

Straight harvest

Combining without undercutting may attract more farmers to dry beans. (Page 8)



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INSIDE

Reverse trade mission comes to Northarvest region
(Page 4)

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Straight combining dry edible beans has grown in popularity as technology allowing it has improved.

Contributed / Eric Jorgenson, in Leeds, North Dakota



FROM THE PRESIDENT

A look at NBGA work as harvest begins



Eric Jorgenson
President, Northarvest Bean Growers Association

Hello again, fellow Northarvest Bean Growers Association members:

By the time this hits your mailbox, many of you will have started or maybe finished your dry bean harvest. Before we go on, I want to wish all of you a safe and fruitful harvest.

In this issue of Northarvest BeanGrower Magazine, you can read about some of the Northarvest efforts on behalf

of fellow producers, including NBGA's involvement in the upcoming U.S. Dry Bean Council Reverse Trade Mission coming to North Dakota and Minnesota in early September. Representatives worldwide will be making the trip to learn more about our region's beans, the farmers who grow them, and the dealers who sell them. NBGA-produced beans have a strong reputation overseas for quality, and we'll do our best to show our guests making the trip how all of your efforts make the dry beans from here at home among the best in the world.

Speaking of trade missions, Norm Krause out of Nisswa recently went to Argentina on a trade mission with the U.S. Dry Bean Council; Norm is the Minnesota Dry Bean Research and Promotion Council Area 2 representative. These are called trade "missions" and not "trips" for a reason — they are often brief, and less "fun" than one might think, given how many miles are traveled and the brief timeline to do it in. Northarvest appreciates him taking the time during a busy season to represent fellow growers and our industry. He shared his thoughts on that journey with Agweek and at NBGA's July Board Meeting.

The summer meeting (which you can also read about inside) is usually one of the most impactful, and we had a few changes. Long-time U.S. Dry Bean Council representative Kevin Regan fulfilled his term, and there is a write-up on his time in the pages of this magazine. I'd like to thank Kevin for his efforts advocating for Northarvest region growers with overseas buyers and officials over the years.

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NOTE: The Northarvest Board President is Ex-officio member of all committees

Reverse trade

Those attending the U.S. Dry Bean Council reverse trade mission check out new bean products at a grocery store.

Contributed / Juan Pablo Bayona



Record group expected to attend reverse trade mission

By Michael Johnson

The world is hungry for U.S. dry beans and buyers are soon arriving in Fargo, North Dakota, to get a taste of what those U.S. beans are all about.

The U.S. Dry Bean Council will host its annual worldwide reverse trade mission throughout locations in North Dakota and Minnesota from Sept. 9-12.

The annual tour used to hit three bean production regions of the country including Nebraska, North Dakota and Michigan, all in one week. Trying to fit in all of the stops and take in so much information across such a large area in a short window was a tiresome experience for those in attendance, according to U.S. Dry Bean Council global program specialist Dee Richmond. That's why in the past couple of years the tour has focused on one location at a time.

The tour visited Nebraska and Colorado producers in 2022 and Michigan in 2023. This year, the focus is set on North Dakota, with some side trips planned into Minnesota to see red kidney bean production and processing.

"It's a great opportunity to showcase North Dakota, and the hospitality, and the processing, the beans and all that," she said.

Richmond has been involved in planning for these missions since 2016, and this will be the biggest turnout if all who are expected attend, she said.

There are about 25 buyers from 22 companies and 11 countries expected. At some stops with all the buyers, sellers, farmers and industry experts, there could

be upwards of 100 people gathering to talk dry beans. The bulk of the group of buyers is from Mexico, in part because Mexico recently suffered a severe drought which hampered that country's domestic production of beans.

"So we're going to have a record year this year because of our sales to Mexico," Richmond said.

Others in attendance are coming from Asia, Pakistan, Europe, Costa Rica, Peru and Colombia. There is a lot of excitement around such a big group, and Richmond noted that most of them are self-funding their trip to the mission.

"It's going to be an experience," she said, noting that bringing such a diverse group of

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people from so many different time zones can have its difficulties. But the goal is to make the trip a good experience for all involved. Many volunteers are stepping up to help make that possible.

Sellers are also coming prepared to have a good experience. Richmond said that as buyers seek to have strong engagement, more of them are making sure they have bilingual speakers at their side so there can be open communication.

A reverse trade mission like this is vital for continuing and expanding dry bean exports, Richmond explained. It's also an opportunity to build relationships, to foster collaboration and to grow understanding.

"You know, as the market becomes more competitive, I think activities like this become more important because we're



Farmers and bean processors turn their shops into dining and fellowship areas during annual U.S. Dry Bean reverse trade missions like this.

Contributed / Juan Pablo Bayona

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Reverse trade

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not a cheap source," Richmond said. "And this really allows people to understand our industry better, and the exporters to understand the buyers better, and for the buyers to really see our service and our quality and our farms. And you know that we're all not big multinational corporations ... I think they think of a lot of our farms, and our farmers care about what they do, and they care about the land."

Bean here, bean there

Buyers are set to arrive in Fargo on Sept. 8 and programming will start on Sept. 9. The first day of programs includes a meet and greet between all buyers and sellers.

