

# NORTHARVEST **BeanGrower**

A man with a full beard and a grey baseball cap with a patch that says "OTTER BERRY FARM" is smiling. He is wearing a grey Adidas t-shirt and blue jeans. He is standing in a field of green bean plants. In the background, there is a large metal structure for irrigation, possibly a center pivot system, under a clear sky.

**INSIDE:  
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From the Heart  
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**VOLUME 25 ISSUE 5**

## A CHALLENGING GROWING SEASON

It is hard to believe that summer is over, and the harvest season is upon us. Every year it seems like weather is an always an issue. Mother Nature certainly had a few tricks up her sleeve this year. From a late, wet planting season and more prevent plant acres, to areas of prolonged dryness and even drought, it has been a rather challenging growing season.



This issue includes the latest USDA Crop Production Report for dry beans, not only production estimates, but also acreage estimates by class. It may be some time before we have a more accurate assessment of the North Dakota and Minnesota dry bean crop. You'll also get international market updates from U.S. Dry Bean Council representatives in Asia, Europe and more.

Minnesota Farmfest was held a month ago in Redwood County. A large crowd heard from Agriculture Secretary Sonny Perdue and a handful of other lawmakers during a listening session. Dozens of farmers and agricultural leaders voiced their thoughts on key ag issues. You can read that story in this issue.

You'll also learn more about our newest Northarvest board member Cordell Huebsch from New York Mills, Minnesota. The Huebschs grow dark red kidney beans in the heart of Lakes Country. That provides an opportunity for them to welcome people with non-agricultural backgrounds on their farm. Be sure to learn more about fellow dry bean growers from across the region in the Pulse of the Industry profiles.

The Northarvest Bean Growers Association held two productive days of board meetings in July. Programs and budgets were approved for 2019/20 that fund research, promotion, market development and communications for the dry bean industry.

I wish everyone a safe and successful harvest!

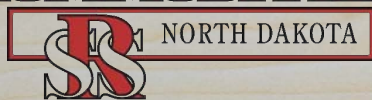
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*David Dickson, President  
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## TABLE OF CONTENTS | FALL 2019

- |           |  |           |  |
|-----------|--|-----------|--|
| <b>3</b>  | Starting Point   | <b>19</b> | Minnesota Farmers Voice Concerns at Farmfest                         |
| <b>6</b>  | From the Archives of the Northharvest Bean Growers Association   | <b>21</b> | Southeast Asia is Promising Market for U.S. Dry Beans                |
| <b>7</b>  | Despite Tariffs, U.S. Dry Bean Exports to Europe Increase        | <b>23</b> | Entomology Excellence  |
| <b>8</b>  | NASS Dry Bean Acreage Assessment                                 | <b>24</b> | Q & A with Ag Commissioner Doug Goehring                             |
| <b>10</b> | Bean Briefs  | <b>26</b> | Chuckwagon Chili Recipe  |
| <b>11</b> | Dry Bean Outlook for Central and South America and the Caribbean | <b>27</b> | Northharvest Exhibits at the School Nutrition Association Conference |
| <b>15</b> | Beans and Berries from the Heart of Lakes Country                | <b>29</b> | Pulse of the Industry  |

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# From the Archives of the Northarvest Bean Growers Association

## 1 Year Ago: Fall 2018

### FIRE DISPLACES BEAN BRIDGE

On July 19, a fire destroyed a railroad bridge south of Cavalier and north of Crystal, North Dakota. The Dakota Northern Railroad, a short line rail provider, leases the railway section from Burlington Northern Santa Fe. Nine days before the fire, several local elevator and bean companies received a letter from Dakota Northern, saying the company will no longer pay for major repairs from Hensel to Walhalla. "Our freight revenues from these stations have, on average, not generated more than \$300,000 per year for the last five years," said the letter, signed by Dakota Northern Manager of Administration Monique Hollands. Cavalier Bean Company co-owner Curt Kirking ships about 90 percent of the dry beans he gets in from farmers by rail. Kirking says, "Somehow, we have to get the farmers product to market."

### AGRICULTURE TARGETED FOR A \$12 BILLION ASSISTANCE PLAN

The Trump Administration is providing \$12 billion in assistance to help farmers who have been hurt by the trade disputes and retaliatory tariffs. This relief plan includes three avenues for assistance. There is direct assistance for farmers growing the commodities most directly impacted by trade retaliation. Secondly, there is a food purchase program with the government buying surplus commodities and, thirdly, an export promotion program. These direct payments will be made through the

Farm Service Agency. Direct payments will be made to soybean, corn, wheat, sorghum, cotton, dairy and swine farmers. The direct payments are expected to total \$8 billion with another \$200 million for trade promotion. That leaves about \$4 billion for the purchase of surplus commodities for use in food/feeding programs. This relief plan is designed to be a one-time, stop-gap measure, which does not require congressional approval.

## 5 Years Ago: Fall 2013

### NORTHARVEST VISITS COLOMBIA, PANAMA

Northarvest bean grower Jim Zenk, from Danube, Minnesota, was part of a U.S. Dry Bean Council trade mission to Colombia and Panama in the spring of 2013. USDBC representative Randy Duckworth, who led the mission, reports that Panama's economy will reportedly grow by eight percent in 2013, maintaining its place as one of the fastest growing economies in the region. Colombia's domestic demand and consumption have grown steadily over the last several years, with continued strong gains expected as a result of its tremendous economic growth.

### SMALLER BEAN CROP EXPECTED

USDA forecasts 2013 dry bean production at 24.6 million hundredweight, down 23 percent, or 7.3 million hundredweight from last year. Planted acres are down two percent (28,600 acres) from the June Planted

Acreage report, and down 18 percent from last year. Harvested acres are off 19 percent. The average yield is down 94 pounds per acre from a year ago.

## 10 Years Ago: Fall 2009

### BREEDING BREAKTHROUGH

A team of North Dakota State University scientists may have gotten an early break in their effort to develop a dry edible bean variety resistant to the new strain of rust discovered late last year in the Northarvest region. NDSU Dry Bean Breeder Dr. Juan Osorno discussed the new race with USDA plant pathologists in Beltsville, Maryland. The USDA researchers had an idea of genes that would control the new strain. Osorno was pretty confident that Stampede, the recent NDSU pinto bean release, contained one of those genes, since one of Stampede's last parents used is a line with three rust resistance genes.

### DRY BEAN INDUSTRY SUPPORTS RACE FOR THE CURE

Northarvest Bean Growers Association worked with Faribault Foods and S & W Beans to support the Susan G. Koman Race for the Cure. Northarvest Home Economist Lynne Bigwood helped with the bean promotion at events in Ottumwa, Iowa; Madison, Wisconsin and at the Mall of America. The Mall of America event had 50,000 participants. Thousands of cans of S & W black beans and Butter Kernel corn, coupons and brochures were handed out.



# Despite Tariffs, U.S. Dry Bean Exports to Europe Increase

By Johanna Stobbs, U.S. Dry Bean Council International Representative for Europe

The U.S. continues to successfully export dry beans to European Union countries, despite the ongoing 25 percent import tariff. In the first five months of 2019, U.S. exports increased by 23 percent in quantity and by four percent in value over the same time period in 2018.

