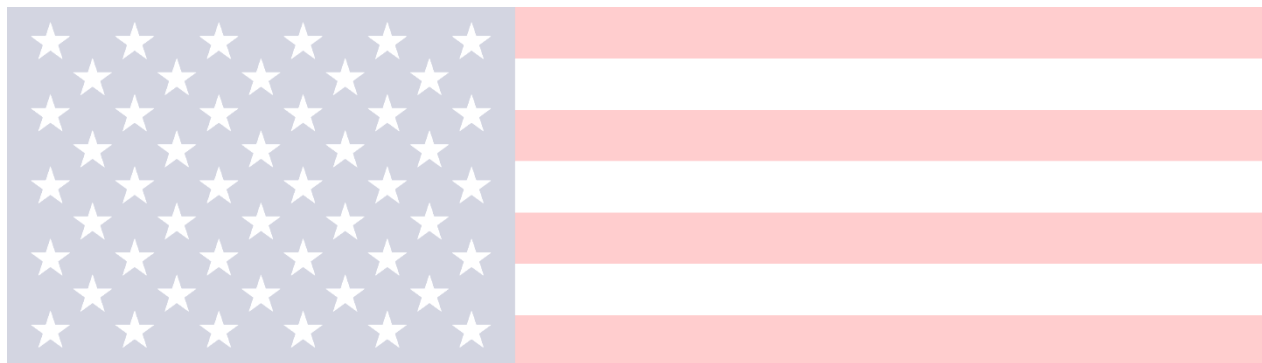


# A View from the United States



Daren Coppock

President & CEO

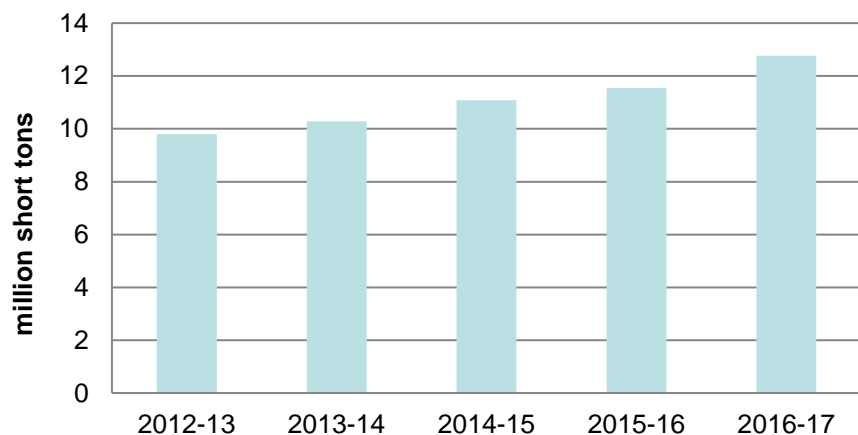
Agricultural Retailers Association

# Outline

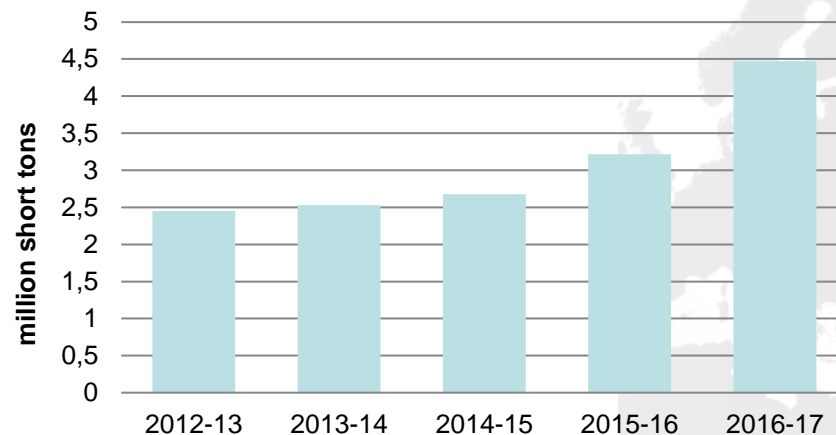
- Agribusiness Market trends
- President Donald Trump
  - Regulatory Environment has changed
  - The Twitter President

