



Jordan Van Trump <jordan@farmdirection.com>

GOOD MORNING: The Van Trump Report 6-12-20

1 message

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

Fri, Jun 12, 2020 at 5:30 AM

Reply-To: Jordan <reply-feba117871610c7a-1180_HTML-40325470-100003450-9@vantrumpreport-email.com>

To: jordan@farmdirection.com



"We have to allow ourselves to be loved by the people who really love us, the people who really matter. Too much of the time, we are blinded by our own pursuits of people to love us, people that don't even matter, while all that time we waste and the people who do love us have to stand on the sidewalk and watch us beg in the streets!" - C. JoyBell

Friday, June 12, 2020[Printable Copy](#) or [Audio Version](#)

Morning Summary: Seasoned trading professionals know the importance of days posting massive gains or losses in either direction, i.e. the market is trying to tell us something. Bespoke reported this was just the 28th one-day drop of 5%+ since 1952 when the NYSE went to the five-day trading week. Big massive down days generally mean the market is starting to feel "overvalued" or it fears something ahead and is feeling increasing uncertainty. We just finished the best 50-day run in stock market history and now there's starting to be some question if it was too much too fast...seriously? The media is wanting to say the market fell

under pressure because of a second-wave of corona. Personally, I don't see that being the case, corona never went away and we added the riots to the mix and still kept running higher. I think it's a combination of being over-stretched and overly optimistic about the restart and some worries about what might be in the road ahead. Impressively, the Nasdaq is still in positive territory, up more than +5%. The Dow is now down about -12% for the year while the S&P 500 is off around -7%. Bulls remain optimistic that a coronavirus vaccine will be available by the end of this year with final-stage trials for the University of Oxford and AstraZeneca effort already underway and Moderna set to enter final-phase trials next month. There's also more talk that a good treatment should be available by September. Today, investors are anxious to see the June read for Consumer Sentiment, which is expected to rise modestly. Analysts worry that Consumer Sentiment could start to plunge if Congress doesn't act soon on another round of coronavirus stimulus, including an extension of the extra \$600 a week unemployment benefit that ends next month. Those that oppose an extension believe ending the benefit will force more people back into the labor force. Supporters of continuing the benefit argue that there are no longer jobs for millions of people to return to. It may be July before Congress makes any new moves. Turning to next week, economic data includes, Empire State Manufacturing on Monday; Retail Sales and Industrial Production on Tuesday; Housing Starts and Building Permits on Wednesday; and the Philadelphia Fed Index on Thursday. Let's also not forget, Fed Chair Powell has two days of testimony coming up in front of the Senate next Tuesday and in front of the House on Wednesday. We will also be hearing Lighthizer's testimony on the White House's trade agenda on Wednesday.



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Bulls "really need to see 9850 hold to avoid a massive false breakout." - @jkrinskypga, on Nasdaq



Howard Lindzon... Interesting Thoughts:

At Nasdaq 5,000 in the year 2,000, mobile phones were all Nokia. There was no mobile web. Eighty hipsters were stealing all the dial-up from CD ROMS.

Cramer was somewhat interesting. Now Josh Brown and Joe Wiesenthal get Charlie Rose face time. Everyone is a curator and the celebrity and in charge of filters.

Taxi drivers were giving stock picks in 1999, now they are entrepreneurs driving Uber's, trying to figure out Google Maps to earn their keep.

Steve Jobs was about to rock Apple's world and ours. Google was not public. Zuckerberg was in high school. Social and sharing on the web, now fabric, were not in the vocabulary.

Now here we are at Nasdaq 10,000 with smartphones, cheap oil, and electric cars... interest rates are basically zero, global monetary easing is in full force and the 'professional hedge funds' are on record as short the market or at best 'confused'. The technology revolution is relentless and the trillion-dollar companies just might be undervalued.

Even I joke that we greeted Nasdaq 10,000 with all-time highs in fake meat (Beyond Meat) and fake Tesla's (\$NKLA). If we do quickly plunge again, it will be easy to point back to the froth and stock chasing. My new favorite term for the current moment in time for stocks and markets... 'Uniquely Risky' a podcast recently with Jeremy Grantham, the co-founder and chief investment strategist of Grantham, Mayo, & van Otterloo (aka GMO), which manages more than \$60 billion for clients.

Elmer Fudd and Yosemite Sam Loose Right to Bear Arms: *Bugs Bunny's enemies Elmer Fudd and Yosemite Sam have been stripped of their weapons in the newly launched Looney Tunes cartoon series. Good news for wabbits, but bad news for all of us old-timers that grew up laughing at the chase. I sure hope the smart folks can get all of these horrible problems fixed soon... my family will be so much safer now with Elmer and Yosemite disarmed!*





An advertisement for the FarmTank podcast. On the left is a smartphone displaying the FarmTank logo and a podcast episode titled 'The Great Commodity Super Cycle, E' by FarmTank — Kevin Van Trump. On the right, the text 'Sign Up for FarmTank' is in large white letters, followed by 'A Podcast for Creative Minds in Agriculture, Delivered Free to Your Inbox.' Below this is an orange button that says 'Sign Me Up!'. At the bottom right are icons for Apple Podcasts, Google Podcasts, and Spotify.

Instacart Valued at Nearly \$14 Billion: *Instacart Inc.'s valuation hit \$13.7 billion in a funding round that raised \$225 million. The delivery service has seen its popularity explode in recent months from an influx of people staying at home under pandemic lockdowns. The new value matches the price Amazon paid to acquire Whole Foods in 2017 and is a significant jump*

from Instacart's valuation in late 2018, which was \$7.9 billion. According to research firm Second Measure, which tracks credit card spending, Instacart's share of grocery pickup and delivery sales jumped to 55% in the third week of May, up from about 30% in February — pushing past Walmart and making it the biggest player in the space. Some analysts worry about whether the company can continue its momentum following the coronavirus-induced surge in demand. As cities and states across the country begin to reopen, a survey last week by investment firm Stifel suggests that the eating-at-home trend may have hit its apex. Read more [HERE](#).

U.S. Economic Recovery to Begin by Third Quarter: The U.S. economy will be in recovery by the third quarter of this year, economists said in a survey that also concluded the labor market will fare better than previously expected following the effects of the coronavirus pandemic. A monthly Wall Street Journal survey found that more than two-thirds of economists, 68.4%, expect the economic recovery to start in the third quarter. Just over a fifth, 22.8%, said it already began in the current, second quarter. Business and academic economists polled in the survey expect gross domestic product to shrink -5.9% this year, measured from the fourth quarter of 2019, a slight improvement from the -6.6% contraction predicted in last month's survey. They also expect, on average, that the unemployment rate will be slightly lower by December, 9.6%, compared with last month's forecast of 11.4%. In the June survey, 69% of economists said they expect the recovery to be shaped like a "swoosh." So named because it recalls the Nike logo. The full results are available [HERE](#).

Oil Investment May not Return: Global investment in future oil supply has collapsed. The International Energy Agency (IEA) estimates that upstream investment this year will fall to its lowest since 2005. Goldman Sachs expects production outside opec to stagnate in the 2020s, due not to geology or even demand, but lack of investment. Bernstein, a research firm, thinks that non-opec supply, which accounts for about 60% of global output, may peak in 2025, and then only at around last year's level. Investment began falling, though, even before the pandemic. A crash in prices from 2014 to 2016 had sapped appetite for big, risky projects. Even after prices climbed in 2017 poor returns made investors less interested in reserve replacement than cash flow. Upstream spending on oil and gas last year was -43% below that in 2014, according to the IEA. The IEA predicts that investment in supply will be -33% lower this year than in 2019 and -62% lower than the high in 2014. There is less fat to trim than there was five years ago, the IEA reckons. That means declining investment may have a greater impact on supply. Read more from [The Economist](#).