Exports of dark red kidney beans, navy beans and Great Northern

beans all increased in quantity between January and May 2019, although they decreased slightly in value. However, it was garbanzo beans that led the pack with an increase in 115 percent in quantity and 62 percent in value. Garbanzo beans are not subject to the 25 percent tariff, which shows how much impact the tariff is having overall. Without the tariff on dry beans, U.S. exports would be reaching much higher levels in the EU market.

In calendar year 2018, the U.S. exported 120,520 metric tons of dry

beans to the EU, for a value of \$100 million. Although the current tariff is slowing down trade, the U.S. has already exported 73,000 MT of dry beans in the 2019 January-May period, which bodes well for the final figures for 2019.

Clearly U.S. dry bean quality and consistency, as well as strong buyer-seller relationships, are appreciated in the European market. The U.S. continues to do very well in weathering the tariff storm.

*\* All statistics are taken from the USDA/FAS GATS System.*

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# NASS Dry Bean Acreage Assessment

USDA's National Agricultural Statistics Service (NASS) provides its assessment of dry edible bean acreage throughout the year. In March, NASS offers its forecast for planted acreage. That figure is adjusted in the June report and again in August. These charts provide USDA's perspective on crop size nationwide.

Beginning in 2019, dry bean estimates were discontinued in Montana and Texas. Also beginning in 2019, estimates no longer include chickpeas. A future issue of the BeanGrower will include the January 2020 NASS report, determining the size of the 2019 crop for each bean class.

**Dry Edible Bean Area Planted and Harvested** -- States and United States: 2018 and 2019 (Excludes beans grown for garden seed. Beginning in 2019, chickpeas are excluded.)

Intended plantings to dry edible beans in 2019 is expected to be 1.24 million acres, up one percent from the previous season's 1.22 million acres of dry beans. That estimate excludes chickpeas for comparability.

**Dry Edible Bean Area Planted and Harvested** -- States and United States: 2018 and 2019 (Excludes beans grown for garden seed. Beginning in 2019, chickpeas are excluded.)

Area planted for dry edible beans in 2019 is estimated at 1.31 million acres, up nine percent from 2018 for comparable states. Area harvested is forecast to total 1.26 million acres, also up nine percent from 2018 for comparable states. Four of the nine estimating states show an increase in total dry bean planted acres from last year.

**Dry Edible Bean Area Planted and Harvested** -- States and United States: 2018 and 2019 (Excludes

*Continued on Page 10*

## MARCH 2019 USDA PROSPECTIVE PLANTINGS REPORT

### Dry Edible Bean Area Planted – States and United States: 2017-2019

[Excludes beans grown for garden seed. Beginning in 2019, chickpeas are excluded]

State	Area Planted			Percent of Previous Year
	2017	2018	2019 <sup>1</sup>	
		1,000 acres		
California	50.0	48.0	29.0	60
Colorado	58.0	42.0	40.0	95
Idaho	180.0	185.0	46.0	25
Michigan	220.0	195.0	200.0	103
Minnesota	170.0	175.0	175.0	100
Montana <sup>2</sup>	275.0	395.0	(NA)	(X)
Nebraska	180.0	140.0	95.0	68
North Dakota	705.0	635.0	600.0	94
Texas <sup>2</sup>	22.0	18.0	(NA)	(X)
Washington	196.0	218.0	26.0	12
Wyoming	41.0	30.0	26.0	87
United States	2,097.0	2,081.0	1,237.0	59

(NA) Not Available

(X) Not Applicable

<sup>1</sup> Intended plantings in 2019 as indicated by reports from farmers.

<sup>2</sup> Estimates discontinued in 2019.

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# AUGUST 2019 USDA CROP PRODUCTION REPORT

## Dry Edible Bean Area Planted by Commercial Class – States and United States: 2018 and Forecasted August 1, 2019 [Excludes beans grown for garden seed. Beginning in 2019 chickpeas are excluded]

Class and State	2018 1,000 acres	2019 1,000 acres	Class and State	2018 1,000 acres	2019 1,000 acres	Class and State	2018 1,000 acres	2019 1,000 acres
<b>Large Lima</b>			Minnesota	14.5	19.6	<b>Blackeye</b>		
California	10.2	7.3	Nebraska	10.1	11.8	California	6.7	6.2
Other States <sup>2</sup>	0.7	1.7	Other States <sup>2</sup>	1.5	3.3	Texas <sup>1</sup>	16.0	(NA)
United States	10.9	9.0	United States	38.3	49.6	Other States <sup>2</sup>	10.0	7.7
<b>Baby Lima</b>			<b>Dark Red Kidney</b>			United States	32.7	13.9
California	10.0	7.1	Idaho	3.0	3.7	<b>Small Chickpeas<sup>3 4</sup></b>		
Other States <sup>2</sup>	1.1	1.7	Michigan	2.7	3.0	Idaho	62.0	30.0
United States	11.1	8.8	Minnesota	54.7	64.2	Montana	(D)	50.0
<b>Navy</b>			North Dakota	1.5	4.6	North Dakota	18.4	10.0
Idaho	1.2	1.3	Washington	1.9	1.0	Washington	70.0	35.0
Michigan	60.0	60.0	Other States <sup>1</sup>	2.0	0.7	Other States <sup>2</sup>	72.3	-
Minnesota	38.0	38.5	United States	65.8	77.2	United States	222.7	125.0
North Dakota	81.0	76.0	<b>Pink</b>			<b>Large Chickpeas<sup>4 5</sup></b>		
Washington	1.4	0.7	Idaho	7.5	7.4	California	15.1	14.5
Other States	1.0	0.7	North Dakota	6.9	8.4	Idaho	72.0	60.0
United States	182.6	177.2	Other States <sup>2</sup>	5.5	5.2	Montana	(D)	200.0
<b>Great Northern</b>			United States	19.9	21.0	North Dakota	96.0	65.0
Idaho	1.9	4.0	<b>Small Red</b>			Washington	120.0	95.0
Nebraska	41.0	44.5	Colorado	0.9	(D)	Other States <sup>2</sup>	333.8	-
Other States <sup>2</sup>	8.0	10.7	Idaho	3.3	6.0	United States	636.9	434.5
United States	50.9	59.2	Michigan	13.3	11.0	<b>All Chickpeas<sup>4</sup></b>		
<b>Small White</b>			North Dakota	9.0	11.7	California	15.1	14.5
Washington	1.2	0.9	Washington	3.8	2.7	Idaho	134.0	90.0
Other States <sup>2</sup>	5.9	4.5	Other States <sup>2</sup>	2.7	2.1	Montana	390.0	250.0
United States	7.1	5.4	United States	33.0	33.5	Nebraska <sup>1</sup>	12.5	(NA)
<b>Pinto</b>			<b>Cranberry</b>			North Dakota	114.4	75.0
Colorado	27.0	26.5	California	0.6	0.3	Washington	190.0	130.0
Idaho	22.0	15.2	Idaho	1.2	1.6	Other States <sup>2</sup>	3.6	-
Minnesota	9.0	11.3	Michigan	3.9	3.0	United States	859.6	559.5
Montana <sup>1</sup>	3.0	(NA)	North Dakota	2.8	2.4	<b>Other</b>		
Nebraska	65.0	49.4	Other States <sup>2</sup>	5.9	3.4	California	3.8	4.3
North Dakota	320.0	377.0	United States	14.4	10.7	Colorado	2.8	2.1
Washington	8.4	(D)	<b>Black</b>			Michigan	5.2	6.0
Wyoming	23.0	15.0	Idaho	3.5	5.7	Washington	1.9	1.6
Other States <sup>2</sup>	3.1	10.0	Michigan	100.0	115.0	Other States <sup>2</sup>	12.5	25.2
United States	480.5	504.4	Minnesota	41.0	53.6	United States	26.2	39.2
<b>Light Red Kidney</b>			Nebraska	3.5	2.6	<b>All Dry Edible Beans</b>		
Colorado	5.1	5.6	North Dakota	93.0	134.0	United States	2,081.0	1,328.5
Idaho	1.0	2.3	Washington	3.9	5.0			
Michigan	6.1	7.0	Other States <sup>2</sup>	3.1	3.5			
			United States	248.0	319.4			

- Represents zero. (D) Withheld to avoid disclosing data for individual operations. (NA) Not available. <sup>1</sup>Estimates discontinued in 2019.

