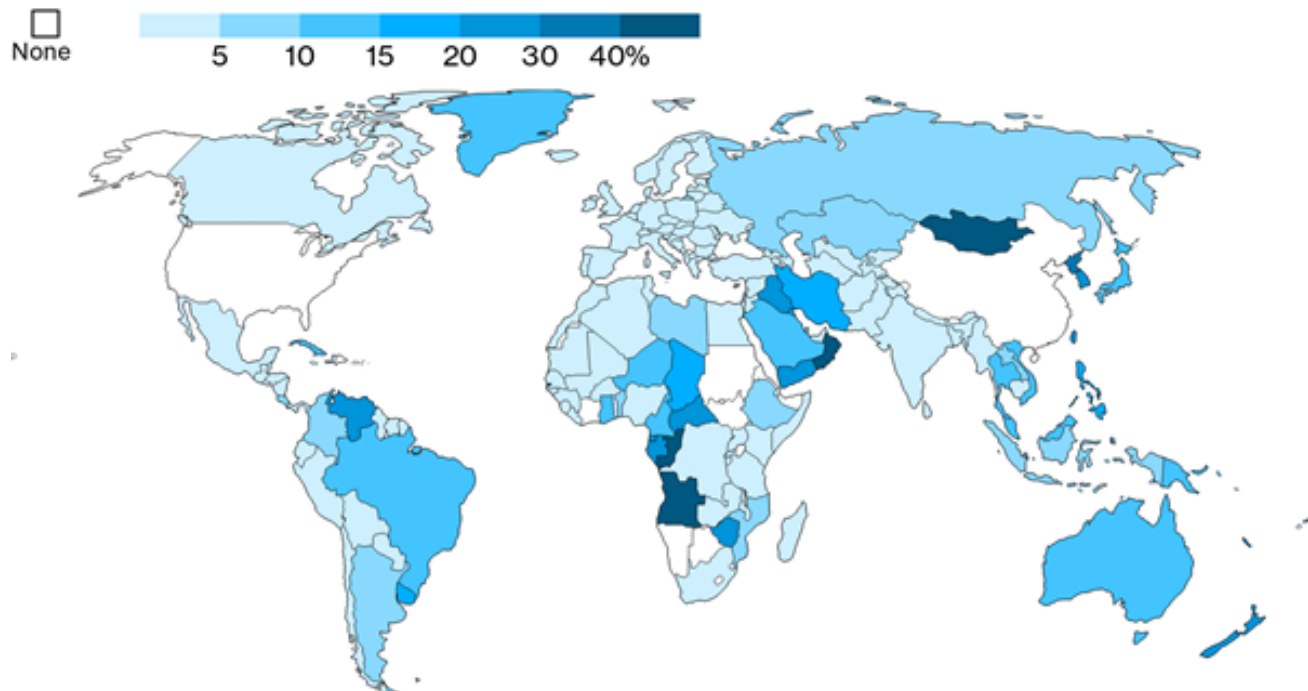
*The phase one trade agreement isn't being celebrated everywhere. Plenty of countries have a lot to lose if China increases imports from the U.S. In 2017, the baseline year for the deal, the U.S. share of China's imports in the target*



categories was 9% - adding the target commitments would take the share to 17%. Angola, the Republic of the Congo and Mongolia face the highest risk, with 57%, 49% and 47% of their total exports in 2017 coming from sales to China in categories covered by the deal. Focusing on major economies exporting agriculture and energy products - where substitution is easiest - Brazil, Saudi Arabia, and Australia are most exposed. The European Union has actually threatened a challenge to the World Trade Organization regarding whether the pledge by China to increase purchases of U.S. goods by at least \$200 billion over the next two years is WTO-compatible. Some say the commitments may violate the WTO's most-favored nation (MFN) rules, which require WTO members to treat trading partners equally. (Sources: Bloomberg, Politico)

## Exporters Potentially Hurt by Phase 1 Deal

Widespread risks from China's displacing its imports toward U.S. supplies



Source: China Customs Statistics, IMF DOTS, Bloomberg Economics

Note: Map shows countries' exports of annex 6.1 goods to China as a share of total goods exports in 2017

**Bloomberg**

# FARM TANK

## Tweets of the Day



### **Special Thank You!!!**

I wanted to again thank all of the kind folks, families, and friends who traveled and took the time to help support our first annual FARMCON event. We appreciate everyone's suggestions and thoughts on how we can improve and build a conference that truly helps all who live and operate businesses in rural America! I also wanted to publicly thank my entire family for their tireless work and effort putting it all together. Like working out on the farm, at times we all kick, scream and complain while tackling the difficult. But at the end of the day we feel rewarded and recognize it's the hard work that acts as the glue, keeps us close, and brings us all together. I loved it when our first speaker Andy Bailey said his primary driving goal was to have a place that his kids would want to come back to and a place that could bring them all together. #TheFamilyFarm, #RuralAmerica! See you all next year!



**Kendra Moser**  
@kendra\_moser



Starting 2020 with a fresh set of ideas, challenges and books to read. [#farmcon](#) [#agswag](#)





ADM Farmer Services  
@ADMFarmerServices



We're learning a lot of valuable information and gaining inspiration for 2020 at #FARMCON. If you're also attending, we'd love to talk to you about helpful resources for your 2020 planning!





**Arin Rader**  
@RaderFarming



@FARM\_CON 2020 conference! Learning how to improve our farming operation. #farmcon #AgSwag







**Strickland Farming Group**  
@strickland\_fgnc



Great meeting and speakers. @PauldeGelder best speaker and story I have heard. Awesome #farmcon







**Courtney Heyen**  
@costend



Snuck away to learn about farming and leadership with  
[@ericheyen](#) [#farmcon](#) [#agswag](#)



**#FARMCON**

**#AgSwag**



**luke stalets**  
@stalets



Met the true bad ass! [@PatMcAfeeShow](#) [@ToneDigz](#)  
[@toddmccomas](#) [@tyschmit](#) [@nickmaraldo](#) [@chief321](#)  
[#farmcon](#)







**StoutsvilleSeedShed**  
@RittingerSean

Having a great time at [#FARMCON](#). This truly is a different kind of ag conference! Wish you were here!  
[#AgSwag](#)



**Justin Heath**  
@iowa\_devildog

Amazing keynote this morning delivered by [@PauldeGelder](#)! Thanks for the inspiration and for your service to your beautiful country brother. [#FARMCON](#)  
[#badass](#)









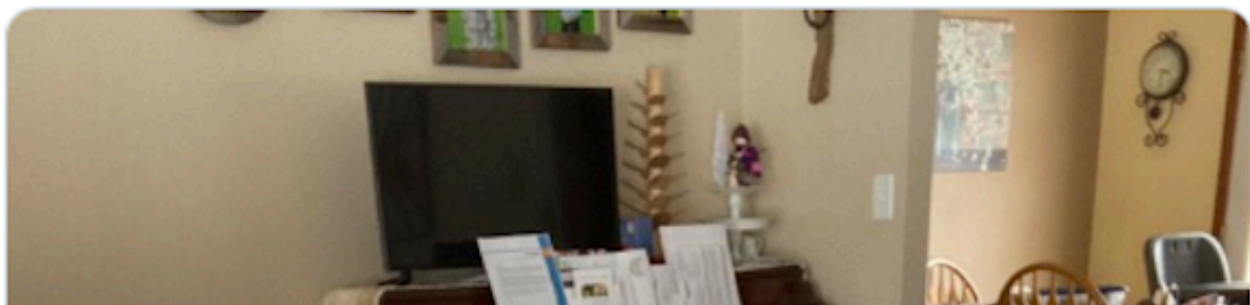
**Dallas Wessels**  
@dallas\_wessels

#agswag



**Matthew Krueger**  
@MatthewCKrueger

Finally made it home after a successful and enjoyable time at @FARM\_CON, despite the weather interruptions. #FarmCon #AgSwag #KruegerTravelJinx