Highlights throughout the week include the following steps:

- Central Valley Bean Co-op in Buxton, North Dakota.



Visitors tour Ackerman Farms in Michigan. *Contributed*

- Eric Samuelson farm harvest tour.
- The Anderson's dba Thompson's USA bean processing plant tour.
- Peltier Complex at NDSU.
- Hornbacher's grocery store tour to see new bean products on the shelves.
- North Dakota Grain Inspection tour.
- Green Valley Bean in Park Rapids, Minnesota.
- Tim and Paul Johanning farm harvest tour.
- Bonanza Bean in Morris, Minnesota. NBGA



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Northharvest begins planning Bean Day 2025

FARGO, N.D. — Northharvest Bean Growers Association wants help in celebrating Bean Day 2025.

Northharvest Bean Growers Association's annual Bean Day is the largest U.S. gathering of dry edible bean growers. It offers opportunities to learn about current bean market news and research, meet fellow growers, connect with dealers and buyers, and talk to industry exhibitors about ways to enhance farming operations and improve the bottom line.

Bean Day 2025 is scheduled to be held at the Holiday Inn in Fargo. A social is planned for Jan. 16, followed by the main Bean Day schedule on Jan. 17.

NBGA would like past attendees to share their memories and photos of Bean Day. Why do you go to Bean Day? What stands out to you from past events? What

has made Bean Day an event to put on your calendar?

Please send memories and photos to info@northharvestbean.org. Submissions may be featured in the next issue of BeanGrower or at Bean Day 2025. 

SAVE THE DATE FOR BEAN DAY 2025

Date: Jan. 16 (social) and
Jan. 17 (main event)

Location: Holiday Inn in Fargo



More than 300 people attended Bean Day 2023 in Fargo, North Dakota.
Contributed / Northharvest Bean Growers Association

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Straight cutting dry beans is a better way forward for some farmers

By Ann Bailey

As the seed options to raise taller dry bean varieties have increased, so has the interest in straight combining the crops.

Not only have some veteran dry bean farmers switched to the straight combining method of harvest, but it also has attracted farmers who have not before raised the crop because they did not want to purchase the equipment that harvesting it traditionally has required.

Eric Jorgenson, a pinto bean farmer from Leeds, North Dakota, who is president of Northharvest Bean Growers Association, switched from using a machine that cut and windrowed the beans and after that harvesting them with a combine to straight cutting a few years ago, he said.

"I was one of the last guys to quit undercutting," Jorgenson said.

Jorgenson adapted the straight cutting method of harvesting his pintos because it allows him to eliminate a step in the process, allowing him to take off the crop in a shorter amount of time.

Getting the crop out of the field as quickly as possible is a priority because excessive moisture, which has been common during harvest for the past few decades, damages quality and reduces yields.

"It made it easier when we went to direct combining to get the beans off in a timely fashion," Jorgenson said.

The straight combining method gives him the opportunity to harvest the crop when conditions would have been too dry or too wet to cut the pintos.

He harvests his pinto bean crop with three John Deere combines that have FlexDraper heads. The FlexDraper heads have a tilt



Straight combining dry edible beans has grown in popularity as technology allowing it has improved.

Megan Breckheimer / Real Ag Stock

adjustment that allows the operators to cut lower or higher depending on the surface of the fields.

"They can shave the ground," Jorgenson said.

It is critical to drive slowly when straight combining edible beans to reduce damage, said Tony Richards, a dry bean farmer near Hope, North Dakota, who is an NBGA director and treasurer.

"Fast is not good in edible beans," Richards said. "If you're going to straight combine, 2- top 3- miles per hour is the peak."

It's also imperative that harvest should cease for the day when the dry beans that are being combined start getting tough, Richards said. Continuing to harvest when the sun goes down and the air

increases in humidity can result in the dry beans splitting.

Overall, technology improvements have made straight cutting a viable option that is saving Richards time and money. Before he began straight combining it was common to lose from 250 to 500 pounds of dry beans per acre. Those amounts have significantly dropped since Richards began straight combining his dry bean fields.

"We've been well below that the last few years," Richards said.

The customers of Gabe Kost, who works for Titan Machinery in Casselton, North Dakota, use MacDon headers with a Crary Wind System to straight combine their dry beans.

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The Crary Wind System adds a high velocity stream of air over the cutter bar that helps quickly move the dry beans into the header, either back to the auger or directly into the draper belt, according to the Crary Wind System website.

“There’s pros and cons,” Jorgenson said.

Although straight combining, overall, results in higher yields, there still will be some yield loss using the method, and certain edible varieties don’t lend themselves well to direct harvest.

For Jorgenson, though, the benefits of straight



combining outweigh the negative aspects, and he plans to sell his dry bean undercutting equipment.

“I don’t think I’ll ever go back to them,” he said.

Many farmers find straight combining dry edible beans a better option because it requires fewer steps and less equipment.

Erin Ehle Brown / Real Ag Stock

Another benefit of the improved straight cutting technology is that it has attracted farmers who never before grew dry beans to plant the crop, Richards said. Those farmers, who didn’t want to

invest in buying dry bean undercutting equipment, now are planting the crop.