Losing purchase

Global upstream oil and
gas investment, \$trn

1.5

Brent crude oil price
\$ per barrel

150

1.2

120

0.9

90

0.6

60

0.3

30

0

0

2000

05

10

15

20*

Sources: IEA; Datastream from Refinitiv

*Forecast

The Economist

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Tweets of the Day



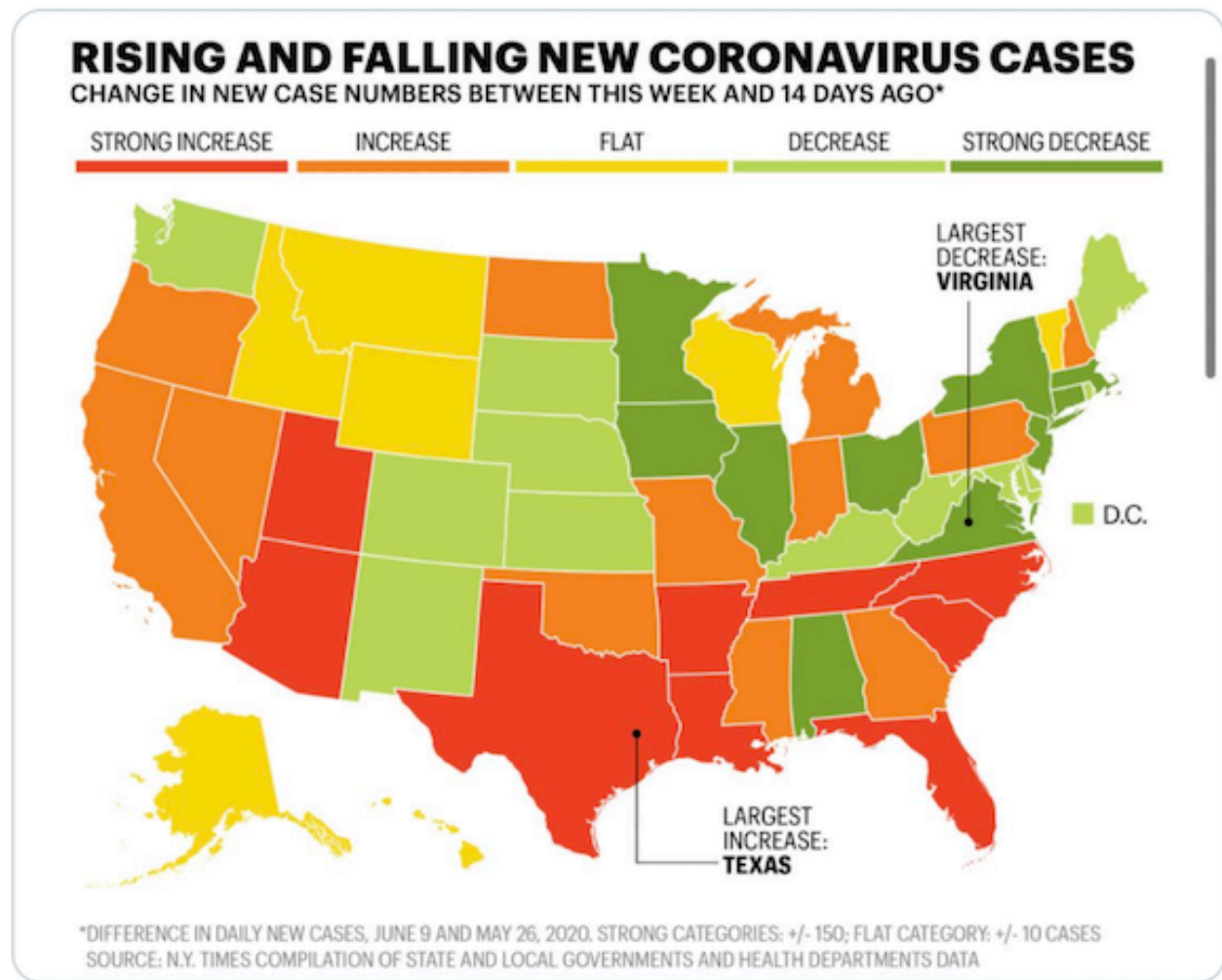


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The nine US states where **#COVID19** cases are increasing the most are seen here in red.

(via [@ampressman](#))
fortune.com/2020/06/10/cor...

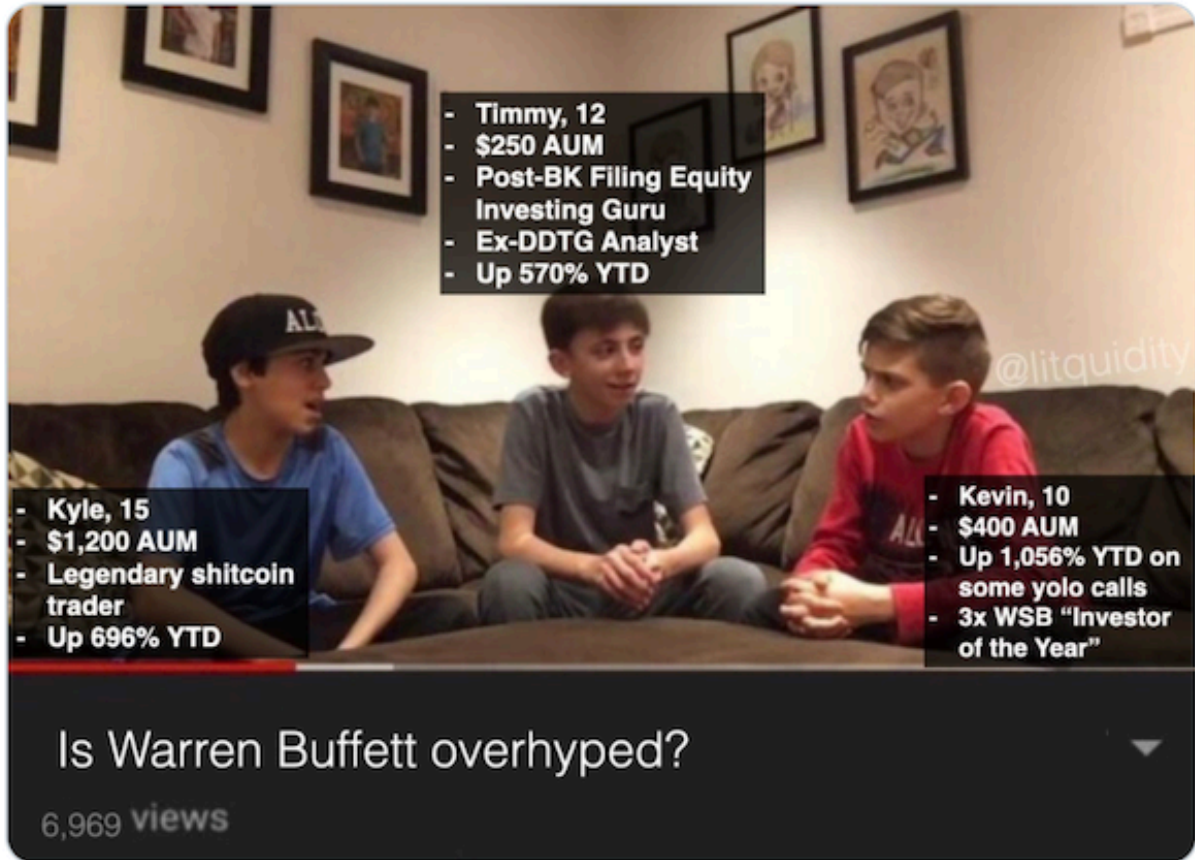




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Robinhood investors after outperforming the boomer fund managers



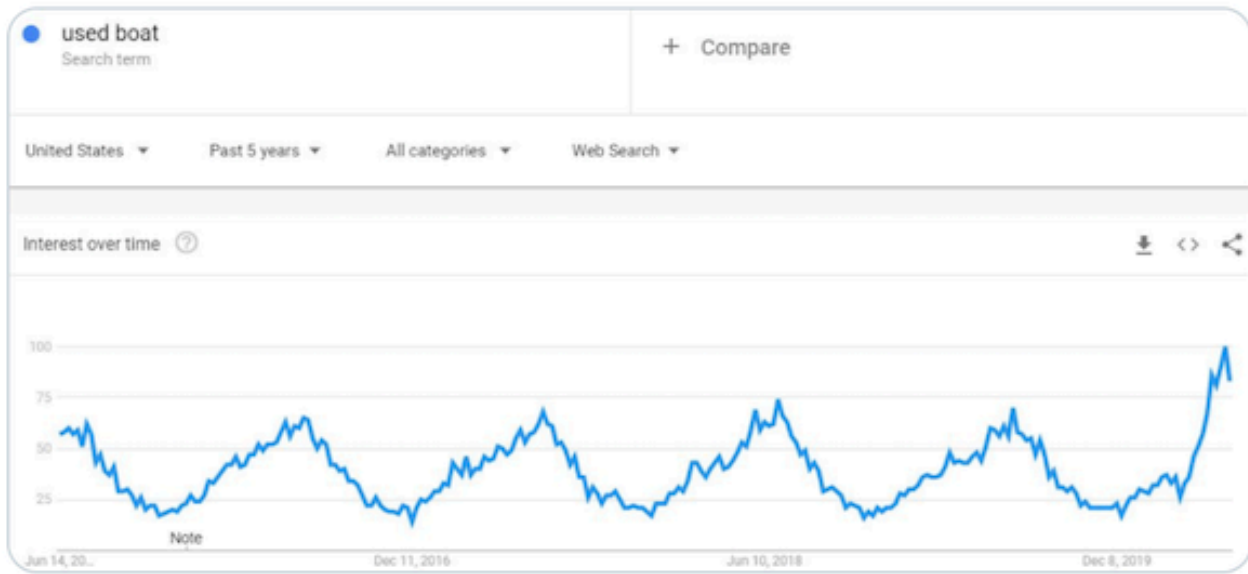


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@carlquintanilla



Lotta folks searching for "used boat."

(via [@bespokeinvest](#))





Simscott
@lathemfarms



Trying some flipped pads. Bubble or dribble mode. Not sure what you call it other than need a rain.





Art Young
@outpostart



Just another day noodling. Result: 266 lb, 9 ft. long catfish. The hush puppies are gonna have to be the size of basketballs.





