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**OFF AND RUNNING**

Welcome to another growing season! For a change, we heard on the news about initial planting dates this spring; however, the planting season that started for some growers in March extended well into June once again.

A year ago, I said the number one issue facing the dry bean industry in the Northarvest region was rail transportation. While that has seemed to improve significantly, the lack of demand for beans has resulted in very slow trading activity. As the crop was being planted, there seems to be a lack of consensus on which direction the markets may move. Assuming good yields, dry bean returns may still be better than most other competitive crops.

As always, your Northarvest Board of Directors is focused first and foremost on research to help you maximize yields, on market development -- both on the foreign and domestic front, as well as new uses. I hope you find the article on "Pulse Push" interesting. It is encouraging to see all the new products on the market utilizing pulse crop ingredients.

You can also read about the door to Cuba being opened a crack, and the planned trip to Cuba in October. We also learn about the latest mission to Colombia. We feature production tips for this growing season from a veteran crop consultant, and learn about Reflex herbicide getting a supplemental label for dry beans in northern Minnesota.

You'll also meet Rebecca Bratter, the new Executive Director of the US Dry Bean Council. I think you will be impressed with her strong background on trade promotion. We also feature long-time Northarvest director Alan Juliuson and Juliuson Farms.

Good luck in 2015! Don't hesitate to contact me, any of your Northarvest directors, or the office. We are working for you!

Sincerely,

*Joe Mauch, President  
Northarvest Bean Growers Association*



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# Bean Consumption Trends

Harry Balzer has been watching what people eat for 37 years. The NPD Group retail food sales tracker says if this was 1978, we'd be talking about how fast food is killing us and fast food restaurants are trying to figure out how to make a healthier hamburger. "In 1991, McDonalds came out with the McLean burger," recalls Balzer. "Everybody thought it was going to change the way Americans eat, and here we are 25 years later and now we have Chipotle saying they're going non-GMO. What's the difference?"

Balzer thinks the task of feeding humans is fascinating because they always seek out something new, which he says is not a trend but rather a fact of life.

Balzer says the trend in the consumption of legumes over the last 10 years has been steady. In 2004, about 46 or 47 percent of all Americans would eat a bean product at least once in a two week period. Today it's the same number. "But what is changing is the type of beans that we're eating," says Balzer. "While the black bean market has been taking off, the pork and beans category has been having a difficult time." Soybeans and edamame's are also doing



well, as is hummus, which is made from chickpeas.

Balzer says six percent of all Americans will consume black beans at least once in a two week period. "That's up from one percent ten years ago, so you'd call that one of the big winners, and probably has a lot to do with the growth of Mexican food," says Balzer. He has no data on whether the interest in non-GMO or gluten-free foods is influencing dry bean consumption, but does say those two things probably benefit the category because they are "clearly hot buttons." A third contributor is likely protein.

Balzer says healthful eating is always present—it's not a trend. "We always want to eat healthy, we just don't know how to define health—that's what always changes. When I first started tracking eating habits," says Balzer, "health was defined by avoiding bad things, avoiding fat, cholesterol,

sodium and sugar." After a period of trying low-fat, low cholesterol products, Balzer says we discovered another way to address health-by adding good things to your diet, like whole grains, antioxidants, omega-3s, or nutraceuticals. In the last five years, he says the run has been to non-GMOs, protein and probiotics, which might tie into gluten.

The problem with all of these is they come and they go, says Balzer. "Because we are always looking for new things, so we'll look for a new way to address our health because we will always want to be healthy."

Asked about the trend of snacks, such as chips, made with bean ingredients, Balzer said consumers are not reporting them as a separate item to him at this time. He does see a movement underway in the country to do more snacking, but only to make those snacks the main meal. "So, it's not to

eat more snacks, cookies, cakes or ice cream, which are by far more popular than bean snacks," says Balzer. "But, because the country is not getting wealthier, there's a movement toward having someone else do our cooking, which restaurants were doing more of over the years, until incomes started stalling. Instead, we've turned to supermarkets to provide foods that will be the main meal. So my lunch now can be hummus and chips."

So, there is a movement not toward more snack eating, but to more snack foods being eaten at main meals, according to Balzer. "And I think the traditional meals are being altered to be easier and I think a lot of those are foods that are naturally easy to eat, which are snacks, being brought into breakfast and lunch, primarily.

The other part of trying new things relates to dieting. Balzer claims one out of five adult Americans right now are on some kind of diet. Over 70 percent of us have tried a diet sometime in our adult life.

Ten years from now, Balzer still expects 47 percent of Americans will eat beans at least once every two weeks. What he doesn't know is what kind of beans.

# Dry Bean Production Has Shifted from 50 Years Ago

In 1965, Michigan produced more than 30 percent of the US dry edible bean crop. It is very interesting to see how dry bean production has shifted geographically from 50 years ago.

	1965		2014	
	Yield	Production	Yield	Production
Michigan	950	5,947,000	1940	4,749,000
New York	1250	1,212,000	1490	115,000
Minnesota	1150	115,000	1950	2,887,000
North Dakota	1500	330,000	1430	8,795,000
Nebraska	1600	1,216,000	2500	3,800,000
Kansas	1100	121,000	1710	118,000
Montana	1650	198,000	1630	603,000
Idaho	1900	2,755,000	1800	2,232,000
Wyoming	1500	760,000	2130	799,000
Colorado	920	2,208,000	1900	835,000
New Mexico	750	52,000	1900	200,000
Utah	650	52,000	--	--
Washington	1890	397,000	1500	1,935,000
California	1200	2,282,000	2190	1,040,000
United States	1200	18,662,000	1753	29,206,000

The USDA statistics from 1965 were contained in an article in Modern Farming, a newspaper produced by Michigan Bean Company, a division of The Wickes Corporation. Our thanks to Larry Sprague, with Kelley Bean Company, who provided the historic article. The Wickes Corporation bought bean plants built by the Gormleys in Cavalier, Hatton, Mayville and Wyndmere.



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# Trade Veteran Leads US Dry Bean Council

US Dry Bean Council Executive Director Rebecca Bratter has spent the last 18 years dedicated to global market development and trade for a variety of US agricultural commodities.

Working closely with the US Department of Agriculture's Foreign Agricultural Service (FAS), Bratter has represented the global trade interests of the US wood product industry, US wheat growers, US corn, barley and sorghum growers and processors, agricultural technical providers, and traders such as Louis Dreyfus, Cargill, and ADM. She has also collaborated with both the FAS



*Rebecca Bratter*

and the US Agency for International Development (USAID) on humanitarian feeding and nutritional programs utilizing US origin commodities to provide sustenance for food-insecure nations.

