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## **INSIDE Bean Day 2008 2007 Annual Report**





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# NORTH HARVEST BeanGrower

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## On the Cover

**On-the-job training:** Jason Mewes checks fittings on an anhydrous ammonia fertilizer applicator. He is in the process of learning how to do all the jobs on the farm. A new member of the North Dakota Dry Bean Council, Jason says he sees a lot of potential for his family's farm in the future. He is the youngest member in a diversified dry bean, corn and soybean operation. "Keeping dry beans competitive with corn, soybeans and other crops is important," Mewes says. It will help insure that they have the crop rotation options in the future to remain diversified and manage risk.

The Northharvest Bean Grower is published five times a year by the Northharvest Bean Growers Association, 50072 E. Lake Seven Road, Frazee, MN 56544, Phone: (218) 334-6351, Website: [www.northharvestbean.org](http://www.northharvestbean.org), Email: [nhbean@loretel.net](mailto:nhbean@loretel.net).

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# BeanBriefs

## Dry Beans

For 2007-08, production and supply are estimated to decrease because of the 16% lower seeded area and lower yields. Production is expected to fall for all major classes of dry beans; white pea, pinto, black, dark and light red kidney, cranberry, Great Northern, pink and small red. Exports are forecast to decrease due to the lower supply. Carry-out stocks are expected to fall, with a s/u of 6%. U.S. production is estimated to increase by 4% to 1.07 Mt, while supply increases only marginally to 1.22 Mt, as lower carry-in stocks offset most of the production increase. U.S. supply and, to a lesser extent, Canadian supply are the most important factors

affecting Canadian prices. The average price, over all types and grades, is forecast to increase because of the lower total U.S. and Canadian supply.

*Source: Canadian Pulse and Special Crops Outlook, October 2007*

## Beans - Basic principles of all food pyramids

MyPyramid, the revamped Food Guide Pyramid, established by the United States Department of Agriculture and the Department of Health and Human Services, outlines various food groups and food choices that, if eaten in the right quantities, form the founda-

tion of a healthy diet. Many other pyramids exist, however. These include the Asian, Latin American and Mediterranean diet pyramids, the Mayo Clinic Healthy Weight Pyramid, and the Vegetarian Diet Pyramid, just to name a few. The basic principles of these food pyramids are largely the same and follow the same premise of variety and moderation of eating. On the list of recommendations for each of these pyramids include beans and legumes, either daily or at every meal. The Mayo Clinic states that beans and legumes are typically low in fat, contain no cholesterol, and are high in folate, potassium, iron and magnesium. They're also a good source of protein

and can be a healthy substitute for meat, which has more fat and cholesterol.

*Source: The Mayo Clinic*

## Eating Beans Helps Lower Cholesterol

A study was conducted at the Agricultural Research Service (ARS) agency's Grand Forks Human Nutrition Research Center in Grand Forks, ND on a group of volunteers to test whether eating beans actually helps lower cholesterol. For 12 weeks, the group was consuming one-half cup of cooked dry pinto beans daily. The findings show that those in the group saw a reduction in their cholesterol levels.

Authors Philip Reeves and

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John Finley conducted the study in Grand Forks and published the results in the November issue of the Journal of Nutrition.

The study adds to the growing body of evidence that beans are a heart healthy food choice.

## Legumes step into the limelight

Legumes hold great promise for fighting hunger, increasing income and improving soil fertility. However, legumes thus far have not received the scientific or funding attention needed to increase crop yields of small-holder farmers' in Sub-Saharan Africa and South Asia, to help enhance their food security and reduce poverty.

A new cross-continental research and development project, The Tropical Legumes Project, was officially launched in September 2007 involving 14 African and Asian national agricultural research programs.

Funded by the Bill & Melinda Gates Foundation, this project's goal is to improve tropical legumes. Its focus is to enhance the productivity of selected legumes with actual and high potential for improving food security and reducing poverty among smallholder farmers in Sub-Saharan Africa and Asia. These projects will partner with the Program for African Seed Systems, a major initiative within the Alliance for a Green Revolution in Africa, to ensure African farmers have access to seed of improved legume varieties.

Legumes have an important role in getting smallholder farmers onto the first rung of the ladder leading out of poverty. They are critically important as a source of income and nutrition for low-income farm families. This program will reduce the risks, costs and time of creating locally-adapted legume varieties that will improve household nutrition, household

income and become an integral tool in integrated soil fertility management for both sub-Saharan Africa and two countries in South Asia.

## Likeable Legume Snacks from ARS Research

Garbanzos, lentils, and dry peas and beans can now make crunchy, great-tasting snacks that are also good for you.

That's according to Agricultural Research Service (ARS) scientists and their university colleagues who've created the unique, healthful treats that can come in a variety of shapes, from crisp bits to tubular puffs.

Researcher Jose De J. Berrios of ARS' Western Regional Research Center in Albany, Calif., and Juming Tang and Barry Swanson at Washington State University in Pullman are seeking a patent for the technology that led to the low-sodium, low-fat, cholesterol-free foods. The snacks are also rich in protein and dietary fiber.

Some of the pre-market products have already been taste-tested by about 500 volunteers—most of whom gave the foods an enthusiastic "thumb's up." One snack made of crisp, fully-cooked garbanzos is ready to eat out-of-hand or could be tossed with a salad of leafy greens, sprinkled on a bowl of hearty soup, or added to traditional party mixes.

The scientists used a standard piece of food processing equipment, a twin-screw extruder, to make the snacks. Extruders are energy-efficient, fast and versatile, combining—into just one machine—several steps including mixing, cooking, shaping and other processes needed to convert legume flours into appealing snacks.

The USA Dry Pea & Lentil Council, based in Moscow, Idaho, helped fund the research.

**Source:** USDA/ARS

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# **33rd Annual Bean Day**

**Friday  
January  
18, 2008**

**Fargo Holiday Inn**

## **Pre-Bean Day Festivities**

Unlike previous Bean Days, we will not be hosting a pre-Bean Day banquet this year. Instead, those of you who plan to join us on Thursday, January 17, are invited to socialize and visit with exhibitors from late afternoon to 7 p.m. Cash bar and a hors d'oeuvre/sandwich buffet will be available during this time. There is no fee to attend. We hope you can join us!





# Bean Day 2008

## Bean Day Program -- January 18

### Morning Program

8:00 - 9:50 a.m. **Registration, Coffee**

9:50 - 10:00 a.m. **Setting the Agenda**  
*Gary Paur, President*  
*Northarvest Bean Growers Association*

10:00 - 10:20 a.m. **The Zollinger Report: Experimental Herbicides and Desiccants In Dry Beans**  
*Dr. Richard Zollinger, Extension Weed Specialist, NDSU Extension Service*  
*North Dakota State University, Fargo, ND*

10:20 - 10:40 a.m. **Variety Performance Review: How NDSU's New Pintos Stampede and Lariat and Other Varieties Stack Up**  
*Dr. Juan Osorno, Dry-Bean Breeding & Genetics, Department of Plant Sciences*  
*North Dakota State University, Fargo, ND*

10:40 - 11:00 a.m. **NDSU's Release and Distribution of Stampede and Lariat Pintos**  
*Dale Williams, Director*  
*NDSU Foundation Seedstocks Project*  
*Department of Plant Sciences*  
*North Dakota State University, Fargo, ND*

11:00 - 11:20 a.m. **A New Race Of Anthracnose And Other Dry Bean Disease Threats**  
*Sam Markell, Extension Plant Pathologist*  
*Department of Plant Pathology*  
*North Dakota State University, Fargo, ND*

11:20 - 11:40 a.m. **The Dominican Market and Its Perspective On Bean Color**  
*Fradbelin Escarraman, Consultant*  
*Santo Domingo, Dominican Republic*

11:40 - 12:00 p.m. **The Beginning Of An Agricultural Tsunami: Beans To Barley In Mexico**  
*Dr. Marcial Ortiz, Zacatecas, Zac Mexico*

12:00 - 1:30 p.m. **Lunch**

### Afternoon Program

1:30 - 1:45 p.m. **Association Business**  
*Gary Paur, President*  
1) District Director Elections

1:45 - 2:05 p.m. **The New Farm Bill Implications For Dry Bean Producers**  
*Beverly Paul, Gordley & Associates*  
*Government Relations Corporation*  
*Washington, D.C.*

2:05 - 2:25 p.m. **Advancing Food Aid Purchases and Challenges Facing Beans in Food Aid**  
*Charles Wachsmuth, Food Aid & Emerging Market Specialist, United States Dry Bean Council, Menomonie, WI*

2:25 - 2:45 p.m. **An In-depth Look At Cuba, Central America and Brazil as Buyers In Today's Market**  
*Jois Alaby, Consultant*  
*Guatemala City, Guatemala*

2:45 - 3:05 p.m. **Will North America Keep Up Its Dry Bean Production in Lieu of Other Ag Opportunities?**  
*John Thompson, Dry Bean Sales Manager*  
*Thompson USA, LTD, Blenheim, ON*

### Register for the Bean Day Door Prize

Be sure to register when you attend Bean Day. Registration is free, but your ticket might be worth a great door prize. This year's door prize is a \$300 American Express gift card, sponsored by Ag Country Farm Credit Services (ph: 701-282-9494). You must be a Minnesota or North Dakota dry bean grower to win this prize.

Last year, Doug Tehven (right) of AgCountry Farm Credit Services presented Randy Mauch, of Mooreton ND a \$300 American Express Gift card as the recipient of the Bean Day door prize.





# Bean Day 2008

## Bean Day Exhibitors

### ADM Edible Bean Specialties Inc.

Appleton, MN; Cavalier, ND;  
Galesburg, ND; Grafton, ND;  
St. Thomas, ND; Olivia, MN;  
Northwood, ND; and Casselton, ND  
Grafton address: PO Box 25,  
Front St., Grafton ND 58237  
(701) 352-1030

### Advan LLC

Scott Peterson  
9145 Guilford Rd  
Columbia, MD 21046  
(563) 422-7120

### Agri-Resources Inc

5621 53rd Ave SW  
Fargo, ND 58104  
(701) 277-3221

### AURI

PO Box 599  
Crookston MN 56716  
218-281-9006

### BASF Corporation

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(701) 232-5205

### C & F Foods

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(701) 696-2040

### Chippewa Valley Bean Co., Inc

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### Convey-All Hamilton Services

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### Dow Agro Sciences LLC

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### Dupont

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### Elmer's Mfg

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### Harriston Industries

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Minto, ND 58261  
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### Idaho Seed Bean Co.

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*More exhibitors on next page*

## 2008 Northarvest Bean Elections

District 3 (ND), District 6 (ND) and District 9 (MN) director positions on the Northarvest Bean Growers Association are up for election in 2008. The elections are being conducted through mail ballot again this year rather than being held on Bean Day.

Any dry bean grower or spouse, or any landowner or spouse, who plants dry beans for marketing within the district and resides within that district may become a candidate for the Board. A candidate for the Board must submit the director nominee submission form. Any incumbent who chooses to run must also submit a director nominee submission form. The director nominee submission forms be returned and postmarked no later than Dec. 17, 2007.

After committee review, a mail ballot election will be held and the election results will be announced at the 33rd Annual Bean Day, January 18th, 2008, Fargo Holiday Inn, Fargo, ND.

The Northarvest board of directors is comprised of three segments which meet and conduct business in unison. These segments are the 6 directors of the North Dakota Dry Bean Council, the 5 directors of the Minnesota Dry Bean Research and Promotion Council, and the 9 directors of the Northarvest Bean Growers Association.