Dave Kestel
@pioneerproud95



I Believe!! 😊🇺🇸😊





Tim Fargo 🧡🔵
@tim_fargo



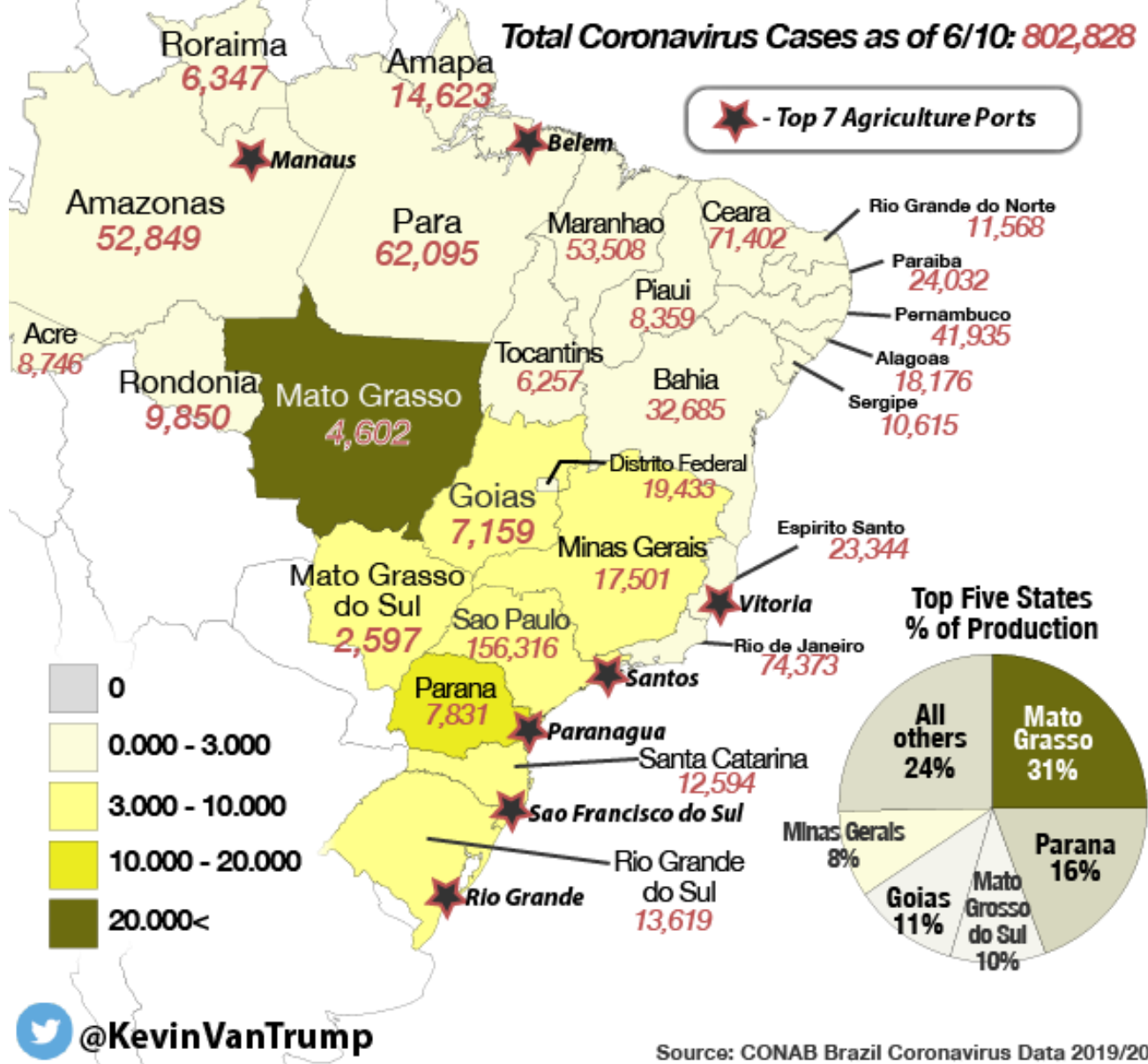
Every child is born an artist. The trick is to remain an artist. - Picasso #quote
#mondaymotivation



CORN bulls are talking about a much hotter and drier forecast ahead for many portions of the U.S. Bears are a bit more concerned about yesterday's massive drop in crude oil prices and the fact the USDA probably needs to further reduce its corn used for ethanol forecast. There really wasn't a lot of change to the overall balance sheet. The USDA lowered last year's production estimate by -45 million bushels, but at the same time, dropped old-crop corn used for ethanol by -50 million bushels. In total, this bumped ending stocks higher by +5 million bushels to 3.323 billion, the largest since the 1980s. The season-average farm price was left "unchanged" at \$3.20 per bushel. Global corn ending stocks are lowered slightly. Brazil's production is left "unchanged" for the current crop year but raised slightly higher for next year. Argentina's corn exports are raised slightly but lowered for Brazil. As a producer, I still like the thought of working to protect the additional downside risk. Bulls want to argue that with the funds already short about 250,000 contracts there might not be much room left to the downside. I'm not so sure of that with big players like Goldman Sachs still tossing out sell recommendations. If the U.S. dollar strengthens and U.S. weather cooperates, I worry prices could still further deterioration. I'm hoping I'm wrong, the U.S. dollar weakens, weather worries push the bears to the sideline, and China decides they

need a large amount of quality U.S. corn.

Brazilian Corn Production vs. Coronavirus Cases



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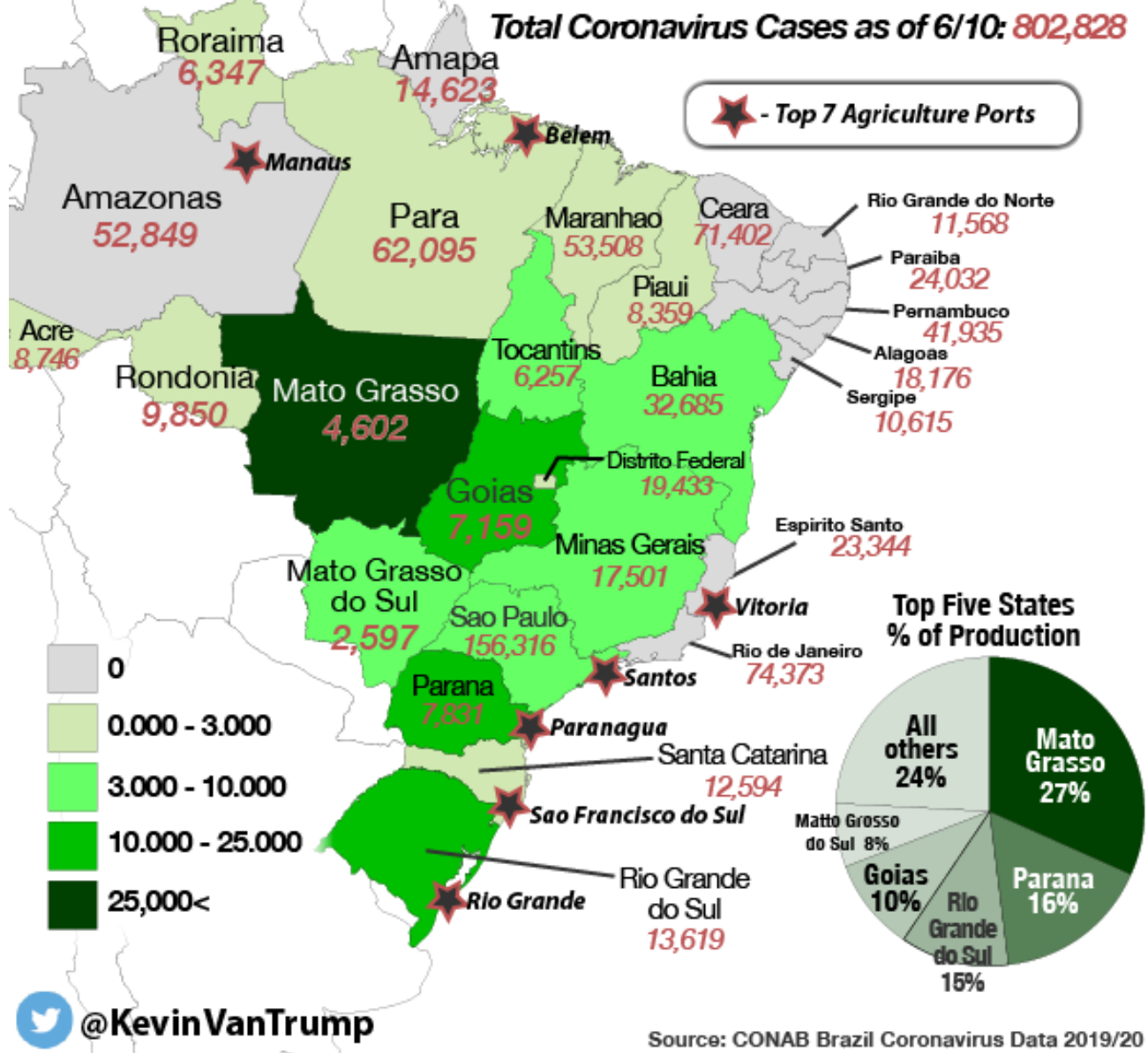
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SOYBEAN bulls are a bit disappointed that prices didn't push higher after the announcement of more Chinese buying, strong weekly export sales, and hot and dry weather in the forecast. Bears believe the U.S. new-crop balance sheet is going to get more burdensome once the USDA adjusts the planted acreage number higher. Technically, the bulls have struggled to get the JUL20 contract to close over \$8.75, which hasn't happened since the end of March, and the NOV20 contract over \$8.80, which hasn't happened since mid-March. In other words, bears are thinking we could be bumping up towards the higher end of the range. From my perspective, the USDA report was mostly a non-event. Last year's production was lowered by -5 million bushels and domestic crush raised higher by +15 million bushels, but at the same time, old-crop exports were lowered by -25

