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VOLUME 23 ISSUE 4

Bean Dealers and Growers Need Each Other

All too often you can pick up a newspaper or watch the evening news and you'll find a story attacking the American farmer. Activist groups complain about how we raise our crops and politicians rail on the cost of farm programs. As farmers, we seem to face a daily dose of criticism and misinformation.

It's one thing to take negative comments from some big-city critic that doesn't understand our business, but it's something else when



that sentiment comes from within agriculture. That's exactly how many dry bean growers feel right now.

We're always being told by processors that there are too many dry bean acres. We face complaints that we'll flood the market before planting season is even done. The attitude seems to be that processors want to keep acres artificially high.

This shouldn't be an us-versus-them situation, but that's how many growers feel. I have heard from too many farmers that want to exit the dry bean business because of this attitude. Enough is enough.

Dealers need growers. Growers need dealers. We should be able to work for the common good. This should be a profitable business for the processors and for the farmer. If that doesn't happen, we will continue to lose dry bean growers.

I welcome the opportunity to hear from our growers and the dealers in the Northarvest region. Let's have a conversation and find the path that is good for the entire industry. Feel free to contact me with your thoughts.

Sincerely,

*Tom Kennelly
 President
 Northarvest Bean Growers Association*



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Kelley Bean Co. salutes all bean producers. See you in the field!

Dry Bean Grower Survey

For 27 years, dry bean growers have been surveyed about the varieties grown, pest problems, pesticide use, and grower practices. Research and Extension faculty at North Dakota State University and the directors of the Northarvest Bean Growers Association developed the survey form, which was mailed to all Northarvest bean growers. All participants in the survey were anonymous.

A total of 140 growers responded to the survey, representing 11 percent of last year's total planted acreage. A year ago, 156 growers completed the survey.

The two most popular varieties by class were:

Black: 1. Eclipse 2. Zorro
Great Northern: 1. Orion 2. Taurus

Kidney: 1. Montcalm 2. Red Hawk

Navy: 1. HMS Medalist 2. T9905

Pink: 1. Floyd 2. ISB 473

Pinto: 1. Windbreaker 2. La Paz

More than 60 percent of the growers who responded ranked hail as the most significant dry bean production problem in 2016. Weeds and water damage were ranked as the next-biggest production problems. A year ago, water damage was number one on this list and disease



Eight percent of the growers surveyed direct harvest some of their beans, over half of them direct harvest all of their dry beans.

was number two.

For the first time, the survey included a question about seed size, and whether or not it affected their planting intentions in 2016. Nineteen growers reported not getting as much seed as they purchased for their intended acres, while five growers reported getting too much seed.

Over 80 percent of the growers surveyed said they direct harvested some of their edible beans last year, including 54.4

percent who said they direct combined all their dry beans. Twenty percent of the growers did no direct harvesting in 2016. Every grower surveyed who direct harvested said they experienced yield loss last year. Thirty-three percent of those growers estimated yield losses of one to five percent, while the other two-thirds of those surveyed had yield losses of six to 20 percent. Growers who harvested conventionally reported yield losses as well; 68

percent put their losses between one and five percent.

Some other highlights from the 2016 grower survey:

- 79 percent of the acres reported were grown with conventional tillage
- 14 percent of the acres reported were in a minimum tillage system
- 94 percent of respondents used nitrogen on their dry beans
- 83 percent of the respondents used phosphorus
- 85 percent of the total respondents used broadcast fertilizer applications
- 39 percent of the respondents used an in-furrow fertilizer system
- 81 percent used a soil test prior to fertilization
- 15 percent used Rhizobium inoculants on their dry bean fields
- 11 percent of the dry bean growers did not use a dessicant
- 52 percent of growers reported spraying Sharpen as a dessicant; 35 percent sprayed with glyphosate
- 39 percent of the growers responding use a 2-year rotation
- 24 percent use a 3-year rotation
- 65 percent of growers reported no insect

problem in 2016; 11 percent listed leafhoppers as their top insect problem

- 88 percent did not apply foliar insecticide. Asana XL was the top choice among growers that did.
- 44 percent of the dry bean growers responding used Cruiser Maxx insecticide seed treatment. Twenty percent of growers did not use a seed treatment last year
- 54 percent of growers said white mold was their worst disease problem last year; Only six percent of the grow-

ers reported no disease problems

Topsin broadcast and Endura were the two most-used foliar and banded fungicide treatments.


Apron Maxx was the most popular fungicide seed treatment, used by 64 percent of the growers who responded.

The worst weed problems in 2016 were kochia, lambsquarters, and ragweed. Raptor and Basagran were the most commonly used herbicides by dry bean growers last year.

A grant from the Northarvest Bean Growers Association funded the survey.



Kochia was the biggest weed problem for dry bean growers in 2016.



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A First Hand Look at the DR and Jamaican Markets

The Dominican Republic is a growing market for U.S. dry edible beans, but, there seem to be fewer opportunities in Jamaica. Those are the findings of a U.S. Dry Bean Council trade mission to the Caribbean March 12-18. Staples, Minnesota farmer Norm Krause represented Northarvest on this US-DBC trade mission.

The goal of the trip was to meet with importers, brokers, wholesalers, packagers, food manufacturers, retailers and farmers to better understand the dry bean value chain and opportunities for the

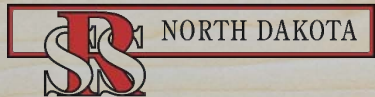


Members of the USDBC trade delegation are pictured in a warehouse in Kingston, Jamaica. Norm Krause, far right, represented Northarvest.