“Ten to 15 years ago, they never would have thought about it,” he said. NBGA



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Norm Krause, Area 2 Director for the Minnesota Dry Bean Research and Promotion Council and a dry bean farmer near Staples, Minnesota, visited Argentina to learn more about the crop's production there.
Contributed / Norm Krause



Minnesota dry bean farmer gets a firsthand look at dry beans in Argentina

By Kennedy Tesch

Norm Krause, Area 2 director for the Minnesota Dry Bean Research and Promotion Council and a dry bean farmer near Staples, Minnesota, had the opportunity to travel to Argentina in early June to learn about Argentina's 2024 crop.

The trip was sponsored by the U.S. Dry Bean Council and included Krause, Julia Ann Umland-Krause from the Northarvest Bean Growers Association, Dan Smith from Kelley Bean in Scottsbluff, Nebraska, and Alejandro Leloir, a senior market analyst from the U.S. Dry Bean Council.

Krause said one of the main goals of the trip was to meet with farmers, processors and researchers in various regions throughout the country to get a better understanding of the dry bean industry in Argentina.

"We got to visit a number of different growers' fields. These are much different than in the United States. Most of these farms are large, anywhere from 30,000 to 125,000 acres down there," Krause said. "They're large farms, and so as a result, many times have their own processing plants. We were able to meet with the farmers or the farm managers and better understand what their crop conditions are like."

The tours included three different areas of Argentina: the southern subregion which included Tucumán, the central subregion which included Southern Salta and the northern subregion which included Pichanal, Oran and Salta. Dry beans grown in those areas included black beans, kidney beans and Alubia beans, which are a large, white bean and one of the main beans that are grown in Argentina.



One goal of a dry bean industry trip to Argentina was to learn about processing there.

Contributed / Norm Krause

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“They have had very dry weather this year,” Krause said. “Planting season was delayed two to three weeks, and then, as a result of that, the crop was impacted by a couple of early frosts. So some are saying that this is the worst crop that Argentina’s had since 2013.”

The group was also able to meet with market specialists which provided them some insight into market trends for the country’s dry beans. Because of poor crop conditions in Argentina, Krause sees opportunities for U.S. growers.

“The U.S. has an opportunity to export beans, primarily black beans and kidney beans, to some of the countries that Argentina would normally export to such as Central America and Brazil,” Krause said.

Krause believes that trips like this are important in order for U.S. farmers to better understand what’s going on in agriculture around the world and plan accordingly.

“For example, in Brazil, if there’s a shortage of beans, they have the opportunity to

produce three crops a year. In the United States and Argentina, one crop per year. So if there’s a very high price and the shortage of beans, they (Brazil) can more quickly fill that demand,” he said. “It’s

to better understand world production, where the opportunities are and where some of the surpluses may result if there’s overproduction anywhere in the world.” **NBGA**



Dry bean operations in Argentina are much larger than in the United States.
Contributed / Norm Krause

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Seed to Stove



Amber Estenson — aka @ThatMidwesternMom — center, interviewed Chelsea Diding, left, and Juan Osorno, right, about dry beans as part of Northarvest Bean Growers Association's Seed to Stove series. Contributed / That Midwestern Mom

'Seed to Stove' video series teaches how dry beans get to plates

By Ann Bailey

A video series produced by Northarvest Bean Growers Association will teach information about dry beans from the time they are developed until they are ready to reach the mouths of consumers.

The "Seed to Stove" videos features interviews by Amber Estenson of That Midwestern Mom fame — an influencer who posts videos and skits on her Facebook page — of members of the dry bean industry including a researcher who develops varieties and a farmer who grows them.

Estenson, who previously had partnered with Northarvest Bean Growers

Association to produce a series of cooking videos to promote the Bean Institute's website and its downloadable "Nifty Little Bean Cookbook," made her a great fit for the job of interviewing people for the Seed to Stove video series, said Jed Brazier, Northarvest Bean Growers Association communications and marketing director.

"We had a great response to that."

The aim of the Seed to Stove videos is to raise awareness about dry beans, a crop that is grown on hundreds of thousands of acres in North Dakota and Minnesota, but still relatively unknown to the people who live there.

"Few people know where their food comes from and even fewer know where beans come from," Brazier said.

Estenson, of Frazee, Minnesota, talked to Juan Osorno, North Dakota State University dry bean breeder in Fargo, about the science that is involved in developing varieties. She also traveled to Crookston, Minnesota, to spend part of a day with Eric Samuleson, Northarvest Bean Growers Association past president, about his farming operation and to ride in the tractor while he was planting his dry bean crop.

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During the visit to Samuleson's farm, in May 2024, he showed her the equipment he used to plant dry beans and explained to her how the process worked. Then the film crew went out to the field he was planting and took videos from the ground and from a drone.

Estenson also talked to Chelsea Didinger, who has the "A Legume a Day" website and YouTube channel about dry beans. Didinger has a doctorate in nutrition from Colorado State University where her research was focused on pulses and increasing bean consumption to improve public and environmental health.

