

NORTHARVEST BeanGrower

INSIDE
Bean Day 2012
2011 Annual
Report

A SLOW DARKENING BEAN:

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Underway,
But More
Work
Remains





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Todd Sorenson, V. President • Fisher, MN • 218-893-2425

Joe Mauch, Treasurer • Hankinson, ND • 701-242-7528

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Dan Webster • Penn, ND • 701-393-4328

Minnesota Dry Bean Research and Promotion Council

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Minnesota Commissioner of Agriculture

North Dakota Dry Bean Council

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Robert Landgren • Wilton, ND • 701-734-6368

Jason Mewes • Colgate, ND • 701-945-2711

Grady Thorsgard • Northwood, ND • 701-587-6084

North Dakota Commissioner of Agriculture

Executive Vice-President

Tim Courneya

50072 E. Lake Seven Road

Frazee, MN 56544

Phone: 218-334-6351

Fax: 218-334-6360

Email: nhbean@loretel.net

Website: www.northarvestbean.org



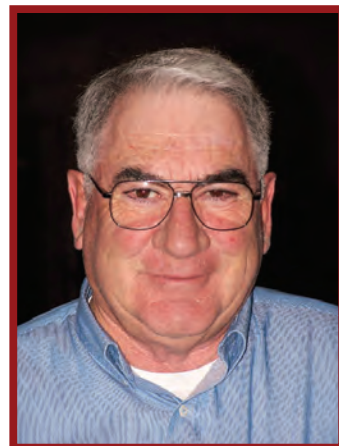
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VOLUME 18 ISSUE 1

Setting the Agenda

Bean Day is always an opportunity to turn the page on a New Year. We can put the 2011 crop behind us and focus on the year ahead. Like we've done in the past, you'll hear from our partners in the research world to get an update on production issues. Dr. Richard Zollinger, Dr. Sam Markell, Dr. Greg Endres and Dr. Juan Osorno are the real experts and we are fortunate to have them in the Northarvest region and on the Bean Day program.



Crop insurance, farm policy, trade and food safety will also get attention during Bean Day, January 20th in Fargo. I also appreciate the chance to visit with other dry bean growers and the company representatives that serve our industry and we have that opportunity at Bean Day, too.

In this edition of *BeanGrower*, you'll find the latest dry bean acreage figures and news on our export markets. The 2012 Farm Bill debate was mixed in with the super committee and the deficit reduction negotiations this fall. As you know, that process failed. You can learn more about the impact on the farm bill process in this issue of the *BeanGrower*. Northarvest is also funding some unique research on a slow-darkening bean variety. A lot of work remains, but, you see this research holds some promise for our industry.

Our annual report and the complete agenda for Bean Day are also included.

I look forward to seeing you on January 20th for the 37th Annual Bean Day!

*Don Streifel, President
Northarvest Bean Growers Association*

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The biotech trait that confers resistance to golden mosaic virus has been inserted into carioca beans (Page 45)



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North Central Bean Dealers Host Trade Team

Bean buyers from Mexico and the Dominican Republic were impressed with the quality of the beans they saw in Northarvest in September. However, there is concern that Latin consumers will resist the higher price for beans.

Gilberto Montemayor, a bean buyer from Monterrey, Mexico, said current prices are really expensive and did not know if Mexican consumers will accept these prices. "Because of the NAFTA agreement, our main supplier has been the U.S., but these prices are unusual. I'm scared that our consumers might look to other products, other crops."

Manuel Sarraff, a bean buyer from the Dominican Republic, was very surprised with the quality of the Northarvest crop. "I see something way better in terms of color, and broken seed coats, compared to the last two years. And, I think we might go with Minn-Dak this year, because of color." However, Sarraff said the price of beans is also a concern in his country, because it is a social problem. "When people cannot eat beans, they just eat something else. Right now, the U.S.



The reverse trade mission was described as a learning experience for the foreign buyers and the local bean dealers.



The Mexican and Dominican Republic bean buyers were impressed with the quality of the Northarvest crop.

is the main partner for beans for the Dominican Republic, but these prices, people just can't pay for them."

Sarraff says importers have absorbed some of the price increase, but are now losing money. "And people just don't want to buy because it's an increase of ten, maybe twenty dollars per hundredweight. So, they are changing to something else, such as lentils or black beans, mainly from China, and are also changing to pasta."

John Berthold, with Walhalla Bean Co., helped organize the reverse trade mission. He says it's always good to have bean buyers come to Northarvest. "Yeah, the more we can get here the better. It's good to show them our region, show them what we're doing; it's been a learning experience for both parties."

Berthold said the buyers from Mexico and the Dominican Republic were very impressed by the quality controls they saw in Northarvest, and were happy with the quality of the crop. They also voiced some concern about their domestic supplies.

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37th Annual

BEAN DAY

Friday, January 20, 2012

Fargo Holiday Inn

Bean Day Program -- January 20

Morning Program

- 8:00 – 9:55 a.m. **Registration, Coffee**
- 9:55 – 10:00 a.m. **Setting the Agenda**
Don Streifel, President
Northharvest Bean Growers Association
- 10:00 – 10:20 a.m. **The Zollinger Report: Obnoxious Weeds and Herbicides**
Dr. Richard Zollinger, Extension Weed Specialist
NDSU Extension Service, Fargo, ND
- 10:20 – 10:40 a.m. **Disease Update: Re-emergence of Anthracnose**
Dr. Sam Markell, Extension Plant Pathologist
Department of Plant Pathology
North Dakota State University, Fargo, ND
- 10:40 – 11:00 a.m. **Selected Bean Establishment Factors and Fungicide – Can the Right Combination Add Profit**
Greg Endres, Extension Area Agronomist
Carrington Research Extension Center
North Dakota State University, Carrington, ND
- 11:00 – 11:20 a.m. **NDSU Dry Bean Breeding Update and Other New Research Projects**
Dr. Juan Osorno, Dry Bean Breeding & Genetics
Department of Plant Sciences
North Dakota State University, Fargo, ND
- 11:20 – 11:40 a.m. **You Bought the Best Seed....Did You Buy the Best Seed Treatment for Your Specific Field Conditions?**
Mike Erickson, Seed Treatment Specialist
The McGregor Company, Filer, ID
- 11:40-12:00 a.m. **Pulse Crop Revenue Insurance – An Update**
Alex Offerdahl, Crop Insurance Division Head
Watts and Associates, Billings, MT
- 12:00 – 1:30 p.m. **Lunch**

Afternoon Program

- 1:30 – 1:45 p.m. **Association Business**
Don Streifel, President
1) District Director Elections
- 1:45 – 2:05 p.m. **Farm Bill Update: Will Farm Policy Continue to Evolve... or Head Back to the 80s?**
Dale Thorenson
Gordley Associates, Washington, D.C.
- 2:05– 2:25 p.m. **MRL Harmonization and Avoiding International Trade Issues**
Philip Brindle, Ph.D., Global MRLs & Tolerances
BASF Agricultural Solutions, Durham, NC
- 2:25– 2:45 p.m. **Growing Food Safety Along With Our Beans**
John Bartsch
Senior Trader/General Manager MN/ND
Kelley Bean Company, Maple Grove, MN
- 2:45– 3:05 p.m. **Marketing the Pinto in the Dominican Republic**
Fradbelin Escarraman
Northharvest Trade Consultant
Santo Domingo, Dominican Republic
- 3:05 – 3:25 p.m. **Profiling the Supply and Demand Situation That is Confronting the North American Dry Bean Industry**
John Thompson, Dry Bean Sales Manager
Thompson USA, LTD, Blenheim, ON

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.

THURSDAY, JANUARY 19 PRE-BEAN DAY RECEPTION

Join us Thursday for a pre-bean day reception and an opportunity to socialize with exhibitors and fellow growers from late afternoon until 7 p.m. Cash bar and an hors d'oeuvre/sandwich buffet will be available. There is no fee to attend. Hope to see you there.



Bean Day Exhibitors

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Galesburg, ND (701-488-2214)
Grafton, ND (701-352-1030)
St. Thomas, ND (701-257-6721)
Olivia, MN (320-523-1637)
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Bonanza Bean LLC

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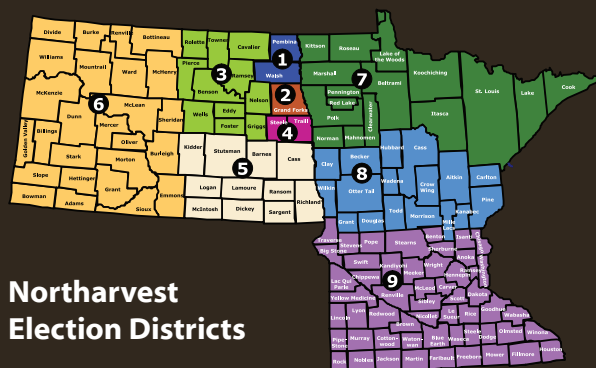
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2012 Northarvest Bean Elections

District 1 (ND), District 4 (ND) and District 7 (MN) director positions on the Northarvest Bean Growers Association are up for election in 2012. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 37th 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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Email:

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office: 701-265-8328
tsmith@kelleybean.com

Deon @
Oakes ND
Email:

mobile: 701-678-4384
office: 701-742-3219
dmaasjo@kelleybean.com

Kerry @
Hatton ND
Email:

mobile: 701-779-6877
office: 701-543-3000
krice@kelleybean.com

Dennis @
Perham MN
Email:
Dale Schultz

mobile: 218-639-2548
office: 218-346-2360
dmitchell@kelleybean.com
mobile: 218-371-1443

Keaton Flanagan
Mayville ND
Email:

mobile: 701-331-2615
office: 701-786-2997
kflanagan@kelleybean.com

John Bartsch
Regional Mgr
Email:

mobile: 612-759-5868
office: 763-391-9311
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USDA Estimates 38 Percent Smaller Dry Bean Crop in 2011

United States dry edible bean production is forecast at 19.7 million cwt for 2011, down 38 percent from 2010. Planted area is estimated at 1.21 million acres, down 37 percent from last year. Harvested area is forecast at 1.15 million acres, 38 percent below the previous year. The average United States yield is forecast at 1,719 pounds per acre, a decrease of 7 pounds from 2010.

