

NORTHARVEST **BeanGrower**

INSIDE

Bean Day 2011
2010 Annual
Report

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VOLUME 17 ISSUE 1

I resolve to be an advocate.

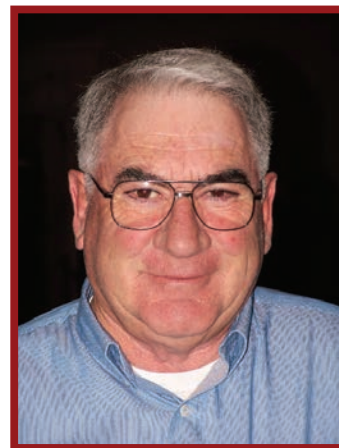
As we begin a New Year, a lot of attention is put on resolutions. For some strange reason, turning the calendar is a chance to 'reboot' our lives and improve those areas that could use improvement. We all know resolutions are easier to make than they are to keep. In fact, I've often resolved not to bother with New Year's resolutions. Not this year.

Check out the Northarvest Interview section in this issue. Sarah Wilson, who is from Jamestown, North Dakota, challenges us all to be advocates for agriculture. Sarah is an excellent spokesperson for agriculture. In addition to farming with her husband, Jeremy, Sarah coordinates the Young Farmer and Rancher program for North Dakota Farm Bureau. In that role, she encourages others to step up and speak out for agriculture.

We're not all going to be on Twitter or Facebook to tell agriculture's story, but we can all be agriculture advocates. As Sarah says, just shake someone's hand and tell them about what you do and the importance of agriculture. We're all part of the edible bean business, and we can create awareness about our industry to our friends and family. That would be a great first step.

Resolutions are a great way to help us focus on areas that make us all better. Being an advocate benefits our entire industry. As you know, Bean Day is coming up January 21st in Fargo. In this edition of *BeanGrower*, you'll find more details on Bean Day. It's always a busy, but fun day and I hope to see you there. Resolve now to be there.

*Don Streifel-President
Northarvest Bean Growers Association*



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Mexico Crop Update

U.S. Dry Bean Council Mexican consultant Raul Caballero reports from Mexico City that early November frost in Zacatecas did not affect the beans in general. Only 1,500 to 1,700 hectares were affected in Rio Grande. The estimate of the final production in Zacatecas remains at around 210,000 metric tons, of which 68 percent are expected to be black beans. This compares to production of 188,000 MT the previous year. The current estimate of this year's black bean production is 64 percent above last year's estimate. Drought affected practically all of the 592,000 hectares planted to dry beans, reducing the yield to an average of 300 kilos in Rio Grande and 250 kilos in the rest of Zacatecas.

Durango also suffered from some drought, but most of the crop damage is due to frost. SAGARPA reported average yields of the first 60 percent of the crop that was harvested were 500 kilos per hectare. Production estimates are approximately 105,000 to 110,000 metric tons, of which 85 percent are Pinto Saltillo beans. This estimate of total production is approximately 15 to 20 percent below the previous year.

SAGARPA expects production in Chihuahua of around 120,000 metric tons of pinto beans, an increase of 10,000 MT from 2009. Insignificant quality damage in color was reported in 2000 hectares because of some hail.

Caballero reports the Mexican

government bean trade program has announced the base price for the 2010 spring-summer crop at nine pesos per kilo (2.2 pounds), effective when the harvest is done and the growers start taking their product to the government-appointed elevators.

In the State of Sinaloa, SAGARPA reports that their bean planting program for the fall-winter cycle is only 50,000 hectares of the traditional 100,000 hectares they plant every year of azufrado and

mayocoba beans. This year, growers decided to reduce the bean area because of the surplus production generated from the excessive planting in the 2009-10 cycle, which caused market disruption for these varieties.

SAGARPA reports growers in Nayarit will plant 54,000 hectares in the fall-winter cycle, of which 25,000 are expected to be Jamapa black beans. The rest of the beans planted are mayocoba, azufrado and peruano, flor de mayo and flor de junio and other colored varieties.

Mexican packers and importers have complained about the bad quality beans that have been circulating at very low prices

allegedly imported from the United States, which they consider contraband from China. These beans also have a higher moisture content than normal. U.S. bean prices have dropped in Mexico since the contraband beans appeared in the market. Mexican importers have the impression that the contraband is coming from someone in the United States. Packers consider that they have lost 30 to 40 percent of their margin with U.S. beans as a result.

According to an article in La Jornada in August, due to bean overproduction in the past spring/summer cycle in Mexico, the carryover of 150 metric tons of beans and the uncertainty caused by ASERCA with the delay of support programs, bean prices dropped 4,000 pesos per metric ton in Mexico.

El Barzon Nacional, a strong social movement, asked the governments of Chihuahua, Zacatecas, Durango and Sinaloa, as well as the SAGARPA authorities, to implement an emergency bean trading program. El Barzon leaders say bean production has increased in the last three years and for this cycle, a record bean production is expected. The prices expected are around 14 to 15,000 pesos per MT, however the over production and the SAGARPA delay caused the price decline. El Barzon also declared that bean imports are absurd since Mexico produces enough to fulfill the domestic demand.





36th Annual

BEAN DAY

Friday, January 21, 2011

Fargo Holiday Inn

Bean Day Program -- January 21

Morning Program

- 8:00 - 10:10 a.m. **Registration, Coffee**
- 10:10 - 10:20 a.m. **Setting the Agenda**
Don Streifel, President
Northarvest Bean Growers Association
- 10:20 - 10:40 a.m. **The Zollinger Report: New Advancements in Dry Bean Weed Control**
Dr. Richard Zollinger
Extension Weed Specialist
NDSU Extension Service
North Dakota State University, Fargo, ND
- 10:40 - 11:00 a.m. **Color Darkening Issues in Dry Beans and Possible Solutions**
Dr. Juan Osorno, Dry-Bean Breeding & Genetics, Department of Plant Sciences
North Dakota State University, Fargo, ND
- 11:00 - 11:20 a.m. **Bean Variety Response to Inoculants and N Levels Under Conventional and Direct Harvest**
Dr. Hans Kandel, Extension Agronomist
Department of Plant Sciences
North Dakota State University, Fargo, ND
- 11:20 - 11:40 a.m. **Disease Update: Bean Rust Spread, White Mold Again and Anthracnose Reappears**
Dr. Sam Markell, Extension Plant Pathologist, Department of Plant Pathology, North Dakota State University, Fargo, ND
- 11:40 - 12:00 p.m. **Revenue Coverage for Dry Beans -- Leveling the Playing Field**
Alex Offerdahl, Crop Insurance Division Head, Watts and Associates, Billings, MT
- 12:00 - 1:30 p.m. **Lunch**

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.

Afternoon Program

- 1:30 - 1:45 p.m. **Association Business**
Don Streifel, President
1) District Director Elections
- 1:45 - 2:05 p.m. **Outlook for Farm Policy in the 112th Congress: Lots of New Faces, Record Deficits and an Expiring Farm Bill**
Dale Thorenson, Gordley Associates
Washington, D.C.
- 2:05 - 2:15 p.m. **The Pulse Health Initiative: Three Goals to Save the World**
Cindy Brown, Vice Chair
American Pulse Association, Menomonie, WI
- 2:15 - 2:35 p.m. **Innovative Market Opportunities for Edible Beans**
Dr. Mehmet Tulbek, Technical Director
Northern Crops Institute, Fargo, ND
- 2:35 - 2:45 p.m. **U.S. Dry Bean Council: U.S. Beans Global Outreach**
Jeane Wharton, Executive Director
U.S. Dry Bean Council, Pierre, SD
- 2:45 - 3:05 p.m. **2001 Market Woes While Recapping the 2010 U.S. Bean Harvest**
Mike Hergert, Red River Farm Network Farm Broadcaster/ *BeanGrower* co-editor,
Grand Forks, ND

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 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, Dave Devos (right) of AgCountry Farm Credit Services presented Phillip Volk, of York, ND a \$300 American Express Gift card as the recipient of the Bean Day door prize.



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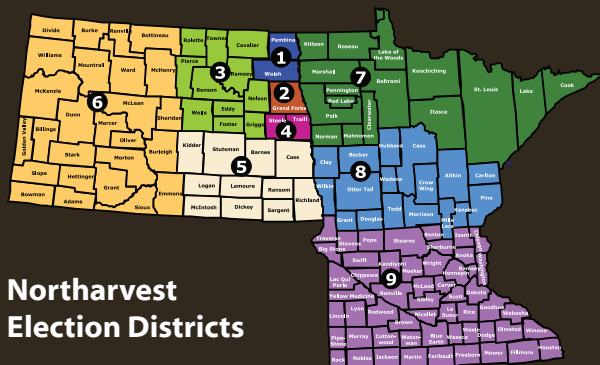
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2011 Northarvest Bean Elections

District 3 (ND), District 6 (ND) and District 9 (MN) director positions on the Northarvest Bean Growers Association are up for election in 2011. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 36th Annual Bean Day.