Bratter has been active in developing broad trade


policy agendas to run in tandem with global market development activities and has represented US agricultural interests in bilateral and regional trade negotiations and at multi-lateral forums such as the World Trade Organization (WTO).

A key aspect of her roles with various associations has been leadership of industry and association committees to achieve consensus among divergent interests with a view towards program excellence. To that end, together with other members of executive leadership, she has played a leadership role in several

organizational development initiatives, ensuring use of best practices and streamlining operations for efficiency.

Bratter believes that agriculture is a key driver of so many things: our economy, partnerships around the world, and ensuring everybody gets the food they need. "I've really dedicated my career to it (agriculture)," says Bratter. "I didn't plan on it. I actually planned to be a diplomat; that was my original career goal. I guess I am a diplomat of sorts, I'm an agricultural diplomat."

Recently, Bratter also spent a couple of years working with a South




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African humanitarian organization dedicated to agricultural development. She worked with groups in Africa on the McGovern-Dole school feeding program with US commodities, to establish a value chain development in agricultural productivity. "In addition to my experience promoting US commodities around the world, I wanted to dedicate some time to strengthening the ability of African nations to be able to feed themselves, and become important trade partners," said Bratter.

Before joining USDBC, Bratter ran her own agricultural consulting practice, The Chaski Group, working with US agricultural trade groups on new market development and food aid policy. She sees "tons" of opportunities for US dry beans. "The US Dry Bean Council has a really strong overseas presence, with very well established, talented representatives around the world," says Bratter. "They've achieved tremendous success in increasing export opportunities for US dry beans, but it's a new world filled with more opportunities and new markets. I think there are some exciting things happening in Latin America and South Asia, and some new markets, even in countries that are net exporters of dry beans." Bratter has always believed that regardless of whether a country is a net

**"The US Dry Bean Council has achieved tremendous success in increasing export opportunities for US dry beans, but it's a new world filled with more opportunities and new markets. I think there are some exciting things happening in Latin America and South Asia, and some new markets, even in countries that are net exporters of dry beans."**

importer or net exporter, there's always an opportunity to develop a market presence.

She says the Colombia Free Trade agreement has set the stage for much of agriculture to get some important market access benefits that are now leading to success, which is something the USDBC will be focusing on in the next year. Bratter also sees interesting opportunities in Brazil, as well as some targeted, niche markets in Central America and Southeast Asia. "We'll also be going into Bulgaria for the first time ever this year, and Angola, which is already a big commercial market for US dry beans, could become one of our top export markets," according to Bratter.

When she worked with other agricultural groups,

Bratter was part of the community that fought hard to get the South Korea, Panama, Colombia, Peru and the CAFTA-DR trade agreements approved, and thinks we're seeing the benefits of new market access. And like most people in agriculture, she says the USDBC is looking very closely at the Trans-Pacific Partnership as the next great big trade deal. "As we're focusing on that," says Bratter, "we'll also be looking at the Transatlantic Trade and Investment Partnership. Europe is an important market for exports of US dry beans, so we'll be focusing on that one." She also notes the importance of trade promotion authority, or "fast track", to get all of these trade deals done.

Bratter says the USDBC

will continue to support the US government's trade policy initiatives that they consider to be trade priorities and where agriculture will benefit from either preferential market access or from leveling the trading field some other way, like enforcing countries to comply with domestic subsidy or domestic support obligations. She has worked with US trade negotiators during the Doha round negotiations at the World Trade Organization and believes strongly in the importance of the WTO as a global trade regulating body with the ability to enforce all members to comply with trade commitments.

Bratter says the USDBC will also increase its presence on social media in the near future to get its message out. She also looks forward to working with the USDBC's partners at USDA and other government agencies to make sure the trade agreements come about, and continue to lead to the US Dry Bean Council's efforts to ensure increased consumption of US dry beans in the US and around the world.

Bratter has lived and worked all over the world and is fluent in Spanish and speaks decent Portuguese, along with a smattering of other languages. An outdoor and tropics enthusiast, Bratter lives in Miami Beach with her husband and dog.

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# Walking Fields

When planting dry beans as late as many acres were planted this year, it's tough to get weeds out. Scott Edgar, a crop consultant and owner of North Star Ag Services in Warren, Minnesota, says a lot of farmers work fields so much to try to get weeds out that they dry them out. "Sometimes, you're actually better off with a pre-emerge Roundup treatment or a different chemistry that you can put on after planting instead of working the ground so much," says Edgar. "We've seen that, especially on old beet ground where it's dry to start with."

Edgar's first piece of advice is to keep your dry bean fields clean. "Minnesota got a Reflex label, which is nice, because it's about the only chemistry we've found that works on common ragweed. That's been our worst common ragweed area and without that label, it's been a tough area to keep common ragweed out of." Edgar says kochia used to be the biggest problem weed for dry beans, but with the Roundup crops, kochia has become one of our minor weeds. He says lambsquarter and common ragweed are becoming stronger every year. "I've seen a significant decrease in thistle and wild oats—a lot of these fields don't have much for thistle or wild oats left in them," says Edgar.

Asked what he prefers to use to control lambsquarter, Edgar said it's tough to pass up Raptor. "But if your beans are under stress, Raptor is the kiss of death for them. So, we go by weather conditions when we're going to spray Raptor. We can't spray it on iron chlorosis beans or water-stressed beans, so then we move more into the Basagran and Reflex then."



Scott Edgar

He also stresses the importance of keeping white mold out of your beans. "We try to keep the fertilizer down because of white mold.

We don't want the growth, so we're conservative on nitrogen, but we need nitrogen to get the plants to grow enough," says Edgar. "If the conditions are right for white mold and we have really nice crops, we make a first application of fungicide. We're working with an aerial applicator, Happy Crop Inc. in Graf-ton, North Dakota, this year to try spot-spraying the second application, using aerial imagery to see if we can adjust the second spray to the fields."

Edgar prefers to desiccate dry beans prior to harvest with Roundup his product of choice. "I understand some companies don't want Roundup so we honor their wishes, but it is nice to use it because it kills the low spots of the fields so you don't have the green pods coming into the combine."



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# NDSU Bean Breeder in Guatemala

North Dakota State University dry bean breeder Dr. Juan Osorno was among the presenters at the 60th annual meeting of the Society of the Central American Cooperative Program for the Improvement of Crops and Animals (PCCMCA) in Guatemala, in early May. Osorno was part of a nearly three-hour plenary session on grain legumes, which also included three presentations by Legume Innovation Lab scientists. Director Irv Widders presented an overview of legume research and their value in developing countries.