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U.S. dry bean industry. Since DR-CAFTA went into effect in the Dominican Republic in 2007, U.S. exports to the country have grown significantly. DR is a top market for U.S. pinto beans and a growing market for black beans and cranberry beans. By 2020, the Tariff Rate Quota will end and all U.S. dry beans can be imported duty free.

U.S. dry bean dealers have occasionally reported problems when shipments arrived at Dominican ports. Even when the shipments are in full compliance with import requirements, the government has found reasons to hold containers at the port or delay the release of the cargoes. In late

December of 2016, the Dominican Commission for Agricultural Imports issued an import ban on dry beans which was in place through the end of March 2017. This decision also means licenses issued under the 2017 TRQ can only be used from April through December, despite DR-CAFTA stating the TRQ applies to the entire year.

An unpredictable government in the DR is the biggest challenge for this market. During the trade mission, the USDBC learned the DR government continues to evaluate its import rules for sensitive products, including dry beans. It is unclear what type of licensing or auctioning system will be

developed in the future and its potential impact on trade.

Jamaica is the largest buyer of U.S. small red beans. There are niche markets for other bean types, including black beans and pinto beans. There are also opportunities to market dry beans as a “natural” product. The high import tariff and duties on non-CARICOM dry bean imports are a trade barrier for the U.S. As an example, red kidney beans have an 89.3 percent duty. Jamaica is motivated to keep the high duties in place to support fellow CARICOM

countries. One of those countries, Belize, can export duty-free to Jamaica and is tough competition for the U.S.

The USDBC recommends more educational and promotional activities in the DR to expose retailers and consumers to more types of U.S. dry beans. There is also the potential to expand U.S. dry bean exports for the DR canning industry. For Jamaica, USDBC sees the importance of emphasizing the quality of U.S. products and the exploration of Jamaica’s niche markets for different types of U.S. dry beans.



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Norm Krause samples Habichuelas con Dulce while in the Dominican Republic. This sweet, creamy dessert is made from beans, coconut milk and sweet potatoes. Eighty percent of the domestic red beans are sold for this traditional DR food.



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A Growing Middle Class in the Philippines Offers Opportunity for Northharvest Growers

The North Dakota Trade Office partnered with the North Dakota Department of Agriculture and USDA's Foreign Agriculture Service for trade missions to the Philippines and Peru. Specialty crops, including dry edible beans, were a focus for these trade meetings.

North Dakota Agriculture Commissioner Doug Goehring says there was interest in pinto beans, small red beans, and navy beans. "A few years ago, I was in the Philippines and their median age was 26. A couple years later now, their current median age is 23. Forty percent of their population is under 20 years of age and their population is growing as-



Doug Goehring, North Dakota Agriculture Commissioner

tronomically."

In addition, there is a growing middle class in the Philippines. Growers met with government officials to discuss ways for the Philippines to add value to North Dakota products. "Bean paste would be an example. They could buy beans from us and make them into a bean paste and market it into China, Japan and South Korean markets," says Goehring. "It generally goes into a pastry. They could do it duty-free. With this, we can move commodities, they can create jobs and grow their middle class, which would continue to buy more of our high-value products."



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Dr. Sam Markell and Dr. Julie Pasche work closely with the Northarvest dry edible bean industry as Extension plant pathologists. Markell and Pasche concentrate on disease management. The pair excelled as student athletes at North Dakota State University. In its May issue, *Bison Illustrated* featured a 'Where Are They Now?' story about Markell and Pasche. The story was written by Ethan Mickelson. The photography was done by Paul Flessland. *Bison Illustrated* is the official magazine of NDSU Athletics.

Markell and Pasche Began NDSU Career as Athletes

By Ethan Mickelson
Photos by Paul Flessland

When plants get sick in the Midwest, farmers call an unlikely duo at NDSU to nurse their crops back to health. Before they were professors of plant pathology, this offensive lineman and middle

blocker tandem found their start with the Bison as all-star athletes in the same decade.

INSIDE WALSTER HALL

In the shadows of the high-rise dorms on NDSU's campus, Walster Hall is an extensive root system of scientists who

anchor the Plant Pathology Department. With hallways narrowed by beakers and bookshelves filled with catalogs and data detailing mother nature for generations, the building dates back to 1962, the same year the first extension plant pathologist was hired to university staff.

Today, Dr. Julie (Sherman) Pasche and Dr. Samuel Markell work in tandem from Walster to research, experiment, educate the public, enlighten students and ultimately understand the intricate fine-print of biology. Just west of this historic hub is an expan-

sive network of connected greenhouses, the Agricultural Experiment Station (AES) Research Greenhouse, where high-tech systems negate the seasons with a hybrid heating mechanism of campus steam and geothermal heat pumps.

As they walked together across 18th Street to observe their research students' work on sprouts suffering from root rot, the two established branches of NDSU's athletic and academic legacy took a look back at their origins with the Herd.

"I would say a lot of it is based on the relationships," said Dr. Pasche. "I still have quite close relationships with a lot of teammates.

So, we'll go back to memories, it's not so much win, lose or otherwise, as it is some quirky thing that happened, or someone forgot their shoes as a freshman, those things as much as anything are what you remember. That and the idea of being pushed beyond what you thought you were capable of."

DR. JULIE PASCHE

Inducted into the Bison Athletic Hall of Fame in 2010, Dr. Pasche led the

North Central Conference in kills and hitting percentage en route to Player of the Year honors in 1991. The Bison advanced to the NCAA Elite Eight all four seasons, placing third in 1988, 1989, and 1991, and second in 1990. She was coached by Cathy (Olson) George her freshman year and then by Jolyn (Koppinger) Montgomery.