**Jamee K**  
@JameeKugler

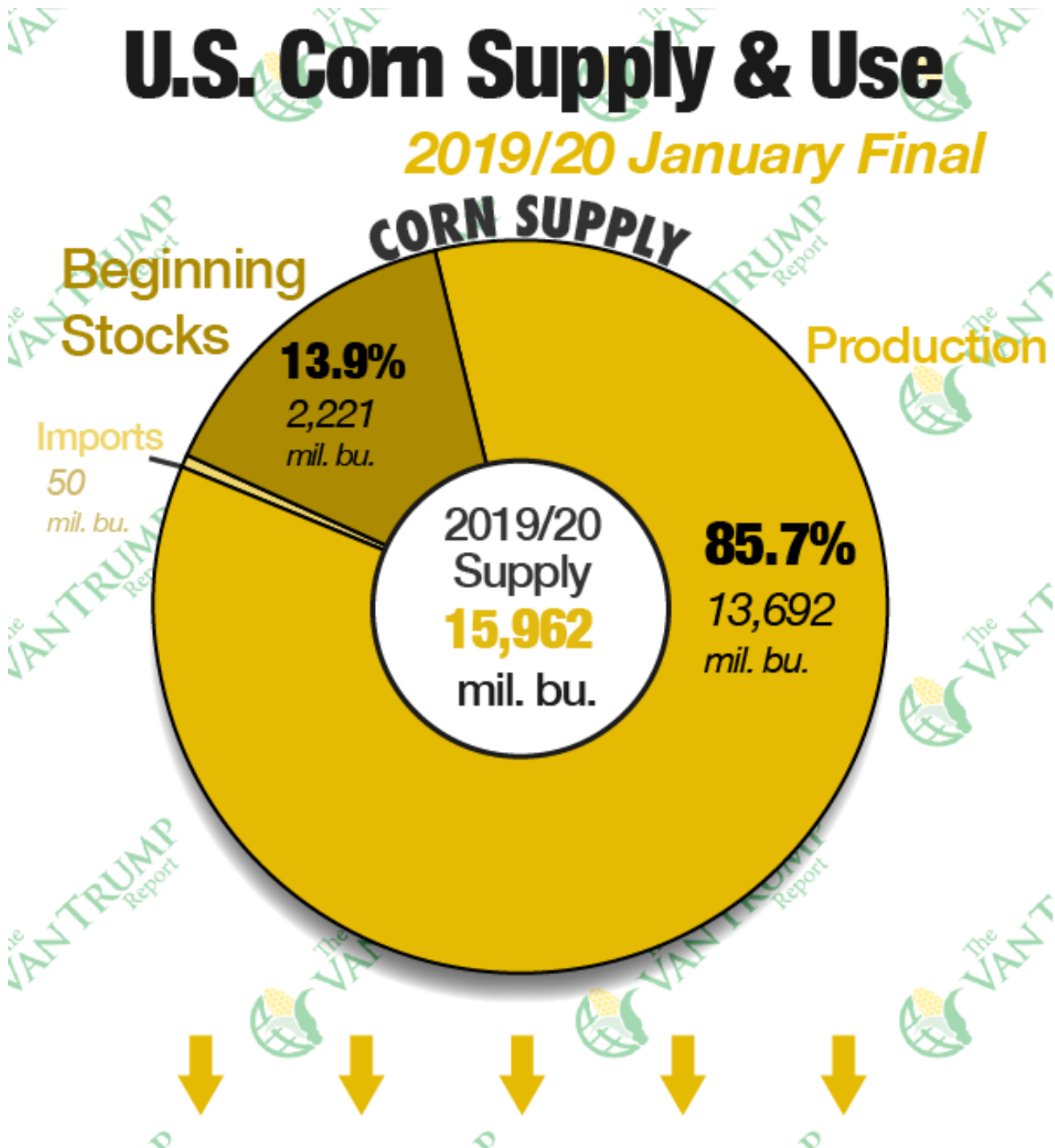


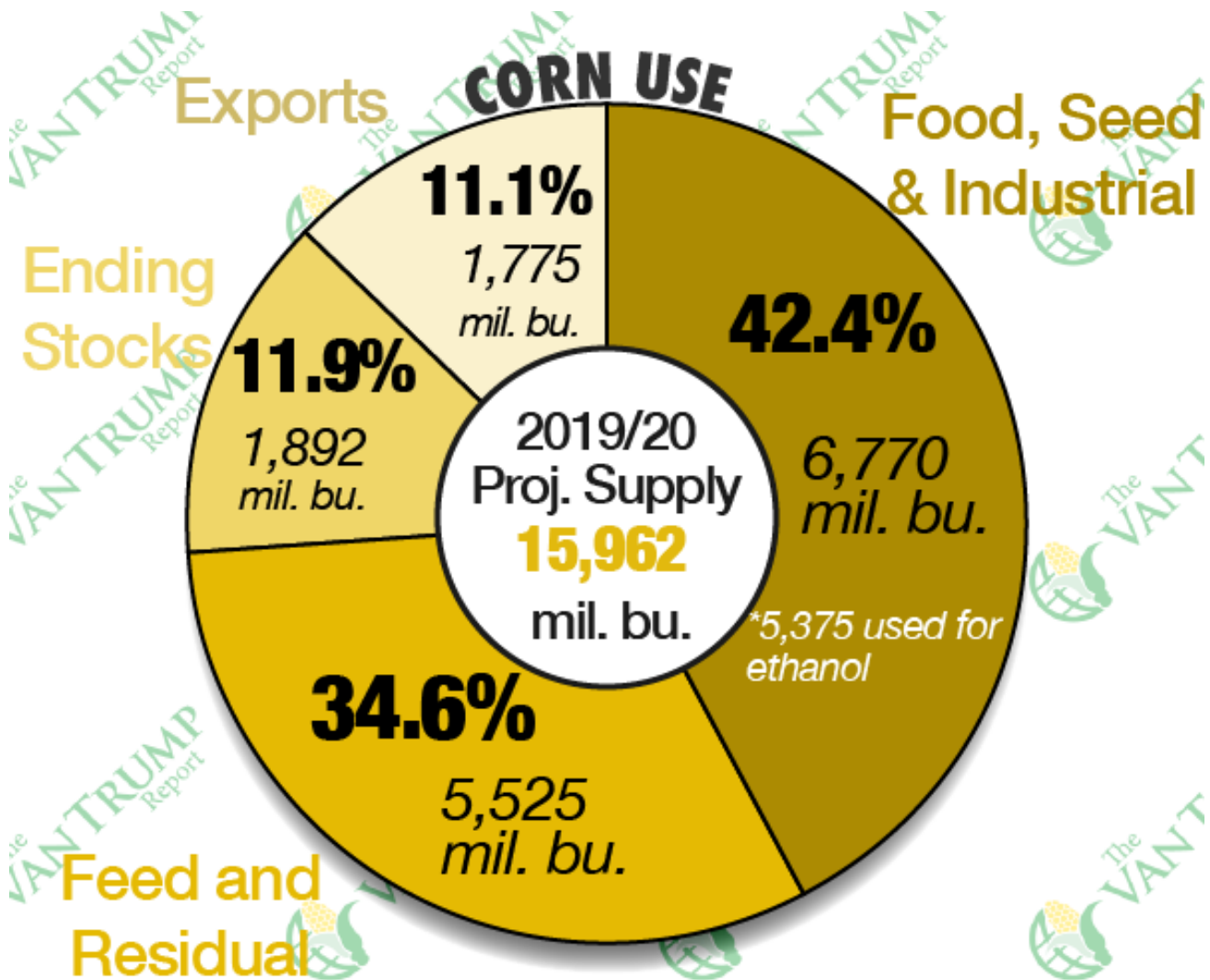
Having a blast at **#FARMCON**! So inspired by today's speakers. Huge thanks to **#agswag** for my amazing hat (not pictured). Shout out to the cow that took this pic with me. 😊 🐮



**Corn** traders are keeping a close eye on Chinese headlines and the very real possibility of the Asian giant buying U.S. bushels in a much larger fashion. Technical traders are paying close attention as the MAR20 contract approaches \$3.92, a level the contract hasn't traded above since early-November. The highest this contract has traded since mid-August has been \$4.11<sup>6</sup> per bushel. There are some bulls who believe confirmation of bigger Chinese buying of U.S. corn along with the recent strength in the wheat market could provide enough tailwind to challenge the recent nearby technical high mentioned above at \$4.11<sup>6</sup>. On the flip side, bears point to the fact South American crop conditions have dramatically improved the past few weeks and an increase in U.S. planted corn acres in 2020

could work to keep the balance sheet well supplied. Also, keep in mind, the Chinese Lunar New Year holiday starts this weekend and the bulls would like to see some big purchases announced prior to the week-long celebration. I suspect if the market doesn't get confirmation it could become a bit disappointed. Staying patient for the moment but still like the thought of being a longer-term bull. As a producer, I'm still not interested in making any additional cash sales. Remember, a huge chunk of Brazil's production in the form of second-crop corn has still not been planted and we are closely monitoring overly wet conditions in the northern regions.