# USA Nitrogen Production

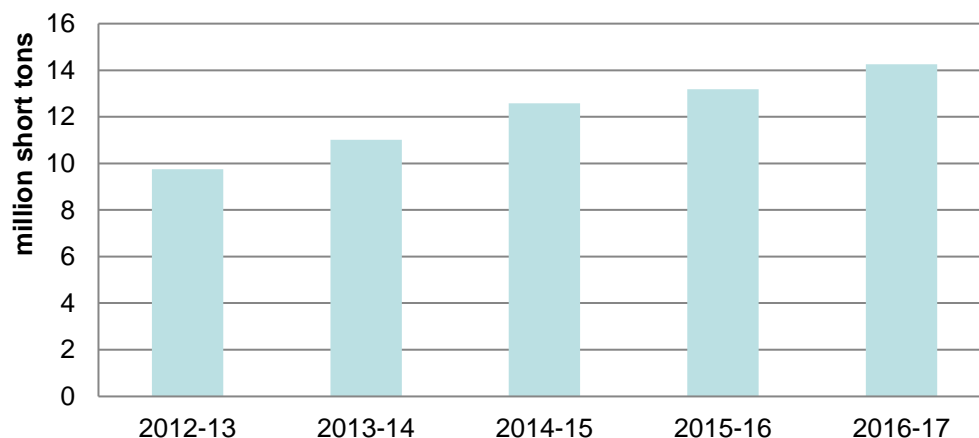
## US UAN (28%) production



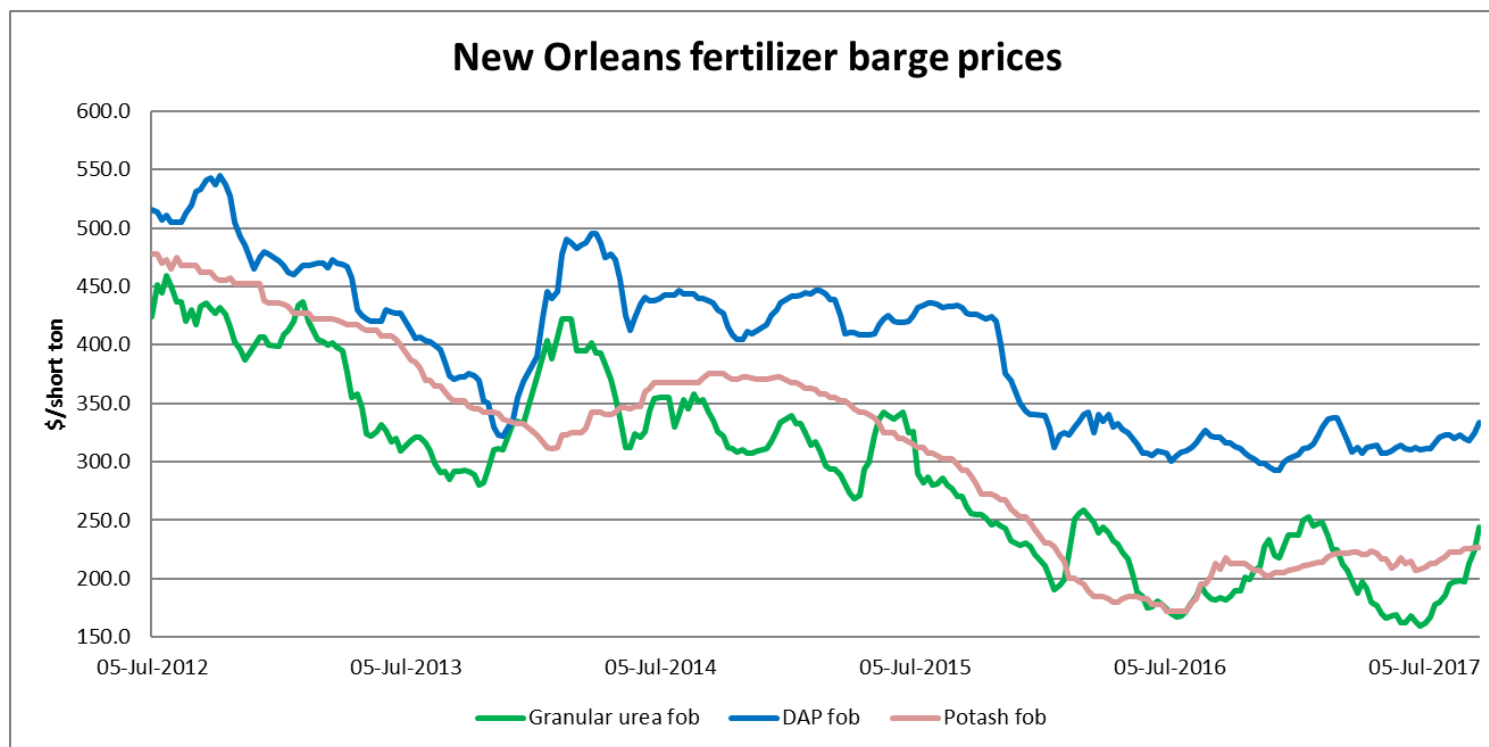
## US solid urea production



## US ammonia production



# No visible price effect from Trump policies

