



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

**GOOD MORNING: The Van Trump Report 3-19-20**

1 message

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

Thu, Mar 19, 2020 at 5:30 AM

Reply-To: Jordan &lt;reply-fec91171756c067b-1180\_HTML-68584704-100003450-10@vantrumpreport-email.com&gt;

To: josh@farmdirection.com



"When you pretend you know something you don't, your perception of risk becomes warped. You take risks you didn't think existed. You face events you didn't think could occur. Understanding what you don't know, and what you can't know, is way more important than the stuff you actually know." - **P.J. O'Rourke**

**Thursday, March 19, 2020**[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** The report is going to be a bit different today. I know many of us are scrambling to get our ducks in a row and desperately trying to protect our families.

I am speaking on two webinars this morning and have tons of conference calls and briefings scheduled this afternoon. I had surgery last week and had to go back to the damn doctor yesterday to have a catheter removed. I'm strong and feel great! Yes, I hated going to that damn hospital with all of this going on but it is what it is. My buddies couldn't believe I didn't miss a day of writing the report last week, they thought my streak would be broken. It's kind of gotten personal, my own Cal Ripken thing, I haven't missed a day in over a decade and I don't plan to start anytime soon:)

My daughter Kennedy is out of quarantine, feeling great and now staying with our son Jordan. Thank you for all the prayers and thanks to the U.S. Embassy for getting her out of Italy when they did. To say Michelle and I were worried would be a huge understatement.

Michelle and I are staying at what we call the "Compound out in the Woods". It's a nice little place that overlooks a tiny lake. I like to say it brings the blood pressure down about 40 points, we look at it as our small piece of heaven. As I mentioned above, the kids are staying together at one of our condo's and taking care of our real estate holdings and buildings in KC and other areas. I have full attention and all eyes on the markets, our other investments and providing everyone with my best thoughts.

I'm going to try my hand at doing some short videos as I find it difficult during these times to write with full color. I will also mix in some short podcasts that might be easier to fully understand. A lot of things are just moving so fast I want to make sure everyone is getting the best perspective and information so we can make the best decisions for our family.

**MACRO Thoughts...** I'm hearing continued talk that U.S. transportation and movement will become more limited in the days ahead. We are seeing an increase in state and city officials moving towards much tougher restrictions in an effort to slow the spread of the virus. Washington and the Fed are also trying to take aggressive action to slow the spread and overall economic fallout. As the Dow closes below 20,000 for the first in three years, Washington has opened the floodgates on a series of massive coronavirus aid packages as more and more of the U.S. economy enters shutdown mode. Yesterday, an aid package for more than \$100 billion was passed, allowing paid sick leave, food assistance for vulnerable populations, and financial help for coronavirus testing. Congressional leaders are already working on another package that could cost \$1.3 trillion. According to the Treasury Department outline, the plan calls for \$300 billion for small businesses, \$50 billion for loans for cash-strapped airlines, and \$150 billion for loan guarantees to other distressed economic sectors. It also called for two rounds of payments to individual taxpayers, totaling \$250 billion each. Payments would be tiered based on income level and family size and would be made in two equal amounts, beginning on April 6 and then again on May 18.

President Trump also invoked the Defense Production Act, which would allow the administration to force American industry to manufacture medical supplies that are in short supply in the fight against the coronavirus pandemic. Supply chains are extremely strained due to tariffs on China, the main supplier of medical goods to the U.S. While the Trump administration has recently taken action to ease tariffs for certain goods, China and other countries are also blocking exports of some medical products as they seek to combat the pandemic within their own borders. U.S. CEOs are trying to convince the White House that lifting most if not all current tariffs could help stimulate the economy. The question remains whether general tariff relief will actually make a difference if consumers aren't spending money.

Amid all this chaos, there is also the fallout in oil with WTI futures falling to an 18-year low yesterday. Obviously traders are having a tough time finding any type of demand story as business closures and work-from-home orders continue piling up. Adding to downward price pressure, weak refinery demand and return in crude production to all-time high 13.1 million barrels per day pushed U.S. crude stocks up +1.96 million barrels last week, according to the U.S. Energy Information Administration. That news followed an earlier announcement by Saudi Arabia's energy ministry that he instructed Saudi Aramco to continue to keep supply ramped up at 12.3 million barrels per day of crude to the market "during the coming months." It's clear that the Saudi's believe they have other energy producers on the ropes and are going to go for the kill shot... be very careful in this market as the world's heavyweights start to exchange major blows.

**KVT's RANT...** I understand there are a ton of complicated moving parts and pieces that most inside the

trade want to argue about. I've been told one of my main strengths as a thinker and an investor is taking the complicated, dumbing it down and making it simple. Bottom-line, I'm starting to think corona could run like wild-fire across South America as the weather turns colder and more cases spread. I'm not saying they won't have the available soybean bushels that the world will demand, but I don't think they will be able to deliver as anticipated when the virus spreads and the labor and trucking pool starts to shrink. I believe the world is going to need soybean meal in a big way and ultimately will have to rely on U.S. suppliers. If the U.S. can't supply then who can?

I think this is our moment, this is where we show the world the importance of U.S. agriculture! I don't give a shit about technical analysis at this juncture, our world has been turned upside down. I remember a very wealthy trader once told me that every boat at the bottom of the ocean had a chart on it... and that didn't work so well.

Bottom line, people have to eat... and I'm placing bets on America and Agriculture!!! I currently own some rice contracts because supply was already very tight and it's in heavy demand on the survivalist checklist; I own some wheat contracts because I believe Europe and the Black Sea region might eventually have trouble delivering and we might have some weather hiccups here in the U.S. I now own some soybean contracts because I worry that South America could soon have virus related problems and will struggle to deliver. I've also started buying a few ag stocks on this last leg lower. I'm being patient with corn, cotton and livestock and still not yet a buyer.

**My First YouTube Live... How I'm Searching for the Bottom:** My first go at YouTube Live so please be patient with my lack of screen skills. In this video I provide a brief overview and strategy for how I'm trying to find the bottom in this massive fallout. Click [HERE](#)



**MUST LISTEN... Bill Gates Had Been Teeling Us This for Years:** I remember attending an event back in 2012 where Mr. Gates was speaking. He warned us all that his biggest fear was a global pandemic and the

carnage that could soon be on our doorstep as humans gain more and more access to technology and travel. In 2015 he actually did a TED talk on the subject. It's not very long, I encourage you to listen in full detail and share with friends and family. Click [HERE](#)



#### Coronavirus Updates:

- *President Trump said he is dispatching the Navy hospital ship USNS Comfort to New York Harbor. The Navy has two hospital ships. The other, USNS Mercy, is being prepared to deploy to a location on the West Coast. Both will launch in the next week. Defense officials noted that the hospital ships aren't conducive to containing infectious disease outbreaks, but can be used to treat non-coronavirus patients while existing medical facilities focus on disease treatment. Learn more [HERE](#).*
- *The New York Stock Exchange said Wednesday it will temporarily close its trading floor and move fully to electronic trading after traders tested positive for coronavirus infection. All-electronic trading will begin on Monday, March 23 at the open, the exchange said. The facilities*



*to be closed are the NYSE equities trading floor and NYSE American Options trading floor in New York, and NYSE Arca Options trading floor in San Francisco.*

- *Fannie and Freddie, mortgage giants that backstop about \$5 trillion of home loans, will halt foreclosures for 60 days. President Donald Trump separately announced that HUD would suspend foreclosures and evictions through the end of April. The FHFA is also extending mortgage payment relief to consumers who need it. Learn more from [Bloomberg](#).*
- *U.S. and Canada Close Border: President Donald Trump said the United States will temporarily close its border with Canada to "non-essential traffic" due to the coronavirus pandemic. The decision was mutual between both countries and will not affect trade.*
- *Simon Property Closes All Malls: Simon Property Group, the largest owner of shopping malls in the nation, closed all of its malls and retail properties as of 7 p.m. local time yesterday. The closings come after several department stores from Macy's, J.C. Penney to Nordstrom and other mall brands including Gap, Victoria's Secret and Sephora, have announced they are also temporarily closing locations.*
- *Germany Closing Borders to EU Travelers: Germany is closing its borders to travelers from other EU countries in response to the coronavirus outbreak. Goods traffic and people working in health care or critical infrastructure are exempt from the measure. More details [HERE](#).*

**WHO Warns Young Children Can Develop "Critical" Disease from Coronavirus:** *The World Health Organization said parents need to prepare their kids to guard against COVID-19 after a new study showed that babies and very young children can sometimes develop severe symptoms. A recent study showed that a number of children in China have developed severe or critical disease and one child has died, said Dr. Maria Van Kerkhove, head of WHO's emerging diseases and zoonosis unit. Early in the outbreak, researchers said the new virus appeared to be sparing children but as we all know, the situation is evolving so rapidly that it is tough for scientists to keep up. Of the few children who do develop serious cases, those under 5 are the most at-risk, with infants under 1 year of age at the greatest danger, according to the study. But even those types of cases were few and far between. A total of 94.1% of the children were asymptomatic or had mild or moderate cases, and only 5.9% of them had critical or severe cases. Read more [HERE](#).*

