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VOLUME 21 ISSUE 3

SEED SHORTAGES AND PRICES A FACTOR THIS SPRING

Seventy-degree weather in mid-March is sort of a double-edged sword. On the one hand, it made me very excited to get out on the tractor and start another growing season, but on the other hand, it made me realize how much I had to do to be ready when it's "go time." I don't think I'm the only one who spent a lot more time during the off season sharpening my pencil, and trying to figure out what to plant on all my acres. While the crop budgets favor planting dry beans, some seed shortages surfaced which makes this year's acres, and ultimately prices, maybe even more uncertain than usual.



As your Board of Directors makes decisions for our own farms, we've also spent time developing our 2015-2016 programs for research, promotion, development and communications. As I complete my first year as your president, my confidence and respect for my fellow board members continues to grow. I can assure you, each one of the directors you elected takes this job very seriously and always have the best interests of the Northarvest growers in mind.

As 2015 unfolds, we have some plans to promote Northarvest pinto beans in Colombia, as you'll read about in this issue. Since mid-December, Cuba has resurfaced as a potential market for our dry beans, which we will continue to explore. You'll also read about some of the highlights from our 40th Annual Bean Day, including the seed situation, and soybean cyst nematode. Perhaps the biggest concern related to last September's frost in Wyoming is the delay in being able to plant slow-darkening pinto beans here in Northarvest.

You can also read about what our growers and processors heard from Mexican buyers at the US Dry Bean Council's International Congress, and find out if the seed industry is ready to consider selling dry bean seed by seed count.

Here's hoping for an early spring, and just the right mix of rain and sun in 2015! As always, I'm always available to listen to your ideas, so please call!

Sincerely,

Joe Mauch, President
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Bean Briefs

CROP INSURANCE PRICES

The Risk Management Agency has published 2015 projected prices for dry beans for the Yield Protection, Revenue Protection, and Revenue Protection with Harvest Price Exclusion plans of insurance in Minnesota and North Dakota.

Prices are 25 cents for pintos; 28 cents for black beans; 31 cents for navies; and 53 cents for dark red kidneys. These four types are "true revenue" types and a grower's production guarantee will be based on the higher of the projected or harvest price. The harvest price will be announced by December 15.

In comparison, the black bean price for Michigan growers is four cents more, while the navy bean price is the same as Northarvest. The amount of data collected for Michigan dark red kidneys and pinto prices did not satisfy the Risk Management Agency's requirements. Consequently, these types grown in Michigan will not have coverage for price movement.

For the non-revenue bean types in Minnesota and North Dakota, prices are 28 cents for pinks, 33 cents for small red beans, 48 cents for white and light red kidneys, and 52 cents for cranberry beans. All are the same as Northarvest's recommendations, with the exception of pinks, which is two cents higher than the recommended price.

According to RMA, 75 percent of North Dakota dry bean growers bought revenue protection in 2014, a 15 percent increase from 2013.

ELECTION RESULTS

Directors representing Districts 1, 4 and 7 were seated on the Northarvest Bean Growers Association board at Bean Day in Fargo. Graf-

ton, North Dakota dry bean grower Tom Kennelly, the current Vice-President, was re-elected in District 1. Eric Samuelson of Crookston, Minnesota was elected to his first term in District 7, replacing Todd Sorenson. In District 4, Jeff Juliuson, Hope, N.D., was elected to fill the position of his dad, Alan, who had served on the Northarvest board of directors for more than 20 years.

BEAN LEADER PASSES

Edward "Gordon" McLean, age 82 of Gilby, North Dakota, died Thursday, March 19 in his home. McLean was the first president of the Red River Edible Bean Growers Association when it was formed in February 1976. McLean was one of about three bean growers who successfully lobbied the North Dakota legisla-

ture in 1975 to add a plant pathology position at NDSU for dry beans. After one year as president, McLean left the board to get involved in the North Dakota Beef Council and the North Dakota Stockmen's Association. The Red River Edible Bean Growers Association was changed to the Northarvest Bean Growers Association in January 1985.

WALHALLA BEAN CO. SOLD

Columbia Grain, Inc. President and CEO Mike Wong is pleased to announce that Columbia Grain has entered into an agreement to purchase Walhalla Bean Company, in Walhalla, North Dakota. The assets include three processing and distribution facilities for whole grain, beans and seed. Walhalla Bean Co. was formed in 1981 and has been

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owned and operated by John Berthold and Darryl Berg since 2007. John and Darryl, along with the rest of their staff, will continue to operate all three locations under the name of Walhalla Bean Company. Columbia Grain has been processing pulse crops in Montana, Idaho and Washington, but this will be its first venture into dry bean processing.

The purchase does not include Green Valley Bean LLC, Co. in Park Rapids, MN, where Berthold is president.

ND STOCKS MIXED

According to the December 31, 2014 stocks report from the Upper Great Plains Transportation Institute, North Dakota's 41 licensed bean warehouses held 1.315 million hundredweight of navy beans, seven percent more than the previous year. Stocks of pinto beans in North Dakota at the end of the year

are estimated at 5.377 million bags, also up seven percent from the end of 2013. Black bean stocks were 32 percent below the previous year, at 640,316 bags.

FINAL 2014 CROP ESTIMATE

In the 2014 Annual Crop Production Summary, USDA raised its estimate of US dry bean production two percent from the December estimate. The crop is now estimated at 29.2 million hundredweight, up 521,000 cwt from December. The average yield was raised 28 pounds per acre and harvested acres increased by 3,100 acres. USDA raised Minnesota's average yield again, from 1,720 pounds to 1,950 pounds per acre, raising the crop size 13 percent from the December estimate, to 2.88 million cwt. North Dakota's dry bean production is unchanged from December at almost 8.8 million cwt.

USDA increased navy bean pro-

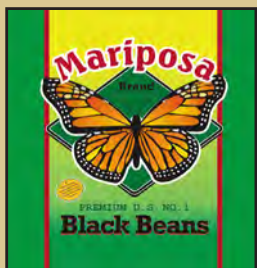
duction 295,000 cwt (6 percent) from December's estimate. The pinto crop was reduced 50,000 cwt (1 percent), while black bean production was raised 237,000 cwt (6 percent) from the December estimate.

STATISTICS CANADA

According to Statistics Canada's survey conducted from October 22 to November 13, Canada's dry bean production is estimated at 273,200 metric tons, up 33 percent from the 205,900 ton crop in 2013. Production of colored beans is put at 195,400 MT, 21.5 percent more than 2013. Canada's white bean crop is estimated at 77,700 MT, 71 percent above 2013.

Manitoba's dry bean crop is estimated at 82,700 MT, up 11 percent from 2013, despite a 14 percent decline in colored bean production. Ontario grew 50 percent more dry

Continued on Next Page



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beans in 2014 than in 2013; white beans were up 31 percent and the colored bean crop was up 72 percent. Dry bean production in Alberta totaled 66,000 MT, 37 percent more than 2013.

PIONEER PASSES

Funeral services were held in January in Burlington, Wyoming for 83-year-old Richard Oliver Gormley. After farming and trucking in Burlington, Gormley moved his family to Oslo, Minnesota to pioneer the dry edible bean industry

in the Red River Valley, with his brother Wesley. In 1964, the family moved to Grand Forks. In 1974, the business was sold and Gormley moved to Denver, Colorado where he stayed in the dry bean business with his son.

GF BEAN CLOSED

The North Dakota Public Service Commission has issued a cease and desist order against Grand Forks Bean Company. The investigation began in mid-November when a farmer indicated Grand Forks

Bean was not able to market his dry edible beans and asked about redelivery. Similar calls came into the PSC in late November and December. On December 1, the PSC determined the company's dry bean inventory was not sufficient to meet redelivery obligations. At this point, Grand Forks Bean cannot purchase or move any beans out of its facility without the approval of the Public Service Commission.

PULSES AT THE WHITE HOUSE

US Dry Bean Council Washington, D.C. representative Dale Thorenson, with Gordley Associates, was part of a meeting at the White House January 22 with the new executive director of Let's Move, Deb Eschmeyer, to promote the consumption of pulse crops in the diet. Doug McKalip, the director of the White House Rural Council, was also part of the meeting, as was Tim McGreevey, Executive Director of the USA Dry Pea and Lentil Council and the American Pulse Association.