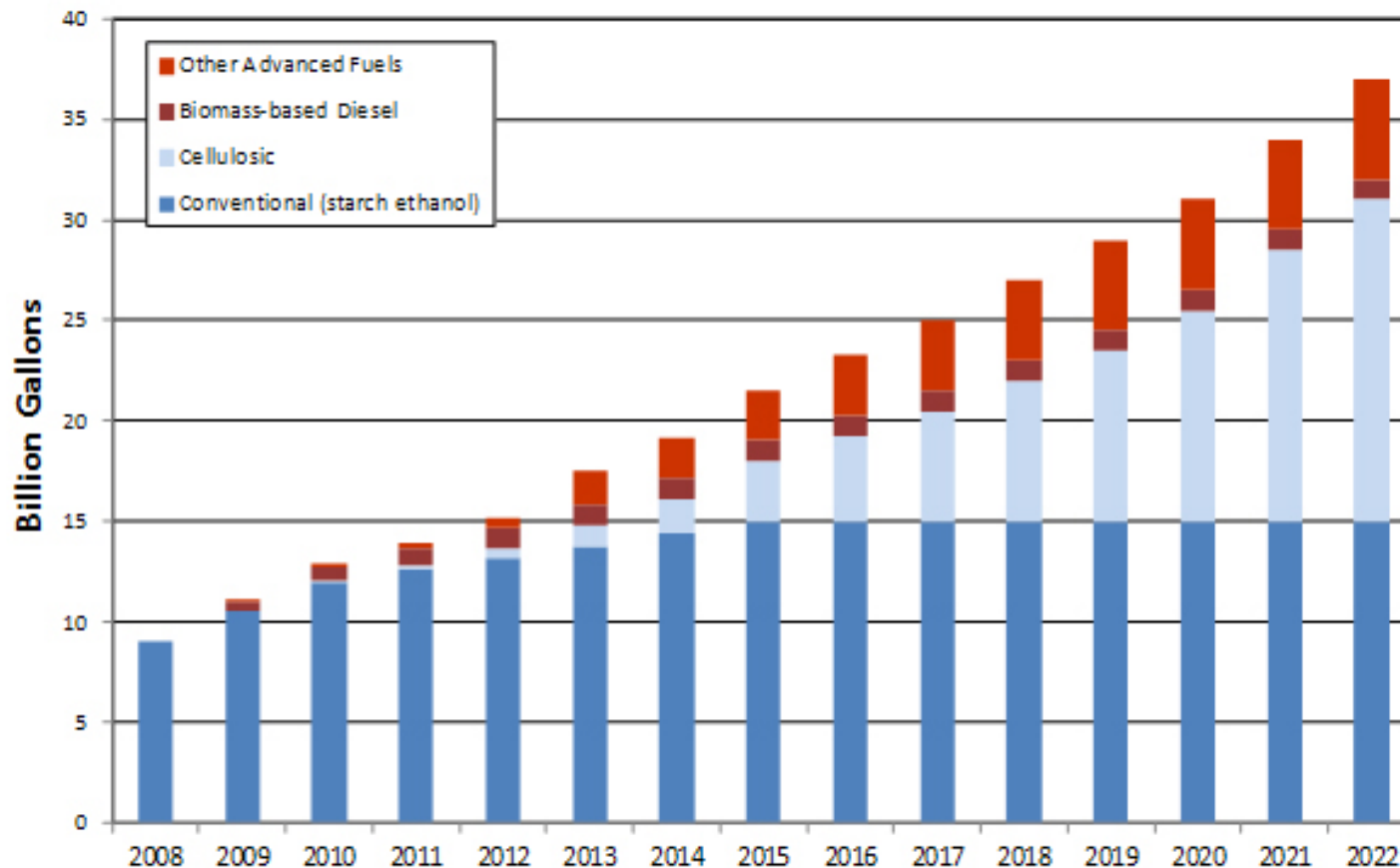


# Market Issues

- Cd issue is centered in Europe (for now)
- Trump decisions on RFS could influence demand for corn and fertilizer
- Rampant consolidation
  - Suppliers
  - Retailers & Distributors
  - Growers