"The game was a little different back in those days," said Dr. Pasche. "We didn't have as many exchanges of people in and out of the game. We played a lot more of the whole game."

Dr. Pasche double-

maored in athletics, competing in the high jump with the women's track and field team under Jerry Gores in addition to volleyball. She obtained an undergraduate degree in microbiology and biotechnology, followed by a master's degree and Ph.D. in plant pathology. Her present research concentration includes diseases that affect dry bean, pulse and lentil crops.

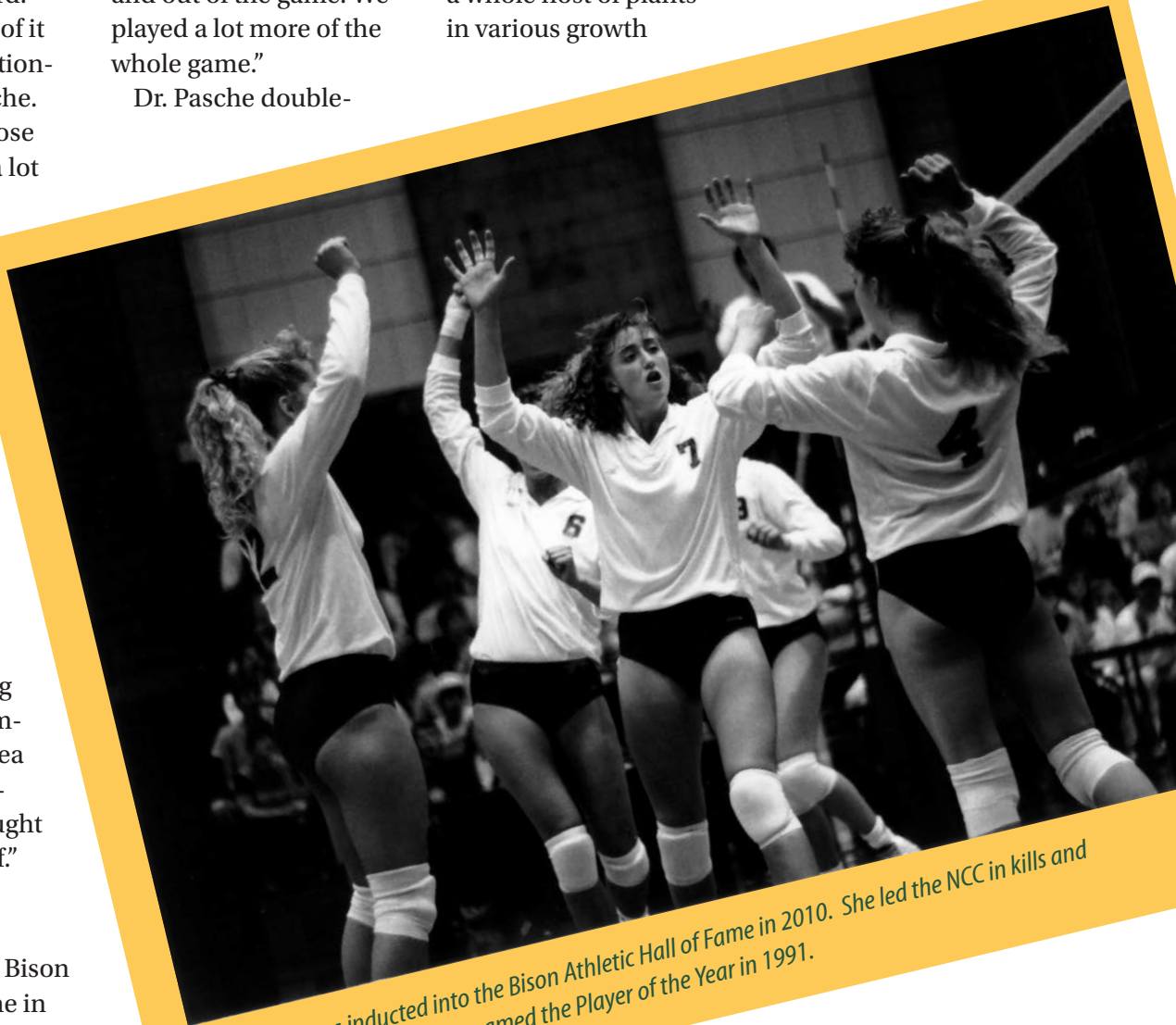
From growth chamber to growth chamber in the 41,600-square-foot AES Research Greenhouse, a whole host of plants in various growth

stages serve as test subjects for the department's professors and their students. Each plant is a vital source of information about pathogens, how they affect crops and how farmers can prevent or treat disease.

DR. SAMUEL MARKELL

As an extension plant pathologist, Dr. Markell's main crop responsibilities include canola, chickpeas, dry edible beans, lentils, flax, peas, soybeans and

Continued on Next Page



Dr. Pasche was inducted into the Bison Athletic Hall of Fame in 2010. She led the NCC in kills and hitting percentage and was named the Player of the Year in 1991.

sunflowers. In addition to applied research in the greenhouse, Dr. Markell writes articles aimed at extending his knowledge to farmers through various publications.

"I was an offensive lineman for Rocky Hager then Bob Babich after that," said Dr. Markell. "We used to run the veer. Basically, we just ran the ball. That's all we did. It was so fun to be a lineman in an offense like that because all you did was run around and hit people."

"I believe in 1996, we held the NCAA team rushing title in all divisions. We averaged 335 yards a game on the ground, which is a phenomenal amount of rushing yards. Like Julie, it was partly because of 'the game.'"