Osorno gave a progress report on the genomic sequences of agricultural crops and their application in the breeding of legumes. "Legumes are part of their diet so it is really important for them to increase not only productivity but also the nutritional quality of their beans," says Osorno. "They heard about our release of the dry bean genome sequence last year and wanted to get more of a first-person view and how that might be useful for them in the future." Dr. Phil McClean, bean genomicist at NDSU, contributed significantly with the material presented in that conference.

Osorno thinks genome sequencing is the beginning and not the end. "Now we have the cookbook recipe, the instruction manual," says Osorno. "Now, trying to figure out the words in that book is a different story. I tell my students that the fact that I know the German alphabet doesn't make me fluent in German."

But in the meantime, Osorno says the sequencing information can be used to start tagging the location of genes within the chromosomes. "Breeders work with a package of

desirable genes, so being able to tag, or mark, those genes, and follow them through my breeding process would make my life so easy. Then I can know for sure that in everything I'm selecting, my genes of interest will be there."

Some 350 scientists from Central and South America, and the Caribbean, attended the conference. Following the plenary sessions, scientists participated in various discussion tables devoted to specific crop or livestock species.



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Legumes, mainly dry edible beans, were among the discussion tables. Osorno's main message was to find a good partner who could do the genome sequencing for them and keep doing what they're good at. "We (US) have people that are very capable of doing the sequencing. They (Central Americans) are extremely good field agronomists and that information really complements the genomic information," says Osorno. "If we want to make progress in this genomic information, we have to associate what we see in the genes or in the genome with what we see in the field."

Osorno also briefly explained how a genome sequence is done, and said that as of December 2014, there were 95 plants that have complete genome sequences. That compares to 50 in 2013, so in two



years, it doubled, mostly because it's becoming a routine task and it's becoming very inexpensive. "You can now sequence an organism for

about \$1,000 to \$2,000. When the human genome was sequenced in 2001, that project cost taxpayers close to \$200 million." The lower cost is making genome sequencing very accessible to everybody, so now what's needed is the field data to be collected.

Interestingly, the conference was dedicated to Guatemalan wheat breeder, Mr. Astolfo Fumagalli, who passed away early this year and who received his master's degree from North Dakota State University back in 1964. Osorno learned that Fumagalli is the reason why Guatemala today has an agricultural research institute, known as ICTA. "He got his inspiration for the research institute by seeing the model from the NDSU Experiment Station, and others, back in the 1960s," said Osorno. "For me, it was really nice to see the impact of NDSU beyond our state borders." Ironically, Osorno is now working with ICTA in Guatemala on a project funded by the United States Agency for International Development (USAID), through the Legume Innovation Lab.

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# Hope for the Future

Hope, North Dakota farmer Alan Juliuson served as a director on the Northharvest Bean Growers Association's board for more than half of its 40-year history. However, District 4 is still represented by a Juliuson. Alan's son, Jeff, has been elected to replace him. "I'd like to hang around, but it's time to change the guard," says Alan. "I enjoyed every bit of it. It's one of the best boards I've ever served on, and a lot of the credit goes to Tim and Faye Courneya -- they were great to work with."

Jeff says he'll ask his dad's advice as issues arise, but he has some new ideas as well. His interest in research got him involved. "And trying different things with beans, that's why I really wanted to get on the board, and see what other growers have for ideas," says the younger Juliuson.

After 21 years as a Northharvest director, Juliuson's passion is still Cuba, where he plans to visit again in October. "I think we're going to have some things going on there. We've made some inroads in the Dominican Republic, as well as Central America," says Juliuson, who thinks Northharvest has been successful most everywhere it's tried to expand markets and get



*Luke, Alan and Jeff Juliuson.*

our farmers involved.

Juliuson's first crop of edible beans was in 1976 and they've been part of Juliuson Farms' rotation every year since. He likes the changes in technology on the farm, as well as the newer seed varieties and the improved harvestability. "We've gotten back into specialty beans, like kidneys and cranberries, so we've actually bought back a Pickett combine because we need it for harvesting those type of varieties," says Juliuson. The rest of their production, mainly pinto beans, is flexed.

Compared to the mid-70s, Juliuson says he now has more tools with the chemical choices available for dry beans. And, with variable-rate fertilizer technology, yields have improved. Northharvest has had some impact on that, according to Ju-

liuson. "We have a pretty strong research budget, and use it accordingly."

Juliuson Farms also raises wheat, barley, corn

and soybeans, but Jeff's favorite crop is edible beans. "You gotta babysit them, so it's kind of fun to take care of them all summer and see what happens. I think fungicides are the key-you gotta keep (white) mold out, it's a killer on the edibles."

Juliuson thinks his sons, Jeff and Luke, will have an opportunity in the future, because the world needs beans. "The dieticians are really picking up on the health and nutrition that beans provide. I've noticed that the last five, six years.

## Juliuson Featured on Bean Institute Facebook

Alan Juliuson was one of the first Northharvest growers featured in the "Farmer Feature" on the Bean Institute's Facebook page in May. Juliuson was pictured, and quoted as saying, "I hope that all people in this world are able to get the daily food they need. In the coming decades, we need to respond to the additional mouths that there will be to feed. Beans are such a low cost, high nutrition food, that I believe we have the ability to feed all."

Minnesota Dry Bean Research and Promotion Council member Don Stueve, from Dumont, was the first Northharvest grower featured on Facebook. Others on the weekly feature include Jared Hagert, from Emerado, North Dakota; Bob Lebacken, Reynolds, N.D., and Chad and Jason Thorson from Buxton, N.D. Follow the Bean Institute on Facebook at: [www.facebook.com/BeanInstitute](http://www.facebook.com/BeanInstitute)

# Reflex Label Expanded

The EPA has granted a supplemental label to Syngenta for the use of Flexstar and Reflex herbicides for weed control in parts of northern Minnesota. Flexstar in soybean and Reflex in dry beans can now be applied in all areas south of US

Highway 2, plus Beltrami, Clearwater, Lake of the Woods, Kittson, Marshall, Pennington, Polk, Red Lake, and Roseau counties. These herbicides have been labeled for use east of Highway 281 in North Dakota for several years.



*Rich Zollinger*

## Spartan Elite Labeled in Northarvest Area

Special Local Needs (SLN) registrations have been granted to FMC Corporation enabling North Dakota and Minnesota dry bean producers to manage kochia and ALS-resistant kochia with Spartan Elite® herbicide. FMC has requested cancellation of the existing SLN registration for use of Broadaxe® herbicide on dry beans and has requested a new SLN registration for Spartan Elite.

Spartan Elite contains the same active ingredients that are in Broadaxe. The Broadaxe name and herbicide have been transferred to Syngenta which has registered Broadaxe XC with the EPA.