LEGUMEX WALKER CONSIDERS ALTERNATIVES

Winnipeg-based Legumex Walker Inc. is exploring strategic alternatives, which could include selling the company, a merger, asset sale or financing. Legumex posted a loss of \$13.1 million for the first nine months of 2014 and had \$82.2 million in long-term debt as of September 30. Legumex, a major processor of pulse crops and canola, says its shares are undervalued and that two directors have resigned. The company's financial performance has been hampered by railway congestion limiting delivery of canola to its Warden, Washington crush plant. Legumex Walker also owns 15 crop processing plants in Canada, the US and China.



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Cuban Bean Business Will Take Time

After more than 50 years of trade sanctions, President Barack Obama is taking steps to normalize diplomatic relations with Cuba. The White House announcement removes key barriers to trade between the US and Cuba. For instance, the cash-in-advance-of-delivery policy through third-party banks will end. Travel restrictions do not end, but they will be relaxed. Congress still needs to lift the embargo and some lawmakers have already threatened to block those efforts.

Senator Amy Klobuchar (D-MN) led a bipartisan coalition of lawmakers to introduce major legislation to lift the Cuba trade embargo. The bipartisan

bill – cosponsored by Senators Mike Enzi (R-WY), Debbie Stabenow (D-MI), Jeff Flake (R-AZ), Patrick Leahy (D-VT), and Dick Durbin (D-IL) – would eliminate the legal barriers to Americans doing business in Cuba. The Freedom to Export to Cuba Act would pave the way for new economic opportunities for American businesses and farmers by boosting U.S. exports and allow Cubans greater access to American goods. The legislation repeals key provisions of previous laws that block Americans from doing business in Cuba, but does not repeal portions of law that address human rights or property claims against the Cuban government.

In Klobuchar's words, "it is time to turn the page" on Cuba policy. "I think there is some broad support for making some changes in our trade relationship and in our country's relationship with Cuba," says Klobuchar. "It's been 50 years and what we're doing really didn't work and we now have 11 million people 90 miles off our shore that want to buy American goods. This means more jobs, especially in the Midwest with agricultural products. So I think it's a real opportunity for our state."

The legislation has been endorsed by the U.S. Agriculture Coalition for Cuba, whose membership includes the US Dry Bean

Council.

The Freedom to Export to Cuba Act repeals the current legal restrictions against doing business with Cuba, including the original 1961 authorization for establishing the trade embargo; subsequent laws that required enforcement of the embargo; and other restrictive statutes that prohibit transactions between U.S.-owned or controlled firms and Cuba, and limitations on direct shipping between U.S. and Cuban ports. It does not repeal human rights provisions or provisions relating to property claims against the Cuban government. This proposal would also end the cash-in-advance policy for trade with Cuba.

The Cuba travel ban would be lifted under the Freedom to Travel to Cuba Act, which was sponsored by Senator Flake and cosponsored by Senators Leahy, Moran, Durbin, Boozman, Udall, Enzi, Whitehouse, and Klobuchar.

Asked about a time-frame, Klobuchar said we have to allow time for negotiations, and to get an ambassador and an embassy in place. She also said the US will want to start working on some of the human rights issues, but thinks it could move very quickly over the next year or two. There is also



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Typical street scene in Havana, Cuba, 2002.

a lot that Cuba has to do, but Klobuchar said the only way you start that is by opening up the door some so we start getting some of our products in, so they get more social media. “They’ve already gone from a few thousand cell phones to millions of them,” says Klobuchar. “We need to get them integrated into the world’s economy and I know that there are people in Cuba that want to do that and I think it’s going to be an amazing opportunity for Minnesota.”

Minnesota Congressman Collin Peterson says Democrats just about got the Cuban embargo lifted the last year they had the

majority in the House. “This is a case where I think President Obama did the right thing,” says Peterson. “This policy has obviously not worked, and there are big opportunities for agriculture. The question is whether the Republican leadership in the House allows this bill to come to the floor or are they going to let the three Cuban-Americans in Florida hold this thing up like they have for the last number of years? If this bill to lift the embargo came to the floor, it would pass. It’s time.”

Fradbelin Escarraman, who represents the Northarvest Bean Growers Association in Colombia

and the Caribbean, says there are definitely a lot of opportunities in Cuba. However, there are a lot of structural restraints and barriers that will have to come down before we see a significant increase in imports of dry beans from the United States to Cuba. “But, the time for change has come,” says Escarraman. “It probably is not going to go as fast as we would hope, but eventually it will come to a time that trade will be significant with Cuba.”

Escarraman says Cuba recently opened a new \$1 billion port, which is said to be the biggest port in the Caribbean. Brazil invested \$800 million of

that total. “Brazil is making huge investments in Cuba,” according to Escarraman. “It’s probably because they see the opportunity to have a hub there for their products and use the logistical advantage of the island.”

The North Dakota Trade Office had planned to organize a trip to Cuba this spring; however, that trip has been postponed because the Cuban government has saturated their allotment of US business visas. The North Dakota Department of Agriculture is now taking the lead on this trip, which may be rescheduled for fall.

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Selling Seed by Seed Count vs. by the Pound

Northharvest Bean Growers Association vice president Tom Kennelly contracted for 160 acres of seed last year, but when he finished planting, he had covered only 140 acres and there was no more of that variety available. "One time you get a tote of seed that's big seed and the next time it's small seed," said Kennelly. "You try to buy your seed to fit a field, or your acres, and then if the seed is really big you come up short, which increases your costs. If you're lucky enough to find small seed you end up with extra seed, which helps your

costs. Even if you can find extra seed, it may not be the same variety and you end up with two maturity dates."

But, it could be a bit more complicated than that. Seed companies deal with multiple classes and varieties of dry beans. Seed counts and shapes differ with each class. What is the best plant population for each class, and are you planting 7, 14, 22, or 30-inch rows? That will also affect your stand per acre.

The shift from selling seed by weight to seed count started with soybeans more than 10 years

ago. Lance Fugleberg, with Fugleberg Seed and Bean Company in Portland, N.D., recalls some growing pains, as seed companies and dealers converted from selling beans by the bushel, to 50-pound units, and then to 140,000 seed counts. "It works out well for soybeans," says Fugleberg, the president of the N.D. Seed Bean Growers Association. "But with dry beans, every package can be a different size and storing different size packages is not fun. Trucking companies like to fill their trucks with 22 pallets weighing 2,500 pounds,

instead of some weighing 1,700 pounds and some weighing 2,800 pounds. Logistically, it's difficult but it's feasible."

Representatives of Seedwest, Treasure Valley Seed and Preator Bean Company met with the Northharvest Bean Growers Association board of directors in January about how seed is sold, and some of the complications involved. One challenge mentioned was the seed counts that can typically vary anywhere from 700 to 2,400 seeds per pound. Processing, packaging and accounting is also more

Continued on Next Page



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work if bean seed is sold by seed count, and there are also some shipping challenges.

Northarvest Director, and Milnor, North Dakota bean grower Scott Mund said it's a "nightmare" for growers. Colgate, N.D. grower, and Northarvest board member Jason Mewes agrees. Last year, he was one of the last growers to pick up his black bean seed. "I had to pick up 13 bags of seed which consisted of eight different seed lots, with seed sizes ranging from 1,800 to 3,300 seeds per pound," says Mewes. "My planter does not like odd-

ball seed sizes."

A Treasure Valley Seed representative said they've offered all large-seed beans by the seed count for the past couple years, but some dealers have not converted to buying and selling by the seed count yet. The transition will take time to close the disconnect between buying and selling seed by the count versus the pound.

A spokesman for Seedwest told growers there's a big difference between unit shipping and unit pricing. The seed company representatives told Northarvest board mem-

bers that the growers' input needs to go to the seed dealers.

Kennelly thinks seed companies are reluctant to convert from selling seed by the hundred-weight because of the added investment they'd have to make in equipment. "Right now they're not paying the extra costs that the grower has to pay when we're running short of seed," says the Grafton, North Dakota grower. Mewes thinks bean dealers are apprehensive to make the change, which he understands. "It's something different, and we went through the same

thing when soybeans went that way. The dealers were scared of it a little bit. But I think as we work through it, and we keep having conversations, we'll all get on the same page eventually."

Fugleberg is both a farmer and a seed processor so he understands both sides of it. "I see why farmers are interested in buying seed by the seed count, but for everybody who handles the seed before the farmer it's going to be more work. This is just the beginning of what I think will be a long conversation."