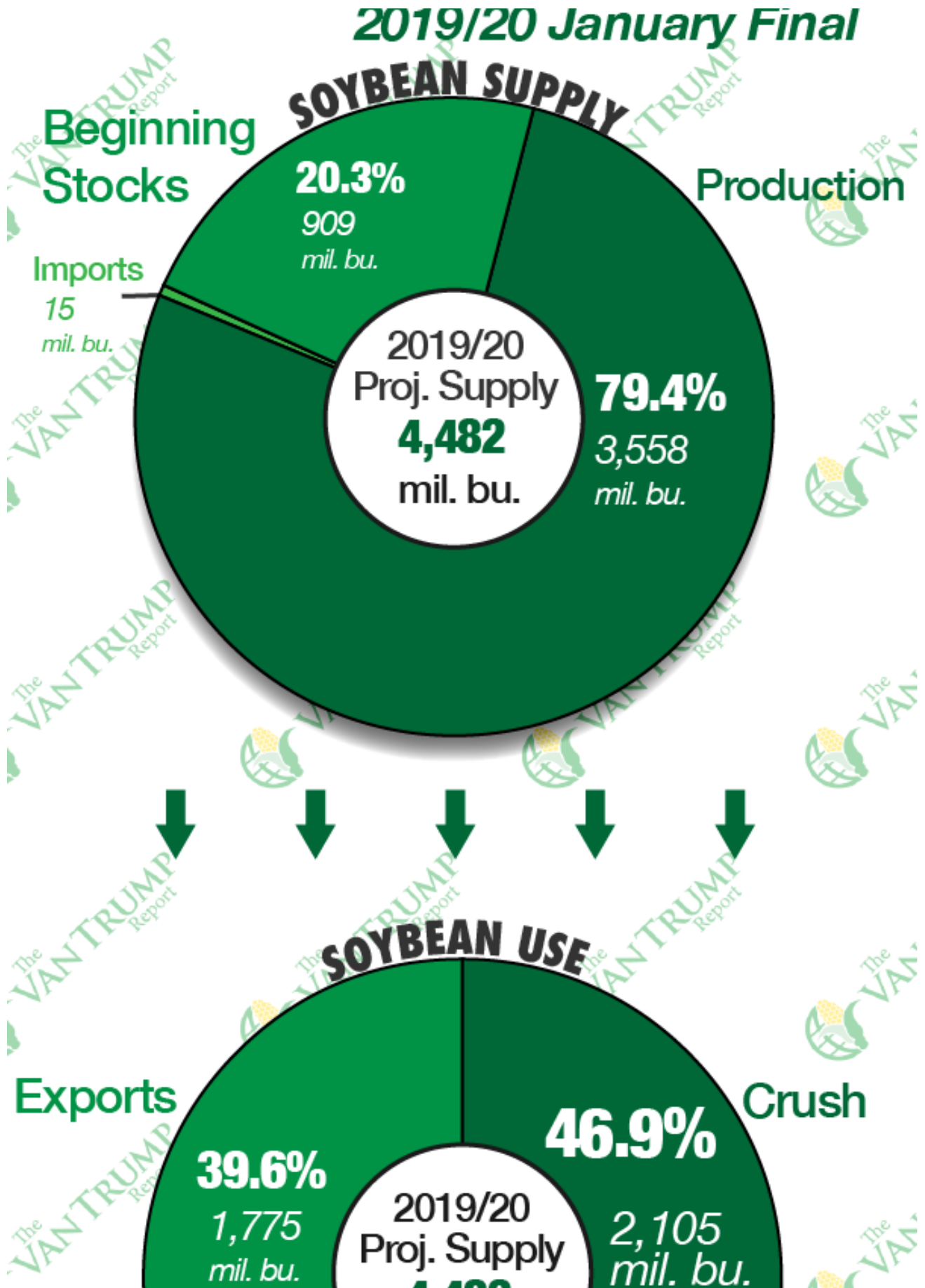




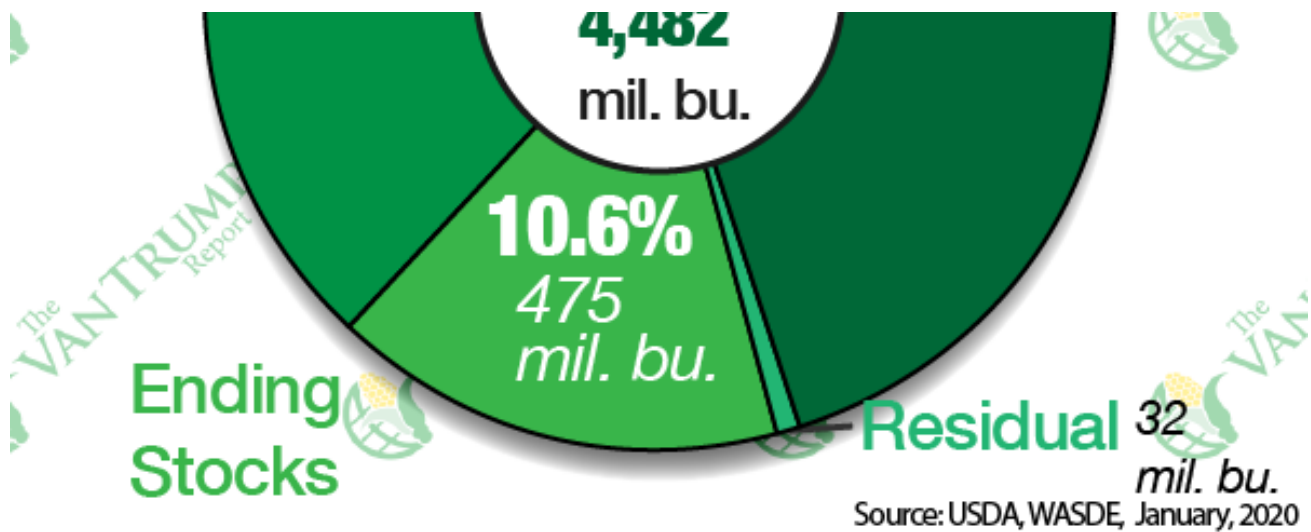
Source: USDA, WASDE, January, 2020

**Soybean** bears continue to point towards a lack of fresh buying headlines from the Chinese. Many inside the trade worry that Chinese buyers are now bought up into mid-Spring and might not need U.S. supply in a big manner until later in the marketing year, which certainly makes sense from an economic standpoint and considering the South American harvest is now underway and the crops look very strong. Don't forget the USDA's weekly export sales data is delayed until tomorrow since the government was closed Monday. Technically, the trade is thinking psychological support down around \$9.00 should hold nearby, with upside resistance more extreme between \$9.30 and \$9.50 per bushel. Staying patient as a spec, I might dip a toe in the water as a bull if we test the low end of the range sub-\$9.00. As a producer, I'm wanting to remain patient in regards to making more old or new-crop cash sales.