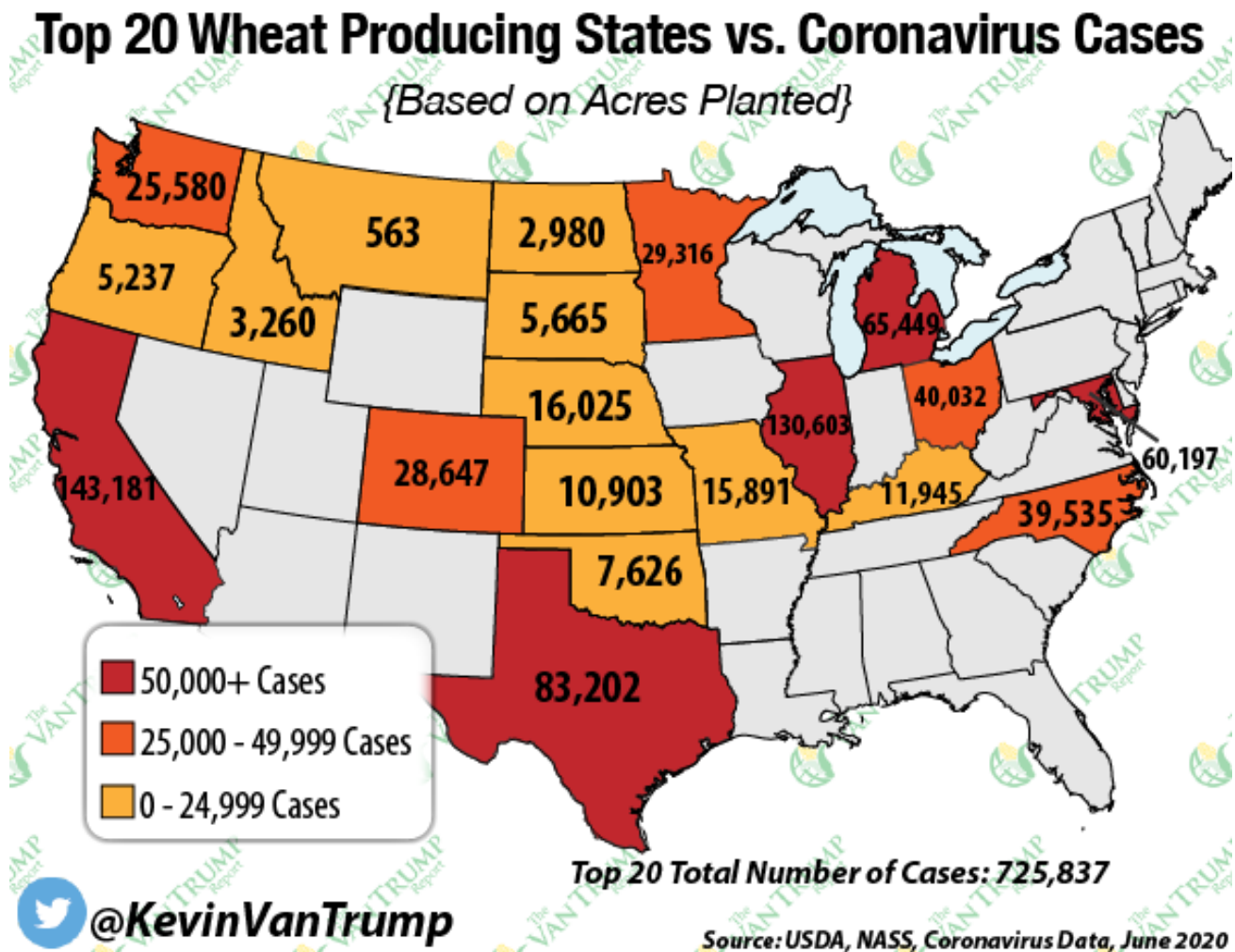
million bushels, pushing old-crop ending stocks higher by +5 million bushels. New-crop domestic crush was raised higher by +15 million bushels. Net-net, new-crop ending stocks were lowered from 405 down to 395 million bushels. Global numbers show slightly higher production, but ending stocks were actually lowered by -2.1 MMTs compared to last month. Soybean export estimates were increased +1 MMTs each for both Argentina and Brazil based on the recent pace of shipments and reflect increased crush demand and imports for China. Partly offsetting was reduced 2019/20 U.S. exports. Bottom line, not much overall change to report in the balance sheet. As a producer, I still worry about the downside and continue to like keeping protection in place. U.S. weather and Chinese buying will remain in the spotlight. Dumping more old-crop cash bushels on any weather-related rally and owning in a more conservative manner makes sense.

Brazilian Soybeans Production vs. Coronavirus Cases



WHEAT bears point to higher global ending stocks estimate and increasing worry that coronavirus is doing more global damage and creating headwinds for demand. Here at home, the USDA made a -5-million-bushel reduction to 2019/20 exports. At the same time, winter wheat production was bumped higher by +11 million bushels to 1.266 billion with the increases in Hard Red Winter and White Winter more than offsetting small decrease for Soft Red Winter. Domestic use and exports for the new marketing year were left "unchanged", ending stocks were pushed higher by +16 million bushels to 925 million, but keep in mind this is still a 6-year low. World 2020/21 wheat supplies are actually raised higher by +5.7 MMTs. I think this caught the trade by surprise. India's production was raised by +4.2 MMTs and is forecast to be record large. Australia is raised +2.0 MMTs and is

recovering nicely compared to two consecutive years of drought. Turkey and China were also both increased by +1.0 million tons. EU production was lowered but by only -2.0 MMTs and Ukraine lowered by -1.5 MMTs. Russian production was left "unchanged". Like I said earlier this week, there's a ton of mixed forecasts coming out of Russia. With increased supplies and global use lowered fractionally, world ending stocks are raised +6.0 MMTs to yet another record-high 316.1 MMTs. It's just tough to be a big bull with record global ending stocks and the funds questioning global macro growth.



U.S. Grain Ending Stocks 2019/20

(million bushels)

	May #s	Avg. Trade Estimate	Range of Estimates	USDA May
Corn	2,103	2,150	2,090 - 2,303	2,098
Soybeans	585	577	497 - 630	580
Wheat	982	970	968 - 998	978

Wheat	300	470	300 - 450	470
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U.S. Grain Ending Stocks 2020/21

(million bushels)

	May #s	Avg. Trade Estimate	Range of Estimates	USDA May
Corn	3,323	3,360	2,897 - 3,595	3,318
Soybeans	395	426	350 - 572	405
Wheat	925	897	820 - 940	909

US Wheat Production 2020/21

(million acres)

	May #s	Avg. Trade Estimate	Range of Estimates	USDA May
All Wheat	1,877	1,850	1,824 - 1,875	1,866
All Winter	1,266	1,238	1,211 - 1,264	1,255
Hard Red Winter	743	718	680 - 738	733
Soft Red Winter	297	297	284 - 305	298
White Winter	225	224	218 - 228	224

South American Production 2019/20

(million metric tons)

	May #s	Avg. Trade Estimate	Range of Estimates	USDA May
Argentina Corn	50.00	49.83	49.0 - 50.0	50.00
Argentina Soybeans	50.00	50.64	50.0 - 51.2	51.00
Brazil Corn	101.00	99.42	96.5 - 102.0	101.00
Brazil Soybeans	124.00	122.97	121.0 - 125.0	124.00

World Ending Stocks 2019/20

(million tonnes)

	May #s	Avg. Trade Estimate	Range of Estimates	USDA May
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Corn	312.91	314.31	310.0 - 319.7	314.73
Soybeans	99.19	101.23	98.5-110.35	100.27
Wheat	295.84	294.63	292.0 - 296.0	295.12

World Ending Stocks 2020/21

(million tonnes)

	May #’s	Avg. Trade Estimate	Range of Estimates	USDA May
Corn	337.87	339.78	335.0 - 346.6	339.62
Soybeans	96.34	98.64	96.0 - 102.4	98.39
Wheat	316.09	307.74	300.0 - 310.5	310.12



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> Coronavirus Takes \$89/Acre from 2020 Corn: *An analysis from the National Corn Growers Association predicts a significant revenue loss for corn growers from the COVID-19 pandemic. John Linder chairs the association's COVID-19 task force. He tells Brownfield the analysis projects a \$59 per acre average revenue decline for the 2019 crop and an \$89 per acre decline for the 2020 crop compared to pre-pandemic projections. "Obviously, livestock markets are having their share of problems as well as the ethanol industry and their co-products. So, our two major markets are experiencing devastating impacts that are carrying all the way out to the farm gate." If those numbers play out, the 2020 crop year revenue would be the lowest since 2006 and Linder says the impacts will likely continue into 2021 and beyond. The analysis was conducted by Dr. Gary Schnitkey with the University of Illinois to help NCGA create recovery solutions for corn farmers. Listen to the full interview [HERE](#).*

> Instacart's Valuation Hits \$13.7 Billion—*matching the price Amazon paid to acquire Whole Foods—in a funding round. The grocery service raised \$225 million, which it will use to support the surge of new customers, workers and partners. DST Global and General Catalyst joined existing investors in the round. Instacart had been valued at \$7.9 billion in late 2018. (Source: Bloomberg)*

> Milk and Seafood Pile Up as Coronavirus Upends Sales: *This year's dairy exports may post the steepest decline in three decades, and fish demand has been "severely" dampened by the pandemic, the United Nations' Food & Agriculture Organization said Thursday in a 2020 outlook report. Growth in global meat trade*

will also slow as shuttered restaurants and weakening economies spur consumer cutbacks. The products are among those facing swift impacts from the coronavirus, and food markets are likely to see "many more months" of uncertainty ahead, the FAO said. Salmon demand will shrink -15% or more this year, and milk sales are likely to stay subdued. Still, coupled with comfortable grain supplies, overall food prices are likely to stay low throughout the pandemic and it's unlikely that the virus will trigger global shortages, the FAO said. Rice production is set to recover in 2020, and coarse-grain stockpiles will climb. Read more [HERE](#).