Any dry bean producer who plants or causes to be planted a dry bean crop in which the person has an ownership interest, with the intent that upon maturity the crop will be harvested within the district, and resides within that district, may become a candidate for the Association.



Northarvest Election Districts



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Bean Dealers Recap 2010 Crop; Market Outlook

The edible bean crop in the McCanna, North Dakota area was all over the board, with some yields as low as 8 cwt per acre, and some over the ton mark. The yield variability was mainly due to the crop stage at the time we had the above 90 degree stretch of weather in July. That seemed to take a lot out of the yield if they were just in the flowering stage. Another issue that was in abundance this year was weed control. Due to the wet weather it did not work as well as could be expected, leaving a lot of weed problems in many fields.

As for the marketing outlook, I think the end user needs to start thinking about next year and start bringing the prices in accordance with the other commodities in order to get the acres and try keeping stability in the pricing, rather than having these huge swings from year to year.

**Chuck Houska,
Star of the West
McCanna, ND**

Quality was excellent. I would have to say that yields were a little disappointing overall. It was still a nice crop, but it looked like it would be a little better. Some areas got hurt by too much rain, some had hail. Our best



The condition of the bean crop varies. Rick Harpestad at SRS commodities said color issues were evident with the 2010 crop.

fields were from areas that typically would be a little on the dry side, but with all of the rain this year, they really had great yields.

I am concerned about generating acres for 2011. The other commodities will be hard to compete with for edible beans, and I hope that the end-use buyers recognize this, and will be prepared to offer contracts that will get the acres in the ground. I don't know what price that would be, and it's probably a little early to be too concerned about it.

**Mark Harless
Lee Bean & Seed Inc.
Borup, MN**

Yields were very good, in fact, at our plant it was probably the best average yield ever. Quality was below average. Great North-erns and pintos were affected the most because of the September rain. Blacks and navies quality was very good.

The general comment we keep hearing from end-users is that they are not willing today to offer contracts to compete for acres against corn or soybeans. They seem willing to let the acreage fall and just deal with prices come next fall.

**Dean Nelson
Colgate Commodities
Colgate, ND**

The U.S. produced one of the bigger pinto crops in recent history. Pintos being in a very color-sensitive market didn't provide a very good color in North Dakota this year. In fact, one of the most challenging quality years for such a high percentage of the 2010 North Dakota crop. This is going to hurt liquidity in certain markets that we're used to. Edible bean acreage reductions for 2011 will be quite extreme throughout most of the country.

Cheap edible bean prices usually fix themselves in the next production cycle through acreage reductions. I think the ed-

Continued on Page 12

ible bean industry might be too slow to react to the competition from other crops in 2011.

We continue to see contamination of soybeans in edible beans as being a huge threat to the marketability of these products. Most "value-added" end users have a zero tolerance for soybeans and our equipment (including electric eyes) can't get all the soybeans out. This leaves a product with generic quality and more generic in pricing. The major source of contamination is soybeans being grown on that particular field two years prior, not cleaning equipment properly, over seeding boundaries, and producers not realizing the magnitude of the problem and that it's not automatic to clean soybeans out.

Brian Schanilec
Forest River Bean Co.
Forest River, ND

In North Dakota, the color of the 2010 pinto bean crop is poorer than the previous year's very wet, dark crop. It'll be more of a challenge because it limits where we can go with pintos. But the prices and the weak dollar should make North Dakota pintos a very attractive food source around the world. So, we should see added export

demand which should stabilize things and eventually mean stronger prices. The navy crop in Northharvest seems to be pretty good; there are a few problems with dark red kidney beans in Minnesota due to sprouts.

Michigan grew an average edible bean crop in 2010, but quality was outstanding. It's one of our better crops and, except for price comparisons, it looks to be a stellar year.

In Colorado and Nebraska, great northern are gorgeous, and light red beans are pretty decent. Pintos are above average. With many beans harvested at nine to ten percent moisture, the challenge will be maintaining the high canner quality standards.

The concern a lot of end-users have is that growers will cut acres back in 2011. Farmers have been busy contracting competing crops, particularly corn and soybeans, locking in some pretty good profits. As long as that continues, farmers won't need new-crop dry bean contracts. But frankly, most end-users would be very pleased to lock in prices similar to what they did last year.

Larry Sprague
Kelley Bean Co.

The 2010 crop had average acres and slightly below average yields on dark red beans. Then during the harvest process, we had some variation in quality due to rain and then beans got too dry. Probably a majority of the crop is in good condition, but there were some issues with parts of it.

I think everybody's bullish now which may not be 100 percent good thinking because a lot of these markets are money-driven instead of supply/demand driven. But I think we're going to see bean prices stay fairly stable.

Growers want to see good numbers for new-crop contracts; their expectations are pretty high. The longer the grains rally, the more acres get committed, so there comes a point when the buyer, canner, is going to have to step up to the plate and guarantee some acres in the ground. When the acres are gone, they're gone.

Randy Haberer
Haberer Foods
International, Inc.
Morris, MN

2010 was a huge production year for edible beans. There were very good contract prices on blacks and navy beans, so big production does not surprise anyone. Pinto bean contracts were

mostly in the low \$20s and consequently not a high percentage of contracts were signed by growers. But they still got put in the ground. Most dealers filled their space and were probably scrambling to find more room.

The main marketing concern is the pinto bean market. Most of the crop has some color issues. So, dealers' bins and sheds are full of average color pintos that growers are reluctant to sell at the levels we have today. Unlike wine, pinto beans do not get better with age; the longer they sit in storage, the darker they get.

Dealers now find themselves in a dilemma. Prices for most other crops have been very strong and futures prices look very good into 2011. Growers are finding the decision whether to plant \$12 soybeans or \$17 pinto beans is an easy one. So, I would look for a big decrease in pinto acres in 2011, based on what the market is telling us right now.

If it takes until spring to see any increase in price and encourage growers to sell, that won't leave much time to get the beans processed and shipped before the next crop is ready to come in.

Rick Harpestad
SRS Commodities
Mayville, ND

US 2010 Dry Bean Crop Up 23 Percent From 2009

USDA lowered its estimate of this year's dry edible bean crop four percent from October to December. The 31.3 million hundredweight crop is 1.3 million cwt below the previous forecast, due to a 77 pound per acre cut in the average yield. However, the U.S. dry bean crop is still 23 percent larger than a year ago.

Production is expected to be higher in 12 of the 17 States in the dry bean

program in 2010. The top five producing states all showed increased production from last season. Production in North Dakota, the largest producing state, was up 34 percent from a year ago, while Michigan increased 20 percent from 2009. Minnesota and Nebraska's production increased 22 percent and 26 percent, respectively. Idaho's production is up 25 percent from last season.

North Dakota's dry bean crop is down 7.5 percent from October; Minnesota's declined eight percent. Average yields are cut 150 pounds per acre in Minnesota, and 120 pounds in North Dakota, compared to the October estimates.

USDA released its first estimate of bean production by class, putting pinto beans at almost 13.5 million cwt, up 23 percent from last year. The navy

bean crop is up 42 percent, and blacks are up 55 percent from a year ago. Production of great northern beans climbed 39 percent in 2010, and pink bean production increased 18 percent. Classes that declined in crop size were small reds (33 percent), blackeyes (27 percent), cranberries (22 percent), dark red kidneys (4 percent), and light red kidneys (1 percent).