<sup>2</sup>Includes data withheld above. <sup>3</sup>Chickpeas smaller than 20/64 inches. <sup>4</sup>Estimates from current year carried forward from an earlier forecast. <sup>5</sup>Chickpeas larger than 20/64 inches.

beans grown for garden seed. Beginning in 2019, chickpeas are excluded.)

Production of dry edible beans is forecast at 24.6 million hundredweight (cwt), down 34 percent from 2018. Area planted is estimated at 1.33 million acres, up two percent from the previous forecast, but down 36 percent from 2018. Area harvested is forecast at 1.28 million acres, up two percent from the previous forecast, but 36 percent below 2018. The average U.S. yield is forecast at 1,919 pounds per acre, an increase of 59 pounds from last season.

## JUNE 2019 USDA ACREAGE REPORT

### Dry Edible Bean Area Planted and Harvested -- States and United States: 2018 and 2019.

[Excludes beans grown for garden seed. Beginning in 2019, chickpeas are excluded]

State	Area Planted		Area Harvested	
	2018	2019	2018	2019 <sup>1</sup>
	1,000 acres			
California	48.0	25.0	47.7	24.8
Colorado	42.0	40.0	31.5	38.0
Idaho	185.0	65.0	183.0	64.5
Michigan	195.0	210.0	193.0	206.0
Minnesota	175.0	205.0	168.0	196.0
Montana <sup>2</sup>	395.0	(NA)	386.0	(NA)
Nebraska	140.0	120.0	131.0	110.0
North Dakota	635.0	600.0	615.0	580.0
Texas <sup>2</sup>	18.0	(NA)	16.0	(NA)
Washington	218.0	20.0	217.0	20.0
Wyoming	30.0	22.0	27.8	20.0
United States	2,081.0	1,307.0	2,016.0	1,259.3

(NA) Not Available. <sup>1</sup> Forecasted. <sup>2</sup> Estimates discontinued in 2019.

## BEAN BRIEFS

### DRY BEAN TRADE MISSION TO ARGENTINA

U.S. Dry Bean Council representatives traveled to Argentina this past June to meet with growers, agronomists, processors, agricultural technology experts and traders/ex-

porters. While there, they gained a better understanding of the dry bean value chain in the country and trends in production and international marketing. Representatives from the Northarvest region included John Berthold, dealer and president of

Green Valley Bean Company in Park Rapids, Minnesota, and Mark Dombeck, a farmer near Perham, Minnesota.

### MEXICO WEATHER IS VERY DRY AT START OF BEAN PLANTING

Mexico is currently behind in precipitation for this year's spring/summer dry bean cycle and experiencing above average temperatures. Planting season in Zacatecas, Durango, Chihuahua, San Luis Potosi and Guanajuato is delayed due to the lack of precipitation. Although planting dates in Zacatecas, Durango and Chihuahua can be extended after the recom-

mended planting season, dry beans will be at the risk of an early frost and erratic rainfall during the growing season. According to Mexican government sources, the production for 2019 is projected to be 50,000 metric tons higher than 2018.

### NEW MARKET FACILITATION PROGRAM DETAILS RELEASED

Signup for the new round of USDA Market Facilitation Program payments is now open and continues through December 6. Farmers who produce alfalfa, barley, canola, corn, dry beans, oats, soybeans, sunflowers and wheat are eligible.



USDBC Trade mission members Mark Dombeck, John Berthold, Ellen Levinson and Alejandro Leloir meet in one of the fields of Creston Farms near Metan, Salta Province.



# Dry Bean Outlook for Central and South America and the Caribbean

**By Ellen Levinson,  
U.S. Dry Bean Council  
International Representative for the Americas  
and Emerging Markets**

Dry beans are part of traditional diets in Central America, the Caribbean and half the countries in South America. Many different types of beans are consumed, providing market opportunities for a wide range of U.S. bean types, including pinto,

black, small red, navy, red kidney, Great Northern, cranberry, pink, and lima beans.

From September 2018 through May 2019, the U.S. exported 67,596 metric tons of dry beans to countries in South and Central America and the Caribbean. The top destinations, accounting for 75 percent of exports, were the Dominican Republic (22,169 MT), Haiti (9,422 MT), Colombia (9,665

MT), Guatemala (4,702 MT) and Panama (4,777 MT). The top bean types were pinto, black, light red kidney, navy and small red.

Over the past two decades, the region's consumption has remained fairly steady due to population growth; but, as incomes grew and lifestyles and food preferences modernized, dry bean consumption per capita declined. Packaged and

canned prepared foods are not a significant segment of the bean market, but have been increasing. There is an emerging market segment focused on the health benefits of dry beans and products that appeal to a new generation of consumers.

Countries that traditionally consume beans also grow them, but not enough to cover demand. Imports are necessary,

*Continued on Page 13*

The per-acre payments are based on a single county rate. MFP payments are limited to \$250,000 per person or legal entity and no applicant can receive more than \$500,000. The county rates can be viewed at: [farmers.gov/manage/mfp](http://farmers.gov/manage/mfp).

## ATP FUNDING AWARDED FOR DRY BEANS

USDA has awarded \$100 million to 48 organizations through the Agricultural Trade Promotion Program. The program aims to help U.S. farmers identify and access new export markets. The U.S. Dry Bean Council has received over \$2 million in funding, with \$1.4 million

awarded in January and another \$615,000 in July.

## U.S. DRY BEAN CONVENTION PRESENTATIONS NOW ONLINE

The U.S. Dry Bean Convention took place in Snowmass, Colorado July 20-23. During business sessions, attendees heard from the U.S. Dry Bean Council, got an update on international markets and listened to U.S. and Canadian crop updates. Also speaking at the convention was NDSU Extension crops economist Frayne Olson on trade, tariffs and the crop market outlook. The presentations from the convention can be

found at: [usdbc.com/presentations](http://usdbc.com/presentations).

## NORTHARVEST HOLDS SUMMER BOARD MEETING

The Northarvest Bean Growers Association held two productive days of board meetings at Thumper Pond Resort

in Ottertail, Minnesota in July. Programs and budgets were approved for 2019/2020, with many projects in place for the upcoming year. LeRoy Stumpf from Minnesota Congressman Collin Peterson's office shared an update and also heard from Northarvest dry bean growers.





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but vary year-to-year based on domestic production, economic conditions and exchange rates.

