



FARMER MAC

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April 7, 2021

Agenda

Highlights from
the analysis

Why they are
important for
producers and
lenders alike

Other news and
factoids

How you can
access this and
future editions

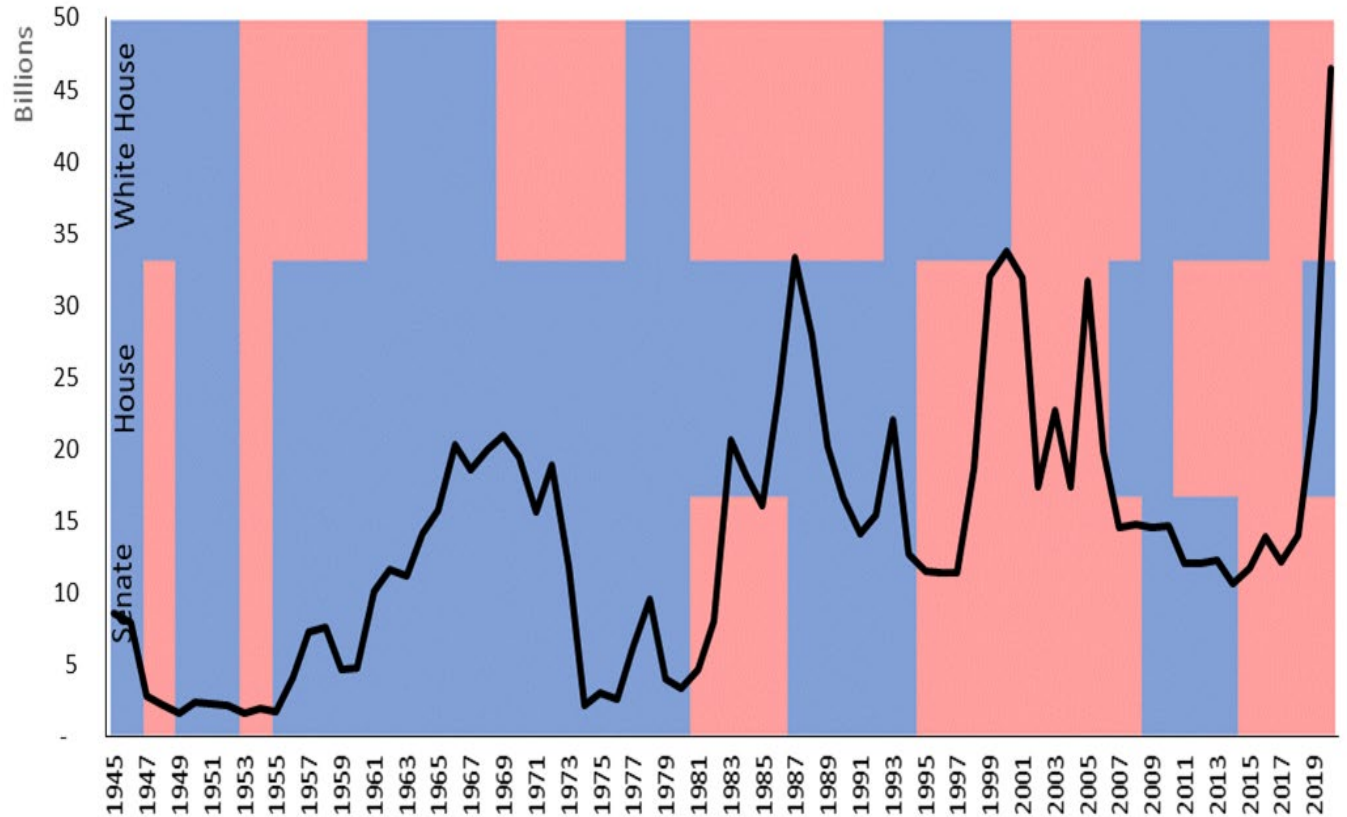
Q&A



Highlight 1: Political Landscape