Production is expected to be lower in 17 of the 18 States in the dry bean program. The top five producing States (North Dakota, Michigan, Minnesota, Nebraska, and Idaho)

expect decreased production from last season.

North Dakota's dry bean crop estimate was reduced 15 percent from October to December. The average yield was cut from 1,550 pounds, to 1,300 pounds per acre. Minnesota production increased slightly from the October estimate.

By class, USDA estimates the pinto bean crop at 5.9 million cwt, 57 percent less than the previous year's 13.8 million cwt crop. North Dakota's pinto bean crop declined 64 percent from 2010. In fact, total US pinto production in 2011 was 22

percent below what North Dakota, alone, produced in 2010. US navy bean production, at 3.2 million cwt, is 32 percent below the previous year.

Other classes:	2010	2011
	lbs—1,000 cwt	
Black	4,661	2,994
Great Northern	1,403	1,202
Lt Red Kidney	966	628
Dk Red Kidney	833	780
Pink	586	408
Small Red	478	738
Cranberry	66	59
Garbanzo	1,939	2,031

DRY EDIBLE BEAN AREA PLANTED AND HARVESTED, YIELD, AND PRODUCTION - STATES AND UNITED STATES: 2010 AND FORECASTED DECEMBER 1, 2011 (FOR FULL USDA DECEMBER CROP PRODUCTION REPORT: [HTTP://WWW.USDA.GOV/NASS/PUBS/TODAYRPT/CROP1211.TXT](http://www.usda.gov/nass/pubs/todayrpt/crop1211.txt))

State	Area Planted		Area Harvested		Yield Per Acre ¹		Production ¹	
	2010	2011	2010	2011	2010	2011	2010	2011
	1,000 Acres		1,000 Acres		Pounds		1,000 Cwt	
Arizona	13.0	8.2	12.9	7.9	1,880	1,870	243	148
California	63.5	46.0	63.0	45.1	2,320	2,200	1,462	990
Colorado	70.0	38.0	66.0	36.0	1,900	1,600	1,254	576
Idaho	135.0	95.0	134.0	94.0	1,900	2,000	2,546	1,880
Kansas	9.5	6.5	9.0	6.0	2,600	1,900	234	114
Michigan	236.0	170.0	235.0	168.0	1,800	2,000	4,230	3,360
Minnesota	185.0	140.0	175.0	135.0	1,750	1,690	3,062	2,281
Montana	18.8	15.0	17.7	14.5	2,030	1,970	359	286
Nebraska	170.0	110.0	155.0	105.0	2,060	2,000	3,193	2,100
New Mexico	13.8	12.5	13.8	12.5	2,330	2,230	322	279
New York	15.0	12.0	14.9	11.8	1,890	1,400	282	165
North Dakota	800.0	410.0	770.0	375.0	1,490	1,300	11,473	4,875
Oregon	7.1	6.4	6.9	6.4	2,160	2,410	149	154
South Dakota	12.5	10.2	11.3	9.0	2,040	1,770	230	159
Texas	21.0	15.0	19.0	13.0	1,210	1,000	229	130
Washington	86.0	70.0	86.0	70.0	1,600	1,900	1,376	1,330
Wisconsin	6.2	5.3	6.2	5.3	2,150	2,080	133	110
Wyoming	49.0	35.0	47.0	33.0	2,180	2,400	1,024	792
United States	1,911.4	1,205.1	1,842.7	1,147.5	1,726	1,719	31,801	19,729

¹ Clean Basis.

Mexican Drought Reduces Bean Crop

Mexico continues to suffer through its worst drought in 70 years as severe drought conditions continue to affect nearly 70 percent of the country. According to forecasts, this drought will be prolonged and the Mexican government is working with the United States to determine if this is a short-term drought or if it will last for several years.

According to the United Nations' Food and Agriculture Organization, Mexico's spring-summer cycle bean production totaled only 343,468 metric tons in 2011, a 55 percent decline from the previous year.

The Mexican government is promoting the planting of Pinto Saltillo beans in the upcoming 2012 fall-winter cycle in order to guarantee seed availability for the spring-summer cycle. The government is also exploring different alternatives for the importation of at least 170,000 metric tons of beans from the United States, Canada, China and Argentina.

The 2011 Mexico Harvest Tour was held in early November, visiting the states of Zacatecas, Durango, Chihuahua, San Luis Potosi, and Guanajuato. The US Dry Bean Council's representative in Mexico, Raul Caballero, reports 33 percent of the



More than 70 percent of Mexico is affected by the drought.

nearly 200,000 hectares of beans planted in the spring-summer cycle in Durango are a total loss, and another 39 percent were in bad condition. Bean production is forecast at nearly 40,000 metric tons, 59 percent less than the spring-summer cycle production the previous year. 90 percent of Durango's production is Pinto Saltillo beans.

Normal planting dates in Durango are June 15th to August 5th; however, due to delayed rainfall, 75 percent of the beans in Durango and Zacatecas were planted between August 1st and 15th. Precipitation was also scarce during August and September. Rainfall from January through September was 69 percent less than the same period the previous year.

Other factors contributing to decreased bean production are the pro-

ducers' uncertainty of trading their beans, as elevators have delayed payments, and unwillingness to plant large acreages to avoid kidnappings and robbery.

In Zacatecas, an estimated 50 percent of the 501,000 hectares planted were damaged, according to SAGARPA (Mexico's Department of Agriculture). Production in Zacatecas is expected to total 117,550 metric tons, 55 percent less than the previous year. 70 percent of the production is black beans, 20 percent are pintos. Accumulated rainfall in Zacatecas from January through October was only 55 percent of the amount received in the same period in 2010.

As in Durango, crime has also inhibited bean production in Zacatecas, because of the robberies, extortion and kidnappings that many producers

have suffered. Producers have reduced plantings to be more discreet and to avoid security concerns.

Total bean production in Chihuahua is estimated at 31,220 metric tons, all pinto beans. This is a drastic 75 percent decrease from the previous year.

Bean production in the state of Chihuahua declined for several reasons, the most important being the early frosts in September and October. The heat wave that occurred during the blooming phase of the crop also caused a high percentage of aborted pods. The long periods without rain also caused a deficient plant growth and low, or no, yields. Theft of beans being transported, or in warehouses, assaults on rural roads, etc., are common in Chihuahua.

Bean production declined 55 percent in San Luis Potosi due to the lack of moisture in 2011. Producers are also suffering the theft of their crops and are opting for cutting the beans still green and taking them to their backyards to dry. Some producers also decreased their planted acres trying to be more low-profile to avoid crime. Theft of equipment and irrigation pumps has also been reported.

In Guanajuato, damage is estimated at about 45 percent of the total plant-

ed area of 85,687 hectares.

Mexico's total bean production in the 2011 spring-summer cycle is projected at 343,468 metric tons, a little more than one-third of estimated annual consumption of 910,000 metric tons. Possible fall-winter 2011/2012 production could add 248,000 metric tons. There is also a carryover estimated at 48,000 metric tons. This puts total bean availability in Mexico at 639,486 metric tons, leaving a deficit of more than 270,000 metric tons.

According to the federal government's projections (ASERCA-SAGARPA), Mexico has a total bean deficit of 270,000 to 280,000 metric tons, so they are considering importing 100,000 metric tons of beans from the United States and 70,000 from other countries such as China and Argentina. A drop in per capita bean consumption is expected, caused by the high prices

of beans. Currently, it is not possible for Mexico to import beans from China or Argentina due to existing phyto-sanitary risks.

Despite some late autumn rains, the drought in northern Mexico is expected to continue at least until March 2012.

Drew Lerner, agricultural meteorologist with World Weather, Inc., says the outlook calls for continued below average precipitation through the winter season in Mexico. Lerner says precipitation from January through October 2011 was 48 percent below normal in Durango; 43 percent below normal in Chihuahua; and 36 percent below normal in Zacatecas. It will take four, to more than nine inches of rainfall to make up for the lost moisture in Mexico. Lerner says there is no way that the huge moisture deficits will be seriously changed until the summer rainy season in 2012.



Mexico's drought is expected to continue until at least March of 2012. La Nina is blamed.

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Tailgaters Enjoy Beans at Homecoming Games

The Executive Chef for the University of North Dakota's Dining Services, Greg Gefroh, prepared white chicken chili, and provided bowls, spoons and napkins for tailgaters at UND and North Dakota State University homecoming football games in October.

The chili was served with the help of Northar-

vest Bean Growers Association volunteers out of the North Dakota Department of Agriculture's mobile kitchen and agriculture display. 400 UND, and 600 NDSU fans, enjoyed the chili.

Gefroh, a Devils Lake, ND native, was also part of Northarvest's team at the Culinary Institute of America's Invitational

Leadership Forum for Flavor, Quality and American Menus in September. Gefroh calls the Forum a great learning experience, and thinks promotional efforts like this are an effective way for farm organizations to educate chefs and the general public.

In the past few years, Gefroh has been trying to use as much local and sustainable product as he can. "It's our responsibility to buy things that are produced in this area, rather than have it shipped from Florida and California. It reduces our carbon footprint, and in North Dakota, we grow some of the best product in the world."

Gefroh also does a lot of display cooking in front of the students. Most everything is cooked right in front of the students, done at the last minute. "It's a better product and when you make it fresh in front of them, they think it's a fresher product," says Gefroh.