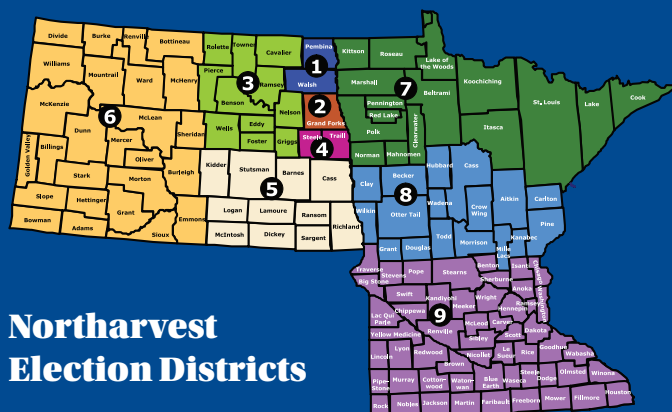
A term as director of the Northarvest Bean Growers Association is for 3 years with a limit of 3 terms. There are usually 4 full board meetings a year, scheduled to be of minimal disturbance to most farming operations; this is in addition to committee meetings which are dependent upon assignment

but also minimally invasive. Compensation for meetings and activities is \$75 per day with mileage/meal/lodging allowance similar to state and federal reimbursement.

Serving on this board not only gives members unique insight into the dry bean industry, it allows interaction with other directors from across the two states, some of the best and

most innovative bean growers in the Northarvest region.

Questions or comments about the election process should be directed to: Tim Courneya, Northarvest Bean Growers Association, 50072 E Lake Seven Road, Frazee, MN 56544, Ph (218) 334-6351 - Fax: (218) 334-6360 - Email: nhbean@loretel.net.



**Northarvest  
Election Districts**

# Bean Day 2008

## Bean Day Exhibitors

### **MN Ag Statistics Service**

PO Box 7068  
St Paul MN 55107  
(651) 296-2230

### **Nebraska Bean Inc**

Brent Morrison  
85824 519th Ave  
Clearwater, NE 68726  
(402) 887-5335

### **ND Ag Statistics Service**

PO Box 3166  
Fargo ND 58108  
(701) 239-5306

### **North Dakota State Seed Commission**

PO Box 5257  
Fargo, ND 58105  
(701) 231-5400

### **Northern Crops Institute**

Mehmet Tulbek  
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Fargo ND 58105  
701-231-7736

### **Northern Valley Fertilizer**

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### **Syngenta Seed Treatment**

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### **Syngenta Seeds, Inc.**

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Boise ID 83771-4188  
(208) 327-9338

### **Thompson USA Ltd**

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East Grand Forks MN 56721  
(218) 773-8834

### **Valent USA**

Tom Gardner  
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(701) 866-2525

## Bean Day Lodging Directory

The Fargo, N.D., Holiday Inn at I-29 & 13th Ave SW. is the headquarters hotel for Bean Day. Make your room reservations by calling the hotel directly. Phone (701) 282-2700. The Holiday Inn Express -- (701) 282-2000 -- is also adjacent to the Holiday Inn parking lot. For a list of other Fargo-Moorhead hotels/motels, visit [www.fargomoorhead.org](http://www.fargomoorhead.org).



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# Young Farmer Banks on Beans

Jason Mewes is a young man who looks as if he has a lot of potential in agriculture.

And the Colgate, N.D., farmer sees a lot of potential in dry beans.

“Corn and soybean prices are high, but dry beans have been keeping up,” says Mewes. “We have the right soil and the right weather for dry beans. When it all comes together right, we can get 2,500-3,000 pound [per acre] yields.”

Jason is one of the newest members of North Dakota Dry Bean Council. He was elected in March and serves on the council’s research and food aid committees. Though he is serving his first term on the North Dakota Dry Bean Council, Jason is no stranger to commodity groups. He also serves on the North Dakota Soybean Council’s research committee.

Jason and his wife, Jodi, farm with his parents Raymond and Barbara; and uncles, Ralph and Randy, and their families. Jason also operates a farm in partnership with his brother, John, a research scientist at Meridian Environmental Technologies, Grand Forks, N.D.

At 28, Jason is the youngest person in the family corporation and the only one of his parent’s siblings who is currently interested in farming full time. They raise corn, soybeans and dry beans – pintos, navies and blacks. They plant about half their farm to corn, a quarter to soybeans and a quarter to dry beans every year.

An NDSU graduate, Mewes has a degree in agricultural economics and is getting a heavy dose of on-the-job training on the family farm.

“I am trying to learn every-

body’s jobs,” he says.

## Cutting labor and input

Despite current high grain prices, Jason says he’s “fairly nervous” about what’s ahead for farmers.

“High commodity prices are great,” he says, “but costs have skyrocketed too. What happens when prices come down? Will costs stay up?” he asks.

His parents, uncles and others who farmed during the boom years of the 1970s, and survived the downturn in the 1980s, warn him that grain prices likely won’t stay up and input costs won’t come down as fast, or perhaps not at all.

As a result, Jason is being cautious about buying land and other major purchases.

“A lot of people got in finan-

cial trouble in the 1980s because they paid too much for land or got overextended. I don’t want that to happen to me in a few years if things change,” he says.

## Cutting costs

Rather than trying to aggressively expand the operation now, Jason and his family are focusing on finding ways to reduce labor and input costs without reducing yields.

They will try strip tilling corn for the first time next season and, if it works, they may try the new tillage system on dry beans, too. Strip tillage saves two trips across the field over the year and makes it possible to reduce fuel, labor and fertilizer costs. Fertilizer rates can be reduced because the nutrients are placed directly in the future root zone.

This fall, they tried straight



*Excited about ag: Jason Mewes, a new member of the North Dakota Dry Bean Council, says he sees a lot of potential for his family’s farm in the future. He is the youngest member in a diversified dry bean, corn and soybean operation. Keeping dry beans competitive with corn, soybeans and other crops is important, Mewes says. It will help insure that they have the crop rotation options in the future to remain diversified and manage risk.*



combining all their dry beans with a flex head rather than cutting and windrowing the vines. Many new varieties have a more upright structure and can be straight combined, which saves a pass across the field.

The Mewes recently bought a real time kinetic global positioning system (RTK-GPS) and installed auto steering on three of their tractors. RTK gives them sub-inch, pass-to-pass guidance. They used the system for tillage, fertilizing, planting, cultivating dry beans and spraying. It reduced overlap when doing tillage, spraying pesticides or applying fertilizer. It eliminated variability in guess row spacing, which led to reduced damage to dry beans when cultivating and lower field losses when combining corn.

"The big advantage RTK gave us this year was being able to plant at night," Jason says.



*Like father, like son. Jason and his father, Raymond, enjoy a close relationship farming together.*

They ran 24 hours a day for about a week during planting.

Getting corn planted early is one of the keys to maximizing

yield potential. Planting delays can also hurt dry bean and soybean yield potential.

## Dovetails with research

Jason's interest in reducing costs and improving yields dovetails well with his role on the North Dakota Dry Bean Council research committee. He wants to see continued investment in the NDSU dry bean breeding program. Improved varieties adapted to North Dakota and Minnesota can raise yields and make things like straight combining possible. Weed, disease and insect control are areas where significant gains could be made.

"I see lots of potential for dry beans," Jason says. "It's important to keep trying to increase yield potential and reduce costs."

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# Less N.D. Seed Passes Field Certification

According to the North Dakota State Seed Department, less dry bean seed passed field certification this year. The department statistics show that 2,195 acres of dry beans seed passed field inspection in 2007, about 1/3 of the average of the last three years.

Harvested seed still must pass lab testing to be certified.

The number of acres that pass field inspection varies from year to year, says Steve Sebesta, deputy commissioner of the North Dakota State Seed Department.

Disease and weeds (eastern black nightshade) are the usual reasons for failing a field inspection, he says.

"The 2007 product year was most similar to 2000-2002 when the average pass rate was approximately 20%," he says. "The last four years we have averaged about 55% pass rate with a high of 82% in 2003."

North Dakota certification rules require that seed harvested from edible bean fields be tested for bacterial blight and anthracnose. The dome test for bacterial blight requires two pounds of seed and costs \$60. The anthracnose test requires three pounds of seed and costs \$70.

For more information, contact Sebesta at 701-231-5450 or [ssebesta@state-seed.ndsu.nodak.edu](mailto:ssebesta@state-seed.ndsu.nodak.edu).

## 74-03-13-04. Seed standards (dry field beans) - Seed count required on dry field beans.

Factor	Foundation	Registered	Certified
Pure seed (minimum)	98.50%	98.50%	98.50%
Inert matter (maximum)*	1.50%	1.50%	1.50%
Total weed seeds (maximum)	none	none	2/lb
Other varieties or classes	0.01%	0.05%	0.10%
Other crops (maximum)	none	none	1 per 2 lbs
Prohibited noxious weed seeds	none	none	none
Objectionable weed seeds**	none	none	none
Germination (minimum)	no standard	85%	85%
Bacterial blight test***	pass	pass	pass

\*Foreign matter other than broken seed may not exceed 0.50%

\*\* Objectionable weed seeds include those of buckhorn, dodder, hedge bindweed (wild morning glory), hoary alyssum, horsenettle, quackgrass, wild oats, wild vetch species, giant foxtail, wild radish, horsenettle, quackgrass, wild oats, wild vetch species, giant foxtail, wild radish, nightshade species, and cocklebur.

\*\*\* The grower is responsible for having a bacterial blight test and anthracnose test, performed by a seed department-approved laboratory, on the harvested seed of each field or seed lot of dry field beans. If seed from more than one field is blended or commingled prior to testing, a bacterial blight test and anthracnose test must be performed on each separate seed lot or subplot.

## 74-03-13-03. Specific field standards (dry field beans).

Factor	Maximum Tolerance		
	Foundation	Registered	Certified
Other varieties or classes *	0.03 percent	0.05 percent	0.1 percent
Inseparable other crops	none	none	none
Prohibited noxious weeds **	none	none	none
Objectionable weeds ***	none	none	none
Bacterial bean blights +	.01 percent	.01 percent	.01 percent
Anthracnose	none	none	none
Wilt	none	none	none
Common bean mosaic	none	0.5 percent	1.0 percent

\* Other varieties shall not include variants characteristic of the variety.

\*\* Prohibited noxious weeds include only field bindweed, leafy spurge, yellow starthistle, and Russian knapweed. The tolerance for prohibited or objectionable weeds, or both, will be determined by the inspector

\*\*\* Objectionable weeds include nightshade species and cocklebur.

+ 1. The grower shall isolate and not thresh within a one hundred-foot [30.5-meter] radius of all staked (tagged) plants. A grower must leave in place any stakes or tags by plants with blight-infected pods.

Source: ND State Seed Department

## Folate Facts

Folate facts - Our bodies do not produce folate, so it is important to get it from the foods we eat. Do you know how important folate is to your diet and which foods are good sources?

### True or False

1. Dry beans are the best source of folate, but folate also is found in leafy green vegetables, fruit and fruit juice.
2. Eating 1 cup of cooked dry beans provides the daily recommended intake of folate for adults.
3. Folate is not a vitamin.
4. Folate plays an important role in proper cell development, which occurs rapidly during the earliest stages of pregnancy.
5. Studies show that folate may help reduce the risk of certain birth defects such as spina bifida.

6. Folate is important to pregnant women and young children, but it has no benefit for other adults.

7. Research has found that folate may help reduce the risk of several types of cancer because it plays an important role in healthy cell division and is crucial to the repair of damaged cells.

### Answers:

- 1) T; 2) T; 3) F. Folate is an important B vitamin. 4) T; 5) T; 6) F. Folate protects against heart disease by breaking down an amino acid called homocysteine. 7) T

**Source:** U.S. Dry Bean Council

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# Tempering Beans' Reaction to Heat

USDA Geneticist Timothy Porch is out to help dry beans beat the heat.

