



Josh Knight <josh@farmdirection.com>

GOOD MORNING: The Van Trump Report 4-8-20

1 message

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

Wed, Apr 8, 2020 at 5:30 AM

Reply-To: Jordan <reply-fec211727c66017b-1180_HTML-68584704-100003450-11@vantrumpreport-email.com>

To: josh@farmdirection.com



"We don't change the world by starting with our brilliant ideas; we change the world by helping others." - **Bernadette Jiwa**

Wednesday, April 8, 2020[Printable Copy](#) or [Audio Version](#)

Morning Summary: Stocks struggle to find true direction with the coronavirus pandemic still generating more questions than answers. It's estimated that about 85% of American's still do not know anyone who's tested positive for the virus. This makes many very skeptical and perhaps still a bit in denial. That number is obviously going to be moving higher in the weeks ahead, but the point remains, many American's are still watching from the perimeter. When that changes I suspect more investor sentiment and consumer confidence will become more negative. Bulls are pointing to improving data in Europe that indicate fatalities may have plateaued in some hotspots while in New York, the number of new cases seems to be slowing. It certainly seems premature to think the worst is behind us. Remember, earnings season is just around the corner so look for the extreme volatility and wild swings to continue. Average estimates compiled by FactSet expect a -9.1% earnings drop for S&P 500 companies in the first quarter.

JPMorgan and Wells Fargo unofficially kick off earnings season next Tuesday. There could also be some really awful economic data headed our way in the coming weeks, which is expected, but the bigger question is when the numbers might start improving? For certain, nearby data is going to be frightening and the longer the economy remains shuttered, the worse those numbers are likely to get. Today, investors are anxious to see "minutes" from the Federal Reserve's two unscheduled emergency meetings on March 3 and 15. Those meetings saw the Fed slash rates, expand repo operations and credit for commercial banks, and introduce a huge amount of quantitative easing. Investors will be hoping the minutes from these extraordinary meetings will provide some additional insights as to what central bankers are most concerned about. Today also brings an update on U.S. crude oil inventories which are expected to see another big build. The U.S. Energy Information Administration (EIA) reported a rise of +13.8 million barrels last week.

Interesting Investment Thought: *Heard several investors talking about moving oil-company stocks that have been very badly beaten up into a Roth IRA from the traditional IRA so that an eventual big increase in value could be tax-free when sold. Everyone will have different specifics for their portfolio but with this much crazy movement you should talk to your individual advisor as some adjustments might be needed.*

Cheap Flight to Disney? *There are reports that Disney is accepting reservations for its Orlando properties post-June 1st. At the same time a Delta roundtrip ticket from NY to Orlando is going for sub-\$100. Bulls are excited to see both offerings. i.e. Disney perhaps opening back up and cheap flights being offered. Bears say, sure, just what other families wants to do, go to Disney with a lot of folks from New York. No offense, just saying, it's going to take some time to get the nationwide U.S. consumer back-online and fully accepting travel crowded tourist destinations. Yes, you will get some that jump at the bargains, but I'm not sure it will be the masses.*

Mortgage Forbearance Increasing: *Requests for forbearance, which temporarily suspends or reduces mortgage payments, surged more than 3,000% in March, according to a survey released Tuesday by the Mortgage Bankers Association. Between March 2 and March 16, forbearance requests increased 1,270%. That momentum picked up, with requests gaining 1,896% between March 16 and March 30.*

Car Companies Continue to Close: *Japanese car giants Nissan and Honda are furloughing thousands of workers as North American auto plants continue to be shuttered because of the coronavirus pandemic. Honda has extended closures through the start of May, covering auto plants in Alabama, Indiana, Ohio, as well as other plants assembling engines and ATVs. Honda had initially been paying employees to stay home during the shutdown, but a spokesman tells NPR the company now has "no work available" for more than 14,000 hourly workers. Nissan, which has plants in Mississippi and Tennessee, has extended closures through late April. The company says it is implementing "temporary layoffs" that will affect some 10,000 workers. Other automakers have also shuttered plants across the country, and many suppliers have shut down factories that provide parts for those cars. (Source: NPR)*

Coronavirus Updates

- *New York Gov. Andrew Cuomo said he is worried about coronavirus cases and hospitalizations*

- increasing again as some people start to leave their homes with the weather turning warmer.*
- *New York death toll continues to steeply rise. The state has recorded over +5,500 deaths, up from 4,758 a day earlier.*
 - *California Gov. Gavin Newsom said on Tuesday that the state's curve of coronavirus cases is showing signs of "bending and stretching" as the increase in people admitted to the hospital on a daily basis has started to gradually decline.*
 - *United Airlines is cutting more flights in San Francisco and Los Angeles for at least three weeks because of falling demand for travel.*
 - *American Airlines is suspending all pilot training amid health concerns surrounding COVID-19.*
 - *The central Chinese city of Wuhan — where the coronavirus was first reported — started allowing people to leave for the first time since it was locked down on Jan. 23 to contain the outbreak.*
 - *MLB considering playing all their baseball games in Arizona.*
 - *Africa, the world's second-largest continent, now has at least 10,000 cases – and experts believe the true scale of the outbreak is much greater.*
 - *Turkey has world's fastest rising infection rate. The number is now increasing by more than +3,000 a day.*
 - *The Italian government has declared its seaports "unsafe" due to the coronavirus pandemic, and will not authorize the landing of migrant rescue boats until the end of the emergency. The death toll in Italy continues to rise. The country reported 604 more deaths, though it marked the lowest day-to-day increase in new infections since introducing quarantine measures.*
 - *Japanese Prime Minister Shinzo Abe on Tuesday declared a state of emergency that will last a month and be imposed in the capital, Tokyo, and six other prefectures, accounting for about 44% of Japan's population. The declaration gives authorities more power to enforce stay-at-home orders and to close businesses.*

Confirmed Cases of Covid-19



@KevinVanTrump

Source: coronavirus.jhu.edu

Trucking Companies Cut Spending as Factory Slowdown Weighs on Operators: *Trucking companies that deliver goods to manufacturers are cutting pay, reducing hours for workers and pulling back spending as an initial bump in demand for consumer products gives way to a deepening economic downturn. Supermarket chains and retailers with strong online operations are wrestling with heavy demand, pushing shipments to truckers serving Walmart Inc., Home Depot Inc. and other stores, particularly those with coveted goods such as cleaning supplies. But transportation companies say factory closings aimed at containing the virus, which extend around the country, are weighing more heavily on their earnings. The biggest coronavirus-driven impacts in March "are for LTL carriers*

that are heavy on the industrial side, everything from auto parts to aerospace components,” said Satish Jindel, president of research firm SJ Consulting Group Inc. Read more from [The Wall Street Journal](#).

How Has Coronavirus Impacted Media Consumption: *As the coronavirus outbreak continues to wreak havoc across the globe, people’s time that would have otherwise been spent perusing malls or going to live events, is now being spent on the sofa. During this period of pandemic-induced social isolation, it’s no surprise that people are consuming vast amounts of media. The graphic below from Visual Capitalist uses data from a Global Web Index report, which found that over 80% of consumers in the U.S. and UK have been consuming more content since the outbreak, with broadcast TV and online videos (YouTube, TikTok) being the primary mediums across all generations and genders. Unsurprisingly, 68% of consumers are seeking out pandemic updates online over any other activity. Gen Zers however, have other plans, as they are the only generation more likely to be listening to music than searching for news. Overall, younger generations are more likely to entertain themselves by playing games on their mobile or computer. Millennials also stand out as the foodie generation, as they are the most likely to be searching for cooking recipes or reading up on healthy eating. More details and other graphics are available [HERE](#).*