Trade agreements play an import role in determining which countries supply the dry beans. In this regard, the U.S. has good export opportunities now and on the horizon. Thanks to free trade agreements, currently there are no duties on U.S. dry beans imported by Panama, Chile and Peru. In 2019, the duty-free quota for U.S. dry beans the Colombia is 22,161 MT. Duties on U.S. dry bean imports will be eliminated in Central American countries and the Dominican Republic in 2020.

On the other hand, dry beans are already traded duty free among Central American countries and among MERCOSUR member countries. Thus, Nicaragua is the main supplier of small red beans to other Central American countries and Argentina, a large bean producer that only consumes an estimated three percent of its production, is the main supplier of beans to Brazil, the largest importer in the region. Argentina is also in a favorable position to supply black beans, light red kidney beans and colored beans to other South American countries and black beans to Central America.

Some trends in the re-

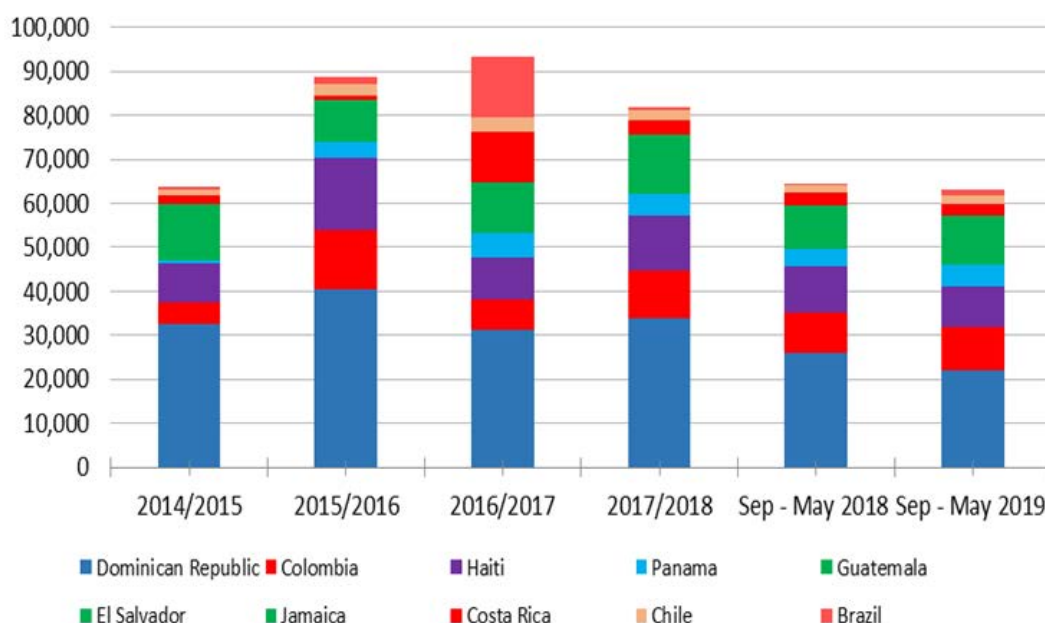
gion that are important to watch include:

- In Central America and the Caribbean, rain-fed small-scale farming predominates. Dry weather conditions are currently being watched in parts of Nicaragua, Honduras, El Salvador and Guatemala to see whether it will affect the first crop of the 2019/20 season, which is now underway.
- In 2020, when import duties are eliminated on U.S. dry beans in DR-CAFTA countries, it will be important to monitor how governments adjust their import and trade policies and to learn how buyers plan to adjust their buying strategies.
- In Panama, dry bean production has been declining and the uptick in imports in the past couple years is expected to continue.
- In Costa Rica, a shortfall quota allowing 2,199 MT of beans to be imported duty-free from eligible origins other than Central America was recently recommended by a government agency, but has not yet been approved. If approved, most of those beans will likely be supplied by Argentina.
- China's role as a top supplier of black beans in the region has diminished and Argentina is now the major supplier. Argentina's 2019 harvest yielded generally good quality black and alubia (white kidney) beans,

although the 20 percent of alubias that are not yet harvested could be affected by frost.

- This year, Brazil's imports will increase compared to last year and Argentina (as usual) will be the main supplier. Brazil's bean industry and government are working together to increase dry bean productivity for domestic use and exports. EMBRAPA announced that biotech bean seeds (for carioca) will soon be available.
- On July 28, MERCOSUR and the EU announced they had reached a "political agreement for an ambitious, balanced and comprehensive trade agreement," which will include agricultural products.

## U.S. DRY BEAN EXPORTS TO SOUTH & CENTRAL AMERICA & THE CARIBBEAN – TOP DESTINATIONS (SEPT.-AUG. MARKETING YEAR; MT)



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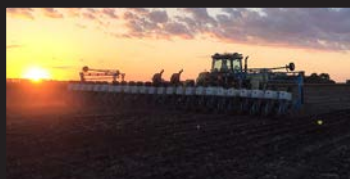


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# Beans and Berries from the Heart of Lakes Country

By Megan Ternquist

Situated in Lakes Country is New York Mills, Minnesota. The many lakes are filled with boats under the summer sun, surrounded by trees and winding roads as far as the eye can see. The countryside also contains many miles of irrigation pivots, filled with lush soybeans and corn fields that reach over your head. Another common sight are the white blossoms and

intertwining vines found in dark red kidney bean fields.

The art of growing dry edible beans, and agriculture in general, has always been in the blood of Cordell Huebsch, a third-generation farmer in the New York Mills area. After graduating from high school, he had plans of going to college at North Dakota State University. However, Cordell made a last-minute decision to

put 800 miles between him and the farm to attend Montana State University.

"It was kind of a selfish maneuver, but I didn't want to come home and work every weekend. I went to college to become a mechanical engineer and really enjoyed my time out west," says Huebsch. After graduation, the opportunity presented itself for Cordell to come back to the farm in 2003.

## FIGURING OUT WHAT WORKS

The Huebsch family has been growing dry edible beans since the mid-1970s, along with a variety of other crops. "In the 70s, many farmers were still figuring out how to run center pivot irrigation systems on sandy soils. My dad tried a number of crops, including potatoes, wheat, soybeans,

*Continued on Page 17*



*Huebsch poses in one of his dark red kidney bean fields.*



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dry beans, corn and alfalfa. After trying it all, he settled on the two or three crops that made financial sense.”

Those crops were corn and beans. For a few years, a portion of the Huebschs’ acres were also dedicated to producing high quality alfalfa for dairy cattle. “It fit well with our crop rotation and did the soil a lot of good. It was profitable for a while, and right now we were wishing we were back in it, but it was a lot of work and eventually turned into a breakeven proposition.”

Cordell goes on to say there were a couple of trailblazers who started growing kidney beans in the sandy soils that surround Perham. Their early adoption of growing the



*Signs direct lake goers to Otter Berry Farm run by Huebsch and his wife, Kris.*

beans brought processing facilities into the area. “Like everything, when there is processing near-

by, your cost of production goes down because there is less distance to bring it to market.”

Since then, Perham has been a hub for dark red kidney bean production. “It’s been a stable crop over the years to keep the doors open for our family. As a niche bean, it doesn’t seem to get over produced as easily because of the extra steps needed to grow and harvest it,” says Huebsch. The dark reds also excel in the sandy soils. “They don’t harbor the disease as readily as a heavier soil.”