Gefroh and dietician Dustin Frize write all the menus used at UND, and test them. UND Dining Services serves approximately 8,000 meals daily in three dining services.



UND Executive Chef Greg Gefroh

Last winter, Gefroh and Frize decided to start putting a different hummus and a different salsa on the menu every week, which meant they had to develop five different hummus recipes and five different new salsa recipes. The hummus recipes were made with garbanzo beans, black beans, and edamame beans. One of the salsa recipes was a black bean and mango salsa.

Gefroh created a Chili Challenge in late November, serving five different kinds of chili in five days at all UND dining centers. Students who completed the challenge each day got a free t-shirt.

UND Dining Services buys in excess of \$4 million worth of food annually.



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Farm Bill Meltdown

The two month effort to write a new farm bill to be included in the Joint Select Committee on Deficit Reduction's overall plan ended November 21st when the Committee announced its failure to agree on a plan.

Dale Thorenson, at Gordley Associates in Washington, D.C., provides some background. Thorenson says Congress passed the Budget Control Act (BCA) last August as a means to increase the federal debt ceiling to avoid a government default, and with hopes that the Joint Select Committee on Deficit Reduction created by the BCA would actually reduce the deficit by at least \$1.2 trillion. The BCA also had a fallback plan to impose the deficit reduction starting in 2013 through automatic cuts to non-exempt programs, including agriculture, if this so-called Super Committee failed to approve a plan to do so by November 23rd.

House and Senate agriculture committee leaders expended much effort to develop a deficit reduction package to submit to the Super Committee. They sent a letter on October 17th that committed to reducing spending on mandatory farm bill programs by \$23 billion over the next ten years (FY-2012/21). And the



Rep. Collin Peteron questions whether a farm bill can be passed on the House floor.

agriculture committees, or at least the staff for the chairs of the committees, worked seven days a week, through November 20th, trying to finish up the commodity title. However, reports were that it continued to be over budget.

Now, there are many who would like to examine the product the agriculture committees were working on. Rumors ran wild over the content of the commodity title.

Direct payments, ACRE, and SURE, were to be eliminated. To replace them, producers were going to be given two options – either a revenue program or a target price program that supposedly would be chosen at the start of the farm bill, and by crop.

The revenue program option would have provided crop-specific coverage at the farm level starting at 87% of a producer's five-year Olympic average revenue, down to 75%. Once the 13% loss threshold was hit, producers would have received payments on 60% of planted and prevented-planted acres, up to the aggregate combined base of the farm.

The target price option would have provided price-only protection on 85% of the production of the program crops, up to the aggregate combined crop base of the farm, if the national average price fell below the target prices.

The target price option was quite controversial in that it would have recoupled payments to production of crops, impacting planting decisions and distorting production in years when prices are near or below support levels.

Furthermore, based on the experience of the 1980's and early 1990's, it is impossible to set target prices in a way that accurately reflect the value of crops over time. The end result would have been farmers "farming the program" instead of following market signals. And since all program base acres would have been available

to the highest supported crop, it is highly likely that crops with relatively high target prices would have been planted on most, if not all, base acres on a farm, to the exclusion of other crops that are currently grown in rotation with them.

Such a program would be devastating to small acreage crops such as dry beans. According to Thorenson, this target price program will face continued opposition as the process of writing a farm bill begins anew under regular order.

And writing a new farm bill will not be an easy process. According to the Hagstrom Report, the Office of Management and Budget will announce

Continued on Next Page



Dale Thorenson, Gordley Associates, expects an "interesting" 2012 Farm Bill debate.

in early 2012 that farm programs will be subject to across-the-board cuts at the same time that Congress starts to write a new farm bill in regular legislative order. Those cuts to agriculture spending are estimated at approximately \$15 billion, and would be more concentrated on crop subsidies, conservation and crop insurance than if the farm bill would have been part of a successful conclusion by the Select Committee on Deficit Reduction.

The current farm bill authorization expires on September 30, 2012, one month before the general elections. It will be extremely difficult for the agriculture committees to write a bill, pass it in each chamber, conference it to reconcile the differences, and then pass a conferenced bill by that date. It will also be difficult to pass a simple one-year extension, given the budget problems facing the federal government. But failure to pass an extension would impose "permanent farm law" on production agriculture, an arcane set of price supports and allotments dating back to the depression era.

House Agriculture Committee Ranking Member Collin Peterson (D-MN) says the failure of the Select Committee means the farm bill will have to be passed through the normal process. "I am very worried that we can get a bill through the floor (in the House)," says Peterson. "I'm worried about the sugar program; I'm worried about a lot of things, if this gets on the floor. And I think the very likely outcome would be to produce a bill out of the House that I could not support."

Peterson says the Senate probably wouldn't be much better, and he is not sure you could even conference

what comes out.

Iowa Senator Charles Grassley doubts the farm bill proposed by leaders of the House and Senate Agriculture Committees would have had the support of the full committees. Grassley also told reporters that if House Agriculture Committee Chairman Frank Lucas were asked he would probably say he could not get a bill through his committee.

Most of the differences are regional, or by-commodity. Peterson says farmers must get away from what he calls this "entitlement mentality." "In this climate, we can't justify a program that's going to pay people when they don't need it, or it's going to pay people based on something that they don't do anymore."

North Dakota Senator John Ho-

even says there's broad agreement that farmers need a good safety net. "I think we need a good counter-cyclical payment system, and enhancements to crop insurance. Maintaining the budget baseline for crop insurance is an absolute priority." Hoeven was very concerned when the Obama administration put forward a proposal to cut another \$8 billion from crop insurance. He thinks there is strong support in both the House and Senate for maintaining the baseline. Another priority of Hoeven's is agricultural research.

Thorenson thinks the combination of all the above shall make the coming months more than interesting for those involved in agriculture policy work in Washington, D.C. Stay tuned.

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BLACK BEANS AND YELLOW RICE

Nutrition Note: This recipe makes 6 servings. Each serving has 320 calories, 4.5g fat, 18g protein, 53g carbohydrates, 10 g fiber, 87 mg calcium, 36mcg folate, 9mg potassium, and 570mg sodium.

Ingredients

- 2 ½ cups water
- 1 cup brown rice
- 1 teaspoon ground turmeric
- 2 15-ounce cans black beans
- 8 ounces smoked sausage
- 2 large onions
- 1 green pepper

- 1 red, yellow or orange sweet pepper
- 2 teaspoons minced garlic
- 1 teaspoon cumin
- 1 four-ounce can chopped jalapeno chiles or 1 fresh jalapeno chile, seeded and chopped
- 2 cups chopped fresh tomato
- 6 flour tortillas

Method

1. Bring water to a boil. Add brown rice and turmeric.
2. Stir, cover and simmer 45 – 60 minutes.

[continued on next page...]

Northarvest Promotes Taste, Health of Beans

The Northarvest Bean Growers Association was represented at three Culinary Institute of America events in the fall of 2011. The eighth annual Invitational Leadership Forum for Flavor, Quality and American Menus was held at the CIA's Greystone Campus in Napa Valley, California in September. Director Alan Juliuson, home economist Lynne Bigwood and Greg Gefroh, UND Dining Services chef, represented the Northarvest Bean Growers Association. The purpose was to stimulate dialogue between chefs, American foodservice, and US agriculture. Juliuson used the Northarvest video to communicate a modern picture of bean production in North Dakota and Minnesota. The last morning, the group split into five teams led by Amy Myrdal Miller's theme, "Make Half Your Plate Fruits and Vegetables."

Attendees at the 2011 retreat included more than



Northarvest was represented at three Culinary Institute of America events in the fall of 2011. Above, NHB home economist Lynne Bigwood visits with participants at the Leadership Forum for Flavor, Quality and American Menus in Napa Valley, California.

40 volume foodservice operators from chain restaurants; contract foodservice companies; supermarkets and colleges & universities; more than 20 presenters, including food writers paired with guest chefs from Seattle, Portland, Los Angeles, Austin and Chicago; media guests from trade and consumer publications; and sponsor representatives from the 22 companies and organizations supporting this

event.

Northarvest was a premium gold sponsor of the Culinary Institute of America's annual Latin Flavors, American Kitchens symposium in October, in San Antonio.

More than thirty guest chefs and presenters took participants through the culinary traditions, dishes, ingredients, techniques, and flavor profiles of Argentina, Ecuador (both featured for the first

time!), Brazil, Chile, Cuba, Guatemala, Mexico, Peru, and the Southwestern United States.

Northarvest sponsored the opening reception on Wednesday, and the noon lunch on Friday. Home economist Lynne Bigwood and Minnesota Dry Bean Research and Promotion Council chairman Mark Dombeck handed out backpack bags with The Bean Cookbook, "bean appetit!" chef's apron, a tri-fold Charting the Course recipe brochure and the Northarvest bean production video.

Part of the goal of the symposium and the new Culinary Institute of America campus in San Antonio is to help foster a new generation of Latin American chefs in the United States. Guest chefs identified rice and beans as one of the Latin trends, ingredients or dishes that American chefs need to focus on when thinking about Latin menu innovation.

Continued on Next Page

BLACK BEANS AND YELLOW RICE

3. Drain and rinse black beans in a strainer or sieve. Set aside.
4. Heat frying pan. Slice sausage into thin circles.
5. Spray pan with cooking spray and brown sausage.
6. Meanwhile, clean and chop onions and peppers.
7. Add onions, peppers, garlic, cumin and 1 tablespoon chile to the pan, stir.
8. Increase jalapeno chile amount according to personal preference.
9. Cover and simmer 10 minutes.

Serve yellow rice topped with bean mixture and fresh tomato, a tortilla on the side.

Optional topping: fresh chopped cilantro.