> Signs of Increased Antitrust Enforcement in Farm Sector: *After years of failed attempts to draw attention to market concentration in the meat sector, farmers are cautiously optimistic about federal investigations into alleged antitrust violations in the chicken and beef industries. And grand jury indictments of four chicken industry executives could be a sign of more antitrust action to come from the Department of Justice, says a former attorney at the agency. The Wall Street Journal reported this week that Tyson Foods is cooperating in the DOJ's case under a leniency program that will allow the company to avoid fines and criminal convictions "in exchange for aiding in the continuing probe of other poultry suppliers." The DOJ has also subpoenaed the country's largest beef companies in a separate investigation into alleged antitrust violations in that sector. For producers, the agencies' attention to the sector is a refreshing change after several foiled attempts to enhance antitrust enforcement in agriculture. Read more [HERE](#).*

> Chinas Steel Imports Soar: *China's imports of both semi-finished and finished steel products surged in April, as prices and demand in China were stronger than in other markets. The strong imports are likely to continue into Q3, as import orders placed by Chinese buyers have remained robust in June. The Chinese steel market became particularly strong in April and May, as much of the construction works suspended in February and March due to the coronavirus lockdowns, were compressed into April-May. Although construction activity has slowed since June due to the rainy season, the Chinese domestic steel prices have remained attractive for overseas producers and traders. As a result, market sources expect China's import volume of pig iron, DRI, billet, slab and HRC to continue to rise over May-August, and probably into September as well. Some sources say they don't expect strong steel imports to sustain in the long run, as other Asian markets will gradually recover from the pandemic later in 2020. Read more from [Platts](#).*

> Brazil Deforestation Worse than Thought: *Deforestation of Brazil's Amazon rainforest was worse than previously reported in 2019, revised government data showed on Tuesday, during the first year of President Jair Bolsonaro, who is keen to develop the forest crucial to curbing global warming. Brazil's space research*

agency INPE recorded 10,129 square kilometers of deforestation (3,911 square miles) for its benchmark annual period from August 2018 to July 2019. That's an area about the size of Lebanon and a 34.4% rise from the same period a year earlier. The revision is higher than INPE's initial report of 9,762 square kilometers of forest destroyed during that period, an increase of 29.5%. An estimated 464 square miles of Amazon tree cover was slashed from January to April of this year, a 55 percent increase from the same period last year and an area roughly 20 times the size of Manhattan. (Sources: Reuters, New York Times)

> Venezuela on Brink of Famine: After seven years of economic collapse, Venezuela's crisis has entered a troubling new phase. In a nation that's home to the world's largest oil reserves, fuel shortages have grown so acute that farmers can't plant this year's crops. Venezuela is now on the verge of famine, the International Crisis Group warns. More than half of the land used to grow vegetables last year won't be replanted, according to farming federation Fedeaagro. Corn production is expected to cover less than a quarter of national demand. And the tightening vice of U.S. sanctions threatens to strangle what little food and oil is getting in from abroad. Oil fields across Venezuela have shut amid the U.S.'s relentless campaign to cut the nation off from global markets. Evidence of fuel scarcity is everywhere. Ambulances can't run, telecommunications networks are faltering and some farmers have given up altogether on machinery -- using oxen instead. Read more from [Bloomberg](#).

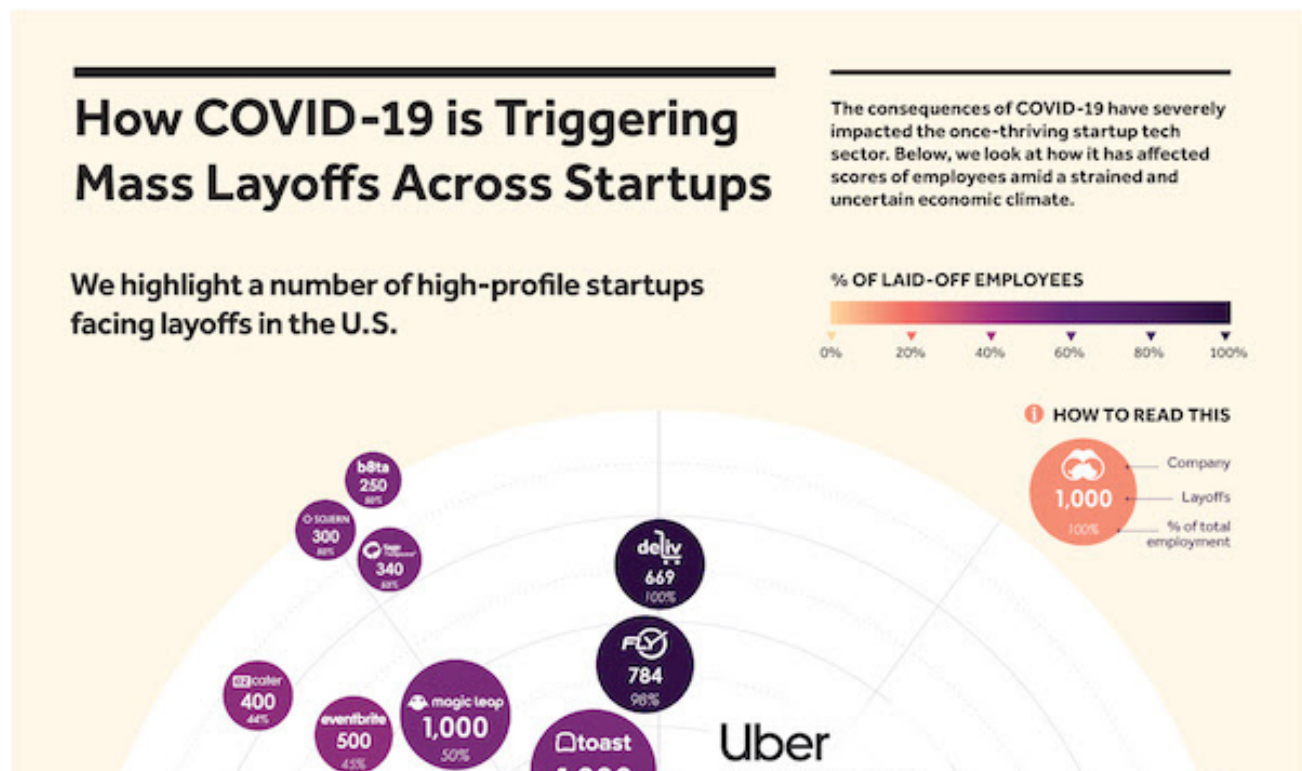
> Quicken Loans Planning IPO: Quicken Loans, the largest mortgage lender in America, is planning an initial public offering, according to people familiar with the matter. The company, founded and owned by Detroit-billionaire Dan Gilbert, has filed its IPO prospectus confidentially, the people said, and may flip it to be public as soon as next month. The targeted valuation is still being decided, but it is likely in the tens of billions of dollars, one of the people said. That would imply a multi-billion-dollar IPO, one of the largest – if not the largest – this year. Quicken Loans CEO Jay Farner said on CNBC in mid-April that March was the "biggest closing month in our company's history -- nearly \$21 billion in mortgages closed." He said on CNBC that the company was estimating nearly \$75 billion in mortgage applications in the second quarter, compared with almost \$53 billion in the first quarter. (Source: CNBC)

> 50 Future Unicorns: CB Insights uses an algorithm they call Mosaic to discern the health of startups through their publicly available data, and even identify ones that could grow to a billion-dollar valuation—making them, in one of the tech industry's favorite buzzwords, unicorns. In the past, it has indeed pinpointed promising startups that went on to achieve unicorn status. For the company's 2015 Future Unicorns list, for instance, it identified restaurant delivery Postmates as a contender. Mosaic's past success is one of the reasons the strikingly different makeup of this year's Future Unicorns list—which you can read in its entirety at CB

Insights' site—is so intriguing. Postmates, Dollar Shave Club, and HelloFresh caught the last of the wave of consumer-focused e-commerce mania, but that wave is long gone in 2020. Most of the companies on CB Insights' 2020 list cater to the needs of corporations, not consumers. In fact, 37 out of the 50 companies on the list have no consumer-facing products at all. Read more [HERE](#).

> Vegas Strip Restaurants Add Covid-19 Surcharge: A new service charge is making its way onto restaurant receipts to offset the cost of COVID-19-related expenses. Three restaurants on the strip are now adding on a 4 percent surcharge. The Las Vegas Review-Journal reports that the charge on a guest check reads: "To help offset restrictions on our business resulting from the COVID-19 crisis, a 4% surcharge has been added to all guest checks. If you would like this removed, please let us know." Read more from [Eater](#).

> Visualizing Layoffs at Prominent Startups: As the pandemic reverberates through almost every industry imaginable, tech startups are also feeling the pain. Ince mid-March, countless startups and unicorns have undergone layoffs. The infographic below pulls data from Layoffs.fyi, and navigates the cascading layoffs across 30 of the most recognizable startups in America. Each of the companies have slashed over 250 employees between March 11 and May 26, 2020—capturing a snapshot of the continuing fallout of COVID-19. Unsurprisingly, many of the hardest hit startups are related to the travel and mobility industry. Closing 45 offices, Uber has laid off 6,700 employees since mid-March. Meanwhile, as room bookings dropped by over 40% across several countries, Airbnb laid off a quarter of its workforce. Read more and see a larger version of the graphic [HERE](#).