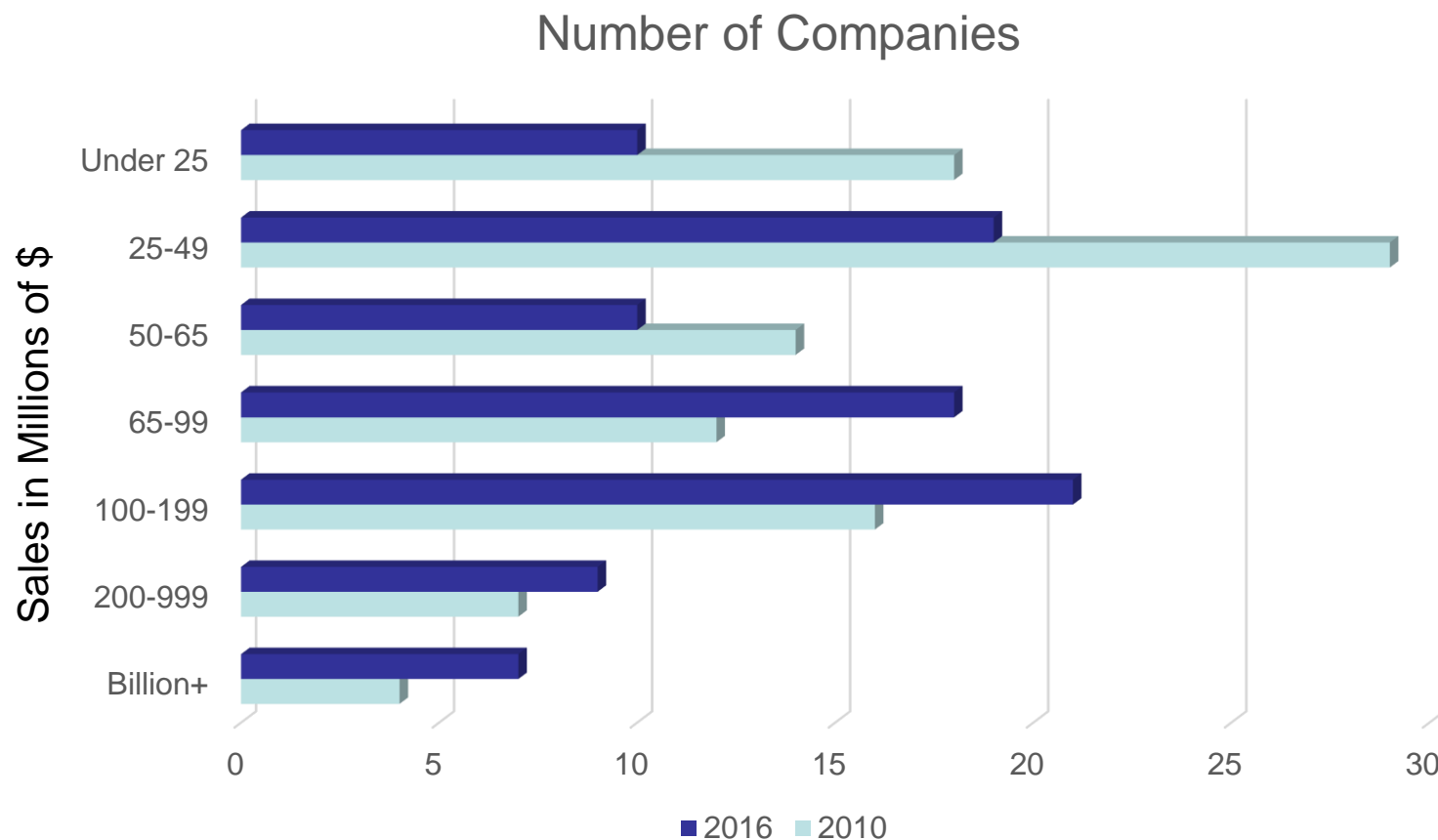
# Renewable Fuel Standard

**Renewable Fuel Standard Volumes by Year**



Source: USDOE Alternative Fuels Data Center

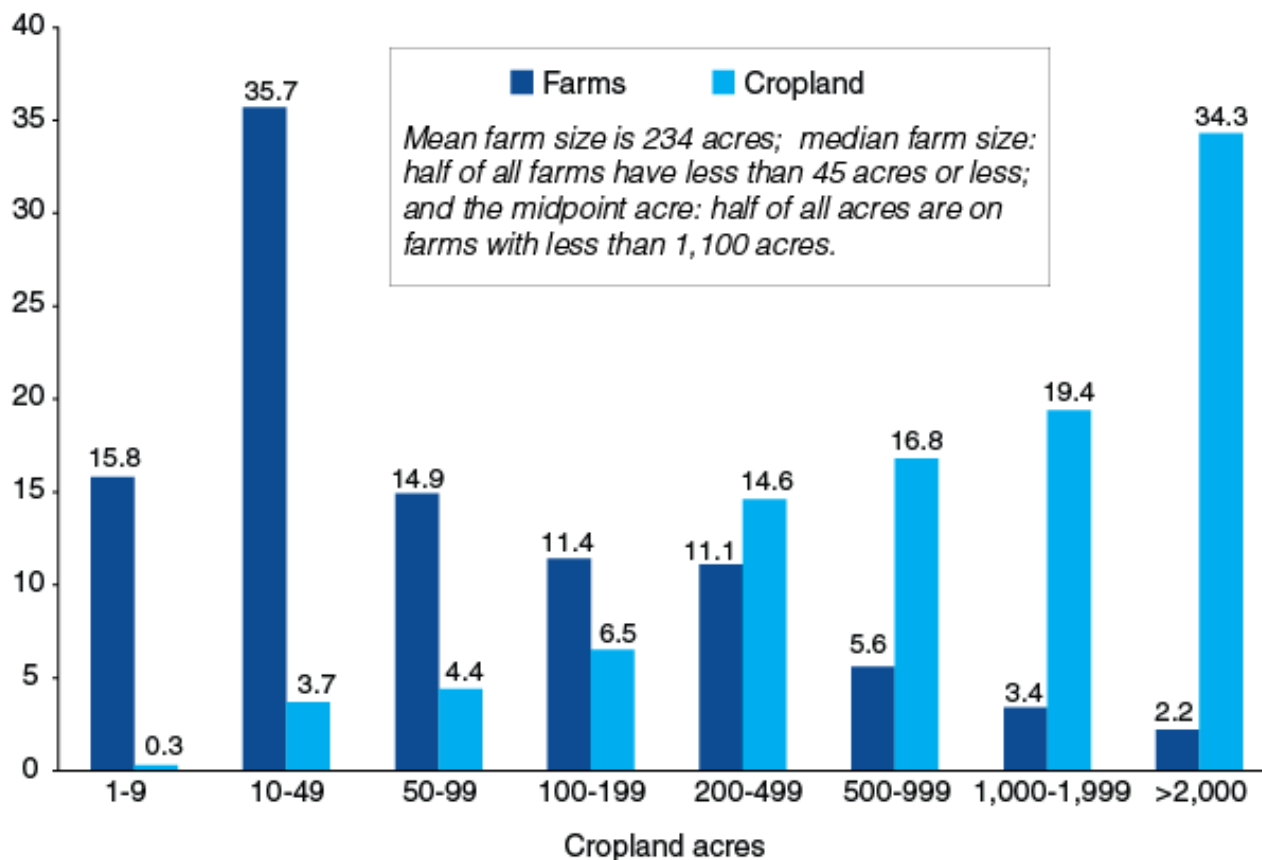
# Retailer Consolidation



# Grower consolidation

**Crop farms in 2011: Most are small, but most land is on large farms**

Percent of farms or acres



Source: USDA, Economic Research Service using data from USDA's 2011 Agricultural Resource Management Survey.