According to U.S. Census Bureau data, by 2050, Latinos will represent 24 percent of the U.S. population.

These numbers not only illustrate how rapidly the U.S. population is shifting, they also foreshadow significant changes ahead for the American foodservice industry, including the extent to which food and beverage marketing, menu development, and training will need to evolve to stay ahead of these seismic changes in demographics.

Northarvest Home Economist Lynne Bigwood was among more than 750 foodservice and hospitality leaders who attended the 14th annual Worlds of Flavor International Conference and Festival in Napa Valley in early November. Chefs, corporate menu decision-makers, foodservice management executives, suppliers, and food journalists learned how to create authentic flavors from the casual foods of different cultures that will appeal to



Northarvest sponsored the Culinary Institute of America's annual Latin Flavors, American Kitchens symposium in October. The goal is to encourage chefs to think about ways to increase the appreciation of world-class quality Latin American cuisines among the American dining public. Celebrity chef Rick Bayless was featured.

the increasingly adventurous American palate.

Bigwood also attended the National Extension Association of Family and Consumer Science Con-

ference in Albuquerque in September, where she shared 239 updated 2011 curriculum CD's, posters, and brochures with Extension educators who

use bean materials for the Supplemental Nutrition Assistance Program.

At the Extension conference, a team from Minnesota took 3rd place in the Central Region for the Educational Curriculum Package Award. Their entry was "Go Wild With Fruits & Veggies." Julie Garden-Robinson and Kimberly Beauchamp, from the North Dakota State University Extension Service, took first place in the Central Region for the Marketing Package Award, with "Folic Acid Now." Northarvest helped by printing recipe cards with a folate message for this award.

Lynne also presented the latest dry bean resources to those attending the North Dakota Extension Family Nutrition Program Update in September, and she spoke to 29 community nutrition students at NDSU in November. The next day she spoke and handed out materials at the Minnesota Dietetic Association in the Twin Cities.

Slow Darkening Pinto Beans -- A Slow Process

USDA is investing in 55 Specialty Crop Block Grants, which will fund 740 initiatives across the US. The grants will help strengthen markets for specialty crops.

North Dakota Agriculture Commissioner Doug Goehring awarded 10 of those grants, totaling more than \$640,000, to promote the development and cultivation of specialty crops in North Dakota. North Dakota State University will get almost one-third of that money for four projects, including one to develop slow darkening pinto beans.

North Dakota State University dry bean breeder Dr. Juan Osorno received nearly \$55,000 for a one-year project to begin working on incorporating the slow darkening gene



Dr. Juan Osorno has received funding to begin work on incorporating the slow-darkening gene into pinto varieties.

into pinto bean varieties. Actually, Osorno has been doing this for the last three years; the difference with this project is the access to additional material in advanced breeding stages from the USDA/Agricultural Research Service.

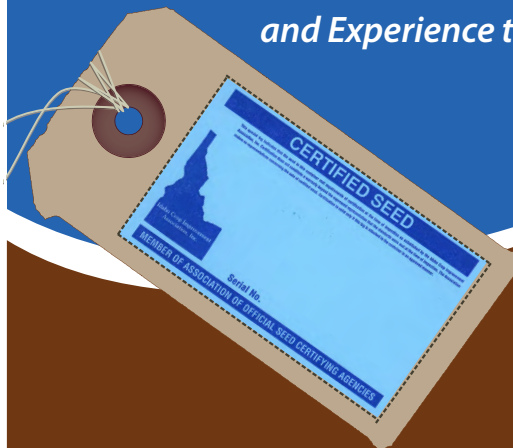
Osorno established a collaborative project with Phil Miklas, a USDA/ARS bean breeder in Prosser, Washington. "He's been working on developing some populations that already have this slow darkening gene that allows the beans to withstand the darkening conditions a lot better. In other words, if they have a late harvest, they will retain the light color much better, even in storage."

Right now, Osorno is testing these lines into the North Dakota environment to see the potential for those lines as future commercial varieties. "We already tested a group of 18 lines this year, and we're getting some of the results. In terms of slow darkening, it's amazing compared to the susceptible check", says Osorno.

Osorno already has material that has the slow darkening gene; the problem is they don't yield well and they don't perform well in terms of agronomics. "So the goal is to

Continued on Next Page

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bring that into something with better agronomic background and performance.”

Osorno will also test the hypothesis that beans that happen to be dark because they were harvested late, don’t necessarily have a longer cooking time. “People perceive that, if beans are dark, they are going to take longer to cook. We don’t think that’s the case, so we’re going to test that, too, in this project.”

The Northharvest Bean Growers Association also received a \$61,000 USDA Specialty Crop Block Grant for product and market development.

The Minnesota Department of Agriculture



Slow darkening genes have been successfully inserted into dry beans, but yields are not at acceptable levels.

awarded 11 grants totaling \$740,000. The South

Dakota Department of Agriculture awarded 16

specialty crop grants totaling almost \$210,000.



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Fleming Retires, But Still Working

Chuck Fleming retired from the North Dakota Department of Agriculture on October 31st. The Hamilton, North Dakota native knows the State Capitol very well, after working for the NDAA for ten years, serving as Gov. George Sinner's Chief of Staff for eight years, and serving 10 years in the North Dakota House of Representatives.

For the last year-and-a-half, Fleming, the marketing coordinator for the Department of Agriculture, spent a lot of time traveling around the state with the mobile food processing unit, "a commer-



Chuck Fleming is working with Northarvest and others to promote agriculture with a mobile kitchen.

cial kitchen on wheels", as Fleming describes it. This mobile kitchen was bought with donated funds from several of the state's commodity orga-

nizations, including the Northarvest Bean Growers Association.

Fleming says there were several purposes for the mobile kitchen: to try to

get our vegetable growers to look at processing their fresh products to extend their market; so Pride of Dakota companies could use it as an incubator to process and test market some of their products; and to promote North Dakota agriculture across the state. "We've had it at fairs and exhibitions, and at farmers markets", says Fleming.

Fleming says Giant Snacks at Wahpeton used the mobile kitchen for a week to test some 400 sunflower seed recipes. Long term, Fleming thinks

Continued on Next Page



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communities considering putting in community kitchens, would be wise to pool their resources and buy a mobile food kitchen like this.

Fleming also travelled to more than 20 events across the state with a mobile ag exhibit, working with 28 commodity groups. "It was a way to showcase North Dakota

agriculture and show the cooperation among all the commodity councils; that was very well received", according to Fleming.

Fleming says four days after his retirement he started working with the Northharvest Bean Growers Association, among other groups, trying to develop food items for

the North Dakota School Lunch Program. The goal of this work, funded by USDA's Specialty Crops Grant Program, is 10 new projects in the next 12 to 15 months, and then try to find food manufacturers that can produce them and an efficient distribution system that can bring them to the marketplace. "We need to find products

that meet the nutritional requirements, that are easy to prepare, are economical, and that kids like", says Fleming.

Fleming is coordinating this project with Northharvest, along with the National Sunflower Association, Northern Pulse Growers, and the Northern Plains Potato Growers Association.

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US Dry Bean Council Makes Annual Trip to China

Minnesota Dry Bean Research and Promotion Council Chairman Mark Dombeck, a grower from Perham, Minnesota, was part of a US Dry Bean Council trade mission to China in the summer of 2011. According to USDBC International Representative Randy Duckworth, China is still a net exporter of dry beans, but he expects its production and exports of beans to drop over the next 10 years.

The increase in corn production and other crops has resulted in very large reductions in



Modern farming practices are becoming more common in China, but some regions still depend on manual labor. In Shanxi, donkeys are used in many farm operations.

China's dry bean acreage. Duckworth says unofficial sources indicate that 2011 bean production in China

will drop by 30 to 40 percent overall. Duckworth says, "In the face of rising grain and oilseed imports, I expect that China's government will continue to encourage expanded production of corn and soybeans. Meanwhile, farmers in China are increasingly unhappy with the returns provided by dry beans."

According to Duckworth, the US Dry Bean Council needs to be in a position to identify and promote increased con-

Continued on Next Page

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sumption of beans in the world's most populous country.

Production of black beans in China dropped by 40-50 percent, or about 90,000 to 110,000 hectares. However, Duckworth says China reportedly started the 2010 marketing year with 200,000 metric tons of black beans. Although Brazil and Venezuela have both reportedly made significant purchases this year, Chinese exporters clearly still have significant carryover stocks from 2010.

Duckworth says Chinese farmers are planting fewer dry beans because

they are increasingly dissatisfied with economic returns and the difficulty of planting and harvesting dry beans relative to other crops. Increasing meat consumption in China will continue to drive up soybean and coarse grain demand while driving down dry bean production because of competition for acreage.

Duckworth also says the Chinese government is likely to discourage bean planting if rates paid for corn and soybean imports continue to be higher than returns being received for exports of domestically grown dry beans.

GOOGLE BEANS

A Google alert on Wednesday, September 14th directed the health community to the Food Aid section on the US Dry Bean Council's website, www.usdrybeans.com. The news item, titled "Food Aid Projects Using Dry Beans", refers to the International School Feeding Program in the Republic of Congo. In 2001 IPHD began implementing USDA food aid grants to schools in five designated regions of the Republic of Congo. The school feeding program provides a monthly ration of 4.5 kilograms to 140,000 school children in 124 schools. U.S. pinto beans and rice are economical and nutritious program staples.

To see the news article: www.usdrybeans.com/food-aid/projects-using-us-dry-beans/

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Prices Climb; Will Acres Follow?

USDA says dry bean markets are moving into relatively unfamiliar territory as prices continue to climb in reaction to the small crop in 2011, strong prices for other crops, and moderate demand. US dry bean production is at a seven-year low, with harvested acreage the lowest since 1921. USDA says sharply reduced supplies this fall and record-high grower and dealer prices will keep upward pressure on retail prices well into 2012.