The SLN labeling allows a pre-plant or pre-emergence application of Spartan Elite to dry bean fields by ground or air. Application may be made up to 3 days after planting if seedlings have not broken the soil surface and if the seed furrow is completely closed or covered by soil. The product may be applied at a rate of 19 to 26 fluid ounces per acre, depending on soil texture, pH, and organic matter.

Users must comply with all restrictions, precautions and the directions found in the SLN labeling, and a copy of the labeling must be in the user's possession at the time of application.

This SLN registration expires December 31, 2018 in Minnesota, and on December 31, 2020 in North Dakota.

A maximum rate of 0.75 pints per acre of Flexstar (or a maximum of 0.1875 lbs of active ingredient per acre of fomesafen from any product containing fomesafen) may be applied per acre in alternate years in this region.

North Dakota State University Extension weed specialist Rich Zollinger says two applications may be made if necessary but not to exceed the maximum rate specified per region. Reflex controls tough to kill broadleaf weeds, specifically common ragweed. Zollinger says this label change will allow growers to control flushes of kochia, ragweed, and other weeds as directed in the NDSU dry bean tank-mix program as listed in the weed guide.

The supplemental label expires on January 21, 2018.

Zollinger says Reflex and Permit are the only

two products that have any appreciable ragweed control in dry beans. According to Zollinger, the ragweed population will show varying levels of ALS-resistance, so Permit will still control the susceptible portion of the population. To control the rest of the ragweed, he says there is only one herbicide left—Reflex. Reflex and Flexstar contain the same active ingredient (fomesafen) but Reflex lacks a type of oil adjuvant that is included in the Flexstar formulation.

Zollinger says the best way to utilize Reflex is to adopt the same practice of sequential applications (micro-rates) used by sugarbeet growers. "Make the first of the sequential applications when ragweed is one inch tall. Use a reduced rate, and apply two or three reduced rate applications every 10 days." Reflex can cause some burning of dry bean leaves, but to get the full effectiveness of Reflex, Zollinger recommends applying it at 15 gallons per acre, with an oil adjuvant, and in full sunlight. MSO adjuvant is the most effective but will cause the greatest dry bean injury. In this case, Zollinger says the expectation of near complete ragweed control and zero dry bean injury is not possible.

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# North Dakota Specialty Crop Companies Find Success in Colombia

The North Dakota Trade Office (NDTO) led a delegation of five North Dakota pulse and dry bean processors to Colombia on April 6-10. Companies met with potential buyers in the cities of Bogotá and Medellín. This was the fourth North Dakota trade mission to Colombia.

"The trip was very well organized and the camaraderie of the group could not have been better," said Tim Courneya, Executive Vice President of Northar-



*Members of the trade group met with General Manager Dario Alzate Medina of Aburra in Medellin. The company is a quality packager and has 160 products on the market. Dario is very interested in packaging the pinto bean with a label identifying the pinto as a product from the US.*

vest Bean Growers Association. "It's a very promising market," said Kevin Haas, manager at Legume Matrix. "There are some things to overcome, but nothing out of the ordinary."

The reverse trade mission is set to bring in specialty crop buyers from Colombia, Italy and Croatia on August 17-21. The reverse trade mission will also be a part of the NDTO Specialty Crop Program. Plans are in motion to return to Colombia in February 2016 to focus again on Colombian supermarkets and introducing the Colombian palate to ND pulses.

vest Bean Growers Association. "We encountered a lot of enthusiasm from most of the importers about pulses in general." The North Dakota delegation met with about 20 Colombian specialty crop buyers. The trip was funded in part by NDTO's Specialty Crop Program, which was created using an award granted by the Department of Agriculture. The NDTO Specialty Crop Program's focus is to increase global market visibility and competitiveness of the North Dakota specialty crop sector. Specialty crops included in this program are peas, beans, lentils and confectionery sunflowers.

The delegation found success using the com-

binced approach of holding wholesale buyer meetings as well as meetings with supermarket chain owners in order to sell ND pulses directly to Colombian consumers. This success will hopefully continue as North Dakota companies host Colombian buyers back here during a reverse trade mission in August 2015. "It's a very promising market," said Kevin Haas, manager at Legume Matrix. "There are some things to overcome, but nothing out of the ordinary."

Apart from the market potential, another draw to Colombia is the vibrant culture and friendly people. "I appreciate Colombia's culture, accommodations and its people," said Courneya. "The people are so courteous and helpful, and they place value in your visit."

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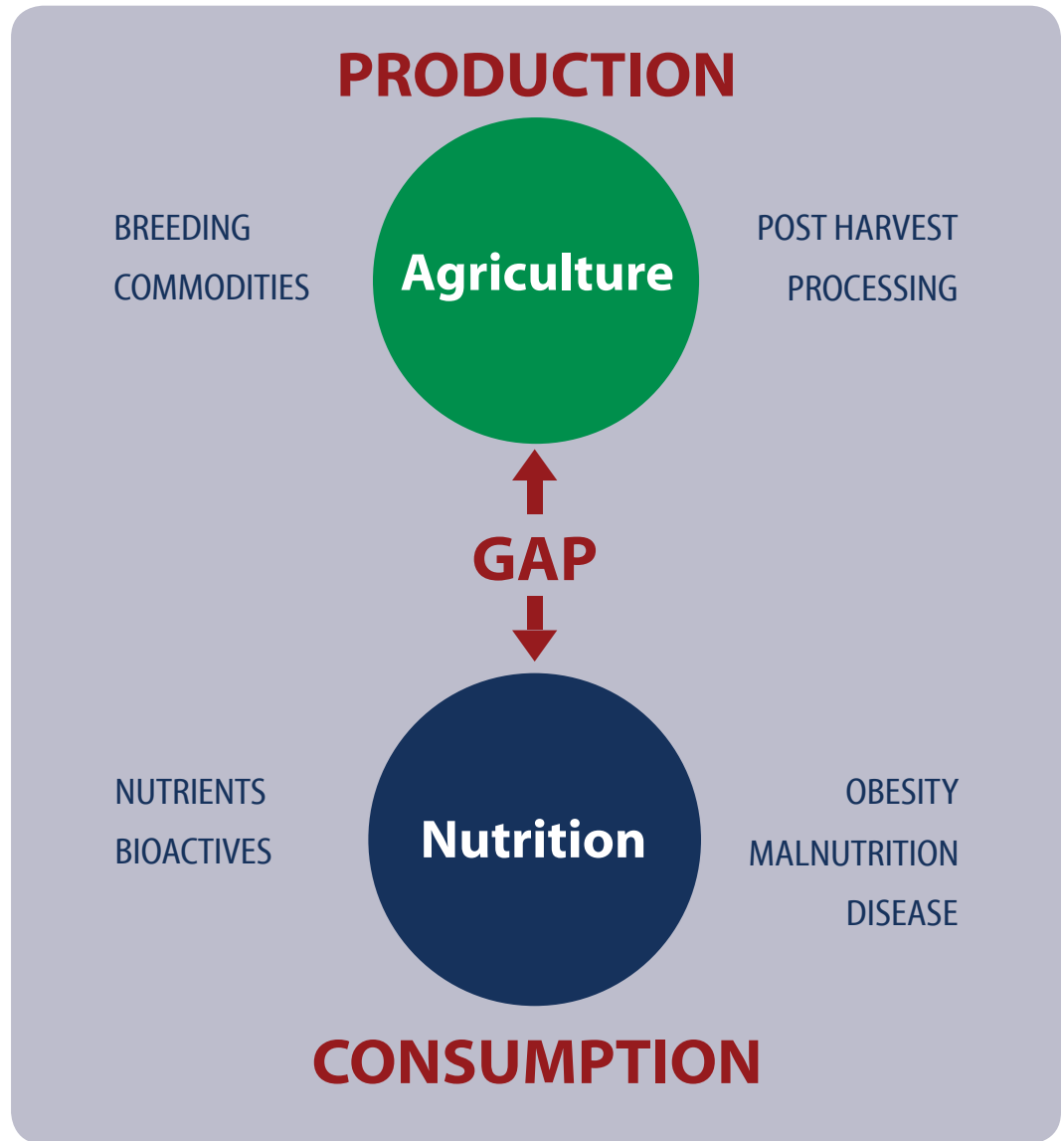
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# Pulse Push