Plans for future Seed to Stove videos will be interviews with a farmer harvesting edible beans, the managers at companies that receive the dry beans, transporters of the commodity and processors who can or package them.

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@That Midwestern Mom (Estenson), rode in a tractor for the first time while visiting NBGA District 7 director Eric Samuelson at his Crookston, Minnesota, farm. Contributed / That Midwestern Mom



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Seed to Stove

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The rapport that Estenson has with the public and their enthusiasm about That Midwestern Mom was proven by the response that Samuelson received when she posted that she had interviewed him in May.

"After her Facebook post of being here, my phone lit up," Samuelson said. "Millennials really knew who she was."

"It was so fun to see how excited people were," Estenson said.

Estenson not only is popular on social media, she personally believes that edible beans are a nutritious food and cooks them for her family. She also showed genuine interest in learning additional information about dry beans during her visit to his farm, Samuelson said.

"She was very interested in how the process works," he said. 



Jed Brazier, Northarvest Bean Growers Association communications and marketing director, spoke with Chelsea Didingler of www.ALegumeADay.com, for the Seed to Stove series. Contributed



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**CONTINUED FROM THE
PRESIDENT FROM PAGE 3**

We said goodbye to one member (officially, anyway – we’re sure Kevin will continue to grow beans in the Northarvest region), but NBGA also said “hello” to a couple of new ones, too.

Dwight Johnson and Bob Dombeck have been elected on our councils; Dwight was most recently elected as North Dakota Dry Bean Council District 2 representative. Bob Dombeck was not that long ago added on the Minnesota side, having become Area 5 Minnesota Dry Bean Research and Promotion Council representative earlier this summer. You can learn more about both their backgrounds in this issue. We’re happy to have them, and I know both are looking forward to representing their fellow growers just like Kevin and the folks who served before them.



The Northarvest Bean Growers Association, North Dakota Dry Bean Council and Minnesota Dry Bean Research and Promotion Council held their summer meeting in July 2024.

Contributed / Northarvest Bean Growers Association

Another topic you’ll read about this issue is Soybean Cyst Nematode testing. It might be better known as a scourge of soybeans, but it affects our edible dry bean production as well. You can read about how you can get your soil samples tested at no cost in this issue. There’s

a lot more, too – scholarships being made available, U.S. Dry Bean Council news, and @thatmidwesternmom teaming with NBGA to promote our industry once again.

As always, there’s a lot to look forward to in this fall issue, and

we’re hoping you are looking forward to a healthy – and safe – harvest. 

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Summer meeting discussions include crop insurance, Bean Day and crop conditions

By Ann Bailey



Directors of Northarvest Bean Growers Association, North Dakota Dry Bean Council and Minnesota Dry Bean Research and Promotion Council met in July 2024 for their annual summer meeting.

Contributed / Northarvest Bean Growers Association

Members of the Northarvest Bean Growers Association board of directors, North Dakota Dry Bean Council and Minnesota Dry Bean Research and Promotion Council gathered in Detroit Lakes, Minnesota, in July 2024 for an annual summer meeting to discuss issues that affect the dry bean industry and the farmers who grow the commodity.

Topics at the annual summer meeting held July 16-17 included Bean Day 2025, Education & Sponsorship as well as Marketing & Communication Committees choosing programming for the year, federal crop insurance improvements for dry beans and a crop update.

“Our crop insurance committee has been working with Federal Crop Insurance,” said Eric Jorgenson, Northarvest Bean Growers Association president.

The committee — made of Josh Ihry, chair, Jeff Kosek, vice chair, and members Jacob Faugstad, Karl Jodock, Norm Krause, Joe Mauch, Kevin Regan, Tony Richards, Garrett Thompson and David Wieler — has been working to improve Federal Crop Insurance so it is subsidized more commensurate with other commodities.

The charts that adjusters use for dry beans are 14 years old and should be updated, Jorgenson said.

“Things change in 14 years. It’s just not the same,” he said.

The Northarvest Bean Growers Association board of directors and North Dakota Dry Bean Council and Minnesota Dry Bean Research and Promotion Council members attending the summer meeting also received information about plans for Bean Day. Bean Day is one of the organization’s signature events and features information for farmers on a variety of topics including, updates on dry bean research, marketing the product and the price outlook. It annually is attended by farmers and dry bean dealers from across Minnesota and North Dakota.

Mitch Coulter, Northarvest Bean Growers Association executive director, Jed Brazier, NBGA communications and marketing director, and Jennifer Hansen, the association’s finance director, discussed plans for the event, which will be in January 2025.

During the meeting he and the other farmers attending also shared information about the condition of their dry bean crops.

“Generally, for the most part, around the table, everybody said it was wet,” said Jorgenson, who raises pinto beans near Leeds, North Dakota. Some areas across North Dakota and Minnesota were wetter than others in late July. but drowned-acres, whether a few or many, were a common theme, he said.

Overall, judging by the dry bean crop conditions that were discussed at the summer meeting, Jorgenson expects dry bean yields in North Dakota and Minnesota to be below average to average, Jorgenson said.