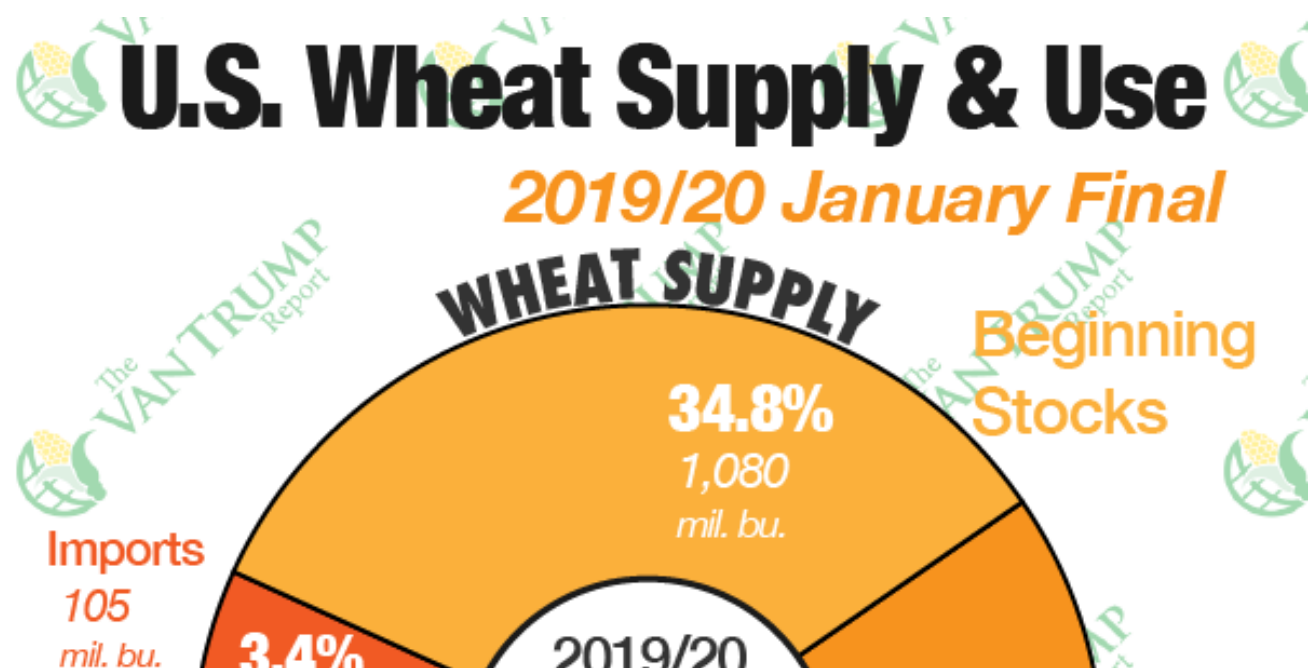
## U.S. Soybean Supply & Use

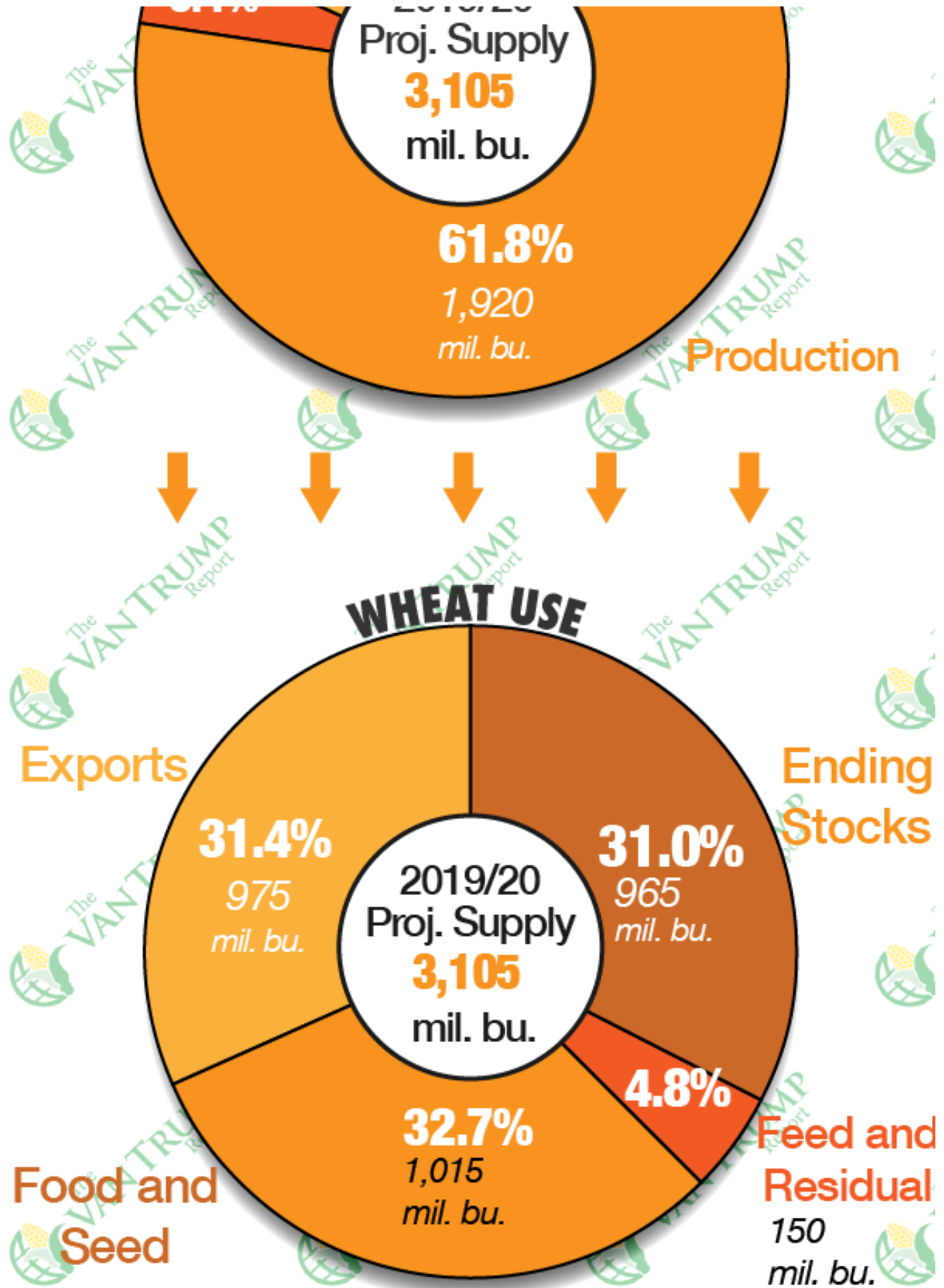






**Wheat** bulls have run into a bit of technical resistance and profit-taking after the market posted a fresh multi-year high in the MAR20 SRW wheat contract up between \$5.90 and \$6.00 per bushel. The last time the front end of the SRW wheat market traded north of \$6.00 was back in July of 2015. Supplies have been tight in the nearby cash market and with a few bullish headlines regarding Russia and the European Union, as well as the very real possibility of Chinese buyers stepping in to purchase U.S. wheat seems to be enough to keep the bears at bay. Similar to corn, bulls would prefer to see some confirmation of the Chinese buying U.S. supply prior to their upcoming New Years holiday which starts this weekend. Here at home, both traders and producers will be monitoring dry conditions in key HRW areas and wet conditions in some important HRS areas. As a producer, I still like the thought of rewarding the recent rally despite the fact there could still be additional upside on Chinese buying headlines and more extreme U.S. weather. I like the thought of making a few small cash sales each new leg higher.







Source: USDA, WASDE, January, 2020



**> Brazil Crop Tour Reports Higher Soybean Yields in Mato Grosso:** *As soybean harvest gets underway in Brazil, yields coming out of Mato Grosso are surprising, according to observations from analyst Fabio Meneghin at Agroconsult who traveled in the region last week. Meneghin said initial field work show soybean yields between +10% and +15% higher than last season. Agroconsult has estimated Mato Grosso would produce some 34 million metric tons of soybeans in the 2019/2020 cycle, but that projection could be increased pending a final analysis of the bean samples collected in the fields. Agroconsult's pre-crop tour estimate for Brazil's soybean harvest is 124.3 million metric tons, up from 119 million last year. (Source: Reuters)*

**> Egypt May Add Indian Wheat to List of Acceptable Import Origins:** *Egypt is studying the addition of Indian wheat as an acceptable origin for its international import tenders, the head of the country's agriculture quarantine said Wednesday. Egypt, the world's largest wheat importer, would not be affected if any country's wheat was scarce in the market due to its diverse list of acceptable origins, Ahmed al-Attar of the country's Ag Ministry said. (Source: Reuters)*

**> French Grain Industry Warns of Severe Impact of Ongoing Strikes:** *French grain industry players warned of a severe impact on the cereal sector if ongoing strikes over pension reform that have disrupted the country's rail services*

*and port activities since last month were to last. A month-old public transport strike that has crippled rail services and rolling stoppages by dock workers have left firms in the European Union's biggest grain producer struggling to get their crop to ports and factories. Intercereales, the French organization encompassing grain producers, exporters and processors said 450,000 metric tons of grain worth some 100 million euros (\$111 million) were blocked in French ports. The lobby group also warned that international clients were now turning to alternative origins, including northern Europe, Baltic countries and the Black Sea. Read more [HERE](#).*

**> 2019's Historic Floods May be the New Normal:** *According to the United States Department of Agriculture, heavy spring rains across the nation in 2019 caused nearly 20 million acres of farmland to go unplanted. Farmers incurred, collectively, billions of dollars in losses, disrupting rural economies across the country as well as the communities they support. Last year was both the second hottest and second wettest year on record, according to the National Oceanic and Atmospheric Administration. The Mississippi River, Arkansas River, and Missouri River all flooded in 2019, and each ranked on NOAA's all-time list of billion-dollar weather and climate disasters. And that might become the new normal across the United States, as climate change intensifies extreme weather events. When the atmosphere heats up, it can hold more water vapor. And more water vapor means more rain and storms. Read more from [Popular Science](#).*

**> Canadian Legislators Want More Time to Study USMCA:** *Canadian Prime Minister Justin Trudeau has urged legislators to quickly approve the new U.S.-Canada-Mexico trade pact but the main opposition party says it wants more time to study the deal, indicating the ratification process could drag on. Canada is the only one of the three signatories not to have formally approved the USMCA deal and officials fret the process may well last until April. Trudeau said his minority Liberal government would unveil legislation on Jan. 29 to ratify the USMCA, which will update the 25-year-old North American Free Trade Agreement (NAFTA). The Liberals though no longer control the House of Commons and passing legislation requires the cooperation of other parties. The main opposition Conservative Party, which complained the Liberals had not answered earlier questions about the USMCA, said it wanted to examine what it called potentially worrying aspects of the deal. (Source: Reuters)*

**> How Tyson Foods is Fighting Back Against the Rise of Fake Meat:** *Tyson Foods is pushing back against the vegan zeitgeist. The biggest U.S. meat company will pull together industry leaders this week at Davos as it launches a new coalition designed to find sustainable solutions to producing protein. It's the latest move to help scrub the meat industry's image as a greenhouse-gas emitting machine as environmentally conscious consumers turn to alternatives. Notably, Tyson said it would include leaders from companies of "all forms of protein" for its coalition,*