Based on a number of recent news articles, the awareness of the benefits of beans in the diet seems to be growing. Research on beans' role in cancer prevention, obesity, diabetes, cataracts, dementia, and other diseases, has also made the news. The Wall Street Journal even ran a story saying that beans may account for the large number of centenarians on the Italian island of Sardinia. Consumers are telling "Big Food" they don't trust them.

Meantime, the number of new products, including chips and other snacks showing up on supermarket shelves, continues to grow. The March Mintel report, commissioned by Archer Daniels Midland (ADM), shows that over 700 new products were launched in 2013 alone, that contained some type of pulse as an ingredient.

Taken together, the various reports that surfaced just in the last 10 days of May hold promise for the dry bean industry, says Gordon Gregory, Vice President and General Manager of ADM's Edible Bean Specialties Group. "The links, the articles, publications all confirm what we've all known all along," says Gregory. "It's just that as people have become more educated



and understanding, they see the value from what beans can bring, whether it's plant-based protein or fiber, or sustainability."

Other factors affecting consumer trends right now also favor the consumption of beans—non-GMO, gluten-free, allergen-free, minimally processed, and low water use, or sustainability. "Those all resonate with,

not only the consumer but finally, the food manufacturers are understanding that opportunity to capitalize on that as well," according to Gregory. "The disruption that a lot of the emerging-market companies are doing right now with a wide range of products, is causing everyone to really look at their portfolios of what they're offering and what goes into

those offerings."

Supermarket Guru Phil Lempert, speaking to Snaxpo in Florida this spring, said the millennials now understand the problems of obesity and want a better quality of life, so they're learning to eat well. Gordon thinks that's what is really driving some of the dynamics that are occurring in the marketplace today. He

says it's more than just beans in a bag or in a can. "It's snacks with beans, chickpeas and lentils in a bag; it's beans in a bottle! One of the new products, called BeaNice, made with navy bean milk mixed with a fruit drink, provides 4 to 5 grams of protein and fiber, compared to none in some of the other juices on the market." BeaNice contains no emulsifiers, and Gregory says it's all about a "clean" label. "We hear a lot about that, and ingredients that you can understand."

While pulses provide part of the solution to the obesity problem in the developed world, Gregory

says they can also address malnutrition, not just outside the borders of the US but within the US. "I don't know what the latest number is, but 17 to 18 million kids get up every day and don't know what they're going to have for food that day," says Gregory. "When you look at every US city, it's unfortunate, but many times the only real meal they get is at school."

And beans are finding their way to all socioeconomic scales. New products with dry beans as an inclusion can be found at Dollar General or at Byerlys. Gregory says these emerging companies and consumer packaged goods

companies (CPGs) are creating new products as they understand that this opportunity is more than a niche market for beans. "And beyond the millennials, all consumers are recognizing the value of better nutrition and they are seeking them more than ever in the recent past."

Gregory says the business ADM is creating wasn't even on the radar previously. "We're taking nature's perfect food and making it convenient. Instead of cafeterias, we have "cafeterias", where everybody is eating something that's portable, and feeling good about getting good nutrition. I'm really

excited about what we're going to be able to do with beans going forward."

ADM's Edible Bean Specialties goes full circle. It produces certified dry bean seed and contracts with growers in Michigan, Minnesota, North and South Dakota, Washington, Oregon, Idaho and Wyoming. It also has its own value-added facility, which produces various cooked, ground bean products. Gregory points out that pulses are simply great nutrition that are carriers for any flavor profile that is desired, from sweet to savory.



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# Northarvest at Healthy Flavors, Healthy Kids Conference

The Northarvest Bean Growers Association was a Copper level sponsor at the Healthy Flavors, Healthy Kids 2015 Annual Conference in San Antonio in early May. Megan Myrdal from Farmers Daughter Consulting represented Northarvest growers throughout the 3-day conference, which attracted approximately 140 professionals from school nutrition/school foodservice; volume foodservice; government; non-profit; and industry.

Northarvest was recognized as a sponsor throughout the conference on materials and banners. As part of the sponsor benefits, Northarvest shared literature in an exhibitor brochure rack, participated in two exhibi-



*Healthy Flavors, Healthy Kids attendees participate in a recipe demonstration*

tor sessions, and featured three recipes during mealtime. During exhibitor times, Myrdal shared five newly reformulated recipes specifically designed for school foodservice: Mexican Lasagna, Chilaquiles, Black and White Bean Salad, Ranchero

Bean Tacos, and White Bean Turkey Chili. The White Bean Tur-

key Chili, and Black and White Bean Salad were featured at luncheons and Chilaquiles were served at one of the breakfasts. Myrdal also shared recipe cards with the booth visitors and discussed further opportunities to increase bean use and consumption in foodservice. Myrdal reports that multiple attendees commented on the quality of the recipes, and had several conversations with directors from large school foodservice operations discussing the use of these bean recipes in school kitchens.



