

TUESDAY **TAILGATE TALKS**

JUNE 16, 2020

Featuring: Brady Brewer & David Widmar



Center for Food and
Agricultural Business

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Tuesday Tailgate Talks

Trends in Purchasing Behavior

June 30, 2020 | 4:30p.m. EDT

Dr. Brady Brewer & Dr. Dave Downey

Agriculture and Agribusiness in Brazil

July 14, 2020 | 4:30p.m. EDT

Dr. Allan Gray, Dr. Luciano Castro &
Dr. Lourival Carmo Monaco Neto

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Center for Food and
Agricultural Business

Micro-Courses: Live, 2-hour sessions!



Scenario Planning: Creating Resilience in Uncertain Times

June 30, 2020 | 1:00p.m. EDT

Dr. Allan Gray



Organizational and Personal Resilience

July 15, 2020 | 1:00p.m. EDT

Dr. Pete Hammett



Financial Implications for Your Business

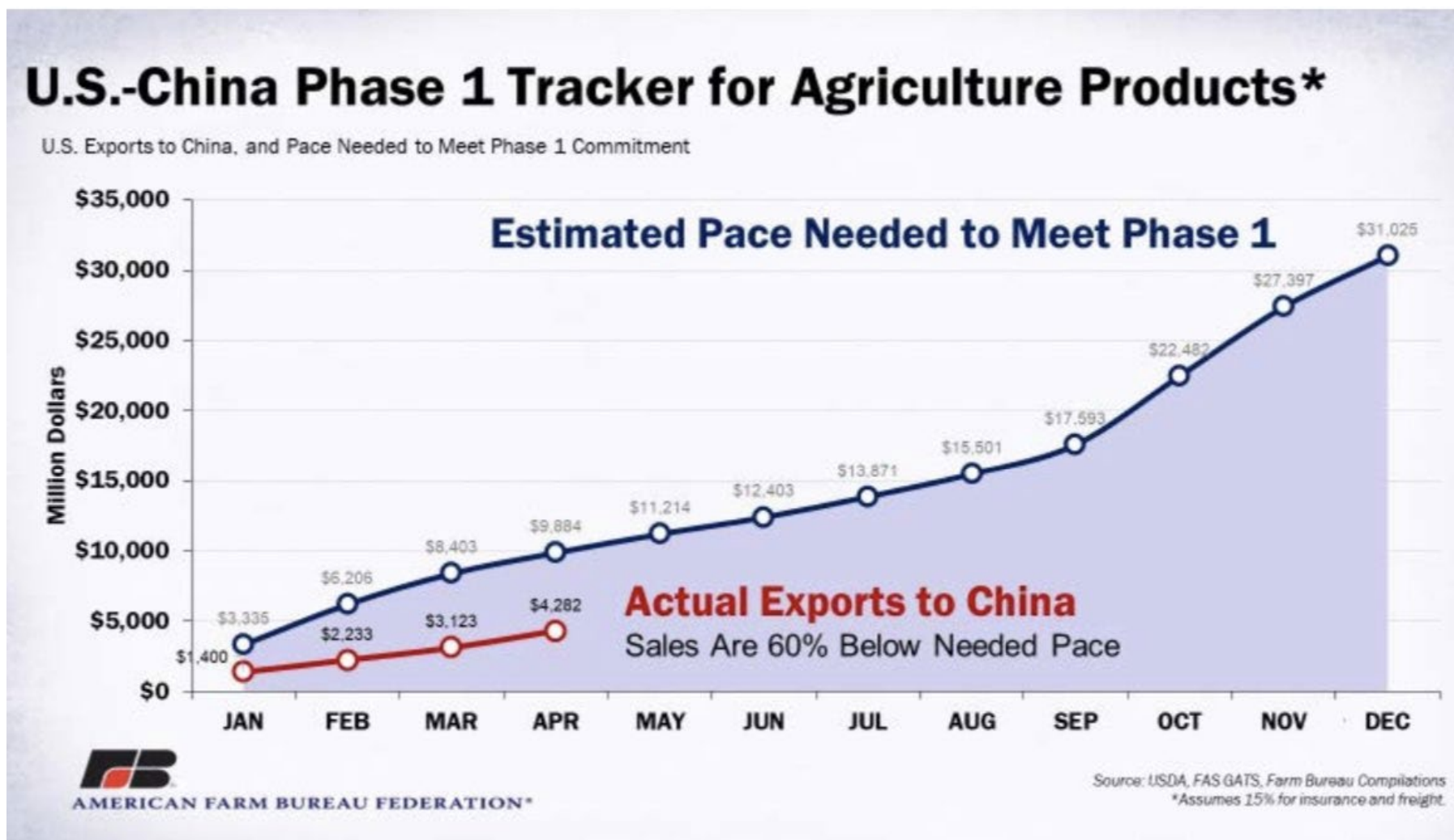
August 5, 2020 | 11:00a.m. EDT

Dr. Brady Brewer

**All summer open enrollment programs will be
distance-delivered.*

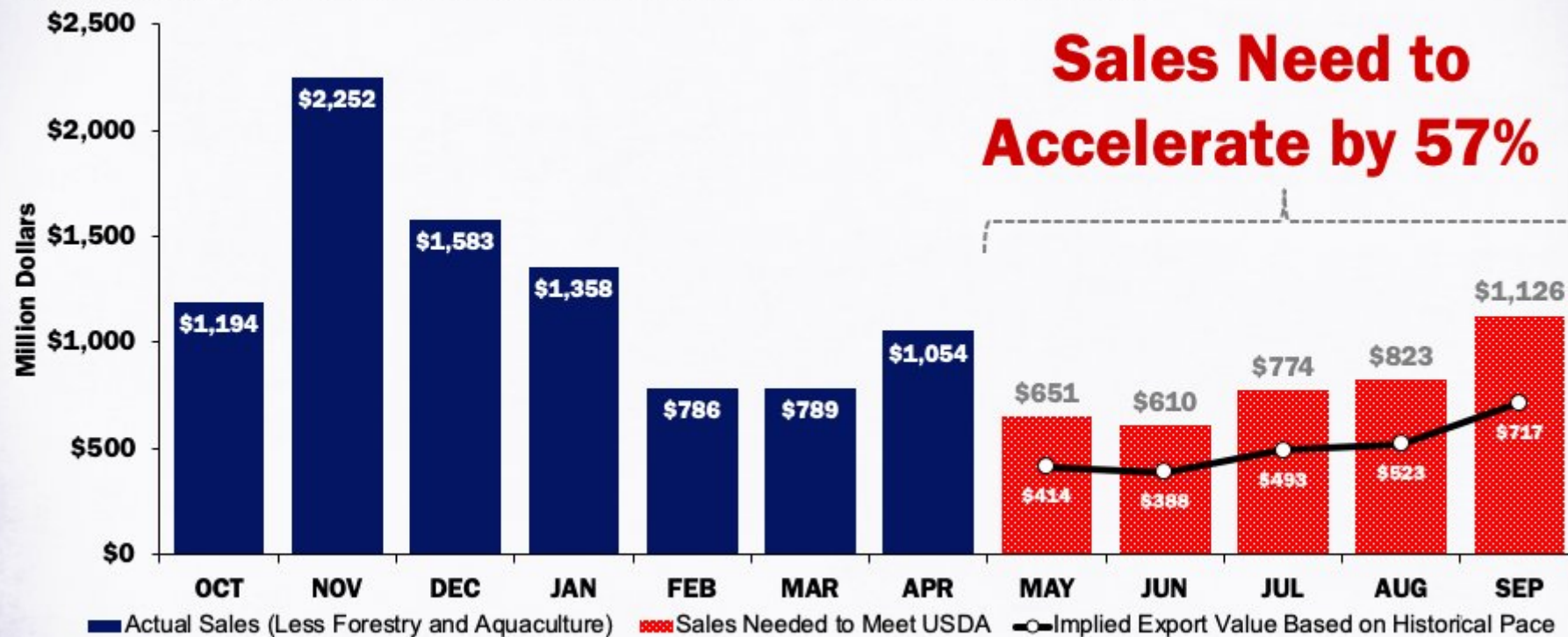
SHOW NOTES

Supporting Materials from Brady Brewer and David Widmar



China Phase 1: Sales Pace Needed to Reach \$13 Billion

Actual Sales to China, Implied Export Value Based on Historical Pace, and Sales Needed to Meet USDA Forecast