**U.S. Automakers Shutter Plants:** *The Detroit Three automakers will shut down their U.S. plants to stop the spread of coronavirus, bowing to pressure from the union representing about 150,000 hourly workers at those facilities, industry officials said. The shutdowns include factories in Canada and Mexico. The actions come less than a day after the automakers and the United Auto Workers union agreed to keep plants running with reduced shifts and staffing, and more time allowed for cleaning. But that deal was put aside on Wednesday morning after Honda Motor Co said it would shut its North American factories for six days because of a slump in demand, and a worker at a Ford assembly plant in Michigan tested positive for the coronavirus. Ford said it would close all its North American plants after Thursday evening's*

*shifts through March 30 to thoroughly clean the factories in the United States, Canada and Mexico. South Korea's Hyundai Motor closed its Montgomery, Alabama, assembly plant on Wednesday morning after an employee there tested positive for COVID-19. There were no details on when it would reopen. In addition, Fiat Chrysler Automobiles (FCA) on Wednesday closed its Sterling Heights, Michigan, plant in a cautionary move. The Detroit Three automakers have not yet issued profit warnings, but Germany's BMW on Wednesday said its 2020 profit would be "significantly lower" than last year. The pain could also be felt by the U.S. government, which would lose \$2 billion in tax revenue if sales in the entire U.S. auto sector stopped for a week. Affected workers qualify for unemployment as well as supplemental pay from the automakers, according to the UAW. It was not clear whether the automakers would seek to substitute this shutdown for the one they typically take annually during the summer, with GM and Ford officials saying it was too early to speculate. (Source: Reuters)*

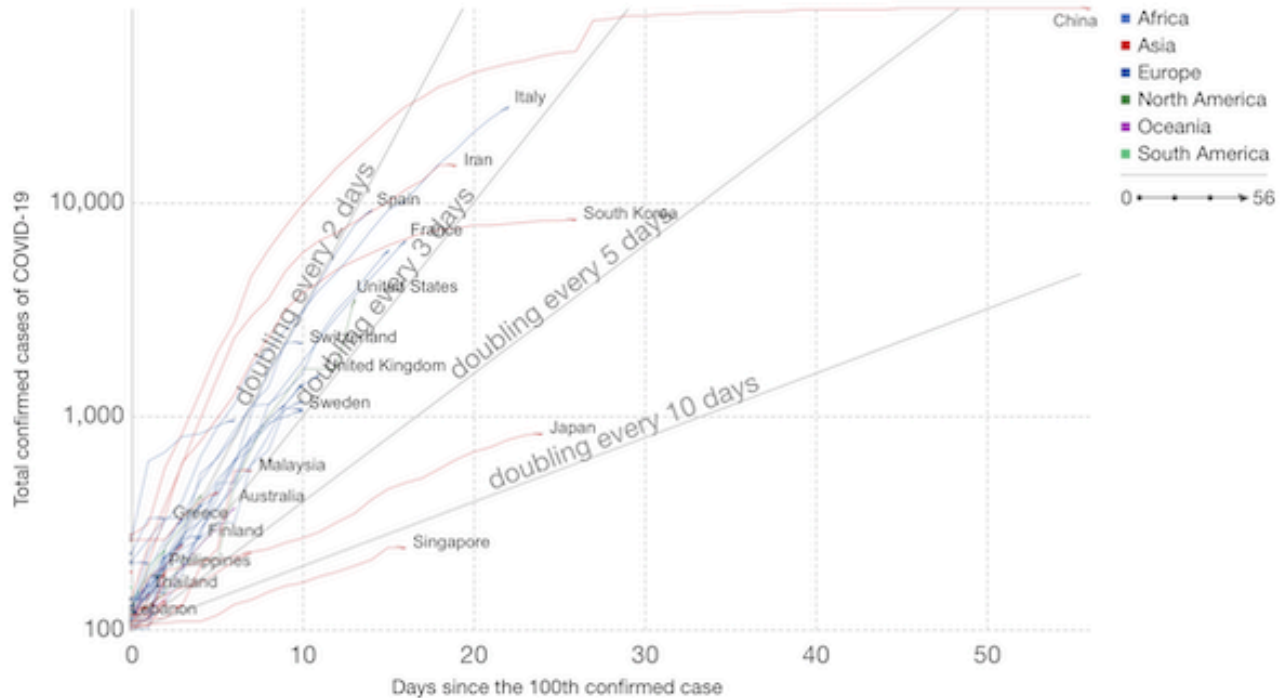
**Visualizing a Pandemic:** *Data is key to understanding the spread of coronavirus for public health researchers and government leaders, and effectively visualizing data is essential for the public's understanding of the crisis. One widely shared chart, apparently first conceived by John Burn-Murdoch of the Financial Times and repeated by numerous news outlets, shows how different countries stack up by confirmed cases. In particular, you notice that South Korea is a global outlier in flattening the curve, and how other places like Singapore and Hong Kong are succeeding in at least slowing infections. Below is one version from Our World in Data. An interactive version is available [HERE](#). (Source: Bloomberg)*

## Total confirmed cases of COVID-19

The starting point for each country is the day that country had reached 100 confirmed cases.

This allows us to compare the trajectory of confirmed cases between countries.

The number of confirmed cases is lower than the number of total cases. The main reason for this is limited testing.



Source: WHO COVID-2019 Situation Reports

OurWorldInData.org/coronavirus • CC BY



**What to do if You Can't Make Rent or Mortgage Payments:** *If you are facing reduced hours or job loss and are worried about making your rent or mortgage payment this month, stay calm — President Trump said Wednesday that the Department of Housing and Urban Development will suspend "all foreclosures and evictions" through the end of April. That said, you will still want to discuss your options with your mortgage lender or landlord if you have experienced a disruption in your income. Find steps you can take now [HERE](#).*

**Tips to Steal from a Homeschool Mom:** *This mom has homeschooled all three of her sons, aged 5 through 9. She offers her insights on what you*

*need to know about making a temporary homeschool situation work for your family [HERE](#).*

**All the Virtual Concerts, Plays, Museums and Other Culture You Can Enjoy From Home:** *Most of us are going to be spending a lot of time at home and while nothing can replicate a "live and in person" experience, there are countless cultural offerings online that can help make our isolation a little more artful. Many also offer great cultural experiences for the kids! Check out CNN's list [HERE](#).*

**All the Zoos and Aquariums Live-Streaming Animals:** *To help relieve the stress, boredom and loneliness that come with self-isolation, zookeepers across the U.S. are live-streaming animals for people to enjoy from the comfort of their own homes. See the list [HERE](#).*

**Six Ways to Help Health Care Workers:** *As doctors, nurses and other health care personnel work tirelessly across the country during the coronavirus pandemic, there are ways for everyone to show support for all their hard work. NBC's Today has some ideas on how to show appreciation for their efforts and help ease some of the burden that health care professionals have shouldered [HERE](#).*

# FARM TANK

## Tweets of the Day







**Janine Stange** ✓  
@THEANTHEMGIRL

"America was not built on fear. America was built on courage, on imagination and an unbeatable determination to do the job at hand." - Harry S Truman





**Charlie Bilello** ✓  
@charliebilello



The CRB Commodity Index closed at its lowest level since December 1972, down 72% from its 2008 high.

**\$CRB**





John 🚜  
@KowalchukFarms



How do farmers want to be perceived by consumers?

As high tech first adopters or more of the classic farmer image?

Maybe a blend of the 2?

Is one image more marketable or trusted by consumers?

[#ThoughtsFromTheTractor](#) 🚜







**Sarah Krueger** ✓  
@WRALSarah

HELPING OTHERS: The owners of [#Durham](#) Distillery are making a sanitizing solution & are giving it out FREE to local hospitality businesses. Owners say they are in unique position to help, because they have a permit that allows them to have high-proof 95% alcohol on site. [@WRAL](#)





**Aaron Horinek**  
@ahorinek



Is there a better sight to show spring is coming than to see equipment scattered around the yard? Sunset wasn't bad either!