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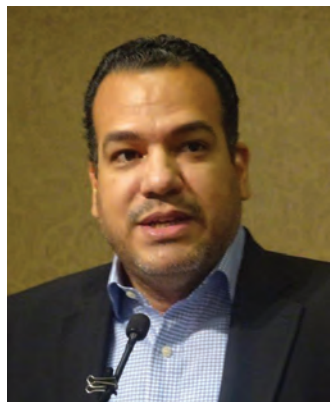
US Pintos Promoted in Colombia

The US Dry Bean Council (USDBC) has approved spending up to \$75,000 to promote US pinto beans in Colombia. This follows a USDBC trade mission to Colombia last September, and a trip last March by a delegation from the Northarvest Bean Growers Association.

Executive Director Duane Maatz says the USDBC amended its Foreign Agricultural Service agreements to include market access work in Colombia. Maatz says the three-to-five year plan is to conduct in-country promotions, which will include health, nutrition

and product awareness in the market. "The long-term goal is to continue to develop a preference in Colombia for US pinto beans," says Maatz, "then further develop other bean profiles and cultivate consumption preferences while maintaining an open, accessible market channel through positive relationships."

Northarvest's Colombian and Caribbean representative Fradbelin Escarraman says the first stage of this project was to meet with importers, let them taste pinto beans with local recipes, and gather as much information



Fradbelin Escarraman

as possible. The second stage was to develop four focus groups of consumers in Colombia to gather as much information as possible regarding bean consumption, the varieties and quantities they are consuming, the frequen-

cy, and where they are making their purchases.

"We also wanted to know if pinto beans had some elasticity in terms of demand because importers did mention that they were concerned about price," says Escarraman. "But we found out through the focus groups that the price is not a significant factor. If price increases, purchases won't be proportionally impacted. However, the price of a new variety will have to be introduced at a lower price."

Escarraman was part of the Northarvest del-

Continued on Page 17



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egation to Colombia last March when he noticed there were no pinto beans. "They do have their own varieties. Their most-known variety is cargamanto, which is similar to a cranberry bean," says Escarraman. "Pinto beans have been brought into the market in the past, but not in significant quantities. At this moment, there are no pinto beans available in Colombia."

Comments from the focus groups were very favorable toward pinto beans. The flavor was rated from good to very good and when compared to cargamanto beans, the taste and texture of pintos were preferred. Another

conclusion from the focus groups is that consumers in Colombia were willing to try this new variety (pintos). Most of the consumers said they would buy pinto beans if they were available.

Northarvest Bean Growers Association Executive Vice-President Tim Courneya says Colombian bean importers now think the US pinto bean does have promise, it's just that they need some support to help them move beans from the shelf to the consumer, which is where the US Dry Bean Council has stepped in. "The Council will be helping those importers of US pinto beans." USDBC representative

Randy Duckworth expects the promotion effort to get started in Colombia by May.

One US dry bean exporter reportedly shipped one container of pintos to Colombia last fall. They sold so well that he has plans to ship another five containers. Courneya thinks Colombia could be a shining thing for the USDBC. "We're starting out at zero and when you can show that you ran promotion and you can see beans going in there directly related to what you're promoting, it's going to be a feather in their (USDBC) cap as well as the industry."

While color is an issue in some Caribbean countries, it was not an issue among those Colombian consumers in these focus groups. Escarraman says it may become an issue once the market is opened to pinto beans from other states. He says the next step is to partner up with importers and develop a series of activities that will educate consumers, let them taste the product and allow them to buy it at a lower price.

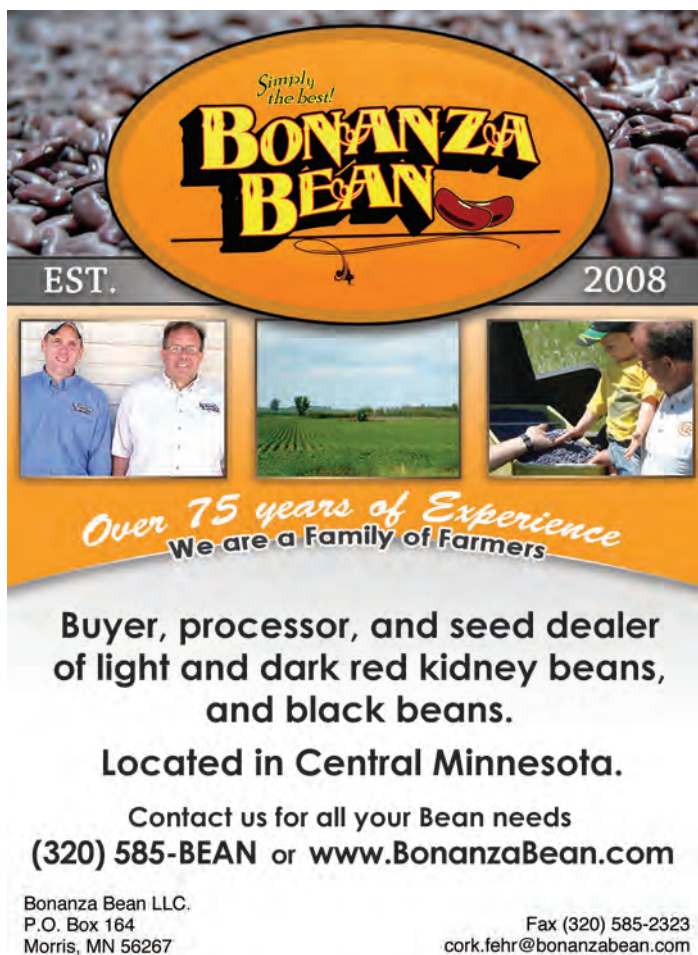
Colombia produced a little over 119,000 metric tons of dry beans in 2013, and imported almost 21,000 metric tons, mostly from Ecuador, Peru and China. Bean consumption in 2012 totaled more than 180,000 metric tons, but none were pinto beans.

Per capita consumption for Colombia's 49 million people is about six pounds.

Escarraman says the supermarket sector is growing in Colombia. Fifteen to 20 years ago, most of the food was purchased in open markets but that has changed. All social classes are now used to buying food in supermarkets, which creates opportunities for branding.

According to Escarraman, the main barrier that will face pinto beans in Colombia is the lack of knowledge by consumers, so education will be the key to their acceptance. Promotional activities will be done on TV cooking shows, and tastings will be conducted in supermarkets, shopping malls, culinary expos, fairs and exhibitions. Escarraman says it will also be important to enter the market through a well-established importer, such as the supermarket chain Exito, or the importer/wholesaler Aburra.

The US-Colombia Free Trade Agreement established a tariff-rate quota for US beans of 16,538 metric tons, none of which has been used. The duty will be phased out over 10 years, when the market will be completely open. At that time, the US will not need import permits and beans shipped to Colombia will have zero duties.



The advertisement features a large oval logo at the top with the text "Simply the best!" above "BONANZA BEAN" in a stylized font, with a red kidney bean graphic. Below the logo, it says "EST. 2008". Underneath are three small images: two men in shirts, a field of beans, and a person in a yellow shirt. Below these images is the text "Over 75 years of Experience" and "We are a Family of Farmers". The main text reads: "Buyer, processor, and seed dealer of light and dark red kidney beans, and black beans. Located in Central Minnesota. Contact us for all your Bean needs (320) 585-BEAN or www.BonanzaBean.com". At the bottom left, it says "Bonanza Bean LLC, P.O. Box 164, Morris, MN 56267". At the bottom right, it says "Fax (320) 585-2323, cork.fehr@bonanzabean.com".

Wyoming Frost Delays Development of Slow Darkening Pinto Beans

Temperatures down to 22 degrees for six hours last September 11 probably damaged 60 percent of Wyoming's 2014 seed crop, and maybe 100 percent of the black bean seed. The early frost damaged breeder seed increases being grown for North Dakota State University.

NDSU dry bean breeder Dr. Juan Osorno estimates a 50 percent loss in the increase of his slow darkening pinto and kidney

bean seed. Seed increases of the new kidney varieties Rosie and Talon were also affected. "And what we got after cleaning and conditioning was 60 percent germination," says Osorno. "We don't want to use that seed to produce foundation seed."

Osorno says he did have very small seed increases of slow darkening pintos in Idaho which will be used to make another increase this year. Breeding lines 23ST-27 and SF103-8

were sent to Homestead, Florida for winter increase where one acre of each line was planted in mid-January. Osorno calls this a backup way to keep moving this as fast as possible.

Osorno also plans foundation seed increases in Idaho, Washington and Wyoming this year. He estimates approximately 60,000 pounds of foundation seed may be available by the end of this year. Osorno will present these

two lines to the NDSU variety release committee in early 2016. Once released, certified seed growers should have access to some of this seed by next year. Additional crosses are under way using these lines, and more testing across more locations will be conducted this year.