Direct Government Farm Payments and Party Control

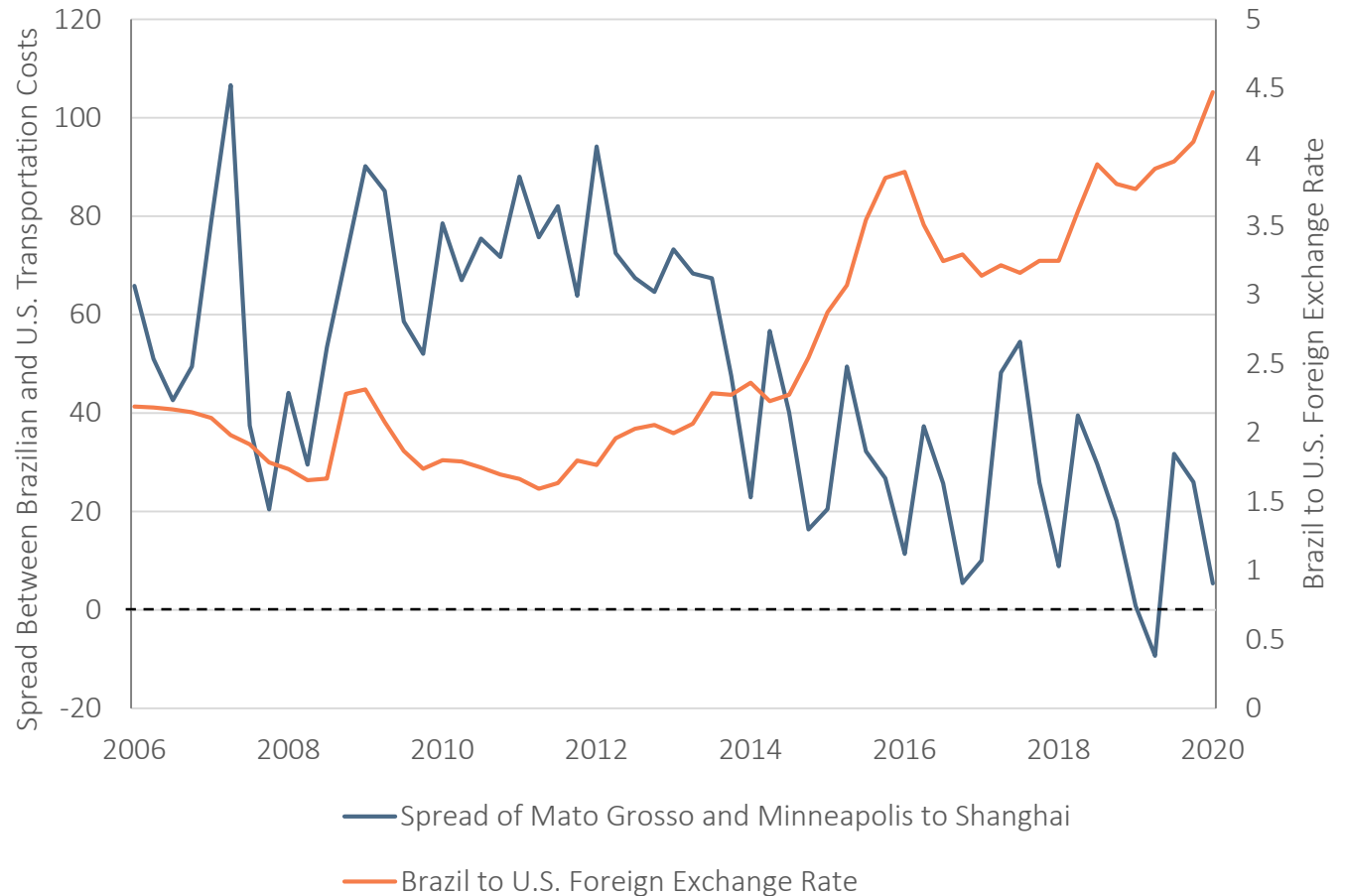
- Razor-thin margins may hamper the ability to push sweeping agricultural changes.
- First actions of Tom Vilsack, Katherine Tai, Janet Yellen, and Representative David Scott
- Early actions on renewables, broadband, and infrastructure and implications on agriculture