"My career was cut short by concussions. The last regular season game of my second year as a starter, I had a concussion on

the field. I had problems for three to four days. But there wasn't as much information about it 20 or 30 years ago, so I started the next game as well and had another concussion. After that, I had headaches for months and a neurologist said you should do something else."

Even though his spotlight on the turf was cut short, Dr. Markell is part of a historic and present lineage of dedicated student-athletes who found a home and platform for professional success with a nationally competitive program.

"Regarding memorable things, Julie mentioned the personable and personal experiences, that's all really important and I would echo that, in addition to being part of something bigger than yourself," Dr. Markell said. "It was nice



Dr. Markell was an offensive lineman at NDSU. Due to concussions, Markell's athletic career was cut short.



Dedicated student-athletes, Markell and Pasche have found success in the nationally competitive plant pathology department at NDSU.

to be part of a team that could accomplish significant things no individual could."

TEAM WORK

While their opponents have changed from furry mascots to elusive contagions, Dr. Pasche and Dr. Markell have continued and expanded their devotion to the Bison team. As professors, they help lead students towards unthinkable success and nurture curiosity.

They've also devel-

oped their own families since their athletic glory days. Mother of two sons, George and Ted, Dr. Pasche is married to Steve. Father of twins, Isabelle and Sophia, and son Keegan, Dr. Markell is married to wife Veronica.

"There's a legacy and history that every one of us who played is a part of that transcends from one sport to all sports with NDSU athletics," said Dr. Markell. "I have a tremendous amount of pride in that success."

USA Per Capita Dry Edible Bean Usage

USA PER CAPITA DRY EDIBLE BEAN USAGE
(pounds per person)

	2015	2016	2017
Pinto	2.60	2.46	2.56
Navy	0.35	0.40	0.40
Great Northern	0.35	0.15	0.22
All Kidney	0.55	0.37	0.41
Dark Red	0.15	0.14	0.12
Light Red	0.40	0.23	0.29
Black	1.42	1.09	0.98
Lima	0.01	0.06	0.04
Baby Lima	0.00	0.05	0.02
Large Lima	0.01	0.01	0.02
Small Red	0.29	0.22	0.18
Chickpea	0.63	1.25	0.81
Blackeye	0.17	0.16	0.15
Pink	0.13	0.08	0.12
Other	1.09	1.63	1.15
Total	7.25	6.90	7.03
Usage Conversions (metric tons)			
Inferred Use	1,070,302	1,028,223	1,057,969
5-year Av	880,493	896,916	939,608

BASED on USDA ERS data. 2017 forecasts by STAT



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Northarvest Touts Beans at WIC Conference

The Northarvest Bean Growers Association was a sponsor and exhibitor at the National WIC (Women, Infants and Children) Association's annual education and training conference in Philadelphia. Northarvest provided recipes and a culinary bean toolkit for those attending the conference. There was also an opportunity for conference participants to request free literature to share with their clients. Those supporting the WIC community praised the Northarvest resources, saying the information would be helpful when teaching classes or doing

demonstrations. This conference attracted nearly 700 participants. Northar-

vest utilizes the National WIC Association event to promote beans to a key

audience that is eligible to receive beans.



Northarvest was a sponsor and exhibitor at the National Women, Infants and Children Association Conference.

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Excitement for Slow Darkening Pintos Grows

By **Jessie Topp-Becker**

Dry beans from North Dakota and Minnesota are notorious for being of high-quality and competitively priced; an attribute that has helped make North Dakota beans highly sought after. However, pinto beans grown in the Northharvest region have a not so good reputation of being dark in color, as compared to pinto beans produced in Nebraska, Idaho and Washington.

The result? “When our people are trying to sell our commodity, they usually get penalized,” says Juan Osorno, Ph.D., North Dakota State University (NDSU) dry bean breeder/geneticist.

To help prevent these price penalties, Osorno

and Phillip Miklas, Ph.D., research geneticist with the U.S. Department of Agriculture Agricultural Research Service in Prosser, Wash., have spent the last seven years collaborating to develop a slow darkening pinto bean variety. The excitement for ND-Palomino Slow Darkening Pinto (ND-Palomino) has been growing as producers, buyers and others have learned how ND-Palomino has performed in research trials. Excitement for ND-Palomino grew on an international level after Osorno spoke at the 2017 US-Mexico International Dry Bean Congress earlier this year.

Osorno’s presentation was not solely focused on the new slow darkening

bean; however, that part of his presentation generated considerable interest among attendees. “They were really excited about it of course because it’s a great trait for everybody in the market,” Osorno explains.

Buyers in Mexico are especially excited about a slow darkening pinto bean variety, because “they really like the quality of the U.S. product, so this is adding to that quality and reliability that they like from the U.S. dry bean supply,” Osorno says.

Scott Mund, North Dakota Dry Bean Council chairman, attended the congress as well and says Osorno’s presentation received a very positive response. Congress attendees wanted to know

how quickly they could purchase the slow darkening pinto beans. “A common question that was asked was how soon is [ND-Palomino] going to be available for them to purchase so they can get it into their production for their canning and for the Mexican market,” Mund says.

Since ND-Palomino is not yet available for commercial production, Osorno was clear about when buyers can expect the slow darkening pinto bean to be available. “I warned them that we are still early in the process,” Osorno says. “I didn’t want to create false expectations for people thinking ‘okay, in 2017 we’re going to get a boat load of slow

Continued on Next Page



The slow darkening gene that prevents pinto beans from darkening quickly during storage is in the seed coat. (photo credit: Daniel Restrepo)

darkening pintos for marketing,” he adds.