Quarantine Internet Activities, %

Increase



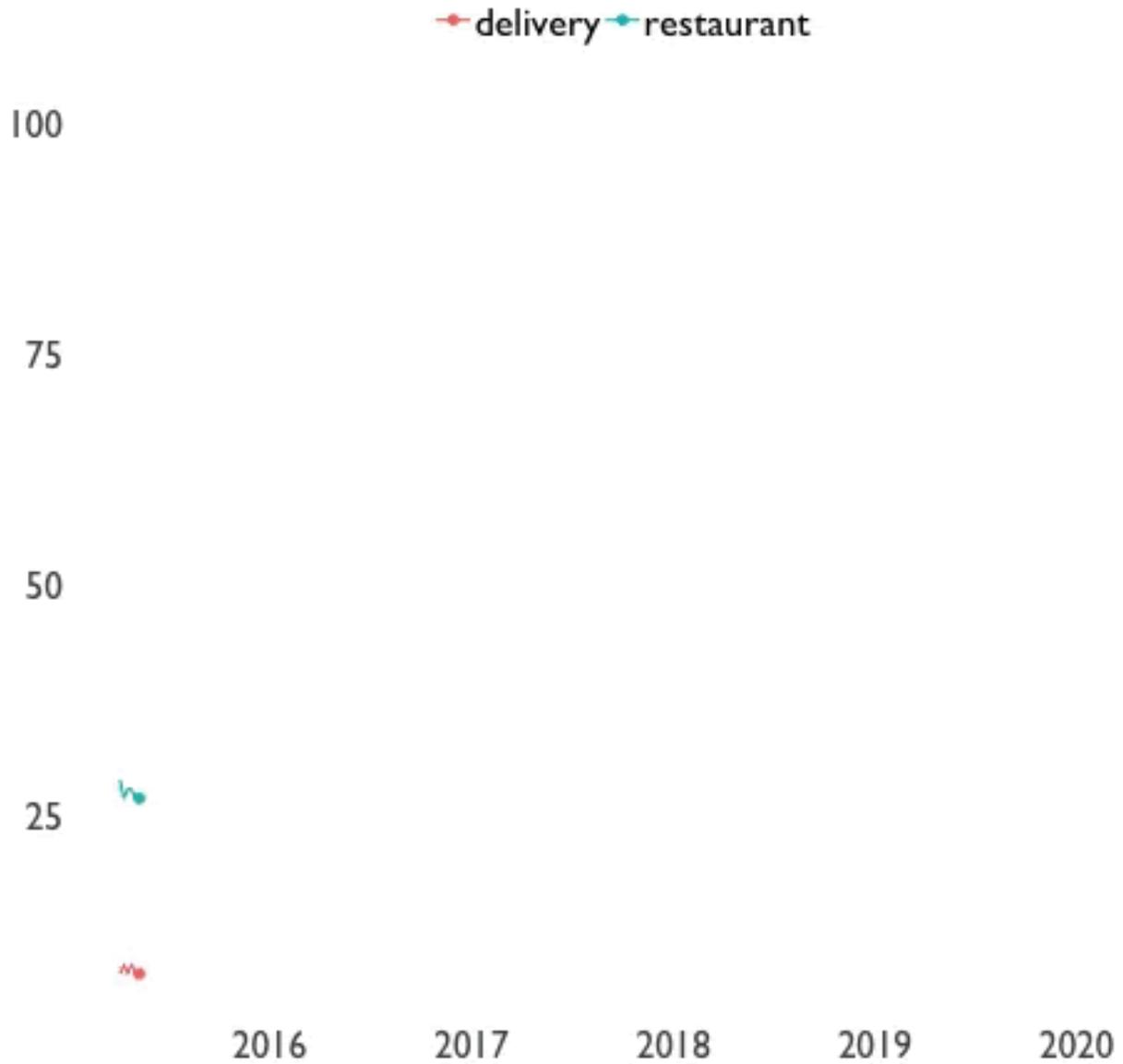
	All	Gen Z	Millennials	Gen X	Boomers
Searching for coronavirus/ COVID-19 updates	68	67	71	69	54
Listening to music	58	71	62	54	38
Watching movies/shows	49	51	52	51	34
Watching funny videos	42	52	44	39	27
Playing games on mobile	40	47	45	36	34
Looking at memes	32	54	41	21	9
Playing games on PC/laptop	29	29	36	25	25
Searching for cooking recipes	28	21	35	29	21
Reading business & finance articles/news	27	14	35	28	21
Searching for discounts from brands	24	22	28	23	23
Reading healthy eating articles	24	19	31	22	16
Reading sports news	23	16	32	19	24
Reading celebrity news	22	25	25	19	15
Listening to podcasts	18	16	26	16	7
Watching fitness videos	18	18	24	17	3
Searching for fashion trends/discounts	16	14	23	13	7
Reading live blogs	15	12	22	13	9
Watching esports videos/livestreams	12	14	20	9	2
Searching for vacations	12	11	18	9	3
Watching webinars	11	9	16	9	6
I'm trying to stay off the internet	5	5	4	6	8



VISUALCAPITALIST.COM

Source: Global Web Index, Coronavirus Research Report, April 2020

Google search trends: Delivery vs Restaurant





Looking For Insight?

Kevin Van Trump is now offering:

Webinars & Conference Calls

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Contact: jordan@farmdirection.com



ASSISTANCE (We will keep this pinned here until further notice): For assistance with food and bills, as well as other free or reduced cost programs that help people affected by the **COVID-19 pandemic** [Click HERE.](#)

USDA Tool To Help Families Find Meals for Kids: *The U.S. Department of Agriculture (USDA) announced the launch of an online tool – the "Meals for Kids" Site Finder – to help families find meals for children while schools are closed during the coronavirus pandemic. The app's interactive map directs people to local sites where kids can get free meals. The site finder currently lists more than 20,000 meal sites from 23 states, and more sites will be added as states submit data each week. The tool is available in both English and Spanish [HERE.](#)*

HBO Conference Call Backgrounds That'll Liven Up Your Meetings: *HBO*

has released some video conference call backgrounds inspired by their shows, including Game of Thrones and Succession. Check them out [HERE](#).

Walgreens Expands Coronavirus Drive-Thru Testing: *Walgreens plans to open 15 drive-thru testing locations across seven states, starting later this week. The sites will be in Arizona, Florida, Illinois, Kentucky, Louisiana, Tennessee and Texas. The pharmacy chain said it worked with Department of Health and Human Services to select the locations based on where COVID-19 cases are rising. Learn more [HERE](#).*

All-Star "Saturday Night Seder" Coming Up: *A-list actors, singers and religious scholars including Henry Winkler, Idina Menzel, Andy Cohen, Josh Groban and Billy Eichner are coming together virtually from their quarantined homes for an all-star online Seder. Along with imparting the biblical story of Exodus, the seder will also raise money to help first responders dealing with the coronavirus. "Saturday Night Seder" will stream this Saturday on SaturdayNightSeder.com.*

FARM TANK

Tweets of the Day





Steve Burns
@SJosephBurns



#COVID19 #coronavirus #COVID

**PEOPLE KEEP ASKING
"IS COVID 19 REALLY THAT SERIOUS?"**

LISTEN UP

CASINOS AND CHURCHES ARE CLOSED

**WHEN HEAVEN AND HELL
AGREE ON THE SAME THING**

IT'S PROBABLY PRETTY SERIOUS



John Kaminski, Ph.D. 🌱
@iTweetTurf



I'm making some predictions about the [#coronavirus](#).
I'll just leave this here for you to think about.

EVOLUTION OF HAIRSTYLES



2019

2020

2021

DURING THE CORONAVIRUS



George Kakasuleff
@Indyfarmer



Quick take the picture while there's dust.....





Minor
@Minor_OSU



First corn in Ohio ?





Romy Schill
@circlerlamb

Fellow farmers ... share a picture of you recreating a historical piece of art and share something you do on your farm that is "modern" and something that is "traditional". Thanks @GettyMuseum for the idea! Full post on my IG. #shareyourstory #artfromthefarm #farmhistory



Ontario



Lindsay Kimbrell
@Kimbrellfarms06



Like a good mom I took a picture of my kid digging mud by himself. #plant20 started off pretty good, but then it turned to not pretty good, but we'll do what we can when we can! #TexasCorn





Richard Starke
@RichardStarke



A beef producer spent a little extra time feeding his cows this morning to send everyone a message of encouragement:

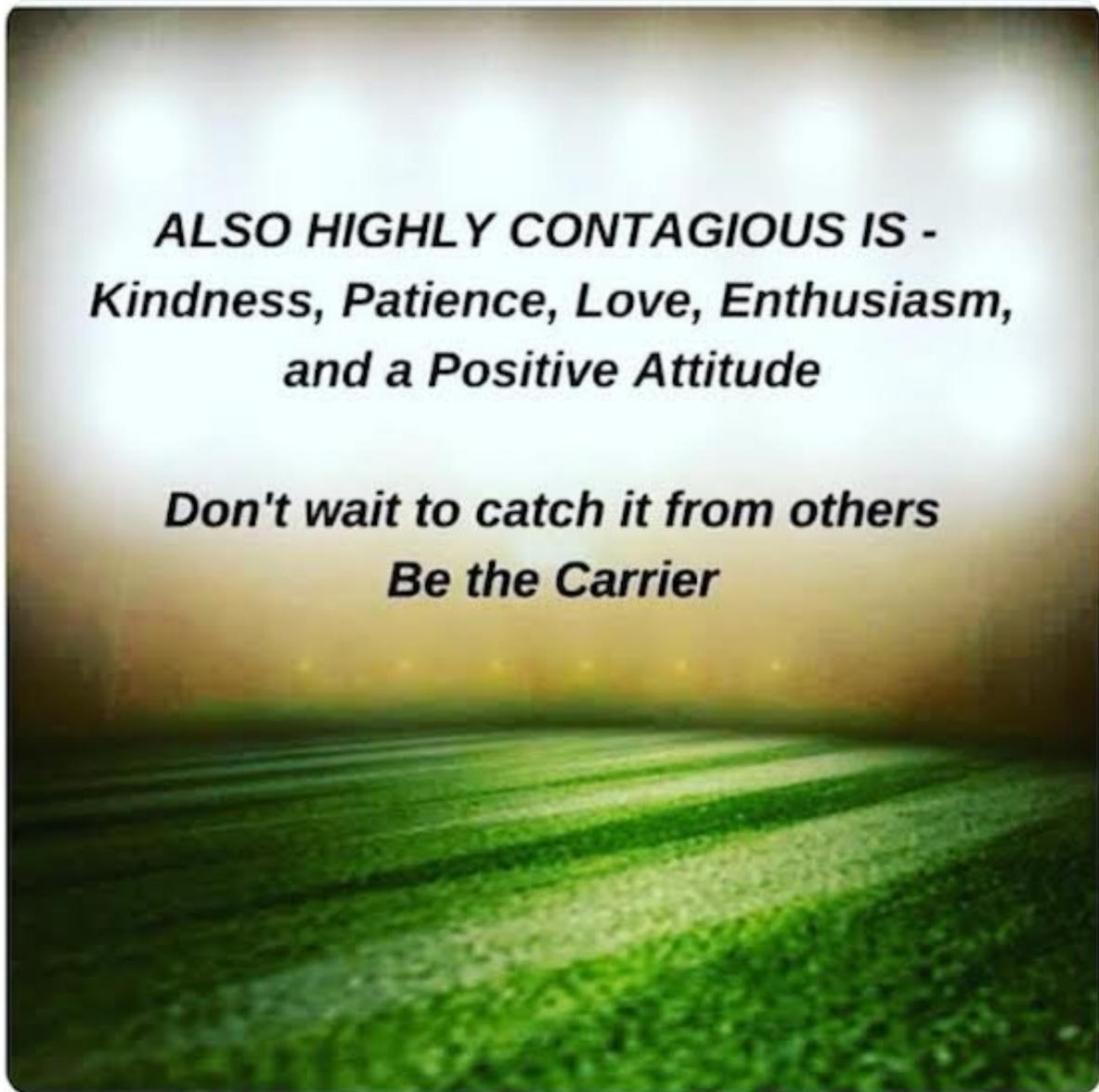




Stacye Branché
@StacyeBranche



"Kindness is contagious. Be a carrier" #repost
@staciburgessallen #quotes #quote #quoteoftheday
#motivationalquotes #wordsofwisdom #wordstoliveby
#wellness #healthyliving #healthylifestyle
#healthylivingtips #motivation #inspiration
#postiveattitude #positiveaffirmations #focus