Highlight 2: Foreign Transportation

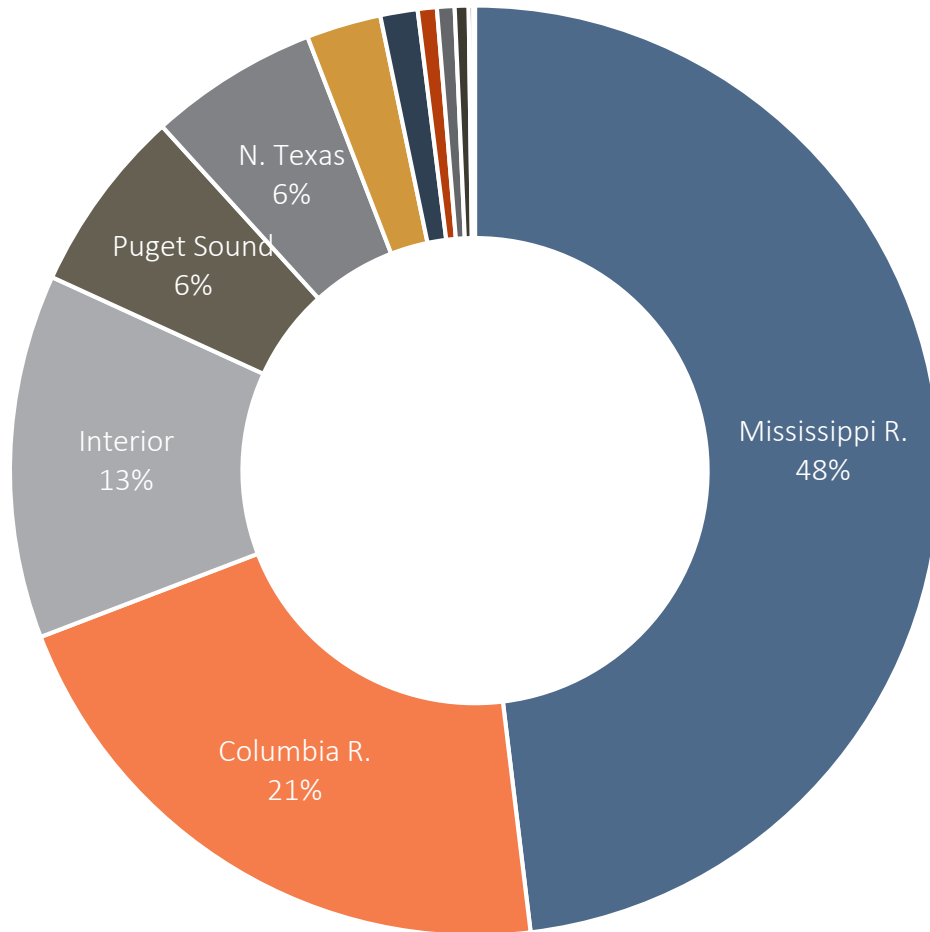
- American producers' advantage on shipping cost has waned for some commodities
- Developing exporters like Brazil have benefitted from currency devaluation and infrastructure investment
- This trend doesn't apply to all commodities, such as those where the E.U. is the major competitor

Spread of Shipping Costs to Shanghai from Brazil and the U.S.