Although Osorno expects ND-Palomino slow darkening pinto beans to be available for commercial production in 2018, he says there are some logistical concerns that still need to be worked out. Specifically, the issue of co-mingling. “Everybody is saying that you have to keep slow darkening pintos separated from your regular pintos. Otherwise, if you mix it together, you’re going to have a salt and pepper effect.”

Mund, who farms near Milnor, N.D., says buyers have already expressed concerns about co-

mingling. “The buyers are very concerned about that. They’re going to have to figure out a way to segregate non-slow darkening beans from the slow darkening.”

On the grower side, Mund says there are two concerns about the slow darkening beans – yield and price. “Is there any lack of yield for the slow darkening gene? And are they going to get paid any more?” Once those two questions are an-

swered, Mund suspects it won’t be too difficult to convince growers to plant slow darkening pinto beans.

With excitement for ND-Palomino growing on a domestic and international level, Mund has one message for pinto bean growers. “As soon as seed production becomes available, the recommendation would be that we try and plant as many of them as we can to hopefully expand our markets for the Northharvest region.”



BEANS PROMOTED BY FOOD NETWORK MAGAZINE

The Food Network Magazine gave a thumbs up to beans in its May issue. In the article, the magazine cited a new study from the University of Copenhagen. This study said legume-based meals can be more filling than meat-based meals. “Participants who were given high-protein beans instead of meat at one meal consumed 12 percent fewer calories at their next meal.” The researchers said this suggests fiber can be the key to feeling full. Recipes highlighting dry edible beans were also found in the May 2017 issue. *The Food Network Magazine* is part of the popular cable television channel.

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COUNCIL ELECTION

Grady Thorsgard of Northwood has been reelected to a third term on the North Dakota Dry Bean Council to represent District 3. In District 5, Matt Thompson from Wyndmere was selected to replace Milnor farmer Scott Mund, who served three terms and was not eligible for reelection.

OFFICERS REELECTED

Northharvest Bean Growers Association officers have been reelected. Tom Kennelly from Grafton, North Dakota is president; David Dickson, who farms near Gilby, North Dakota is vice president, and Crookston, Minnesota grower Eric Samuelson is treasurer. Joe Mauch from Hankinson, North Dakota is the director to the



U.S. Dry Bean Council, and Webster, North Dakota grower Kevin Regan is the alternate.



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Northharvest Q & A with Crop Consultants

DAN MOSER, CENTROL CROP CONSULTANT, LARIMORE, N.D.

Tell us about your crop consulting business. I have been a crop consultant for Centrol for 27 years now. I started in 1990. I work for 44 growers in the Larimore, Northwood and Finley area. Most of my growers have been with me for 5-27 years.

What's the best part of your job? Working in agriculture and trying to help farmers farm better. Bringing new technology to the farms has been the most fun. The first few years always have its ups and downs.

How has the agriculture industry changed during your career? More and more farmers are incorporating variable rate technology (VRT) into their farms.

What's your favorite tool or piece of technology? Using VRT to increase profitability on the farm.

What advice would you give dry bean growers to maximize their yields each year? Use VRT to increase yield in dry beans. Most farmers are going to direct harvest and without adequate Nitrogen, the plant will not grow tall enough to



Mark Ramsey

get the cutting bar under the pods. The other reason to use VRT is to decrease disease pressure.

When you're not scouting fields and working with growers, what do you do for fun? I love going to the lake and fishing in the summer and winter.

What is your favorite food? Baked beans. Just kidding! A big prime cut ribeye made on my Treager grill.

MARK RAMSEY, MR AG CONSULTING, ST. THOMAS, N.D.

Tell us about your crop consulting busi-

ness. I just started my 34th year in this business, so that's how long I've been doing this. I'm a single person consultant, I have myself and one other person running the soil sampling pickups in the fall of the year. It's not very big but it's enough to keep me busy. I'm in Pembina County.

What's the best part of your job? The best part of my job is problem solving or looking at different scenarios that would play out in a field situation and how to make the outcome favorable both economically and so it benefits the grower.

How has the agricul-

ture industry changed during your career?

Precision farming. Plain and simple. Precision farming has been the number one increase in the last 35 years.

What's your favorite tool or piece of technology? Lidar imagery and setting up through creating zone to zone samples, so we can isolate the most productive parts of the fields and fertilize them accordingly. Also, it doesn't really go with the pinto bean world yet, but GMOs, whether it be soybeans or sugar beets, and the different technologies that are here to help benefit and feed the world.

What advice would you give dry bean growers to maximize their yields each year?

Making sure you get the right amount of fertilization. Also, watch very closely and make sure you timely apply the white mold fungicide.

When you're not scouting fields and working with growers, what do you do for fun? I'm at the lake or golfing.

What is your favorite food? My favorite food is a nice, big, thick ribeye steak and baked potato.

Section 32 Request

A bipartisan group of senators wasted no time in calling on newly-confirmed U.S. Agriculture Secretary Sonny Perdue to make a purchase of surplus dry edible beans. The senators, including Heidi Heitkamp and John Hoeven from North Dakota, and Amy Klobuchar and Al Franken from Minnesota, signed on to a letter asking USDA to buy pinto and dark red kidney beans to remove oversupply from the market. In March, the Northarvest Bean Growers Association

and the North Central Bean Dealers Association sent a letter to USDA requesting the purchase of 300,000 hundredweight of pinto beans and 100,000 hundredweight of dark red kidneys. The letter said the industry is anticipating a carryover at the end of August of approximately 800,000 hundredweight of pintos and 400,000 hundredweight of dark red kidney beans. A similar request led to large purchases of pinto and great northern beans by USDA in 2015.