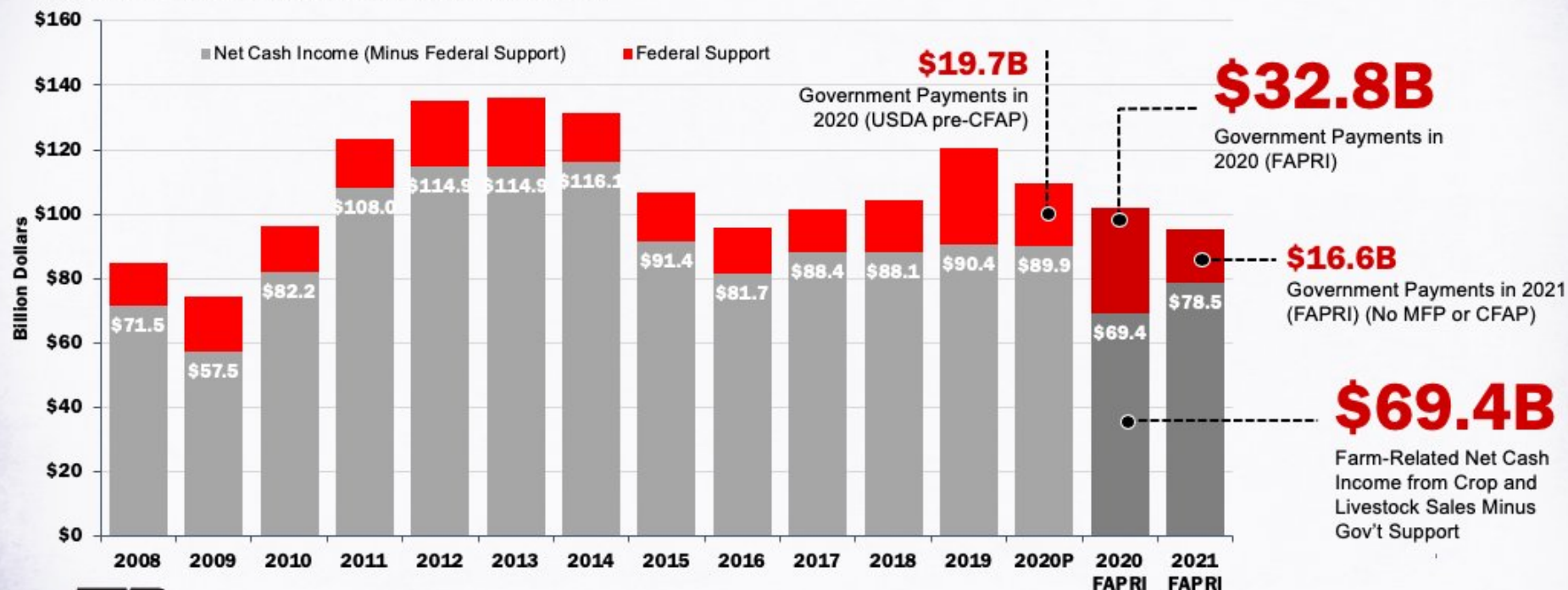


AMERICAN FARM BUREAU FEDERATION®

Source: USDA, FAS GATS, Farm Bureau Compilations

FAPRI Net Cash Income Projections Show Challenges Ahead for U.S. Agriculture