Working from the USDA Agricultural Research Service's Tropical Agriculture Research Station at Mayagüez, Puerto Rico, Porch is trying to reduce the impact of heat stress in dry beans grown in the continental United States by breeding for heat tolerance.

Average temperatures exceeding 86°F in the day and 68°F at night can impede common beans' reproductive development and that this translates into smaller potential yields during hot summers, he says.

Porch is trying to equip U.S. beans with high-temperature adaptation and other traits such as drought tolerance and disease resistance.

"An important limitation is the narrow genetic diversity that's available," he says. "U.S. breeding programs use less than 5% of available *Phaseolus* germplasm. New diseases, climate change, limited inputs, and market competition are all reasons to diversify the U.S. bean germplasm base."



Porch says that germplasm from the Tropics is the key to introducing the protective traits U.S. producers need. "It harbors the vast majority of beans' genetic diversity," he says. "Tropical beans are often sensitive to the long photoperiods in the continental United States, so conversion must also involve introduction of photoperiod insensitivity through crossing and selection."

Ultimately, Porch says, converting tropical bean germplasm into U.S.-adapted types will lead to increased yields in stressful environments, lower consumer costs, and new genetic material that scientists can use for varietal development.

**Source:** USDA

*USDA ARS Geneticist Tim Porch examines the effects of high-temperature stress on pod development. He is trying to breed new lines of dry beans that can tolerate higher temperatures and drought stress.*  
**Photo:** USDA

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# Breeding Program Ramps Up

The next cycle in dry bean breeding program at NDSU is underway.

Juan Osorno, dry bean breeder with the NDSU Plant Science Department, says new lines are growing in seed increase plots in Puerto Rico. In Fargo, technicians are screening new germplasm in laboratories for disease resistance. New crosses between parent lines made before Christmas are growing vig-

orously. The plants will blossom soon in the NDSU greenhouse.

"It is a very busy time," Osorno says.

Osorno says he hopes that 2008 will be as good as 2007 was for the dry bean breeding program. The Northharvest Bean Growers Association, the North Dakota Dry Bean Council and the Minnesota Dry Bean Research and Promotion Council devote most of their research

funds to the dry bean program.

In 2007, the NDSU Agricultural Experiment Station released two new pintos - Stampede and Lariat. Osorno and the other members of the dry bean breeding program team evaluated thousands of lines in 10,000 plots planted at eight locations in the region. Most of the plots escaped hail and other damage.

"We saw some very promising material," he says.

Two navy lines stood out. They continue to top the yield trials.

Osorno says he was also impressed by three pinto lines. "They are very upright and they have good yields," he says. "We'll see how they do over the next several years."

It's important to test cultivars for several years so that they are exposed to a wide variety of weather conditions, Osorno

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continues. This year, for example, was cool early in the season and a navy variety that had been a top candidate to be released showed significant zinc deficiency.

### Masters student

In 2008, the breeding program will get a boost on another front. A student from Brazil, who is working on his masters degree, will join the program, Osorno says.

The student is going to help with the breeding program and conduct direct combining research. His project involves measuring direct combining field losses due. The data will help provide farmers with specific information about losses they can expect from direct combining with different cultivars, row spacings and other variables.

"Direct combining looks very promising," Osorno says. "We hope to measure some of the things producers need to know to make good decisions about

the system."

Osorno, a Colombian native, accepted the dry bean breeder

appointment last year.

"I'm very happy working in the project," he says, "and I

acknowledge all the support from Northharvest."

## NDSU Releases Two Pinto Bean Varieties

The North Dakota Agricultural Experiment Station at North Dakota University has released two pinto varieties, Stampede and Lariat.

Development of both Lariat and Stampede started in 1996. Both varieties have upright, short vine with good lodging resistance and exhibits very good uniform dry down of both pods and plants. The improved plant structure, combined with uniform dry down, suggests that these lines may be suitable for direct combining if the appropriate equipment and operator card are used.

Averaged across numerous locations during several years of testing, Stampede out yielded Maverick by more than 11 percent. Stampede's yield is about equal to Buster and has a slightly larger seed size than maverick.

Stampede matures about one day later than Maverick, while Lariat averages 5 days later than Maverick.

Lariat has out-yielded Buster and Maverick by almost 4 percent and 14.5 percent, respectively, across numerous locations. Like Stampede, it has resistance to bean common mosaic virus and local races of leaf rust.

Both varieties include numerous experimental lines from NDSU, Michigan State University and other breeding programs throughout the United States and nursery sites abroad.

Stampede and Lariat were both developed under the supervision of Ken Grafton, former NDSU dry bean breeder. A large portion of the funding for dry bean variety development is provided by the Northharvest Bean Growers Association.



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# Dry Beans Doing Okay in Farm Bill Proposals

As this issue of the Northharvest Bean Grower was going to press, dry beans were being treated well in the House and Senate versions of the Farm Bill, according to Mike Beltz, Hillsboro, N.D., a member of the U.S. Dry Bean Council's Ag Issues committee.

Neither bill allows farmers to plant dry beans on program acres and collect payments on the program crop at the same time.

The bean industry has long opposed changing that planting restriction because it would destabilize production and penalize current dry bean growers.

"We don't know what might happen in a conference committee between the House and

Senate because anything can be brought up," Beltz says. "But we are well represented with Rep. Collin Peterson (D-Minn.) and Sen. Kent Conrad (D-N.D.) on the committee."

Beltz and other members of the U.S. Dry Bean Council's Ag Issues committee are tracking several other provisions related to dry beans, including:

**Food aid.** They want to see as much money budgeted for food aid as possible and don't want the U.S. to donate cash to groups rather than commodities. Private government organizations are also against getting cash, because they believe they will be able to buy less food than what will be provided through the program. "Food aid

is humanitarian assistance and should not be used as a negotiating tool in the WTO or other trade negotiations," Beltz told a Congressional hearing in 2007.

**Market development.** They want the Farm Bill to increase funding for developing overseas markets for dry beans. "We strongly support continuation of the Market Access Program (MAP) and the Foreign Market Development (FMD) Program as administered by USDA at full funding levels as provided in the 2002 Farm Bill," Beltz told the committee. "Dry bean growers and the industry are heavily dependent on exports. Export markets provide some of the best economic support to the farm community overall, and the U.S.

needs to continue to include these valuable export promotion programs in the 'safety net' for farmers."

**Research.** They want Congress to fully fund and enhance the existing block grant program for states set out in the Specialty Crop Competitiveness Act of 2004. A previous block grant program was successfully utilized by states to conduct valuable dry bean research, promotion, nutrition, and information activities needed to enhance competitiveness. "USDBC strongly supports full mandatory funding of this valuable program, and would encourage consideration to its expansion," Beltz says.

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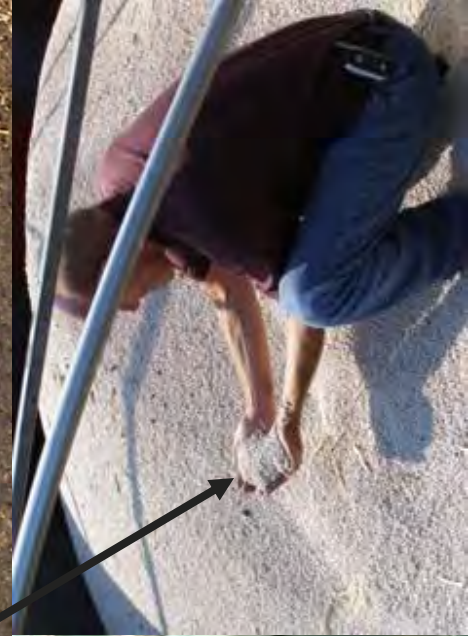
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# 2007 Mexico Harvest Tour Report

## Harvest Tour Agenda and Outlook

The 2007 U.S. Dry Bean Council (USDBC) Crop tour started on Saturday, October 13, 2007, visiting the northern bean areas of Zacatecas.

On October 14, 2007 the USDBC visited the eastern and southern part of Zacatecas and for the first time in the Mexico's harvest tours, the bean planting areas of the state of San Luis Potosi that border with Zacatecas to the East and Southeast which are San

Pablo, Salitrillo and Salinas Hidalgo were included in the tour. In addition to the new sites visited, the Jesus Maria location West of Fresnillo Zacatecas was included as well. The fields in these areas were noticed with droughts and their bean crop will register damages.

The USDBC team continued to Zacatecas and met with Secretary of Agriculture, Ranching, Rural Development, Fisheries,

and Food Supply (SAGARPA) officials on October 15, 2007. The team traveled the next day to Durango to visit the Ramon Corona, Carrillo Puerto, and Guadalupe Victoria areas. This day the USDBC team made a stop at the bean processing plant in Guadalupe Victoria, Durango.

On October 17th the team visited the fields at Nombre de Dios, Durango in the morning and traveled to Chihuahua in the afternoon - evening. The visits to the Chihuahua bean areas started on October 18th while visiting the Menonite bean fields and stopping at a couple of bean processing plants.

On October 19th, the USDBC harvest tour ended with a meeting at the U.S. Embassy in Mexico City with the Minister Counselor of Agriculture Ms. Suzanne Heinen, Erick Kuss-Senior Agricultural Attaché, Mark Ford - Agricultural Attaché and Benjamin Juarez - Agricultural Specialist. During the visit, the USDBC team discussed the current bean production cycle in Mexico.

Mexico exports beer to the U.S. amounting to \$1,589,736,230 in 2006 up from \$1,331,424,855 in 2005. The U.S. imports more beer from Mexico than any other country.

## What does beer have to do with Beans you ask?

The move in Mexico has been to convert bean acres to grain, under programs directed by SAGARPA. The demand for Malting Barley has accelerated the conversion in Mexico's largest bean growing state, Zacatecas. Growers have made the switch from Beans to Barley in the states best bean growing counties (Rio Grande & Sombrete). According to Dr. Marcial Ortiz, new agronomic practices, better varieties, and good prices have helped growers to realize better returns.

Barley yields are running 3,300 KG per Hectare and growers are receiving \$2.80 Pesos (USD \$0.26) per KG resulting in gross returns of \$9,240 Pesos (USD \$856.00) per Hectare. When you compare to black bean production of T-39 variety, growers receive \$6.50 Pesos per KG (USD \$ 0.60). They are currently getting approximately 690 Kg/ Hectare or a gross return of \$4,485 Pesos (USD \$ 415.00) per Kg, less than half of barley revenue. Beans just cannot compete.

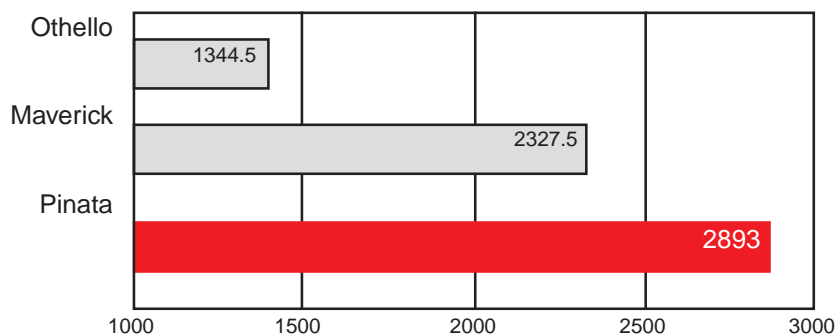
You can imagine the impact barley has had on bean acres in Zacatecas. Areas that as recent as last year were all beans are

*Continued on page 26*

## Pinata: A High Yield, Early Maturity Vine Pinto

# SEE FOR YOURSELF!

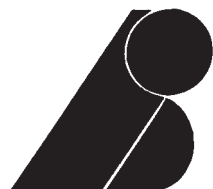
RED RIVER VALLEY PINTO TRIALS



Red River Valley Pinto Yield Trials

Variety	Maturity	Location 1	Location 2	Average	Mold	Rust	Blights
Pinata	89	2982	2804	2893	s*	t*	mt*
Maverick	103	2136	2519	2327.5	s	t	s
Othello	105	1262	1427	1344.5	s	s	s

\*Adjusted for moisture; t=tolerant, mt-moderately tolerant, s-susceptible, ms=moderately susceptible. Pinata is under Plant Variety Protection.