## Hurricanes

- 1/3 of Florida orange crop destroyed
- \$2.5B damage in Florida
  - Citrus \$761M
  - Cattle \$237M
  - F&V \$180M
  - Horticulture \$625M
  - Sugar \$383M
- Texas cotton and rice were harvested, but stored cotton is vulnerable to damage

# Regulatory Environment under President Trump

# Process Safety Management (PSM)

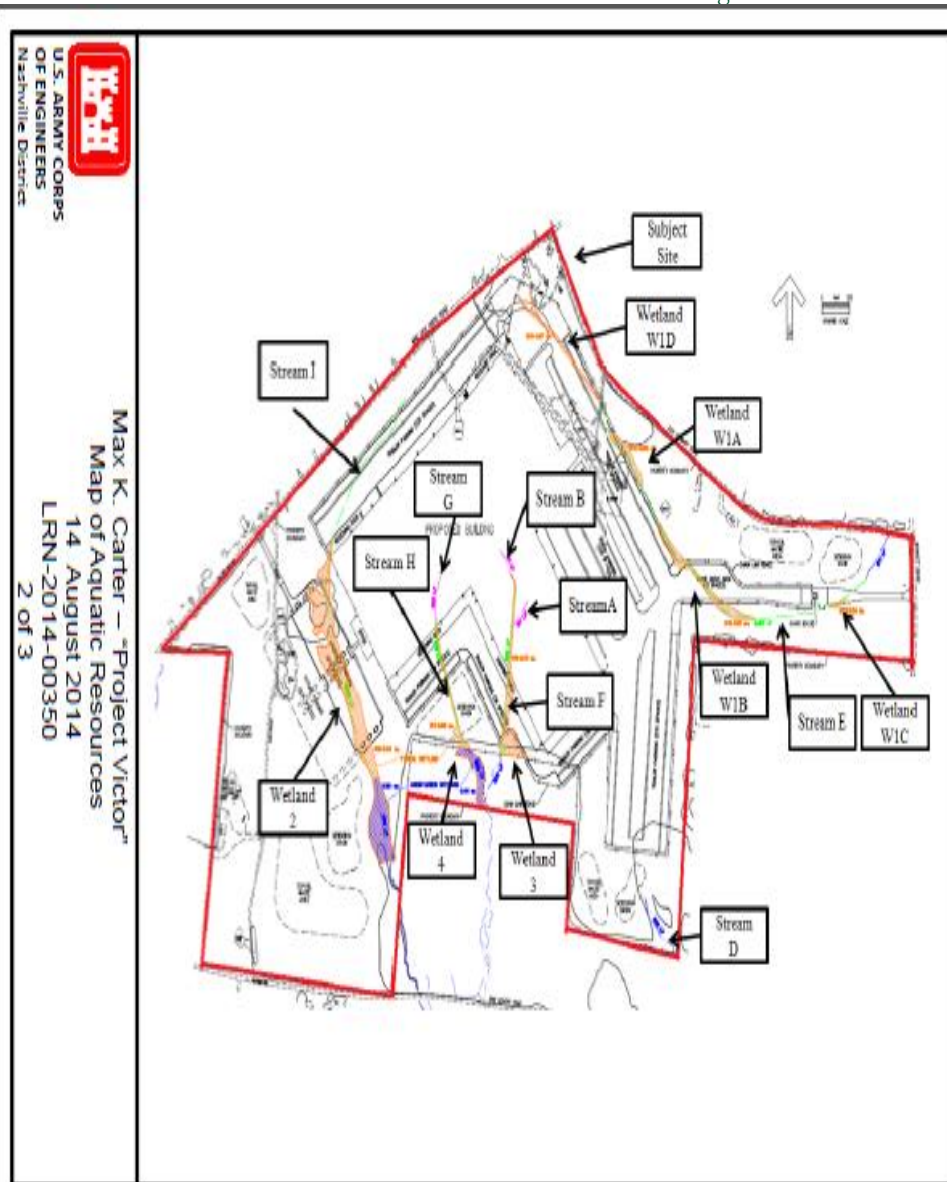
- Huge potential impact on ammonia
- OSHA regulation not designed for retail
- Focused on wrong product
- Improperly handled
- Agency ➡ Legislative ➡ Courts
- ResponsibleAg

October 11 2017 – 2 years 9 months of operation

- ✓ 2,352 Retail Sites participating
- ✓ 15 manufacturers
- ✓ 12 importers & wholesale distributors
- ✓ 149 terminal/warehouse
- ✓ 106 credentialed auditors
- ✓ 1,796 assessments completed
- ✓ 836 certified facilities
- ✓ 39,584 regulatory violations corrected (0.4% are “significant”)