#cantwait20



**NW Kansas**





**Jenny Sauer-Schmidgall**  
@TheWittyFarmer



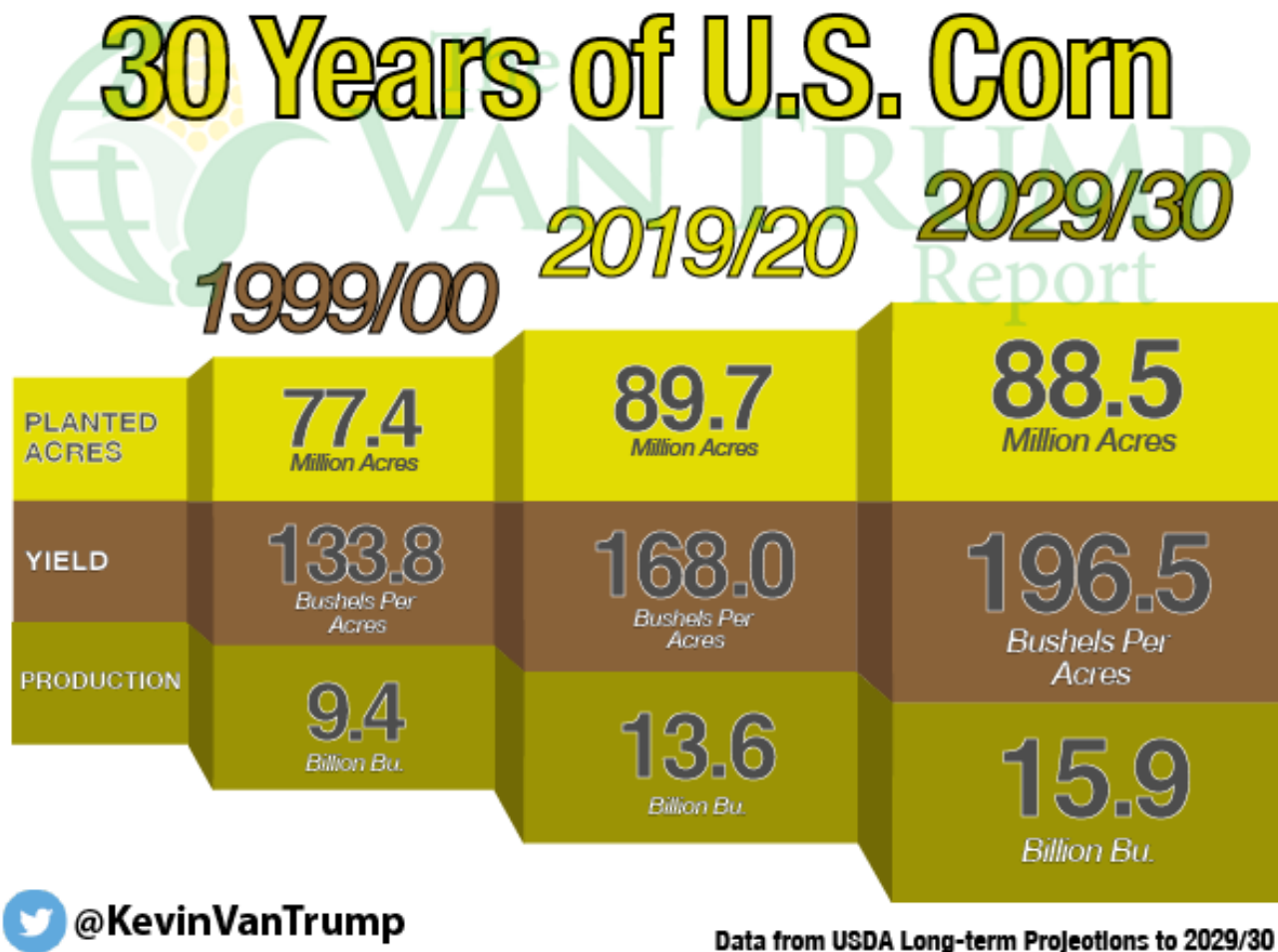


**Adam Casner**  
@Casnerfarms

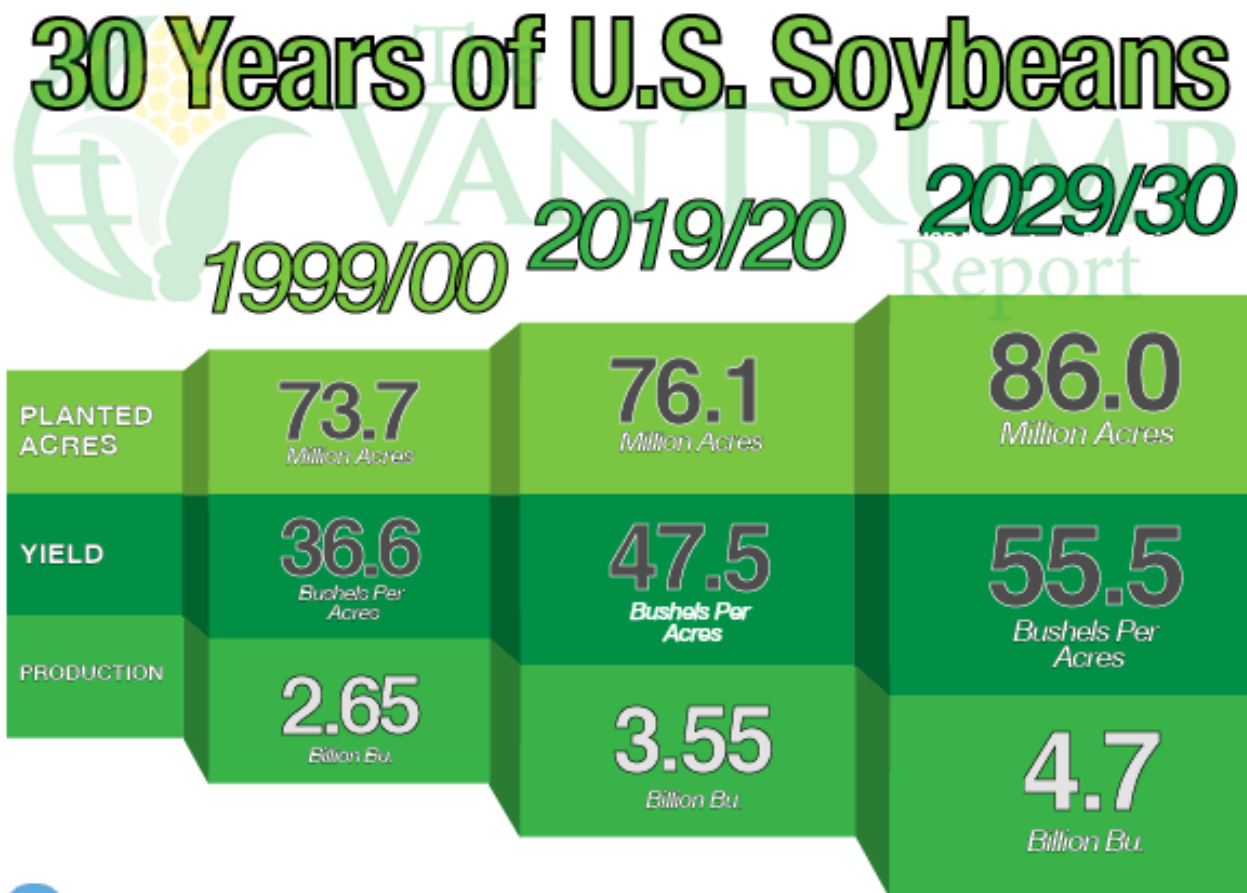
Corbin's first tractor ride. He will be the 8th gen on the farm. This moment will be with me forever #familyfarm



**CORN** continues to struggle as my friends in the ethanol industry are battling it on all fronts. As a producer, I've started to lift a small portion of my hedges. As a spec, I remain patient. I'm making some plays in a few other areas, read below.



**SOYBEAN** traders are trying to sort out the craziness... I personally stuck my first toe in the water as a BULL. Yes, many of my investing world friends say I have lost my mind, but I don't see it that way. I'm not saying that prices couldn't go lower and the spillover and contagion in the other markets wash us further downstream, but we've broken this market to a point where I want to start taking small conservative bullish bites. As a producer, I've started lifting some hedges. As I mentioned in the RANT up top of today's report. I worry as the virus spreads in South America they will run into serious logistical complications.