DRY EDIBLE BEAN AREA PLANTED, HARVESTED, YIELD, AND PRODUCTION - STATES AND UNITED STATES: 2008, 2009, AND FORECASTED DECEMBER 1, 2010 (SOURCE: NATIONAL AGRICULTURAL STATISTICS SERVICE (NASS), AGRICULTURAL STATISTICS BOARD, USDA)

State	Area Planted			Area Harvested			Yield ³			Production ³		
	2008	2009	2010	2008	2009	2010	2008	2009	2010	2008	2009	2010
	1,000 Acres			1,000 Acres			Pounds			1,000 Cwt		
AZ ¹	(NA)	15.5	13.0	(NA)	15.2	12.9	(NA)	2,120	1,880	(NA)	322	243
CA	52.0	71.0	64.0	51.9	69.0	63.0	1,850	2,280	2,200	960	1,575	1,386
CO	48.0	57.0	70.0	44.0	53.0	66.0	1,500	1,600	1,700	660	848	1,122
ID	80.0	100.0	135.0	79.0	99.0	134.0	1,850	2,000	1,850	1,462	1,980	2,479
KS	6.0	8.5	9.5	5.5	8.0	9.0	2,100	2,800	2,500	116	224	225
MI	200.0	200.0	236.0	195.0	195.0	234.0	1,850	1,800	1,800	3,607	3,510	4,212
MN	150.0	150.0	185.0	145.0	140.0	175.0	1,950	1,800	1,750	2,828	2,520	3,062
MT	11.2	11.9	18.8	9.8	11.5	17.4	1,950	2,100	2,130	191	242	371
NE	135.0	130.0	170.0	126.0	115.0	153.0	2,290	2,140	2,030	2,885	2,461	3,107
NM	9.3	12.5	13.0	9.3	12.4	13.0	2,300	2,220	2,300	214	275	299
NY	17.0	16.0	15.0	16.8	15.6	14.8	1,930	1,240	1,970	324	193	292
ND	660.0	610.0	800.0	640.0	580.0	765.0	1,570	1,470	1,490	10,048	8,526	11,399
OR	4.8	6.4	7.1	4.7	6.3	6.9	2,000	2,330	2,160	94	147	149
SD	8.5	10.3	12.3	8.3	9.9	11.2	1,840	2,340	2,040	153	232	228
TX	24.0	37.0	21.0	21.8	33.7	20.0	1,300	1,260	1,210	283	425	241
UT ²	1.2	(NA)	(NA)	1.2	(NA)	(NA)	580	(NA)	(NA)	7	(NA)	(NA)
WA	50.0	60.0	85.0	50.0	60.0	85.0	1,770	1,900	1,600	885	1,140	1,360
WI	6.5	6.4	6.2	6.4	6.4	6.2	2,130	1,980	1,980	136	127	123
WY	31.5	37.5	49.0	30.5	34.0	47.5	2,310	2,000	2,100	705	680	997
US	1,495.0	1,540.0	1,909.9	1,445.2	1,464.0	1,833.9	1,768	1,737	1,706	25,558	25,427	31,295

¹ Estimates began in 2009. ² Estimates discontinued in 2009. ³ Clean Basis.

La Niña Could Impact Brazil's Bean Crop

Brazil is under the influence of the strongest La Niña in decades and weather forecasters think it should continue until at least mid-2011. According to Sum Meteorology, the La Niña phenomenon reduces expectations for the 2010/11 growing season, since statistics show that over the years in Brazil, La Niña usually reduces potential production of crops.

According to Sum, after an extremely dry winter

and early spring in much of Brazil, in November there was a higher frequency and intensification of rains. That contributed to the advancement of the planting of summer crops in the southeast, midwest and the southern part of northeast Brazil. The attention now turns to the weather conditions in the rest of the year and for next summer.

For the summer, due to La Niña, the problem should be concentrated in

periods of below average rainfall and regionalized drought risk. With the prospect of La Niña continuing until mid-2011, the trend is extending the period of the scarcity of rain.

Brazilian growers who irrigate plant 3 crops of edible beans per year. Supply shortages due to reduced acres last season should be alleviated once the first crop is harvested this month. Minnesota native Kory Melby, who

now works with foreign investors in Brazil, says northeastern Brazil suffered crop losses due primarily to drought associated with La Niña. Melby says the first and third crops of edible beans get some help from irrigation. "If there is a crop disaster, it'll be in December or January," says Melby. "The dryness this fall pushed everything back 40 days and thus, the risk to second crops is increased, compared to normal."



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In this summer's U.S. Dry Bean Council trade mission report for Brazil and Argentina, trade consultant Randy Duckworth indicated that Brazilian bean trade members told him that they expected La Niña to have a detrimental impact on Brazil's bean crops.

According to Sandra Hetzel of Unifeijão, the south central region of Brazil could lose 30-40% of normal bean production in January.

According to Duckworth, some Brazilian bean industry members have suggested relaxing

the import taxes from non-Mercosur countries for a few months, so that adequate supplies can be had at reasonable prices. Presently, for non-Mercosur countries, such as the United States and Canada, the importer must pay a 10% tax rate.

According to Marcelo Lüders, chairman of the board of the Brazilian Beans and Legumes (Ibraf), Brazil normally buys 70-80,000 tons of beans primarily from Argentina, but also from Bolivia and China. Lüders reportedly said that even with these normal pur-



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chases, Brazil's stocks of beans are not sufficient and that Brazil needs to buy 80 to 90,000 MT more from the United States and Canada if it is to meet demand.

The price of beans in Brazil has retreated after peaking in early October, in response to reduced supplies. Carioca (pinto) beans reached nearly 200 reais per 60 kilo bag in early October. As of late November, prices were down to 115 reais, still 50 percent above one year earlier. Black beans

in Brazil are priced at 95 to 100 reais, down from R\$125 to R\$127 in early October. One year ago, black beans in Brazil were priced at R\$ 81.

According to Lüders, a Brazil market operator for over 20 years, "rarely in the last ten years have bean prices been this high." Recent news reports out of Brazil say bean prices for consumers have risen 16.7 percent this year. The tendency is for further increases, which reduce bean consumption in Brazil.

Sara Wilson: Advocate, Farmer, Wife and Mom

For the most part, today's consumer is far removed from production agriculture. The general public rarely hears about farming, and when they do, it usually is a negative news story. Activist groups, like the Environmental Working Group and the Sierra Club, have also taken a more active role in painting a jaundiced portrayal of agriculture.

Agricultural advocacy is one way to provide an accurate view of production agriculture. One person who understands the importance of advocacy is Sarah Wilson. Sarah, her husband Jeremy and two daughters, farm near Jamestown, North Dakota. The family raises pinto beans and other crops on their farm. In addition to being a partner in the farm, Sarah wears many hats. She is a wife, mother and career person. She also is proud to be an advocate, speaker and social media expert.

Sarah can be found on Facebook, Twitter and her blog, <http://farmeronamission.blogspot.com>.



**SARA WILSON, JAMESTOWN, ND
TELLING AGRICULTURE'S STORY**

BeanGrower spoke with Wilson about agricultural advocacy and why everyone should play a role in telling agriculture's story.

BeanGrower: Sarah, as people involved in the

agricultural industry, how do we ensure that people, especially the younger generation, get more involved in agriculture?

Sarah: We have to start young. One of the things

I didn't realize when I moved to North Dakota was the number of schools without an agriculture program built into the curriculum. I think the schools with FFA programs are doing a great job. I can't say enough great things about 4-H and FFA! We are missing opportunities to reach out to students, in both rural and urban schools. There are so many opportunities in agriculture for students, more than there used to be. Basically just telling our story as much as we can every chance we get.

BeanGrower: A huge thing for you as an advocate is the use of social media:

Sarah: I've been working on a blog and I am finding that video is so powerful. You can draw the audience in and then connect with them. The key is follow-up and answering questions they have once they view the video. There are so many ways to go about advocacy. The key is to not go out there and give them the information and not

Continued on Page 18



ITALIAN BEAN & CABBAGE STEW

Simple preparation of beans and chopped vegetables makes a wonderful vegetarian stew!

Nutrition Note: This recipe makes 5 quarts, 20 1-cup servings. Each 1 cup serving has 100 calories with 3.5 g fat, 4 g protein, 15 g carbohydrates, 4 g fiber, 50 mg calcium, 45 mcg folate, 251 mg potassium, 450 mg sodium.

Ingredients:

- 2 cups dry cannellini, navy or great northern beans OR 3 cans (15-16 ounce) beans, drained and rinsed
- 1 tablespoon chopped garlic
- 1 teaspoon dry sage or 1 tablespoon poultry seasoning
- ¼ cup vegetable oil
- 1 large onion, chopped
- 1 teaspoon finely chopped garlic
- 2 bunches green onions
- 2 large carrots
- 2 four-to-five-inch zucchini
- 4 stalks celery with leaves
- 1 large potato
- 1 can (14 – 16 ounce) diced tomatoes
- 1 tablespoon salt
- 4 – 6 cups water
- ½ head savoy cabbage
- ½ bunch Swiss chard
- 1 bunch kale
- 1 teaspoon dry rosemary
- 1 teaspoon dry thyme
- 6 slices day-old bread, toasted, torn into chunks

Northarvest Participates in Latin Flavors Conference

In October, Northarvest Bean Growers Association Home Economist Lynne Bigwood participated in the Culinary Institute of America Latin Flavors Conference in San Antonio, Texas. This facility attracts a unique blend of students: future chefs, food lovers and established culinary leaders. Through educational programs, the goal is to elevate Latin American cuisine to its place among

great cuisines of the world.