*meaning that purveyors of plant-based alternatives could be in the mix. And big meat has also joined the alternative protein craze, with Tyson rolling out its Raised & Rooted nuggets made with plants and blended patties in U.S. stores. Read more from [Bloomberg](#).*

**> More Foreign Ownership of U.S. Beef Processors Raises Food Safety Concerns:** *National Beef Packing Company, the fourth largest beef processor in the United States, is now approximately 80% owned by a company from another nation. That has some cattle ranchers worried. Brazilian-owned companies now control two of the four meatpacking companies that process around 74% of all beef in the United States, according to the North American Meat Institute, a trade association representing meat processors. In November, the Brazilian-owned meatpacker Marfrig Global Foods S.A. announced it would acquire 31% of National Beef, following an initial purchase of around half the Kansas City, Missouri-based company in June 2018. The U.S. Cattlemen's Association sent a letter on December 3 urging the Treasury Department to review the purchase, claiming the acquisition threatens American food security by opening the door for inferior quality meat from Brazil. It also alleges Marfrig used bribes to obtain loans from the Brazilian National Development Bank, which funded its purchase of National Beef. Read more from [New Food Economy](#).*

**> Brexit is Nearly Complete, Ending Years of Deadlock:** *Boris Johnson's Brexit deal cleared Parliament, ending almost four years of domestic political chaos. The agreement must now be formally ratified by the European Parliament on January 29, before the U.K. leaves the EU at the end of the month. Britain will then enter a transition period, scheduled to last until the end of the year, during which it will continue to be bound by EU laws until it negotiates a new trade deal with the remaining 27 member states. (Source: Bloomberg)*

**> A Look at Why Retailers May Be Closing So Many Stores:** *Just a few weeks into the new year, retailers have announced hundreds of store closures. Papyrus is reportedly closing all of its U.S. locations. Same with Bose. Macy's, Pier 1 Imports, J.C. Penney — they're all closing stores, too. Which raises a fundamental question about American retail: Are there simply too many stores? There's a concept in retail that gets thrown around a lot — that the United States is "overstored." The country has more retail square footage per person than any other developed economy, according to Joel Rampoldt, managing director at AlixPartners. Mark Cohen at Columbia Business School said the problem goes back a few decades. In the U.S., stores and malls were built based on how much land was available. "The developers followed the view that if they been built it, the customers would come," Cohen said. Then the recession hit. They stopped coming, and more people started shopping online. Read more from [MarketPlace](#).*

**> Could A Helium Shortage Degrade Weather Forecasts?** *The National*

*Weather Service Boston office recently tweeted, "Because of an ongoing helium shortage Chathams upper air soundings will limited to once a day at 12Z until further notice." Vertical measurement of atmospheric data is called a sounding. Such information is obtained by weather balloons launched at least twice daily from nearly 900 global locations. Most people are familiar with weather instruments that collect surface information. However, computer models require information on the three-dimensional atmosphere to make accurate predictions. Weather balloons carry a box of weather instruments called a radiosonde. As it ascends, it sends data back at various levels of the atmosphere to the various weather services. But the balloons require helium to get up there. Read more [HERE](#).*

**> Watch Out for Falling Iguanas in Florida:** *In a story that's prompted USA Today to insist "we're not making this up," iguanas are reacting to a recent cold spell in the South in a way that may seem odd to non-Floridians: They're falling out of trees. The National Weather Service in Miami issued a rare warning on the phenomenon Tuesday, telling residents to not be surprised if an iguana drops onto the pavement in front of them. That's because iguanas, which are cold-blooded, get sluggish when temperatures dip below 50 degrees Fahrenheit—and when it gets to be colder than 45 degrees or so, their blood flow slows down so much that their bodies stiffen and they "fall out of the trees in which they frequent," a meteorologist tells USA Today. It's been 10 to 15 degrees colder than usual for this time of year in the South, which means the iguana drop is in full force. Read more [HERE](#).*

**> A 6-Year-Old Has Raised Over \$250K for Australian Wildfire Relief with his Clay Koalas:** *A 6-year-old Massachusetts boy who started making clay koalas as a way to help the animals hurt in the Australia bushfires has raised more than \$250,000 for relief efforts. Owen Colley, of Hingham, Massachusetts, lived in Australia for a few months as a toddler and has been asking his parents to go back to visit, according to his dad, Simon Colley, who grew up in Sydney. "My wife [Caitlin] said now is really not a good time and told him about the fires and he learned that not only were animals being hurt but a lot of them," said Colley. "He was just visibly upset." Owen's family helped him set up a GoFundMe page where he promised to make clay koalas for anyone who donated to his cause. On Tuesday, his fundraiser hit more than \$265,000. And Owen needs to make about 3,000 koalas. Check out the full story [HERE](#).*



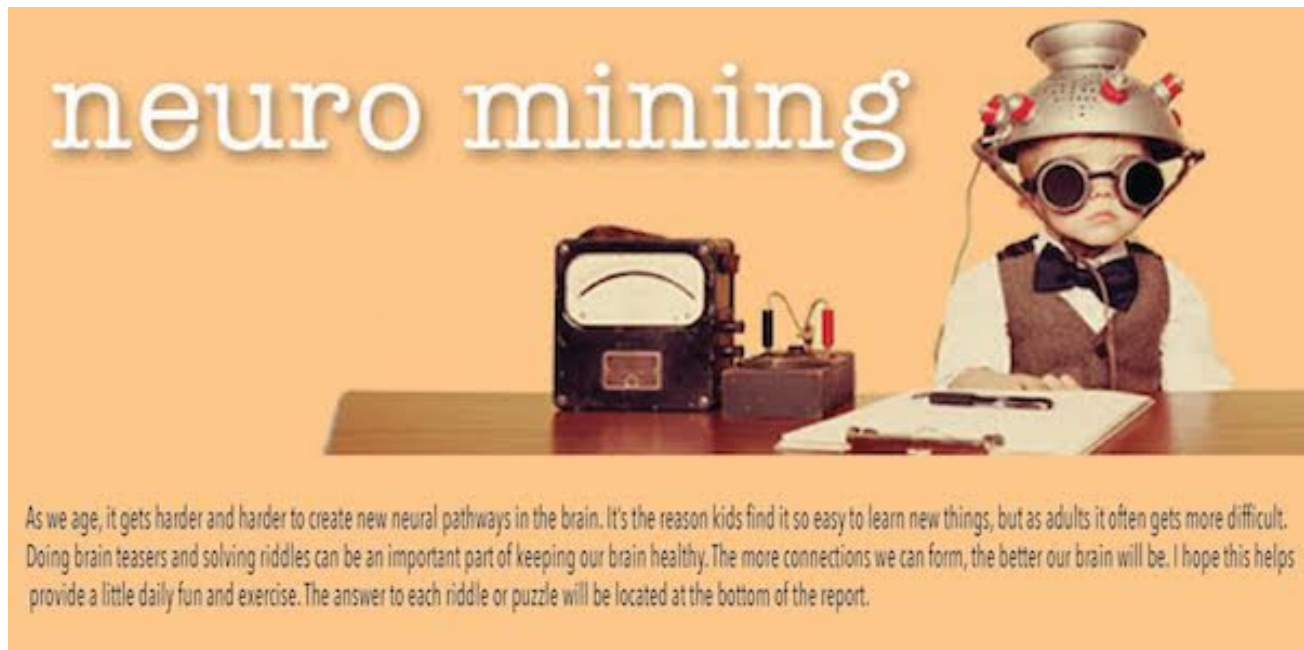


**Northwest Minnesota** - *We are out picking corn this week. The ground has frozen up enough to allow us to harvest. The snow is deep enough that the bottom rung of the ladder actually drags in the snow a little bit. It's not a big deal because the snow is light and fluffy so it's really no different than dragging behind tall stocks. The good news is the corn test weight and moisture have both improved 2% on each. This crop is looking a little better.*

**Southern North Dakota** - *We are in an isolated pocket because by my view there really isn't much corn still in the field, at least in my county. I have 1 field that is roughly 30 acres so it's not a big deal for us to leave it for the winter. The only reason I'm waiting to pick the corn is that I'm seeing if it will dry down a little in the field for the next few weeks. I could throw it on some corn that was already dry or run it to town, but the drying costs way offset the loss cost when it comes to leaving it in the field, unless we have sustained winds for a long period of time.*

**Northern Iowa** - *There is plenty of corn still in the fields around here and I'm*

*hearing guys are still falling through the frost. Maybe the fact that the snow has the ground insulated and the frost is not very deep means things will dry out a bit over the winter? Water can move through the soil some due to lack of frost? The last time we had a fall/winter like this was in 2009 and we were planting corn by April 15th the following spring. The 1996-97 season was one of the worst winters on record for us followed by a historic flood in the spring and I know we planted wheat in April that year.*



**TODAY'S RIDDLE:** I was the first and now I am the one. What am I?



During 2020, iSelect, The VanTrump Report and The Yield Lab Institute are sponsoring a series of weekly webinars featuring the best in agriculture innovation. Agrifood Conversations is all about driving innovation and each month will highlight a specific theme, from biologicals to vertical farms, featuring emerging topics such as soil health, biologics, plant genetics, vertical farming, precision agriculture, herd health and management, and aquaculture, to name a few. Once a quarter, we'll open up the conversation with a panel of experts on that month's topic. Learn about new trends in ag, connect with industry leaders and discover



new solutions.