Discussion also was held at the summer meeting about marketing and promoting dry beans internationally. One upcoming event is a worldwide reverse international trade mission (see page 4 for full story).

Dry bean buyers from across the globe will be traveling to North Dakota and Minnesota in September 2024 to talk to dry bean farmers about how they raise their crops and to visit a couple of farms and dry bean receiving stations, he said.

U.S. Dry Bean Council is organizing the Worldwide Reverse Trade Mission. 



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New U.S. DBC Exec Director

New U.S. DBC Executive Director has a long history in promoting commodities

By Ann Bailey

Danny Raulerson, U.S. Dry Bean Council executive director, may be new to the dry bean industry, but he has a long history of working to promote and market commodities nationally and internationally.

Raulerson, who was named the U.S. Dry Bean Council executive director in June 2024, worked for more than 20 years in positions including governmental, commodity and fresh produce organizations.

As U.S. Dry Bean Council executive director, Raulerson will lead the organization's work to promote the commodity across the United States and throughout the world. The U.S. Dry Bean Council's goal for Raulerson is to lead that effort by supporting research on the health, nutrition and quality of dry beans and advocate for policies that will enhance the organization's mission of strengthening the U.S. dry bean industry, according to a press release from the U.S. Dry Bean Council.

Raulerson has worked in agriculture throughout his life, beginning at his parents' farm in Florida where they grew fresh market vegetables, including tomatoes and watermelon, and raised cattle.

"My family, going back five generations in Florida, have always worked in agriculture," Raulerson said.

After graduating from high school, Raulerson earned bachelor of science degrees in animal science and agricultural operations management from the University of Florida in Gainesville and then accepted a position at the Florida



US DRY BEAN
Council



Danny Raulerson
Contributed / U.S. Dry Bean Convention

Farm Bureau Federation in Gainesville as an assistant director of agricultural policy. In that position Raulerson worked on state and federal policy issues that affected the American Farm Bureau Federation and its members.

For the past 25 years, Raulerson has worked in the agricultural industry promoting trade and marketing and

working on policy issues in a variety of positions. His employment has included a private agricultural company, several commodities organizations and the Florida Department of Agriculture and Consumer Services

Before he was named U.S. Dry Bean Council executive director, Raulerson worked for two years for the Cranberry Marketing Committee.

On the domestic side, Raulerson aims to focus on marketing dry beans as a healthy food that is a source of high protein at a low cost.

"One thing we want to do is to return to a robust domestic marketing program," Raulerson said. "It's important to remind the U.S. consumer of the high quality and the value of dry beans and that they're U.S. grown."

Raulerson's position at the Cranberry Marketing Committee, which is a federal marketing order that governs the industry and included working to promote the commodity internationally and nationally, makes him a good fit to lead the U.S. Dry Bean Council, said Mitch Coulter, Northarvest Bean Growers Association executive director.

CONTINUED ON PAGE 19



"It's important to remind the U.S. consumer of the high quality and the value of dry beans and that they're U.S. grown."

-- Danny Raulerson



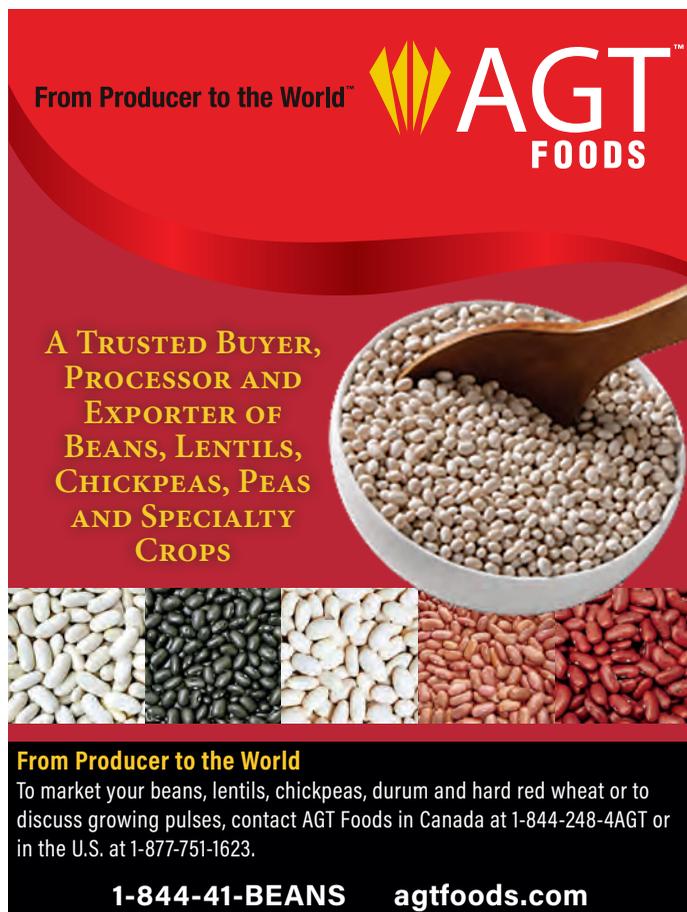
CONTINUED FROM PAGE 18

"Danny successfully managed international representatives around the world working on behalf of the cranberry industry to provide market development for their growers and processors," Coulter said.