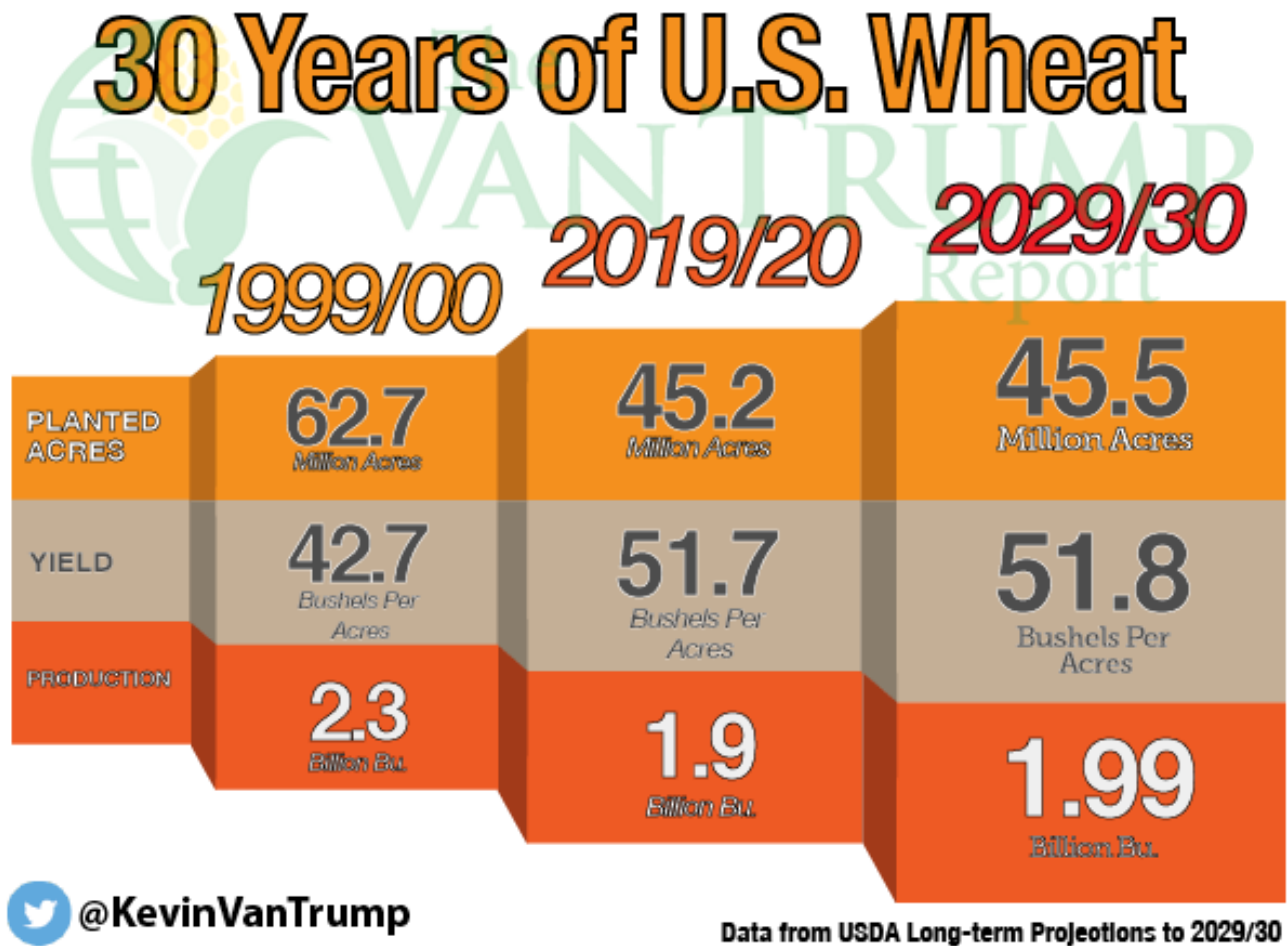


 @KevinVanTrump

Data from USDA Long-term Projections to 2029/30

**WHEAT** is starting to find more outside interest as panic around the world surfaces. As a producer, I've been slowly lifting hedges on the breaks. As a spec, I am bullish and holding a small long position. I would like to buy more on a pullback. I think eventually the U.S. will be leaned on to be a massive supplier of wheat. I think the coronavirus could add massive complications to the other competing export nations.









**> Federal Help for Rural Areas:** *A bipartisan group of 24 senators is asking FEMA to coordinate with USDA and the Interior Department to deploy federal workers trained in emergency response to rural communities overwhelmed by the pandemic. The Forest Service and Bureau of Land Management are "uniquely qualified," the senators wrote. And the Farm Credit Administration, which oversees a network of government-backed lenders for the ag sector, called on institutions to work with borrowers whose operations are affected by the virus. FCA Board Chairman Glen Smith said lenders can extend the terms of loan repayments, restructure debt obligations and ease some loan documentation terms for certain borrowers. USDA also announced an initiative to deliver 1 million meals per week to rural students whose schools have closed because of the virus. The department is partnering with PepsiCo and the Baylor Collaborative on Hunger and Poverty, a food logistics company, to provide boxes with five days' worth of healthy, shelf-stable, individually packaged foods. (Source: Politico, USDA)*

**> Economist Says Retail Prices Up with COVID-19 but Farmers Aren't Benefitting:** *A Farm Bureau economist says none of the commodities are doing very well in the markets during the unusual consumer buying caused by coronavirus concerns. John Newton says producers are seeing store supplies getting cleaned out, while retail prices go up. "But we're not seeing that in the live cattle market, and you're not seeing that in the hog market either, and I think that's what's got producers kind of scratching their head a little bit. When you see retail prices surge but farm prices don't move or move even lower, that means the margins are being captured somewhere else along the supply chain, which can be*

*pretty frustrating." Newton says grocers want to keep shelves stocked, and they're bidding up prices, all at the same time there's concern about the possibility of packing plants shutting down. Listen to the full conversation over at [Brownfield Ag](#).*

**> COVID-19 Highlights Rural America's Digital Disadvantage:** *Thanks to Successful Farming for pointing out a video from CoBank lead economist Jeff Johnston, which addresses communication issues being experienced in rural communities during this pandemic. Johnston's conversation touches on how people in rural communities, who have limited options for broadband, will be adversely affected by the preventive measures being put in place to curb the spread of the coronavirus. Not only will they find it difficult to work from home, access to things like telemedicine could also be a challenge. Watch [HERE](#).*

**> Malaysia Exempts Palm Plantations From Virus Closures Ensuring Global Vegoil Supplies:** *Malaysia has directed palm plantations to continue operations even as the country shuts businesses to prevent the spread of the coronavirus, a producer group said on Wednesday, ensuring steady supplies of the tropical oil to global markets. Malaysia is the world's second-largest producer of palm oil, which is used in everything from cosmetics to cookies and accounts for about 65% of global edible oil exports. The country has closed its borders and restricted internal movement after infections climbed to the highest in Southeast Asia on Wednesday. Closure of palm plantations as a part of the measures earlier had caused concerns in top importers but the Commodities Minister on Wednesday agreed to exempt palm plantations from the restricted movement order. Read more [HERE](#).*

**> Grocery Supply Expert Explains Why Empty Grocery Store Shelves Won't Last Long:** *With the spread of the novel coronavirus around the U.S., photographs circulating of empty grocery store shelves have caused some shoppers to worry about whether there are food shortages ahead. Short answer is NO! America is not going to run out of food. Leah Douglas over at Fern's Ag Insider talked to Dr. Ananth Iyer, a professor of supply chain management at Purdue University and director of the university's Global Supply Chain Management Initiative, to gain a better understanding of America's grocery supply chain. The bottom line about the nation's food supply, Iyer says, is optimistic: "Getting supply of the things people need should be the lowest in the list of worries at this point in time." As he sees it, supply chains are still adjusting the massive disruptions and empty shelves will soon be "yesterday's news." Check out the full article [HERE](#).*

**> Your Favorite Brands Might Be Scarce:** *While food supplies in the U.S. are overall more than ample, that doesn't mean your favorite brand or the exact kind of fruit you want won't be scarce. Some products that might be hard to find could include imported items (wines from Italy, cheeses from France), higher-end*

*brands with specialty ingredients (protein bars, alternative chips), and certain fruits and vegetables. Read more [HERE](#).*

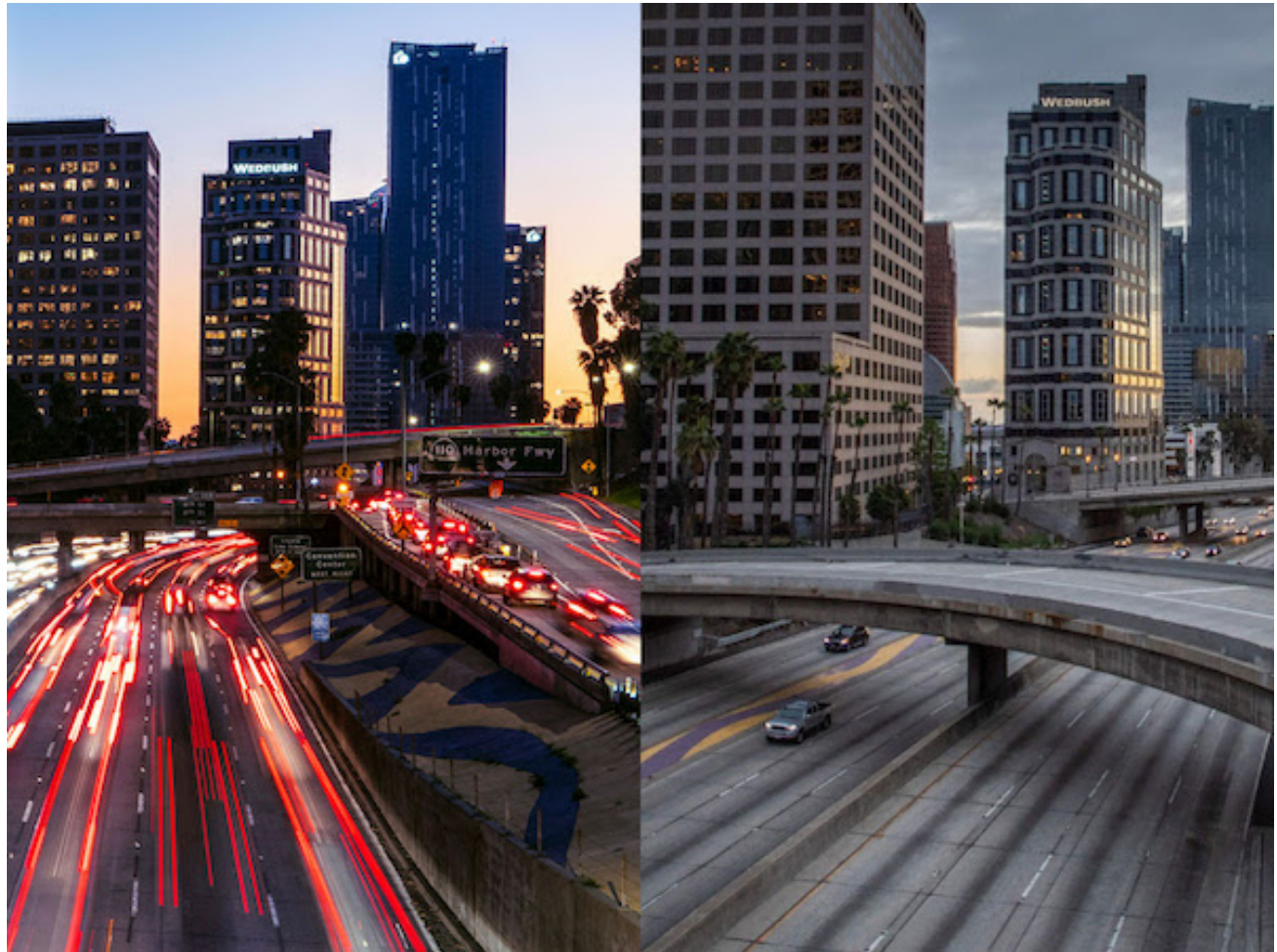
**> Insurers Are Covering Fewer Drugs:** *A GoodRx analysis of thousands of Medicare Part D plans from 2010 to 2019 found that the percentage of available drugs covered by the typical plan dropped significantly over the period, from 73% of available prescriptions to just 56%. It's possible that private plans are even worse as they don't have the same coverage rules as Medicare, according to GoodRx. The reason the numbers are falling is due to pharmacy benefit managers, which negotiate with manufacturers on behalf of insurers and try to drive better deals. GoodRx also found that 42% of drugs covered as of 2019 still also had further restrictions on reimbursement, like forcing patients to try other cheaper drugs before moving on to that which they were prescribed. Read more [HERE](#).*