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White Mold, Rust Top Disease Concerns for Dry Bean Growers

By **Jessie Topp-Becker**

As the growing season progresses, seedlings grow into mature plants. At the same time, disease pressure is also growing. Although it's difficult

to know exactly which diseases dry bean growers will encounter this year, Sam Markell, Ph.D., extension plant pathologist at North Dakota State University, offers some insight to help growers

prepare for the 2017 growing season.

Weather conditions are excellent indicators of what diseases growers can expect to see in their fields. This year Markell is especially worried about two diseases – white mold and rust. “If it's cool and wet, growers should think white mold. If it's warm and dry, then they should think rust.”

White mold was not a major problem for dry bean growers last year, but Markell encourages growers not to forget about it, especially if the weather is cool and rainy. To control white mold, Markell reminds producers that they need to spray fields before the disease appears. It's all about prevention with white mold, he says. “Once you see white mold, you're done. You've kind of lost the battle already.”

Markell is also concerned that dry bean growers might have to deal with rust this year. “We've seen an increase in rust in the last 5 to 7 years. We haven't had a widespread epidemic, but I think that it's important to be aware of it.”

Controlling rust is the opposite of controlling for white mold, where prevention is critical. “You

don't need to prevent [rust], you can wait until you see it, as long as you are actively scouting,” Markell explains. However, “if you wait and the first time you see it is at 30 miles per hour from a windshield, you're not going to manage it,” he adds.

Bacterial blights are another disease possibility, and Markell says he has seen an increase in common blight in recent years. Growers can expect to see bacterial blights in their dry bean fields if they experience an increase in storms during the summer months. Control of bacterial blights, such as common blight, is difficult, but may not be impossible. “There are some products out there that could help in a pinch, but they're mostly preventative. It's hard to stop it once it starts,” he says. Although it is possible to manage bacterial blights, effective control typically requires multiple applications, which makes Markell question the economic viability of spraying for these diseases.

In 2016, some growers in the Northarvest region experienced a significant amount of rainfall early in the growing season, which created ideal conditions

Continued on Next Page



To control white mold, farmers need to spray fields before the disease appears.

for root rot. Root rot is certainly possible again in 2017; unfortunately, there's nothing growers can do to manage root rot once it shows up in their fields. However, they can pay attention to it and work to prevent root rot in future years. "What you can do is keep your eyes on it, and if you notice you've got a lot of root rot, you may be able to figure out

what disease(s) you've got; it will help you in the future when you rotate back in the field," Markell explains.

Markell also warns growers to watch for soybean cyst nematode. Although a concern for all growers in the Northarvest region, soybean cyst nematode has been on the rise in the northern Red River Valley.

As is the case with every growing season, Markell says growers need to pay attention to the weather conditions and be vigilant at scouting to help control diseases in their dry bean fields throughout the year. "Effective scouting not only helps you manage diseases this year, it helps you identify, and possibly prevent, potential problems in future years."



There has been an increase in the incidence of rust in the last five-to-seven years. The photos show rust at mid-season.

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Central Valley Bean Cooperative: From Generation to Generation

By Jessie Topp-Becker

For the last 32 years, Gary Fuglesten has been a staple of the Central Valley Bean Cooperative in Buxton, N.D. That will change June 30, when Gary retires and hands the reigns over to his son, Dan, who will take over as the co-op's general manager.

Gary, a Buxton native, says a lot has changed since he became manager in 1985. "When we started, we didn't have much working capital. We owned the two elevators that formed the Coop." The two elevators that initially formed Central Valley Bean Cooperative were the Reynolds Co-op Elevator of Reynolds, N.D., and the Farmers Union Elevator in Buxton. After a few years, the business started making money and growing the business. "[We] paid off the elevators, started building, start-



Gary Fuglesten is retiring as general manager at Central Valley Bean Cooperative. Dan Fuglesten is taking over as the new general manager.

ed getting some receiving stations," Gary says. In 1996, a new processing plant was built to replace its old one.

Today, Central Valley Bean Coop-

erative has nine receiving stations and handles 20 times more beans than it did in 1985 when Gary started, and the Coop continues to grow. "For me, it's always better to keep growing than stagnate," Gary says in reference to the co-op's current building projects.

What's the secret to the co-op's success under Gary's leadership? "We've had terrific loyalty from the receiving stations we have, besides the local farmers," Gary explains. Although he's looking forward to retirement, the thing Gary will miss the most is "working with the employees we have, same with the growers."

With his son, Dan, taking over as manager, Gary says Central Valley Bean Cooperative is in good hands. Dan, who has worked alongside Gary for the last eight years, is looking forward to his new role. "It's very exciting, and I'm looking forward to the challenges," Dan says.

As he takes over for his dad, Dan says the cooperative is poised for continued growth. "We're committed to serving the farmers that have continued to bring us beans, and they're telling us we need more storage." It will be different not working with his dad every day, Dan says. "We'll miss him, but he'll be just a few blocks away and we're going to harass him every once and awhile."

As the leadership passes from one generation to the next, Gary has one piece of advice for his son. "Talk openly, and deal with your buyers and growers the same way."



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Healthy Kitchens, Healthy Lives

During the Healthy Kitchens, Healthy Lives Conference, researchers from the world of diet and nutrition were joined by world class culinary experts. Healthcare providers participated in hands-on learning experiences with the help of the Culinary Institute of America.

The Northarvest Bean Growers Association was a sponsor of this unique event. One of the top takeaways from this conference was that plant-forward cooking and eating is the best path to a healthy diet. More fruits and vegetables are recommended in place of

processed carbohydrates. In addition, the types of food we eat impact disease risk independent of our weight.