While a well-drained soil is more expensive to keep wet, it allows the beans to be planted earlier and tended to sooner. “We can have a two-inch rain and sometimes be in the field the next day. A lot of other places that’s not possible,” says Huebsch. That pay dividends, especially during a planting season like this past year. If there was a delay this planting season, it was because Cordell was hesitant to put the beans into the cold ground. “The seeds take off right away when they’re put into warm soil and there are less problems down the road. If Mother Nature holds and it’s a regular to late fall, we’re looking at average to above average yields this year.”

### A LEADER AND AN EDUCATOR

Huebsch is the newest addition to the Northar-  
*Continued on Next Page*



*Pod fill of the dark red kidney bean crop is taking place in late July.*

vest Bean Growers Association Board of Directors, being selected this past winter to serve. He is a familiar face in another leadership role as president of the Central Minnesota Irrigators Association. "I was approached at one of our meetings about the Northharvest board. I thought it was a terrific opportunity and am happy to be on the board."

As a big proponent for agriculture, one goal he has while serving on the Northharvest board is advocacy outreach. "It's one thing to tell consumers beans are healthy and that needs to be done. But, we need to do a better

job of telling our story as farmers and create a marketable story that can be shared with the public."

Beyond his board of director duties, Cordell is also in the current Minnesota Agricultural Rural Leadership (MARL) class. "It is important for young farmers to be active and find ways to better the industry. Every new opportunity I take immediately opens up my eyes to how little I actually know about the world," he explains. "I'm now meeting dry bean growers from all across North Dakota and Minnesota. I knew about growing dark red kidneys in the sand, but I had no

idea about the other bean classes and the challenges those farmers face."

Cordell's passion for agriculture advocacy can be seen beyond the board room. Along with his wife Kris, they run Otter Berry Farm, which is a u-pick strawberry and raspberry farm. The farm also has a corn maze and sells pumpkins and squash each fall. Being less than a half hour away from Detroit Lakes, there is a lot of tourism traffic in the area.

Living in the heart of Lakes Country provides an opportunity for the couple to welcome people with non-agricultural

backgrounds on their farm. "We can have conversations one-on-one with them about the food we raise and that they eat. When you talk to people personally, it makes all the difference in the world." The Huebschs also take guests on hay rides in the fall, taking time to show them the crops and explain irrigation.

Cordell says the best part about agriculture is waking up every morning, walking outside and seeing the most beautiful place in the world. "We're so fortunate to live where we do, and to me that's just the greatest."



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# MN Farmers Voice Concerns at Farmfest

Agriculture Secretary Sonny Perdue defended the Trump Administration's trade strategy during a visit to Minnesota in August.

While at Farmfest, which takes place in Redwood County, Perdue joined House Agriculture Committee Chairman Collin Peterson and a handful of other lawmakers for a listening session. Comments were made about the U.S.-Mexico-Canada Agreement.

"I told the Trump Administration on USMCA that as long as they maintained the ag stuff that was in the North American Free Trade Agreement and did no harm, I would support it," said Peterson. "When they came out with the agreement, they not only maintained what they had in NAFTA, but improved on it a little bit."

Peterson said there's more work to be done to secure enough votes to ratify the USMCA, but he believes it will get done.

Minnesota's 8th District Representative Pete Stauber praised U.S. Trade Representative Robert Lighthizer for making numerous trips to Capitol Hill to discuss USMCA with lawmakers. Stauber says the U.S. farmer can



*Agriculture Secretary Sonny Perdue answers questions from a large crowd gathered at Farmfest.*



*House Agriculture Committee Chairman Collin Peterson comments on the USMCA.*

compete with anyone in the world if there is a free and fair playing field. "That's what the USMCA is going for. I can't wait to vote yes for it. This country needs it; the farmers

need it."

The Farmfest listening session featured dozens of farmers and agricultural leaders voicing their thoughts on key issues. Minnesota AgriGrowth's

new Executive Director Tamara Nelsen spoke at the national policy forum at Farmfest and emphasized that agriculture needs certainty.

"We need to get our markets back. If we get the markets back, we will get the higher prices and people's optimism will return."

AgriGrowth was part of broad coalition that sent a letter to congressional leaders, urging them to ratify the USMCA. There's speculation a House vote on NAFTA 2.0 will occur before the end of this year.

In addition to the USMCA, comments were also made about trade with China. Perdue said the trade negotiations between the U.S. and China were going relatively well. That progress stalled in April when China reportedly reneged on previous commitments. The USDA leader had some harsh words about China.

"My goal would be for China to play fair and do what they promised to do 20 years ago in the WTO; not to steal our intellectual property; not to dig up corn seeds in Iowa and try to reverse-engineer the patented technology."

*Continued on Next Page*



Perdue said the world's second largest economy needs to change its culture and "not build its economy on the backs of thieves."

Effective September 1, the U.S. will implement ten percent tariffs on \$300 billion of Chinese imports. That will impose tariffs on everything the U.S. buys from China. The U.S. has also labeled China as a currency manipulator. A spokesperson for Chinese President Xi Jinping said

the U.S. action violates an agreement made between Xi and Trump in June.

Perdue said he wants this trade issue resolved, but went on to criticize China's approach.

"You can't deal with a nation that cheats and steals, building its economy, its military and its desire for world dominance with cyber-theft and illegal technology transfer."