*Chef Garrett Berdan assisted with the Northarvest Bean Growers school foodservice recipe reformulation and scaling, and Megan Myrdal represented the Bean Growers at Healthy Flavors, Healthy Kids.*

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# Puree in a Pinch

A recent article in the Accent section of the Fargo Forum and the Grand Forks Herald highlighted Tony and Sarah Nasello's North Dakota White Bean Puree. The owners of Sarello's restaurant in Moorhead, Minnesota will chair the food and menu committee for the 2nd annual Banquet in a Field, at Peterson Farms Seed in Prosper, North Dakota, on August 4. The Nasellos will feature almost a dozen appetizers inspired by North Dakota's leading crops, including dry edible beans. The Northarvest Bean Growers Association provides financial support for this banquet.

In the article, Sarah said this year, they'd like to tell the story of North Dakota's crops, following each all the way from seed to banquet. She said they will be testing a whole host of new recipes for this event, and the white bean puree could be a very strong contender. For this recipe, Tony used one can of great northern beans, but navy or cannellini beans would also work well. Other ingredients are garlic, extra virgin olive oil, lemon juice, crushed red pepper flakes, fresh thyme or parsley, salt, pepper and paprika for a garnish.

Sarah says great northern beans are an excel-



*Tony and Sarah Nasello.*

lent source of fiber, iron, potassium and protein, and adding them to your diet on a regular basis may improve digestion and reduce your risk of heart disease and diabetes. They are small and delicate, with a mild, nutty flavor and slightly grainy texture, which translates well for this puree.

The Nasellos love the versatility of beans in general, and this white bean puree in particular, which is inexpensive, easy to make, packed with flavor and can be made several days in advance. "We often enjoy it atop crostini with a dollop of zucchini relish," says Sarah, "as a condiment on sandwiches or as a dip with hearty crackers. It also makes a wonderful side dish to serve with

meat or seafood, and for an elegant presentation." Tony will create a base with the puree, which is then topped with grilled steak, salmon or seared scallops.

All you'll need to make the white bean puree are the ingredients and a food processor. Everything but the fresh herbs and paprika goes into the food processor, and within about five minutes, you'll have a dish ready to serve. Any leftovers can be stored in the fridge for up to a week.

## NORTH DAKOTA WHITE BEAN PUREE

- 1 15-ounce can great northern beans (navy or cannellini also work)
- 2 cloves garlic, roughly chopped
- 3 tablespoons extra virgin olive oil (reserve 1 tbsp for garnish)
- 1 ½ tablespoons lemon juice
- ½ teaspoon crushed red pepper flakes (optional)
- 1 teaspoon kosher salt
- ½ teaspoon freshly ground black pepper
- 1 ½ teaspoons fresh thyme leaves or finely chopped parsley
- ½ teaspoon paprika

Place all ingredients in the food processor, except the fresh herbs and paprika, and blend for about 2 to 3 minutes until smooth in texture. If the mixture is too thick, you can add 1 tablespoon of water and mix again for a few seconds.

Once the puree is ready, place in a serving bowl and garnish the top with fresh thyme leaves or chopped parsley, paprika and a drizzle of extra virgin olive oil. Can be served immediately but even better if refrigerated for at least two hours before serving. Store in refrigerator for up to one week.

**Other uses:** as a spread atop crostini or in a sandwich; as a starch substitute with meat and seafood. For an elegant presentation, place the puree underneath scallops, steak or fish.

# USDBC Submits Comments on Dietary Guidelines

USDBC recently submitted comments to the U.S. Department of Agriculture and the U.S. Department of Health and Human Services on the 2015 Dietary Guidelines for Americans. While supporting the Dietary Guidelines Advisory Committee (DGAC) report's conclusion identifying the role of plant based foods, including legumes, US-DBC members outlined several concerns with the report. These concerns included the following:

- Omission of beans as a food source of protein,

beans are only noted in a footnote as a "quantity equivalent for a serving of protein." This contrasts with the 2010 Guidelines that clearly identify beans and peas as "excellent sources of protein." USDBC asked for beans to be included in the definition of protein foods.

- Consistency in assigning beans to food groups. USDBC requested recognition of "the unique nutritional profile of beans by including them in both the vegetable and pro-

tein groups."

- Consistent language in packaging. The DGAC report utilizes the terms dry beans, cooked dry beans, beans, beans and peas, and legumes interchangeably. US-DBC requested that the phrase "beans" is followed by a descriptive phrase as in "beans, such as black beans, pinto beans, etc. for all consumer packaging.
- USDBC members requested recognition of beans as "a natural and excellent to good source of several shortfall nu-

trients." USDBC would like to see increased emphasis on beans as an excellent source of fiber. USDBC also requested recognition of beans as a natural source of many nutrients that other foods require fortification to achieve.

This is an important opportunity for the US dry bean industry to encourage increased bean consumption to nutritional decision makers and the general public.



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# Cuba Door Opened a Crack

The Senate Agriculture Committee held a hearing Tuesday, April 21 to discuss the opportunities and challenges for agricultural trade with Cuba. USDA Undersecretary Michael Scuse, citing estimates from the World Food Program, said Cuba currently imports 80 percent of its food. According to the World Food Program, Cuba imports about 80 percent of its food.

According to Scuse, in fiscal year 2008, US agricultural exports to Cuba reached \$658 million. "However, by the end of last fiscal year," said Scuse, "they had fallen to \$300 million. At the same time, global agricultural exports to Cuba have doubled over the past decade, to

approximately \$2 billion." Currently, the largest US ag exports to Cuba are poultry, soybean meal, soybeans and corn.

While confident that US exporters can capture the market in Cuba, Scuse does not want to minimize the obstacles. "Cuba is a country with limited foreign exchange," said Scuse. "We are also behind our foreign competitors in market development. Another impediment is Cuba's import policy requiring all US imports to be channeled through one state corporation: Alimport."

In January the US Treasury Department published regulatory changes including the revised interpretation of the term



*Michael Scuse*

'cash in advance,' an authorization for US banks to establish corresponding accounts at Cuban banks. John Smith, with the US Treasury Department's Office of Foreign Assets Control, said previously OFAC determined that statutory term to mean that the US exporter had to receive payment from Cuban im-

porters prior to the goods leaving American shores. US exporters have said that interpretation makes their products less competitive than those from other countries. Smith told the Committee that OFAC has now revised its interpretation of the term to mean that payment from the Cuban purchaser is required prior to transfer of title to and control of the goods.

