

# **Excerpts from 20/20 Foresight: A Look Into the Future of Agriculture**

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A red oval with a black drop shadow, containing the text "Petro and sovereign funds buying agricultural land" in white, bold, sans-serif font.

**Petro and sovereign  
funds buying  
agricultural land**

**Food supply  
is a national  
security issue**

**Higher demand for  
inputs worldwide**

**Exports to  
China  
reduced**

**Eventually  
reduced  
pressure on  
prices**

**Upward  
pressure on land  
rents**

**Higher land  
values**

**Eventual  
stabilizing of  
commodity  
prices**

**Attraction of  
investment dollars  
to agriculture**

**Industry  
alliance to  
anticipate, shape  
opinion,  
regulation**

**Economize.  
Hedge. Timing.  
Offset.**

**Penetrate  
as soon as  
you can**

**Eventual  
dampening of  
volatility**

**Critical  
negotiations**

**Leverage**

**Optimize your  
profits. Build  
your reserves.**

**Move into ventures  
with the greatest  
potential/incentive**

**Asia drives  
commodity demand  
& prices**

**US consumer  
gets no break in  
recovery**

**Probable  
devaluation of the  
dollar**

**Upward  
pressure on  
oil price**

**\$100-200/barrel  
oil. \$5-8 diesel.**

**Unprecedented  
food prices**

**Meat demand  
spikes**

**Greater  
potential for  
regional/bilateral  
trade**

**Eventual shift  
away from dollar as  
currency standard**

**Longer  
recovery. More  
price sensitivity.**

**Export emphasis**

**Hedge, time,  
offset input  
expense**


**Renewables.  
Distributed  
production.**

**Anticipate  
negative public  
opinion**

**Anticipate high  
demand for corn,  
alfalfa**

**Contribute, get  
funding, go on  
trade visits.**

**Get real and live  
with it.**

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- **Stop predicting - start forecasting**
  - **Implications! And then what happens?**
  - **Use those implications to determine actions**
  - **Rabid efficiency in energy, inputs**
  - **Invest in innovation to preserve margin**
  - **Anticipate attitude/perception on food prices**
  - **Get even better at political persuasion**
  - **Move close to capital. Share your foresight.**
  - **Work together. Not just as a commodity but across state, crop, even philosophical lines and persuade where it counts.**