Join us each Thursday at 3pm CT for [Agrifood Conversations](#).



### **NEW Company Using AI to Help Growers**

A new company called "Afresh" is using artificial intelligence combined with massive amounts of data to assist human operators in better managing our fresh food supply. Afresh uses the same kind of algorithms that power Google data centers and AlphaGo to make the fresh food supply chain wildly more efficient.

Fresh food is hard to get right. Avoidable supply chain inefficiencies are the cause of hundreds of billions of dollars of fresh food losses each year. Accurate operational decisions are incredibly tough when dealing with the complex nature of highly perishable foods. But that is changing. Afresh is empowering companies and growers to solve these problems, and also win the loyalty of their customers, multiply profitability, and make our planet and its people healthier.

In a market that's growing faster than ever, I encourage you to learn more about Afresh and how the company is harnessing the power of artificial intelligence to reinvent the food industry. The Afresh goal is Fresher Food, Happier Customers, and a Healthier Business!

The webinar to learn more will be held at 3:00 pm CST today January 23rd featuring Matt Schwartz, Stanford MBA, Co-Founder of Afresh Technologies. Other advisors and investors are: Stanford Computer Science; Baseline Ventures; Innovation Endeavors; StartX.

Register [HERE](#)



**Innovation Endeavors**  
@iendeavors

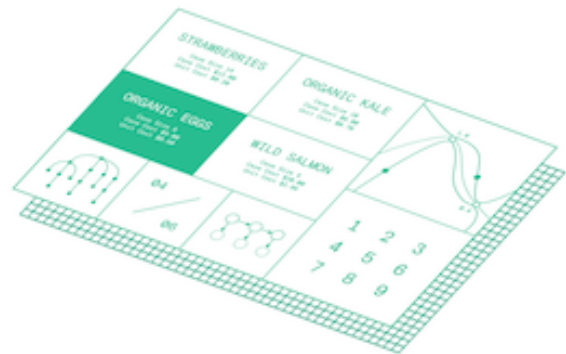


Thrilled to continue our support of Matt, Nathan, Volodymyr & the Afresh Team as they leverage machine learning to optimize the entire fresh food supply chain to reduce food waste



WELCOME TO THE FRESH FUTURE

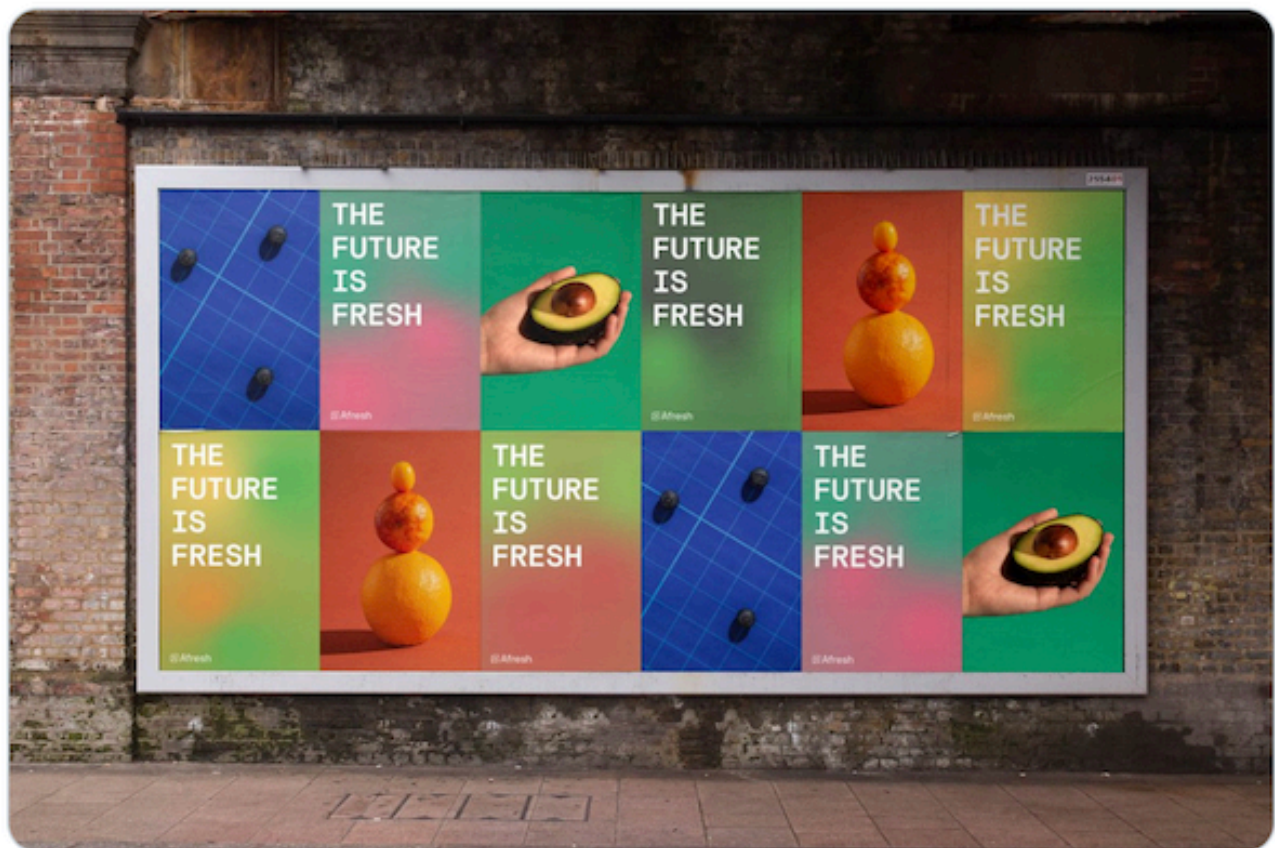
**Afresh is reinventing the fresh food supply chain with human-centered AI.**





Our client [#Afresh](#) is reinventing the food supply chain with AI — making fresher, healthier food more accessible. Learn more about our partnership and the future of fresh here: [bit.ly/330hwsu](https://bit.ly/330hwsu)

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**Volodymyr Kuleshov**  
@volkuleshov



It was really awesome to speak on the panel on automated decision making at the [@reworkAI](#) conference today. Thanks to the organizers for inviting me to talk about Afresh and how we're using AI to automate the food supply chain and reduce waste! [#reworkAI](#)



### **2020s Most Anticipated NEW Buildings**

New buildings are erected in cities across the globe every day. They literally shape the world around us and some landscapes are hard to imagine without them in it - think the Twin Towers of New York's skyline which we lost in the September 11, 2001, terror attacks. Last year was filled with some notable milestones, like the completion of Africa's tallest building, The Leonardo, in Johannesburg's financial

center and designed by a female-led team of architects. There was also the opening of the latest "supertall" building in Beijing, the 1,731-foot high Citic Tower designed to resemble the shape of a Chinese wine vessel. This year, some of the most anticipated newcomers range from a new Olympic stadium to a space-aged looking museum. If you're out traveling the world this year and get a chance to see any of them, stop by and snap some pictures for us!

**National Stadium, Japan** - *This year will see the opening of Kengo Kuma's stadium at the 2020 Summer Olympics in Tokyo. It will comprise an oval, wooden-lattice structure wrapped by plants to complement its woodland site. The three-tiered, 80,000-seat National Stadium has been subject to controversy as it replaced initial plans for a Zaha Hadid-designed stadium, which was scrapped over escalating costs.*





**Poem Pavilion at the Dubai Expo 2020 Dubai, UAE** - From October, Expo 2020 will see hundreds of participating countries construct pavilions in and around Dubai. There will be plenty of impressive architecture on display, from Canada's circular wooden theater to Austria's ensemble of huge interlocking cones. One of the most highly anticipated designs, however, is Es Devlin's performative Poem Pavilion that will use artificial intelligence to animate its facade. It is the UK's first World Expo structure created by a female designer.