The grower price for all dry beans in September

was \$40.90, up 70 percent, or \$17, from the previous year. After adjusting for inflation, this year's season average dry bean grower price is expected to be the highest since 1989.

USDA says the limited supplies and strong prices will likely attract imported beans throughout the marketing season. As a result, dry bean import volume is expected to see double-digit increases in 2011, while export volume likely falls below eight million cwt for the first time since 2006/07.

Although the outlook for

2012/13 indicates a strong acreage response for dry beans, the current playing field still remains tilted in favor of other row crops. Given these expected price relationships, dry bean area would likely rise 20-30 percent. However, USDA says it appears a more appropriate increase in dry bean area would be at least 50-60 percent, given average demand and the likelihood of very low stocks going into 2012/13.

In 2010/11, US dry bean export volume rose one percent from a year ear-

lier. Black beans were the volume leader with 2.36 million cwt. Navy beans were second, at 1.93 million cwt, followed by pinto bean exports of 1.76 million cwt. In the year ahead, dry bean imports are expected to turn higher given the very attractive dry bean prices and sharply reduced domestic supplies.

To see the latest USDA Vegetables and Melons Outlook: <http://usda.mannlib.cornell.edu/MannUsda/viewDocumentInfo.do?documentID=1401>



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UNITED PULSE EXPANDING

United Pulse Trading Inc. has announced a \$12 million expansion project in Minot, North Dakota. The acquisition and build-out of an existing facility in Minot's Value-Added Agricultural Complex will include the installation of pulse processing equipment for dry beans, chickpeas, peas and lentils, to augment the company's current processing capacity at its Williston, ND production facility. The new facility will also add

additional capacity for value-added pulse production of food ingredient pulse flours, proteins, starches and fibers. Eric Bartsch, general manager of United Pulse Trading Inc., says the Minot facility will be processing dry beans, in addition to peas and lentils. This will provide origination reach into central and eastern North Dakota. The plant is expected to be ready for the 2012 harvest season.

WEBER JOINS NCI

Mark Weber has been named Director of the Northern Crops Institute after a national search. Weber has more than 18 years of experience in agricultural leadership. He served as Executive Director of the Red River Valley Sugarbeet Growers Association for 12 years, and, prior to that, he served as the first Executive Director of the North Dakota Soybean Council and Growers Association for nearly six years. Weber earned his bachelor of science degree in mechanized agriculture and agronomy and a master of science degree in agriculture economics from North Dakota State University. Weber is a widower with two children-Harrison, a college sophomore, and Sheyenne, a high school junior. They live in Casselton, North Dakota, where Weber is also involved in his family's farm.



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Two New Bean Snacks Hit The Market

Kellogg's is marketing BeANatural Original 3 bean chips in BJ's Wholesale Club stores on the East Coast, and in Costco stores on the West Coast. The ingredient list includes navy bean flour, cracked pinto beans, and black bean flour. The dietary exchange per serving is one carbohydrate, one fat, and one protein.



Beanfields Crispylicious Corn Free Bean and Rice Tortilla Chips are non-GMO verified by the Non-GMO Project. According to product information on the company's website (www.beanfieldssnacks.com), the chips contain double the fiber and protein of most corn tortilla or potato chips. They are gluten-free, cholesterol-free, trans fat-free, preservative-free and free of every one of the FDA's eight most common ingredients that trigger food allergies.



DRY BEAN BREEDER GETS INTERNATIONAL RECOGNITION

Carlos Urrea, Ph.D., dry edible bean breeding specialist at the University of Nebraska Panhandle Research and Extension Center, received the 2011 Distinguished Achievement Award from the Bean Improvement Cooperative, an international organization dedicated to the improvement of bean production.

Urrea was one of three recipients; the others were from Spain and Puerto Rico. Urrea has been at the Panhandle Center since 2005. His work focuses on the genetics, germplasm evaluation, and development of dry bean and chickpea cultivars adapted to western Nebraska with drought tolerance and resistance to diseases such as common rust and bacterial blight. Coyne, a new Great Northern bean variety developed by Urrea, was released by UNL in 2008. It became commercially available in 2011 and is expected to be widely available in 2012.

Urrea has co-authored more than 33 refereed publications, 27 of them on beans. Before coming to Nebraska, Urrea worked as a barley breeder in North Dakota, and as a corn breeder in Mexico and Nepal. Urrea received his Ph.D. in plant breeding with a minor in statistics from North Dakota State University.

MEXICAN TARIFFS LIFTED

The government of Mexico has completely suspended all of the remaining retaliatory tariffs on US agricultural exports. The move was in response to the first Mexico-based truck being approved by the US Department of Transportation for cross-border trucking, as outlined by the proposal agreed to by both the US and Mexico in January.

Mark Your Calendar

Mark the date of the 2012 Bean Day on your calendar: January 19-20, 2012 at the Fargo Holiday Inn. Details are included on pages 7-9.



MEXICAN BEAN CONGRESS

The International US Dry Bean and other specialty crops congress (Mexico Congress) will be held February 10-12 in Cancun. The Congress is a partnership among US Dry Bean Council, USA Dry Pea and Lentil Council, Popcorn USA, the National Sunflower Association, and the USDA. The event is an important one for many in the bean industry, great speakers, great meetings, and great networking. The US Dry Bean Council International Promotions Committee will meet February 9th.



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USDA Specialty Crops Economist Retires

You may not know the name Gary Lucier, but you've no doubt followed his economic reports. Lucier is retiring after 32 years as an economist with USDA, the last 26 years working with specialty crops with the Economic Research Service. Lucier analyzes specialty crops, including dry beans, and writes the Vegetables and Melons Outlook, which is released every other month.

"It's been a fun ride, this is a good place to work," says Lucier. "I started out as a farm income analyst during the bad times. I

wish I was a farm income analyst now during the good times." But Lucier says specialty crops, dry beans, potatoes, vegetables, "it's a great way to make a living, those are great markets. Those are commodities that people need to eat, healthful commodities. We should all be eating twice as many dry beans as what we eat right now."

Lucier says specialty crops don't get the same kind of attention that so-called program crops do, but that has been changing the last few years as more people looked



After 32 years with USDA, Gary Lucier has retired.

at these crops for their health benefits. "But, with \$7 corn it's pretty hard to make people stand up and take notice, even when

you have \$40 beans."

Looking back over 26 years working with specialty crops, Lucier says the most obvious change is you've got \$40 beans, instead of \$20 beans. "The per capita use had gone up to over seven pounds of dry beans per person. A lot of people were hoping that maybe it was going to keep going, but with the Atkins Diet, and high incomes during the 90s, people kind of left beans behind, I think."

Lucier thinks with a little bit more effort by the industry, dry beans still have a bright future.



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NORTHARVEST BEAN GROWERS ASSOCIATION
2011 ANNUAL REPORT

What a year 2011 was for everyone involved in the dry bean industry! The industry went from a surplus of beans the previous year, a large percentage of which had questionable quality, to what some think may be a shortage of beans this marketing year. A 38 percent reduction in U.S. dry bean production, coupled with increased demand from Mexico, has resulted in some very attractive prices.

The volatility in our business should be a reminder that the Northarvest Bean Growers Association remains focused on the long term. While acres, and prices, will fluctuate, our focus will continue to be on reducing risk, whether through an improved crop insurance product, or through research to reduce production risks. We also invest in promotion, market development, and farm policy.

Please read this annual report, and learn more specifics about the work we did on your behalf, which all bean growers funded. For more information, please refer to past issues of the *BeanGrower*, which are available on our website, www.northarvestbean.org.

Don Streifel, President
Northarvest Bean Growers Association



NORTHARVEST COMMITTEE MEMBERS

RESEARCH

Brian Love (Chair), Dan Webster, Joe Mauch, Todd Sorenson, Tom Kennelly, Scott Mund, Jason Mewes, 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, Jason Mewes, and Grady Thorsgard

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COMMUNICATION

Alan Juliuson (Chair), Scott Mund, Tim Smith, Mark Dombeck, and Gary Paur

U.S. DRY BEAN COUNCIL

Elected March 18, 2011
Delegate: Mark Streed
Alternate: Scott Mund

FOOD AID

Gary Paur (Chair), Todd Sorenson, Alan Juliuson, Jon Ewy, Jason Mewes, and Grady Thorsgard

NOMINATING COMMITTEE

Gary Paur (Chair), Brian Love, Jon Ewy, Tim Smith, and Mark Streed

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

NORTHARVEST STAFF

TIM COURNEYA

Executive Vice President

FAYE COURNEYA

Office Manager

LYNNE BIGWOOD

Home Economist

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 through the year in the *BeanGrower* magazine and at www.northarvestbean.org; www.beaninstitute.com and www.ciaprochef.com/northarvest.



Northarvest Directory

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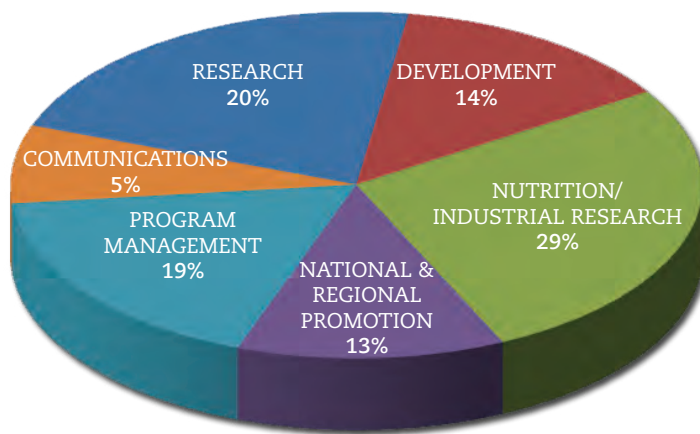
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JAMES ZENK

Area 4 Council Member
Vice Chairman
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2011-2012 BUDGET BY CATEGORY



ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE	2010-11	2011-12
Nutrition/Industrial Research	226,500	360,950
Program Management	229,414	235,080
National & Regional Promotion	341,350	162,000
Research	282,812	253,082
Development	171,500	171,500
Communication	85,000	65,000
TOTAL	1,336,576	1,247,612

INCOME

North Dakota Dry Bean Council	900,576	631,480
Minnesota Dry Bean Research & Promotion Council	236,000	279,576
Northarvest Bean Growers Association	200,000	336,556
TOTAL	1,336,576	1,247,612

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.