Highlight 3: The Port Infrastructure Development Plan

Grain Exports by Port, 2020

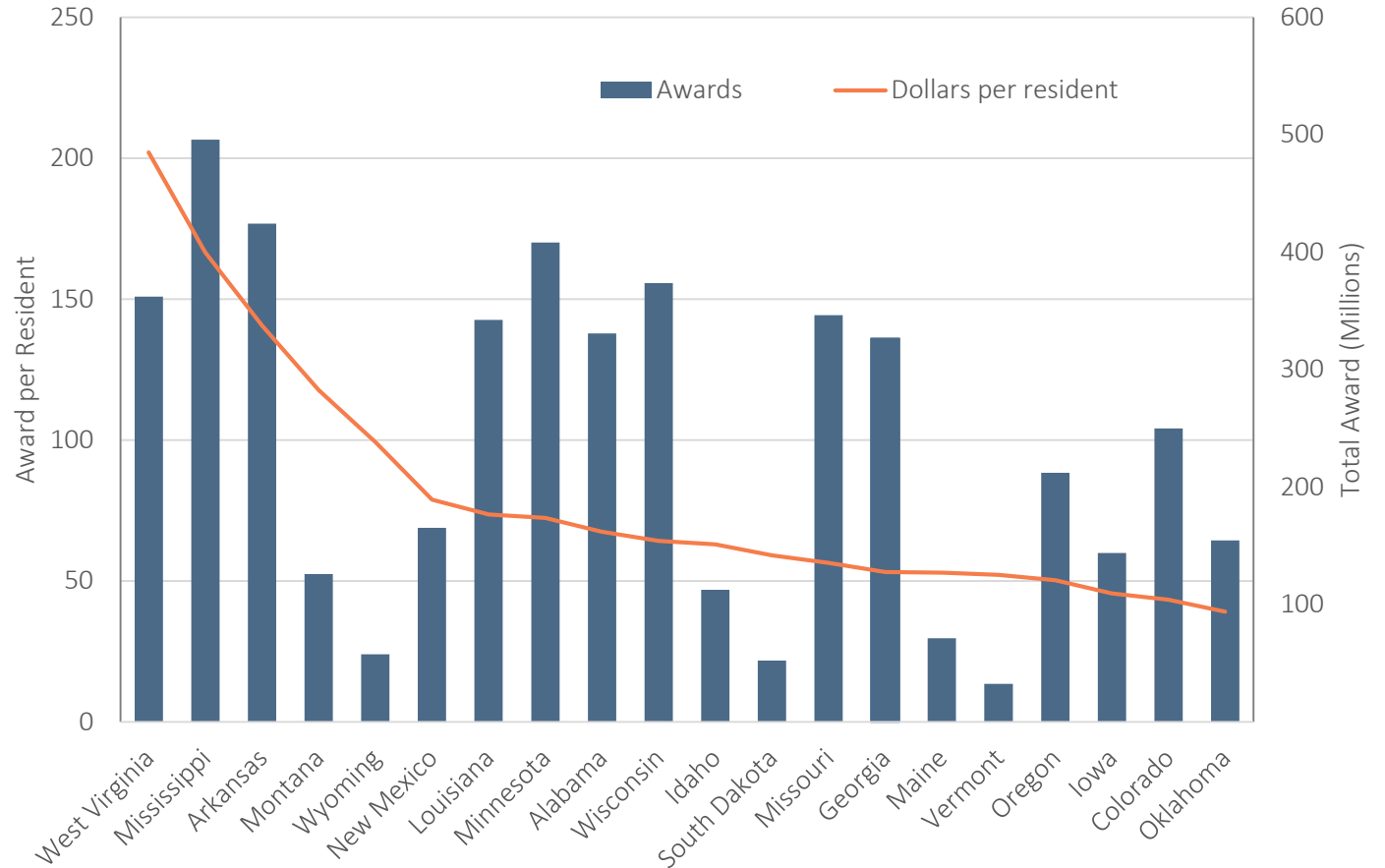


- The top 20 marine ports account for more than 90% of agricultural exports
- Programs like PIDP are designed to help grow agricultural export capacity
- Leveraging economic development consultants can help maximize potential to receive incentive dollars and maximize secondary

Highlight 4: Rural Broadband

- The Rural Digital Opportunity Fund will award up to \$20.4 billion over the next decade for rural broadband development
- Award recipients range from established entities to new entrants and local cooperatives
- Award dollars are going towards regions with slower average county-level growth over the last few years