**> The Most Interesting Trade Deal of the Year:** *Chad is repaying Angola a debt of \$100m with cattle, Angola's state-run newspaper has reported. The unusual agreement is seen as creating a win-win situation for both nations - Chad is short of cash while Angola needs cattle. In total, Angola would receive 75,000 cattle over 10 years, meaning it has accepted payment of \$1,333 per animal. Angola has suffered multiple drought over the last few years and is struggling to rebuild its cattle population. Chad is oil rich, but the country is also still striving to recover from the legacy of a 27-year civil war that ravaged the country after independence. Chad is described by the the World Health Organization of Animal Health (OIE) as a "livestock farming country par excellence", with about 94 million head of cattle. (Source: BBC)*

**> Restaurants Told Not to Pay Rent, Pay Staff Instead:** *With cities requiring non-essential businesses to close, some workers are without pay or jobs. In an effort to help a few local restaurants, one investment group is telling its tenants to skip the rent and pay their staff instead. Young Investment Company in Arkansas, owns several buildings occupied by restaurants, and announced on Facebook that it won't expect rent from those businesses in April. "We ask that you use this money instead to pay your employees and take care of your family. Stay strong. We will get through this together!" Young Investment also owns apartments, office spaces and other commercial spaces for lease in the Jonesboro, Arkansas area. Its announcement follows a trend of other local businesses giving people a break in payment during the coronavirus. Read more [HERE](#).*

**> America Goes Quiet:** *Bloomberg put together a series of photos from cities across the country showing the eerie transformation since the coronavirus outbreak gripped the nation. The full series can be found [HERE](#).*





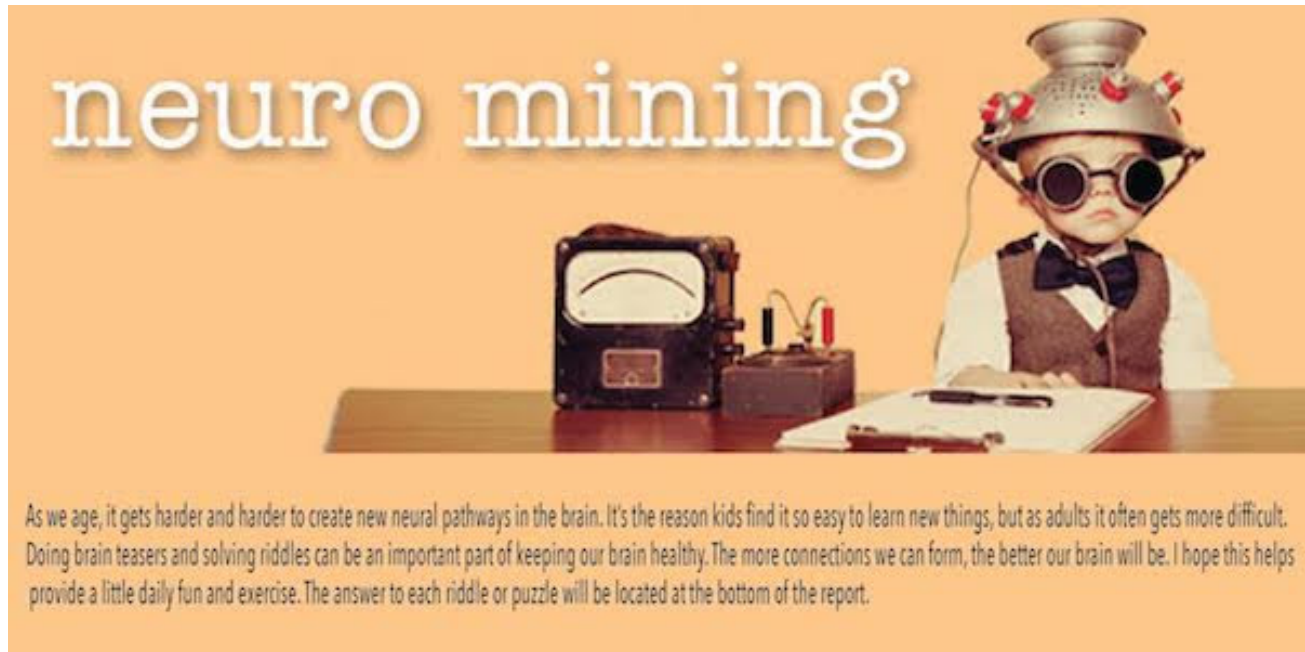


**Northwest Iowa** - We are settling in for another 3-5" snowstorm tomorrow, adding to our already wet conditions. Nothing has been started in the fields yet as we were wet last fall as well, so we look to start in mid-April if all goes well. Last year was actually better for us than 2018 which was muddier than 2019 if you can believe that. Like a lot of guys, our corn didn't dry down on its own very well but we ended up with a 220-230 bpa average across all our fields. We are leaning on putting in more corn this season and are currently discussing options on risk management and marketing so we hopefully can farm in 2021. Up here we have one of the highest concentrations of livestock with all the hogs, poultry, and cattle. The cattle guys are really getting beat up as meat is flying off the shelves. I've talked to guys who are getting pretty upset about the profit margins packers are making as prices of cuts are going up.

**Northern Illinois** - We are wet and it's not looking like we are going to see a lot of drying over the next few weeks. We are sitting in the 40's and 50's for the next 10 days with the longest stretch without the rain being about 3 days. We like to be drilling corn by April 15th at the latest. I can't say we won't be this year but if the rain and occasional snow keeps up then we will be pushed back again. Last year we had to put in corn and soybeans on the same day which was miserable trying to keep up with the planters with only 5 of us. I think it will probably be drier this year but right now I know there's a lot of nervous farmers out there. Plus, price doesn't put us in a great mood either!

**Southern Ohio** - We have our planter in the shop getting it ready to roll in the next few weeks. I think our earliest date is the first week in April and trust me, if the ground is fit, we are running. I have gone through every bit of the machine to ensure we don't have any problems. Last year, if we could have avoided 2 break downs I think we would have planted all the corn and soybeans without a problem. It was the 3 down days then nonstop rain that really hurt us. Our window of opportunity was tight and unfortunately, we spent the entire time waiting to run again. We learned a lot of lessons last year.





**TODAY'S RIDDLE:** You throw away the outside and cook the inside. Then you eat the outside and throw away the inside. What did you eat?



### Holganix wins "People's Choice Award"

I am super excited about our friends at Holganix and winning the "People's Choice Award" as a finalist of the Radicle Challenge by Corteva (Formerly Dupont Ag). ScanIt Technologies, an in-field platform for indoor and outdoor growers to detect plant pathogens when they are airborne and before they infect plants won access to the \$250,000 investment from Radicle. If you are wondering, Radicle Growth is an acceleration fund that teamed up with Corteva on this Challenge to identify promising agtech startup's that are solving agricultural challenges with novel technology solutions. "At Corteva, we are committed to helping farmers drive their performance, profitability and environmental sustainability," said Neal Gutterson, Senior Vice President and Chief Technology Officer, Corteva. "Supporting and nurturing new ideas and approaches – and the entrepreneurs behind them – is an important part of how we innovate to enrich the lives of farmers. Radicle's mentorship of early-stage companies is enormously valuable in this regard. "We saw the largest number of applicants ever to a Radicle Challenge with 62% coming

from outside the U.S. This is a great example of how there is no 'Silicon Valley' for AgTech and you have to scour the globe to find the best technologies and entrepreneurs," said Kirk Haney, CEO and Managing Partner of Radicle Growth. Barrett Ersek, CEO and Founder of Holganix said, "We are honored to have been named a finalist and especially honored to be named the People's Choice Award. A special thank you goes to the audience and the Holganix community who voted for Holganix. Your vote made a difference!" Congrats again to our friends and partners at Holganix!

**Something to Keep Your Eye On...** I'll be speaking via an online webinar hosted by Holganix next Thursday. I think you will be able to register early next week, stay tuned, I'll be providing details.