Northarvest invested more than \$253,000 of grower checkoff dollars in research projects in 2011/2012. A full report of each of the research projects will be published in the Northarvest 2012 Research and Resource Guide this winter. Research project highlights include:

DRY BEAN IMPROVEMENT FOR THE NORTHERN PLAINS

-- By far, the highest priority in terms of dollars were grant funds to dry bean breeder, Dr. Juan Osorno, and the Department of Plant Sciences at North Dakota State University, to support dry bean improvement.

A total of 2450 lines were planted last fall in NDSU winter nurseries in Puerto Rico and New Zealand, with the objective of increasing the number of recombinants and seed, practicing more selection and advancing generations faster. Most of the material is of early generation and represents several crosses and breeding populations with different objectives such as seed yield increase, slow darkening pintos, disease resistance, and plant architecture, among others.

A new version of Stampede, with 90 percent resistance to the new race of rust, is underway at NDSU and it's expected to be available to growers in the near future. Two breeding lines have also been identified to have some level of resistance or tolerance to white mold.

DRY BEAN DISEASES AND THEIR MANAGEMENT -- Another high funding priority for Northarvest is dry bean diseases and their management. Dr. Rubella Goswami, NDSU

Plant Pathologist, received a Northarvest grant for her continuing research. Dr. Goswami monitored the spread of dry bean diseases with special emphasis on dry bean rust and anthracnose, and evaluation of races of isolates obtained from the field.

Other priorities listed by Dr. Goswami include evaluating the different bacterial pathogens and identification of the races of the halo blight pathogen prevalent in North Dakota; the efficacy of new fungicides for controlling dry bean rust; and the efficacy of waste lime in controlling Fusarium root rot. Dr. Goswami also assisted dry bean breeder, Dr. Juan Osorno, by screening advanced breeding lines for resistance to rust, white mold, bacterial blight and root rot.

IDENTIFICATION OF RESISTANCE IN DRY BEANS TO SOYBEAN CYST NEMATODE

-- NDSU Plant Pathologist Dr. Berlin Nelson received a research grant for the identification of resistance in dry

beans to soybean cyst nematode.

HERBICIDES FOR NEW USES AND RESIDUAL WEED CONTROL IN DRY EDIBLE BEANS

-- NDSU Exten. weed scientist, Dr. Richard Zollinger, received funding to study herbicides for new uses and residual weed control in dry beans.

PINTO BEAN RESPONSE TO TILLAGE SYSTEMS, ROW SPACING AND PLACEMENT OF STARTER FERTILIZER

-- Greg Endres and Paul Hendrickson at the NDSU Carrington Research Extension Center received a grant to examine pinto bean response to 22-, versus 30-inch row spacing; 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.

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

-- Drs. Hans

Kandel, B.L. Johnson and Juan Osorno received funding to evaluate yield performance, seed losses, growth habit effect, stand, disease, lodging and quality of Lariat, Eclipse, and Vista dry beans in a factorial arrangement with N and inoculation under direct harvest conditions.

MANAGEMENT OF ROOT ROT IN DRY BEANS -- Dr. Rubella Goswami also received a grant to evaluate seed treatments for controlling Fusarium root rot in dry beans under field conditions.

DRY BEAN GROWER SURVEY OF PEST PROBLEMS, PESTICIDE USE AND VARIETIES -- Lastly, NDSU Extension Entomologist Janet Knodel received funding to survey growers on production problems in 2011. The survey results will provide information on class and varieties used by Northarvest growers, as well as by growers in each state and district; the major production problems; the major weed, disease and insect problems; pesticide use; and major pest problems.



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 2011:

CUBA OPENS DOORS TO U.S. DRY BEANS – After a decade of sales efforts, edible beans from the Northharvest growing region once again landed in Cuba. Earlier this year, Northharvest directors Alan Juliuson and Todd Sorenson traveled to Cuba to meet with Cuban importers to firm up strategies to provide assistance and develop the relationships needed to enter the market.

USDABC CONGRESS – Northharvest participated in the U.S. Dry Bean Council Congress in Puerto Vallarta, Mexico in February, 2011. The annual event is held in Mexico because it is one of the world's largest bean producers and also the largest export market for U.S. dry beans. A total of 69 exporters and 100 importers attended the event which included a full day of presentations from representatives of the U.S. dry bean industry and other U.S. specialty crop organizations. Buyer/seller meeting sessions are an important component of the event. A total of 300 meetings were conducted during a 6-hour session. Groups of buyers and sellers meet for 25-minute sessions throughout the day, during which interpreters are available to help facilitate discussions.

SOUTHEAST ASIAN FOOD PROCESSORS LEARN ABOUT U.S. DRY BEANS -- Twelve food processors and food



Northharvest growers were well represented at the 2011 U.S. Dry Bean Council Congress held in Mexico in February.

brokers from Indonesia, Malaysia, the Philippines and Thailand were at the Northern Crops Institute in Fargo earlier this year, to learn more about the uses of dry edible beans in food products. The course focused on pinto, navy, black, Great Northern, and kidney beans. Mehmet Tulbek, Ph.D., NCI Technical Director and lecturer in the course, says the Association of Southeast Asian Nations (ASEAN) is a growing economic power and consumers from this region have unique trends. "Due to the joint efforts of Northern Crops Institute and the U.S. Dry Bean Council during the last three years, we have reached several companies in the region. We are hoping that our work will increase the edible bean sales to the region," says Tulbek. In this first dry edible bean short course at NCI, presenters highlighted dry bean flour utilization and novel edible bean applications to the Southeast Asian buyers. Dry bean breeding, quality, milling, utilization

solutions, cost management, nutritional strategies, as well as the supply chain and processing practices in the U.S., were featured. Lectures were supplemented by hands-on experiences in NCI's analytical, milling, baking, pasta, and extrusion processing laboratories. Participants also toured a Walmart store, the NDSU greenhouses and NDSU edible bean breeding field plots, SK Foods' specialty processing facility in Moorhead, and their corporate offices in Fargo. The group also met with the staff of the North Dakota Trade Office in Fargo.

USDABC SUPPORTS MAP, FMD -- The U.S. Dry Bean Council wrote a letter to Illinois Congressman Tim Johnson, Chairman of the House Ag Subcommittee on Rural Development, Research, Biotechnology and Foreign Agriculture. The purpose of the letter was to go on record as a strong supporter of the Market Access Program, the Foreign Market Development Program, and the other

market promotion programs of the U.S. government. The letter stated that the USDABC represents all segments of the domestic dry bean industry in more than 35 states. More than 20 classes of dry edible beans were planted on more than 1.7 million acres in the U.S. in 2010, producing dry beans with a farm gate value approaching \$1 billion. USDABC said dry bean exports each year account for about 35 percent of production. As a result, effective export market promotion is fundamental to the continued success and health of all segments of the U.S. dry bean industry. The USDABC strongly supports continuation of MAP and FMD at their full mandatory funding levels. MAP and FMD have been mentioned as possible targets for cuts or elimination in Congress.

LEARNING ABOUT THE CHINESE DRY BEAN INDUSTRY – A three-member U.S. Dry Bean Council trade team, including Minnesota Dry Bean

Continued on Next Page

DEVELOPMENT • continued

Research & Promotion Council chairman, Mark Dombeck, traveled to three different Chinese provinces to get 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.

NORTHARVEST VISITS

DUBAI-- Northarvest vice president Todd Sorenson participated in the Gulf Food Show in Dubai in late February. Together with the USA Dry Pea and Lentil Council, Sorenson promoted beans to companies throughout the region.

WORLD FOOD EXPO --

Northarvest's Jim Zenk helped man the U.S. Dry Bean Council's display at the World Food Expo in Cologne recently. Zenk reports that getting your product into the world food chain means spending money, setting up a trade show, and showing the world

exactly what you have.

WORKING FOR IMPROVED EXPORT PROGRAMS ---

The U.S. Dry Bean Council submitted comments to the House Committee on Rural Development, Research, and Foreign Agriculture to show its strong support of the Market Access and Foreign Market Development Programs. These market development programs help Northarvest growers to compete on an international playing field where U.S. dry beans face difficult competition from subsidized countries like China, Canada, and the European Community.

Northarvest growers, through their membership in the U.S. Dry Bean Council, also participate in the Ag Export Development Council. The AEDC works to educate lawmakers on the importance of export assistance Programs.

TRADE TEAMS TRAVEL TO CENTRAL AMERICA --

Northarvest director, Mark Streed, participated in a trade mission to the Dominican Republic, Costa Rica and Guatemala in January. The purpose of the visit was to build trade relationships and work with government officials to ease barriers to trade in the region.



In Central America, buyers are very conscious about the color of dry beans. Northarvest traveled to Central America to build relationships and work with government officials to ease barriers to trade in the region.