Fifteen years ago, the Congress lifted the ban on exports of agricultural products to Cuba; however, Scuse said US government agencies, including USDA, remain prohibited from providing export assistance and credit guarantees for exports to Cuba. Scuse also told the Committee that



*A typical street market in Havana, taken in 2002.*

the policy changes announced by the president are significant, but legislative hurdles remain. Bills have been introduced to further open trade with Cuba.

Short of lifting the embargo, Smith said the statute that prohibits any financing of goods to go to Cuba, other than via third country financing or payment by cash in advance, needs to be removed in order to be able to extend credit.

One day after a Senate Agriculture Committee hearing on agricultural trade with Cuba, North Dakota Senator Heidi Heitkamp introduced a bill that would allow US exporters to access credit

from private banks and companies for exports of agricultural products to Cuba. Heitkamp says the cash on delivery requirement really restricts what Cuba can buy from the US and as a result our competitors have a leg up. "This wouldn't put any federal dollars at risk," says Heitkamp. "It would simply say that we will allow private entities to finance the sale of these commodities. Heitkamp says she supports lifting the trade embargo on Cuba, but that it may be too big a leap for this Congress.

The North Dakota Department of Agriculture is working in partnership with Cuban experts to or-

ganize a learning journey to Cuba for those in North Dakota agriculture. Over the course of the October 25-28 trip, attendees will have an opportunity to meet Cuban officials and farmers; see farms and agriculture facilities; and conduct discussions about opportunities for both countries.

The North Dakota learning journey will be led by Agriculture Commissioner Doug Goehring. NDDA is working with Paul Johnson, a Cuba policy and business expert who has spent the past 20 years studying the history, culture, economy and language of Cuba. Johnson wrote his master's thesis on the economic develop-

ment of Havana in 1999 and founded Chicago Foods International, LLC, that exports food products to Cuba.

Johnson works with Phil Peters on coordinating all trips to Cuba. Peters has worked with the US State Department under both President Reagan and Bush. Peters is an analyst of US policy toward Cuba and is an advisor to the Cuba Working Group that was formed in the House of Representatives. In March 2015, Johnson and Peters led a learning journey to Cuba that included more than 90 leaders from across the nation, including two former US Secretaries of Agriculture, Mike Espy and John Block.



## SRS Commodities - Mayville



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## SRS Commodities - Falkirk

# Ag Day at the Capitol

The North Dakota Department of Agriculture held Ag Day in the Memorial Hall and Legislative Hall of the Capitol Building on Wednesday, April 1. Both halls were full with 18 booths; agriculture was well represented from 8:00 a.m. - 1:00 p.m. that day. The Northharvest Bean Growers Association brought the Bean Crazy game to let legislators participate in one of the activities from the

Living Ag Classrooms. The picture shows Kim Koppelman, West Fargo Representative, and his son playing Bean Crazy! A buffet style luncheon was served to the legislators featuring North Dakota grown ingredients. Beef stroganoff was served over noodles with a three bean salad. Sarah Tunge, Marketing Specialist, from the Ag Department coordinated the event.



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# Bean Briefs

## NORTHARVEST ELECTION RESULTS

The North Dakota Dry Bean Council has one new member. Kevin Regan was elected from District 2, replacing Nick Kitsch who was termed out. Both farmers are from Webster, N.D. Leann Schafer, from New Rockford, was re-elected to a second term representing District 6.

Election results for the Minnesota Dry Bean Research and Promotion Council show that Troy Newhouse, from East Grand Forks, was re-elected to represent District 1, and Perham grower Mark Dombeck was re-elected to represent District 5.

Recent election results for the Northarvest Bean Growers Association in-

clude two new directors: Jeff Juliuson, from Hope, N.D., who replaces his father, Alan, as the District 4 director; and Eric Samuelson, from Crookston, MN, who replaced Todd Sorenson, who was termed out in District 7. Grafton, N.D. grower Tom Kennelly was re-elected to represent District 1.

## FOOD AID PUSH

Citing concerns with the current efforts in Congress to reform food aid programs, the US Dry Bean Council has re-chartered its Food Aid Committee. Chairman Joe Cramer says the committee's task is to promote the benefits of in-kind food assistance and increasing the volume of dry beans

used in feeding and nutritional programs. Cramer says any efforts to move away from in-kind food aid could have a negative impact on vulnerable populations around the world. Executive Director Rebecca Bratter says the Council will be working closely with its colleagues in agricultural trade to communicate the importance of in-kind food aid in Washington, and will work closely with local constituents in the field to make sure they hear and understand its concerns.

## CANADA ACRES DOWN

According to a recent article in the Manitoba Cooperator, actual acreage of dry beans in Manitoba will not be down

as much as Statistics Canada's spring survey showed. Statscan's planting intentions report showed Manitoba farmers intend to plant 75,000 acres of edible beans this year, well below last year's 125,000 acres. That would be the second-smallest acreage in nearly 20 years. Dennis Lange, a farm production advisor with Manitoba Agriculture and Food in Altona, Manitoba, says interest in edible beans had been strong at meetings earlier this spring. Lange estimates actual edible bean area in Manitoba will be closer to 110,000 to 120,000 acres, depending on planting conditions.

## GMO LABELING BILL

The Coalition for Safe and Affordable Food, which consists of over 370 farm, food and biotech companies, has sent a letter to members of the House asking for support of the Safe and Accurate Food Labeling Act. The bill would establish federal food labeling standards for biotech products, and a voluntary, national labeling law. It would bar the labeling of GMO ingredients in food unless there were a health concern. The letter says interest groups are pushing state-level GMO labeling mandates that

*Continued on Next Page*



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will exacerbate consumer confusion and drive up food prices. Among the 370-plus groups who signed the letter are the Northarvest Bean Growers Association and the US Dry Bean Council. House Agriculture Committee Chairman Mike Conaway thinks there needs to be a national solution to GMO labeling and, while he's concerned about how to get the bill through the Senate, "getting something to the president's desk is the first order," said Conaway.

## TRADE LEAD SYSTEM

The U.S. Department of Agriculture's (USDA) Foreign Agricultural Service

(FAS) has launched a new online system to connect exporters of U.S. food and agricultural products with potential customers around the world.

The Trade Lead System gives U.S. exporters access to information about potential foreign sales opportunities. In addition, all interested international buyers can use the system to search for potential suppliers of U.S. farm and food products.

All potential sales leads are reviewed by FAS international offices and immediately distributed through the system to all registered users, as well as to nearly 100 U.S. agricultural trade associa-

tions and their members, individual state departments of agriculture, and the state regional trade groups that partner with USDA to promote agricultural exports.

To learn more about the Trade Lead System, visit [www.fas.usda.gov/trade-lead-system](http://www.fas.usda.gov/trade-lead-system).