Grand opening ceremonies were held for the new CIA campus in October. The five-story building includes restaurant, retail and office space. The Latin Flavors Conference brought in visiting chefs, restaurateurs and culinary historians to discuss and demonstrate recipes and techniques from Mexico, Chile, Peru, Brazil and the Caribbean island of Gua-

deloupe.

Beans certainly are a major part of the Latin American food culture and the Northarvest Bean Growers Association was a sponsor during the October culinary program. During a sponsor exchange program, Northarvest had its own table and served one of the recipes prepared by the Peruvian chefs, Black Bean Tacu Tacu. Northarvest also co-sponsored

the opening reception and showcased beans in a variety of dishes, including Sopas, Pork Caritas Torta and Black Beans, Avocado and Pickled Jalapenos and Mushroom and Bean Tostadas with Queso Cotija and Diced Avocado. Northarvest also was featured in special luncheon events, serving short ribs with Black Beans, Gorditas de Frijol with Tziritza da Cilantro Salsa, Manchamanteles Michoacano with Refried Pinto and Black Beans and Mushroom, Bean and Goat Cheese Torta.

The attendees praised the new CIA facility. CIA President Tim Ryan said the Institute does not anticipate more expansion. "Our mission was not to get bigger. Our mission was to provide the best culinary education in the world."



ITALIAN BEAN & CABBAGE STEW

Method:

1. Hot soak beans. Heat 10 cups water to boiling. Add sorted and rinsed dry beans. Boil 2 to 3 minutes. Remove from heat, cover and let stand 1, 4 or 16 hours. After soaking, pour into a sieve or colander, rinse both beans and pan. Cover beans with fresh cold water and simmer until tender, 30 minutes to 2 hours.
2. If canned beans are used, 2 or 3 cups extra water need to be added to replace cooking liquid.
3. When the beans have cooked for an hour or more, prepare other vegetables, washing, trimming each one. A food processor, if available, and sharp knife work well. Chop the onion and garlic. Slice entire green onion into small pieces. Peel and slice carrots. Quarter and slice zucchini. Chop celery stalks and leaves. Peel potato and cut into cubes.
4. In a large soup pot, warm the oil over medium heat. Add the onion and saute. Add garlic, stir until it just begins to brown. Add green onion, carrots, celery, potato, diced tomatoes and salt. Saute, stirring for 10 minutes. Add water and bring to a boil.
5. Meanwhile, cut cabbage head in half. Remove core, brown pieces and hard ribs. Chop. Trim Swiss chard ends and ribs, chop stems and leaves. Remove kale ribs, chop leaves fine. Add cooked beans and liquid, cabbage, chard, kale, rosemary and thyme to soup. Simmer for 1 hour or more until almost ready to serve.
6. Add bread to soup, stir gently and heat 5 minutes. Serve hot.
7. Refrigerate leftovers, cover and reheat the following day. Preheat 375° oven.
8. Pour the stew into an ovenproof baking dish and heat, uncovered, for 30 minutes until hot and steaming. Include some browned crust with each serving. Top with olive oil, if desired.
9. Freeze leftovers.

Tip: Chop and freeze extra cabbage and chard to use in another soup. Other "in-season" vegetables may be substituted or added.

provide follow-up. People always have questions; once they get interested in it they have more questions. Agriculture is so technical we

have to continue to build on that relationship.

BeanGrower: Why is advocacy in agriculture so important?

Sarah: If we do not take action and advocate for our industry, no one else is going to do it for us, and the freedoms we enjoy today will dwindle before our very eyes. I've spent thousands and thousands of hours researching this movement for over 15 years now, and I don't see those groups letting up anytime soon, and in fact, they're gaining ground with a disconnected and misinformed public. If we want our children and grandchildren to have an opportunity to farm, we must speak out, and we must do it yesterday. I truly feel it is that urgent.

BeanGrower: What else do we need to know to be effective advocates?

Sarah: We need to make an effort to keep advocacy in the forefront of your mind. To capitalize on the opportunities; agriculture is a huge part of everyone's life so starting the conversation is not hard. Being an advocate doesn't have to be anything official, it is so much simpler than that. When you shake hands with someone just tell them a little bit about what you do and the importance of agriculture.



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New Revenue Crop Insurance Takes Another Step

The Federal Crop Insurance Corporation board has voted to approve development of a non-futures Crop Revenue Coverage insurance product for dry peas and dry beans.

Northharvest Bean Growers Association President Don Streifel, and North Dakota Dry Bean Council Vice Chairman Tim Smith met with the FCIC board in mid-November, accompanied by Dale Thorenson, from Gordley Associates, and former Risk Management Agency Administrator Ken Ackerman. The approval came after a peer review committee failed to approve the original Actual Revenue History (ARH) concept last year.

Watts and Associates developed the non-futures CRC concept, with the intent of offering the same crop insurance for dry beans that producers can now get for their corn, soybeans and wheat. The federal government will provide the funding for Watts and Associates to develop the product. Northharvest's insurance committee will be very busy for the next year supporting the development of a completed 508/h submission package to FCIC. Streifel expects the CRC option, if approved, to be available in 2012 as a pilot program.

Streifel and Smith told the FCIC board that it is very difficult to grow specialty crops when growers can get such excellent revenue coverage on program crops. According to Streifel, "It is just so expensive farming now, you can't afford to take a big hit on anything. And if the price of beans doesn't rally this winter, I expect a huge cutback in acres."

Streifel said when growers go into their bank, it's really hard to go with these non-program crops where they're out on a limb by themselves, when they can show what kind of borrowing power they have with other commodities.

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MIAMI FOOD SHOW

The IFE Americas Food & Beverage Show in Miami in October was well attended by foreign buyers. However, representatives from Northarvest felt the quality of the bean buyers did not compare to recent years. The Central American drought caused a lot of demand but all for small red beans and the U.S. is pretty well out of small reds. Jamaica needs beans but they also were looking for small reds. When light red kidney beans hit \$70/cwt, they switched to small reds but now find the small reds are high priced and not available.

Much of the Miami market stopped by the Northarvest Bean Growers Association booth to check on pinto, black and pink bean pricing. The color of the Northarvest pinto beans was better received than expected. Northarvest Executive Vice President Tim Courneya and Northarvest trade representative Fradbelin Escarraman think Northarvest pinto beans will be a good buy this marketing season which could provide an opportunity to expand Northarvest's presence in the DR, despite the poorer color.

Escarraman and Courneya will work on developing a focus ques-

tionnaire, directed at DR importers to learn if there is any opportunity to market pintos that are not so pretty, but a good buy.

MEXICAN BEAN CONGRESS

February 11-13 are the dates of the Mexican Bean Congress in Puerto Vallarta, Mexico. Directors Mark Streed from Milan, MN, Don Streifel from Washburn, ND, and Executive Vice President Tim Courneya, will represent the Northarvest Bean Growers Association. Jason Mewes, from Colgate, will represent the North Dakota Dry Bean Council at the Bean Congress.

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Cuba Opens Its Doors to U.S. Dry Beans

After a decade of sales efforts, edible beans from the Northarvest growing region are once again landing in Cuba. Industry sources report Cuba's food importing agency, Alimport, recently bought 5,000 metric tons of pinto beans from WestStar Food Co/Kirkheide's Northland Bean, for shipment in mid-December. PS International has also sold 5,000 MT each of pinto and black beans, and St. Hilaire Seed Co. sold the Cubans 5,000 tons of black beans. The sales total 20,000 MT, or approximately 440,000 bags.

Northarvest Bean Growers Association directors Alan Juliuson and Todd Sorenson were part of a 7-person delegation, headed by North Dakota Agriculture Commissioner Doug Goehring,



Members of the trade delegation were interviewed by the Fox Business Network. From left, Ken Bertsch, ND State Seed Commissioner; Adam Shapiro and Elka Worner, Fox News; Alan Juliuson and Todd Sorenson, Northarvest; Randy Schneider, ND Ethanol Producers Assn.; Fradbelin Escarraman, Caibbean representative for Northarvest, and ND Ag Commissioner Doug Goehring.



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that visited Cuba November 21st through the 24th. Northarvest trade representative Fradbelin Escarraman was also part of that trip.

Juliuson called it a very successful trip, as they got to meet with some of the same Alimport officials they met with in 2008. "It ranks right up there with the successful trips we had in 2002 & 2003," said Juliuson.

Among the officials the North Dakota delegation met with in Havana were Mrs. Maricela Alvarez Gonzalez, General Director of the Oilseeds Division, and Mrs. Maritza Fernandez Gorra, Rice and Pulses Division, the main contact at Alimport for dry beans.