**HOLGANIX**

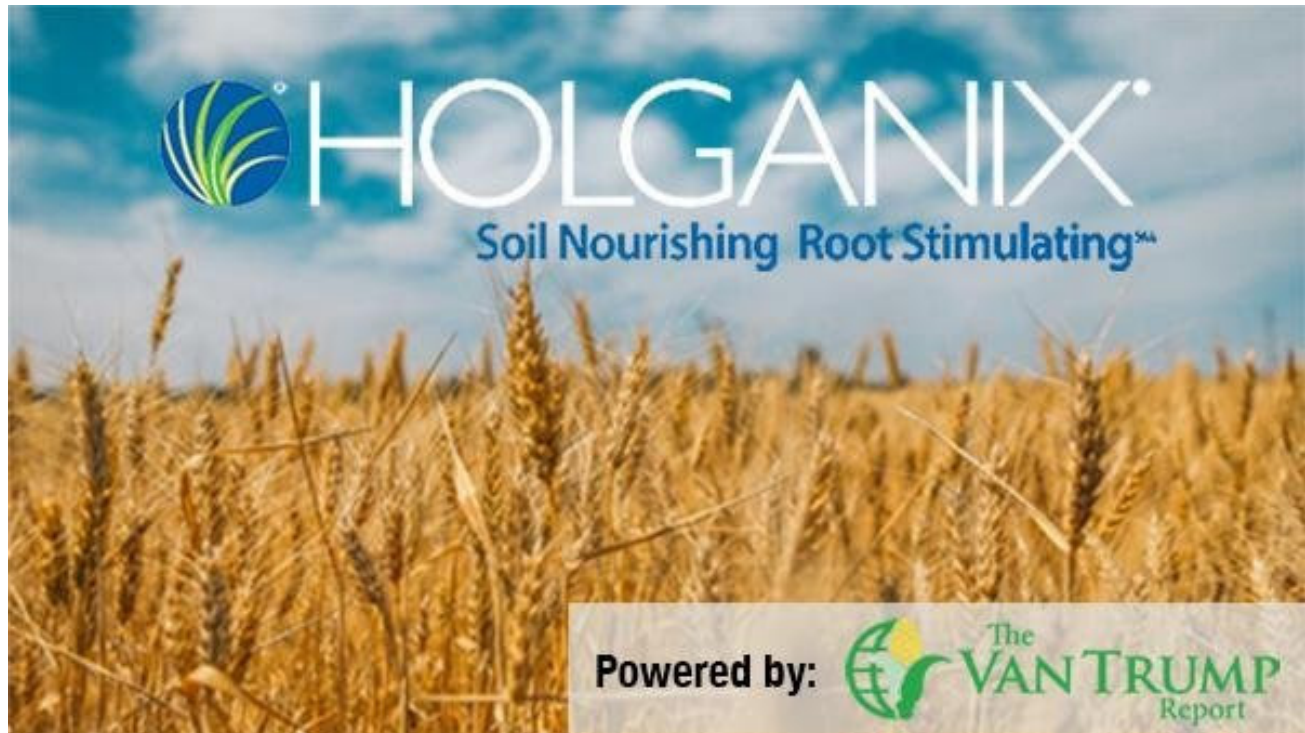
**HOW DOES IT WORK?**

**HOLGANIX BIO 800<sup>+</sup>**

With Bio 800<sup>+</sup>, the power lies in the ingredients. Bio 800<sup>+</sup> contains over 800 species of beneficial microorganisms. Why are the microorganisms important to plant health?

- 1** Microbes including Plant Growth Promoting Bacteria and Mycorrhizae, stimulate healthy growth in plant foliage and roots.
- 2** Microbes convert and release nutrients (plant food) to the plant.
- 3** Microbes promote the plant's tolerance from stress, including weather, disease, and traffic.
- 4** Microbes balance the soil ecosystem, providing a happy habitat for happy plants.





### **Can You Freeze Milk?**

My daughter is a huge milk drinker and is going to be very frustrated when she finds out the grocery stores are having a tough time keeping it stocked. A family friend sent my wife an e-mail this week that said they were freezing their milk. I remember my grandma doing that in small quantities to use for cooking. Below is the "Milk Freeze" hack. (Source: Taste of Home, Nicole Doster)

*Yes, milk can last for several months in the freezer, but for the best quality, we advise consuming it within the first month. After that point, milk will begin to separate and turn grainy.*

*Because freezing changes the texture of milk, most people prefer to cook with thawed milk instead of drink it. Thawed milk works well in baked goods, like this classic hot milk cake, and even in the perfect roast chicken.*

### **Tips for Freezing Milk**

*Freezing milk is simple, but you need to avoid a few pitfalls.*

*Always leave 1 to 1-1/2 inches of headspace in the container before freezing. Like other liquids, milk expands when it's frozen. Having too much in the container can cause it to crack.*

*Store milk in an airtight container. Milk is highly susceptible to picking up odors from other foods in the freezer. This can change the milk's flavor once thawed.*

*Skim milk is more freezer-friendly than full-fat milk. Milk with a higher fat content separates more readily when thawed.*

### **The Best Way to Freeze Milk**

*Our favorite way to freeze milk was brought to us by reader Ruth M. of Tunnel Hill, Georgia:*

*"To save it, I pour it into clean ice cube trays and freeze them. When they're frozen, I put the cubes in heavy-duty resealable plastic bags or containers. When a recipe calls for milk, I take out just the number of cubes needed."*

*Using Ruth's tip can help you save freezer space, plus it lets you thaw exactly the amount of milk you need.*

*For reference, two cubes in the average ice cube tray will equal about 1/4 cup milk. If you're looking to use larger portions of milk at a time, try this 1-cup ice cube tray set that's great for freezing soup and stock, too.*

### **How to Thaw Frozen Milk**

*Simply leave frozen milk in the fridge to thaw overnight. If the milk has separated a bit, give it a vigorous shake before using.*







### **What's in the U.S. Coronavirus Relief Bill**

The U.S. government passed a more than +\$100 billion coronavirus aid package yesterday that will provide free coronavirus testing, paid and emergency sick leave, unemployment benefits, and food and medical aid to people impacted. The exact cost has not been tallied, but the Joint Committee on Taxation estimated that just sick leave and family leave provisions alone would cost \$105 billion. Here are the major elements:

**Free Coronavirus Testing** - *The bill would provide free coronavirus testing for those who need it. The legislation would require private healthcare insurers to pay for all testing costs for beneficiaries with medical coverage. It also would cover testing costs for people who receive health care through government-run programs such as Medicare and Medicaid. It provides \$1 billion to the National Disaster Medical System, a coordinated healthcare system and partnership involving several federal agencies, to cover costs for people without medical insurance.*

**Paid Sick Leave and Emergency Leave for Some Workers** - *Governments and private businesses with fewer than 500 employees are required to provide up to two weeks of paid sick leave for those who miss work due to coronavirus or for those who have to take care of family members affected by the outbreak. Workers could take another 10 weeks off, if needed, at two-thirds of their pay. Businesses and self-employed workers would be able to claim refundable tax credits to cover the expense.*

*The U.S. Labor Department could exempt companies with fewer than 50 workers if they risk going out of business. Additionally, it would not apply to large employers like McDonald's that do not provide paid sick leave. Some large employers, including Walmart and Darden Restaurants, have announced they will do so voluntarily. The rules would only apply to coronavirus-related illnesses and would last only through the end of 2020.*

**Enhanced Unemployment Benefits** - *The bill would cover costs for states that extend unemployment payments for six months beyond the usual six-month time limit. The benefit would apply only to states that see their unemployment rates rise by at least +10%. They would get interest-free loans, if needed, to cover benefit costs under the bill. It also would encourage employers to avoid layoffs by reducing employees' hours instead. Affected employees would get unemployment benefits to offset those lost wages.*

**Food Assistance** - *The bill provides \$250 million for home-delivery meals to seniors, \$400 million for food banks, and \$500 million to help feed mothers and young children. It would allow schools that provide free breakfasts and lunches to low-income students to distribute those meals to go, rather than requiring them to be eaten in a cafeteria. (Sources: Reuters, Politico)*



**Retail**

**Food and hospitality**

**Grocery**

517K McDonald's

347K Walmart

189K Kroger

151K Target

165K Burger King

133K Wendy's

180K Subway

109K Dollar General

79K Walgreens

83K Domino's

99K Applebee's

139K Marriott

124K Taco Bell

156K Pizza Hut

92K Sonic

89K Holiday Inn

89K Kroger

89K Chick-fil-A

85K Olive Garden

85K KFC

74K CVS

74K Cracker Barrel

74K Dunkin' Donuts

69K Old Navy

68K Starbucks

64K IHOP

64K Wegmans

58K Panera

56K Dollar Tree

57K Meijer

44K Lowe's

44K Macy's

44K Kmart

44K Walgreens

44K Target

44K Kroger

44K McDonald's

44K Walmart

44K Burger King

44K Wendy's

44K Subway

44K Dollar General

44K Walgreens

44K Domino's

44K Applebee's

44K Marriott

44K Taco Bell

44K Pizza Hut

44K Sonic

44K Holiday Inn

44K Kroger

44K Chick-fil-A

44K Olive Garden

44K KFC

44K Old Navy

44K Dollar Tree

44K Culvers

44K Sams Club

44K Panera

44K Wegmans

44K GameStop

44K Dillard's

44K QuikTrip

44K Fred Meyer

44K Barnes & Noble

44K Harbor Freight

44K Tools

44K Jack in the Box

44K Ikea

44K Stop & Shop

44K Bath & Body Works

44K PetSmart

44K Giant

44K Safeway

44K Disney

44K Chipotle

44K Cheesecake Factory

44K O'Reilly Auto Parts

44K Aldi

44K Home Depot

44K Whole Foods

44K Bob Evans

44K Outback Steakhouse

44K n-N-Out Burger

44K Office Depot

44K Ross

44K Amazon

44K Costco

44K Marshalls

44K FedEx

44K Best Buy

44K Wawa

44K Michaels

44K Hannaford

44K Victoria's Secret

44K Family Dollar

44K Kohl's

44K Jimmy John's

44K Shop Rite

44K Ulta Beauty

44K American Eagle

44K Ace Hardware

44K Payless Shoes

44K Nordstrom

44K Sears

44K Forever 21

44K Zaxby's

44K Trader Joe's

44K J.Crew

44K T.J. Maxx

44K Whataburger

44K Petco

Page 31 of 39

change. Spring is officially here and we are going to get past this... Stay strong!