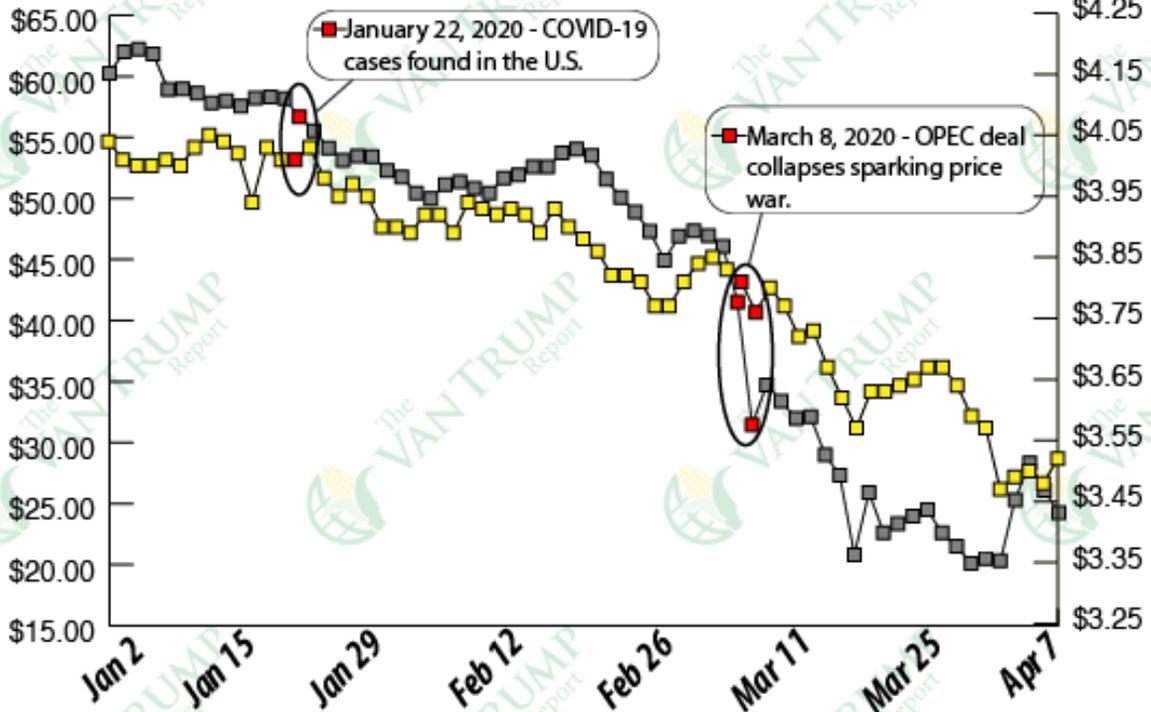


CORN traders will be positioning ahead of tomorrow's USDA report. Most inside the trade are thinking corn ending stocks move higher as ethanol demand faces serious concerns. POET made a formal announcement that it will idle production at three plants and will delay the opening of a new plant. Collectively the cutbacks are thought to amount to the loss of 330 million gallons of ethanol or about 110 million bushels of corn demand on an annualized basis. Bottom line, as I've been saying for weeks, plants are going to close and corn demand is going to be heavily questioned. I suspect the USDA takes a tiered approach towards reducing demand, meaning they probably don't cut the demand all at once but rather trim -50 to -100 million bushels as we take steps forward and learn more. Bulls are hoping tomorrow's heavily anticipated oil meeting between the Saudi's and Russian's will bring about a cut in total production and help support oil prices. As a spec, I'm now holding a small bullish position. I'm thinking U.S. acres aren't going to be as large as the USDA is forecasting. Weather is cooperative for the moment but the forecast looks a bit rough into mid-April. I'm also not sure all of the financing and inputs are going to be in place to plant +97 million corn acres. Bottom line, I fully understand the bearish demand headlines and burdensome balance sheet currently being forecast. As a bull, I'm hoping crude oil can find some stability sooner rather than later, livestock feed demand and exports strengthen and U.S. weather uncertainties might eventually attract some bullish bets. I know that's a lot to hope for but I think a lot of the bearish news might soon be all cooked into price. As a spec, I will be looking to add a bit more length on the next leg lower. As a producer, I've slowly started to scale out of some longer-term hedges. Those with old-crop contracts in the front-end, rather than paying to roll forward, might want to think about simply selling the cash and reowning the board in some capacity.

Crude Oil vs. Corn Price

Crude Oil
(\$ per barrel)

Corn
(\$ per bushel)

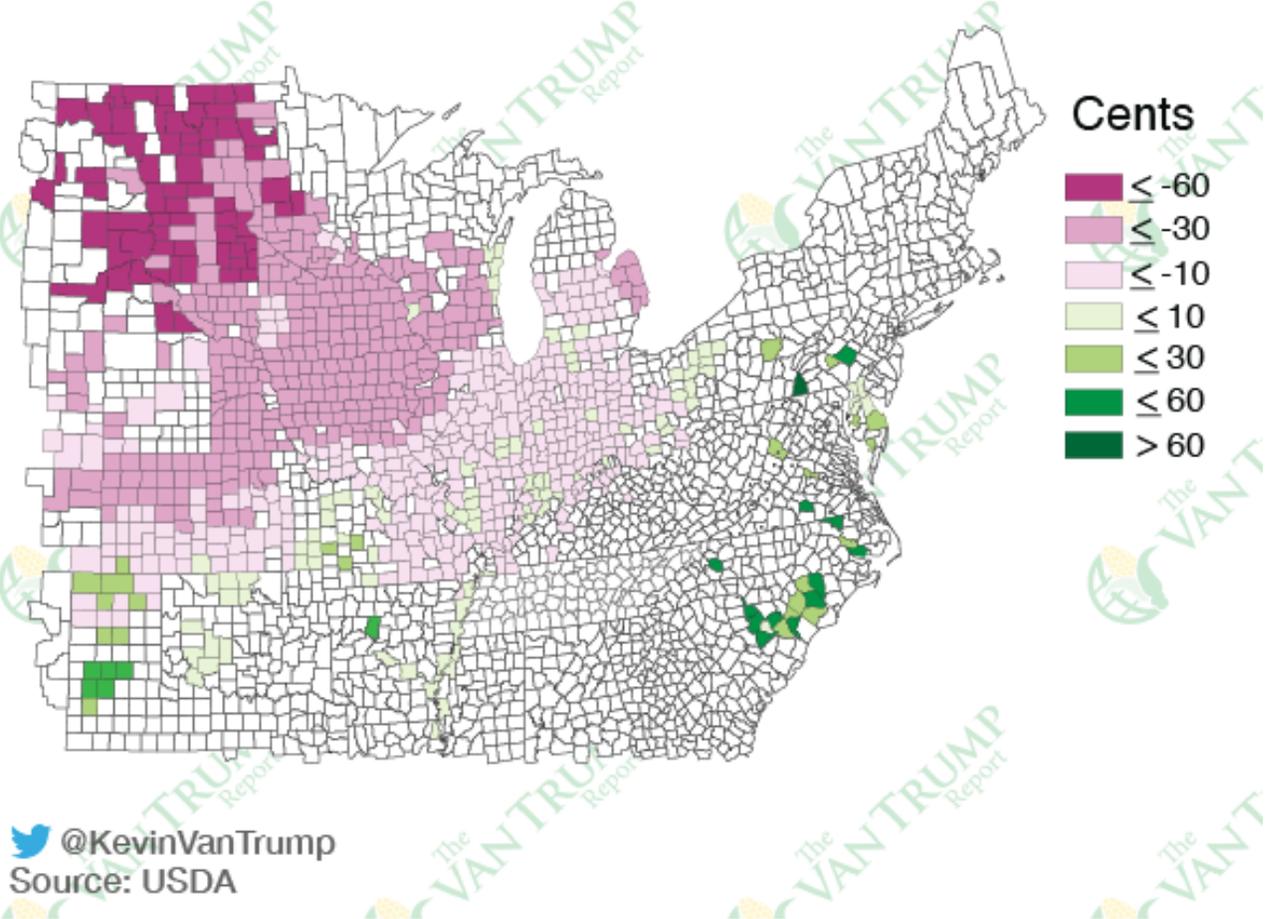


Source: CBOT, January 2nd - April 7th

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Corn Basis for Week Ending March 27th