Trade representative Fradbelin Escarraman says we offered 1,000 metric tons of black beans at a very reasonable price, but were told by Mrs. Fernandez that Cuba needed 5,000 tons. This is thought to be in

addition to the earlier purchases.

Juliuson, a grower from Hope, North Dakota, has been trying to find enough black beans to meet Cuba's needs. But Dean Nelson, at Colgate Commodities, is one of several dealers who doubt that many beans are available, as they remain in the tight hands of growers.

Escarraman says Cuban officials told him that China, which usually supplies the bulk of Cuba's bean needs, is not able to deliver beans by January/February 2011. "The humidity level is high and it takes about two months for the product to get to Cuba and they need it ASAP."

China provides at least 12 months of credit and Vietnam provides up to 72 months of credit. An official from Cuba's Ministry of Foreign Affairs said they do not understand why the U.S. has not lifted the

embargo and that they expected President Obama was going to eliminate all trade restrictions.

The Cuban government wants to encourage Cuban farmers to increase the production of several crops to reduce, and even avoid imports. Escarraman thinks it will be very difficult for Cuba to produce all the dry beans they need to consume. Mrs. Fernandez said that up to 2008, Cuba imported 100,000 MT each year, but this has been reduced. She said Cuba imported 60,000 MT of edible beans last year.

Escarraman says the entry strategy for Northarvest in Cuba will consist of providing assistance and developing the relationships needed to enter the market. Constant follow-up will be required.

Members of the North Dakota delegation were interviewed on the Fox Business News channel while in Cuba.

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Outlook for the 2012 Farm Bill

**By John Gordley,
Gordley Associates**

In the wake of the Congressional mid-term elections, farmers and agribusinesses may wonder what the Republican takeover of the House of Representatives means for spending on federal agriculture programs and prospects for the 2012 Farm Bill. The short answer is that supporters of the farm income safety net will face strong efforts to reduce agriculture spending and to eliminate current programs. It is important for agricultural groups to take these realities into account as they develop priorities for the 112th Congress.

THE MID-TERM ELECTIONS

The November 2 elections saw Republicans win 63 Democratic seats in the House. Two-thirds of the Democrats who lost were from rural districts, including one-half of the conservative Blue Dogs and 15 of the 28 Democratic members on the House Agriculture Committee. The Democratic caucus is now heavily populated by liberals from the east and west coasts, who reelected former Speaker Pelosi as Minority Leader by a three-to-one margin. If the House Agriculture Committee remains at 46 members, Democrats will need to find up to eight replacements, some of whom will come from urban districts. The ability of farm state Democrats, including Ranking Member Collin Peterson, to maintain support within their caucus for agriculture priorities will be severely curtailed.

House Republicans will add 88

new members, mostly conservatives and other candidates supported by the Tea Party movement. With over one-third of their 242 member caucus, these freshmen will press House leaders to advance measures that reduce deficit spending, balance the federal budget, and scale back the size of government, including repeal of health care reform. They and their supporters believe the elections sent a message to the Republican Party that it is on probation, and that its leaders and other members will be judged on their willingness to support and ability to deliver on this agenda. Facing possible further challenges from Tea Party activists in the 2012

elections, the House agenda will take a much more conservative direction in the next two years.

In the Senate, the six-seat loss to Republicans means that the remaining 53 Democrats will have no chance of blocking filibusters of their priority legislation by invoking cloture, which requires 60 votes. With another 23 members up for reelection in 2012, vulnerable Democrats may cross the aisle and vote with Republicans on deficit reduction and other conservative priorities. Republican leverage on the legislative agenda will make it difficult for President Obama to build a working relationship with the new Congress, leading to continued



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PROSPECTS FOR AGRICULTURE PROGRAM CUTS

Even before debate on the 2012 Farm Bill moves forward, agriculture programs face a series of challenges that could further reduce the spending baseline that the Congressional Budget Office (CBO) will set in March 2012, which will be used to "score" the cost of program

changes. Republican leaders stated during the campaign that they would look to reduce appropriations spending in FY-2011 by \$100 billion during the "lame duck" session. They have also talked about freezing spending for these programs at FY-2008 levels for FY-2012, which would sharply reduce current outlays for nutrition and agricultural research programs. Any reallocation of funds to maintain nutrition spending would need to come from

other agriculture programs. There has also been talk about an across-the-board rescission in current-year spending for all "non-essential" programs, including agriculture.

Finally, the co-chairmen of the President's Debt Commission initially included in their first proposal \$15 billion in agricultural program cuts, including Direct Payments, "other subsidies," the Conservation Stewardship Program (CSP),

Continued on Page 27

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and the Market Access Program (MAP). The final draft shifted a third of these cuts to fund a standing disaster program so that farm outlays would instead be reduced overall by \$10 billion. While the required 14 of the Commission's 18 members did not reach agreement on a deficit and debt reduction plan, these suggested cuts are likely to resurface next year in other proposals.

OUTLOOK FOR THE 2012 FARM BILL

Against this backdrop, organizations that support farm safety net programs face the twin challenges of protecting the current agriculture spending

baseline while developing farm policies that can be defended against further cuts during development of the 2012 Farm Bill. This process is complicated by the fact that the current CBO baseline includes an average of only \$7.4 billion per year in Title 1 (farm program) spending, compared to \$13.3 billion prior to the 2002 Farm Bill and \$8.4 billion before the 2008 Farm Bill. (See chart) Based on forecasts for higher than average farm prices in the next two years, CBO may further reduce the agriculture baseline. Moreover, CBO policy in "scoring" program changes is to err on the high side. Any increase in projected spend-

ing under a new or existing program would need to be offset by an equivalent reduction in another program.

The "bulls-eye" for deficit reduction among farm programs is Direct Payments, which total \$5.2 billion per year, or about 74 percent of the Title 1 baseline. DPs were already controversial in the 2008 Farm Bill debate, and will be more so since commodity prices subsequently rose and have remained high. The other target for spending cuts is crop insurance, which is authorized separately

from the farm bill. Higher farm prices and premiums have driven CBO's estimated cost of crop insurance to an average \$8 billion per year over the next ten years. The Administration already cut outlays by \$6 billion over ten years under this year's Standard Reinsurance Agreement (SRA), and crop insurance is certain to come under further budget pressure next year.

Some observers, including outgoing Chairman Peterson, have compared the current outlook to the situation prior to the 1996

Continued on Page 28

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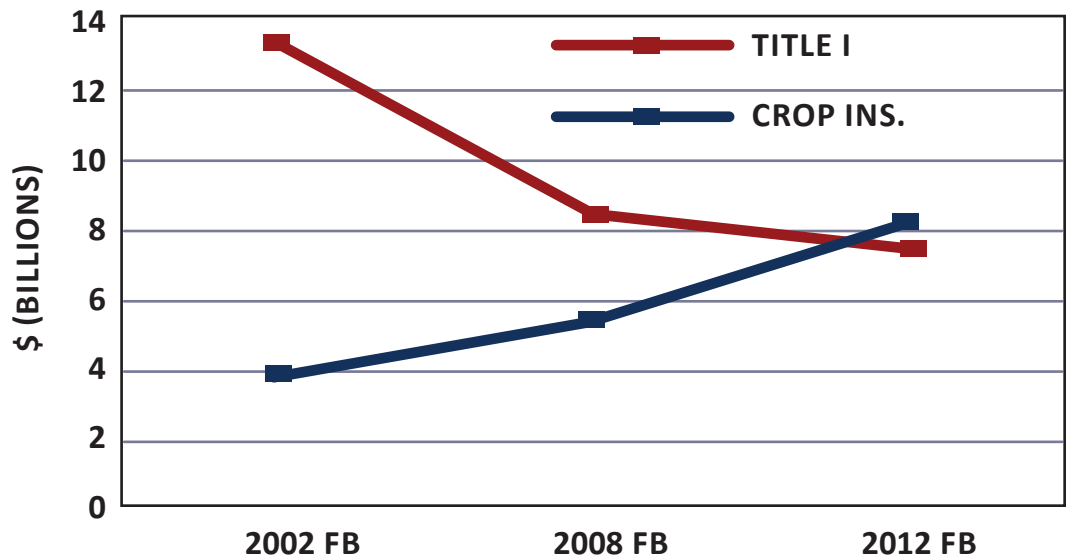
Farm Bill. In 1995, a new Republican majority in the House imposed sharp spending reductions on domestic programs, including agriculture. With farm prices at historically high levels, then-Chairman Pat Roberts accommodated these cuts under Freedom to Farm, which restructured the farm safety net by replacing counter-cyclical support with higher but declining fixed payments which were expected to terminate after seven years. Peterson recently said that Speaker-to-be Boehner, who supported Freedom to Farm, might propose a similar elimination of counter-cyclical programs as part of the House's

deficit reduction plans. It should be remembered, however, that farm prices plummeted three years after the 1996 Farm Bill was enacted, and that

Congress was forced to step in with supplemental payments that eventually became an ongoing program in the form of Direct Payments.