# Waters of the United States

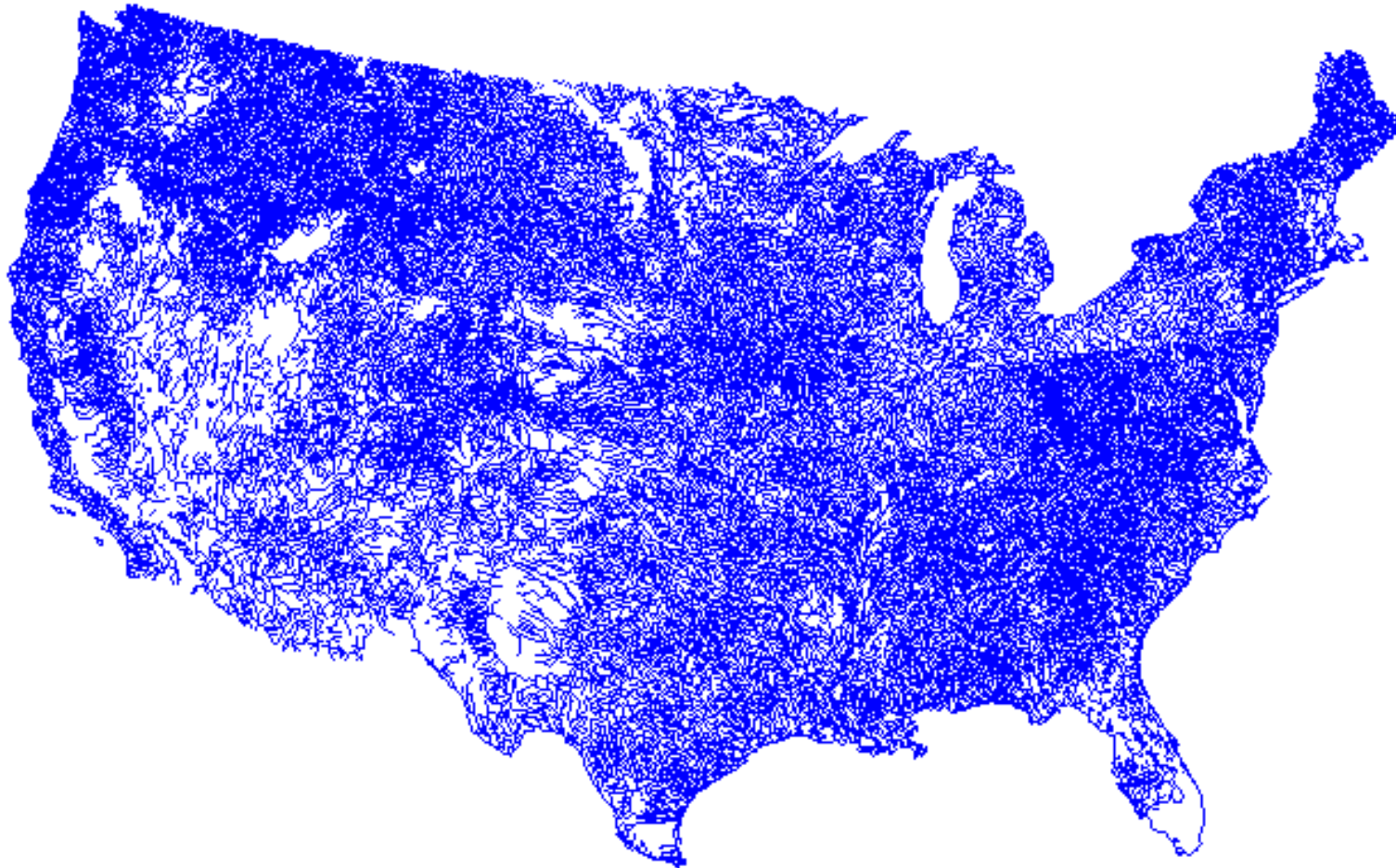








# If the WOTUS Rule had been enacted



# Other Regulatory Issues

- 4R Nutrient Management
  - Lake Erie, Gulf of Mexico
- Electronic Logging Devices in trucks
- Pesticide issues – chlorpyrifos, dicamba





President Donald J. Trump





# The Twitter President



**Donald J. Trump**  @realDonaldTrump · Sep 30

I will be in PR on Tues. to further ensure we continue doing everything possible to assist & support the people in their time of great need.

 16K  13K  63K 



**Donald J. Trump**  @realDonaldTrump · Oct 1

Being nice to Rocket Man hasn't worked in 25 years, why would it work now? Clinton failed, Bush failed, and Obama failed. I won't fail.

 68K  44K  169K 



**Donald J. Trump**  @realDonaldTrump · Oct 1

We have done a great job with the almost impossible situation in Puerto Rico. Outside of the Fake News or politically motivated ingrates,...