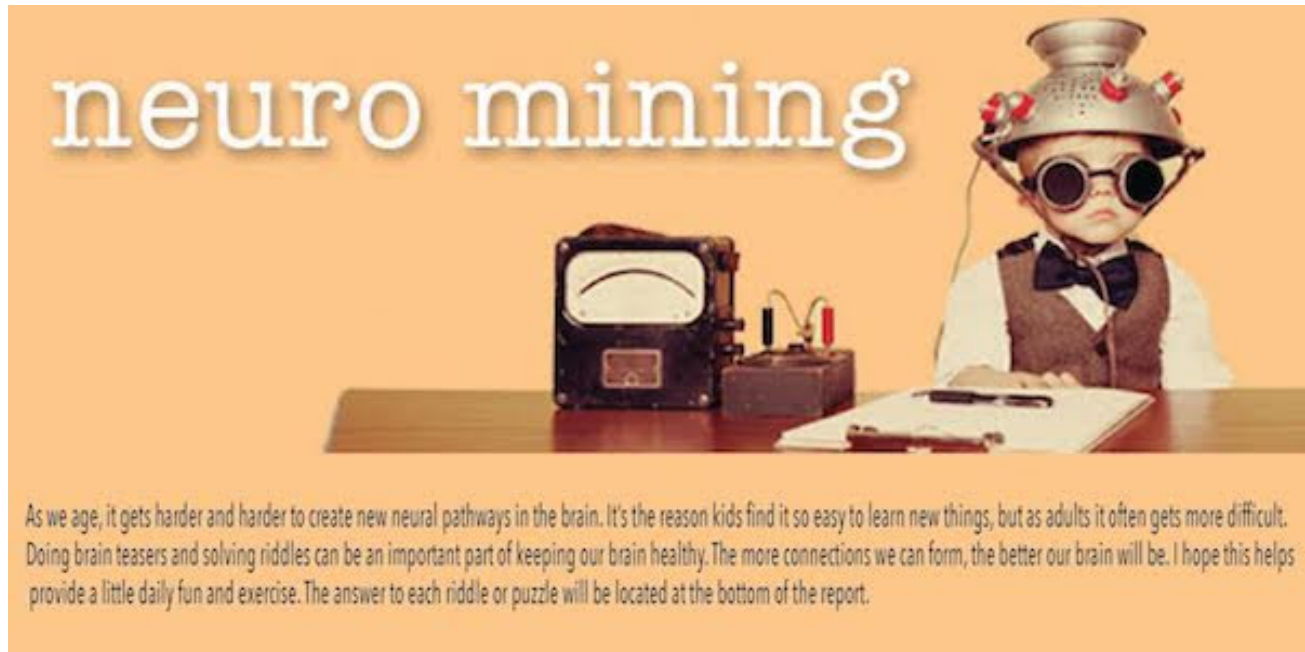


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more than a few days lately without rains keeping us out of that field. Today, I become officially certified organic on those first fields and plan to sell the corn to Tyson, who will feed chickens with it not far from here. We are also in the second year of transition on 140 more acres. Prices for organic corn have dropped a bit during the pandemic but I will take it to get my foot in the door. We are playing around with some acres in Stadium grass for seed, an idea we got from my buddy in Oregon where a lot of grass is grown. It sounds like hazelnuts may be moving in on some grass acres up there, as it is more profitable. I understand if the grass acres can't gross at least \$1,000, growers are looking for something else to do.

Southeast Nebraska - *The crops are looking okay. They did get tussled around a bit from the recent wind but I haven't heard any green snap, at least around here. It's going to be even harder to make sales in June at these levels. I am contracting a little each day on an averaging contract. It makes me puke to see the prices but this is the time of year when seasonals tell you to sell some. The biggest difference this year for me will be that I'll have fewer bushels forward contracted come fall than I have had for a long time. I just grit my teeth this year as every problem feels multiple times worse than normal.*

Central Missouri - *The crop is looking good for the start of the year. We were planted relatively quickly and when we started we had a nice 5-6 day window that allowed us to knock it out quickly. It was looking a little like the rain was going to keep pushing us back but as quick as it started it shot us the nice window to plant. We have had timely rains, not excessive amounts like last year. It seems to rain when we are about to the point of getting a little dry. The early stress of dryness will help the longevity of the corn if it gets really hot in August or during pollination. Soybeans are rowed and all look consistent. At this stage it's hard to tell what kind of crop you have but we have a solid start.*



TODAY'S RIDDLE: I can be crushed to pieces but only if I am given away first, I can be clogged and attacked but that's usually my own doing. No matter how many problems I have, you wouldn't dare let me go. What am I?



Where Are America's Farms Located?

We all know that the U.S. Midwest is the heart of farm country. In fact, in America's midsection, nearly one-third of the population are farmers. Compare that to the coasts where only about one or two out of every 100 people work as farmers. Keep in mind, a farm is defined by the U.S. government as "any place from which \$1,000 or more of agricultural products were produced and sold, or normally would have been sold, during the year."

According to the USDA's most recent census, there are about 2.04 million farms and ranches in the country, down 3.2% from 2012, but the average acres per farm has inched up to 441, a +1.6% increase. Interestingly though, the number of acres being farmed has barely changed at all, down just over -1.5% at 900 million. It's worth noting that of the 2.04 million farms and ranches, the 76,865 making +\$1 million or more in 2017 represents just over two-thirds of the \$389

billion in total value of production while the 1.56 million operations making under \$50,000 represent just 2.9%.

Seven (7) states had more than 70,000 farms in 2019: Texas, Missouri, Iowa, Ohio, Oklahoma, Kentucky & Illinois

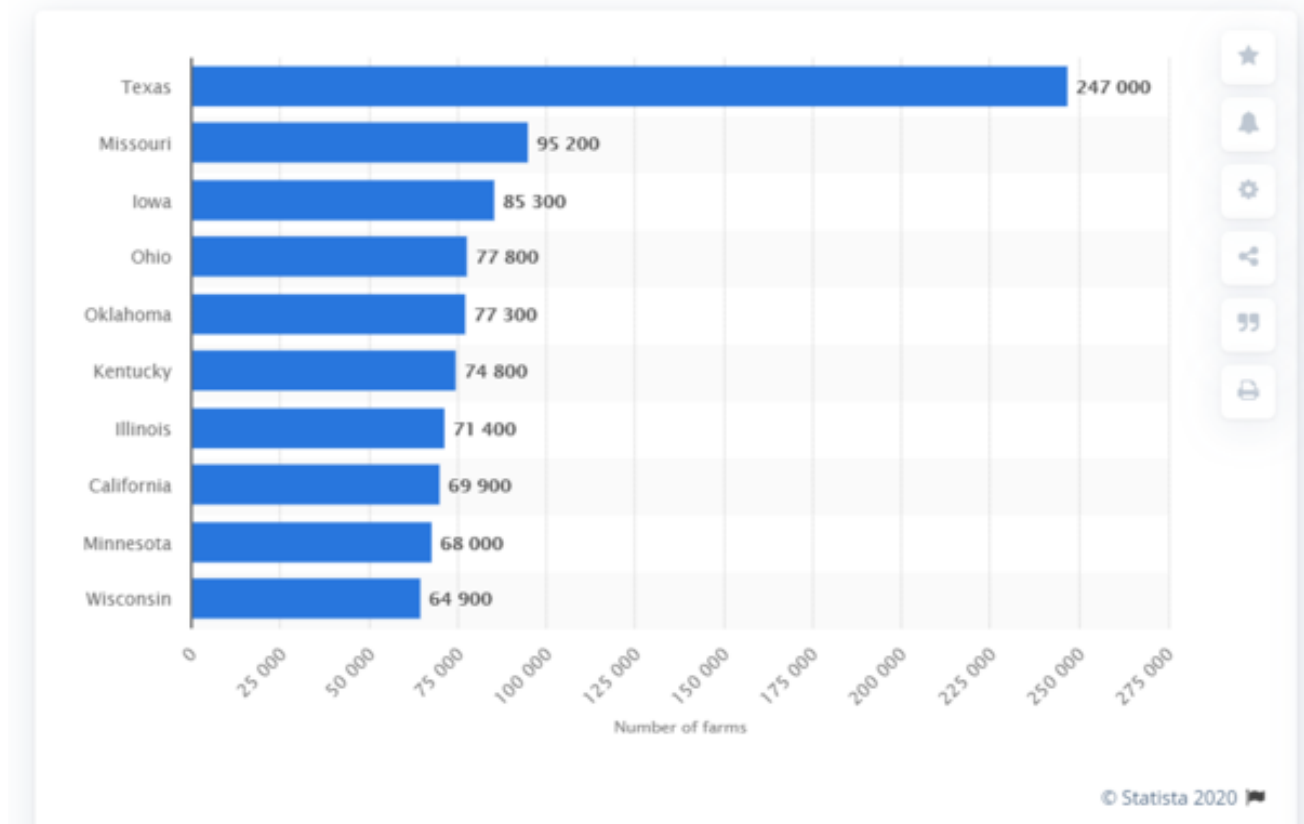
Texas, which accounts for nearly 14% of all the farmland in use, continues to lead all states with 247,000 total farms and ranches, more than double second and third place Missouri and Iowa combined. At the other end of the spectrum was Rhode Island and Alaska battling it out for 50th place with 1,100 and 1,050 farms respectively. If you're looking for big acres being farmed you'll need to head to Wyoming, who had the largest average farm size in the United States in 2019, at just over 2,400 acres followed by Montana & Nevada. It's worth mentioning, Wyoming and Montana are the only two states in the United States with average farm sizes over 2,000 acres.