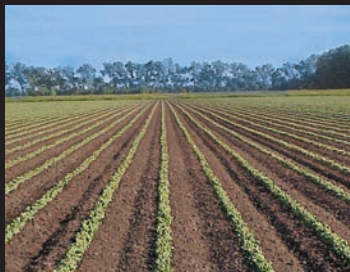
Most farm organizations anticipate a struggle to defend current farm programs rather than advance ideas for new ones. The exceptions at this

Projected Annual Baseline Spending Available for Drafting Title I of Farm Bill & Projected Annual Crop Insurance Outlays



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early stage include the National Corn Growers Association (NCGA), which is looking to improve the Average Crop Revenue Election (ACRE) program, and the dairy industry, which is expected to propose replacing price supports with a gross margin insurance program. Interest in using Direct Payments to strengthen other programs and broadening crop insurance to cover whole farms, which were promoted early this year by then-Chairman Peterson, are less likely to go forward under incoming Chairman Lucas, who strongly supports Direct Payments. However, the American Soybean Association, the National Association of Wheat Growers and NCGA are looking at modifications to crop insurance that would broaden its appeal in regions where it is currently not popular.

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RED ROVER dark-red kidney / med. early / good yields / R to Aphanomyces and hypocotyl rot

CHIANTI cranberry / mid-early / high yields / R to bean common mosaic

ETNA cranberry / early / high yield / R to bean common mosaic

HOOTER cranberry / late / dryland or irrigated / R to bean common mosaic

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Export Opportunities for Dry Beans

Brazil may offer the best opportunity to move U.S. dry beans this year. Due to weather challenges, the Brazilian pinto crop is short. The Brazilian crop should be ready for harvest in January.

"If that harvest in Brazil doesn't look good, there will definitely be Brazilian importers in real need of beans," said Randy Duckworth, trade consultant for the U.S. Dry Bean Council.

Brazil is also a good customer for black beans. Argentina, Bolivia and China usually get the majority of that business. By January, Argentina should be sold out of black beans, providing opportunities for the United States.

Central America is short of



Randy Duckworth

beans this year. Most of that business is small red beans, but Costa Rica and Guatemala will need to

source black beans.

"The Central American food processors will be more than happy to take off-color whole pintos and any color splits to blend in their refried mixes if the prices are low enough. I suspect the prices may get low enough this year for off-color pinto wholes."

Haiti remains a difficult market. The country desperately needs protein and the potential remains for sales to the region, but Duckworth says infrastructure is a worry.

"The situation in Haiti remains bad, really bad. There are opportunities in Haiti that need to be explored. The challenge right now is that PVOs (Private Voluntary Organizations) are telling us the situation in Haiti is still too dicey for groups like ours to visit. The security situation in that country is not good, roads remain unrepaired or impassable, hotels are ruined or remain damaged."

Duckworth says there are similar challenges in Angola and Cuba. The Angolan government puts out large bean tenders for its military, but the U.S. Dry Bean Council questions if that business is done above board. In most cases, Angola is purchasing low quality beans. Duckworth says the Cuban government appears to be exiting the food buying business.

"They don't have the money to pay. And it's hard to compete with the credit terms the Chinese have been giving them. Still, the people have to eat so it's worth exploring."



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U.S. Growers Learn About Chinese Dry Bean Industry

China is the 1,000 pound gorilla in the world economy. Its aggressive attitude in world trade has kept all markets volatile. The soybean market has been the benefactor of Chinese demand in the past year, and that has spilled into other commodity markets. For the dry bean industry, China is now competing with the United States in the export market.

This past August, a three-member trade team, representing the U.S. Dry Bean Council, traveled to three different Chinese

provinces. Nathan Sano, who is with the California Dry Bean Advisory Board, and Bob Green and Dennis Englehard, both with the Michigan Bean Commission, got a first-hand look at China's dry bean industry.

Dry bean consumption in China is minimal, with most of it being in the form of sugary-based sweet beans and a dessert-type treat called mooncakes. With a growing population and demand for dietary protein, the trade team viewed dry beans as an

opportunity to improve the Chinese diet at a lower cost than through meat consumption.

The trade delegation traveled to Inner Mongolia, Heilongjiang and Shanxi Provinces. Dark Red Kidney Beans, Speckled Kidneys, Black Beans, White Beans and Adzuki Beans were seen on the trip. The product is mostly equal to U.S. beans, although there is no consistency in bean size. "That could be due to some of the hand picking being done where the ladies are

focused on grade quality and not necessarily size," reported the update from the U.S. Dry Bean Council.

Warehouse facilities are not up to U.S. standards, but the processing capability is equal to those seen in this country. Transportation is improving, but still has a long way to go. Most highways in China are well maintained, but the group also found many roads to be poorly constructed and "would be considered impassible in the U.S."

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NORTHARVEST BEAN GROWERS ASSOCIATION 2010 ANNUAL REPORT

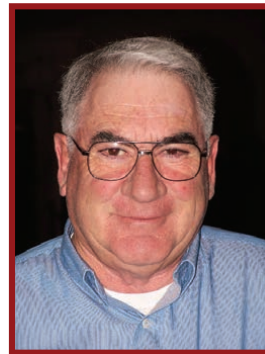


Another year is behind us as Northarvest continues to make progress on behalf of our dry bean industry. The focus of our organization in 2010 continued in five primary areas: Market development, promotion, research, communications and farm policy.

Throughout this annual report, you will learn more about the activities we collectively funded as bean growers. It includes highlights of the efforts we have undertaken over the past year. For more in-depth information, please refer to past issues of the *BeanGrower* which are available on our website, www.northarvestbean.org.

As North America's largest supplier of quality dry beans, together we strive to better our industry.

Don Streifel, President
Northarvest Bean Growers Association



NORTHARVEST COMMITTEE MEMBERS

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Brian Love (Chair), Dan Webster, Joe Mauch, Todd Sorenson, Scott Mund, Jason Mewes, Jim Sletten, Nick Kitsch, Tim Smith, Mark Dombeck, James Zenk, and Norm Krause

LEGISLATIVE

James Zenk (Chair), Dan Webster, Todd Sorenson, Norm Krause, Tim Smith, Robert Landgren, and Jason Mewes

CROP INSURANCE

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Northarvest President, Don Streifel, is ex-officio member of all committees

NORTHARVEST STAFF

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Executive Vice President

FAYE COURNEYA

Office Manager

LYNNE BIGWOOD

Home Economist

Federal Crop Insurance

Northarvest continues to move the development of a non-futures revenue insurance product for dry beans and peas forward. A non-futures CRC crop insurance proposal has been submitted to the Federal Crop Insurance Corporation. If approved, the pilot project for Minnesota and North Dakota will likely last four years. The biggest hurdle will be the price discovery aspect. We propose to develop a revenue program for dry beans and dry peas that functions identically to Combo Revenue coverage, but uses alternative mechanisms to determine "projected" and "harvest" prices. To determine projected prices, we plan to work closely with all local warehouses contracting production, collecting their offer prices and developing a projected price.

Challenges remain, but rest assured Northarvest is working closely with the Risk Management Agency to deliver the best product possible.



In August, Tim McGreevy, CEO of the U.S. Pea and Lentil Council; Scott Mund, North Dakota Dry Bean Council member from Milnor, ND; and Jim Zenk, MN Dry Bean Council vice chairman from Danube, MN, participated in the FCIC Board of Directors meeting. In November, Northarvest President Don Streifel (Washburn, ND) and ND Dry Bean Council Vice Chairman Tim Smith (Walhalla, ND) traveled to Washington to meet with representatives of the FCIC to discuss Northarvest's crop insurance proposal.

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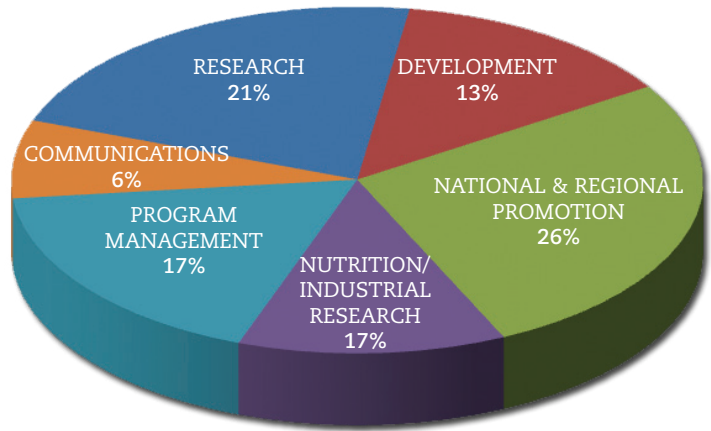
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Mission Statement

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.