 26K  17K  75K 



**Donald J. Trump**  @realDonaldTrump · Sep 30

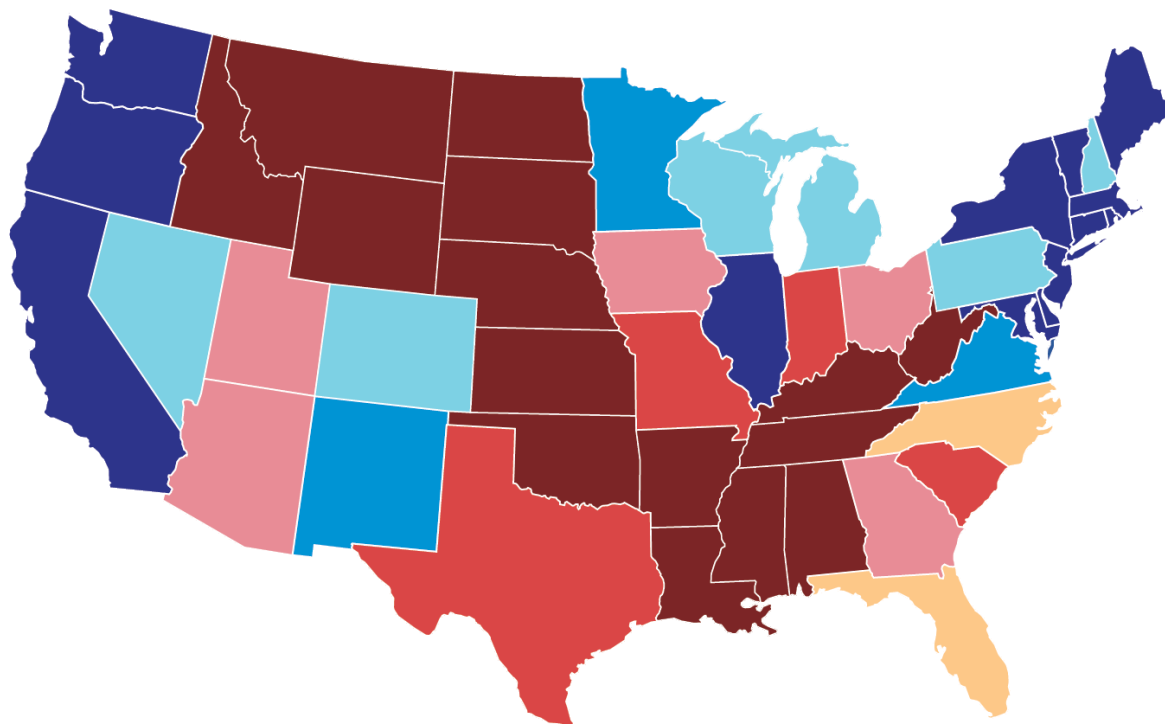
Very important that NFL players STAND tomorrow, and always, for the playing of our National Anthem. Respect our Flag and our Country!

 55K  27K  120K 

# Election Projections

## Swing states and shifting seats

Solid Democratic    Likely Dem    Lean Dem    Toss-up    Lean GOP    Likely GOP    Solid Republican