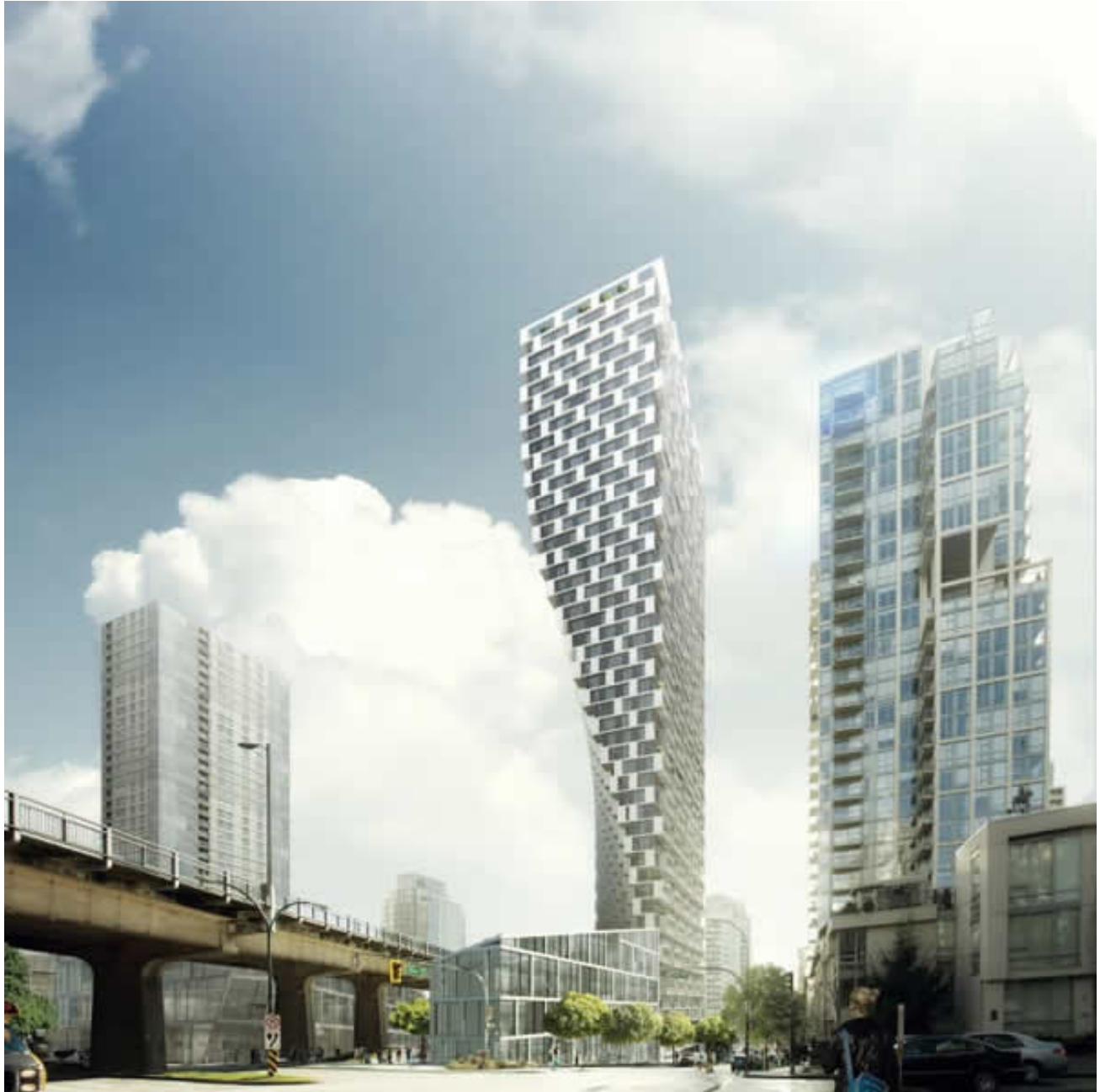


**Singapore Pavilion at the Dubai Expo 2020, Dubai, UAE** - Another highly anticipated Expo 2020 pavilion, and one of the most ambitious, is that of Singapore: to create an oasis in the Arabian desert. The city-state's pavilion will bring dense greenery to the UAE, with canopies leading visitors through a lush hanging garden of trees, shrubs and orchids. And the architecture firm behind the project, WOHA, thinks it can make the project energy neutral over the course of the expo.





**Vancouver House, Vancouver, Canada** - *Twisting from a triangular base to a rectangular top, Vancouver House appears to defy the laws of engineering when viewed from afar. The design comes from Bjarke Ingels, the Danish architect who recently built a ski slope on top of a power plant in Copenhagen. But it's also a smart response to various restrictions and regulations that limited the size of the tower's footprint in downtown Vancouver. The pixelated facade, also characteristic of Ingels' work, helps to create deep-set balconies for residents in the 493-foot-tall tower.*



**Musée Atelier Audemars Piguet, Switzerland** - *This will be the museum for Swiss watchmaker Audemars Piguet at its headquarters in Switzerland. The building will be partially sunken into the ground and coil up from the landscape to offer a glimpse of a series of glazed galleries and event spaces inside.*





**425 Park Avenue, New York** - *Foster + Partners will be completing the first office tower to occupy a full block on Park Avenue in 50 years. Hoped to "set new standards for workplace design", the stepped 41-storey office tower will have an external structure that creates column-free interiors and incorporates double-height planted terraces.*



**Grand Egyptian Museum, Cairo, Egypt** - 2020 looks sure to be the year the \$1 billion Grand Egyptian Museum will finally open following a two-year delay. As well as offering a permanent home to tens of thousands of archeological treasures, including the entire contents of Tutankhamun's tomb, the 5.2-million-square-foot museum symbolizes efforts to repair the country's tourism industry in the wake of the 2011 revolution. The building's glass-fronted design, first unveiled over 15 years ago, will offer sweeping panoramas of the Great Pyramids and Giza plateau.





**Le Monde Group Headquarters, Paris, France** - *This sweeping building wrapped by "a pixelated matrix of glass" will open as the new headquarters for the French press Le Monde Group in Paris. Designed by Snøhetta - who made international headlines last year with Europe's first underwater restaurant - along with local studio SRA, it will arch up in the centre to frame a public plaza.*



**Powerhouse Telemark, Porsgrunn, Norway** - Another design from Snøhetta, the design firm has also gained a reputation for innovative carbon-negative buildings that, over their lifetimes, produce more energy than they consume. Located on the banks of the Porsgrunn River, the practice's latest "energy-positive" project, Powerhouse Telemark, has been designed to "set a new standard for the construction of the buildings of tomorrow." Everything about the sleek structure, which is almost entirely coated in photovoltaic cells, has its carbon footprint in mind, from a diamond shape that maximizes the solar energy it captures, to the use of recycled materials from local demolition projects.





**New Museum of Western Australia, Perth, Australia** - *In designing a museum on a site littered with historic buildings, architecture firms Hassell and OMA faced a delicate task: building a 21st-century museum while preserving the surrounding heritage. The result is a striking contemporary creation that complements, interacts with and wraps around existing structures -- some of which date back to the mid-19th century -- producing an unlikely synergy of brick, glass and steel. Perhaps the most striking feature is how the museum's huge upper volume hangs dramatically over Hackett Hall, the State Library's old reading room. (Sources: CNN, Dezeen, Curbed)*



## **NEW "\$2020 Tip Challenge" Going Viral**

One of the best new trends that has emerged early-on this year is one called "2020 Tip Challenge" and has already been generating some feel-good headlines. The challenge encourages diners to keep the year 2020 in their tip total...\$20.20 for example.

It's not really clear where the challenge originated but the first story I saw about it came out of Michigan where server Anielle Franzoni received a \$2,020 tip on a \$23 bill in the final days of 2019. The anonymous couple wrote "Happy New Year" and "2020 Tip Challenge" on the bill. As you can imagine, Franzoni was in disbelief and even asked her manager if it was real - and whether she could keep it!

Franzoni had recently been homeless and was moving into her own home the same week she received the generous tip. "I'm gonna build a future because of this," she told CNN affiliate WXYZ. "My kids have a future, and I have a home. It's a really big deal." And Franzoni has already paid it forward, leaving a \$20.20 tip on her own recent dinner bill.

The challenge has since picked up momentum following another generous \$2,020 tip on a \$78.45 bill at an IHOP in St. Charles, Illinois. This one came from none other than actor and former New Kids On The Block singer Donnie Wahlberg.

Wahlberg and wife Jenny McCarthy had treated their 17-year-old son Evan and a few of his friends to a pancake breakfast. Hoping to inspire others, McCarthy later tweeted out a pic of the bill, praising her husband for "starting 2020 off like the amazing man he is."

Server Bethany Provencher says Walhberg "folded up the receipt and he gave it to me, and told me not to open it until he left." Speaking to People, Provencher recalls, "I said, 'Okay, thank you guys, come again. I'll take care of you again.' Then I opened it, and I almost fell to the floor." Provencher is a single mom and says she struggles every day to make ends meet. She too had just moved into a new home. "And now I can buy furniture and put some money in the bank, and make sure my son is good." She was also already a huge New Kids On The Block and Donnie Walhberg fan, so this probably elevates her to "biggest fan in the world!"