Raulerson worked on important issues such as trade tariffs, maximum and minimum residue levels and regulatory compliance, Coulter said. Meanwhile he built successful international

marketing campaigns and fought poor international agriculture policy working against U.S. commodities.

"These are all great attributes to help champion U.S. grown and processed dry edible beans," Coulter said. "The Northharvest Bean Growers Association looks forward to working closely with Danny and gaining guidance from the new executive director for the U.S. Dry Bean Council." 



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Regan reflects on nearly a decade of serving on North Dakota Dry Bean Council

By Noah Fish

When Kevin Regan's neighbor termed out on the North Dakota Dry Bean Council, he turned to Regan and suggested he run to fill the slot. Nine years later, Regan is happy that he jumped at the opportunity.

Regan farms about 4,000 acres around 20 miles northeast of Devils Lake, growing canola, pinto beans, corn and barley. He's the fifth generation of his family to farm the land, and said his father served on various water and elevator boards, and he picked up the same trait.

"I've always kind of been involved in serving on a board in some capacity or another," Regan said.

Regan served two terms on the North Dakota Dry Bean Council in which he was a delegate for the U.S. Dry Bean Council. He said in that time, he's learned a lot about the industry and domestic marketing, and through his work on the U.S. Dry Bean Council, his scope of knowledge stretched across borders.

"I learned a tremendous amount about international trade and how dry beans fit into that scenario, in a real niche sort of way, because dry beans are consumed basically all over the world," he said.

Trade missions

Regan's first trade mission was to Cuba shortly after joining the North Dakota Dry Bean Council, and the trips continued almost every year after that.

"I've been to Jamaica, Dominican Republic, Dubai, Brazil, Chile, Peru, Mexico, of course, which is our biggest market, and Italy," Regan said. "I never walk away from going on a trade mission where I don't feel like I've contributed to our industry in some fashion."

Trade missions are far from a vacation, Regan said. He said the usual group

format for trade missions was one or two dealers and a grower who is led by an international representative for the specific region.

"The dealers specifically want to talk to the farmers, and they want to know what methods we're using, what type of beans we're growing, and what type of systems we use in growing the beans," Regan said. "Generally speaking, throughout the entire world, United States dry beans are basically known for the highest quality in the world."

Challenges

Compared to other parts of the world, Regan said U.S. dry bean growers face higher costs of production.

"I think the biggest challenge is our costs are slightly higher in comparison to some of the other pulses such as peas and garbanzo beans or chickpeas," he said. "But my message has always been that nutritionally, we get more bang for the buck with dry beans."

Other ones may have positive protein, but dry beans have a "vast array of micronutrients" that some of the other ones don't, he said.

Serving on the North Dakota Dry Bean Council and U.S. Dry Bean Council opened Regan up to a lot about his industry he didn't know, and made him a better producer. He highly recommends the experience to other growers.

"If you can make it work with your family and whatnot, go out on a trade mission," Regan said. "I think it's eye opening for anybody to go on a trade mission and see how national commerce works and specifically how the dry bean industry works."

He also recommended young growers get involved with domestic marketing.

"We've got a tremendous domestic market promotion within Northarvest now, and are just getting legs under it, and it's growing by leaps and bounds," he said. **NBGA**



Kevin Regan, right, attended many dry bean industry events and trade missions during his nearly 10 years on the North Dakota Dry Bean Council. Also pictured, from left, are David Scholand, Central Valley Bean Co-op., and Neil Durrant, Big D Ranch/Idaho Bean Dealers Association, during a fly-in event to Washington, D.C.
Contributed



Trade missions were a big part of Kevin Regan's time on the North Dakota Dry Bean Council. Pictured with him on a trade mission to Italy were, from left, Austin Chandonnet of Bayside Best Beans in Michigan, and Chase Voelker of the Michigan Dry Bean Commission.
Contributed / Kevin Regan

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Bean Institute rebrands to attract wider audience

By Ann Bailey

The Bean Institute's message that dry beans are a nutritious food that can be served in a variety of ways has not changed, but the way the institute is delivering that message has been transformed.

The Bean Institute has rebranded its logo and updated its website, beaninstitute.com, to attract a wider audience.

"We're looking to be more modern, but we're also looking to be more fun and consumer friendly," said Adam Veile, CEO of Communique, which develops health and nutrition communications for agriculture and food organizations.

In January 2024, the Bean Institute finalized a new logo and in June 2024 launched a new website.

"The brand was pretty old. It looks a lot more modern, it looks a lot more fun, a little more playful," Veile said. "We wanted to communicate that's our new personality."

During the past 17 years since the website initially was launched, the focus was on technical information for a largely academic audience, Veile said.

"We did have consumer and cook friendly information, but I think some of that was too dense," Veile said.

In June 2024, the Bean Institute launched a new website.

The Bean Institute has repackaged the information so it is more friendly to a wider audience that includes people who cooked for their families, professional chefs and food institutions, and those who are seeking information about dry beans.