"The good news," says Osorno, "is the slow darkening trait has been gained without tradeoffs in other agronomic traits." Yield, seed weight, days to



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maturity and plant height were all very similar to La Paz, Lariat, Stampede and Windbreaker pinto bean varieties. These beans were left in the field two or three extra weeks beyond optimal harvest times every year to let them suffer under the ele-

ments in order to see any difference in color. Osorno says he has seeds in his office from 2011 that look like they were harvested in 2014.

Osorno has been working on slow darkening pintos for the last six years in collaboration with

USDA/ARS breeder Dr. Phil Miklas. His work has been partially funded for the past two years with a Specialty Crop Block Grant from USDA through the North Dakota Department of Agriculture.

Seed increases of foundation kidney varieties will happen this year in Idaho, Washington and Wyoming which Osorno hopes will produce enough seed to supply the kidney market for certified seed growers late this year. Osorno plans to keep recycling those lines into his breeding program, making more crosses and do more testing this year.

NDSU recently released

Talon, a new dark red kidney bean, and Rosie, a light red kidney bean variety. Both have high yield, tolerance to the root rot complex, intermediate resistance to common bean blight, and excellent seed quality.

In 2014 variety trials, Talon had a yield of 2090 pounds per acre at Park Rapids, and 1720 pounds at Perham, out-yielding Montcalm and Redhawk. Rosie had a yield of 2230 pounds, topping Foxfire, Pink Panther and CELRK in the Park Rapids variety trial. Rosie yielded 1620 pounds at Perham, second only to Foxfire's yield of 1930 pounds per acre.



One of the NDSU pinto bean breeding lines that shows noticeably brighter color than popular varieties.



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Mexico Turns Tables

US participants at February's US Dry Bean International Congress heard that instead of buying US pinto beans, Mexico may be selling some of its pinto beans in the US and other destinations. "Mexico had a fairly good-sized pinto bean crop last year," says Judd Keller, a bean trader with Kelley Bean Company. "Also, the very poor exchange rate makes US beans more expensive, so Mexico will stick with its domestic crop as long as it can."

The Mexican peso has floated in value, from as low as 12 to 13 to the US dollar, to nearly 15 to one. Keller says Mexico exported pinto beans last year and thinks they will at least attempt to this year. Another factor hurting US export opportunities is the advent of the Saltillo pinto bean variety in Mexico. "Previous to the advent



Northarvest board members Scott Mund, Tom Kennelly, and Nick Kitsch at one of six one-on-one meetings with Mexican bean buyers.

of the Saltillo variety, Mexico's seed stocks really didn't produce a very nice looking bean," says Keller. "So we (US) had that big niche of a preferred, better looking bean. That Saltillo is competition for our beans, as far as that upper niche market. So,

if they have a large crop, they're not as dependent on us as they have been in the past."

The long term is really dependent on the Mexican crops, says Keller. "When they have an adequate crop, we'll see low export volumes. If they have a disaster, their import demand jumps astronomically." While US exports to Mexico have traditionally totaled about 250,000 hundredweight, Keller says that jumped to two million bags three years ago.

Northarvest Bean Growers Association Executive Vice President Tim Courneya says Mexico's domestic supply of pintos is adequate, the quality is adequate and they're cheaper than US pinto

beans. "One Mexican exporter was working out a plan to put Mexican pintos in a consumer package and delivering them to the US market. And they'll be cheaper than our beans or any place in the US."

Milnor, North Dakota farmer Scott Mund was one of three dry bean growers from Northarvest who, with Courneya, held six one-on-one meetings with Mexican importers during the Congress. Mund says Mexico had an excellent crop of pinto beans for two straight years so he suspects they'll be competing with the US. "They had a big crop. They really have no interest in pintos. They've got too many of them so they'll probably wind up

Continued on Next Page



Chippewa Valley Bean Co. President Cindy Brown was part of an industry panel discussion of promotions for the International Year of Pulses in 2016.

trying to export some into the US, which they've done for the last couple years now, and they'll be competing with us in markets outside the US as well."

While there is little interest in US pinto beans, Mexican importers are definitely interested in US black beans. Keller says one reason is the conversion of some traditional acres of blacks to pintos in Mexico. "Durango used to be about one-third black beans, and one-third pintos. Now, 85 to 90 percent of the crop in Durango is pinto beans." And Northern Zacatecas, where black beans have been dominant, has now produced as many as 40,000 to 50,000 metric tons of pinto beans.

Mund said all the Mexican buyers wanted to talk about was black beans and yellow, or mayacoba beans. Mund says the amount of black bean exports to Mexico will depend on the price. "But when I told them that acres were going to be down because of seed production issues, they really didn't like to hear that too much."

Courneya says US exporters do not have enough available 2014-crop blacks left to meet the demand. "Our elevators have not been willing to offer any more 2014 black bean crop because I think they're trying to squeeze as much out of

it as they can get. And it sounds like they will probably be able to get what they want at some point in time."

One Mexican importer said Mexican consum-

ers prefer black beans from the US over Mexican black beans. They appreciate the US black bean because of cooking time, uniformity, cleanliness, and so forth. "So," says

Courneya, "there is always a market for US black beans despite a higher price compared to Mexican blacks. The buyers we met with were very interested in selling US black

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beans to the Mexican government, which is buying them to give to consumers for political purposes.”

Mexican bean buyers also wanted to know what (US) growers were contracting beans for and what it's going to cost them to get beans there. “I told them that that's kind of a Catch 22 because there are contracted acres out there but they don't really want to sell us the (navy) seed without a contract, because of the seed production issues.”

Northarvest Vice President Tom Kennelly and Nick Kitsch, from Webster, N.D. were also part of the Northarvest grower delegation in Mexico. In addition to Keller, other



Mexican buyers tell Northarvest growers they prefer US black beans to Mexican black beans, despite the higher price.

Northarvest bean processors who attended the International Congress included John Berthold, Walhalla Bean Co.; Paul Montgomery, P.W. Montgomery; Bill Thoreson,

North Central Commodities; and Rick Harpestad, SRS Commodities.

The attendance at this year's Congress in Puerto Vallarta was up considerably from last year, partly

because USDA's Foreign Agricultural Service did not have the necessary funds to cover registration fees of importers, due to the federal government shutdown.

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Bean Day Research Highlights

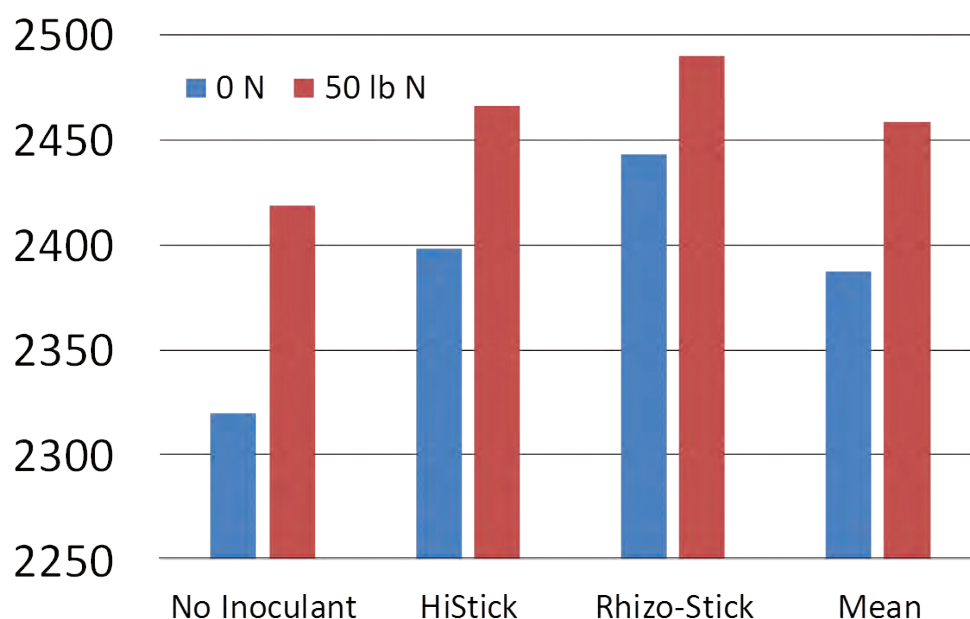
How much, if any, fertilizer, inoculants and direct harvesting affect edible bean yields was the topic of a presentation by North Dakota State University Extension agronomist Hans Kandel at the Northharvest Bean Growers Association's 40th Annual Bean Day.