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## Exports Slip; Imports Surge

During the 2006/07 marketing year (September-August), U.S. dry bean export volume declined 8% from a year earlier to 6.98 million cwt.

Volume was still 47% above the very low level of two seasons earlier and 14% above that of three seasons ago.

Export volume declined to the Dominican Republic (down 22%), Japan (down 11%), the United Kingdom (down 7%), and Mexico (down 8%), offsetting increased movement to Cuba (up 115%), Spain (up 29%), and Canada (up 4%).

Although volume was lower this past season, Mexico remained the top destination for U.S. dry edible bean exports, with 31% of the total volume

shipped during 2006/07 (the same share as in 2005/06). Black beans and pinto beans accounted for more bean export value to Mexico remained virtually even with a year earlier at \$62 million, with black beans accounting for about \$30 million in 2006/07. The average export value per pound for all U.S. dry beans shipped to Mexico was 28.9 cents, up 9% from a year earlier.

Navy bean exports rose 15% to 1.22 million cwt -- the second consecutive annual increase and the strongest volume since 2002/03. Reduced exports to the United Kingdom (down 23%) were more than offset by greater movement into Canada (up 40%) and Saudi Arabia.

**TABLE 2.** U.S. dry bean crop year export volume to date, by selected destination<sup>1</sup>

Destination	September-August				Change
	2003/04	2004/05	2005/06	2006/07	2005/06
	--- 1,000 cwt ---				Percent
Mexico	1,106	1,062	2,356	2,161	-8
Canada	364	333	667	693	4
U.K.	524	645	668	619	-7
Cuba	136	45	162	349	115
Dom. Republic	407	245	423	330	-22
Japan	305	232	359	321	-11
Haiti	476	339	374	301	-19
Spain	43	105	168	218	29
Angola	48	75	328	208	-37
France	42	102	172	112	-35
Other	2,695	1,565	1,880	1,664	-12
Total	6,145	4,749	7,556	6,975	-8

<sup>1</sup>Includes commercial sales and movement under food aid programs such as PL-480.

Source: Prepared by ERS using data of the U.S. Dept. of Commerce, U.S. Census Bureau.

**TABLE 1.** U.S. dry bean crop-year export volume

Item	Crop Year, September-August				Change
	2003/04	2004/05	2005/06	2006/07	2005/06
	--- 1,000 cwt ---				Percent
Pinto	2,032	1,234	2,555	2,045	-20
Navy	1,211	1,005	1,061	1,217	15
Black	816	617	749	1,188	59
Garbanzo	150	227	380	456	20
Great Northern	427	370	852	366	-57
Baby lima	195	132	265	251	-5
Lgt red kidney	58	56	154	181	18
Dk red kidney	193	166	252	158	-37
Cranberry	97	45	84	132	57
Large lima	99	128	135	103	-24
Small red	232	137	182	99	-46
Mung & urd	17	29	36	27	-24
Blackeye	20	56	32	19	-41
Pink	6	19	65	15	-77
Other	594	528	754	719	-5
Total	6,145	4,749	7,556	6,975	-8

Source: Prepared by ERS using data of the U.S. Dept. of Commerce, U.S. Census Bureau.

**TABLE 3.** U.S. dry bean crop-year import volume

Item	Crop Year, September-August				Change
	2003/04	2004/05	2005/06	2006/07	2005/06
	--- 1,000 cwt ---				Percent
Black	202	199	277	499	80
Mung & urd	292	299	322	352	9
Garbanzo, all	242	231	255	295	16
Navy	111	175	169	165	-3
Lgt red kidney	84	96	103	124	20
Pinto	178	124	44	91	108
Dk red kidney	84	96	109	87	-20
Other <sup>1</sup>	773	1,144	964	1,161	20
Total	1,965	2,365	2,243	2,773	24

<sup>1</sup>Excludes guar beans.

Source: Prepared by ERS using data of the U.S. Dept. of Commerce, U.S. Census Bureau.

Given good supplies from the large 2006 crop, garbanzo bean (chickpea) exports increased 20%, the third consecutive annual increase and the strongest gain experienced since 2001/02.

Shipments increased to Spain (up 67%), Colombia (up 242%), and New Zealand (up 62% from last year's small volume). Exports declined for 11 of the 18 dry bean trade categories reflecting lower supplies and higher prices.

Although down 20% from the previous season's strong level, pinto bean exports remained the top export class, accounting for 29% of all dry bean exports. Great Northern bean exports fell back to 2004/05 levels after experiencing a surge in 2005/06 due to strong movement to Iraq, Cuba, and France.

## Imports rise

Dry bean import volume rose 24% to 2.77 million cwt during the 2006/07 crop year—nearly equal to the 2001/02 record high (2.78 million cwt). Canada (up 10%), China (up 43%), and Mexico (up 6%) were the top three foreign suppliers of dry beans over the past marketing year, accounting for more than two-thirds of U.S. dry bean import volume. China accounted for 25% of all dry bean imports, with most of the volume in black beans (42% of the total) and mung beans (30%). As with China, dry bean imports from Peru have been rising, accounting for 12% of total volume in 2006/07. Peru shipped a broad spectrum of dry beans to the United States, although the majority consisted of blackeye and lima (large and baby) beans. With higher market prices, the value of all U.S. dry bean imports reached a record \$99 million in 2006/07.

By Gary Lucier, USDA Economic Research Service, *Vegetables and Melons Outlook*, October 25, 2007

# Prices Remain Strong

Reflecting scant grower offerings, low beginning stocks, and the general upward ratcheting of all field crop prices caused by strong domestic and world demand, dry bean grower prices remain strong.

The crop year began on a strong note, with September's preliminary "all dry bean" price of \$24.90/cwt averaging one-third above that of a year earlier. If this price holds, it would be the strongest opening price since 1988's drought-induced \$27.10.

Despite the small gain in production, it does not seem likely that prices for the majority of dry edible beans will experience much, if any, seasonal softening following harvest. In fact, this may not be a typical marketing year for most classes of dry beans partly because of the complexities offered by strong markets for virtually all field crops.

Because of high prices and good cash flow for most crops, growers are less likely to be anxious sellers this year. In a typical year, about a third of all dry beans are marketed by the end of October and the current market tone (limited trading, few price changes) does not seem to support that level. This season, growers may adopt a slightly more cautious "wait and see"

approach as they did in 2000/01, when less than 30 percent of the crop was moved before November.

Through mid-October, grower and dealer prices remained strong relative to past years. The only classes observed to have grower prices below a year earlier were baby lima and blackeye, with both these classes still well above the averages experienced during the past 5 years. The greatest upward price movement early this season has been for Great Northern, light red kidney, black, dark red kidney, and navy beans.

For pinto beans, which typically account for 40 to 45 percent of all dry bean production, prices may pause as the crop size becomes officially established. However, pinto grower prices during 2007/08 will still likely average above the relatively strong \$21.15 estimated for the 2006/07 crop.

Dry bean prices will remain strong to assure competitiveness with soybeans, wheat, and corn next spring.

By Gary Lucier, USDA Economic Research Service, *Vegetables and Melons Outlook*, October 25, 2007

TABLE 1. U.S. dry beans: Monthly grower prices for selected classes, 2006-2007<sup>1</sup>

Commodity	2006		2007		Chg. prev. year:	
	Sept.	Oct.	Sept.	Oct. <sup>2</sup>	Sept.	Oct.
	--- Cents per pound ---				Percent	
All dry beans	18.80	19.70	24.90	--	32.4	--
Pinto (ND/MN)	17.67	18.50	23.33	25.50	32.0	37.8
Navy (pea bean) (MI)	18.25	17.65	26.50	30.50	45.2	72.8
Great Northern (NE/WY)	18.00	18.00	31.33	32.00	74.1	77.8
Black (MI)	--	20.00	26.50	30.00	--	50.0
Light red kidney (MI)	21.50	23.10	35.50	40.00	65.1	73.2
Dark red kidney (MN/WI)	22.92	23.55	34.00	37.00	48.3	57.1
Baby lima (CA)	--	44.50	40.00	40.00	--	-10.1
Large lima (CA)	--	--	60.00	60.00	--	--
Blackeye (CA)	--	47.75	38.63	38.50	--	-19.4
Small red (ID)	21.50	21.10	25.50	27.63	18.6	30.9
Pink (ID)	20.33	21.00	25.50	26.00	25.4	23.8
Garbanzo (ID)	25.50	27.10	30.50	32.50	19.6	19.9

-- = not available. <sup>1</sup>Prices are U.S. No. 1, cleaned basis. <sup>2</sup>Partial month estimate

Sources: USDA, Agricultural Marketing Service, *Bean Market News*, except "all dry beans" from USDA, National Agricultural Statistics Service, *Agricultural Prices*.



## Mexico Outlook • from page 23

now mainly barley, wheat and corn. Nearly 200,000 Hectares of bean production have been "converted" to other crops. The remaining bean production in Zacatecas is being pushed into the eastern regions of the state and into San Luis Potosi, which has now passed Chihuahua as the 3rd largest bean production state in Mexico's summer cycle. Why isn't barley being planted into these areas? These regions are more arid and the soil is poorer quality.

SAGARPA has a new variety of blacks called "Black Zacatecas". The variety is hoped to replace Black Bola's and is similar to T-39 and Jamapa's in the future. Prices to growers for blacks was 3.00 - 350 Pesos (USD \$ 0.27 - 0.32) per Kg for Bola type and 7.00 Pesos (USD \$ 0.65) per Kg for Jamapa type blacks.

This massive conversion to Barley, Corn and Wheat has led SAGARPA to re-look at the acreage numbers for beans. Dry beans are now produced in drier areas, resulting in historical

yields not being met. Dry conditions in the major bean areas have stressed the bean crop and estimations are expected to be below normal.

### Zacatecas Outlook

According to SAGARPA Zacatecas, planting intentions started at 611,930 HA, but actually 536,000 HA were planted and from which 87,500 HA were damaged by the drought. SAGARPA Zacatecas are expecting damages in both quality and yield yet to be determined. The approximate expected bean production is around 295,000 MT, from which 80% are black beans, and the rest are Flor de Mayo, Flor de Junio, Bayo and Pinto varieties.

USDBC was also informed that close to 200,000 HA in which beans were traditionally planted until the past year, were switched to barley, wheat, and oats and feed corn this year. Barley is the most important crop conversion program product this year as explained in the

beginning of the report. Only in the Rio Grande area, hectares planted with barley account today for 50,000 HA, a visible landscape change, at least for this year.

SAGARPA also commented that it is intended to have the planting colored beans and keep production only black bean varieties. INIFAP Zacatecas is working on a better black bean variety similar to the more valued consumer preferred black beans.

### Durango Outlook

Durango planted less bean acres, again converting production from beans to corn, wheat and oats. However, the pinto bean production is up and is coming from black bean acres. SAGARPA would like to eliminate black bean production from the state and focus on pinto production. They are producing a new pinto bean - Saltillo, which has excellent color and good drought resistance. Pinto Saltillo seed was provided to growers at either zero or very low cost, to encourage them to

plant the variety. The program was very successful as 60% of pinto acres are "Pinto Saltillo" and 40% are Pinto Villa or Bill Z. The USDBC team talked to one grower who was harvesting Bola Blacks who also has pintos. When asked what his for next year is, he said no blacks all Pinto Saltillo beans. SAGARPA has a second variety now called 'Zapata' which likely will end up being called "Pinto Durango".