U.S. Farm Sector Net Cash Income From USDA and FAPRI

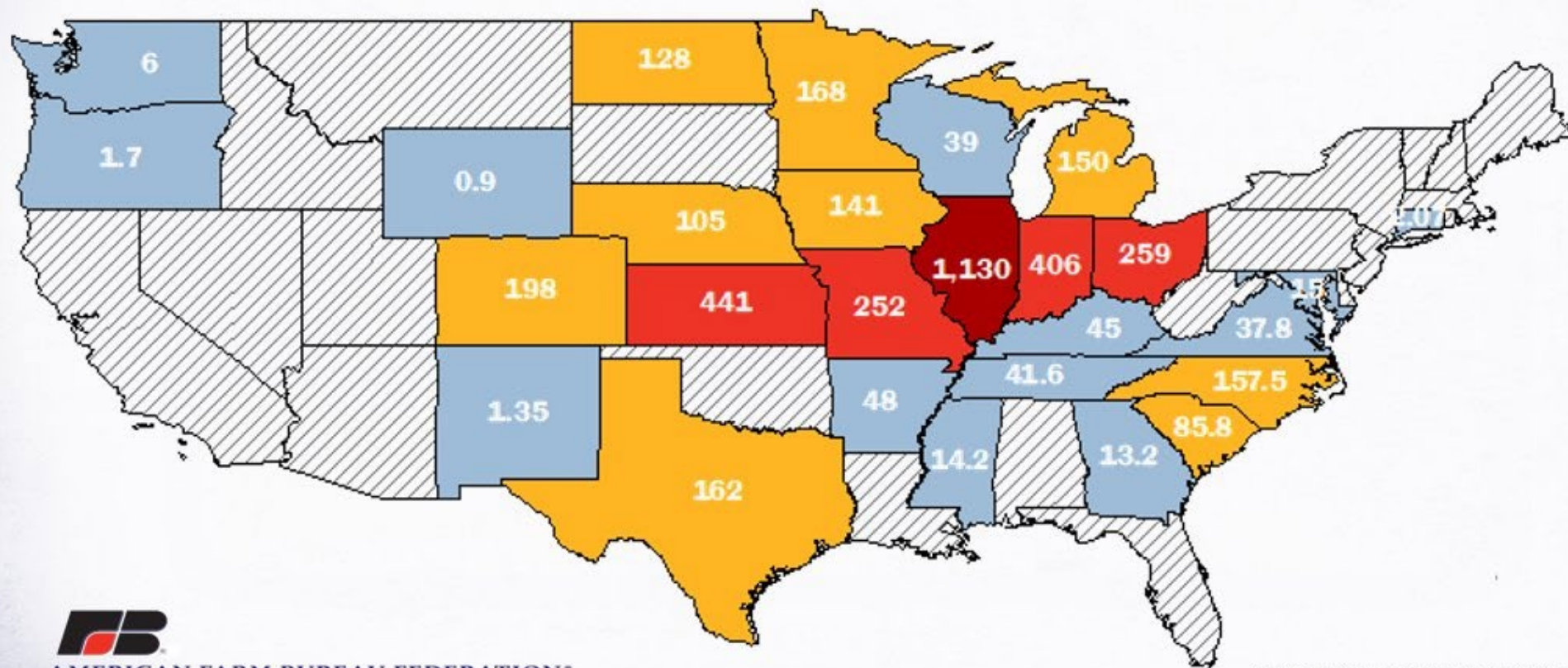


AMERICAN FARM BUREAU FEDERATION®

Source: USDA ERS, FAPRI, Farm Bureau Calculations

3.9 Million Corn Acres in Poor or Very-Poor Condition