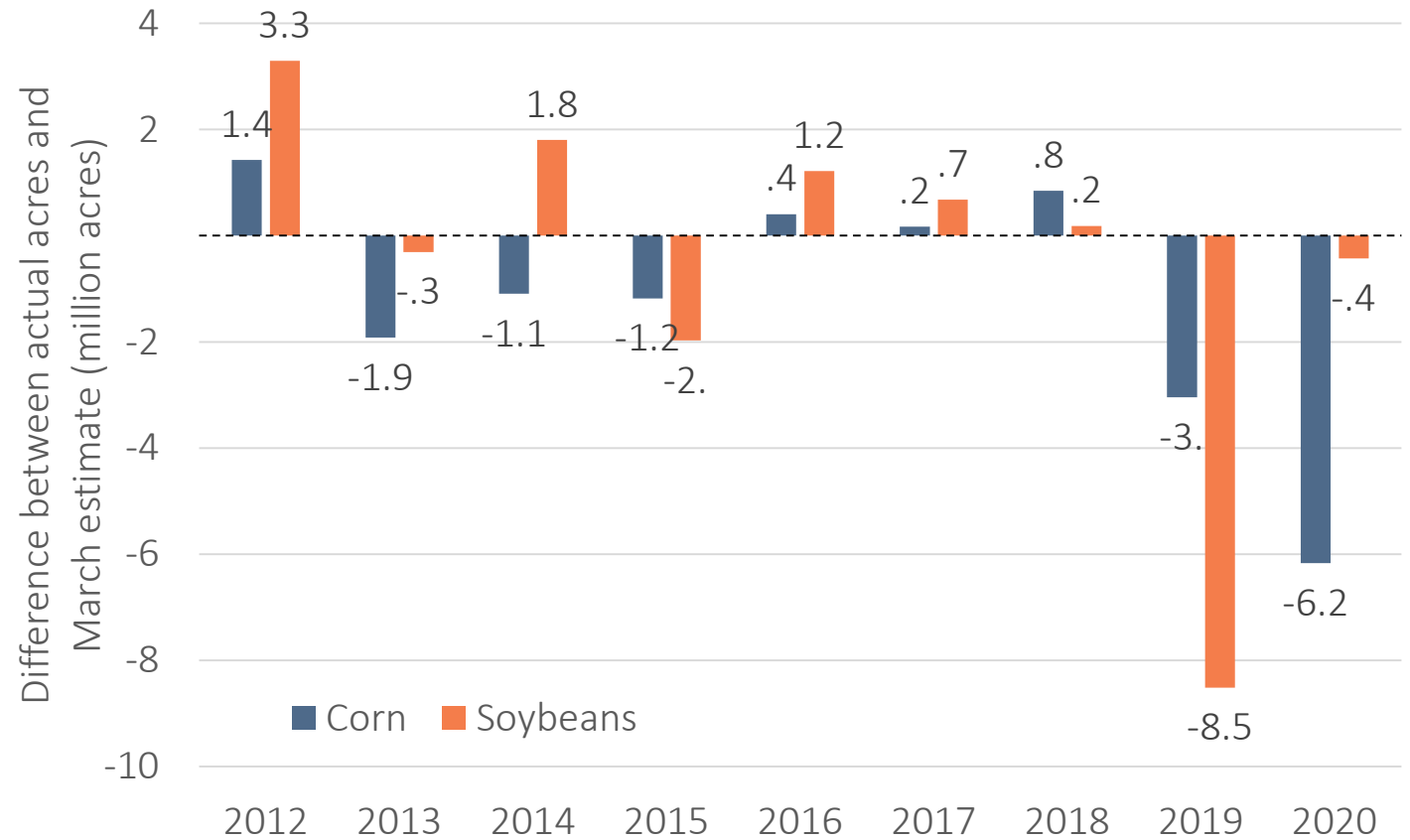
RDOF awards and awards per resident by state



Highlight 5: Grain Update

- Robust demand for animal feed is behind the rapid rise in corn prices in 2021
- Soybeans are also in high demand from a recovering hog industry in China
- Cash and futures prices are at multi-year highs and could hold throughout 2021, depending on supply response to the rising demand

Actual Acres vs. March Prospective Planting Acres



Other News

Cattle vs. Hogs
or
Domestic vs. Foreign

Alternate
incomes from
solar energy

Lessons from the
2020 holiday
season

Dairy sector
stabilizes

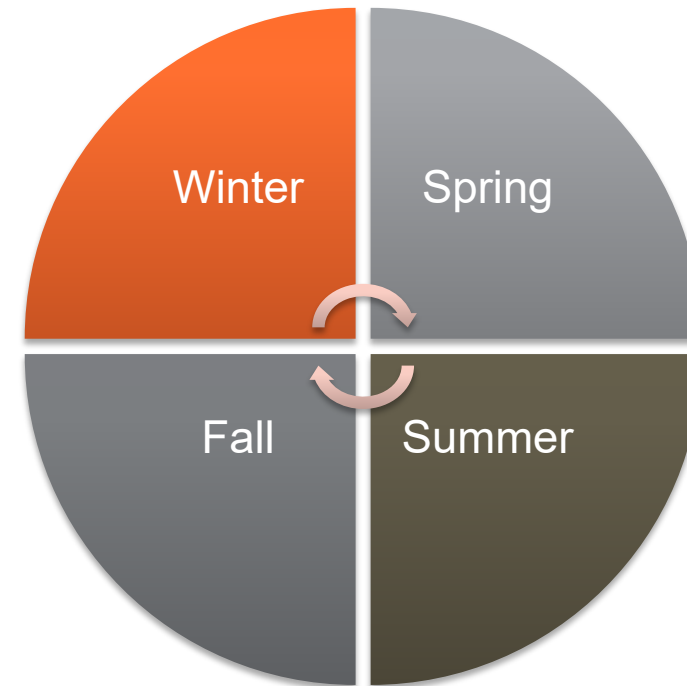
Weather impacts



Details on The Feed

- Quarterly publication
- Focus on sectors and stories relevant to the season
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Publication Schedule





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Thank You!