"We wanted to be more accessible to the person who wants to know more about beans, whether it's health and nutrition or recipes," Veile said.



The new Bean Institute logo.
Contributed

That's in contrast to the Bean Institute website before the rebrand, which posted academic papers on the site.

"I think it's good information for everybody, but you had to be a dietitian to go through those papers," Veile said.

While the information still is grounded in academic research, it is presented in a way that's easier to understand and that is aimed to attract people to the website, which will, in turn inform them about the many health benefits of beans and the ways they can cook them. The aim is to increase sales of dry beans.

"We need to constantly remind people that beans are a healthy option. It's really great because that isn't controversial," Veile said. "Health professionals know that beans are a good option. ... They just forget."

There has been an increase in people signing up for the Bean Institute newsletter and in interactions through the comment forum since the June launch, Veile said.

"There's been more of that friendly interaction," he said. "There are people who just want to talk about beans and how much they love beans."

Jed Brazier, Northarvest Bean Growers Association communications and marketing director, is pleased that the new Bean Institute website is drawing visitors.

"It's always good to have a visual refresh for a brand that has been around and unchanged for a while, it helps revive interest and ideally attract a new audience as well," he said.

CONTINUED ON PAGE 23





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A new Bean Institute website launched in June 2024. *Contributed*

CONTINUED FROM PAGE 22

The Bean Institute website is a valuable tool to use to inform people about the

benefits of eating dry beans. The website doesn't sell dry beans or dry beans products but it does reach the people who buy them.

"We want to do everything we can do to make beans a more attractive option – for cooks at home, commercial chefs, institutions," he said. "That's really our best way to do that." **NBGA**


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Applications are open for NBGA scholarships

Applications are open through Oct. 1 for the Northharvest Bean Growers Association scholarships.

Two \$2,000 scholarships are available to the children or grandchildren of current participating Northharvest producer members. Applicants must be planning to enroll in a university, college or technical school. Previous recipients of the NBGA scholarship are not eligible.

Along with filling out the application, applicants are asked to submit a short video about why dry beans and agriculture are important to them, and fill out a brief questionnaire about their scholastic achievements, leadership, community service and career plans.

The applications are available at <https://bit.ly/2024NBGA scholarship> or by scanning the QR code on this page. Applications also may be requested via email or by mail at the following address:

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NBGA funds free soybean cyst nematode soil testing For bean growers

By Jenny Schlecht

Soybean cyst nematodes can hurt yields of not just soybeans but also of dry edible beans. So Northarvest Bean Growers Association is funding test kits and instructions for farmers to test their soil for the pest.

SCN are microscopic worms that feast on roots of plants as juveniles. Females form "cysts" on roots that are visible to the naked eye and stand out for their lemon shape and cream color. The females eventually will die and turn brown, filled with eggs that will get knocked into the soil. SCN can go through several life cycles in the course of a growing season. The eggs can overwinter, leaving future susceptible crops grown in the soil at risk of infection. The cysts also are easily moved when soil is moved, on equipment, in water and by people.

Because SCN feeds on the roots, it sucks nutrients away from what soybean or dry edible bean plants are supposed to do: set and grow pods. Plants can be yellowed and stunted, and yield reductions can be significant.

SCN has moved in from southern states, where it was found in the 1950s. The first



The soybean cyst nematode is a major pathogen of soybeans and also poses a risk to dry edible beans. A juvenile nematode is pictured here with an egg.
(USDA-ARS photo)

Courtesy / USDA Agricultural Research Service

Minnesota infection was discovered in 1978 in Faribault County, and the first North Dakota infection was discovered in 2003 in Richland County. In Minnesota, SCN has spread north and east, and in North Dakota it has spread north and west.

Steps for reducing the impact of SCN in dry edible beans include crop rotations that keep dry beans and soybeans out of infected soils for at least a year but preferably multiple years and cleaning equipment before it leaves high risk areas. Using resistant varieties is an emerging solution. NDSU researcher Guiping Yan has been studying genetic resistance to SCN. So far, no dry edible bean varieties are completely resistant, but none are completely susceptible, either. There are varying degrees of tolerance in varieties used in the state.

But arguably the most important step in controlling SCN is testing soil. Testing soil reveals not only if a field is infected but also the population numbers that show how bad the infection is.

Testing requires digging samples – not pulling plants – before or after harvest, before the ground freezes. Places to consider testing include field entrances, low spots, near fences or shelterbelts, previously flooded areas, consistently low yielding areas and high pH spots. Dig 10 to 20 samples, each 6 to 8 inches deep. Mix the samples together and send them in. **NBGA**

Soybean cyst nematodes affect more than soybeans

Want to know if you have soybean cyst nematodes in your dry bean fields? Northarvest Bean Growers Association is funding test kits and instructions. The best time to test your soil is in late summer/early fall (before or after harvest) and before the ground freezes.

To request a free test kit, send your name and address to jennifer@northarvestbean.org.



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Bob Dombeck joins Minnesota Dry Bean Research and Promotion Council

By Jenny Schlecht

Bob Dombeck was happy to step into the role his father, Mark Dombeck, retired from on the Minnesota Dry Bean Research and Promotion Council.