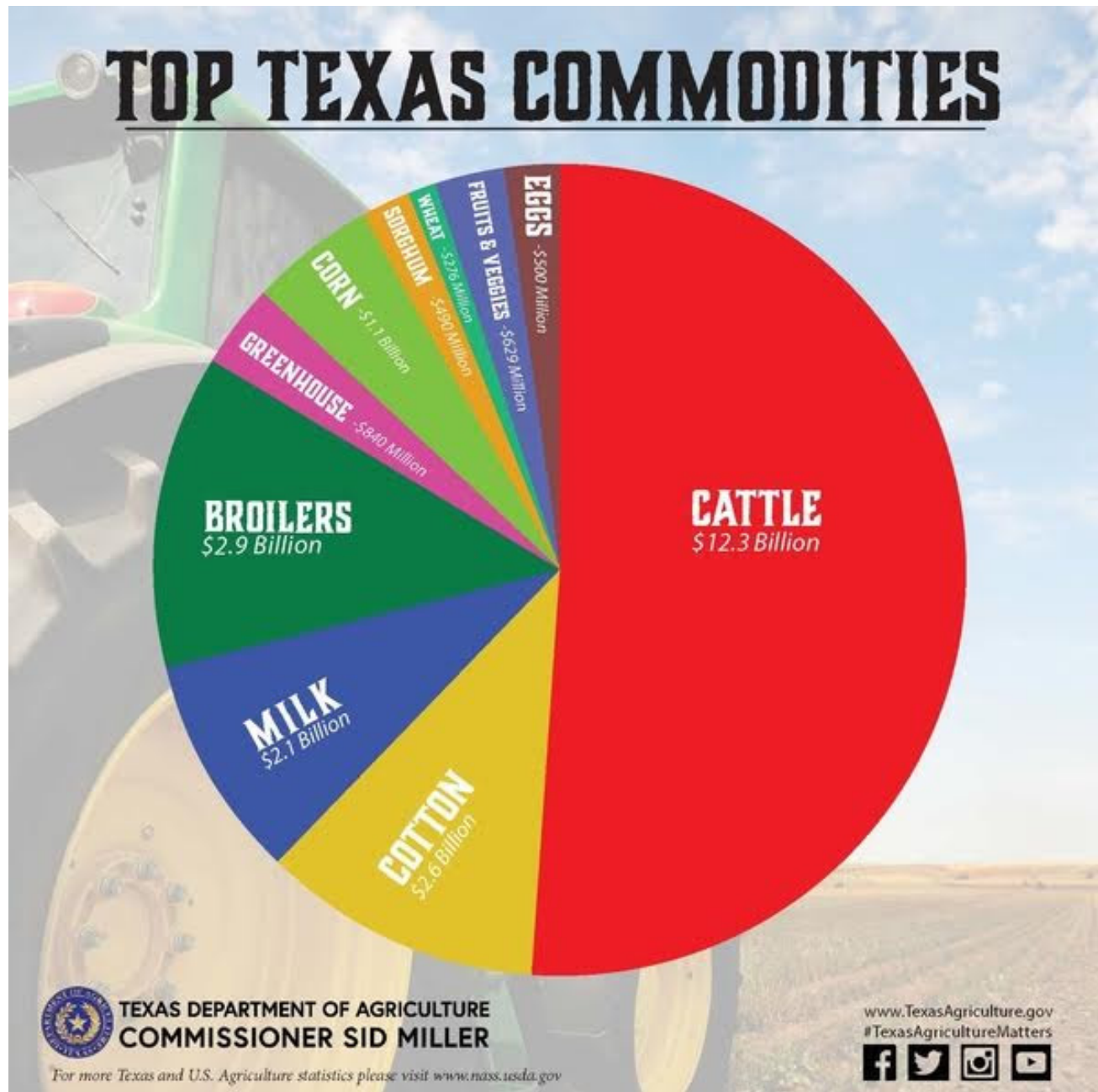
Over the last five years, we've seen a number of states drop anywhere from 2-5,000 farms from their totals, meaning that big farms in those states are getting bigger, a trend I suspect that continues. You can see the entire list [HERE](#). (Source: USDA, Beef2Live, Statistica)

Ranking Of States With The Largest Farms (Acres)			
United States		444	
Rank	State	2019	Difference
1	Wyoming	2,417	1,973
2	Montana	2,164	1,720
3	Nevada	1,821	1,377
4	New Mexico	1,613	1,169
5	North Dakota	1,506	1,062
6	South Dakota	1,459	1,015
7	Arizona	1,379	935
8	Nebraska	982	538
9	Colorado	822	378
10	Alaska	810	366

10	Alaska	810	388
11	Kansas	781	337
12	Utah	601	157
13	Texas	512	68
14	Idaho	467	23
15	Oklahoma	445	1
16	Oregon	425	-19
17	Washington	410	-34
18	Illinois	378	-66
19	Minnesota	375	-69
20	Iowa	359	-85
21	California	348	-96
22	Arkansas	331	-113
23	Mississippi	301	-143
24	Louisiana	292	-152

Leading 10 U.S. states based on number of farms in 2019*





If You've Got 'Em, Hang 'Em High!

Sunday is Flag Day, celebrating the national adoption of the flag of the United States by the Second Continental Congress in 1777. The U.S. Army also celebrates its birthday on the same day, which was established two years earlier in 1775. According to legend, in 1776, George Washington commissioned Philadelphia seamstress Betsy Ross to create a flag for the new nation. To date, there have been twenty-seven official versions of the flag, but the arrangement of the stars varied according to the flag-makers' preferences until 1912 when President Taft standardized the then-new flag's forty-eight stars into six rows of eight. The current version of the flag dates to July 4, 1960, after Hawaii became the fiftieth state on August 21, 1959. Flag Day was officially established by a proclamation of President Woodrow Wilson in 1916. In 1946, National Flag Day was established by an Act of Congress. Even with those actions, Flag Day is not an official federal holiday. It is however recognized by Pennsylvania as a state holiday. They

became the first - and only - to declare June 14 an official holiday in 1937. New York recognizes a state Flag Day, but it is observed the second Sunday in June. The week of June 14 is actually designated as "National Flag Week", in which the president traditionally issues a proclamation urging U.S. citizens to fly the American flag for the entire week. Below are some more interesting facts about the U.S. flag and its long, storied history. If you've got 'em, hang 'em high!

The Moon: *American flags have been planted on the moon by crews from six separate NASA missions - Apollo 11, 12, 14, 15, 16, and 17.*

\$301.3 Million: *This is the dollar value of shipments of fabricated American flags, banners and similar emblems by U.S. manufacturers. 95% of American flags are produced in the U.S.*

Washington Monument: *50 flags fly 24 hours a day around the base of the Washington Monument.*

Stars and Stripes: *For a while, the U.S. added stripes and stars to the flag when welcoming new states. At one point, the flag had 15 stripes and 15 stars. As the country continued to add new states, they decided to go back to the 13 stripes for the original 13 colonies.*

Red, White, and Blue: *The colors of the flag have important meanings. Red symbolizes hardiness and valor, white symbolizes purity and innocence, and blue represents vigilance, perseverance, and justice. Interestingly, the significance of the colors was retrofitted for the flag from the explanation for the Great Seal of the United States given by Charles Thomson, the Secretary of Congress in 1782.*

Sleep-Wake Schedule: *According to Federal flag laws and regulations, the flag should be displayed from sunrise to sunset (unless there's inclement weather). That said, for patriotic effect, the flag may be displayed 24 hours a day as long as it's "properly illuminated" while it's dark out.*

Origins of "Old Glory": *In 1824, a sea captain from Massachusetts named William Driver bestowed the nickname "Old Glory" on his American flag, which crowned the main mast of his ship and had been sewn for him by his mother and other female admirers. After he retired from seafaring and settled in Nashville, Tennessee, he continued to proudly display Old Glory outside his house. Legend has it his 10-by-17-foot Old Glory withstood numerous Confederate attempts to deface it during the Civil War, and that Driver flew the flag over the Tennessee Statehouse once the war was over. In 1922, Driver's daughter, Mary Jane Roland, presented Old Glory as a gift to President Warren G. Harding, who then gifted it to the Smithsonian. (Sources: Wikipedia, History.com, Huffington Post)*



There Are Times You Will Want to Give Up... But Just Keep Pushing!

The inspiring story of Deserae Turner was recently sent my direction. Deserae, a 17-year-old from North Logan, Utah, just graduated from high school. Like a lot of others in the class of 2020, Turner's graduation was held virtually and the

celebration afterward consisted of well-wishers driving by and honking. It's not exactly how most have dreamed of marking this important milestone but Turner is over the moon to just be graduating on time - she has spent the last three years of her high school career recovering from a gunshot to the head that nearly killed her.

Graduating with the rest of her class was one of Turner's top goals throughout her very long struggle, which included 63 days in the hospital, at least a dozen brain surgeries, and ongoing physical therapy. The gunshot wound left her with limited vision, painful headaches, and paralysis on her left side. Her mother, April Turner, said she tried to get Deserae to just forget school and concentrate on her physical healing but she insisted on being in school. "She wanted the regular diploma, and she wanted to do it on time and with her class."