Prices to Growers are running \$6.00 - \$7.00 Pesos (USD \$ 0.55 - 0.65) per KG for Pinto Saltillo and \$3.00 - \$3.50 pesos (USD \$ 0.27 - 0.32) for Bola Blacks.

Construction was complete on the processing plant in Guadalupe Victoria, Durango, but it was not running. Our expectation is that this plant and the other two will not operate for the 2007 crop.

SAGARPA official figures show that Durango planted 223,000 HA with beans, from which they expect to produce approximately 150,000 MT. 139,000 of those hectares are planted in Guadalupe Victoria

*Continued on page 30*

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# The Bean Scene



Lynne Bigwood represented Northarvest Bean Growers Association at the 72nd annual conference of the National Extension Association of Family and Consumer Sciences in St. Paul, MN, September 19 and 20, 2007. Eight hundred plus extension educators attended the conference representing 50 states and American Samoa. That number of attendees put the attendance back up to pre-9/11 numbers. It was a great opportunity to distribute Northarvest's materials including 120 packets of posters, 300 class, pinto and kidney posters, 150 cookbooks, 325 Bean Curriculum and 300 Beans: Agriculture to Health CD's. Many of the nutrition professionals found these materials for the first time and were very grateful to receive information, visual aids and handouts to provide background and enhance the bean education they provide to both children and adults. Both the Minnesota and North Dakota Education Conferences met on October 18, 2007. Holly Arnold used the new banner exhibit and represented Northarvest at the North Dakota conference in Minot, ND. This was the first time that Northarvest has had an opportunity to exhibit in Minot. Lynne Bigwood used the larger Magical Fruit booth to exhibit in St. Paul, MN. North Dakota teachers and education majors received 75 Elementary Education teaching kits. Minnesota's current and future teachers received 325 kits and additional poster sets. Bean Cookery Teaching units were mailed out after the conference.



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# Dry Bean Recipes

## Fruit and Veggies: More Matters

By Lynne Bigwood,  
Northarvest Home Economist

"Fruit and Veggies: More Matters" is a current nutrition theme being promoted by the Produce for Better Health Foundation.

Both these recipes -- Simple White Bean Salad and Marinated Black Bean Salad -- fit nicely within that theme. They feature great combinations of veggies with a simple, low fat dressing. They are easy recipes and could be used either for lunch or dinner.

I served the Simple White Bean Salad for a workshop I presented to the Mandan Child Nutrition staff in late August. I doubled the recipe and 35 ladies and one gentleman sampled it. They liked it! There was only one cup left at the bottom of the serving bowl when they

finished.

I had gone to the farmers market and purchased home grown tomatoes. As far as I am concerned, those flavorful tomatoes are a wonderful and essential part of the salad. All of the other ingredients are okay, but the tomatoes just provide the finishing touch! If you don't have fresh, ripe tomatoes, use drained, canned tomatoes. They will have better flavor in the winter than most of the fresh ones available in the store.

The Child Nutrition staff suggested the additional ingredients. They also agreed that it would be wise to add 1 tablespoon of Splenda. Try the salad and add the second tablespoon if needed. Splenda has more sweetening power than regular sugar. Since this recipe uses canned beans, I left out the additional salt in the dressing.

The Marinated Black Bean Salad is one that I published many years ago for large quantity cooking but had not cut it down to home size. This one can be used a salad or a vegetarian main dish because the combination of rice and beans offers a complete protein. The serving size would need to be increased to a cup or more to provide a main dish serving.

When you need to bring a dish to a shared meal or potluck remember to bring one of these easy bean salads. Bean Appe' tit!

To learn more about the Produce for Better Health Foundation, visit [www.fruitsandvegetablesmorematters.org](http://www.fruitsandvegetablesmorematters.org).

*P.S. I am looking for other bean salad recipes to use in future columns and add to The Bean Cookbook. Please email or fax your favorites to [nhbean@loretel.net](mailto:nhbean@loretel.net) or 218-334-6360. Thanks.*

### Simple White Bean Salad

This recipe makes 8 ½-cup servings.  
(From Diabetes Forecast 7/07)

#### Ingredients:

- 2 cans white beans (navy, cannellini, great northern)
- 3 - 4 green onions, minced
- 1 large peeled tomato, cubed
- ½ sweet red pepper, chopped
- ½ sweet yellow pepper, chopped

#### Dressing:

- 2 tablespoons olive oil
- 4 tablespoons balsamic vinegar
- 1 - 2 tablespoons Splenda or sugar
- ½ teaspoon Dijon mustard

#### Method:

1. Drain and rinse beans. Pour into a 3 quart bowl.
2. Add remaining vegetables.
3. Combine dressing ingredients with 1 tablespoon of Splenda or sugar in a small bowl with a whisk or fork. Pour over beans and vegetables. Stir thoroughly to combine. Taste test and add second tablespoon of sweetener if desired.
4. Serve in a salad bowl. Store leftovers covered in the refrigerator.
5. Additional optional ingredients: Jalapeno peppers, celery, cucumbers, more onion.



### Marinated Black Bean Salad

Nutrition Note: This recipe makes 10 ½-cup servings. Each serving has 167 calories, 5.8 gm fat (32%), 24 gm carbohydrates (58%), 3.4 gm protein (10%), 0 mg cholesterol, 3 gm fiber, 247 mg sodium

#### Ingredients:

- 1 15.5-ounce can black beans
- 1 ½ cups cooked brown rice (1½ c. dry)
- 2 tablespoons onion, chopped
- 1 ½ cups broccoli, chopped

#### Dressing:

- 2 tablespoons canola or olive oil
- 2 tablespoons red wine vinegar
- ¾ teaspoon dry thyme
- ¼ teaspoon garlic powder
- 1 ½ teaspoons parsley flakes, dried
- ¼ teaspoon black pepper

#### Method:

1. Drain and rinse black beans. Add brown rice, onion and broccoli. Gently mix.
2. In a small bowl, mix remaining ingredients for dressing.
3. Add dressing to bean mixture. Mix gently.
4. Refrigerate to allow flavor to develop. Serve chilled.





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## Mexico Outlook • from page 26

District. Here they are expecting a production of approximately 120,000 MT. The team visited this district and in our opinion, their production expectations are correct. As mentioned before, 60% of these beans are Pinto Saltillo and the rest are other Pinto varieties. We did not notice any disease or plague problems as we did in previous years, and the quality of beans look good.

## Chihuahua Outlook

At first glance it would appear that the SAGARPA conversion program was working effectively here as well. However, weather played a bigger part in grower planting decision than the conversion program. Good early rains encouraged growers to plant more corn. Then it turned dry and growers were afraid to plant beans and planted oats instead. It then started raining again and the beans were planted. The net resulted in 30-40% less beans. Over all, Chihuahua has a very nice crop of corn, oats and beans. The beans are very nice quality and should yield well above average. Chihuahua is 60% Pinto Saltillo and 40% other pinto varieties.

After talking to a manager of a Menonite bean processing plant, we found out that they obtained-purchased the Pinto Saltillo foundation seed from INIFAP approximately two years ago and reproduced it in order to have seed available to be planted this 2007 Spring-Summer Cycle. He assured to us that they will continue to plant this variety because of its color resistance and expect that plantings of these beans will increase in the state.

We stopped at one facility in Cd. Cuauhtémoc, Chihuahua and noticed that they were processing and packing 50 KG bags of old crop pinto beans for World Food Program. The bags were marked "Gift of Canada". This seems a good strategy for Canada to make "points" within the Mexican bean producers, while helping them with a little purchase of their local beans.

SAGARPA Chihuahua's latest figures show that they planted beans in 84,118 hectares and are expecting a production of 68,306 MT of good quality beans. After seeing the bean areas in Cd. Cuauhtémoc, we consider that their production expectation will be met.

## San Luis Potosi Outlook

San Luis Potosi, is now the 3rd largest state surpassing Chihuahua in total bean acreage. This region is a small irrigated area but is primarily dry land production and is similar to Ojo Caliente in Zacatecas. The area is marked by rocky thin soil, arid conditions and poor weed control. This area produces mostly Flo de Mayo, Flo de Junio

and Bayos.

San Luis Potosi planted this year 123,830 HA of beans, expecting an approximate production of around 86,400 MT. Due to its importance, it was decided by the USDBVC team to continue to monitor this area in the next Crop Tour, as it is now an important bean production state in the Spring/Summer cycle.

## Harvest Tour Summary

Production and Agronomic practices have changed over the past five years. New


seed varieties, better farming equipment, use of herbicides and fertilizer have improved Mexico's crop out look. Converting bean acres to other, higher value crops is making Mexico's farmers more competitive and more profitable. SAGARPA has implemented the conversion program to target crop production better suited for the land. For example, if a bean grower is producing Bola Blacks, the official support price for beans is expected to be \$5.50 Pesos (USD \$0.51) per Kg. The grower delivers his beans


*Continued on page 42*

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# 2007 Annual Report





## Mission Statement

The Northarvest Bean Growers Association is an association of growers representing growers through the check-off system.

We are North America's largest supplier of quality dry beans.

We work together to better the industry through promotion, research, market development, education of consumers and monitoring of governmental policy.

Our future goals must be continued market exposure and careful monitoring of new ideas, consumer choices, and producer needs.



## Whew, What an Interesting Year!

**W**hew, what an interesting year, with the bean world watching every move its growers made! Early in the year, there was considerable concern as to whether the bean industry would have enough supplies to meet demand

As it played out, even though the Northarvest region maintained its dry bean acreage and had good yields this year, such was not the case in the rest of the nation or internationally. Michigan had an estimated 30% reduction in production and Canada, which exports about 75% of their production, reduced their acres by a third this year and some project will reduce acres quite significantly next year. These examples are among the more significant, but they are by no means unique.

Northarvest producers have the ability this year to sit back, relax, and see what potential there is in the market. Unlike in the past, if prices do not improve there are many attractive alternatives to dry beans. Producers are in a rare and enviable position with their ability to choose between profitable alternatives. Cannery and packers do not have the same flexibility and must compete with profitable alternatives to dry beans.

Northarvest is continuing to support agronomic and breeding research along with the formation of an international panel of experts that will set the direction for research into the health benefits of beans. The direction they determine most valuable will then be leveraged to provide the most impact possible in demonstrating the many benefits of dry beans.

The Dominican Republic (DR) is a major importer of dry beans. A recent free trade agreement with the DR, which will incrementally take effect over the next few years, has opened an opportunity for expansion in that market. Northarvest is actively seeking to take advantage of that opportunity.

The Northarvest region is very important to the bean world and your board continues to: provide leadership in research, provide leadership in promotion, and act as an advocate for its growers.