According to the 2013 dry bean grower survey, Kandel says 87 percent of the edible bean growers who responded used nitrogen fertilizer in 2013. Eighty percent of the survey respondents used phosphorus, 65 percent, zinc; 50 percent, potash and 30 percent, sulfur. Seventeen percent of the survey respondents, meanwhile, used inoculants in 2013.

Research on whether the combination of nitrogen and inoculants resulted in higher yields was conducted in 2010, 2012 and 2013 at test plots at the Prosper Research farm and in a farmer's field near Park River, N.D., in 2013. Kandel planted Eclipse black beans, Lariat pinto beans and Vista navy beans in 18-inch rows in the plots. HiStick and Rhizo-stick, two commercial inoculants and a non-inoculated control, were used for the research trial.

Nitrogen availability in the plots, based on soil

YIELD IN LB PER ACRE INOCULANTS AND NITROGEN



test, was 50 pounds per acre and 100 pounds per acre. The areas with 100-pounds availability included 50 pounds of fertilizer applied to the fields by hand, Kandel noted.

Results of the research showed that there was no appreciable bump in edible bean yields with the combination of inoculants and nitrogen. Those results were contrary to what researchers expected the study to show, Kandel said. "The theory tells you that if you apply nitrogen you increase yields. If you use inoculants you increase yields."

But while there was no conclusive evidence that the combinations of inoculants and additional nitrogen fertilizer increased the yields, there definitely

was a correlation between direct harvesting of beans and yield loss. According to the 2013 Northharvest survey, 41 percent of farmers who responded had six to 10 percent yield loss; 16 percent had yield loss of 11 to 15 percent and five percent had from 16 to 20 percent yield loss when they direct-harvested beans instead of cutting them first and then harvesting then.

That yield loss was supported with the research plots at Prosper and in the Park River farmer's field which showed 13.4 percent loss with the Eclipse black bean variety, 16.1 with Lariat pintos and 14.4 with Vista navies.

SCOUTING REPORT

While edible beans may

not have flourished under the excessively wet conditions during the 2014 growing season, diseases did. "We saw a lot of diseases in 2014," said Sam Markell, North Dakota State University Extension plant pathologist. "The diseases in northeastern North Dakota included root rots, bacterial blights (halo blight and common blight), bacterial brown spot, anthracnose, and rust." Markell told farmers at Bean Day in Fargo that white mold was found even in western North Dakota where it's unusual.

While bean diseases cannot be prevented, they can be controlled before they become an epidemic, Markell told farmers. One way to control disease

Continued on Next Page

is to plant certified seed which is disease-free. Even though the home-grown seed that farmers hold back one year and plant the next may be relatively clean, it still can result in disease infection, he noted. "You don't need a lot of infected seed to have disease," Markell said. "My message here is, if you are thinking of using old seed, there are risks with that."

Another thing farmers can do to reduce disease in edible beans is to plant treated seeds, Markell said. "A lot of these seed treatments do help." Another challenge on the horizon for growers could be soybean cyst nematode, he said. Greater egg



Some pathogens can survive in seed.

counts mean lower edible bean yields, Markell noted. "My message here is that dry bean growers start testing for soybean cyst nematode."

OPTIMIZING THE USE OF FUNGICIDES TO MANAGE WHITE MOLD

Managing sclerotinia in dry beans has been an annual problem for farm-

ers during the recent wet cycle and Michael Wunsch, North Dakota State University Carrington Research Extension Center plant pathologist, is researching ways for farmers to best manage the disease.

Wunsch shared with farmers at Bean Day updates on white mold management, including the impact of row spacing on fungicidal strategies. One thing farmers should be aware of, Wunsch said, is that NDSU research showed that the fungicide Omega is a contact, not a systemic fungicide, so it does not perform well when the bean canopy is dense. The research also showed that the fungi-

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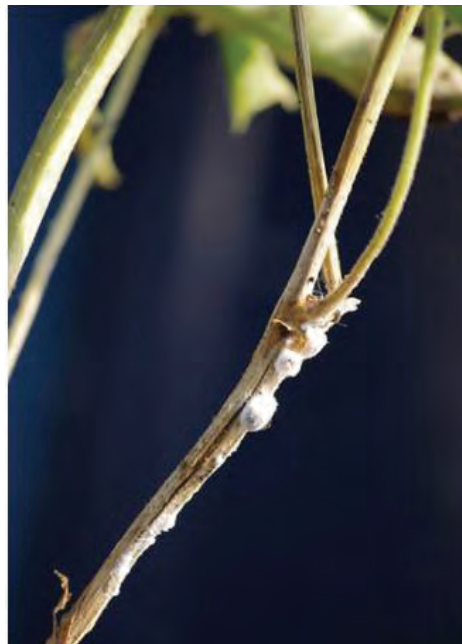
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cide application rate is important when it comes to treating white mold in beans.

For example, reducing the amount of Topsin applied from 30 fluid ounces to 20 fluid ounces, reduced the amount of sclerotinia control, said Wunsch. "Twenty ounces of Topsin, in my opinion is not enough."

Another important finding of the research on white mold control was that disease pressure is greater in narrower rows, so more fungicide is needed to control the disease. Making two chemical applications and using a different fungicide each time is optimal for sclerotinia management in edible



Research at NDSU is optimizing the use of fungicides to manage Sclerotinia in dry beans.

bean fields with narrow rows. However, the economic returns from using two fungicide applications in narrow rows may decrease as irrigation and/or rainfall frequency de-

creases, according to the research.

Predictably, sclerotinia management is easier to manage in wide rows, Wunsch said. However, because white mold

spreads from plant to plant, the disease pressure in the wide rows increases when white mold disease hits later in the season. That means that the yield penalty with wide row spacing may be the highest when white mold appears late in the season, Wunsch noted. As a result, the economic return from fungicide application may remain high even when the disease onset occurs late in the season.

Conversely, with narrow row spacing, Wunsch's research showed the economic return from fungicide applications may be sharply reduced when the onset of white mold occurs late in the growing season.

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Sample Your Soil for Soybean Cyst Nematode!

By Berlin Nelson Jr, Guiping Yan, Sam G. Markell and Julie S. Pasche, Dept. Plant Pathology, NDSU.

Most dry bean growers have heard about soybean cyst nematode (SCN), that small worm that gets into the roots and saps the energy from the plant (Figure 1), but how many of you have sampled your soils to see if you have SCN? If SCN has been reported in your neighborhood or county, especially in the Red River Valley, then you should be sampling those soils and sending them to a lab to

find out if you have SCN. That is the first step in determining if you might have a potential problem with this nematode.

The authors of this paper are concerned that SCN might cause some serious yield losses in dry bean if growers are not paying attention to infestation of their soils. We have solid research that shows SCN can reduce yields in dry bean and the above ground symptoms may not be very evident other than a reduction in plant height or robustness of the plant (Figure 2).

The only way you are going to know if this nem-

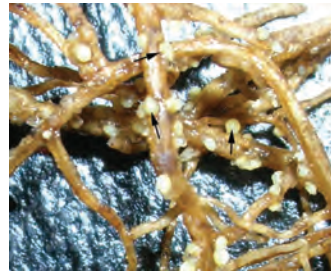


Figure 1. White females of SCN on dry bean roots.

atode is reproducing on your dry beans is to either see it on the roots (usually with the aid of a hand lens for an untrained observer) or you sample the soil to find out if it's there and whether the egg density is building up between when you plant in the spring and when you harvest in the fall. An-

other concern about SCN is the interaction of SCN with soil-borne fungal pathogens causing root rot. Root rot can be a serious issue in dry bean, and SCN may increase root rot damage as it is known to occur in soybean.

SCN has been spreading throughout North Dakota since first discovered in 2003, in Richland County, and is now infesting counties from the South Dakota border up to the Canadian border. The attached map shows the geographic distribution of SCN-positive soil samples from soybean fields collected between 2013 and 2014 (Figure 3). This map demonstrates the widespread occurrence of SCN over the eastern part of North Dakota and shows that SCN is in dry bean production areas. The nematode is easily spread from field-to-field in any soil that moves on farm equipment or with wind or water. The tiny dead brown female body that we call the cyst is filled with hundreds of eggs (Figure 4).

Also, research at NDSU has shown that SCN survives just fine in this northern climate and high egg levels can be difficult to reduce to very



Figure 2. Effect of SCN on growth of pinto bean. Plant in middle is the control growing in soil without eggs. The plants on the right and left are growing in soil with 10,000 and 5,000 eggs/100 cm³ of soil, respectively. Notice the more robust plant growth of the control.