Electoral College  
Projections  
Morning of election

Clinton – 278

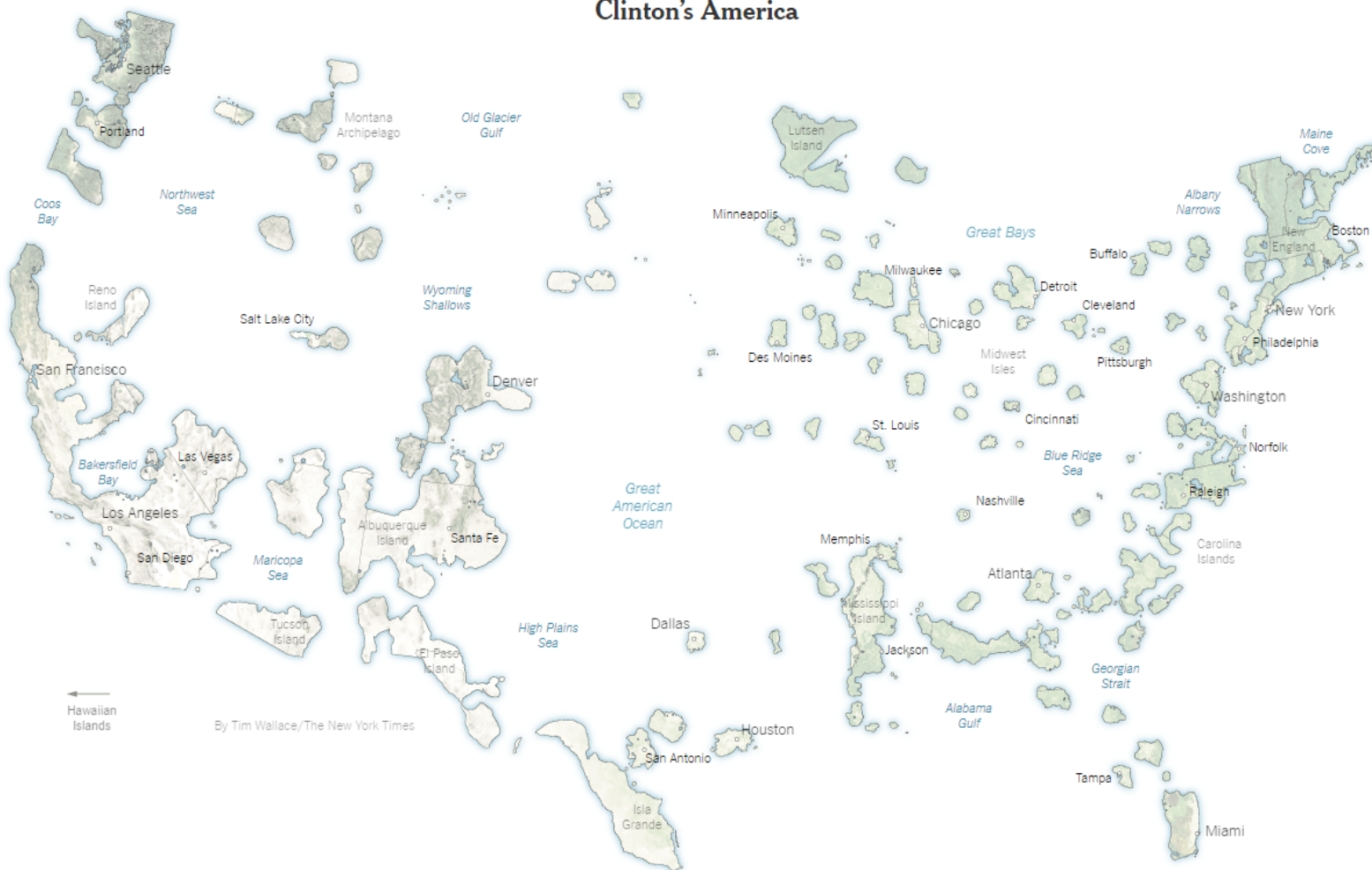
Trump – 214

Toss-up - 46

*Cook Political Report*



## Clinton's America



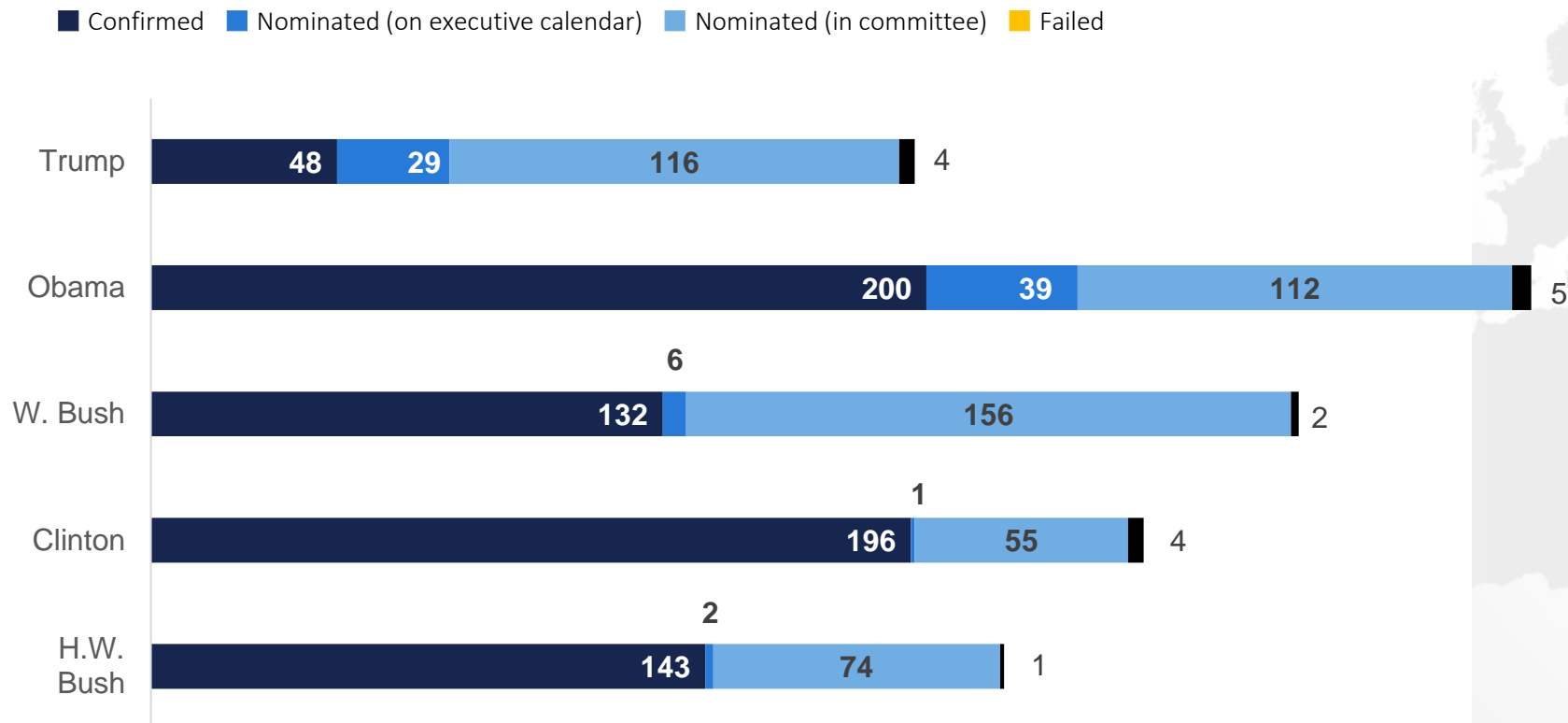


# Unconventional

- Bypassed his own party leaders to forge a debt limit deal
- Immigration & “Build a Wall”
- Fake News & Alternative Facts
- Investigations of Russian election involvement
- Business interests get in the way
- Staff roulette stalls agenda, frustrates Congress
- Slow pace of Cabinet appointments

# Number of administration officials nominated and confirmed

*Up to July 10<sup>th</sup> of the first term, excluding judicial and non-civilian nominations*



# Conclusions

- We have an unconventional and unpredictable President
- Regulatory agencies are doing some great work
- Americans are still generally nice people even if we have deep political & philosophical divisions
- Our institutions provide checks & balances on executive or legislative power





*So we should all have a nice glass  
of champagne and relax!*