Highlighted Counties 1st. dev. from 2009-2019 Average Basis

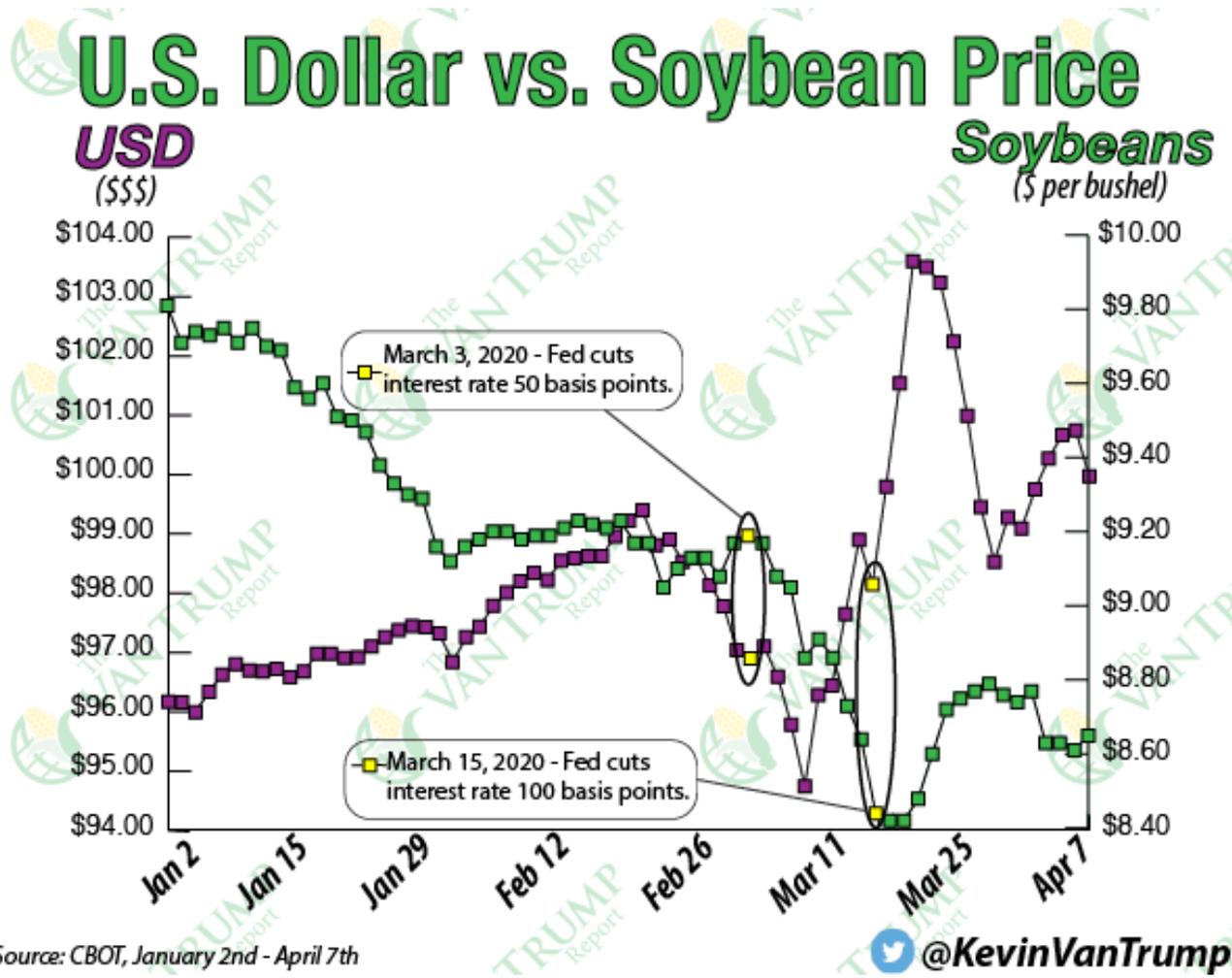




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Soil Nourishing Root StimulatingSM

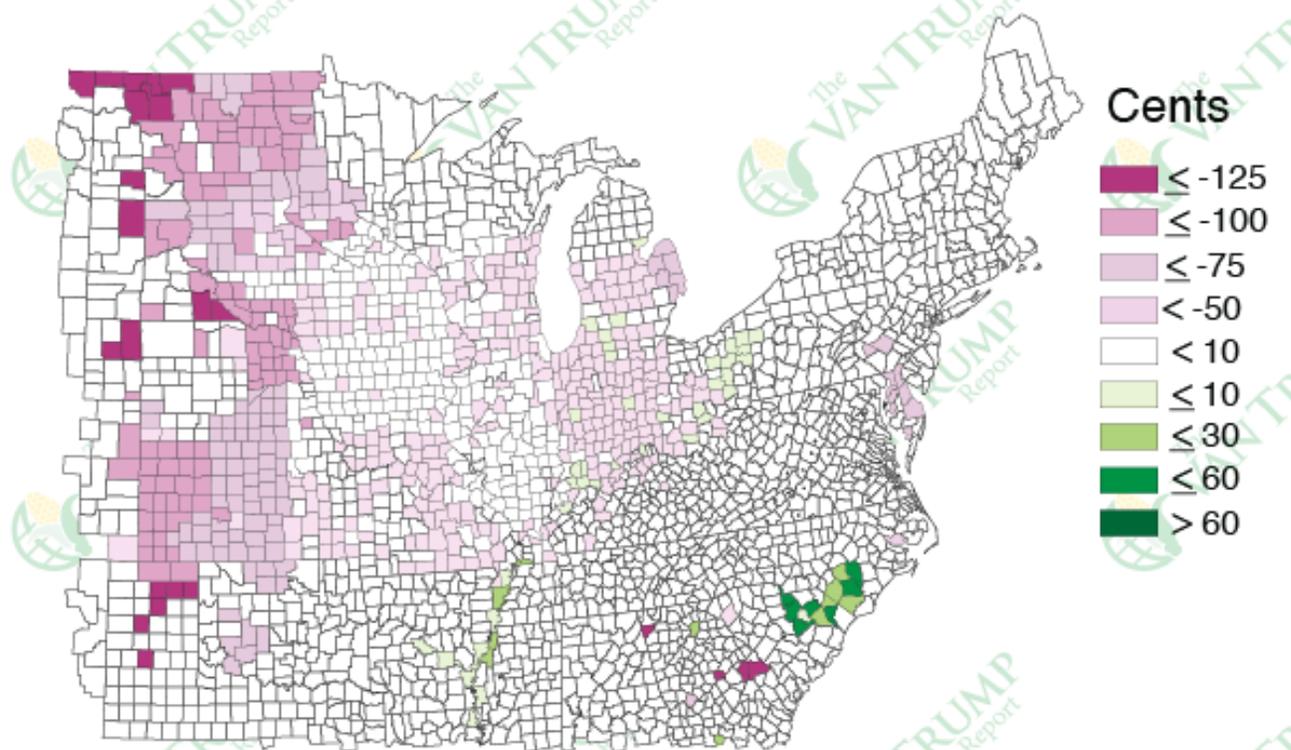
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AND THATS NO BULL!**
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SOYBEAN traders continue to debate Chinese demand, upcoming U.S. weather and acres, and global complications involving coronavirus. From a technical perspective, many traders argue that we are stuck in a range between \$8.20 and \$9.20 per bushel until the trade learns more about U.S. new-crop production and Chinese demand further into the marketing year. I should note, the Chinese did release some supply yesterday from their own state reserves. Thoughts are they are moving some supply into position in case South America drops the ball logistically due to corona complications. As a spec, I like the bullish story but still remain on the sideline after recently banking profits. I think I might be able to re-establish at a cheaper price so I want to stay patient. As a producer, I have no desire to price more cash bushels down at these levels.



Soybean Basis for Week Ending March 27th

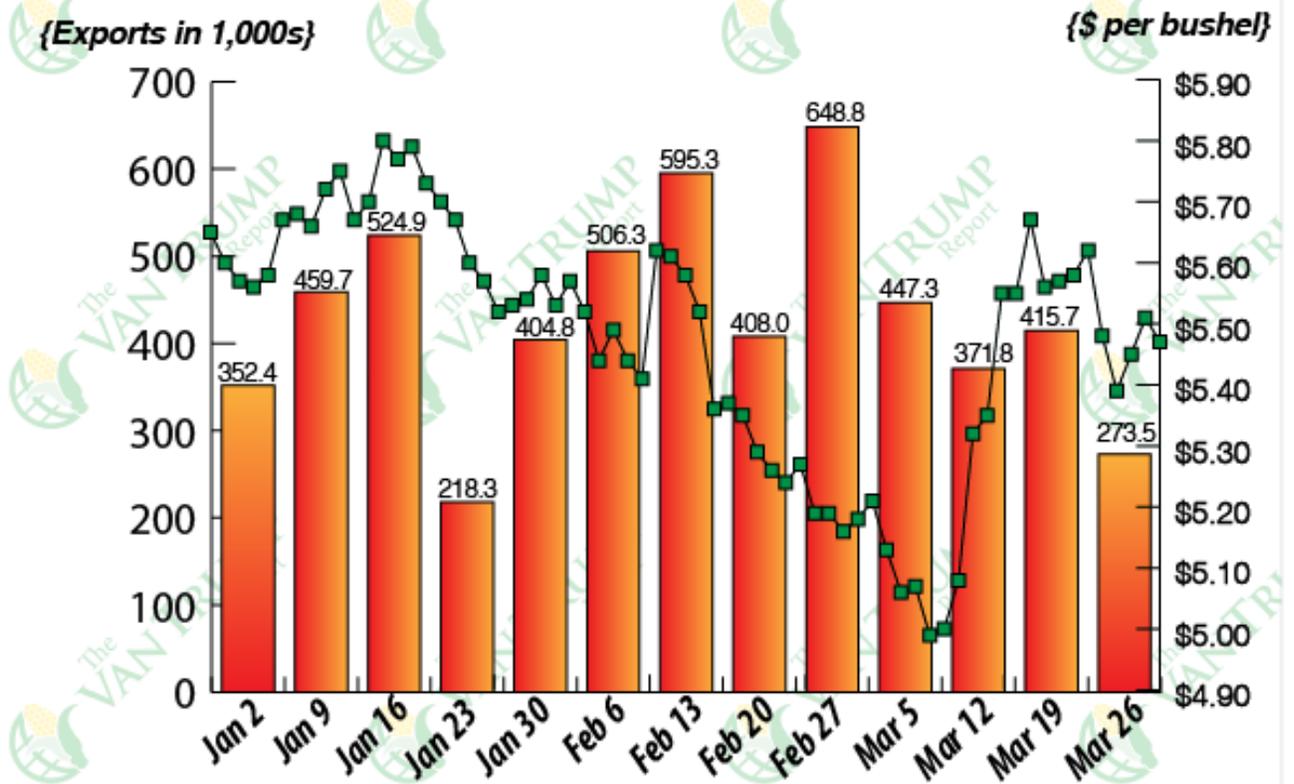
Highlighted Counties 1st. dev. from 2009-2019 Average Basis



@KevinVanTrump
Source: USDA

WHEAT bears are talking about improved crop-conditions in the U.S. Bulls are pointing to weather worries in parts of Russia, fewer acres in parts of Europe, and some upcoming wintery conditions forecast across parts of the northern U.S. and overly wet conditions towards the south. The USDA report scheduled for release tomorrow is not expected to bring any big surprises. I suspect the trade gives the USDA report a quick glance then back to the more concerning global macro headlines. Will coronavirus complicate exports and overly influence buying as food security remains a topic of concern? Will the U.S. dollar start to weaken? Will the global economies start to find some support? Will crude oil gain some strength and stabilize? As a spec, I'm still on the sideline. As a producer, I made some cash sales on the rally and have about 50% of new-crop production price/hedged. I now want to pause and see how a few of these bullish headlines play out particularly weather in Russia and the Black Sea region and movement of grain inside the European Union. Stay tuned...