Minnesota Second District Representative Angie Craig, who is a member

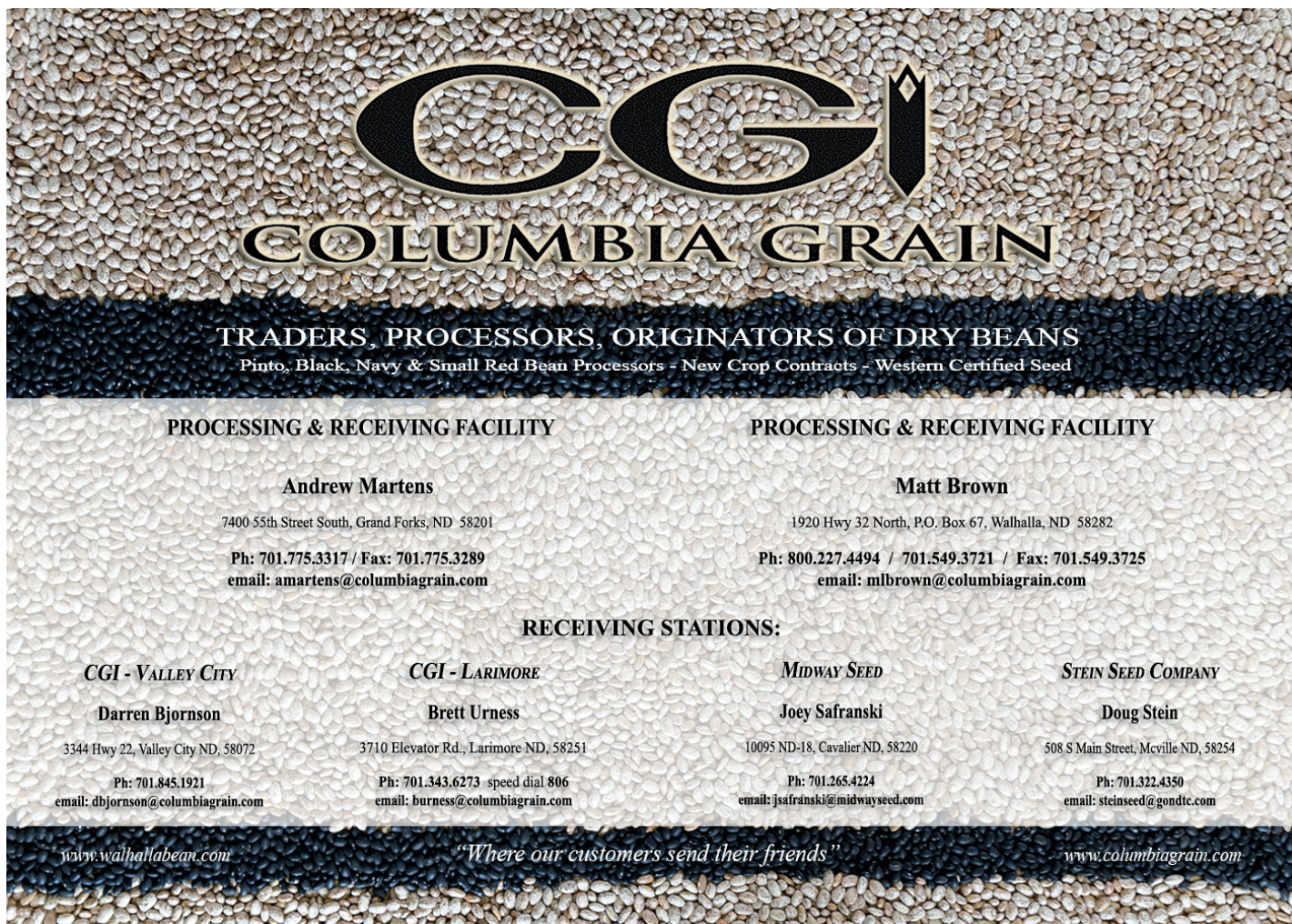
of the House Agriculture Committee, emphasized the importance of trade, but questioned the Administration's "nuclear option" with China.

"Mr. Secretary, I'm rooting for you and the administration to be successful, but I want to tell you I'm not sure how much longer our farmers can wait."

Minnesota Farmers Union President Gary Wertish was one individual from the crowd who

came to the microphone. Wertish said the trade was "the elephant in the room."

Wertish said the trade war is causing long-term damage to farmers and rural communities. "If the farmer goes in to see his lender in the fall and says, 'sorry he doesn't have enough money and can't make it because the market didn't give him a price,' the banker doesn't tell them 'you're a patriot, you don't have to pay your bill.'"



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# Southeast Asia is a Promising Market for U.S. Dry Beans

By Dee Richmond and Joel Woodward, U.S. Dry Bean Council International Representatives for Southeast Asia

Southeast Asia is a small, but growing, market for U.S. dry beans. Beans are not a staple in the diet of most Southeast Asian consumers; thus, knowledge and awareness are low. U.S. dry beans are most commonly consumed by tourists as canned baked beans, which are often included in the breakfast buffets of major hotels. This has been an attractive market for U.S. Great Northern beans.

Increased health consciousness, a young population and greater purchasing power are changing this situation. U.S. dry beans are found on the shelves of upscale supermarkets in every major market in Southeast Asia. In the past year, a number of new bean-based value-added foods have been launched, including black bean snacks and “NATNAVA,” a new dry pack brand for online retailing in Thailand; new baked bean production in Vietnam and new canned black and white beans in the Philippines. There



*U.S. canned black and white beans, launched by RAM in the Philippines in 2018*



*New black bean snaps by Calbee, launched recently in Thailand. These are not yet made with U.S. black beans, but the hope is to switch the company to sourcing beans from the U.S.*

are at least five additional new products that are scheduled for launch in 2019, most using U.S. dry beans.

U.S. dry bean exports in 2018 totaled almost 4,000 metric tons at a value of \$3.6 million, with greater shipments anticipated for 2019. China has been the largest competitor in the

market to date, although new suppliers are surfacing, including organic dry beans from India and Mongolia. The Philippines is the largest buyer of U.S. dry beans, accounting for 43 percent of U.S. exports, while Vietnam is the fastest growing market, surpassing Malaysia as the second largest buyer at 33

percent in 2019. Despite increased purchases and varieties of U.S. dry beans moving to Southeast Asia, consolidated shipments of U.S. dry beans and other pulses will remain important to many buyers.

With a strong economic outlook, a sizeable population of about 650 million, and a sophisticated food processing industry targeted at both domestic and export buyers, growth prospects for sales of U.S. dry beans are bright for the foreseeable future. To capitalize on this opportunity, it will be more important than ever to continue to raise consumer and trade awareness of the nature and benefits of U.S. dry beans through social and other media, provide technical support for the development of new value-added bean-based products and educate the HRI trade on how to prepare and incorporate U.S. dry beans into local dishes.

Even more important is increased personal contact between U.S. exporters and Southeast Asian buyers. To date, this contact has been limited. However, the U.S. Dry Bean Council will be participating in major

*Continued on Next Page*

trade shows throughout the region in 2019/20 due to the availability of ATP funding. These shows will provide excellent opportunities to meet buyers from Southeast Asia, as well as Oceania (Australia, New Zealand), North Asia and South Asia. Food and Hotel Asia in Singapore, March 31 – April 3, 2020 and Thaifex in Bangkok, May 26 – 30, 2020, are especially valuable and sizeable shows. Several buyers from Southeast Asia will also be participating in the upcoming USDBC Worldwide Trade Mission, September 7 – 14. Contact the U.S. Dry Bean Council if you may be interested in participating in planned activities.



*Training of Southeast Asian Chefs at the Academy of Culinary Arts in Cambodia on innovative uses of U.S. dry beans.*



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# Entomology Excellence

*Knodel dedicates career to helping producers make pest management decisions.*

**By Jessie Topp-Becker**

For Janet Knodel, Ph.D., a career in entomology seemed like a natural choice. As a young girl growing up in Fargo, North Dakota, she enjoyed being outdoors and was always interested in tiny insects.

While she wasn't raised on a farm, she grew up very familiar with agriculture. Her father's family farmed near Steele, ND, where they grew cereal crops and alfalfa, in addition to raising cattle. "Agriculture seemed like a good fit for my background," says Knodel.

As an undergraduate, Knodel studied zoology at North Dakota State University (NDSU) before attending Virginia Polytechnic Institute and State University, where she earned a master's degree in entomology. She earned her doctorate in entomology from NDSU in 2005 and has served as a professor and Extension entomologist for NDSU ever since.

Prior to earning her doctorate and joining NDSU in Fargo, Knodel worked as an Extension crop protection specialist for seven years at the North Central Research Extension Center in Minot, ND.

Over the past 20 years, she has provided statewide program leadership for Extension entomology and the North Dakota integrated pest management (IPM) program. Much of Knodel's Extension outreach and applied research focuses on insect pests of field crops grown in the state and evaluating IPM strategies.

"I enjoy conducting applied re-



*NDSU Extension entomologist Janet Knodel scouts a dry bean field.*

search on different pest management strategies. Then I determine which strategy is the best and most economical option for the producer's bottom line and deliver that applied research to producers," says Knodel.

Throughout her two decades of experience, Knodel has had the opportunity to observe many trends specifically related to IPM.