Today is officially the first day of Spring! If you're thinking it seems a little early this year, you'd be correct. This is the earliest start to Spring since 1896 thanks to what's known as the vernal equinox. Let's hope that means temps will rise sooner than later and help slow the virus.

Astronomically speaking, this is when the Sun crosses directly over the celestial equator, which means it's basically over the center of the Earth, causing day and night to each be almost exactly 12 hours in length. This happens twice a year - Spring and Autumn. As the Sun progressively moves further north throughout the Spring season, daylight hours will increase over the Northern Hemisphere. While we have the benefit of modern science to help us better understand the changing of the seasons, these shifts were recognized by humans going back thousands of years. This was of course in large part because it marked the beginning of warmer days during which their food supplies would be restored. Keep in mind, the first day of spring in the Southern Hemisphere is the first day of fall in the Northern Hemisphere. Here are a few other facts about the Vernal Equinox and start of Spring:

**How Can the Date Change from Year to Year?** *In the Northern Hemisphere, spring can begin on March 19, 20 or 21. There are a few reasons why seasonal dates can vary from year to year. The first is that a year is not an even number of days and neither are the seasons. Another reason is that the earth's elliptical orbit is changing its orientation (skew), which causes the earth's axis to constantly point in a different direction, called precession. Since the seasons are defined as beginning at strict 90-degree intervals, these positional changes affect the time the earth reaches each 90-degree location in its orbit around the sun.*

**Why Rotation Is So Important:** *If Earth rotated on an axis perpendicular to the plane of its orbit around the sun rather than on a 23.4° tilt, there would be no variation in day lengths and no variation in seasons.*

**How Long Does Spring Last?** *This year, Spring officially ends on June 20, or approximately 92.771 days from now. Spring and Summer combined this year will actually be 7.584 days longer than the colder seasons of Fall and Winter.*

**Why the Name Spring?** *Before we called the season Spring, it was actually known as Lent, which came from the Old English "lengten," which means "to make longer or greater in length." It was not until the 1300s that the term lent was replaced by "springing time" since it was the time of year when most plants that had been dormant over the fall and winter finally began to*



*grow again, or spring from the earth. The season went through a few more name changes over the two centuries that followed, becoming shortened to spring-time before arriving at simply "Spring."*

**Religion:** *Spring plays a major role in Christian traditions because Easter is always on the first Sunday following the first full moon after the Vernal Equinox.*

**Navigation:** *The fall and spring equinoxes are the only two times during the year when the sun rises due east and sets due west.*

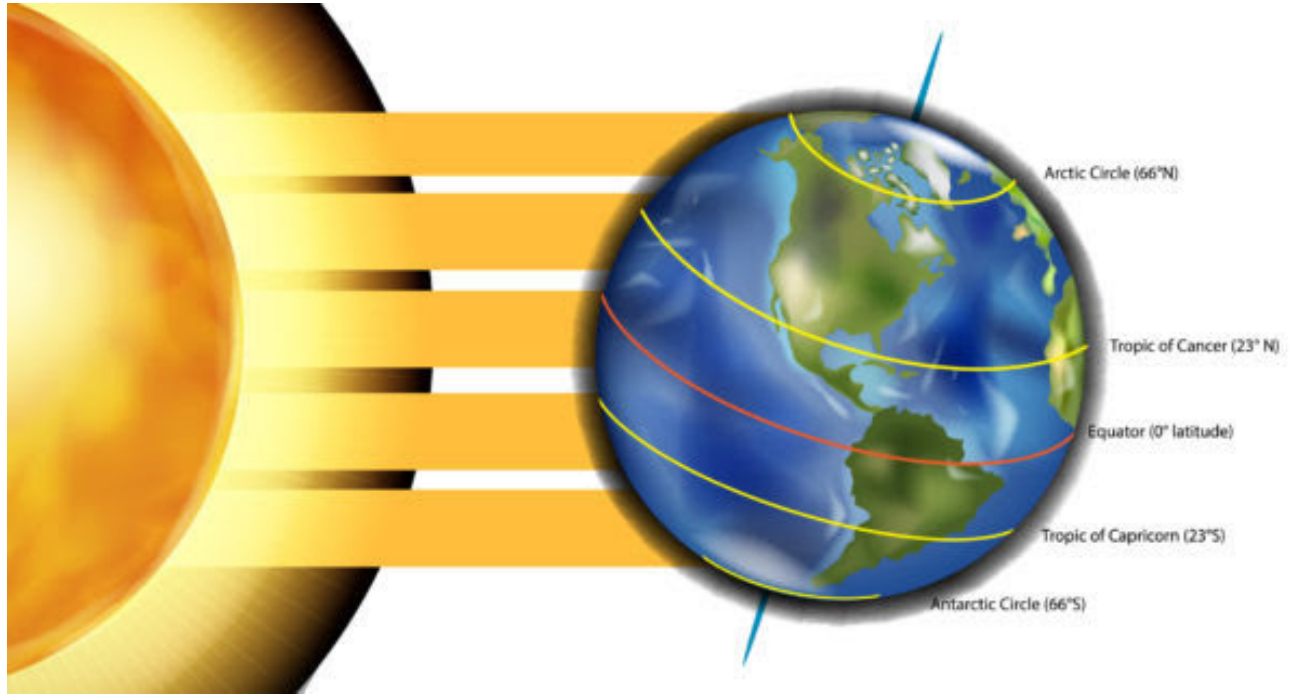
**Spring Fever:** *The term "spring fever" refers to a both psychological and physiological symptoms associated with the arrival of spring, including restlessness, daydreaming, and increased sexual appetite. While the exact cause is unclear, scientists believe that increased light, more exercise, and more bare skin influence hormone levels. With the coronavirus keeping everyone pretty much stuck at home this year, let's hope "spring fever" doesn't make us too crazy!*

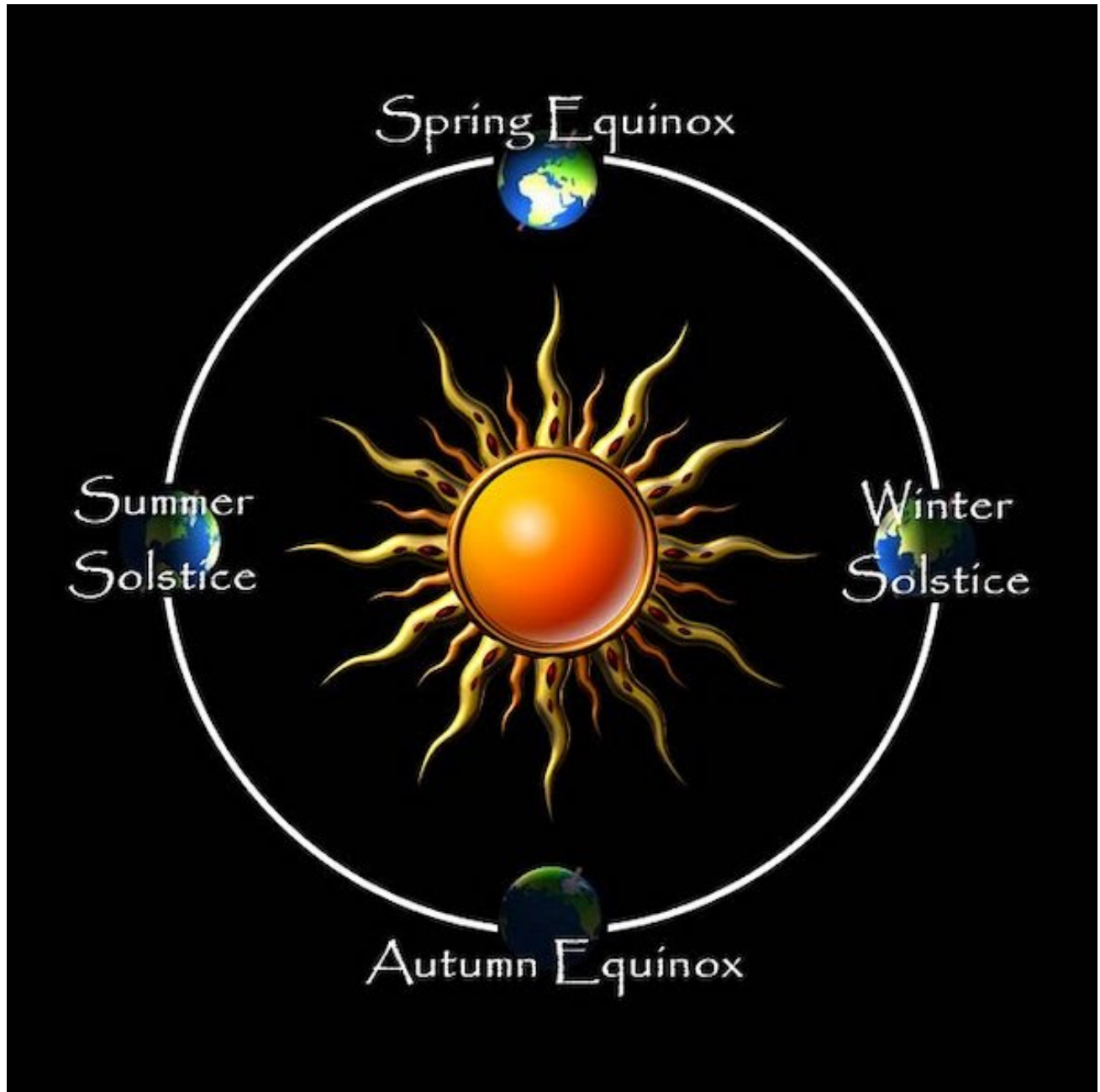
**North & South Pole:** *On the first day of spring, a person at the North Pole would see the sun skimming across the horizon, beginning six months of uninterrupted daylight. A person at the South Pole would see the sun skimming across the horizon, signaling the start of six months of darkness.*