Total Weekly Exports vs. Chicago Wheat Price



Source: CBOT, www.worldometers.info/coronavirus/

 @KevinVanTrump

U.S. Grain Ending Stocks

(million bushels)

	April #s	Avg. Trade Estimate	Range of Estimates	March Estimates
Corn	???	2,004	1,792 - 2,150	1,892
Soybeans	???	430	385 - 475	425
Wheat	???	940	890 - 973	940

World Grain Ending Stocks

(million metric tons)

	April #s	Avg. Trade Estimate	Range of Estimates
Corn	???	298.50	293.0 - 301.0
Soybeans	???	101.10	97.0 - 104.85
Wheat	???	287.37	285.0 - 291.0

South American Production

(million metric tons)

	April #s	Avg. Trade Estimate	Range of Estimates	March Estimates
Argentina Corn	???	49.60	48.0 - 51.7	50.00
Argentina Soybeans	???	52.49	50.0 - 54.0	54.00
Brazil Corn	???	100.56	98.0 - 103.0	101.00
Brazil Soybeans	???	123.88	122.0 - 126.0	126.00



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WHATEVER FLOATS YOUR GOAT

A Section for Creative Minds

> **Ag Groups Ask Washington to Address Port Fees:** *Eighty food and agriculture organizations are asking the administration to ensure the continued free movement of food and ag products on shipping containers to international markets. The group is asking the administration to work with the Federal Maritime*

Commission to address fees on agriculture by ocean carriers and Marine Terminal Operators during the coronavirus pandemic. The food and agriculture groups wrote a letter to White House Economic Adviser Larry Kudlow and Ag Secretary Sonny Perdue on Friday. They say that the unfair fees are "frequently exorbitant in nature, exceeding the negotiated freight rates in some cases, and render U.S. agriculture exports less competitive in the global markets." (Source: Brownfield)

> Workers at ADM Clinton, Iowa Corn Facility Test Positive: *Four workers at an Archer Daniels Midland Co corn processing facility in Clinton, Iowa, have tested positive for coronavirus. The employees and those they have come in contact with have been quarantined and the facility is being deep cleaned to prevent further spread. ADM says the plant is able to continue operations with some staffing adjustments. (Source: Reuters)*

> Brazilian Farmers had "Best Week Ever": *While the world grapples with the COVID-19 crisis, Brazilian grain farmers quietly had their "best week ever" last week thanks mainly to the devaluation of Brazilian currency, which has dropped -32.7% since the first of the year. The weakened currency will result in higher production cost next growing season, but the benefits of the devalued currency outweigh the cost especially since it is devaluing just as Brazil is harvesting and exporting its largest grain crop - soybeans. The impact of the Covid-19 crisis and subsequent devaluation of the Brazilian currency is uneven across the agricultural sector in Brazil (biofuels are being hit hard, for instance)), but grains are by far the big beneficiary. The domestic price for both soybeans and corn last week reached record highs. Brazilian farmers have already sold the majority of their 2019/20 soybean production and they are now generally holding back the remainder of their grain hoping for even higher prices. Read more [Soybean & Corn Advisor](#).*

> Spain Wants Jobless, Immigrants to Cover Farm Shortfall: *Spain moved on Tuesday to tackle a shortfall of farm workers due to the coronavirus crisis by authorizing the temporary hiring of tens of thousands of immigrants or jobless people. With the second highest death toll from COVID-19, border restrictions and lockdowns have forced many foreign workers to stay at home during the peak food-harvesting season in Spain. But to unblock the production chain and prevent food shortages, the government said it would allow farms to take on between 75,000-80,000 people locally, many of whom would normally be barred from working as they receive benefits. Read more from [Reuters](#).*

> Retail Furloughs Surpass 1 Million with TJ Maxx Adding to Toll: *Employee furloughs in the retail industry are now well over 1 million after the owner of T.J. Maxx and Marshalls, one of America's biggest clothing store chains, suspended its store workers. TJX Companies Inc. said Tuesday that it would furlough the majority of its U.S. workforce at stores and distribution centers. It employs about*

286,000 people worldwide, with most based in the U.S. Employees will be paid through April 11 and those eligible will retain benefits while furloughed. Retailers across the country stopped issuing paychecks en masse over the past two weeks after shutting down their stores in March due to the coronavirus outbreak. More than 200,000 stores have temporarily closed, according to research firm GlobalData Retail. (Source: Bloomberg)

> Amazon Testing Disinfectant Fog at NY Warehouse: *Amazon is testing the use of disinfectant fog at a warehouse in Staten Island, New York starting on Tuesday following worker protests over the risk of coronavirus infection at the site. Amazon said it is trying out disinfectant fog as used by airlines and hospitals to further sanitize its facilities. The pilot program follows an announcement last week that the company would check workers' temperature and make masks available at all U.S. and European sites in its operations network. Workers in at least 50 Amazon facilities have been infected by coronavirus. Read more [HERE](#).*

> CBS Drama "All Rise" is Producing a Virtual Episode: *The CBS freshman series "All Rise" is preparing to produce an all-virtual episode as the ongoing global coronavirus pandemic continues to stymie physical production. The legal drama starring Simone Missick will film its stars using FaceTime, WebEx, Zoom, and other available social media and online technology to produce an episode about how the pandemic and social distancing are impacting the criminal justice system. Virtual footage will be shot in each of the series regular's homes, and producers plan to use VFX to create the necessary backgrounds. Read more [HERE](#).*

> Americans Think Economy Will Sink but Stock Markets Will Rise: *Americans are more worried than ever about losing their jobs, their household income and the equity in their homes, but one thing they are not worried about is the stock market. The Fed's latest survey of consumer expectations shows "a significant deterioration in households' expectations regarding their labor market and financial situation, a decline seen across all age, education, and income groups." But what really stood out amid the doom and gloom was the unprecedented spike in expectations for the stock market to rise. (Source: Axios)*

Stock prices and household finance expectations a year ahead

June 2013 to March 2020

Mean probability stock prices will be higher



Household financial situation will be worse



Household spending growth



Household income growth

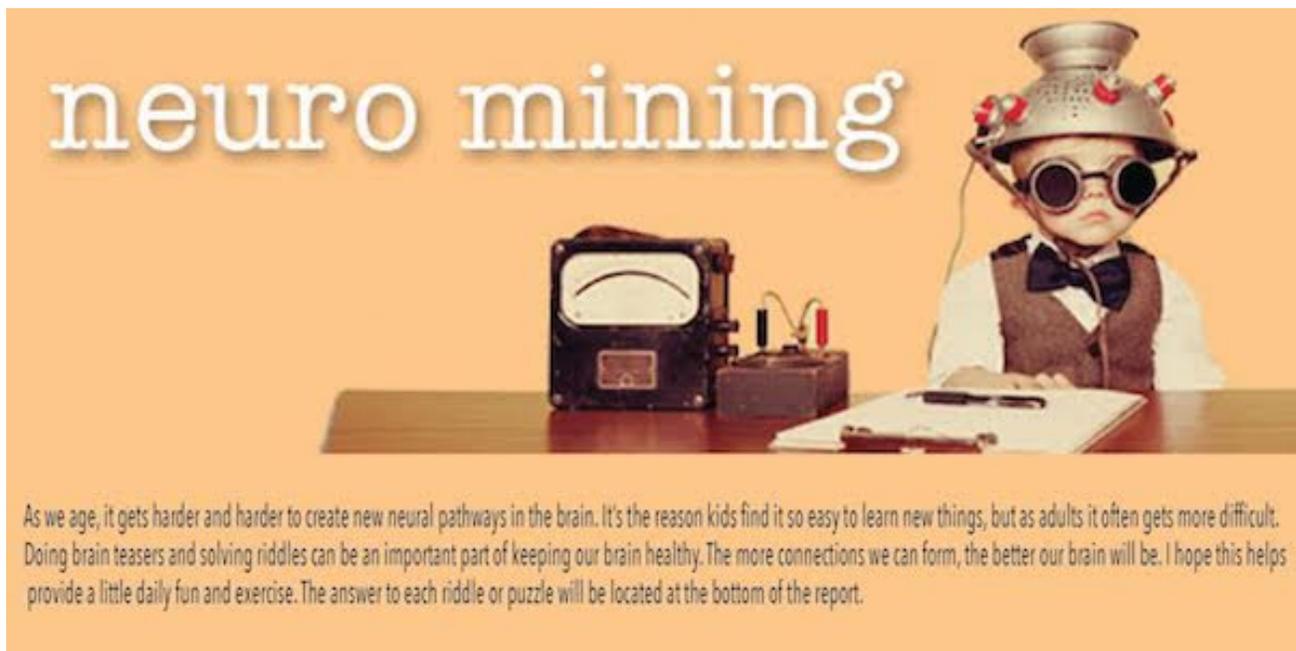


Western Kentucky - *There is a lot of fieldwork and spraying getting done as guys wait to hit the fields soon. Still cool and a bit wet down this way. From what I can*

see, there is a very small percentage of guys that have planted anything yet. I'm a market advisor in grains and there a good amount of bushels that still need pricing down here. I know guys wish they had the storage the midwest farms do, but we have a ways to go. I haven't seen much pricing for new crop and I'm not where I'd like to be at the moment. Everyone always asks about the hemp down here and all I can say is the ones I know who grew it are still waiting to get paid. In my opinion, the wind is coming out of the sails on the CBD sector, and I'm hoping there are more opportunities in the industrial hemp space as infrastructure comes on board.