"As far as insecticides available for pest management in dry beans and other field crops, there are very few with a new mode of action coming to market," she explains. "The newer insecticides are more selective, controlling only piercing-sucking insects, such as aphids or leafhoppers.

"In addition, pests continue to change with new invasive insects

moving towards North Dakota, such as the brown marmorated stink bug," Knodel adds. "This is why insect survey work, as well as proper insect identification and regular pest monitoring, are so important and a critical part of IPM."

Dry bean growers are likely familiar with Knodel for her role as the principle investigator and coordinator of the annual Dry Bean Grower Survey of Production, Pest Problems and Pesticide Use. The information collected from the surveys helps determine research, Extension needs and helps shape future priorities.

Knodel's research and Extension outreach goes far beyond dry beans and is not limited to a specific insect or crop. In fact, her research has focused on insect pests of most agricultural crops grown in North Dakota, including canola, corn, dry beans, potato, pulse crops, soybean, spring wheat and sunflowers.

Current research efforts are focused on corn rootworms and soybean aphids, as well as canola flea beetles. She enjoys the opportunity to work on research and Extension projects for the various commodities grown in North Dakota.

Knodel says the best part of her job is, "Being of service to others and the satisfaction in helping someone make the best pest management decision for insect control on their farm."

When she's not working, Knodel enjoys gardening, bird watching, hiking, biking and yoga.

# Q&A with Ag Commissioner Doug Goehring

*A decade of dedication as North Dakota Agriculture Commissioner.*

***Commissioner Goehring, tell me a little bit about yourself and your involvement with agriculture.***

I am a third-generation farmer and have a 2,600-acre farm near Menoken, along with my son Dustin, in south central North Dakota. My wife Annette and I have six children and eight grandchildren. I attended Bismarck State College and am a licensed medical laboratory technician.

Our farm has grown numerous crops over the years, but currently have soybeans, corn, wheat, sunflowers and barley. In the past, we've grown peas, lentils, durum, flax, canola, mustard, millet, alfalfa and more, as well as ran a feeder cattle operation.

***You've been serving as agriculture commissioner since 2009. Did you ever envision yourself in this role growing up as a farm boy from North Dakota?***

No, I never thought I'd be here and never had any aspiration. Everything I dealt with in the past, from farming to leadership roles, prepared me and propelled me into this position. There are over 120 programs in the North Dakota Department of Agriculture and



*Commissioner Goehring addresses a room full of farmers at a roundtable discussion in North Dakota with Agriculture Secretary Sonny Perdue.*

90 percent of those are regulatory in nature. The public is affected by laws, rules or regulations or being impacted by someone breaking them.

Over the years, I've found it's all about approaching the situation with a serving attitude. If you keep the focus on the fact that you're here to serve, you'll do a much better job in responding to and helping people with their issues.

I love making a difference and solving problems. Quite frankly, I will tell you that most of the time I feel like I'm not that smart. We have a great staff here at the agriculture department, and I rely on them. It's

about gathering as much information from as many resources as possible to build a better program.

***With the dry beans being a specialty crop, it is very focused on trade and market development. What role does the Department of Agriculture play in market development, and what have you learned?***

I've been to 41 countries around the world. Through those travels, I've gained a greater respect for trade missions and our trade delegations. There are approximately 60 food export companies in North Dakota, and I get to work and travel with them; be their spokesman and advocate for them.

We've managed to expand North Dakota's footprint in the global market to have a larger presence.

On one international trip, I remember buyers asking where I was from and about the types of crops we grow in our state. I explained how we are the number one producer of dry beans. Their response was, "Oh yeah, well we buy ours from Arizona." You and I know Arizona is not a major producer of dry beans. These international buyers were technically getting the dry beans from here, but it was being processed and packaged somewhere else. Those packagers were getting all the credit for the product.



Just from that one experience, we started to increase our efforts and exposure of dry beans. When other countries realize our state is a major player, they start to talk about us. They know us now. That just continues to fortify and solidify the types of products and the quality of products North Dakota brings to the table.

***You've been involved with a number of farm organizations over the years. Obviously, a common theme has been the chance to work with farmers.***

All the way from the local to the national level, I have been involved with agricultural organizations, non-profits and corpo-

rate entities. I previously served as past president of the Midwestern Association of State Departments of Agriculture, secretary/treasurer of North Dakota Grain Growers Association, vice president of North Dakota Farm Bureau and am a former director of the North Dakota Soybean Council and United Soybean Board.

I'm also a member of the North Dakota Stockmen's Association, North Dakota Soybean Growers Association, North Dakota Corn Growers Association and an investor in the Red Trail Energy Ethanol Plant.

Currently, I serve as president of the Food Export Association of the Midwest and am the in-

coming president of the National Association of State Departments of Agriculture.

***As incoming president of the National Association of State Departments of Agriculture, tell us more about your involvement with the organization and goals for it.***

There are many changes that have taken place within state agriculture departments across the country. We've had a 60 to 70 percent turnover just in the Midwest. At the national level, it's almost 50 percent. A lot of my former colleagues in the Midwest went on to serve at United States Department of Agriculture as undersecretaries

or directors of some sort. It's challenging, but one of the things that I will continue to do and work on is to maintain the culture and the credibility of our organization.

We are sought out when there's ag policy being talked about on Capitol Hill. Whether its food safety, pesticides or trade issues, NASDA is at the front of those discussions. We interact with the Food and Drug Administration, Environmental Protection Agency and USDA on almost a regular basis. I will be looking to continue to build and enhance those relationships. I feel honored that my colleagues have supported me moving through the ranks all the way to president.

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## CHUCKWAGON CHILI

### Ingredients:

1 teaspoon vegetable oil	1 can (16-ounce) tomatoes, chopped
½ pound lean ground beef	3 cups water
1 large green bell pepper, diced	2 tablespoons cornmeal
1 large onion, finely chopped	1 tablespoon chili powder
1 teaspoon garlic powder or 1 clove minced fresh garlic	1 teaspoon dried oregano
2 cups (or 1, 15 ½-ounce can) cooked pinto beans, drained and rinsed	1 teaspoon cumin
2 cups (or 1, 15 ½-ounce can) dark red kidney beans, drained and rinsed	1 teaspoon paprika
	Salt and pepper, to taste

### Directions:

1. Heat oil in a large stockpot over medium-high heat. Add ground beef and cook until browned. Drain off excess fat.
2. Add peppers, onions and garlic; cook for 3 to 5 minutes.
3. Add remaining ingredients.
4. Simmer, uncovered, on low heat. Stir occasionally until thick.

**Prep Options:** Raid the produce section to make this dip fun. Red bell peppers, as well as carrots and cucumbers, also make good dippers for this hummus. Garnish with sour cream, cheddar cheese and green onions. Serve hot with cornbread, green salad and fresh fruit for dessert. Makes 4 servings.

**Nutrition:** Each serving has 397 calories, 12 g fat, 24 g protein, 50 g carbohydrates, 14 g fiber, 161 mg calcium, 161 mcg folate, 1,209 mg potassium, and 714 mg sodium.



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# Northarvest Exhibits at the School Nutrition Association Conference

By Megan Myrdal

Nearly 30 million students eat school lunch every day in the United States, according to the School Nutrition Association. That number, and the potential impact by increasing consumption of beans through the school nutrition program, is the reason the Northarvest Bean Growers Association continues to engage with and develop resources to support school nutrition professionals.