## BEANS PROMOTED IN MEXICAN SCHOOLS

In an effort to reduce obesity in Mexico, the government of Mexico has developed a program which involves more rigorous health exams, better nutritional supplementation for children under five, and educating the public about a healthy diet. As part of this master strategy, the US Dry Bean Council (USDDBC) is helping educate children and parents about healthy eating. The Educational School Program concluded its 4th year in 2014, with very positive numbers.

The USDDBC's nutritionist's team visited 323 schools in Mexico, reaching 23,580 kids and 1,369 parents with nutritional presentations, about good eating habits based on the good eating plate and promoting beans as a complete and healthy food.

The Mexican government continues to enforce the banning of certain foods, including junk food snacks and sugary drinks, and restricts sales of these

products to schools. In addition, a special tax (IEPS) has been implemented to decrease consumption among consumers. However, no progress has been seen in the obesity epidemic in Mexico, with the biggest concern in rural areas. The economic transactions given by the government through social programs to the rural and native communities have not been able to reduce poverty and have added another problem to these communities: obesity. The rural population uses the economic support that the government provides to buy junk foods because the food industry has made them convenient. Diets now have as a base cookies, instant soups and sodas.

The IEPS tax has benefitted the Mexican treasury department, but not food producers. The president of Jalisco said sales dropped 20 percent last year, forcing 14 Jalisco food stores to close. Since the eight percent tax on junk food and one peso per liter on sugary drinks was implemented in November 2013, the public has rejected it, which has causing prices of these products to rise 10 percent. The main representatives of the public sector in Mexico have demanded that the government use the tax resources to fight obesity in Mexico.



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# Beans Promoted at Two Dietetic Conferences

The Northarvest Bean Growers Association had a booth at the California Dietetic Association's 2015 Annual Conference in Riverside, California in April.

Amy Myrdal Miller, President of Farmers Daughter Consulting, who represented Northarvest, said the conference attracted an audience of about 600 Registered Dietician Nutritionists (RDNs), dietetic interns, and students from California. There were 60 companies and organizations that exhibited at the conference.

The Northarvest booth featured a variety of nutrition and health print materials (all with reci-

pes) and the opportunity to get a "Beans: Simply Delicious. Naturally Nutritious" shopping bag if they took a "Just Bean Silly" selfie/photo and posted it to social media using the hashtag #beans or #JustBeanSilly.

The vast majority of attendees who stopped by and picked up print materials said they like materials with recipes. A few attendees requested brochures that only feature vegetarian recipes. Many attendees said they receive the "Dry Bean Quarterly" newsletter and that they find the information valuable.

Megan Myrdal, Research

and Education Associate with Farmers Daughter Consulting, represented Northarvest at the Minnesota Academy of Nutrition and Dietetics (MAND) 2015 Annual Conference in Minneapolis at the end of April. Approximately 280 RDNs, dietetic interns, and students from Minnesota, Wisconsin and North Dakota attended.

The Northarvest booth featured a variety of nutrition and health professional materials. Three pop-up banners were used as the booth backdrop with beautiful pictures of beans from field to table with the phrases "From Our Fields," "To Your Fork," and "Navi-

gating Your Way to Good Nutrition." Attendees commented on how nice the photos were and that they liked seeing the farmers and the fields. They also commented how delicious the pictures of the bean recipes looked.

Seven varieties of dry beans were displayed in white glass bowls and participants used table tents to guess the varieties. Those that correctly identified the beans got a "Beans: Simply Delicious, Naturally Nutritious" shopping bag. Many people said they did not realize so many varieties of dry beans were grown in Minnesota and North Dakota. There were also great conversations with RDNs who work with children who said this would be a fun activity for children to learn more about beans.

Nearly every attendee said they wanted recipes and were very excited to see the number of recipes provided in the handouts. They were also encouraged to visit The Bean Institute and World Bean Kitchen for further recipes. Many also connected Northarvest with the Dry Bean Quarterly and indicated it is a valuable resource, a good frequency, and they appreciate that it always includes a recipe.



Attendees who stopped by and picked up print materials said they like materials with recipes.



**MARK ALPHSON**  
Forest River, ND

**Tell us about your farm.**

It's called Forest River Farms, a corporation formed by my cousin, Bob Blair, and I, 40 years ago. Bob's son, Luke, is also working into the corporation. Bob and I had the opportunity to take over our grandfather, George Johnson's farm back in 1975. He was a good teacher and helped us transition into it.

**What crops do you raise?** Edible beans, sugarbeets, wheat and sometimes soybeans.

**Have you always raised edible beans?** Yes. Pinto beans, navy beans and black beans. This year, we planted pintos and blacks.

**Do you have a favorite class of beans?** Whichever one has the highest commodity price would be my favorite. We cut our beans, we don't direct-harvest them, mainly because we can get them off faster and then it doesn't interrupt sugarbeet har-

vest. It's certainly convenient. If you prepare your land and roll it, straight combining is really a nice way to go. You don't have too much dirt, but you have to wait for the whole field to mature, or kill it.

**Do you have a favorite piece of equipment?**

Well, our favorite pieces of equipment are our tractors because we live inside them all summer. But, my favorite piece of equipment is probably our 12-row Amity beet harvester.

**Is there any equipment or technology you couldn't farm without?**

New technology, such as guidance, is a really good deal. It cuts the fatigue down a tremendous amount. We can work into the night, we can work all the way through the night with guidance. It costs big bucks to get set up with it, but it's worth it.

**Do you have any hobbies?** I have a 1969 GTO and a 1976 Trans Am and I take them to car shows

and do okay. I like driving them-I'm kind of a hot-rodder.

**If you could win a vacation, where would you want to go?** On a Mediterranean cruise. During

the summer, we go to Lake Bemidji.

**Do you have a favorite food?** I really like Mexican food. You never know, maybe we're eating some beans that we raised.



**LEE LESSARD**  
Grafton, ND

**Tell us about your farm.**

I farm with my brother, Steve, and are third generation farmers. We grow dry beans, sugarbeets, spring wheat and soybeans.

**How many years have you grown dry beans?**

We've grown them off and on. My dad grew them back in the late 1960s. Many years, when we grew potatoes, we didn't grow dry beans, but have since about 2000. This year, we planted pintos, navies and black beans.


**Do you have a favorite piece of equipment?**

It'd probably be our Pickett Twin Master dry bean combine. It gives us so many options.

**If you could win a vacation, where would you want to go?**

I wouldn't mind going to the Holy Land, or eastern Canada. The history there is phenomenal.

**What is your favorite food?** Oh, there's nothing like a good steak. I'm kind of a steak and potato guy.



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