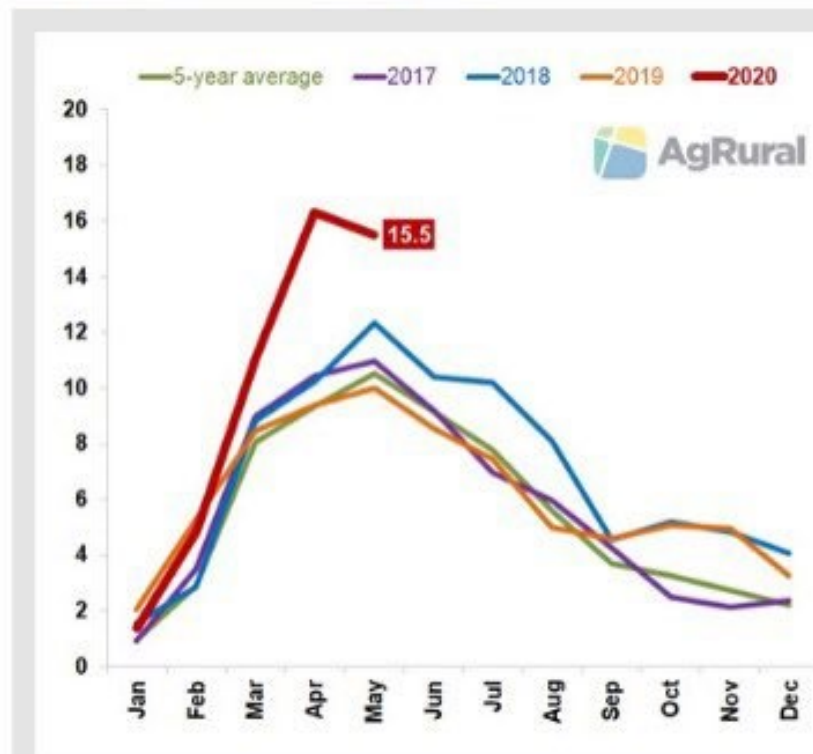
Thousand Acres, As Of June 7, 2020



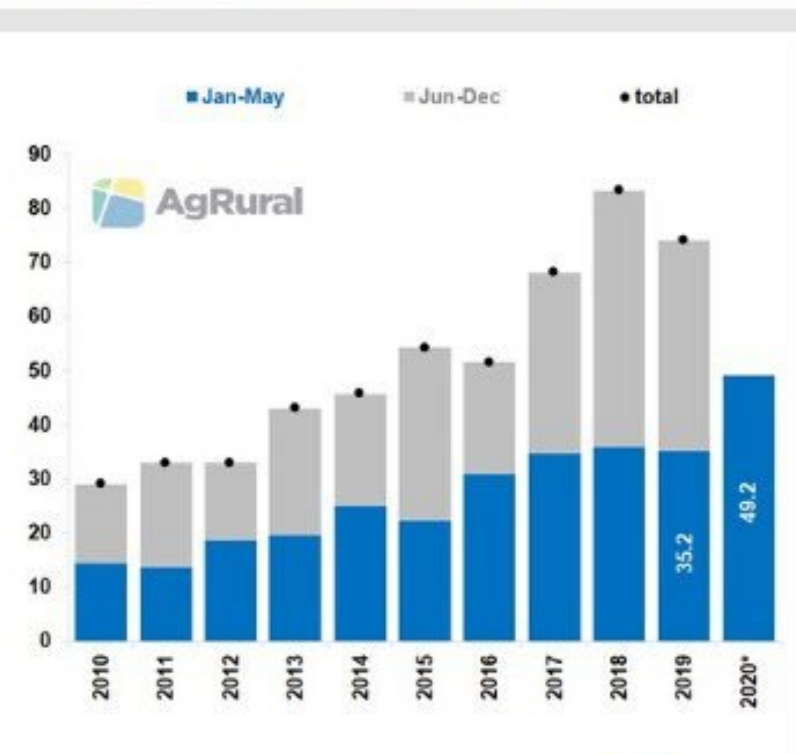

AMERICAN FARM BUREAU FEDERATION*

Source: USDA NASS, Farm Bureau Compilations

BRAZIL Soybean Monthly Exports