Northwest Missouri - *We have had several warm days with a mixture of chilly days and freezing nights. Most of the last few weeks has been between 50 and 75 degrees. We did get a little corn planted on March 1st that has just started to emerge. It's got a poor stand at the moment but it should even out. We haven't done any watering because there was a good chance the lines would have frozen a few times over since then. It doesn't look half bad for corn planted that early though.*

Southeast Virginia - *Worst corn stand I've ever had was after planting a small field and it rained for almost 6 days straight with temps in the 30s day and night. Almost every seed rotted in the ground. That was also the only year I've ever planted "on time". We should have waited and planted this field a couple of weeks later but who knew it was going to rain so much. The field was small so we will just replant it and be fine.*

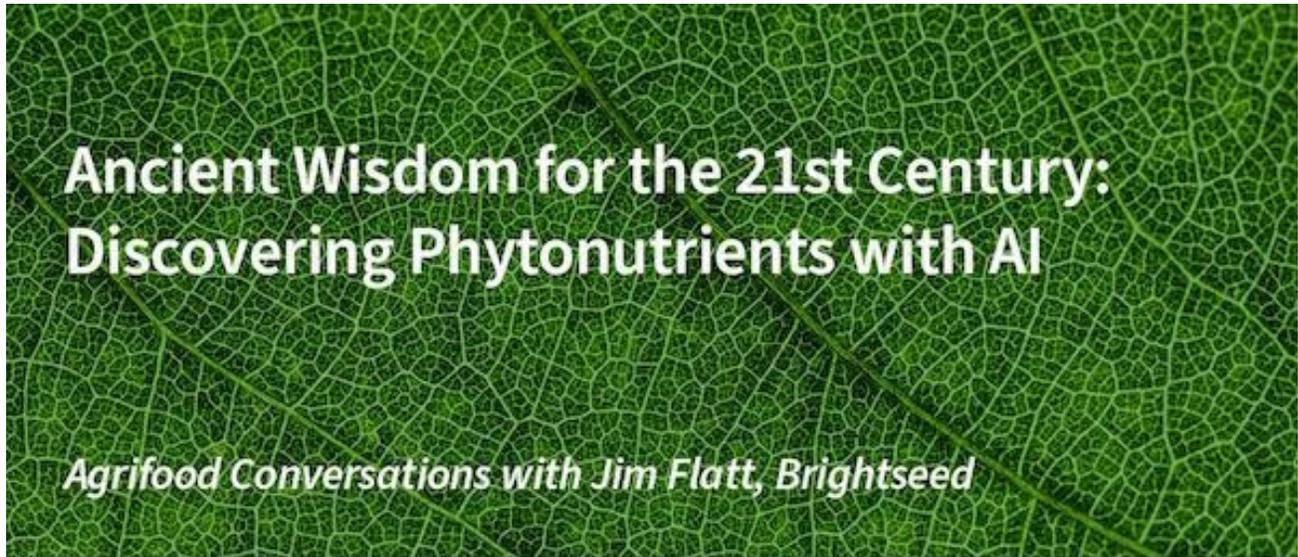


neuro mining

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

TODAY'S RIDDLE: You may enter, but you may not come in, I have space, but

no room, I have keys, but open no lock. What am I?



BROUGHT TO YOU BY:



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](#).



Mining for Super-Nutrients

Plants produce numerous compounds to cope with their environments but the biosynthetic pathways for most of these have yet to be decoded. In order for scientists to improve metabolic traits, we need comprehensive and accurate knowledge of the organization and regulation of plant metabolism at the genome-scale, and despite centuries of proving the medicinal and nutritional roles plants play in our diets, 99.9% of phytonutrients, or natural chemicals in plants remain unexplored.

Startup "Brightseed" believes that nature still holds some answers to our greatest health challenges, and is bringing AI to the plant kingdom, where new discoveries are happening at a frantic pace. Using traditional methods, it would take nearly 5,000 years to catalog all the plant nutrients, but AI has Brightseed on track to do it in an impressive five years.

Unlike the vitamins and minerals that plant foods contain, phytonutrients aren't essential for keeping you alive. It is worth noting, when you eat or drink phytonutrients, they very well may help prevent diseases as well as keep your body working properly. These powerful plant phytonutrients can add a layer of protection against the harmful effects of toxic fats that accumulate in our bodies as a result of a poor diet. By restoring the activity of a central metabolic regulator, our bodies are able to better process the foods we consume.

While Big Pharma spends billions each year on R7D for new drugs, Brightseed wants to use similarly advanced tech to find nutrients that can be used as preventative medicine by the food industry. Learn more how Brightseed is uncovering powerful plant-based ingredients that are scientifically proven to improve health and wellness and bringing these discoveries to market at, "Ancient Wisdom for the 21st Century: Discovering Phytonutrients with AI," a webinar to be held at 3pm CT on Thursday, April 9, featuring Jim Flatt, CEO & Co-Founder of Brightseed.



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We're thrilled to be featured as a world changing idea in Fast Company this week!



This startup is mining the botanical world for hidden 'supernutrients'
Brightseed wants to fortify our food with miracle ingredients it finds in plants.
[fastcompany.com](https://www.fastcompany.com)

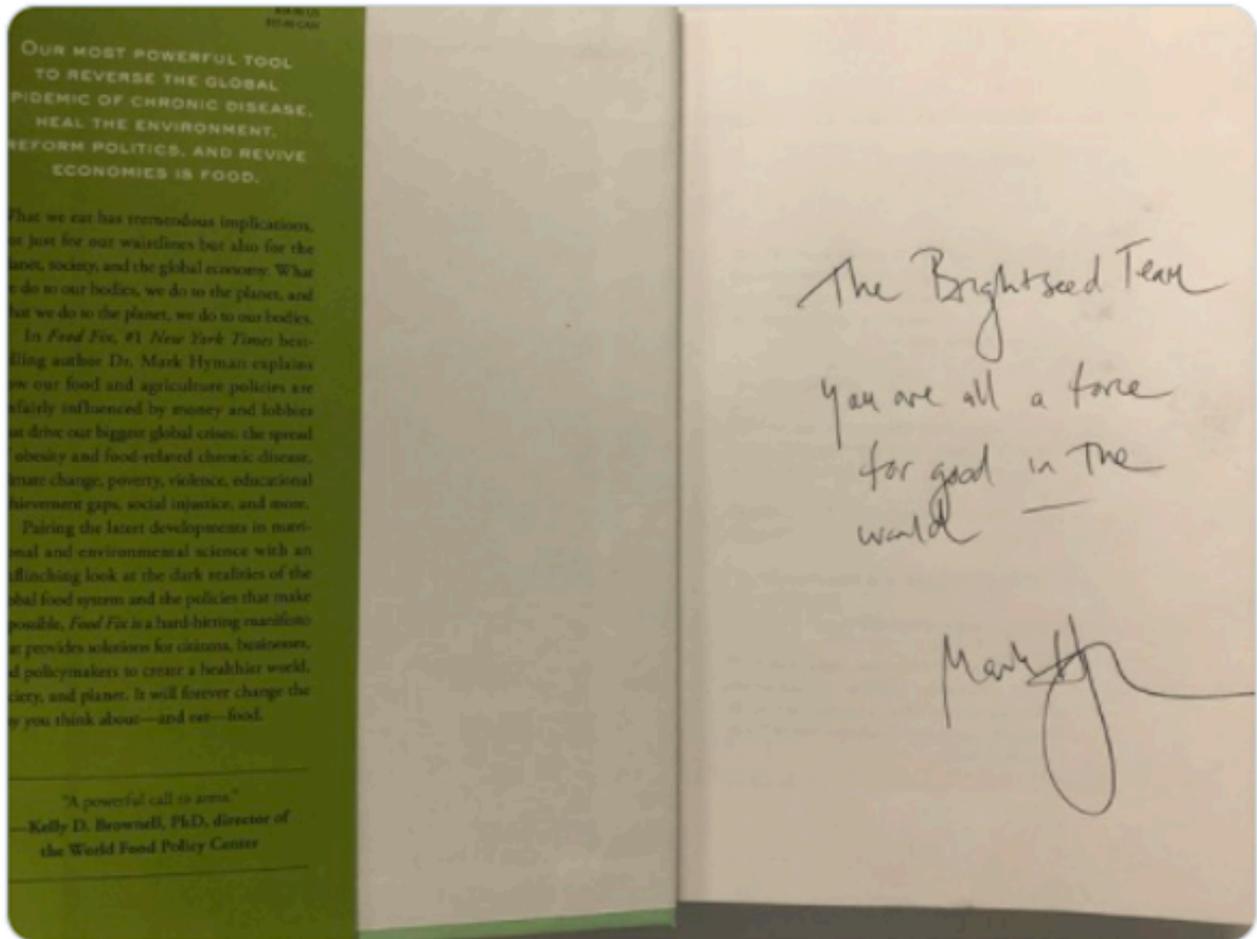


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“Our most powerful tool to reverse the global epidemic of chronic disease, heal the environment, reform politics, and revive economies is food.”

We couldn't agree more [@drmarkhyman](#). Let's change the world together.





Financial Resources for Small Businesses Struggling Under the Coronavirus Shutdown

Many of you have already learned and looked into some of these programs but our team has compiled a complete list that might provide some additional help. Hang in there!