People all across the country have been leaving \$20.20 tips on their restaurant and bar bills, and \$20 bills in the tip jars at coffee houses. One radio host suggested that those who don't have the opportunity or the financial means to leave a \$20.20 tip could also participate in the wave of generosity by volunteering for 20 hours or committing to doing something kind every day for 20 days. However you slice it, giving to others is a great way to start a new year and a new decade. My grandmother always told me, "helping people even when you know that they can't help you back is extremely important." (Sources: CNN, Epoch Times)



**OriginalPancakeHouse**  
@ophoaklawn

Congratulations to the amazing server at our Original Pancake House in Oak Lawn, IL! [#2020TipChallenge](#)





CARD TYPE ACCOUNT NUMBER  
MASTER CARD XXXXXXXX  
00 TRANSACTION APPROVED  
AUTHORIZATION # 045821  
Reference  
TRANS TYP. .E

CHECK: 36.73  
TIP: 2,020.00  
TOTAL: 2,056.73

Because everyone  
needs help sometimes.  
♡

X\_\_\_\_\_

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CARDHOLDER WILL PAY CARD ISSUER ABOVE  
AMOUNT PURSUANT TO CARDHOLDER AGREEMENT  
This copy -> Merchant copy.  
Please total, sign, and return  
to your server. Thank you.  
Top copy -> Customer copy. Thank you!



# Help people even when you know that



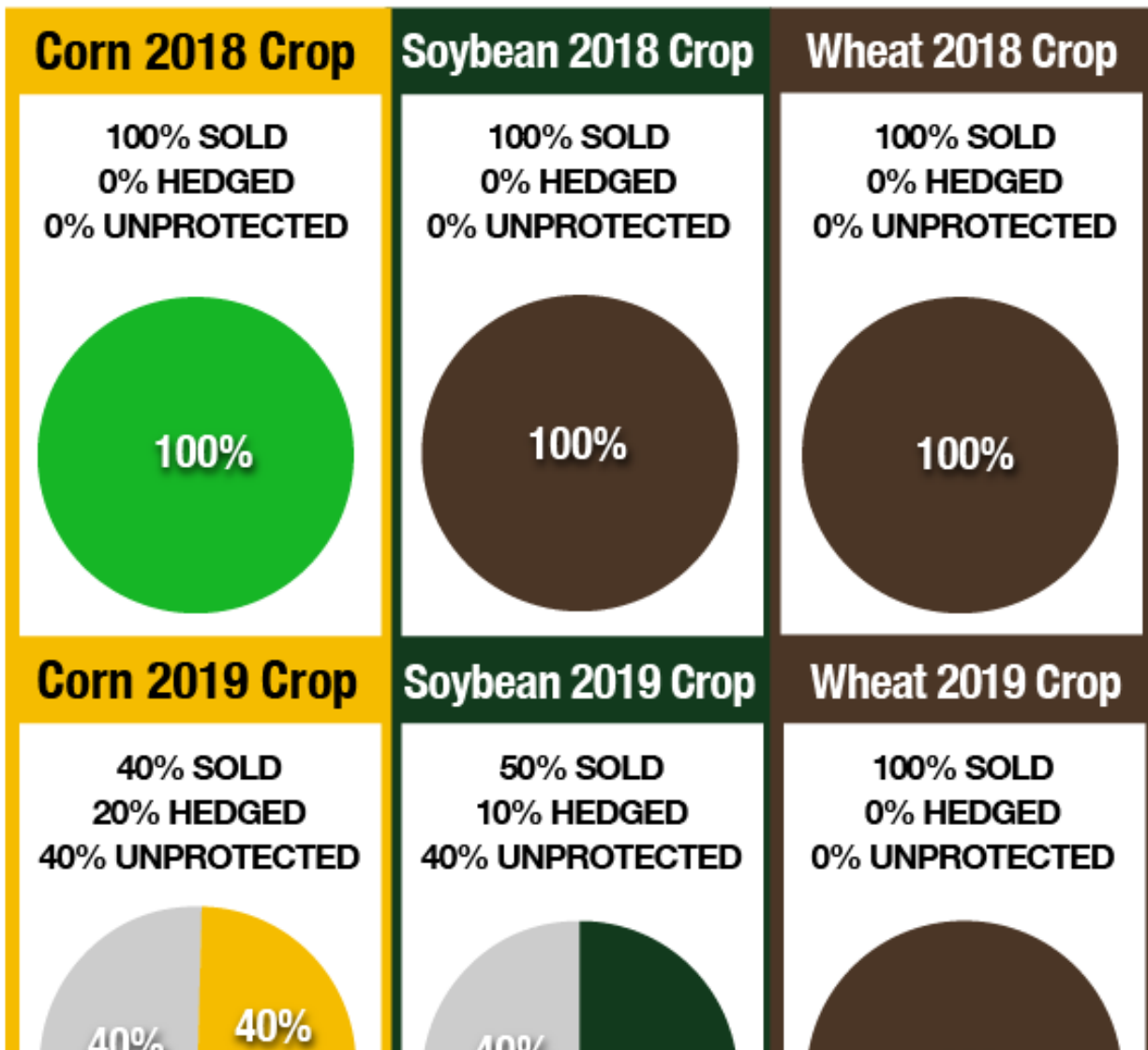
# They can't help you back

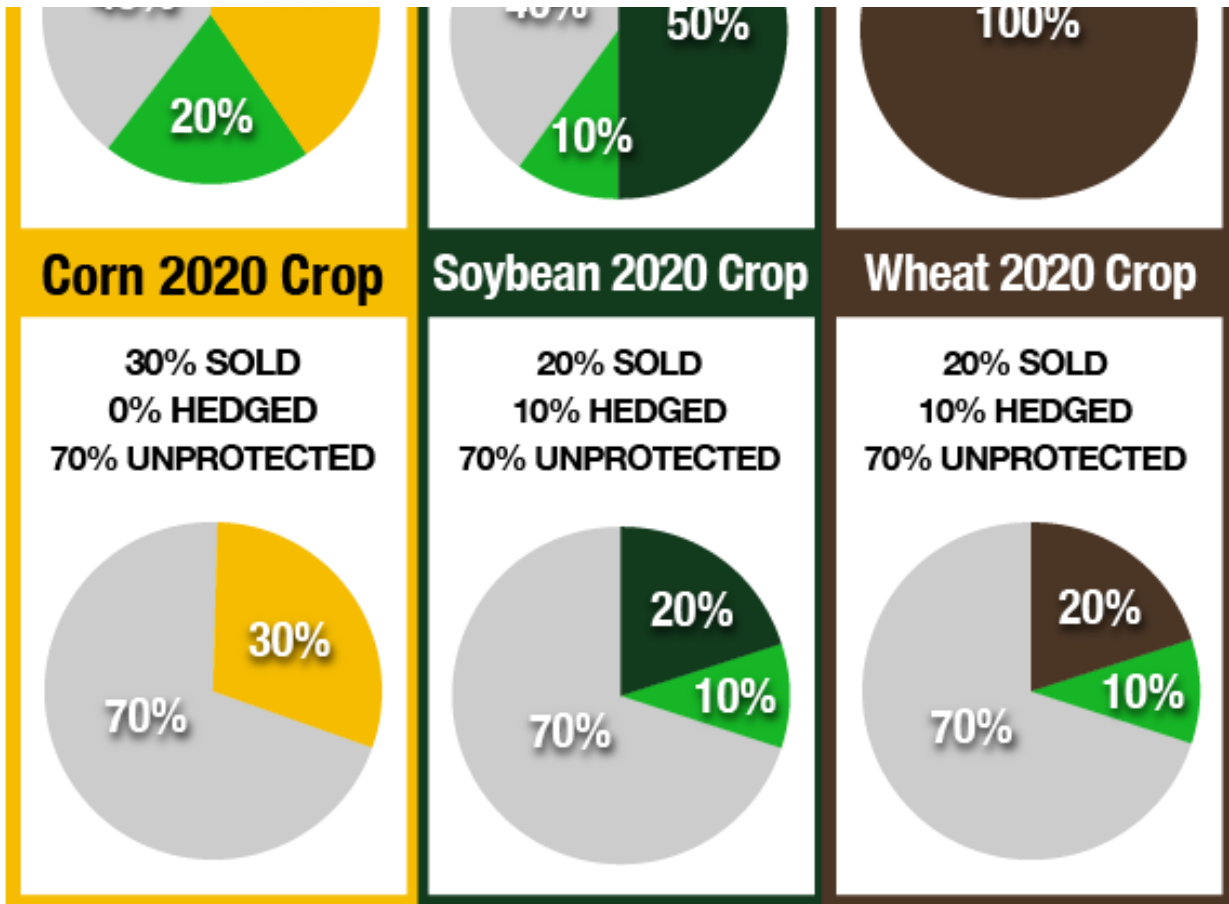
**ANSWER to riddle:** George Washington.



## CASH SALES & HEDGING TOTALS

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