Promotion Activities

Each year, Northarvest 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 2011:

Northarvest Promotes Taste, Health of Beans --

The Northarvest Bean Growers Association was represented at three Culinary Institute of America events in the fall of 2011. The eighth annual Invitational Leadership Forum for Flavor, Quality and American Menus was held at the CIA's

Greystone Campus in Napa Valley, California in September. Director Alan Juliuson, home economist Lynne Bigwood and Greg Gefroh, UND Dining Services chef, represented the Northarvest Bean Growers Association. The purpose was to stimulate dialogue between chefs, American foodservice, and U.S. agriculture. Juliuson used the Northarvest video to communicate a modern picture of bean production in North Dakota and Minnesota. The last morning, the group split into five teams led by Amy Myrdal Miller's theme, "Make Half Your Plate Fruits and Vegetables."

Northarvest was a premium gold sponsor of the Culinary



Northarvest participated in the 14th Annual Worlds of Flavor International Conference and Festival in early November. Chef James Sanchez prepared bean dishes to showcase the versatility of dry beans in cuisine for the American consumer.



North Dakota students learn about dry beans at the Living Ag Classroom held in Minot last winter.

Institute of America's annual Latin Flavors, American Kitchens symposium in October, in San Antonio. More than thirty guest chefs and presenters took participants through the culinary traditions, dishes, ingredients, techniques, and flavor profiles of Argentina, Ecuador (both featured for the first time!), Brazil, Chile, Cuba, Guatemala, Mexico, Peru, and the Southwestern United States.

Part of the goal of the symposium and the new Culinary Institute of America campus in San Antonio is to help foster a new generation of Latin American chefs in the United States. Guest chefs identified rice and beans as one of the Latin trends, ingredients or dishes that American chefs need to focus on when thinking about Latin menu innovation.

Northarvest Home Economist Lynne Bigwood was among more than 750 foodservice and hospitality leaders who attended the 14th annual Worlds of Flavor International Conference and Festival in

Napa Valley in early November. Chefs, corporate menu decision-makers, foodservice management executives, suppliers, and food journalists learned how to create authentic flavors from the casual foods of different cultures that will appeal to the increasingly adventurous American palate.

Bigwood also attended the National Extension Association of Family and Consumer Science Conference in Albuquerque in September, where she shared 239 updated 2011 curriculum CD's, posters, and brochures with Extension educators who use bean materials for the Supplemental Nutrition Assistance Program.

Lynne also presented the latest dry bean resources to those attending the North Dakota Extension Family Nutrition Program Update in September, and she spoke to 29 community nutrition students at NDSU in November. The next day she spoke and handed out materials at the Minnesota Dietetic Association in the Twin Cities.

LIVING AG CLASSROOM – During the KMOT Ag Expo in Minot, elementary students learned about the food on their family table. Northarvest was one of the many organizations involved in the program, designed to showcase the products made from commodities grown in North Dakota. Over the life of the program, over 15,000 students have learned about agriculture in this effort.

HEALTHY KIDS CHALLENGE – In response to the challenge from First Lady Michelle Obama's "Let's Move" campaign, the Burleigh County (ND) Extension Service recruited local chefs and nutrition professionals to participate in the Recipes for Healthy Kids Challenge. Recipe books from the Northarvest Bean Growers Association, and other materials, were provided to the program to help the chefs and nutritional professionals educate students on the importance of whole grains, leafy greens, orange vegetables and dry beans and peas.

NORTHARVEST ATTENDS WIC CONFERENCE – Northarvest home economist Lynne Bigwood distributed more than 300 bean cookbooks and numerous educational brochures to attendees of the National Women, Infant and Children's (WIC) Association's 28th Annual Education and Networking Conference in Oregon in May.

NORTHARVEST PREMIERES "DRY BEANS FROM THE HEART OF NORTHARVEST COUNTRY" DVD – Northarvest premiered a 10-minute video that describes the impact of dry edible bean production in this region, from planting through exporting.

The video, shot during the 2010 growing season, was designed as a marketing tool for potential customers. A copy of the video can be viewed online at www.northarvest-bean.org. Click on "Grower Info" on the menu bar, and select "Learn About Northarvest Bean Production."

NOTHARVEST SPONSORS TRAVELING AG EXHIBIT – Northarvest is a sponsor of the ND Ag Department's traveling ag exhibit which made its first appearance in June at the McLean County Fair in Underwood, North Dakota. The response to the exhibit, which educates consumers about the importance of North Dakota Agriculture, has been excellent. Teachers who have visited the exhibit are asking if they can have it at their school and comment about how little many students know about agriculture.

HEALTHY FLAVORS, HEALTHY KIDS SUMMIT – The Culinary Institute of America's National Invitational Leadership Summit in San Antonio this May was a national initiative to improve the health of children and young people through food education, culinary strategy and flavor insight. Northarvest was a sponsor of the event and served beans for breakfast, lunch and receptions each day during the three-day summit.

SCHOOL NUTRITION CONFERENCES – Northarvest exhibited at the North Dakota and Minnesota School Nutrition Association's conferences this summer. The goal was to provide nutrition information to dietitians to help them add more beans to school lunch programs.

Finding new uses for dry beans and promoting the health benefits of beans is a growing opportunity for Northharvest. To that end, Northharvest has continued and expanded on efforts already underway. A few highlights from 2011:

COMMUNICATING THE HEALTH BENEFITS OF DRY BEANS -- Northharvest chipped in on a project intended to advance the health promotion and research strategy of the Northharvest Bean Growers Association. Working with Communicate in Jefferson City, MO, this project involved increased communications efforts on the health benefits of dry beans to health professionals; the summary of existing scientific research to prepare a health-related statement to assist the trade and consumers in understanding the health benefits of dry beans; and the expansion

of current basic research in discovery and quantification of health benefits of dry beans.

The promotion project included expanded, regular electronic (website and newsletter) and postal newsletter communication to dietitians. A scientific literature review will be updated to prepare one or more statements known as "structure-function" claims for use by the trade in labeling and advertising of dry beans to consumers. Finally, three lines of basic scientific inquiry were undertaken to unravel the possible links between dry beans and health. The total budget of this project was \$186,000, the bulk of which was provided through USDA's Specialty Crop Grant Program, administered through the Minnesota and North Dakota Departments of Agriculture.

SPECIALTY CROP BLOCK GRANT APPROVED -- North Dakota Agriculture Commissioner Doug Goehring has chosen to fund two dry edible bean projects through the Specialty Crop Block Grant Program. The Northharvest Bean Growers Association will receive \$61,000 to develop new food products in cooperation with the Northern Pulse Growers, National Sunflower Association and the Northern Plains Potato Growers Association. North Dakota State University dry bean breeder Dr. Juan Osorno's application for \$56,000 was also approved. Both applications have been forwarded to USDA for final approval. The North Dakota Department of Agriculture received 25 requests for a total of \$1.33 million.

U.S. Dry Bean Council President Dennis Engelhard also testified before a Senate Agriculture Committee hearing on

specialty crops and organics Thursday, July 28th, in Washington. Engelhard said dry beans have been a bystander in farm legislation but in the last farm bill, the industry began to see, through the Specialty Crop Block Grant Program, how valuable research was. "The first thing I want to talk to you about today is the Pulse Health Initiative," said Engelhard, "which is a joint venture between the U.S. Dry Bean Council and the USA Dry Pea and Lentil Council." Engelhard stressed the health aspect of dry beans, and said more research is needed on the functional use of pulse crops. Among other things Engelhard mentioned that are very valuable to the specialty crops industry were the Specialty Crop Block Grant Program, Market Access and Foreign Market Development programs, and crop insurance.

Federal Crop Insurance

CROP REVENUE INSURANCE -- Northharvest worked to develop a non-futures CRC concept, with the intent of offering the same crop insurance for dry beans that producers get for their corn, soybeans and wheat. If everything remains on schedule, Northharvest, in cooperation with the Federal Crop Insurance Corporation, plans to have a pinto, navy, black, and dark red kidney bean

revenue insurance pilot program available in North Dakota and Minnesota in 2013.

PREVENTED PLANTING CHANGES -- Northharvest met with RMA officials earlier this year, and asked for a change in the prevented planting provisions to "at least one of the previous five years" instead of three, to help offset problems growers faced with extremely wet planting conditions.

Effective in 2012, prevented planting provisions for one out of the last four years will go into effect. FCIC recommended this action as they have an example of one producer never planting a crop in 17 years.

Northharvest also informed FCIC that it will present a non-futures dry bean revenue concept soon, with the hope that they will use it as a prototype for other crops that lack a futures market and need a crop revenue product to compete.



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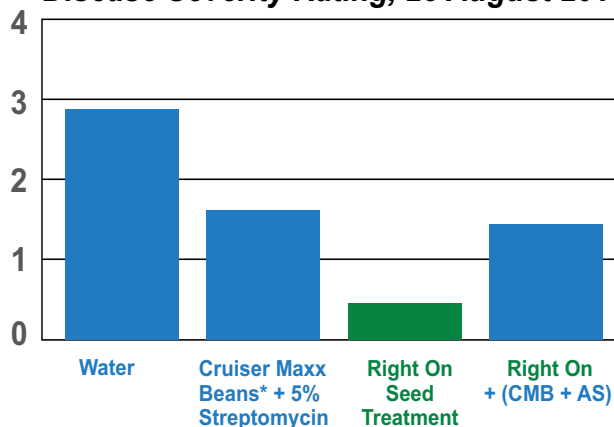
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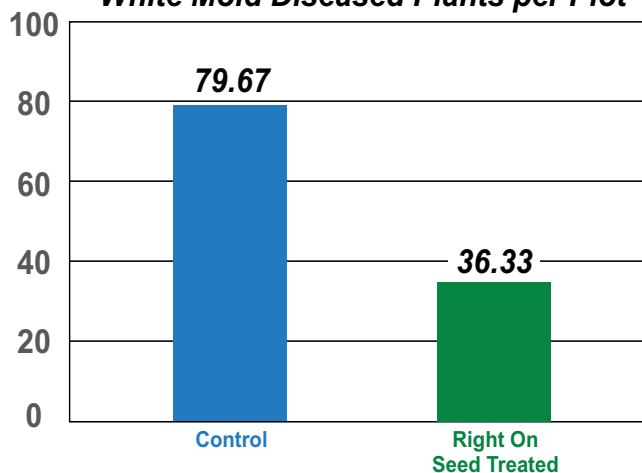
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2011 White Mold Trial, Pinto Beans,
Dr. Michael Harding, Innovotech, Brooks AB Canada:
Disease Severity Rating, 25 August 2011



2011 Soybean White Mold Trial,
Iowa State University, Dr. XB Yang:
**Average Means, Number of
White Mold Diseased Plants per Plot**



Full report can be viewed at www.sar-headsup.com

For more information: Heads Up Plant Protectants Inc.
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Brazil Approves GMO Dry Beans

The Brazilian National Technical Commission on Biosafety (CTNBio) recently approved the first transgenic dry bean resistant to bean golden mosaic virus (BGMV), which is transmitted by whiteflies. Researcher Leila Oda, president of the National Biosafety Association (ANBio), said Brazilian-developed transgenic beans benefit both producers and consumers.