BRAZIL Soybean Exports By Calendar Year

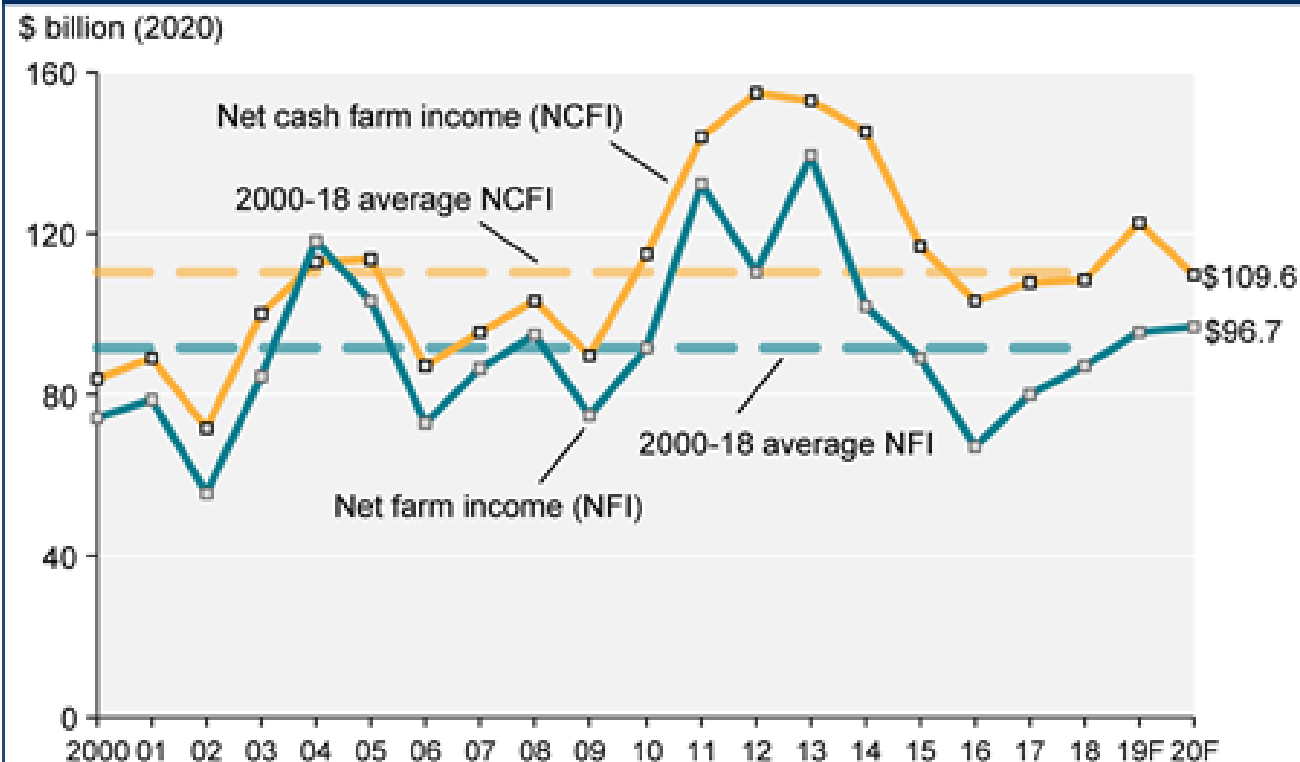


SECEX/AGRURAL Million metric tons. Official data only, as reported by the Ministry of Economy; vessel line-up data not considered.



Brady Brewer (6 of 9)