There are over 30 million small businesses in the U.S., and according to a recent Goldman Sachs survey of over 1,500 of them, 96% have already been impacted by the coronavirus pandemic. About half of small businesses have less than a 15-day cash buffer, meaning the small business economy stands to be severely damaged by this crisis. As business owners struggle to stay afloat, government agencies, as well as some U.S. companies and industry groups have launched initiatives that could offer help:

Government Assistance: *The Federal government is offering assistance through various programs, including the [Paycheck Protection Program](#) and the still-in-the-works Main Street Business Lending Program. There is also the [Economic Injury Disaster Loan](#) program available for small businesses in all U.S. states, Washington D.C., and territories. Also, don't forget to check at the state and local level. There is a decent list of those [HERE](#).*

Mortgages: *Banks, lawmakers and regulators are working together to keep this from turning into the next housing crisis by rolling out a number of assistance programs aimed at giving Americans a break on their mortgages. Last week, Congress enacted the CARES Act, which gave two major types of*

relief to homeowners with federally backed loans. First, it blocks lenders from starting foreclosure proceedings on federally backed loans for at least 60 days starting on March 18. Second, it gives homeowners who are experiencing financial hardships because of COVID-19 the option to request up to 180 days of forbearance on their mortgage. That forbearance allows you to pause or reduce your mortgage payments, but it's not loan forgiveness. If, after six months, you're still experiencing financial difficulties, you can request up to another 180 days. For federal mortgages, loans made by the following agencies are eligible for relief under the CARES Act:

*Federal Housing Administration
Department of Housing and Urban Development
Department of Agriculture
Department of Veterans Affairs
Freddie Mac
Fannie Mae*

Last year, roughly 63% of all U.S. mortgages were federally backed by government-sponsored agencies. Those with mortgages owned by private lenders, such as banks, are not included in this relief and will need to directly contact their lending institution. Read more [HERE](#)

Facebook: *Facebook announced it will be providing \$40 million in grants to 10,000 U.S. small business owners all over the country who have been affected by COVID-19. The majority of the grants will be distributed through cash and some ad credits for business services on the platform. Businesses do not need to have an active Facebook, Instagram, or WhatsApp account to apply for funding. The company is expected to begin taking applications this week. The social media giant has also launched a Business Resource Hub that is aimed at helping business owners meet the challenges being posed by the coronavirus pandemic. Tools include easy ways for businesses to stay in touch with customers, bring businesses online, create fundraisers, and various tips for navigating this crisis. Check out the details [HERE](#).*

The Small Business Relief Initiative: *This program is supported by GoFundMe, Yelp, Intuit QuickBooks, GoDaddy, and Bill.com that will supply financial assistance and support to businesses across the country. The trio initially pledged up to \$1.5 million in donations. Small businesses that have been negatively impacted by the coronavirus crisis can sign up on GoFundMe to start a fundraiser to benefit their small business. Local community members are able to search small business relief fundraisers on GoFundMe to find favorite small businesses they'd like to support. If a small business raises \$500 on their GoFundMe and meets eligibility criteria, they may be considered to receive a \$500 matching grant from the Small Business Relief*

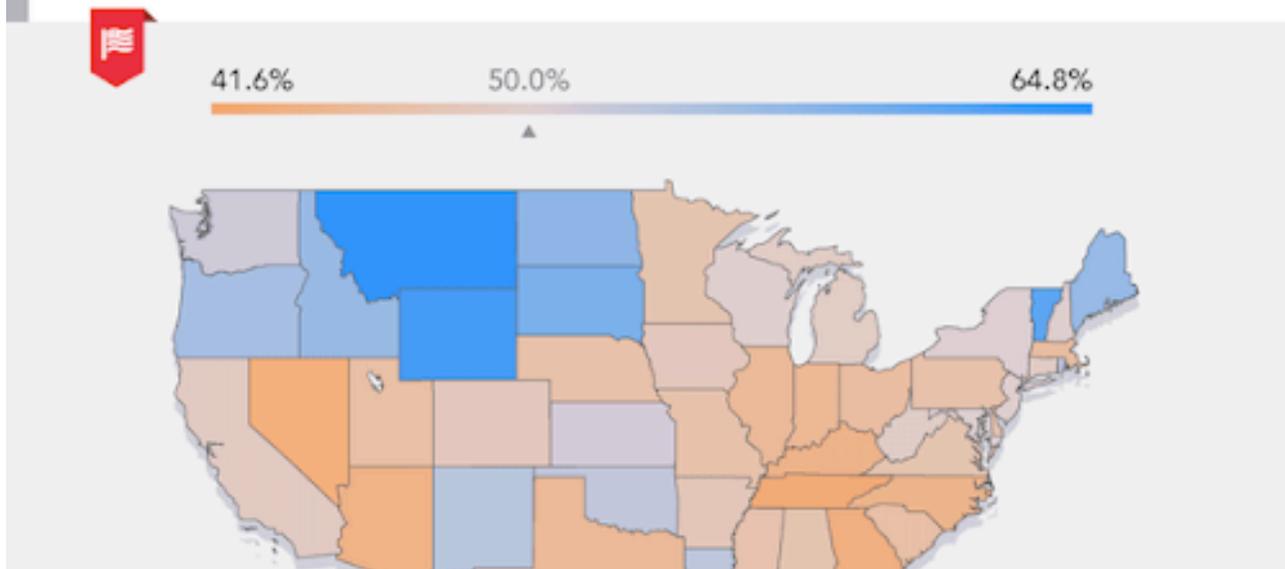
Fund. More information is available [HERE](#).

Hello Alice: *Virtual accelerator Hello Alice offers \$10,000 grants to small business owners impacted by the coronavirus as part of their Business for All mission. In addition to funding, grant recipients will receive ongoing support from the Hello Alice community. They also have an extensive resource center that links to other assistance services like emergency grants, SBA disaster loans, as well as a guide to various other financial aid options. See what they have to offer [HERE](#).*

Lurn: *The company's COVID-19 Relief Fund will help entrepreneurs and small business owners by providing emergency grants ranging from \$50 to \$500 to help with necessities such as groceries, medicine, transportation, etc. To date, it has raised over \$50,000 and dispersed roughly \$32,000 in emergency relief grants to individuals. According to Lurn's website, they are currently raising fun #2. Learn more [HERE](#).*

Mailchimp: *The marketing automation platform is giving away up to \$10 million in services to existing small business customers who want to continue using Mailchimp's platform but need some financial support during this period. Current customers who have 25 or fewer employees in certain categories are eligible for up to three months of free Mailchimp service. Learn more [HERE](#).*

Percentage of the Private Workforce Employed by Small Businesses By State





Highest Percentages

Montana	64.8%
Wyoming	63.1%
Vermont	61.3%
South Dakota	58.8%
North Dakota	57.3%
Maine	56.5%
Idaho	56.2%
Oregon	55.0%
New Mexico	53.3%
Alaska	53.0%

Lowest Percentages

Florida	41.6%
Nevada	41.8%
Tennessee	42.3%
Georgia	43.1%
Arizona	43.7%
Kentucky	43.8%
North Carolina	44.1%
Indiana	44.9%
Illinois	45.1%
Texas	45.1%



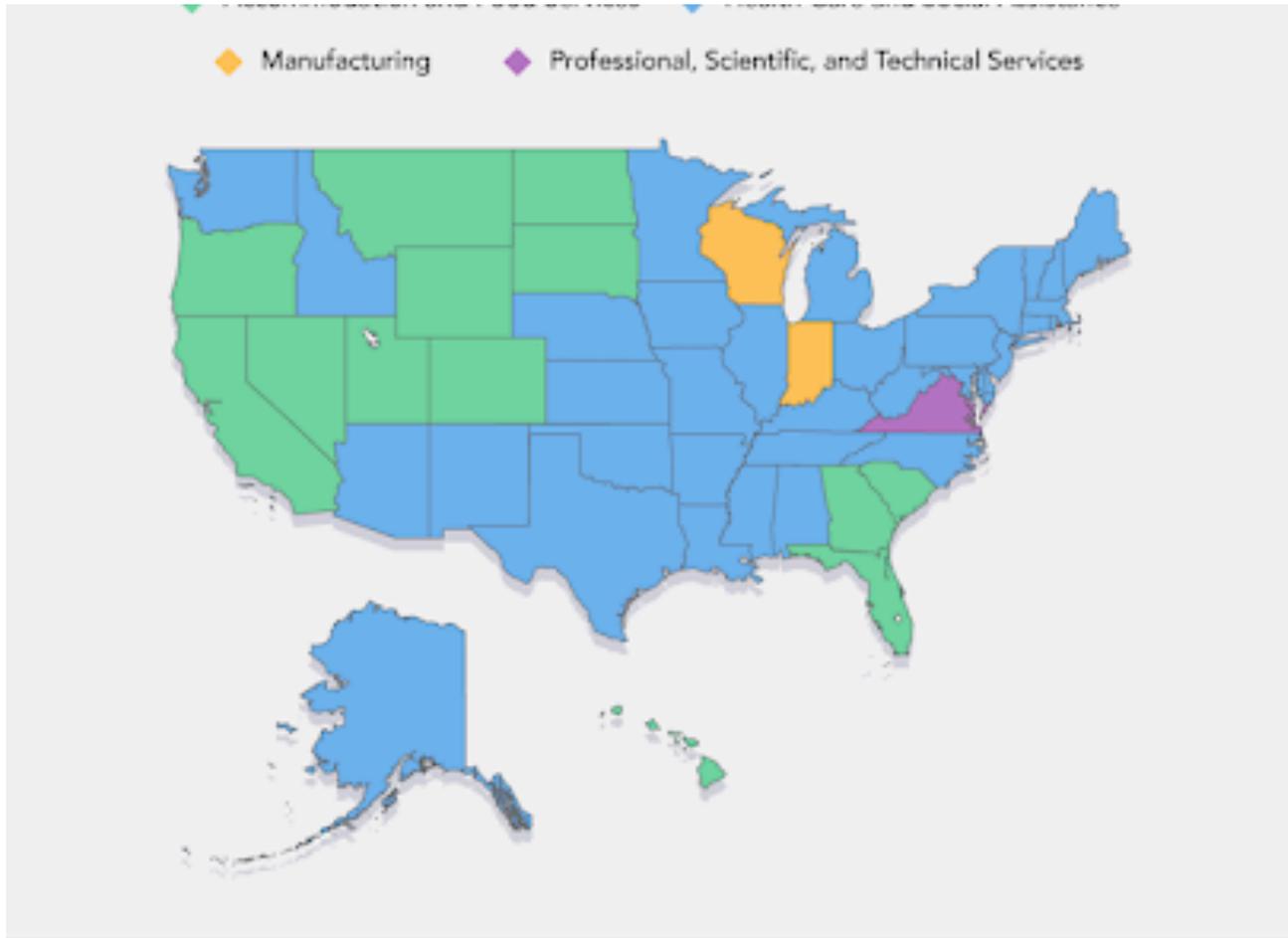
Florida's small business employees made up 41.6% of the state's private workforce, the **lowest percentage of any state.**