The genetically modified (GMO) beans were developed by the Brazil-

ian Agricultural Research Corporation (Embrapa), a public research institution linked to the federal government.

"This approval represents a great relief to producers, since the golden mosaic virus causes up to 85% loss of bean crops in Brazil, an amount that could feed up to 9 million to 18 million more people," says Oda. Brazil is the world's largest dry bean producer and consumer.

North Dakota State University dry bean breeder

Dr. Juan Osorno says the biotech trait that confers resistance to golden mosaic virus has been inserted into carioca beans, which is the No. 1 class of beans in Brazil, with an estimated four million hectares. Carioca beans are not exported to the United States. In fact, Osorno says Brazil consumes all the beans it produces, and imports more to meet demand.

But the plan is to move the biotech trait into black beans, which is the sec-

ond most important market class. Osorno says this could be a concern in the long-term. "The concern is we don't have enough information about the opinion of our consumers and processors regarding GMO dry beans; is it going to be accepted or not?" Osorno's first impression is that consumers don't want it, based on feedback he's received. "So the question is, if we should support and implement

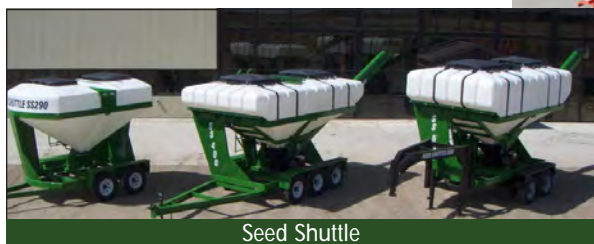
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a ban on transgenic dry beans or invest more in educating the processors and the general public.”

According to ANBio’s president, the Brazilian transgenic beans are safe for human consumption and do not differ from the traditional beans, one of the most popular meals in Brazil.

Oda emphasizes the importance of biotechnology to increase food production. “At a time of food crisis, when the world has a growing need for food production, safer seeds and more efficient seeds are the best alternative to ensure good crop yields,” she said.

Golden mosaic virus is likely the number one production problem in Brazil but it’s not present in the U.S. Osorno says the Brazilians have



The biotech trait that confers resistance to golden mosaic virus has been inserted into carioca beans

been working on genetic transformation for at least 10 years. Scientists in the U.S., and other parts of the world, have also tried to do genetic transformation

in dry beans using the same techniques implemented in corn and soybeans, with no success.

Osorno says the Brazilian group was successful because they tried an alternative, a more recent method called RNA interference (RNAi), which has been very effective for resistance against viral diseases, not only in plants, but also in humans and other organisms. Another successful example of this RNAi technique is the transgenic papaya in Hawaii resistant to the papaya ring spot virus, which was approved in the U.S. in 1997, and in Canada in 2003.



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Frost Nips Northharvest Navy Beans

The mid-September frost event came too early for some navy beans in the Northharvest growing region. Jim Vrolyk, manager of Thompson's USA Limited in East Grand Forks, Minnesota, says the navy crop got worse after Labor Day. "Early on, beans were getting a bit too dry, causing splits and cracked seed coats, but good quality otherwise. And then at the tail end of the harvest, we saw some serious frost damage in some instances."

Vrolyk says the frost affected more beans than he anticipated. "It's re-

gional in areas, and some areas were hit harder than others." Vrolyk said there was a portion of the navy crop, not a huge portion, that they have not been able to use.

The biggest problem is the discoloration caused by frost, and the canning and taste qualities can be different, so they need to be cleaned out. Vrolyk says, "it's a tougher color to get cleaned out; it usually takes a bit of times before you can get much gravity separation as well."

Mark Harless, owner of Lee Bean and Seed in Borup, Minnesota, saw

some navy beans with more than 15 percent damage. "Fields that had troubles with too much water, early on, were greener when the freezing temperatures hit."

Dean Nelson, at Colgate Commodities in Colgate, North Dakota, was surprised with the frost damage in the navy bean crop. "But, it was certainly more damage than I anticipated. The moisture in the seed coat is what froze, and the cold didn't get all the way into the meat of the bean. It's still a good, solid bean in the middle. It's just that we've got that

pale yellow color on a lot of the product."

Nelson said a lot of the navy beans affected by frost had three to seven percent frost damage. Asked if he rejected any beans, Nelson said, "this year, with the short crop, I don't think there'll be much rejecting, so we'll find a home for it. We have lots of bin space to separate it out and work through it and see what kind of product we can make out of it, and hopefully we can find a home for it."

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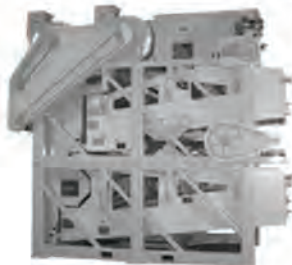
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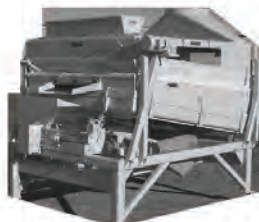
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Heads Up Plant Protectants, Inc. President Joe Dutcheschen says Right On is made from a combina-

tion of plant extracts which was first found to work very well to control rhizoctonia on potatoes. "Then we found it worked very well on legumes and cereals."

Right On's mode of action is known as systemic acquired resistance, which is why the company has the sar-headsup.com website. "SAR is a method of eliciting the plants' natural defense mechanisms that are genetically inherent in that plant," says Dutcheschen. "So when it's applied to the seed, the chemistry will lock onto that seed and stay there until the seed starts to germinate. There are no time restrictions between the

time the treatment is applied and when the seed actually gets planted. Once the seed starts to germinate, it will signal the germinating seed into thinking there is a pathogen attack." The plant will then start to produce defense pathways to defend itself, almost like the immune system in humans.

For that reason, Dutcheschen says disease pathogens will not become resistant to Right On, because the product is not the actual fungicide, but more like the switch to turn on the plant's own disease resistance.

Right On can be mixed with practically any other

fungicide, insecticide or inoculant.

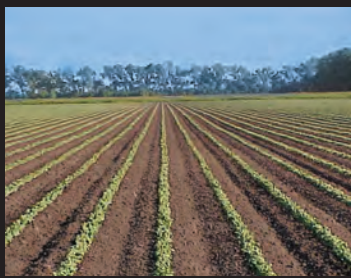
Dutcheschen says he's normally seeing a three to five bushel per acre yield response on dry beans that are treated with Right On seed treatment. Trials conducted by Innovotech, Inc. in 2011 showed Right On significantly reduced white mold incidence (77 percent reduction) and severity (84.5 percent) compared with the check treatments. Right On improved yield by 40 percent compared with the untreated check.

The retail cost of Right On is about \$1 per 50-pound unit.

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RANDY MELVIN
Buffalo, North Dakota

How did you get into farming? I started farming with my dad in 1980. He retired in 1985 and I've been on my own since that time.

What classes of beans do you grow and why? I'm mainly a navy grower. There's less white mold and more upright varieties. I've had blacks and kidneys occasionally.

How did your crop yield this year? It's been a good crop. We've worked with ADM and Bush Beans for several years in a multi-year contract and they've treated the navy grower in the Valley well.

What's the best tractor you ever owned?

Why? John Deere. I got a 7810 last year and that's my newest one. I like anything, as long as it's green. My grandpa and dad started with an old D back in 1937. Dad traded a bunch of horses for a D and a plow.

Hobbies? Markets and charting. I also like to hunt, mostly deer, but also ducks and grouse.

If you won a trip to travel anywhere in the world, where would you go and why?

Brazil. It interests me and I think it would be a fun vacation.

How did you get into farming? I've been farming for 16 years. It's something I always wanted to do. I farm with my parents, my brother and my wife.

What classes of beans do you grow and why? Our family has grown a fair number of dry edible beans in the past. We've had navies, blacks, pintos, kidneys. We haven't had many in the past few years, just pintos, but we are evaluating more for the year ahead.

What technology has had the most impact on your farm?

GPS has had a huge impact, but for me, I think it is the instant access to markets, whether with the cell phone, computer or in the tractor. As a farmer, too often, we overlook the markets. We're raising this crop to sell. The first thing you should do in the morning is to turn on the computer and look at the markets; see what the trade is doing and the basis. It's the most important thing for the farmer.

What is your biggest challenge as a farmer? The EPA is what concerns me the most. These government regulations are being implemented without fully understanding agriculture.

If you won a trip to travel anywhere in the world, where would you go and why? I would stay home and send my parents. They need it more than I do.

Hobbies? If I'm not watching the markets, I'm fishing. But, that doesn't happen very often. If I get away a couple times a year, that's about it.

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