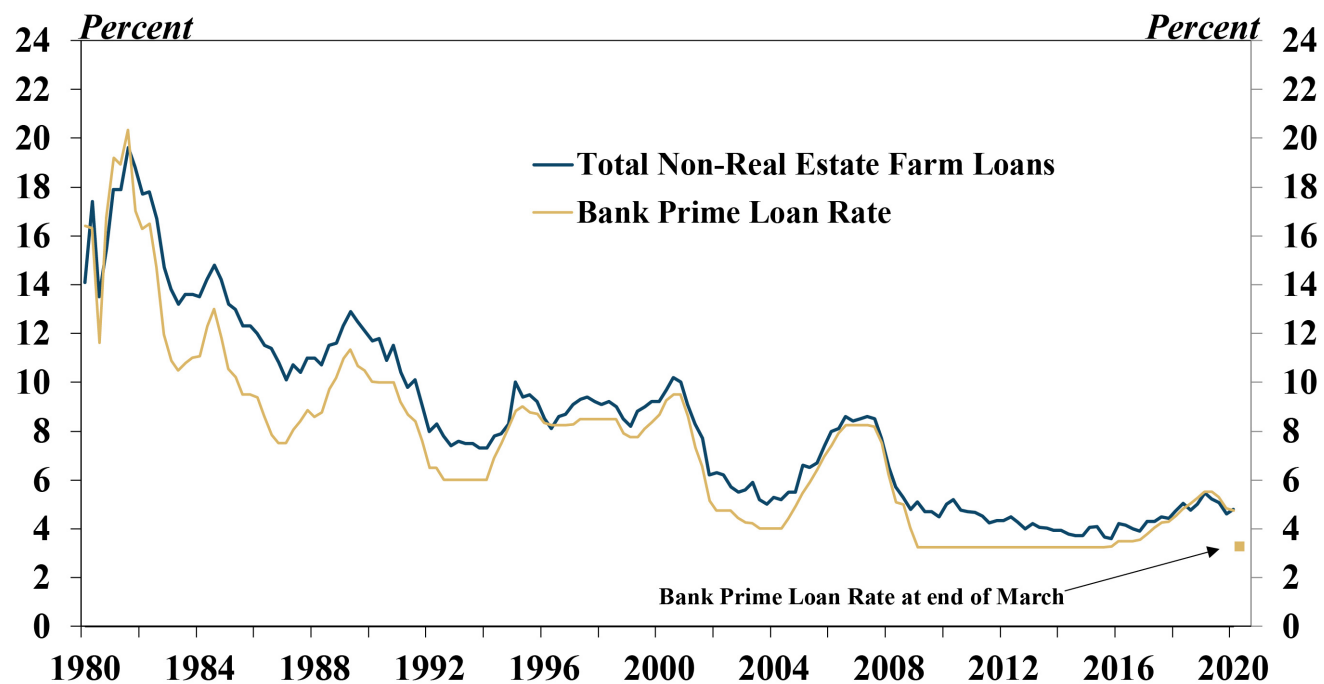
Net farm income and net cash farm income, 2000–20F



Note: F = forecast. Values are adjusted for inflation using the chain-type GDP deflator, 2020=100.

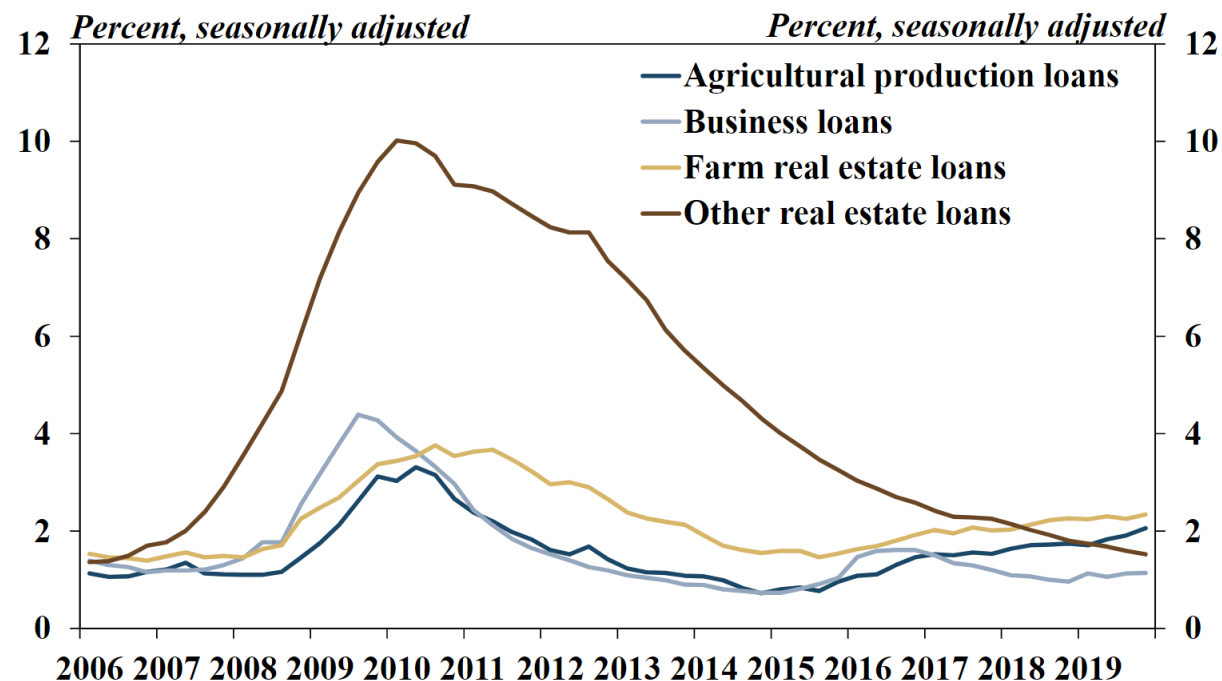
Source: USDA, Economic Research Service, Farm Income and Wealth Statistics.
Data as of February 5, 2020.