Source: U.S. Small Business Administration's 2019 Small Business Report

Industries With the Most Small Business Employees By State



▲ Accommodation and Food Services ▲ Health Care and Social Assistance



States With the Highest Percentage of Small Business Employees, by Industry

Accommodation and food services	Hawaii
Administrative, support, and waste management	Nevada
Agriculture, forestry, and fishing and hunting	Oregon
Arts, entertainment, and recreation	Nevada
Construction	Wyoming
Educational services	Vermont
Finance and insurance	Iowa
Health care and social assistance	West Virginia
Information	Vermont
Management of companies and enterprises	Alaska
Manufacturing	Wisconsin
Mining, quarrying, and oil and gas extraction	Wyoming
Professional, scientific, and technical services	Virginia
Real estate and rental and leasing	New York

Industry	State
Retail trade	Vermont
Transportation and warehousing	Alaska
Utilities	Alaska
Wholesale trade	New Jersey



Of all states, **Oregon** had the highest percentage of small business employees in the **agriculture, forestry, and fishing and hunting industry.**

Source: U.S. Small Business Administration's 2019 Small Business Report

A Different Kind of "Passover" Celebration Begins Tonight

In the Book of Exodus, God helped the Israelites escape from slavery in ancient Egypt by inflicting ten plagues upon the Egyptians before the Pharaoh would release the Israelite slaves. The last of the plagues was the death of the Egyptian first-born. The Israelites were instructed to mark the doorposts of their homes with the blood of a slaughtered spring lamb and, upon seeing this, the spirit of the Lord knew to pass over the first-born in these homes, hence the English name of the holiday "Passover". This year Passover begins this evening and ends the evening of Thursday, April 16th.

Typically at sundown tonight, Jewish people around the world would gather at a table to commemorate Passover, one of the most important and widely observed Jewish holidays of the year. The festival normally brings friends, relatives and even strangers together for a celebration of freedom highlighted by a Seder dinner. The Christian celebration of Good Friday finds its roots in the Jewish feast of Passover, the evening on which Jesus was crucified as the Passover Lamb. Most Christians don't celebrate the Passover since it is seen to belong rather to a Jewish or Old Testament tradition. Some follow the instructions that Jesus gave to his disciples at the time of his last meal before he was crucified and share instead of roasted lamb, bread (usually unleavened) and wine. In the Christian Passover service, the unleavened bread is used to represent Jesus' body, and wine represents his blood of the New Covenant (Luke 22:19-20). These are a symbolic substitute for Jesus as the true sacrificial Passover "Lamb of God" (John 1:29).

But, in any regard, this year, like many other events and celebrations, Passover plans are being canceled or massively altered because of coronavirus. I'm hearing ceremonial feasts featuring storytelling, rituals, and many glasses of wine will be shared virtually via video sharing on platforms like Skype, Facebook, Google

Hangouts, Zoom, etc...

For those of you who might be planning a "virtual" Easter this coming Sunday make sure you plan ahead and get all of the family signed up on your video platform of choice. Have a few fun things planned to keep everyone engaged and a couple of designated hosts who can keep the conversations flowing. I suggest having a list of discussion topics. Don't avoid a conversation about the virus, in fact, tackle that 800-pound gorilla early. Allow people to talk about their experiences being locked down or feeling uncertain about the future. But don't let the undeniable darkness of this moment crowd out the opportunity for family and celebration of this holiday.

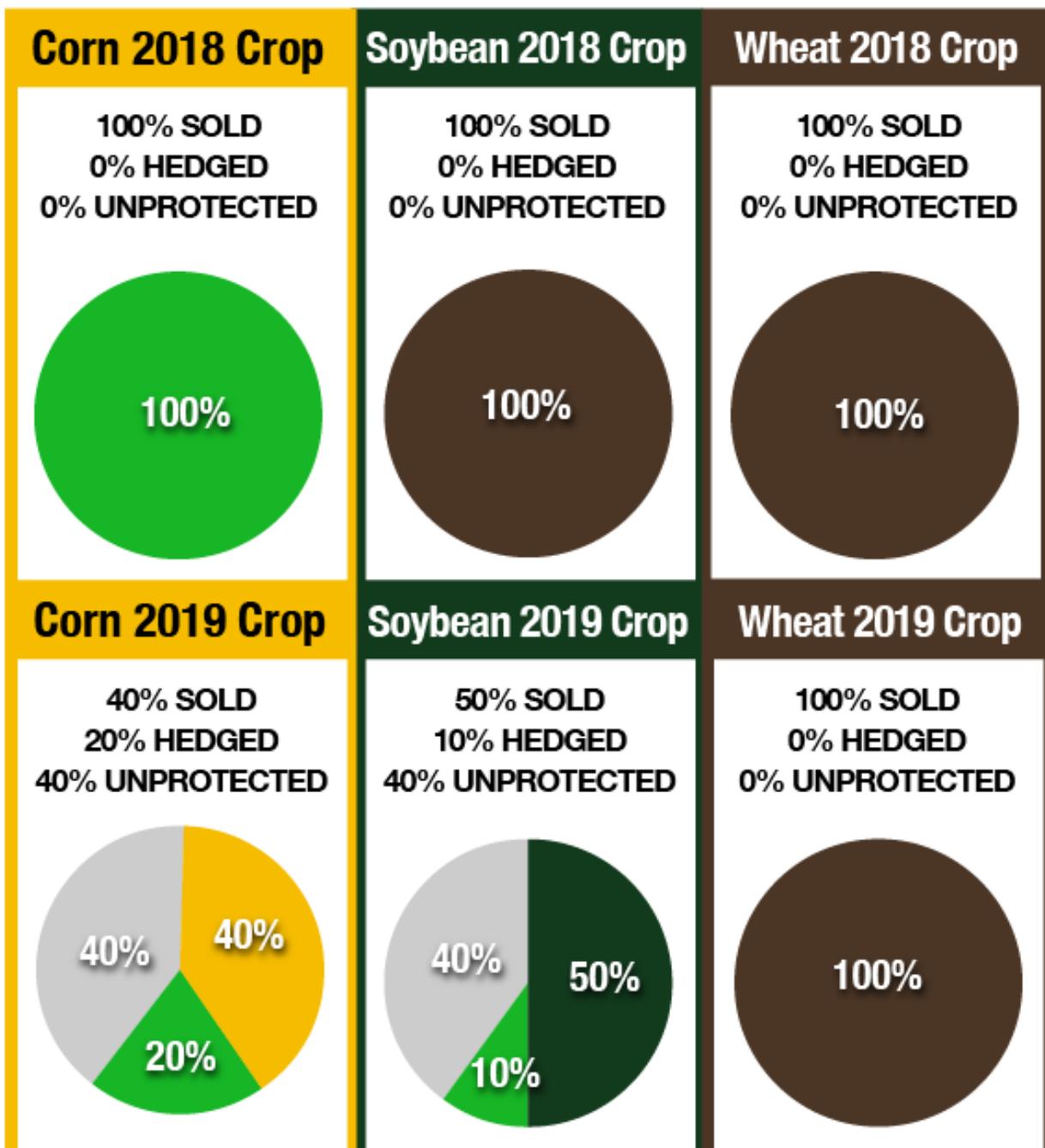


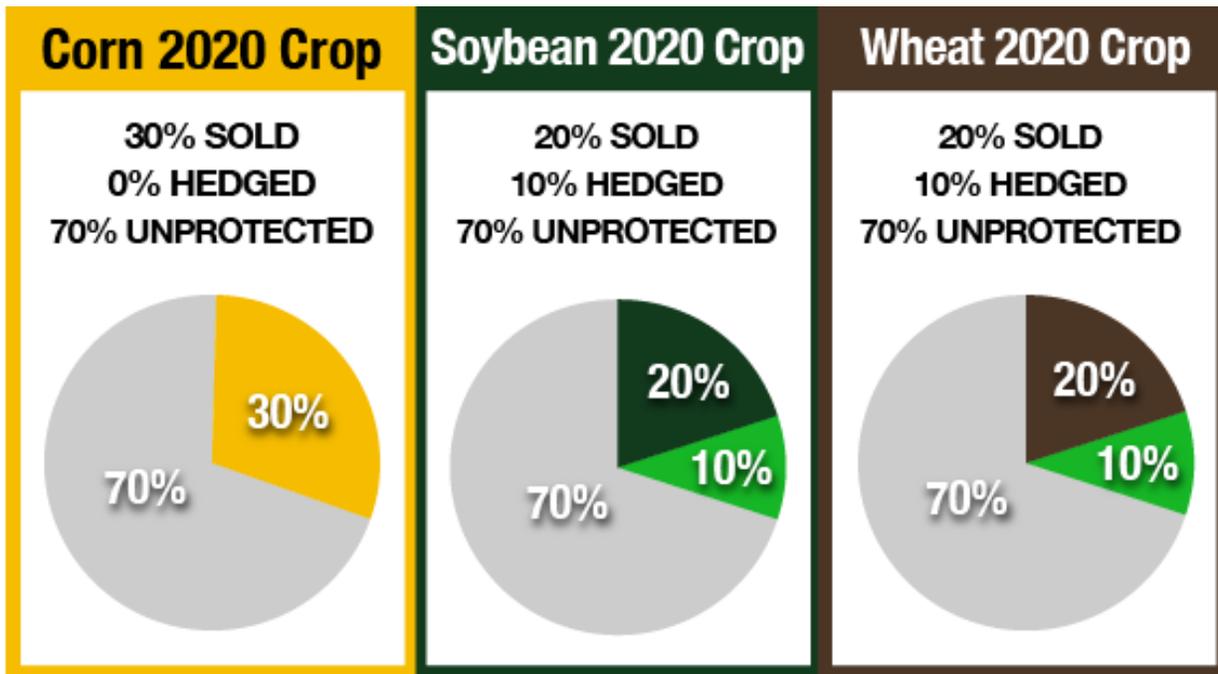


ANSWER to riddle: A computer.

CASH SALES & HEDGING TOTALS

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