This year, Northarvest



*Faye Courneya (left) and Megan Myrdal (right) pictured in the Northarvest booth at this year's School Nutrition Association Convention.*

exhibited at the School Nutrition Association Annual Conference, held July


15-16 in St. Louis, Missouri. Over 6,500 school nutrition professionals

gathered from across the country to learn about new products, strategies and resources to serve healthy and delicious school meals. Megan Myrdal, director of domestic marketing & communications, and Faye Courneya, office manager, represented Northarvest at the conference and managed the booth.

In conversations with school nutrition professionals, one of the main barriers in serving more beans is there are few



*Continued on Next Page*

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*School Nutrition Convention 2: Convention attendees who visited the Northarvest booth show off their bean stickers.*



good, tested recipes that kids enjoy. This year, Northarvest partnered with School Nutrition Plus, a California-based school catering company, to develop 15 new bean recipes that meet school nutrition guidelines and are kid-tested and approved. This new collection of recipes are all available on the Bean Institute website at [www.beaninstitute.com/school](http://www.beaninstitute.com/school).

When attendees visited the Northarvest booth, they were provided cards that explained the benefits of beans and the importance of serving them to kids, as well as information encouraging them to access the new recipes. Additionally, through the partnership with School Nutrition Plus, copies of the cookbook "A Chef

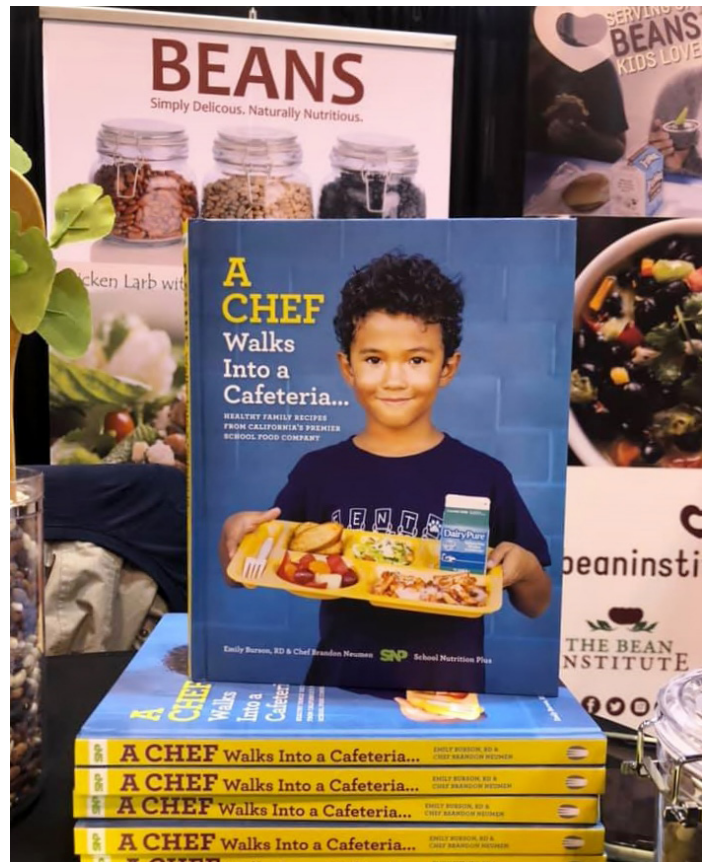
Walks Into a School" were used as a giveaway for attendees who opted to share their contact information with Northarvest. This generated 210 leads who received a follow-up email with links to the new recipes, as well as an invitation to receive the Bean Bites weekly e-newsletter.

Additionally, as a fun interactive game, Northarvest had attendees take the Bean Personality quiz. Visitors loved the game, and several asked about using it as a way to teach kids about the different beans and to build excitement about eating beans.

Overall, the convention was a positive experience for Northarvest. In addition to the sheer number of meals served through the program, creating a

positive experience with beans for young people is

a key way to developing lifelong bean eaters.



*The book "A Chef Walks Into a Cafeteria," put together by School Nutrition Plus, was used as a giveaway at convention.*





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## LAWSON JONES

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*Crops raised: Pinto beans, durum, spring wheat, soybeans, corn and canola*

**How did you get into farming?** Growing up on a farm, I knew that's what I wanted to do. In 1972, I bought my first tractor – a Case 2470. I claim that as my first-time farming. It was the first tractor I knew of that you could get factory installed air conditioning, which was the best. Now, my brother Lee and I currently grow 1,000 acres of dry beans.

**What classes of dry edible beans do you grow and why?** We've grown navy and black beans in the past. Right now, we grow pinto beans because they are tough in adverse weather. I hope the market can strengthen for dry beans.

**If you could try something new with dry beans, what would you try?** I'd like to try pinto beans and sunflowers in a strip-till situation. That way the pinto beans would have wind protection. I think the equipment would match up to do it. If someone has tried it, I'm interested to hear how it worked. My brother and I may try it next year.



*Jones skiing in Steamboat Springs, Colorado.*

**What organizations are you involved in?** I am a past president of the U.S. Durum Growers Association. In 2018, I received the Amber Award. The award is given each year to someone who has contributed significantly to the durum industry and producers. I also chaired the Dakota Growers Pasta Company variety development board, working with breeders to develop new varieties of durum.

**What are your hobbies?** I like to water and snow ski. Over the winter, I spent about 73 days snow skiing in Steamboat Springs, Colorado. I also like to go to Sweetwater Lake with my family.



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**CHRIS ADAMS**

Grand Forks, ND / East Grand Forks, MN  
*Crops raised: Several classes of dry edible beans, sugarbeets, wheat and hemp*

**How did you get into farming?** I'm the fourth generation to farm in my family and worked with my dad everyday when I was little. When I graduated from the University of North Dakota, I had to decide if I would attend dental school or farm. I chose to farm, and I think it was my destiny. I wouldn't trade farming for anything. My outside office is great. Farming is challenging right now, but we're always learning and getting better.

**What classes of dry edible beans do you grow?** My family has raised dry edible beans for at least 40 years. We grow many different classes, including cranberry beans, dark red and light red kidneys, pink beans, navy beans and black beans. We've grown cranberry beans for about 30 years. At one point, 30 to 50 percent of the entire U.S. cranberry bean crop was grown on our farm. That fueled the next step in the process for our farm, exporting beans. Most of our kidney beans go to canneries in the U.S. The types of beans we decide to raise in a given year all depends on what customers want.

**What got you interested in exporting beans to your own customers?** A few years ago, I looked into mar-

keting cranberry beans. Then, I went on my first trade trip to Colombia. I had one week to get business cards, literature, some signs and to educate myself on the country before I left. In Colombia, we met with buyers to talk credit terms. I ran before I crawled in the export business and started to learn more. We exported cranberry beans to South America. After that, I did more trade trips and sales into Europe.

**What are your hobbies?** I enjoy playing golf, hockey, traveling and hanging out with my family.

**Where's your favorite place to travel?** It's hard to pick a favorite spot, as I've been to several parts of the world. I've been to Colombia twice, Peru, Chile, Spain, Italy and the Philippines. Last year, I traveled to Dubai and Israel.



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*Adams shows a group of farm visitors dry bean plants and samples.*



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