2010-2011 BUDGET BY CATEGORY



ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE	2009-10	2010-11
Nutrition/Industrial Research	150,000	226,500
Program Management	221,860	229,414
National & Regional Promotion	241,150	341,350
Research	394,422	282,812
Development	171,500	171,500
Communication	85,000	85,000
TOTAL	1,263,932	1,336,576

INCOME

North Dakota Dry Bean Council	973,772	900,576
Minnesota Dry Bean Research & Promotion Council	200,000	236,000
Northarvest Bean Growers Association	90,160	200,000
TOTAL	1,263,932	1,336,576

This year, Northharvest contributed a total of \$282,812 to dry edible bean research. The NHB Research committee meets in the spring of each year to evaluate the merits of various project proposals and to allocate funds based upon that evaluation. Below are brief summaries of each of this year's funded projects. The results of this research will be reported in the next issue of the *BeanGrower* magazine.

DRY BEAN GROWER SURVEY OF PEST PROBLEMS, PESTICIDE USE, AND VARIETIES IN 2010

Dr. Janet Knodel and Patrick Beauzay, NDSU Dept. Of Entomology

OBJECTIVES: To provide information on classes and varieties used by growers to support research on variety improvement; to provide information on major production problems such as weeds, diseases and insects; to provide information on pesticide use that can be used for registration programs and/or section 18 requests; and to provide information on major pest problems to help determine research and extension needs and shape priorities.

DRY BEAN IMPROVEMENT FOR THE NORTHERN PLAINS

Dr. Juan Osorno, NDSU Dept. Of Plant Sciences

OBJECTIVES: To develop high yielding, high quality bean genotypes adapted to the Northern Great Plains. The first priority is to improve pinto and navy market classes, but also black, great northern, red and kidney market classes which are also an im-

portant part of the breeding program.

EXPERIMENTAL HERBICIDES AND DESICCANTS IN DRY EDIBLE BEANS

Dr. Richard Zollinger, NDSU Dept. of Plant Sciences

OBJECTIVES: To determine dry bean safety to post-emergence applications of dry beans to Permit soil-applied, POST-applied and with combined split soil and POST applications; to determine optimum rates, water volume and adjuvants for maximum dry bean desiccation from Sharpen and Vida herbicides; and to determine the most effective desiccant for each major dry bean type and determine the most effective timing based on seed moisture.

DRY BEAN DISEASES AND THEIR MANAGEMENT

Drs. Rubella Goswami and Sam G. Markell, NDSU Dept. of Plant Pathology

OBJECTIVES: Monitor the spread of dry bean diseases



with special emphasis on dry bean rust and evaluation of races of isolates obtained from the field; identify races of the halo blight pathogen prevalent in North Dakota; evaluate efficacy of fungicides and fungicide timing for management of dry bean rust; assess the amount of bacterial blight pathogens transmitted through seed infection; assist the dry bean breeder by screening advanced breeding lines for resistance to rust, white mold, bacterial blight and root rot; and evaluate the efficacy of seed treatments in controlling Fusarium root rot.

IDENTIFICATION OF RESISTANCE IN DRY BEAN TO SOYBEAN CYST NEMATODE

Drs. Berlin D. Nelson and Rubella Goswami, NDSU Dept. of Plant Pathology

OBJECTIVES: Identify resistance to soybean cyst nematode in dry bean germplasm. This is the second year of a three-year study.

EXTRUSION PROCESSING OF BEANS: TEXTURIZED PROTEIN AND PUFFED PRODUCTS DEVELOPMENT

Drs. Clifford Hall III, NDSU Dept. of Cereal and Food Sciences and Mehmet C. Tulbek, Northern Crops Institute

OBJECTIVES: To fractionate the starch and protein from pinto and navy beans; to extrude the protein fraction into a texturized product; to produce extruded snack products from the dry bean starch fraction and assess the sensory properties of these extruded bean snack products; and to utilize the textured protein as an ingredient in meat prod-

ucts such as sausage and as a meat extender in hamburger.

NITROGEN FERTILIZATION AND INOCULATION EFFECTS ON DIRECT-HARVESTED PINTO, NAVY, AND BLACK DRY BEAN VARIETIES

Dr. Hans Kandel, NDSU Dept. of Plant Sciences

OBJECTIVES: To evaluate yield performance, seed losses, growth habit effect, stand, lodging and quality of Lariat, Eclipse, and Vista dry beans in a factorial arrangement with N and inoculation under direct-harvest conditions.

PINTO BEAN RESPONSE TO TILLAGE SYSTEMS AND PLACEMENT OF FERTILIZER

Greg Endres and Paul Henderson, NDSU Carrington Research Extension Center

OBJECTIVES: To examine pinto bean response to tillage systems, with emphasis on fall strip till; and to examine pinto bean response to 10-34-0 application as in-furrow, 2-by-2-inch, or mid-row bands during planting.

ROOT ROT RESISTANCE AND DISEASE MANAGEMENT OF DRY BEANS

Drs. Rubella Goswami, Juan M. Osorno, and Sam G. Markell, NDSU Department of Plant Pathology

OBJECTIVES: Evaluate commercial dry bean cultivars for resistance to root rot under field conditions.

The Northharvest Region is North America's largest supplier of dry beans. To help cultivate expanded business for growers, Northharvest participated in a number of trade events throughout the year. Here are some highlights from 2010:

- In February, Northharvest Bean Growers Association board members had the opportunity for one-on-one meetings with bean buyers at the 2010 International U.S. Dry Bean Council Congress in Mexico. There remains a high interest in sourcing dry beans

from the U.S. and Northharvest growers did an excellent job of selling Northharvest as the number one source of dry beans the U.S. has to offer.

- In March, Northharvest partnered with the U.S. Dry Bean Council's trade mission to the Dominican Republic, Costa Rica and Guatemala.

- In March, Northharvest participated in the Alimentaria 2010 trade show in Barcelona, Spain.

- In May, Northharvest hosted Guatemalan bean buyers to the region and visited several bean marketing firms. They expressed interest in buying bulk bean splits for use in refried products.

- In November, Northharvest leaders participated in a North Dakota Ag Department trade mission to Cuba.

Northharvest's membership in the U.S. Dry Bean Council also

affords opportunities to work together with other leaders in the bean industry toward the common goal of promoting edible bean trade around the world.



Minnesota Dry Bean Council Chairman Mark Dombeck (Perham, MN) represented Northharvest at the Alimentaria 2010 trade show in Barcelona, Spain. Dombeck helped man the U.S. Dry Bean Council booth at the show which included 4,000 companies, and welcomed approximately 130,000 visitors. The event generated over 100 legitimate prospects for future sales.



Northharvest Bean Vice President Todd Sorenson (Fisher, MN) participated in a trade team visit to the Dominican Republic, Costa Rica and Guatemala. Here, the USDBC trade team meets with Grupo Perfesa, which includes Aggro Commercial, the DR's importing arm. With the implementation of DR-CAFTA import permits, Northharvest must remain vigilant to protect its interest in the Dominican Republic.

Promotion Activities

Each year, Northharvest participates in numerous events to promote the importance of beans as part of a healthy diet. These efforts are focused on providing information to nutrition educators and decision makers which, in return, translate into an economical and effective way to reach end-consumers. A few highlights from 2010:

- Participated in Living Ag Classrooms in Minot, Bismarck and Lisbon to educate students and educators on the benefits of dry beans.
- Participated in multiple nutrition conferences and

events throughout the year, including the North Dakota Nutrition Council Conference; the ND Dietetics Assn. and North Dakota Long-term Care Assn. Joint Conference; the National Women, Infant and Children Assn. Conference; the North Dakota School Nutrition Conference; the Society for Nutrition Educators Conference; the Minnesota School Nutrition/Food Service Assn. Conference; the Education Minnesota Conference; and the Harvest of Knowledge Agri-Women's Conference.

- Distributed thousands of informational materials nationwide, including folate

information, recipe cards, the Bean Cookbook, elementary education kits, Bean Cookery Teaching Kits, and promotion brochures.

Northharvest also attended two Culinary Institute of America events this year.

The "Flavor, Quality and American Menus" conference in Napa Valley, California, envisioned the future and stimulated dialogue among chefs, American foodservice and U.S. Agriculture. Lynne Bigwood, Northharvest Home Economist, spoke to the group about "The World Bean Kitchen: Passport to Flavor" website, information, recipes and

videos that were developed for Northharvest by CIA chefs.