Gary Paur  
President

## Directory

### Northarvest Bean Growers Association

**Jon Ewy**  
District 8 Director  
Vice President  
Deer Creek, MN • 218-462-2055

**Alan Juliuson**  
District 4 Director  
Hope, ND • 701-945-2672

**Joe Mauch**  
District 5 Director  
Hankinson, ND • 701-242-7528

**Mark Myrdal**  
District 1 Director  
Edinburg, ND • 701-993-8243

**Gary Paur**  
District 2 Director  
President  
Gilby, ND • 701-869-2892

**Todd Sorenson**  
District 7 Director  
Fisher, MN • 218-893-2425

**Mark Streed**  
District 9 Director  
Treasurer  
Milan, MN • 320-734-4706

**Donald Streifel**  
District 6 Director  
Washburn, ND • 701-462-3378

**Daniel Webster**  
District 3 Director  
Penn, ND • 701-393-4328

### Minnesota Dry Bean Research & Promotion Council

**Mark Dombeck**  
Area 5 Council Member  
Perham, MN • 218-346-5952

**Paul Johanning**  
Area 2 Council Member  
Treasurer  
Park Rapids, MN • 218-732-9454

**Brian Love**  
Area 1 Council Member  
Secretary  
Euclid, MN • 218-773-0314

**Mark Streed**  
Area 3 Council Member  
Milan, MN • 320-734-4706

**James Zenk**  
Area 4 Council Member  
Vice Chairman  
Danube, MN • 320-523-2253

### North Dakota Dry Bean Council

**Nick Kitsch**  
District 2 Council Member  
Treasurer  
Webster, ND • 701-395-4377

**Robert Landgren**  
District 6 Council Member  
Wilton, ND • 701-734-6368

**Jason Mewes**  
District 4 Council Member  
Colgate, ND • 701-945-2711

**James Sletten**  
District 3 Council Member  
Chairman  
Northwood ND • 701-587-5586

**Tim Smith**  
District 1 Council Member  
Vice Chairman  
Walhalla, ND • 701-549-3323

**Julie Vculek**  
District 5 Council Member  
Crete, ND • 701-753-7401

### Northarvest Bean Growers Association Staff

**Tim Courneya**  
Executive Vice President

**Faye Courneya**  
Office Manager

**Lynne Bigwood**  
Home Economist

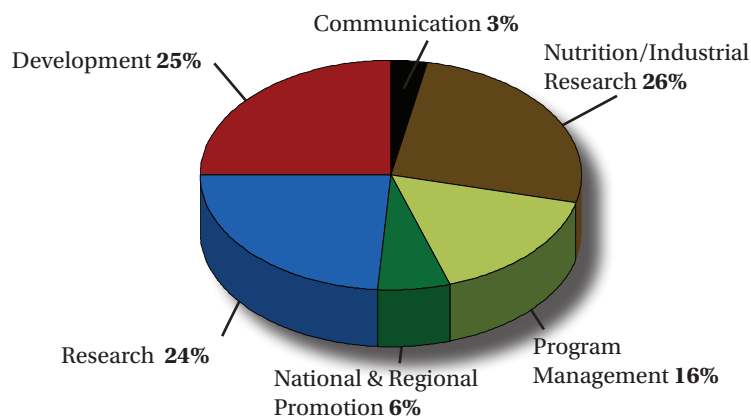
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### Northarvest Bean Growers Association

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## 2007-2008 Budget by Category



## Annual Budget Appropriation by Category

EXPENSE	2006-07	2007-08
Nutrition/Industrial Research	\$ 0	\$ 323,000
Program Management	190,000	202,150
National & Regional Promotion	72,050	79,506
Research	215,228	305,908
Development	326,500	312,250
Communication	44,934	35,000
<b>TOTAL</b>	<b>\$ 848,712</b>	<b>\$ 1,257,814</b>

INCOME	2006-07	2007-08
North Dakota Dry Bean Council	\$ 653,508	\$ 1,006,251
Minnesota Dry Bean Research & Promotion Council	195,204	188,673
Northarvest Bean Growers Assn.		62,890
<b>TOTAL</b>	<b>\$ 848,712</b>	<b>\$ 1,257,814</b>

## How Your Bean Groups Work Together





# Market Development Highlights

## U. S. Dry Bean Council Board

### Members:

- Bush Brothers & Co.
- California Bean Shippers Association
- California Dry Bean Advisory Board
- Colorado Dry Bean Admin Committee
- Idaho Bean Commission
- Michigan Bean Commission
- Nebraska Dry Bean Commission
- New York State Bean Shippers Assn.
- North Central Bean Dealers Assn.
- Northharvest Bean Growers Association
- Rocky Mountain Bean Dealers
- Washington Bean Dealers Association
- Western Bean Dealers Assn.

## U. S. Dry Bean Council Committees:

- Ag Issues -- Mike Beltz
- By-Laws and Policies
- CICILS/IPTIC
- Convention & Events
- Executive -- Mark Myrdal
- Health & Promotions -- Alan Juluson
- International Programs & Food Aid -- Mark Myrdal & Mark Streed
- Membership Development
- National Pulse Trade Rules
- Nominating
- Transportation -- Alan Juluson



US DRY BEAN  
Council

United States Dry  
Bean Council

P.O. Box 550

Grapeview, WA 98546

Phone: 360-277-0112

Fax: 360-233-0621

Email: [info@usdrybeans.com](mailto:info@usdrybeans.com)

Website: [www.usdrybeans.com](http://www.usdrybeans.com)

## Market Development Ramps Up in Caribbean Market

Northharvest has hired consultant Jois Alaby, a native of Brazil, to represent Northharvest in the Caribbean region. Alaby represented the former National Dry Bean Council, now the U.S. Dry Bean Council, for ten years in Brazil.



**Jois Alaby**

In March of 2007, Northharvest president, Gary Paur, participated in a Caribbean trade mission along with Randy Duckworth, USDBC executive director; David McClellan, USDBC Marketing Representative; and Steve Brown, General Manager, Jacks Bean Co. They met with over 19 trade representatives and visited local factories, wholesale centers and marketplaces.

### Jamaica

In Jamaica, the group met with Oral Richards, divisional supply chain manager and Andrene Clarke, product manager with Grace Kennedy & Co.

In Jamaica, most beans are sold out of 100 lb. bags in small shops and local markets. Consumer-packaged beans are only sold in modern supermarkets. The primary means of wholesale distribution is via the Coronation Market which serves as a wholesale market in early morning hours and as a retail market during the latter hours of the day. Representative samples of everything from imported rice and beans to locally produced peppers and marijuana can be found at this market.

### Dominican Republic

In the Dominican Republic, the group met with Angela

Familia, general manager of Almacenes Familia in Santo Domingo. The company imports 50,000 cwt of beans annually and packages them in 1 and 2 lb. bags. Their representative says supermarkets are gaining market share over traditional food stores, increasing demand for packaged legumes.

### Haiti

In Haiti, pinto beans are the preferred imported bean type

(called pois Miami or Miami peas), followed by Great Northern beans, black beans and pea beans. Haitians prefer locally produced black beans because they cook quicker than imported black beans. Most beans are imported through informal channels, unloaded at secondary ports that are not under the control of the government customs agency, then trucked to Port-au-Prince or other destinations, or smuggled to the Dominican Republic.



*Almacenes Familia in Santo Domingo, Dominican Republic, imports 50,000 cwt of beans annually and packages them in 1 and 2 lb. bags. Their representative says supermarkets are gaining market share over traditional food stores, increasing demand for packaged legumes.*



*In Jamaica, most beans are sold out of 100 lb. bags in small shops and local markets.*

The group was told that the Haitian government will soon be taking back control of these secondary ports and will collect customs duties through SGS offices there as they are currently doing in Port-au-Prince and

Cap Haitian. If this happens, the advantage will shift to shipping product directly to Port-au-Prince, and to formal importers with efficient distribution networks such as Haiti Chemical Supply and HIT.

## Northarvest Commits to Aggressive Nutritional and Industrial Programs

Northarvest's 2007/08 budget includes a new line item for nutritional and industrial research. These funds will work to identify non-food uses for dry beans, and also serve to strengthen nutritional messages about the health benefits of consuming dry beans.

### Identifying Non-Food Uses

Northarvest has formed a relationship with the National Center for Agricultural Utilization Research to carry out three primary goals in identifying non-food uses for dry beans.

- Increase understanding of dry edible beans' biochemical composition.
- Develop partner relationships and technology to facilitate technology transfer.
- Use those relationships for the development of dry bean-based value-added products.

University of North Dakota Marketing Department faculty Bill Lesch and Robert Tangsrud will fill a liaison role in project implementation.

### Scientific Health Advisory Council

A body of experts will advise Northarvest in the development of a research strategy into the links between human health and the consumption

of dry edible beans.

The Council will be hosted and supervised by Dr. Gerald Combs, Grand Forks Human Nutrition Center and will include experts in the areas of cardiovascular, cancer, obesity/weight management/diabetes, hind gut metabolism, FDA regulation and health claims/labeling standards and procedures, nutritional and functional attributes of beans.

Dr. Bill Lesch, Chairman, Department of Marketing, University of North Dakota will be the project liaison.

Northarvest will benefit from this effort by improving its health communications leading to FDA-approved statements to consumers in making healthier choices to include edible beans in their daily foods.

Dr. Maurice Bennink of Michigan State University will conduct a review of published literature connecting dry edible beans to health benefits, and a Health Research Project Fund will be established to support the most critical lines of research important to consumer choice.

This aggressive project was developed through coordinated efforts by the Northarvest Research and Promotion Committees. What were first discussed as possibilities beginning in 2004 are now in the realm of possibility.

## Promoting Beans in France

SIRHA, the international hotel catering and food trade exhibition, is held every two years in Lyon, France. It acts as a meeting point for food service professionals, a place in which food manufacturers and distributors can exhibit their products, and chefs can demonstrate their culinary skills.

On January 22, 2007 Johanna Stobbs, the Northern Europe representative for the US Dry Bean Council, spent a day at SIRHA to meet with French dry bean importers and food manufacturers as a visitor, using the occasion to meet with food service companies and buyers already known to her, to strengthen relationships.

During each meeting Stobbs delivered copies of the latest version of the USDBC Suppliers Directory and the USDBC information folder, which contains 6 recipes, a press release, information on preparing U.S. dry beans, and the advantages of using dry beans in the professional kitchen. Several of the companies interviewed expressed optimism with regard to long-term sales of U.S. dry beans in the French market.

## SIAL Food Show

Held every two years during a 5-day period in October, the SIAL food show is located 14 miles to the north of Paris, in a specially constructed exhibition center (Parc des Expositions de Villepinte) comprised of seven giant halls.

The USDBC stand was decorated with colorful posters and a range of product samples, which were exhibited in open bags and arranged in such a way as to attract maximum attention. Visitors were given the USDBC Suppliers Directory and a specially prepared USDBC Fall 2006 Production Report.

195 trade leads were entered into the USDBC database, 42 of which were rated as very important and 54 as important, for a total of 49% rated as top priority leads (i.e. showing excellent commercial potential). This is one of the best scores that a trade show has ever shown. The countries from which there were the most trade leads were: France (17), Turkey (10), Canada (8), Algeria (7), Netherlands (7), Spain (7), UAE (7), Morocco (6), and USA (6).

This year there was a marked increase in the quality of visitors to the US Dry Bean Council booth. This was due in large part to contractual problems related to the delivery of Chinese product, a short Turkish crop, weather problems in Australia and other international global market issues which are having an impact on dry legume trading. During SIAL 2006, buyers turned increasingly to U.S. product to meet their obligations.



*A full-page advertorial in the food service magazine, Les Marchés du Monde, describing why dry beans are ideal for food service recipes, and for healthy eating. The article features U.S. pinto beans.*



# Research

The Northarvest Bean Growers Association underscored their commitment to dry edible bean research by increasing the 2007-2008 research budget 42% over the previous year. In March, committee members met with the applicants requesting a total of \$360,343 in funding. The committee recommended that the following projects in the areas of applied, added value, and health research receive \$305,908 from the Northarvest Bean Growers Association.