Chart 4: Average Interest Rates on Farm Loans and Bank Prime Lending Rate



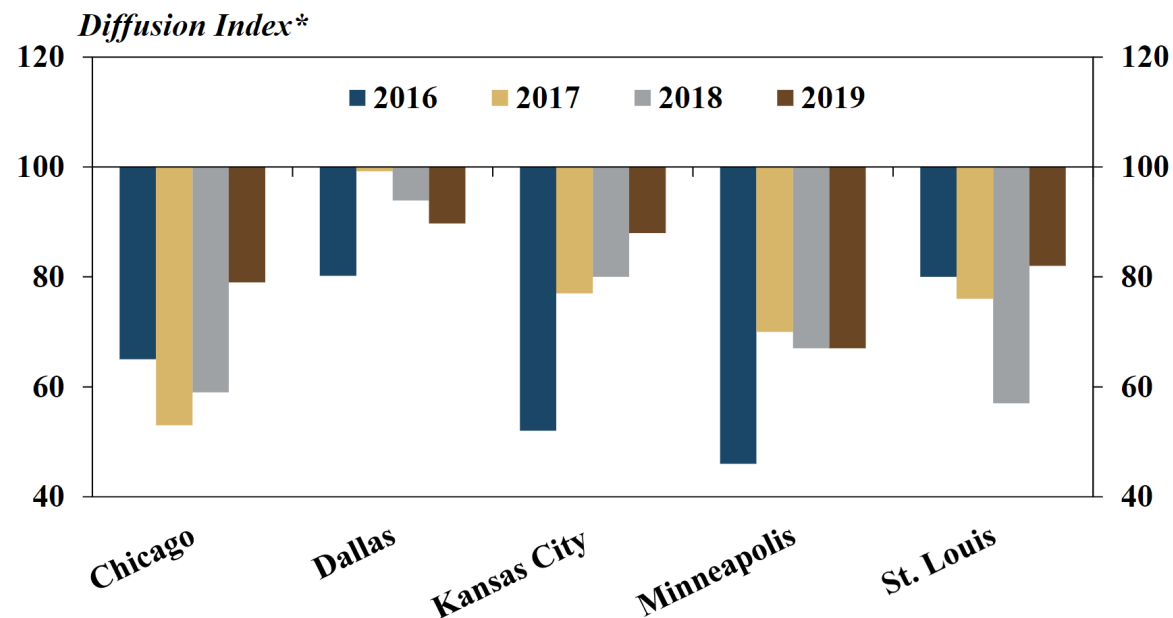
Note: Survey was conducted February 3-7; Q1 Bank Prime Loan Rate is daily average through February 7.
Sources: Federal Reserve Board of Governors and Agricultural Finance Databook, Table A.5.

Chart 6: Delinquency Rates on Loans at Commercial Banks



Note: Includes the share of all past due, nonaccruing and net charge-off loans.
Source: Board of Governors.

Chart 8: Repayment Rates on Farm Loans, Fourth Quarter



*Diffusion Index is calculated by subtracting the percentage of respondents who indicated "lower" from the percentage of respondents who indicated "higher" and adding 100
Source: Agricultural Finance Databook, Table C.1.

David Widmar (1 of 1)

- Early estimates of 2020 net farm income.
- Erosion of the balance sheet: working capital and debt.
- Government payments in 2020.
- Farm loan delinquencies and off-farm income
- Trade progress with China
- What's supporting farmland- here and here