Mark Dombeck and Lynne Bigwood also attended the "Latin Flavors, American Kitchens Symposium on Latin Cuisines, Cultures and Exchange" in October. As a premium gold sponsor of the event, Northharvest and dry beans were featured at two luncheons and many bean dishes were served at all the meals during the conference. Gift bags with "BeanInstitute" caps, cookbooks and recipes were given to attendees at the end of the buffet lunch that Northharvest sponsored the last day of the conference.

Finding new uses for dry beans and promoting the health benefits of beans is a growing opportunity for Northarvest. To that end, Northarvest has continued and expanded on efforts already underway. A few highlights from 2010:

THE BEAN INSTITUTE

A new project, underwritten by Northarvest and a USDA Specialty Block Grant, is using the power of the internet to spread the message that beans have health benefits. The website, www.beaninstitute.com, is targeted

primarily at registered dietitians and provides the latest research on dry beans, human health, and information about how dry beans might have an effect on chronic disease prevention.

Developed in partnership with the University of North Dakota and others in the dry bean community, the website is the culmination of a strategy that began five years ago, and accelerated with the launch of **Northarvest's Dry Bean Health Research Program** two years ago.

Northarvest hired the public relations firm, Communiqué, to help promote Northarvest's bean health messaging strategy. In addition to managing the day-to-day content of the www.beaninstitute.com website, Communiqué's efforts include electronic communications with dietitians and other key health influencers. They also produce and distribute the "Dry Bean Quarterly" newsletter which includes key messag-

es and information for dietary professionals.

BEANS 101

Northarvest enlisted Amy Myrdal Miller of the Culinary Institute of America, to create a PowerPoint presentation that is used to educate consumers about beans. The presentation, available at www.beaninstitute.com, allows educators easy access to information they can share with a wide array of audiences.

THE WORLD BEAN KITCHEN

Northarvest is participating in the Culinary Institute of America's Pro Chef website with "The World Bean Kitchen: Passport to Flavor" available at www.ciaprochef.com/northarvest. It is filled with bean cooking basics, recipes and videos designed to help

chefs incorporate beans in their menu offerings.

NEW USES FOR DRY BEANS

Ethanol, plastics and a more stable vegetable oil are some of the potential new uses of dry beans that are being researched at USDA's National Center for Agricultural Utilization in Peoria, IL. Northarvest funded the hiring of a post-doctoral student to work on the research project using part of a specialty crop grant it received from USDA.



Communications

Each year, Northarvest publishes five issues of the *BeanGrower* magazine and maintains a website with daily updates for growers at www.northarvestbean.org.

A weekly email news report is also distributed to interested growers who can sign up for the report directly at the Northarvest website.

While this annual report provides an overview of the year's activities, more in-depth information can be found throughout the year on the website.



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USDA's Latest Bean Market Outlook

Considerable uncertainty remains in most dry bean markets with regard to pricing. Given the sustained surge in commodity prices, industry participants are likely in no hurry to move large volumes until they can evaluate their options. In addition to increases in commodity markets, recent crop news from places such as Mexico and Costa Rica could enhance the export outlook and also help buoy U.S. dry bean markets.

The 2010/11 season opened in September with

a preliminary aggregate farm-level price estimate of \$24.10 per cwt—21 percent below a year earlier.

Although market prices have dropped for most classes, the greatest downward price pressure so far this season has been on grower bids for pintos and lima beans. For pinto beans, the prospects of continued good demand from Mexico and pressure from world grain markets may help strengthen prices as the season moves forward

EXPORTS DECLINE IN 2009/10

During the 2009/10 marketing year (September-August), U.S. dry bean export volume (excluding planting seed) fell 7 percent from a year earlier to 8.89 million cwt. Volume was 9 percent above 2 years earlier and was the second highest of the past decade.

Among the top five foreign partners, exports to Mexico and Canada were lower, but shipments to the United Kingdom, the

Dominican Republic, and Haiti increased. The unit value (prices) of dry bean exports averaged 33 cents per pound in 2009/10—down just 3 percent from a year earlier and about the same as 2 years ago. With both prices and quantities lower, the value of 2009/10 dry bean exports declined 10 percent to \$293 million, but was still the second highest since 1982/83.

Exports declined for 6 of the 14 reported classes, with the most notable drop for pinto beans (down 29 percent) and navy beans



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(down 11 percent).

Most of the decline in pinto beans was due to a 54-percent reduction in volume shipped to Mexico, historically a critical but inconsistent market, which is most available when opportunities such as weather-related crop setbacks present themselves. Such an opportunity may be available in the coming year with Mexican dry bean stocks low and the possibility that frost and drought may take a toll on this year's crop.

Exports of black beans, the second leading export

class over the past 2 years, rose 4 percent to 2.5 million cwt—eclipsing last year's record high. Exports of black beans to Mexico accounted for 93 percent of volume, with shipments to Haiti (3 percent) and Guatemala (2 percent) rounding out the top three destinations. In the year ahead, export volume is expected to increase given the depreciation of the dollar, lower U.S. dry bean prices, continuing food aid demand throughout the world, and crop weather issues in places such as Mexico.

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NORM KRAUSE
Staples, Minnesota

Tell us about the farm.

We farm anywhere from 250 to 500 acres of edible beans and most of it is irrigated. We have some dryland pinks. We also grow dark red and light red kidneys, mainly dark red. We also grow corn, GMO and non-GMO soybeans, some malting barley and we have hay that we cash crop.

How did the crop perform this year? It was an average crop. Our dryland pinks actually went about 2,950 to the acre. We also had light red kidneys that were 2,100 or 2,200. They were hit with an awful lot of white mold. We also had some dark reds at 2,200 to 2,300.

Any quality problems?

Since we are on sand, we didn't have the quality issues, other than they were wet and there were the disease issues.

How did you get involved in farming? I

grew up on a dairy farm. I worked 22 years for Central Lakes College as the head of the Central Lakes Ag Center, a small demonstration research facility. I retired from that and I'm farming again. I never did quit (farming), but I'm doing it full-time now.

Bean Day is coming up. What do you enjoy most about this event? I like

visiting with all the other growers. That's the main thing. These are people I only get to see once a year. The other thing is the chance to hear about new cultural practices that we need to know, like new herbicides. I'm always looking for new information on white mold and root rot, those are the two main issues we face. Last, but not least, marketing.

What's the biggest challenge in farming today? Besides price, it's root rot and white mold.

Norm, what do you do for fun in the winter months? I do all kinds of fun things. I go fishing, skiing and we travel quite a bit, too. If we can, we do international travel.



NICK KITSCH
Webster, ND

Nick, how did you get involved in farming? I

was raised on a farm and always have been farming. My uncle and Dad farmed together and now, I'm farming with my two brothers and a cousin, sharing equipment and stuff.

Tell us about the farm.

We have about 3,000 acres between my two brothers and me. It's about half wheat. In addition to

Any international trips planned? I like to go to the Southern Hemisphere because of the daylight issue. I like long days and if we go to the Southern Hemisphere, we get those. Last year, we went to New Zealand and we went to Egypt. New Zealand is a beautiful country. I was surprised with the

pintos, we grow corn, soybeans and canola.

How did the crop perform this year? I would say it was below average. We had an average yield of 1,400 pounds. It wasn't the best looking crop, but it made #1 grade.

Bean Day is coming up. What do you enjoy most about this event? There are always informative speakers there.

What's the biggest challenge in farming today? Weather. We always seem to be fighting the weather and that seems to be our biggest challenge.

Nick, what do you do for fun in the winter months? I enjoy high school sports and vacation.

amount of irrigation they had once we got inland. One pivot we counted 21 towers on it, can you imagine the size of that one? They have a lot of wheat grown under irrigation there. I only saw one field of corn and that looked like a Pioneer research field.

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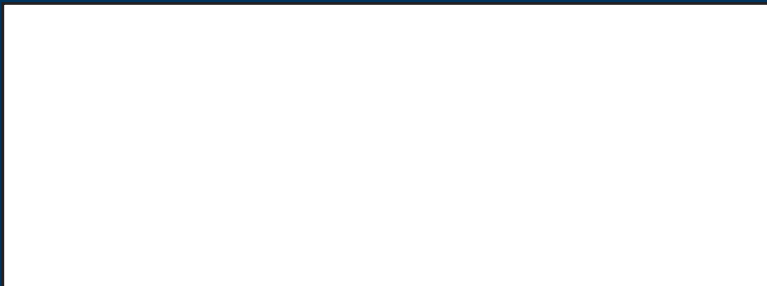
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