Turner has deep emotional scars from the trauma as well. It was someone she considered a friend that lured her to a local hangout where another boy shot Deserae and they left her for dead. She lay in a ditch for eight hours before a family friend finally found her.

Initially, her entire left side was paralyzed and she could barely lift her head. In the years since, Turner says she's basically had to relearn how to do everything. Happily, that has included how to walk and partial use of her left hand. It's unlikely she'll regain use of her full hand and arm though. She spent her senior year of high school raising money for a robotic arm that will allow her to lift her arm and use three of her fingers. "I have not let this bullet inside of me stop me from living. Yes, it's stopped me from being able to move my hand, but I'm not going to let that stop me for long," she said. She's actually adopted the phrase "tougher than a bullet" and uses it on t-shirts for some of her fundraising efforts. Click [HERE](#) for her GoFundMe page.

This past fall, she was voted Green Canyon High School Homecoming Queen. According to the school, almost all of the 1,400 students voted and Deserae won in a landslide. She told a local outlet that while she holds on to this and other recognitions as dear gifts, it has been hard distinguishing between opportunities she gains because of who she is or because of what happened to her. While the experience defines a chapter of her life, she makes it clear that it is not her whole story.

There is no doubt that Turner earned that diploma through her own sheer grit and determination. "There were times I wanted to give up, but I just kept pushing," Turner told a local news station. "And now I'm here." She had this to share with others that might be enduring hardships: "I want to tell people who are struggling, you are not alone and to keep trying." Deserae now plans to take a year off to focus on physical healing. She was looking forward to raising a pig for this year's

county fair but the pandemic kind of blew those plans. Longer term, she's looking forward to college and living a normal life. (Sources: CNN, Herald Journal, Gephardt Daily)

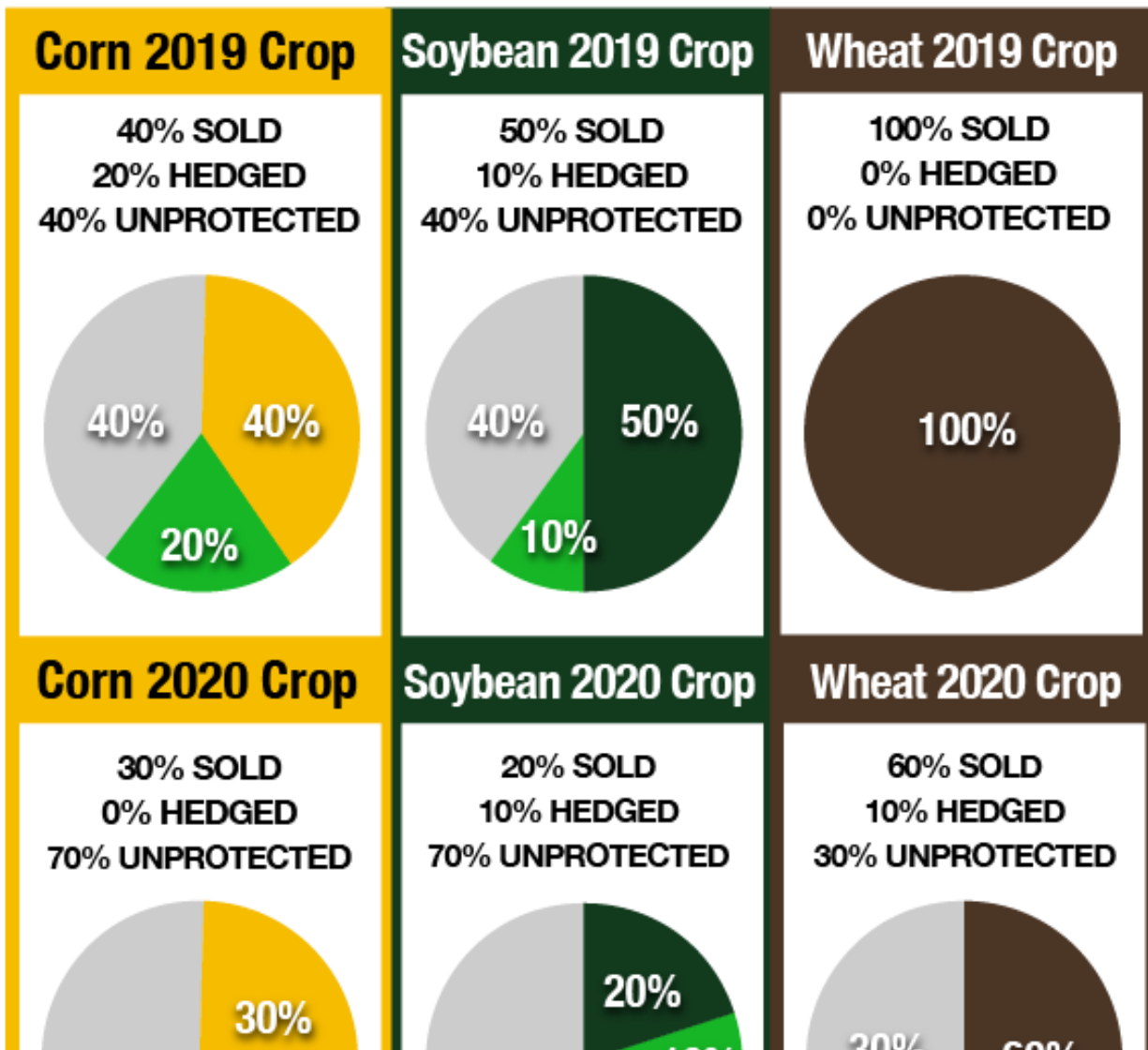


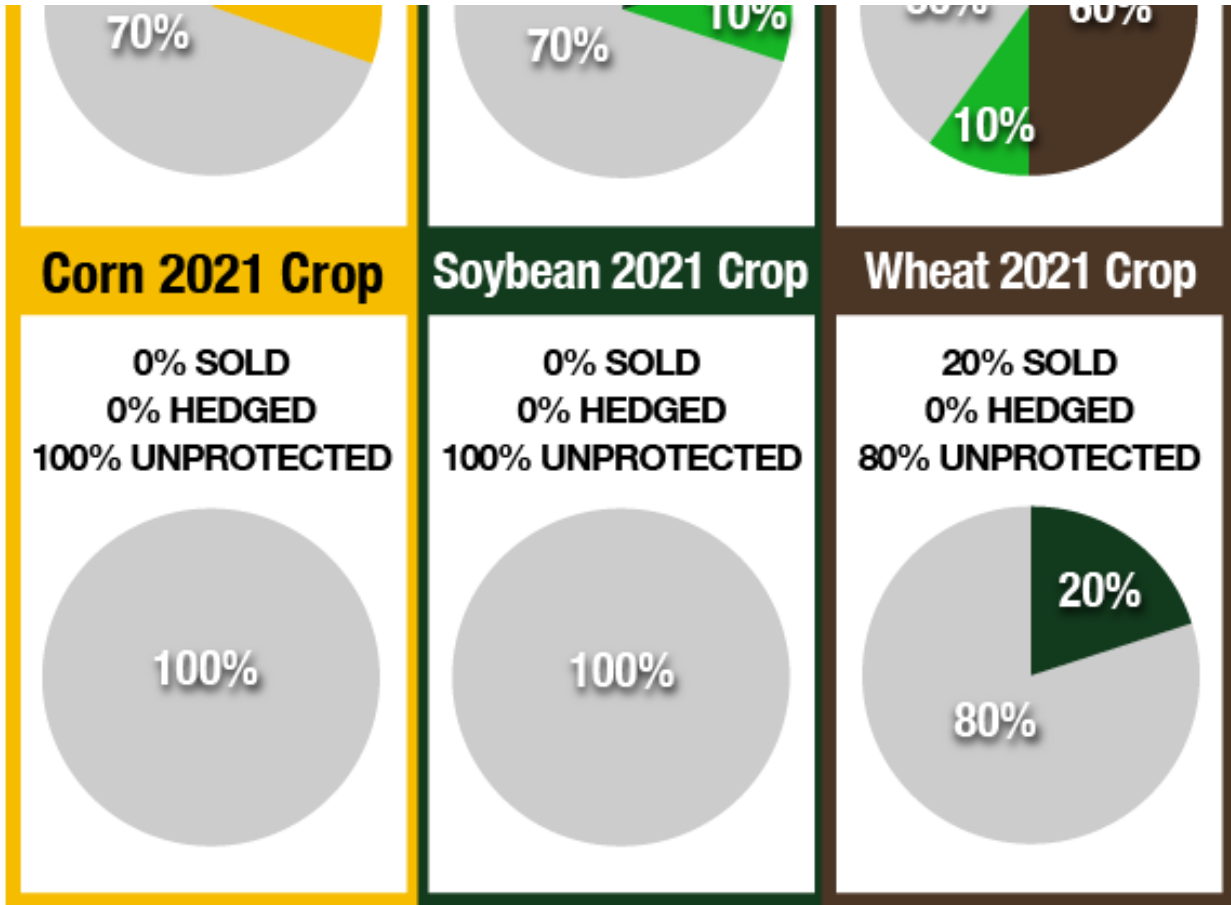


ANSWER to riddle: A heart.

CASH SALES & HEDGING TOTALS

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