## **Dry Bean Improvement for the Northern Plains**

**Dr. Juan Osorno,**  
*Department of Plant Sciences,*  
**NDSU (\$152,500)**

The first priority of this long-

term project is to improve pinto and navy market classes, but also black, great northern, red and kidney market classes which are also an important part of their breeding program. This long-term project uses a modified pedigree breeding method which allows continual evaluation and selection of desirable plants and/or lines. Each winter about 600 unique hybridizations are performed in the greenhouse with more than 40 percent of all crosses focused on pintos. Each year the breeding program evaluates material from around the world as possible sources of resistance to white mold, rust, root rot, anthracnose, virus, and bacterial blights. There are currently

seven trial locations in Minnesota and North Dakota.

Northarvest grant funds will be used for daily operational expenses of the breeding program, for supplies, a research assistant, to hire technical support and student labor, and replacement of a thresher.

## **Experimental Herbicides and Desiccants in Dry Edible Beans**

**Dr. Richard Zollinger,**  
*Department of Plant Sciences,*  
**NDSU (\$4,000)**

This project meets the Northarvest goal to aid in harvesting and other research increasing the efficiencies in dry bean production. Herbicide and weed research will include

testing KIH-485 for dry bean tolerance, testing halosulfuron for weed control and dry bean tolerance, testing carfentrazone and experimental compounds to determine rates and adjuvant for maximum dry bean desiccation.

The majority of funds granted by Northarvest will assist in supporting the salary of a research specialist.

## **Resistance against Fusarium Root Rot of Dry Bean**

**Dr. Jack Rasmussen,**  
*Department of Plant Pathology,*  
**NDSU (\$17,975 -- This project also received funding in the amount of \$11,525 from the State Board of Agricultural**



*Dry bean research associate Gonzalo Rojas-Cifuentes (left) and bean breeder Juan Osorno in the NDSU Seed Testing Lab, where seed is prepared before planting in greenhouse or field trial evaluations.*

### **Research and Education.)**

The long-term objective of this project is to assist the development of dry bean germplasm and resistance to Fusarium root rot for the Northharvest production area. Immediate objectives include assistance to the dry bean breeder by screening germplasm for root rot resistance and to conduct experiments to determine the genetics of resistance to Fusarium root rot in Vax 3.

Grant funds will be used to support student labor necessary for year-round growth and screening operations and for supplies.

## **Research Committee**

The Northharvest Research Committee plays a vital role in the research decision process. They screen all research proposals and requests for funding and then make recommendations to the full board. Current committee members are:

- Mark Dombeck  
Perham, MN
- Jon Ewy  
Deer Creek, MN
- Nick Kitsch  
Webster, ND
- Brian Love, Chair  
Euclid, MN
- Joe Mauch  
Hankinson, ND
- Jason Mewes  
Colgate, ND
- Jim Sletten  
Northwood, ND
- Tim Smith  
Walhalla, ND
- Todd Sorenson  
Fisher, MN
- Dan Webster  
Penn, ND
- James Zenk  
Danube, MN

### **Enhancement of Molecular Marker & Molecular Biology Capabilities for Dry Bean Pathology**

**Dr. Jack Rasmussen, Department of Plant Pathology, NDSU (\$45,000)**

This project is to provide tools necessary to support modern laboratory-based molecular biology research. The techniques of molecular biology offer opportunities to advance breeding efforts of disease-resistant dry bean cultivars, also to help plant pathologists understand plant pathogens and how they change over time and space, and to diagnose plant diseases. While molecular tools have been used in other area crops, the NDSU Plant Pathology has not previously had a molecular component.

Northharvest will work with other partners to provide funds for molecular laboratory equipment including a PCR machine to produce molecular markers linked to disease resistance genes and markers that can fingerprint a plant pathogen, electrophoresis equipment to analyze the molecular markers, and centrifuges to isolate DNA from plants and pathogens.

### **Effect of Soybean Cyst Nematode on Growth of Dry Bean**

**Dr. Berlin Nelson, Department of Plant Pathology, NDSU (\$21,300)**

This is a two-year project to examine the interaction of the SCN strains and dry bean. The strains were discovered in Minnesota in 1973 and North Dakota in 2003, however few definitive studies have been conducted. Preliminary research evaluating eight pinto and navy bean cultivars and four black and kidney bean cultivars grown in the Northharvest region clearly indicate that SCN reproduces on the Northharvest area's dry beans. The first year of the

study will focus on greenhouse research to investigate the effect of SCN on dry bean growth.

Northharvest grant funds will help support greenhouse labor and supplies as well as necessary research equipment.

### **Utilization of Cracked & Broken Bean Flour in Omega-3 Fortified Extruded Snacks**

**Dr. Mehmet Tulbek, NCI, NDSU; Dr. Clifford Hall, Department of Cereal Science, NDSU; and Brian Sorenson, NCI, NDSU (\$37,890)**

This project attempts to utilize the broken and cracked beans that make up an average of seven percent of the harvest loss of edible bean production by developing a health based product for the snack food industry. Previous research indicated that bean snacks were oxidatively stable and that navy and pinto bean flours could be used as alternative ingredients in snack foods without altering product quality. The project will develop a flour processing method by utilizing cracked and broken beans, determine functional properties of cracked and broken bean flour, assess the shelf life properties of the cracked and broken bean flour during storage, and develop a method for producing extruded snack products from omega-3 fortified cracked and broken dry bean flour and assess the sensory properties of the extruded bean snack products.

Northharvest grant funds will be used for graduate student salary, technical support, materials and supplies, equipment, travel, and publication.

### **Antioxidant Activity in Dry Beans: Potential for Pinto Beans to Slow Age-related Bone Loss**

**Dr. Jay Cao, USDA ARS Grand Forks Human Nutrition Research Center (\$22,743)**

The studies undertaken in this project will use mice to demonstrate whether age-related bone loss can be prevented or slowed by antioxidant factors in dry beans. They will also yield a better understanding of cellular and molecular mechanisms by which dry bean factors may influence bone formation and resorption, features important in the prevention/treatment of osteoporosis and other bone-loss associated diseases in humans. Positive results will provide the necessary basis for planning human studies to determine whether bean consumption can play a role in the maintenance and/or enhancement of bone health.

The Northharvest grant will fund salaries, supplies, gene expression, histomorphometry, and imaging analysis.

### **Grower Survey of Pest Problems, Pesticide Use, and Varieties in 2007**

**Janet Knodel, Department of Entomology, NDSU (\$4,500)**

The grower surveys began in 1987 and have made it possible to trace the rising and waning of varieties, to determine what portion of the bean crop was planted to rust-resistant varieties, to provide information on the value of the breeding program to the producer. The current project goals are to provide information on class and variety used by Northharvest area growers, provide information on major production problems, provide information on major weed, disease and insect problems, provide information on pesticide use, and provide information on major pest problems. The survey will be mailed directly to growers.

Northharvest grant funds will pay for printing and publication costs, mailing costs, and data analysis.



# Bean Promotion Highlights

## Research Shows Adults and Teens Who Eat Beans Weigh Less

A study unveiled in 2006 gives new meaning to the word 'bean-pole' – the findings show that people who eat beans weigh less than those who don't.

Presented at the Experimental Biology Conference, April 1-5 in San Francisco, the study found that adults who eat beans weigh 6.6 pounds less – yet eat 199 more daily calories – than adults who don't eat beans. Similar results were found for teenage bean eaters who consume 335 more daily calories but weigh 7.3 pounds less than non-bean eating teens.

Data for the study came from the National Nutrition and Health Examination Survey (1999-2002). The results also show that:

- Adult bean eaters consume less total and saturated fat than non-bean eaters and have a 22% lower risk of obesity.
- Adult and teen bean eaters have smaller waist sizes – three-quarter inch and one inch, respectively.
- The fiber intake of adult and teen bean eaters is more than one-third higher than non-bean eaters.

## Schools Place Greater Priority on Improved Nutrition

Schools are placing a greater priority on improving nutrition. For example, many schools are implementing new policies that restrict or prohibit vending machine sales of high-fat foods and snacks, with high sugar carbonated and caffeinated beverages switched to bottled water, juices and milk.

A number of nutrition educators and food service personnel

all went back to school last fall with information on including beans in school lunch menus.

Northarvest Bean home economist Lynne Bigwood participated in the N.D. School Nutrition Association annual conference last summer, as well as the Minnesota School Food Service Association state conference.

Bigwood encouraged attendees to use beans in their menus to help meet USDA school nutrition requirements. Attendees at both events sampled Black and White Bean Salad and received "The Bean Cookbook," as well as other materials relating to dry bean nutrition.

Many of these same educational materials were distributed by Bigwood at the Society for Nutrition Educators (SNE) annual conference, also held this summer.

## Beans in the Living Ag Classroom

Northarvest Bean Growers participated in the Living Ag Classroom held last winter in Bismarck and Minot. About 1,240 students with 200 teachers and chaperones from 66 schools attended the KFVR Agri-International Living Ag Classroom at the Bismarck Civic Center, where Lynne Bigwood of Northarvest led educational activities related to dry bean production and nutrition. Living Ag Classroom at Minot, part of KMOT TV's Ag Expo at the State Fair Building, attracted 940 students in the Minot region.

## Beans have major role in WIC program

The Women, Infant, and

Children program serves low income, pregnant, postpartum and breastfeeding women, and infants and children up to age 5 who are at nutrition risk. Nationally, WIC serves over 8.2 million mothers, infants and children, with nutrition services the centerpiece of WIC's program mission.

Lynne Bigwood represented Northarvest at the Minnesota Department of Health WIC Staff Conference held this spring in Brooklyn Center, Minn. She helped people seeking information on ways to help their clients learn to use dry beans, sharing Northarvest's new pinto and dry bean class posters along with 250 of the "ever popular" bean cookbook.

Bigwood also represented Northarvest at the National WIC Staff Conference in Pittsburgh this spring, distributing educational materials. She notes that over 2,000 cookbooks were ordered after the conference to be used at local sites.

## RRV Living Ag Classroom attracts over 2,000

The Living Ag Classroom held this spring at the Red River Valley Fairgrounds in West Fargo was attended by over 2,000 fourth graders from 42 area schools. Ginger Knutson, retired elementary teacher, assisted Lynne Bigwood with a 'Bean Crazy' game directed at kids.

## Living Ag Classroom Impacts Region's Children

The Northarvest Bean Growers Association and other ag organizations participated in the 2006 Fargo Living Ag Classroom held at the Red River Valley Fairgrounds.

The purpose of the event was

## Northarvest at N.D. State Capitol



At Ag Day held during the N.D. legislative session at the state capitol in Bismarck, dry bean growers Mike Beltz (middle), Hillsboro and Don Streifel, Washburn, assisted Northarvest home economist Lynne Bigwood in handing out educational materials to state lawmakers. The day's events were coordinated by the North Dakota Agriculture Department and included a lunch featuring products from each of the exhibitors, including baked beans from Northarvest.

to provide students a learning experience about where food comes from.

"Most of the 2,100 children visiting the Living Ag Classroom have never been on a working farm," says Karen Hertsgaard, Coordinator of the Fargo Living Ag Classroom project. "The Living Ag Classroom was a wonderful educational opportunity for students within 60 plus miles of the Fargo-Moorhead area, and I know the teachers and students appreciated the experience."

Based upon the letters received by Northarvest Bean Grower home economist, Lynne Bigwood, the event was indeed a success and had a tremendous impact on the students that participated.

## Promotion Committee

The Northarvest Promotion Committee members create and direct promotion activities for the organization. Current committee members are:

- Mark Dombeck  
Perham, MN
- Jon Ewy  
Deer Creek, MN
- Paul Johanning  
Park Rapids, MN
- Alan Juliuson  
Hope, ND
- Nick Kitsch  
Webster, ND
- Robert Landgren  
Wilton, ND
- Jim Sletten  
Northwood, ND
- Mark Streed  
Milan, MN
- Julie Vculek  
Crete, ND
- Dan Webster, Chair  
Penn, ND

## Beans for breakfast?

The importance of breakfast is often stated, but exactly what you eat for breakfast is understated, and was an issue discussed at the N.D. Nutrition Council and N.D. Dietetic Association spring meeting, in which Northarvest's Lynne Bigwood participated.