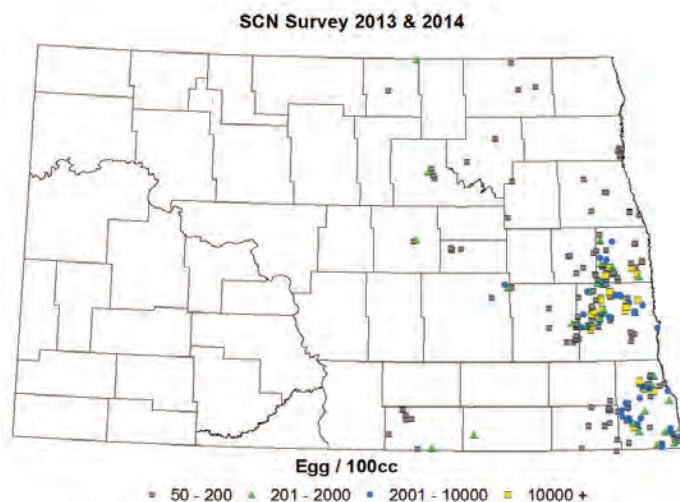


Figure 3. Map of the geographic distribution of SCN positive soil samples from soybean fields collected in North Dakota between 2013 and 2014. This demonstrates that SCN is widespread over the eastern part of the state and occurs in areas of dry bean production.

low levels with crop rotation. In areas where SCN is reported and there are susceptible crops such as soybean and dry

bean there is a very good chance that those fields will eventually become infested with SCN. We have observed that same

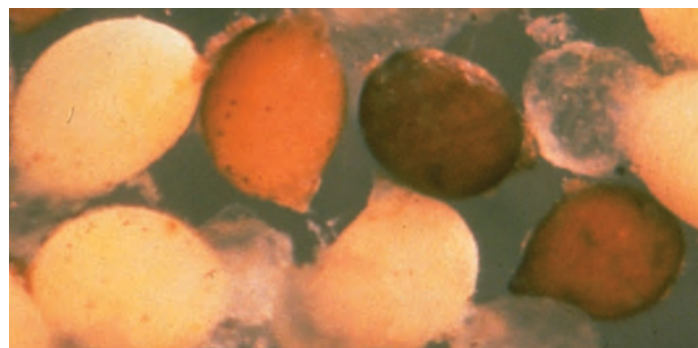


Figure 4. Enlarged photo of white females and brown cysts of SCN. These are very small, less than one millimeter in size. Each one contains hundreds of eggs that overwinter in the brown cysts.

scenario in areas where soybeans are grown – one infested field eventually results in many fields infested.

The management of SCN in dry bean starts with knowing if you have the nematode and finding out the egg levels in your fields. At the present time, black beans are the only group we have tested thus far which have some resistance. So, variety resistance is not going to be a major management tool for most bean classes until resistant varieties become available for this area. The NDSU dry bean breeder, Dr. Juan Osorno, has a breeding program in cooperation with Plant Pathology to move SCN resistance into breeding materials for this area. We have identified high levels of resistance in dry bean germplasm.

In the absence of resistant varieties, however, we need to rely on crop rotation to keep the egg levels low. One reason why it is so important to find out

about those egg levels in fields is that we want to prevent the nematode population from building up high egg levels because the chances of major damage are increased the higher the egg levels. Unfortunately, there is no threshold level for SCN eggs in a dry bean field that can be used to predict yield loss. The market class, bean variety, egg level, soil type, soil moisture and temperature are just a few of the many factors affecting the amount of damage to dry bean by SCN. The nematode generally causes more damage in a dry, warm year than in a cool, wet year. One thing we know for sure based on our research - the potential for yield loss by SCN is real and we need to pay attention to SCN in our dry bean fields. Sample those fields and keep records of those egg counts. If low egg counts start increasing, that is an indication of potential damage to your crop.

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Bean Veteran Worked His Way Up

Star of the West Milling Co. manager Jim Enger has had a hand in building the dry edible bean industry in North Dakota from the ground up. In fact, Enger was part of a construction crew that erected one of the first bean plants in northeast North Dakota. Enger was working on the crew that built an edible bean plant in Northwood, N.D., in 1972, and got to know company owners E. H. Walrath & Sons. After construction was completed, the owners asked Enger if he wanted a job at the plant.

A 1971 Northwood High School graduate, Enger says the \$2.75 per hour job at the new bean plant seemed like a good fit for a farm kid who didn't have any solid plans for the future. "That's how I got into the bean business," says Enger. During the next 10 years, Enger worked his way up through the bean plant's ranks, becoming manager in 1982. Three years later, Enger left the Northwood plant to manage Northland Marketing, another dry bean plant, in McCanna, N.D. In 1988, he and a partner purchased Northland Marketing.

"I saw an opportunity and it was very good for



Jim Enger helped build the Northwood, N.D. bean plant he eventually managed.

us," Enger says. During the next several years, he managed Northland Marketing. The company merged with Star of the West Milling Co. in 2003 and changed its name to North Star. Three years later, Enger moved to Hatton, N.D., to manage Kelley Bean Co., before moving to Leeds, N.D., in 2013 to manage Engstrom Bean and Seed.

Enger returned to McCanna, N.D., in 2014 to manage Star of the West Milling Co. Enger, now 61, says he told his company supervisors that he will stay at Star of the West Milling Co. until he has trained his son Derrick, now the plant's assistant

manager, to take over the reins of the plant.

In the meantime, as manager, Enger is responsible for the day-to-day operation of Star of the West Milling Co. "I am responsible for everything that goes on," Enger says. "That includes supervising employees, buying seed and contracting with growers for edible bean acres." The McCanna plant contracts for navy and pinto bean acres.

During his 43 years in the edible bean industry, Enger has seen the acreage of dry edible beans in North Dakota and western Minnesota greatly increase, at the same time the number of companies

in the industry has decreased. As in other areas of the agriculture industry, consolidation has reduced the number of independent companies. "Companies are getting bigger," Enger says.

Another significant industry change Enger has witnessed during his long career in the edible bean industry is that food safety has become a major issue. Star of the West has employees who strictly work in the area of food safety, he notes. "Quality control is huge," Enger says. "For example, now pinto or navy beans that farmers deliver to the McCanna plant can be traced back

Continued on Next Page

to the field where they are grown. Thirty years ago, we never thought of that. That's the single-biggest thing that has changed."

One thing that hasn't changed over the past four decades is Enger's reputation as a pillar of the edible bean industry. "He has had a positive influence on the edible bean industry," says Tim Courneya, Northarvest Bean Growers Association executive vice president. Courneya has known Enger since 1976 and



Jim Enger

says Enger has remained a steady, positive voice

and a grower advocate throughout the years.

"No matter who he works for, he is the same. Jim has seen it all and he's still the Enger I met in 1976," Courneya says. "Although, the relationship between a grower organization and a bean dealer could be contentious, that's not the case with Enger. He's always willing to share any information he has had."

When he is not working at the bean plant, Enger, a die-hard University of

North Dakota sports fan, enjoys attending football games and an occasional hockey game with his wife, Laurie, spending time with his four grown sons and his six grandchildren and heading to the lake during the summer.

He also still enjoys going to work each day and remains enthused about his job. "I like agriculture. It's the backbone of our community," Enger says. "Without agriculture where would our small towns be?"

Seed in Tight Supply

Dry bean growers experienced some seed shortages this year. David Scholand, with Treasure Valley Seed, saw production issues all over the US. "North Dakota certified seed production had a lot of disease in it this year. Michigan had the same problem with their certified seed program with all the disease, bacteria, blight and stuff like that. The freeze in Wyoming made it a real issue because that pretty much shut down probably 80 percent of the black bean seed that came out of Wyoming."

Lynn Preator, President of Preator Bean Company in Burlington, Wyoming, says temperatures down to 22 degrees for six hours

COMPARISONS: 2004 AND 2014	
2004 Field Inspections	2014 Field Inspections
22 counties produced edible bean seed	8 counties produced edible bean seed
164 fields inspected (*high of 431 in 1997)	24 fields inspected
Primary Cause for Rejection: Bacterial Blight	

on September 11 probably damaged 60 percent of Wyoming's 2014 seed crop, and maybe 100 percent of the black bean seed.

North Dakota State Seed Department Commissioner Ken Bertsch says North Dakota produced less dry bean seed in 2014 than in any time in recent history. Referring to 2014 during a presentation at Bean Day, Bertsch called it "miserable." Going all the way back to the mid-90s, Bertsch said North Dakota

hasn't had this level of dry bean seed production in a long time.