The Healthy Kitchens, Healthy Lives event promoted a variety of healthy food options including beans. The ideal plate was described as one that was $\frac{1}{4}$ protein; $\frac{1}{4}$ healthier carb and $\frac{1}{2}$ vegetables. Beans would fit into the protein and vegetable categories.

The next CIA Healthy Kitchens, Healthy Lives Conference will be held February 7-8 in Napa Valley, California.



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RECORD PULSE ACREAGE

According to USDA's Economic Research Service, acreage of pulses in the U.S. is projected at a record of more than four million acres this year. Chickpea acreage is forecast to rise to nearly 500,000 acres, an increase of more than 53 percent compared to last year. This increase is due to the sustained price strength and favorable returns for chickpeas relative to other crops. Planted acreage of lentils is expected to rise 13 percent this year, to over a million acres. In ten years' time, lentil acreage has more than tripled, boosted by expanding sales to India and growing domestic consumption. The ERS says dry bean planted area, minus chickpeas, is projected to increase about two percent this year, to 1.37 million, slightly below the 10-year average. Dry peas are the only

pulse crop projected to have fewer acres than last year.

MEXICAN TRQ

The U.S. Ag Attache in Mexico City reports that Mexico's Secretariat of Economy (SE) announced that it will allow a total of 100,000 metric tons (MT) of dry beans to be imported duty-free under a tariff-rate quota (TRQ). The Secretariat will administer this import quota for most-favored nation trading partners. The TRQ will be valid until November 30, 2017. The announcement also includes the administrative procedures for importers to request an allocation under the quota.

Based on Mexico's Agro-food and Fisheries Information Service data, in 2016 the annual growth rate of dry bean production was 13 percent. Despite this production growth, it is in-

sufficient to cover apparent national consumption in 2017. SE therefore saw the need to supplement the domestic supply of dry beans with imports from third countries with which Mexico does not have free trade agreements, to guarantee supply and contribute to consumer price stability, with the purpose of protecting the income and purchasing power of Mexican families.

GAO REPORT

The Government Accountability Office (GAO) has released a report on the U.S. Agency for International Development's (USAID) implementation and oversight of additional food aid flexibility authorized by the 2014 farm bill. Under that bill, USAID is authorized to use up to 20 percent of Food for Peace funds for administrative purposes, now interpreted by USAID to include the delivery of cash-based food aid. The report offers the first comprehensive look into the extent USAID is using the new authority to provide cash transfers, food vouchers, and locally or regionally procured (LRP) food, rather than U.S.-grown commodities, to those in need across the globe. House Agriculture Committee Chairman Mike Conaway says the report suggests that USAID has yet to reach the limits it is allowed to spend on these activities. "Not only does this report solidify my concerns about USAID's ability to monitor the use of cash and vouchers overseas, but also that demands for even more flexibility are premature," said Conaway. The Texas congressman says he hopes we never lose sight of the critical role American farmers and U.S.-grown commodities have played in feeding the world over the past 60 years.

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Trump Budget Proposal Cuts MAP and FMD Funding

The Northharvest Bean Growers Association is one of eight commodity organizations to sign a letter to North Dakota's congressional delegation requesting lawmakers to reject the proposed cuts to the Market Access Program and Foreign Market Development Program that are contained in President Trump's 2018 budget. The letter also points out that every dollar spent in these programs yields a \$28 return in export gains. Further, these programs account for 15 percent of U.S. agriculture export revenue, resulting in an average annual increase

in farm income of \$2.1 billion between 2002 and 2014. Northharvest requests not only reinstating funding to the MAP and FMD programs, but that they enhance the budget for these two programs.

The White House has officially notified the Senate Finance and House Ways and Means Committees that the administration will update the North American Free Trade Agreement. The notification begins a 90-day period in which President Trump's trade officials must consult with Congress on the objectives of the trade talks. Thirty

days prior to negotiations starting, the administration must make public a detailed and comprehensive summary of the specific objectives for a new agreement.

Within the 2018 budget proposal, the Trump administration wants to limit the crop insurance premium subsidy to \$40,000. It also includes means testing, limiting the availability of crop insurance to those farmers with an adjusted gross income of \$500,000 or less. The harvest price option would also be eliminated. Those three changes would provide total savings over

the next ten years totaling nearly \$29 billion. This plan, which is considered a template for the administration and the next farm bill, zeroes out funding for USDA's Market Access Program and Foreign Market Development programs. The Food for Peace program, which delivers U.S.-grown commodities to needy countries, would be eliminated along with the McGovern-Dole school feeding program. The administration's budget proposal calls for a staff reduction at USDA of more than 5,000 employees. That represents 5.5 percent of the current staff.

USDA REORGANIZATION PLAN ANNOUNCED

Agriculture Secretary Sonny Perdue has announced a reorganization plan for USDA. The highlight of this plan includes the establishment of an undersecretary position that will focus on trade. This position was authorized in the 2014 Farm Bill, but action was not taken because of the statutory limit on the number of undersecretary positions allowed at USDA.

During a news conference with the National Association of Farm Broadcasters, Perdue emphasized that trade is his top priority, noting that, of the pressing issues on his list, "number one was trade, number two was trade, number three was trade... but



Agriculture Secretary Sonny Perdue

number four and five were the labor situation and regulation."

"I'm a 'grow and sell it' kind of guy," Perdue said. "If these guys

and gals can grow it, I'm going to do my best to sell it."

A report has been sent to Congress that also seeks to make other changes at the Agriculture Department. The title of the undersecretary for farm and foreign agricultural services would change to the undersecretary for farm production and conservation. The Natural Resources Conservation Service would come under the purview of that undersecretary. In this proposal, the undersecretary for rural development would be eliminated, but the head of rural development programs would report directly to the agriculture secretary.