"I knew it was something that I would enjoy doing, promoting beans, and I also like the research part as well to see what new products that can be developed to improve seed production and quality," Bob Dombeck said.

Mark Dombeck recently retired after more than 30 years serving on the Minnesota Dry Bean Research and Promotion Council. Bob Dombeck farms in Perham, Minnesota with his brother, Steve, and brother-in-law, Jeremy.

"We grow a variety of crops that include light and dark red kidney, navy, and black beans, soybeans that we roast for feed, corn, alfalfa, rye for cover crops, wheat, sunflower and trying peas this year," he said.

The crops are mostly irrigated. The family also milks 350 cows with five robots. They raise their own replacements, selected by genetic merit, and use top bulls and embryo transfer to advance their herd.



Bob Dombeck
Contributed

As a member of the Minnesota Dry Bean Research and Promotion Council, Bob Dombeck said he wants to share his knowledge of beans with the public so they can

better understand the benefit of beans. Dombeck is on the crop insurance, education and sponsorship committees. **NBGA**

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ND Dry Bean Council



Dwight Johnson. Contributed

Meet the newly-elected North Dakota Dry Bean Council members

By Ariana Schumacher

Dwight Johnson runs his fifth-generation no-till farm in central Walsh County. He grows wheat, rye, corn, soybeans, pinto beans and canola. In the past he has also grown sugar beets.

This year, Johnson was selected to represent District 2 on the North Dakota Dry Bean Council.

"The area I represent is Ramsey and Walsh counties. Walsh is my home county, which is the county with probably the largest acreage of edible beans in the nation," Johnson explained. "So, I am pleased to represent our county."

CONTINUED ON PAGE 29

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CONTINUED FROM PAGE 28

Edible beans have played a large role on Johnson's farm. He started growing them in 1986.

"They [edible beans] have meant a lot to me on this farm ever since I started farming," he said. "Dad started at my request on some edibles earlier on, but then as he retired, he didn't really go into them very much. Then I started up with them right away when I started to farm. I know edible beans are very helpful for the bottom line on our farm, and it's been nice to continue them."

Johnson grows mostly pinto beans but has had black turtle beans in the past as well.

"Generally, to avoid cleaning of the combine and lots of contamination, we stay with one variety," he said.

He was inspired to join this council because he wants to help others understand how to make a profit from specialty crops.

"I thought it's been a part of our farm for so many years and I would like to represent those that are also growing the edible beans," Johnson said.

Advocacy is also a top priority for Johnson.

"It's just important to let people know what we have here," he said. "A lot of people around the world like to actually meet real farmers that are producing the crop."

Johnson is passionate about sharing the possibility of crop diversity with other farmers.

"In this part of North Dakota and Minnesota, we can probably grow 20 some different crops and a good chunk of them are edible beans," he said. "From the pinto, the navy, the black, the light red, the kidneys, dark red kidneys, there are so many options of things we can do. You might need different harvest equipment,

but these are options. They are things that add diversity to our area. And that's what makes farming pretty exciting for us, because we have options that are viable options."

Leann Schafer, a longtime bean grower from New Rockford, North Dakota, was recently elected treasurer for the North Dakota Dry Bean Council at the 2024 summer meeting. She represents her fellow growers in District 6.

Schafer and her family farm and ranch, raising corn, soybeans, pinto beans and oats. They also have a cow calf operation and a small feedlot.

Alongside of all her family's farming endeavors, Schafer also spent some time working at a pinto bean processing plant. All of these experiences lead her to wanting to serve on the bean council.

CONTINUED ON PAGE 30



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ND Dry Bean Council

CONTINUED FROM PAGE 29

"From that side of it, I saw from the producer angle of being a producer of edible beans," she said. "And then when I worked at the bean plant, then I saw it as a processor. We also did export and things like that, so then you could see how we touch so many people all around the world just with the production of pinto beans."

Schafer says it's important for producers to get involved in organizations like the North Dakota Dry Bean Council because producers drive the conversation and can be involved in research and accurately help share their stories.

"Grassroots is where everything comes from. So, if we can, as producers, drive the dialog of what is going on for industry, instead of having just consumers telling us how they want their product we can promote," she said. "We understand the products. We understand how it's grown and how necessary it is."

Schafer is excited about getting to serve on the council for another term.

"It's exciting. For us, you want to have people that are passionate about the industry, somebody that wants to see the future and keep it forefront in the industry," she said. "We need to keep promoting it on how we can best utilize it, how it can be affordable, but yet also a good product. And so those are things that I am very passionate about and want to see that we can continue to get people to be excited about beans."

Schafer hopes to help bring an increased exposure to edible beans for consumers and promoting the health benefits of the commodity.

"Things that if we can keep promoting those things to get higher consumption, also better, healthy, eating habit, those are things I would really like to see," Schafer said. NBGA

We understand the products. We understand how it's grown and how necessary it is.

— Leann Schafer



Leann Schafer, left, with Dan Ohden, Minnesota Dry Bean Research and Promotion Council member, at Summer '24 Meeting. Contributed



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