"The most striking thing is the number of fields inspected," said Bertsch. During the 10-year period from 1995 to 2004, Bertsch said field inspections totaled more than 400 in North Dakota. In 2006, 202 fields were applied for certification compared to just 24 in 2014. Only 625 acres passed inspection last year in North Dakota. 402 acres of black beans applied for certification

last year in North Dakota, but none were passed. There were no acres of navy beans applied for certification.

The reason dry bean fields do not pass inspection is almost always related to bacterial bean blight, according to Bertsch. "We don't grow seed in a high mountain desert environment. We grow seed in North Dakota. It's quite different than in other areas." Bertsch said the standards are all the same, or virtually the same in all states, so what you get out of North Dakota is a good quality seed—we just have a tougher time passing them here.

The one thing that has not changed over the

Bismarck & Fargo Living Ag Classrooms

The Bismarck Living Ag Classroom was held February 10 and 11, 2015 at the Bismarck Event Center, which had plenty of room to assemble the groups and teach 6 minute lessons. Fourteen booths worked with 1,150 4th grade students. Jackie Buckley, Morton County NDSU Extension Agent, and her office, coordinated the event.

Mandan FFA staffed two booths with 12 commodi-

ty groups. The Northarvest Bean Growers Association used the "Bean Crazy" game to teach students about dry bean production and sent pencils, puzzles, activity books and how to find Northarvest's production video on YouTube with instructors to share with their students. Groups from Bismarck, Mandan, New Salem, Turtle Lake-Mercer, Cannonball, Wilton, Glen Ulin, Gackle-Streeter, New England & Mott and Carson attended the event.

The Fargo Living Ag Classroom was held March 3-6, 2015 at the Hartl Ag Building on the Red River Valley Fair-

grounds in West Fargo. 2015 attendance increased to 2,253 students, 141 more than 2014. Most of the increase in attendance was due to West Fargo opening a new elementary school. Each day had three sessions at 9:00, 10:45 and 12:30.

North Dakota's Living Ag Classrooms began in Minot in 1995 sponsored by KMOT-TV and modeled after an event in Regina, Saskatchewan. Fargo began in 1997, sponsored by KVLX-TV. Northarvest sent Lynne Bigwood to carry a dry bean message at the Fargo Living Ag Classroom in 2001 and Minot in 2002. The

Bismarck event started in 2003 with Jackie Buckley coordinating the event.

This year all four events, Minot, Bismarck, Fargo and Lisbon, will host 4,440 fourth grade students; an amazing opportunity to educate young people who are learning North Dakota studies as part of their curriculum. Another message from teachers was that so many of their students have no contact with farms or farmers. For that reason, Bigwood thinks Northarvest's effort to help educate the next generation about food production, Farm to Fork, is well worth their time.

years is the pass rate, which remains at approximately 40 percent.

What will it take to reverse this pattern? Bertsch says new varieties is one thing, along with a different weather pattern, and any number of other factors. "What I truly believe is that what I've seen over this period of time depends on what happens environmentally and what happens with that bacterial blight load that's out there," says Bertsch. "If we had something like a certified seed law in North Dakota where only certified seed was being planted, and not anything else with virus, that inoculum load would go downhill."



Over 4,400 fourth graders learn about dry beans at Living Ag Classrooms.

Northarvest a Sponsor of Healthy Kitchens, Healthy Lives

The Northarvest Bean Growers Association was a copper-level sponsor at the 2015 Healthy Kitchens, Healthy Lives conference in February, in St. Helena, California. Megan Myrdal, registered dietitian nutritionist, represented the Bean Growers throughout the event.

The sponsorship provided Northarvest two additional conference attendees, and Roberta Klugman, a Food & Wine Communications professional in Oakland, CA (originally from Fargo, ND), and Arnell Hinkle, Executive Director of CANFIT in Berkeley, CA attended on behalf of the Bean Growers. Ms. Klugman is a respected communications professional with great media connections in the Bay Area, and Ms. Hinkle's health and wellness programs at CANFIT have broad reach, influencing food choices in hundreds of after school programs across the country. The women greatly enjoyed the conference, and appreciated the opportunity to learn more about dry bean production in North Dakota and Minnesota.

Healthy Kitchens attracted over 400 health professionals from various backgrounds, and



throughout the four days, sponsors engaged with attendees at two evening receptions and two lunch exhibits. During these exhibit times, chefs trained at the Culinary Institute of America (CIA) created a variety of delicious bean recipes for attendees to taste, including Smokey Tomato and Great Northern Bean Soup, Grilled Whole Wheat Flatbread with Spicy White Bean Puree, Mushrooms and Kale, Red Quinoa & Navy Bean Salad, Spiced Black Bean Burgers, Pinto Bean & Quinoa Burgers, and Brown Rice and Kidney Bean Salad.

The recipes were very well received and the 206 attendees who “opted in” and provided sponsors their contact information received a follow-up email from Myrdal sharing the recipes, as well as links to resources on the Bean Institute and CIA Pro Chef websites.

Throughout the exhibit time, Myrdal provided Northarvest literature to attendees including recipe cards, nutrition and health facts, and cooking guidelines. Over 600 pieces of literature were distributed to attendees.

Northarvest also sponsored a Bean Basket that

Budgets Favor Beans

According to 2015 crop budgets compiled by the North Dakota State University Extension farm management economists, corn will not cover direct and indirect costs. The return to labor and management for corn this year ranges from minus \$37.36 per acre to minus \$72.97 per acre. That assumes a cash corn price of \$3.50 per bushel. The soybean budget shows returns from over \$43 per acre to a minus \$8 an acre, assuming prices from \$8.85 to \$9.02 per bushel. Returns on spring wheat also vary, while malt barley budgets show returns to labor and management of mostly \$18 to \$49 per acre.

Dry beans show the most returns for 2015, ranging from approximately \$14 per acre in

the southern Red River Valley, to \$87 per acre in the north-central North Dakota crop district. The budget assumes a price of \$25 for dry beans.

NDSU Extension farm management economist Dwight Aakre says 2015 is a whole different ballgame than the last several years. “You could go with what you wanted to plant and have a reasonable assurance that it was going to be profitable—that’s not going to be the case this year. Most crops look, at best, breakeven and many of them are worse than that, no return to labor and management,” according to Aakre. “What is striking is, when you compare or rank the crops within a region, that ranking looks a lot like it did in the 1990s—those years that we

wanted to forget.”

It’s not all doom and gloom, though. Using the price forecasts compiled by the Food and Agricultural Policy Research Institute (FAPRI), and assuming an average yield in the county, Aakre thinks farmers could be looking at ARC-County farm program payments for corn that would offset projected losses for corn.

The complete 2015 crop budgets are available at <http://www.ag.ndsu.edu/farmmanagement/crop-budget-archive>

The North Dakota State University Extension Service has also updated the Crop Compare program, which is a spreadsheet designed to compare cropping alternatives and provides a tool for producers to check the changing sce-

narios until final planting decisions are made this spring.

The program uses the direct costs and yields from the 2015 projected crop budgets for nine regions of North Dakota, but producers are encouraged to enter the expected yields and input costs for their farm.

The user designates a reference crop and enters its expected market price.

Depending on the region, a broad selection of nine to 18 crops are compared. The program provides the prices for competing crops that would be necessary to provide the same return over variable costs as the reference crop.

The Crop Compare program is available on the Web at www.ag.ndsu.edu/farmmanagement/tools.

was raffled at the Friday evening happy hour reception. This basket included metal canisters for storing dry beans, epazote & bay leaves, and a variety of dry beans. The reception was also a time for games and fun, and Northarvest engaged attendees with bean signs with pun phrases like “Just Bean Silly,” “I Love Bean an MD,” and “Healthy



Kitchen’s BEAN Awesome!” Attendees held these signs, along with fun photo booth props, took photos, and posted their picture to their social media account.

In summary, Healthy Kitchens was a successful event to show health influencers how delicious, nutritious and cost-effective beans are.

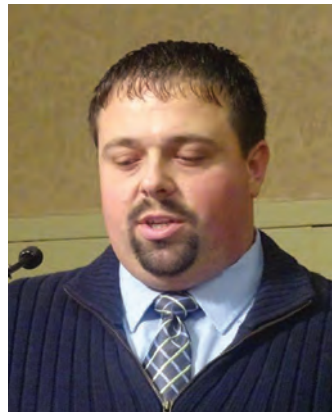
Market Outlook: Tight, to Manageable Supplies

For about the third or fourth straight year, USDA projects no carryover of dark red kidney beans this year. This is despite 2014 production that was 38 percent larger than the previous year. Matt Stawowy, a dry bean trader with Steele and Company, told the Bean Day audience that demand for dark reds has been, is, and will likely continue to be very strong. Stawowy estimated that 60 percent of last year's crop was already pre-sold at harvest time. "We are in a sold-out position on dark reds," said Stawowy. "In reality, we have been in that position since probably right about harvest." There's strong grower interest due to prices over \$50 per bag, but the short supply of seed may limit acres of dark red kidney beans.