Canada Special Crops Outlook: Dry Beans

For 2016-17, Canadian dry bean exports are forecast to increase despite the lower supply situation compared to the previous year. The US and the EU remain the main markets for Canadian dry beans, with smaller volumes exported to Japan and Angola. Smaller North American supply is expected to continue to support US and Canadian dry bean prices for 2016-17. To-date (August-April), Canadian pinto bean prices are 25% higher and black bean prices are 40% above 2015-16 levels.

For 2017-18, the area seeded in Canada is forecast to fall by 9% from 2016-17. By province, Ontario is expected to account for 47% of the dry bean area, Manitoba

34%, Alberta 17% with the remainder seeded in Quebec.

Production is expected to increase marginally.

Exports are forecast to fall marginally and stocks are expected to remain tight. The average Canadian dry bean price is

forecast to fall despite expectations for a marginal decrease in North American supply.

DRY BEANS:¹ MAY 24, 2017

	2015-2016	2016-2017 ⁵	2017-2018 ⁵
Area seeded (kilohectares)	108	119	108
Area harvested (kilohectares)	107	113	106
Yield (tonnes/hectare)	2.31	2.07	2.23
Production (kilotonnes)	249	234	236
Imports (kilotonnes) ²	81	85	80
Total supply (kilotonnes)	365	334	321
Exports ²	324	329	316
Total Domestic Use ³	26	0	0
Carry-out Stocks (kilotonnes)	15	5	5
Stocks-to-Use Ratio	4	2	2
Average Price ⁴	775	930-950	875-905

¹Crop year is August-July.

²Imports and exports exclude products.

³Total domestic use = Food and industrial use + Feed waste and dockage + Seed use + Loss in handling. Total domestic use is calculated residually.

⁴Producer price, Free-on-board (FOB) plant, average over all types, grades and markets.

⁵Forecast by Agriculture and Agri-Food Canada except area, yield and production for 2016-17 which is Statistic Canada

Source: Statistics Canada and industry consultations





DAVID CLOUGH

Fessenden, ND
Wheat, soybeans and edible beans

How did you get into farming? I grew up in the small town of Emery, North Dakota. I was never interested in farming, but during my freshman or sophomore year in high school, I started working for an uncle of mine and kind of liked farming. I still didn't think much of it, because I never took vo-ag and I was never in 4-H. Then, I went down to North Dakota State University. I graduated in 1968 and started farming with my uncle until 1983, when he sold the farm to somebody else. Then I started over. I am a first and last generation farmer. My kids aren't going to farm.

How do you compare yourself to other famers recognizing you are a first-generation farmer?

Multiple generations have an easier start and they know what is going on. I had a lot to learn the first year. I had 70 to 80 cows and that first spring I was by myself; I had never seen a calf born. Believe me, I was scared. There was no internet to look it up, so I read a lot of books and there was a lot of on the job training for me.



LOWELL BERNTSON

Kulm, ND
Corn, soybeans, wheat and dry beans

How did you get into farming? I was born on my parent's farm. I went to North Dakota State University and received a degree in agricultural economics in the early 1980s. I have been farming in this area ever since.

What classes of dry beans do you grow and why? We mainly raise pinto beans. We've been doing this on and off since I have started farming in the early 1980s. Initially, we just raised common commercial

My wife has helped me run a business from the farm. We have sold seed for more than 40 years now. We've been retired for about five years now.

What kind of dry beans do you grow? I've always grown beans. For our pinto beans, we are doing those on a shared acreage. It's a lot easier because pinto beans are a lot of work to raise.

What is your favorite piece of farm equipment?

I don't know if it's really equipment or machinery, but technology makes things a lot easier including GPS and auto-steer, which I have in my tractors and combines.

What are your other hobbies? During the summer I enjoy gardening. We have a large garden and we give some of the produce to our son who lives in Grand Forks, North Dakota. We like to do a little traveling as we have gotten older. In fact, the first of April, we spent two weeks in Europe.

What is the best part about farming? You're your own boss. If you make a mistake, you're to blame. If something turns out good, you can take credit for it. To see the crops grow and to have a good crop is really heartwarming, even when I used to have livestock. It's a lot of work, but still so rewarding.

beans and for some time, we raised certified seed.

What's your favorite piece of farm equipment?

It has to be the combine, that's where I make the money. It also has a good radio and seat in it.

What are your other hobbies? I like to go fishing every once in a while.

What is your dream vacation? We go to a little island in Mexico. We kind of do that every winter.

What is your favorite part about being a farmer? To be out in the country and watch things grow. It's a fantastic lifestyle to be out in North Dakota.

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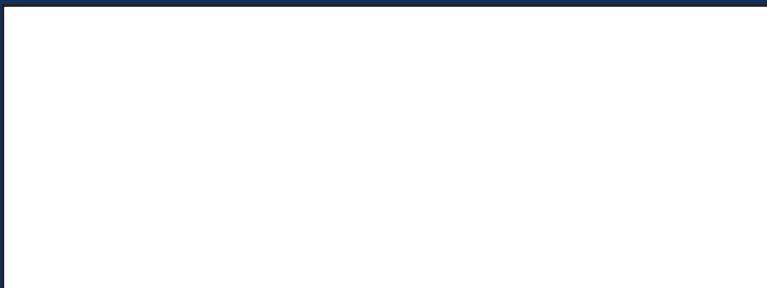


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**Non-Profit
Organization**
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The Northharvest Bean Growers Association wishes you a successful 2017 Crop.