For example, eating a cereal breakfast with 1 cup of Wheaties or Cheerios, ½ cup skim milk, ½ cup strawberries, 1 cup orange juice equals 280 calories. A bagel breakfast consisting of ½ of a large bagel, 1 tablespoon cream cheese and 1 tablespoon jam is also 280 calories. The cereal breakfast delivers the same calories, but is rich in nutrients and fiber in every food, while

the bagel breakfast has very little fiber, no fruit and is higher in fat.

It was noted that in China and Israel, it is common for veggies to be eaten at breakfast. Fruit is more likely to be eaten at an American breakfast compared to veggies, yet Americans eat an average of 1½ servings of fruit a day, less than half of what's recommended.

## Hands on for North Valley Kids



Northarvest participated, for the first time, in the Grand Forks Water Festival last fall, a science-based event sponsored by the Dakota Science Center in Grand Forks, N.D. The event coordinator had received Northarvest's Agriculture in the Classroom kit at the 2005 NDEA conference, and invited Northarvest to attend. The Science Center used the suggestions in the kit as a basis for sending potting trays and information with the instructors to use as follow-up activities.

Six hundred fourth graders from North Dakota and Minnesota participated in many hands-on activities. Northarvest Bean Growers Association home economist Lynne Bigwood and Linda Kuster, Reynolds, N.D., led

the Northarvest sessions and played an educational game, "Super Bean Crazy," with the students. Students learned about various facets of dry bean production, from planting, growth, harvest, and marketing. Northarvest furnished educational kits for teachers, and bean class and usage sheets for students featuring a new resource side explaining that "Farmers in North Dakota are the number one producers of dry beans in the USA."

In a separate event last fall, Bigwood with Northarvest set up a display of educational materials for the NDSU Extension Family Nutrition Program conference. NDSU Nutrition, Food Safety, and Health on the web: [www.ag.ndsu.nodak.edu/food.htm](http://www.ag.ndsu.nodak.edu/food.htm).



# Other Committee Activities

## Legislative Committee

- Paul Johanning  
Park Rapids, MN
- Robert Landgren  
Wilton, ND
- Mark Myrdal  
Edinburg, ND
- Todd Sorenson  
Fisher, MN
- Don Streifel, Chair  
Washburn, ND
- Dan Webster  
Penn, ND
- James Zenk  
Danube, MN

## Northarvest Members Take Key Roles in Farm Bill

The U.S. dry bean industry strongly favors retention of fruit and vegetable (FAV) planting restrictions for non-program crops – such as dry beans – on program crop acres. And because of the unique situation of growing dry beans, any change in the present status quo would require establishing offsetting

direct economic compensation to historical dry bean producers.

That's the key message Mike Beltz gave on behalf of the U.S. Dry Bean Council, in testimony before the U.S. Senate Agriculture Committee, which held a field hearing recently in Great Falls, Mont., to gather input in drafting the new farm bill.

Beltz said that while dry beans represent nearly 20% of non-program or specialty crop acreage, dry bean acreage is only a fraction of the acreage of major program crops, about 2% of soybean acreage, for example.

"So even a small percentage shift in program crop acreage to a non-program crop with an existing delicate supply/demand balance, such as dry beans, will lead to overproduction and price erosion," Beltz testified.

He further pointed out that unlike other non-program crops or specialty crops, there are very few, if any, economic barriers to entry in converting program crop acres to dry bean production.

"Eliminating the planting

restriction would disadvantage the historical dry bean grower by subsidizing a likely new significant level of dry bean production on program acres, a result which would be neither fair nor equitable," Beltz testified.

Stripping the farm bill of the fruit and vegetable provision would permit unfair competition from subsidized program crop acreage against unsubsidized non-program crop acreage, and would likely result in a severe disruption of the present delicate supply/demand balance and the present open and competitive market for dry beans.

"As such, dry bean growers across the U.S. oppose any legislative, administrative, or any other action that would eliminate the present restrictions on planting non-program crops, such as dry beans, on program crop contract acres for producers who receive program crop subsidy payments on such contract acres," Beltz testified.

## Northarvest Instrumental in Farm Bill Process

"The Northarvest folks have really been instrumental in the farm bill process. Working with (House Ag Committee Chair) Collin Peterson, they've had input early on," says Cindy Brown, chair of the U.S. Dry Bean Council.

A key issue the USDBC is focusing on is urging lawmakers to maintain the current system of food/commodity donations for international food aid, rather than convert it to a cash-based assistance program. Brown testified in Congress earlier this year that some (such as U.S. export competitors) want the U.S. to move away from in-kind food aid donations. But politically, she says there is more support

amongst the American public for direct food aid rather than a cash handout. And food aid not only helps manage oversupply, but helps promote the consumption of U.S. products such as dry beans overseas.

## Food Aid Committee

- Paul Johanning  
Park Rapids, MN
- Alan Julison  
Hope, ND
- Jason Mewes  
Colgate, ND
- Jim Sletten, Chair  
Northwood, ND
- Todd Sorenson  
Fisher, MN
- Mark Streed  
Milan, MN

## Northarvest Works to Advance Food Aid

The Northarvest Food Aid committee continues to work to maximize the involvement of bean growers for Food Aid programs.

The U.S. Dry Bean Council, funded in part by the Northarvest Bean Growers, was one of 14 partners forming an agricultural coalition to present Food Aid principles for the 2007 Farm Bill. Among these principles were:

1. Support Current Programs/Structure
2. Continue In-Kind Food Aid & Oppose LRP (Local/Regional Purchase)
3. Reauthorize Title I
4. Development Programs in Title II
5. McGovern-Dole International Food for Education and Child Nutrition Program
6. Food For Progress
7. Bill Emerson Humanitarian Trust
8. Monetization



*Mike Beltz, Hillsboro, N.D., testifying on behalf of the U.S. Dry Bean Council before the U.S. Senate Agriculture Committee, which held a field hearing recently in Great Falls, Mont. to gather input in drafting the new farm bill. Photo: Tim McGreevy*

9. Reauthorize the Food Aid Consultative Group (FACG)

10. HIV/AIDS and Nutrition

11. Increased Efficiency and Effectiveness in Food Aid Programs

Northarvest recently testified before a U.S. Senate Ag Committee that the USDBC believes that food aid is humanitarian assistance, and should not be used as a negotiating tool in the WTO or other trade negotiations. As such, the USDBC strongly supports the efforts of the U.S. Trade Representative

to exclude food aid from such negotiations; to reject the "cash only" approach of the European Community to food aid; to maintain the world leading U.S. in-kind commodity donation food aid programs as they have been successfully developed and delivered for years; and to continue the dual objective of U.S. food aid programs – to provide in-kind commodities for humanitarian relief for emergencies, and for continuing development relief efforts.

## Federal Crop Insurance Committee

- Brian Love  
Euclid, MN
- Joe Mauch  
Hankinson, ND
- Jim Sletten  
Northwood, ND
- Tim Smith  
Walhalla, ND
- Don Streifel, Chair  
Washburn, ND
- Julie Vculek  
Crete, ND
- James Zenk  
Danube, MN

## Additional price elections for dry beans announced

Northarvest worked this year for more equitable price elections in reaction to a major shift of agricultural production to energy based commodities bringing a projected 20 percent decrease in 2007 dry bean acres. With reduced planted acres re-

sulting in higher prices, previous crop insurance elections were misaligned with the current market.

The Risk Management Agency has announced it is providing additional price elections for 2007.

Northarvest's Federal Crop Insurance committee chair, Don Streifel, commended RMA for their prompt response to the issue. "Our recommendations were considered and increased elections now match up more closely with tomorrow's market," Streifel said.

The additional price election represents the maximum price election for the crop year and specified sales at closing date and is available to producers who insure their 2007 crop at levels above catastrophic coverage.

Northarvest's Federal Crop Insurance committee played a key role in setting the ability to react to price elections. They teamed up with other grower groups to set the course on equitable price elections. The committee continues to work on ways to provide farmers alternative insurance plans for the future.

## Communications Committee

- Mark Dombeck  
Perham, MN
- Alan Juliuson  
Hope, ND
- Tim Smith  
Walhalla, ND
- Mark Streed  
Milan, MN
- Julie Vculek, Chair  
Crete, ND

## Communications

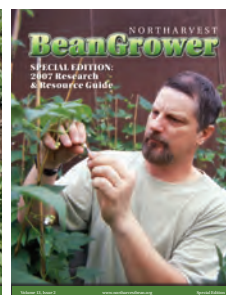
Northarvest has set a high standard for providing current, accurate information to member growers, industry representatives, consumers, and to the general public.

Five issues of the Bean Grow-

er magazine, including the annual report and research results issues, are delivered to over 3,000 people. The magazine provides current news about market trends, pricing, production practices, promotion events, recipes, general industry happenings, Northarvest activities and commentary.

The magazine information is archived on the Northarvest web site [www.northarvestbean.org](http://www.northarvestbean.org).

At the site member growers can obtain up-to-the minute trade news and consumers are able to download order forms for pamphlets and posters. Staff is currently making minor modifications to the site and welcome input from Northarvest members.



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Fax: 218-334-6360 • Email: [nhbean@loretel.net](mailto:nhbean@loretel.net) • Website: [www.northarvestbean.org](http://www.northarvestbean.org)



# TheLastWord

## Farewell to A Friend

Tracy Sayler, editor of the Northharvest Bean magazine, passed away suddenly on October 11, 2007. Since August 2005, Tracy took pride in writing and editing the Northharvest Bean Grower magazine to make sure that it contained only the very best articles that would help growers improve their bottom line. His real passion, in this magazine and others he wrote for, was to help growers increase their profitability through information and research. He was in constant contact with people in the industry to make sure you, the producer, would have the best information to help with your farming operation.

Tracy was a talented, passionate, one-of-a-kind writer. Most of all, he was our friend. We miss him very much.



### Mexico Outlook

*from page 30*

to the processor and receives \$3.00 pesos (USD \$0.27) per Kg. The processor, in turn, delivers the beans to a Government warehouse and receives the official price of \$5.50 pesos. The direct cost to SAGARPA is \$5.50 pesos however the bean value remains \$3.00 pesos per Kg. Obviously, that is not efficient use of resources. The conversion program has allowed SAGARPA to better manage their resources.

SAGARPA has brought in newer and better equipment through programs designed to improve grower efficiencies and product quality. It is easy to see the results of the program. Growers are using better seed, cutters, and combines. You can see modern equipment all over the rural Mexico country side.

*Source: USDBC*

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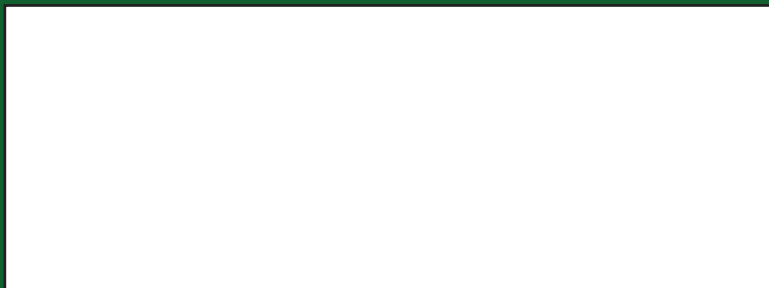




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**'Fruit and Veggies: More Matters'** -- Try two bean salad recipes to help add more fruit and vegetables to your diet. Find the recipes on page 28.