USDA projects the light red kidney bean carryout at 175,000 hundredweight, but Stawowy says a lot of people in the industry disagree with that. "We have until August to market the remaining 20 percent of the crop, so I do believe we'll probably be in a virtually sold out position on light reds by the end of this crop year." As with dark reds, seed will be an issue for light red kidneys this spring.

Ending stocks from the 2013 crop of navy beans were much below average. Growers responded by planting 42 percent more acres, producing a crop of 4.4 million hundredweight last year, 30 percent more than the previous year. Stawowy calls demand for navies steady to strong. As of January, processors indicated 70 percent or more of the 2014 crop was marketed. USDA estimates North American ending stocks of navy beans at less than 600,000 bags, according to Stawowy. "Traditionally we'd probably carry in, if we looked at our last four or five years, we're probably used to carrying in maybe 7 to 800,000 bags, not including the most recent years where that was much less." Stawowy expects "stagnant" acres of navies or possibly a modest increase in 2015.

Despite a nearly 60 percent increase in black bean production last year, the US is pretty well sold out of black beans. Stawowy said carry in stocks of about 250,000 bags were below the traditional level of 750,000 bags. "We seem to have an increasing domestic demand every year," according to Stawowy. "That, combined with the



Matt Stawowy

smaller than anticipated carry in and maybe less than anticipated yields, has supported the market. Mexico also came into this market pretty strong toward the end of harvest. We took what we thought was going to be a really big black bean crop and we're mostly sold out," Stawowy said. Grower interest in blacks seems to be pretty strong and despite tight supplies of popular varieties, Stawowy expects an increase in acres again in 2015.

Stawowy said demand for pinto beans has been a little bit slow for the last year-and-a-half. He thinks part of the reason is the uncertainty about getting the 2013 crop planted, which prompted end users and exporters to buy up everything they could get a hold of. "Then it kind of surprised us when most of the crop got planted and made it-we ended up

with a pretty good pinto crop," Stawowy recalls. "And end users then had to work through a year-and-a-half's worth of contracts that they bought when they were unsure if they were going to have the pintos coming into this year. So it really took until two-thirds of the way through this past crop year to start shipping the 2014 pinto crop." With more than half the year to market a lot less than half of the crop, Stawowy said it's not really a bad outlook for pintos.

Mexico also had a pretty good pinto bean crop and Stawowy said some Mexican pintos are being offered into the United States. "That's kind of a change for us. We traditionally count on Mexico to buy pintos from us not to compete against us in our own market," said Stawowy. "Mexican beans are also going into the African market and I've heard that Mexico was moving pinto beans into the Dominican Republic, both traditional markets for US pintos." Canadian pinto beans are also filling some demand in Angola, India and Turkey. Despite this competition, Stawowy calls the estimated pinto bean carryout of 1.7 million bags "manageable."



TOM ARNOLD
Appleton, MN

What's the history of the Arnold farm? I've been farming basically my whole life. After high school, I went to Moorhead State University and got a teaching degree in industrial arts and vocational carpentry education, then I came back to the farm in 1982 and have been farming ever since. My dad started farming in the late 1960s and retired about 10 years ago.

Have you always raised edible beans? I raised some navy beans back in the early 80s, then I didn't raise edibles for a while, but I've

been raising black beans for the last six years now.

What do you like about blacks? They're a little more tolerable to the weather conditions for staining. They stand good and they can sit out in the field for a while and they still seem to hold their condition.

What other crops do you grow? Wheat, sugarbeets, corn and soybeans.

What has been your favorite piece of equipment? I guess it's relatively new to me but the one

I like now is my new John Deere planter. It's a 24-row, 22-inch planter with the central seed system on it which eliminates a lot of the bag handling.

Is there a piece of equipment you couldn't do without? Probably my Top Air 2400 sprayer. It has a 2,400 gallon tank on it with tracks on it, with a 132-foot boom. I do all my own spraying and if I had to custom-hire it, it'd be a big bill.

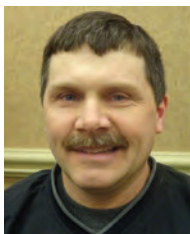
Any hobbies? Yeah. I guess my favorite hobby is my personal flying that I do, and downhill skiing. I have my own Piper PA28 235 Cherokee.

Favorite food? Hamburgers and French fries.

If you could win a vacation anywhere, where would you go? Someplace in the Caribbean.

The latest update from US Dry Bean Council consultant Raul Caballero in Mexico City pegs Mexico's 2014 Spring-Summer dry bean production at 966,455 metric tons, seven percent, or 73,410 metric tons, below the 2013 crop. Production in Zacatecas was down 22 percent from the previous year, while Durango's crop increased six percent, and Chihuahua grew 20 percent more beans in 2014 than in 2013. According to Caballero, Zacatecas produced 354,000 tons of beans, 35 percent of which were black beans, 30 percent pintos, and 35 percent are colored varieties. In Durango, final production numbers are around 180,000 tons, 80 percent of which are pinto Saltillo. Ninety percent of the 124,000 tons of beans produced in Chihuahua were pinto Saltillo.





ERIC JORGENSON
Leeds, N.D.

Tell me about the history of your farm. I'm a fourth generation farmer. My great-grandfather homesteaded about a mile east of my place. Then he moved to another place a little further west, and then my grandfather bought the place where I live in 1931. My father took it over and now I've taken it over. So I was born and raised on the place that I farm.

Farming is all you've done? Yes, that's all I've done. I started in 1991 when a neighbor came and wanted to sell a couple quarters of land and rent me the rest. So I rented that and my dad and I each bought a quarter. I added that to the three-and-a-half quarters I rented from my grandfather, and that's how I got my start. And dad helped me a lot too.

How long have dry beans been grown on the farm? I started in I believe in 1999. My father never

raised any because he wasn't sure we could grow them here. So I tried them and I liked them. They've been a good crop, good rotation, I like what they do for the soil. So I started then and I've never quit and I've increased my acreage now to what I can get cut and harvested in a reasonable amount of time.

Do you raise pintos? Yes, it's all pintos. I did raise some navies for about three years in a row to try to find something besides soybeans but I just didn't have as good a luck with the navies as I did with the pintos.

What have you learned about the crop? Any production tips? I plant them in 30-inch rows, which I like. I think I'm getting some better yields. When I talk to some of the other growers with narrower rows, I have less disease, less white mold issues with 30-inch rows. We still undercut them. I like that process. As long as

I have my hired man, I'm going to keep undercutting them. I think I'm getting more pounds per acre than say a direct harvest. Nothing wrong with the direct harvesting-I understand why they do that, but myself, that's what I like.

Have you had a favorite piece of equipment on the farm? Right now I like my self-propelled John Deere 4830 sprayer. I've only had it a couple years but that's kind of my favorite right now.

What's your favorite meal? I'm kind of a meat and potatoes guy. I like my steaks and potatoes, and I do eat some beans. My wife is from California so she likes the tortillas and she likes a little more Mexican food. She's kind of transitioning me into this.

Do you have any hobbies? I like to work on old cars and tractors, even though I don't get time to do it. I've got kind of a thing for 1960s and 70s cars and pickups.

If you could win a vacation anywhere, where would you go? I wouldn't mind going to Hawaii or Mexico.

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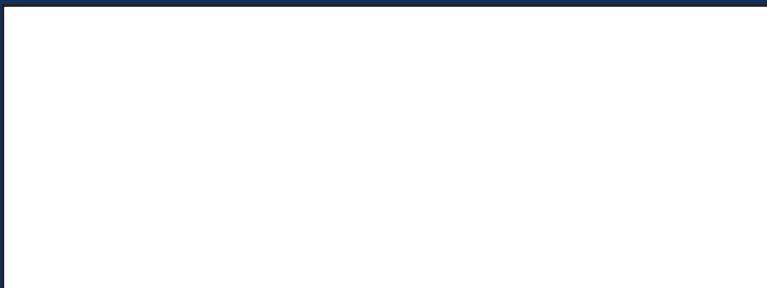


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