**Flowers of Spring:** *Spring is known for fresh blooms, as the old saying "April showers bring May flowers" reminds us. The first spring flowers are typically lilacs, irises, lilies, tulips, daffodils, and dandelions.*

**Springtime is Loaded with Holidays:** *Holidays that occur in spring include Easter, Passover, April Fool's Day, Earth Day, Arbor Day, Mother's Day, Father's Day, Cinco De Mayo, and Holi (festival of colors in India).*

**Weird Things with Eggs:** *The myth that it is possible to balance an egg on its end on the spring equinox is just that: a myth. Trying to balance an oval-shaped object on its end is no easier on the spring equinox than on any other day.*





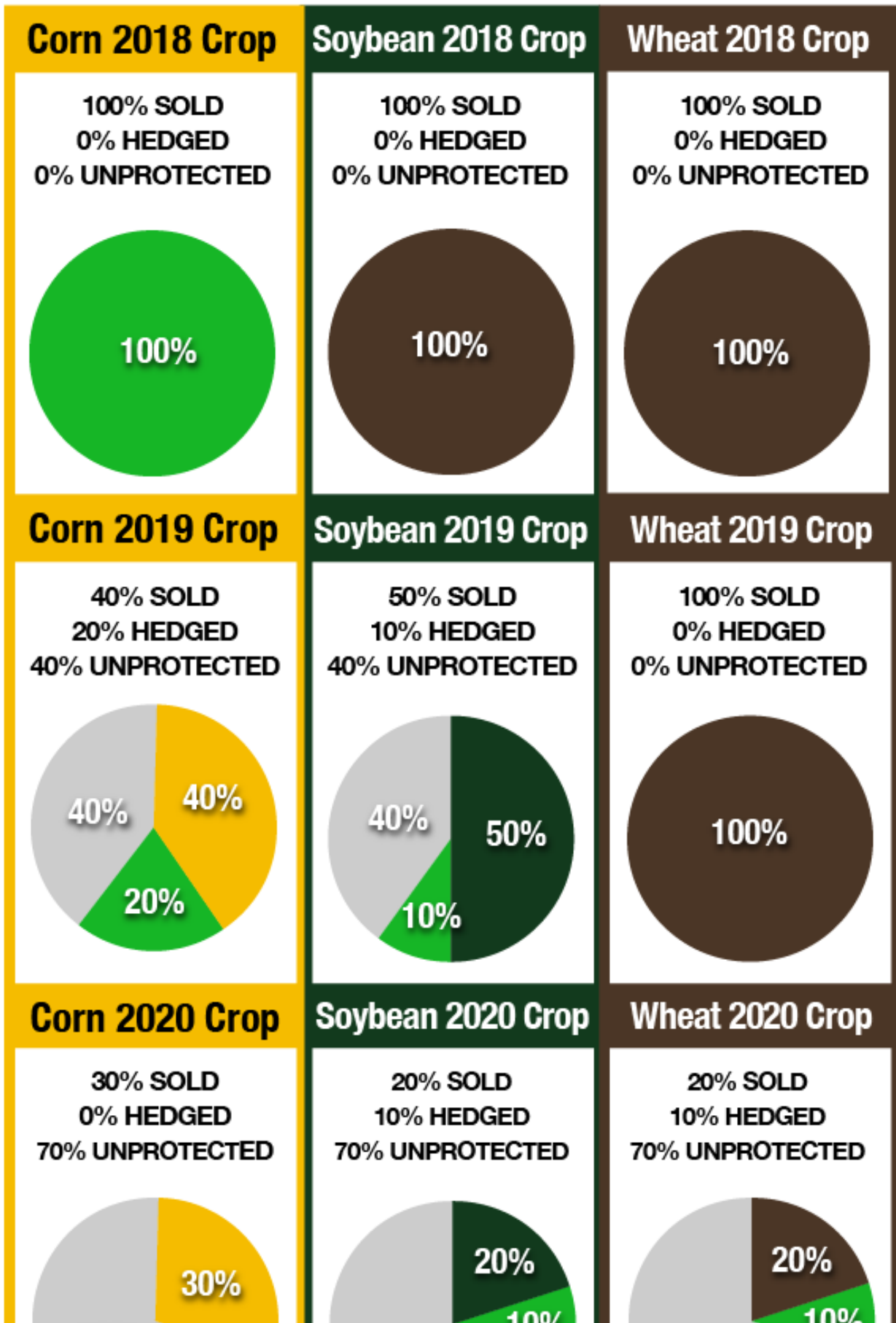


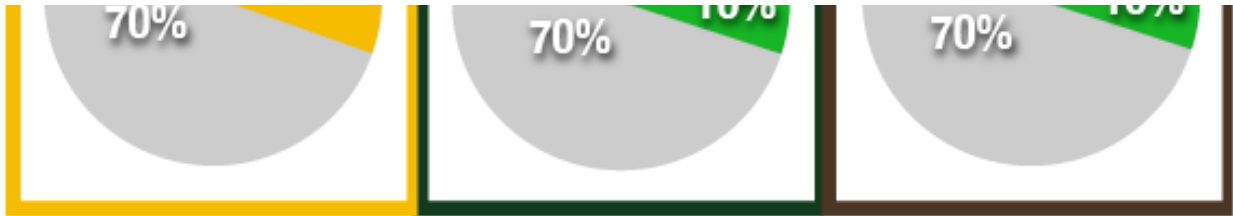
**ANSWER to riddle:** An ear of corn.

## CASH SALES & HEDGING TOTALS

**PLEASE READ** The Van Trump Report is a publication intended to give analytical research to the Agricultural community. The Van Trump Report is not rendering investment or hedging advice based on individual portfolios or individual business operations. Kevin Van Trump is NOT registered as a stock or commodity advisor in any jurisdiction. You need to consult with your own registered advisor for specific strategies and ideas that are appropriate to your specific portfolio or business entity. Information included in this report is derived from many sources believed to be reliable but no representation is made that it is accurate or complete. This report is not intended, and shall not constitute, or be construed as an offer or recommendation to "buy", "sell" or "invest" in any securities or commodities referred to in this report. Rather, this research is intended to identify issues and macro situations that those invested in the agricultural industry should be aware of to help better assess and improve their own risk management skills. Please read the entire [DISCLAIMER PAGE](#) for full risk-disclosure and copyright laws.







# AgSwag



**Bold. Fast. Fun**

Sponsored by **AgSwag**

Tired of battling poor customer service, poor quality and lack of premium selection in the swag space?

AgSwag now offers our members the latest fashions and trends from brands such as: Branded Bills, Carhartt, Champion, Cutter & Buck, Drake, Fairway and Greene, Filson, Ice Shaker, Marmot, New Era, Nike, North Face, Pacific Headwear, Under Armour, Yeti... and more

Swag should NOT be considered a "cost" or an expense for business owners. When used properly in a well thought out campaign "corporate swag" can dramatically reduce the cost of new customer acquisition, client churn and retention, expedited development of brand ambassadors, etc. The Van Trump family believes their AgSwag business can deliver on those promises.

AgSwag is not trying to be the lowest cost supplier. We are trying to partner with "best-of-practice" and like-minded businesses to bring a better "return-on-investment" by designing and helping to implement a well thought out corporate swag strategy and campaign. There are hundreds of online companies that offer quick ways to throw a corporate logo on a cheap hat or t-shirt. AgSwag offers the best in selection, design, implementation, and service! Click [HERE](#) to learn more!

Call to order your AgSwag today @ 816-221-SWAG!



Can't see the images? [View As Webpage](#)

Salesforce MC



This email was sent by: Farm Direction  
1020 Pennsylvania Ave, Kansas City, MO, 64105 US

**Privacy Policy**

**Update Profile**

**Manage Subscriptions**