

NORTHARVEST

BeanGrower

INSIDE:

**45th Annual
Bean Day**

**2019 Annual
Report**

Weather Recap



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a variety of ways.



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* Vibrant is a SDP (Slow Darkening Pinto) variety and is a patented variety, US Patent No. 9,532,523.
All five varieties listed above are PVP protected.

** Cowboy is Patent Pending.

*** Yield depends on a variety of factors beyond ADM's control, such as weather conditions, etc.

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Eric Samuelson, Treasurer • Crookston, MN • 218-289-0310
Thomas Arnold, Vice Pres. • Appleton, MN • 320-394-2404
Cordell Huebsch • New York Mills, MN • 218-841-2364
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Eric Jorgenson • Leeds, ND • 701-466-2739
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Minnesota Dry Bean Research and Promotion Council

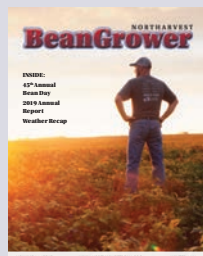
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Norm Krause, Treasurer • Staples, MN • 218-296-0920
Alan Peterson • Clear Lake, MN • 320-293-3302
Minnesota Commissioner of Agriculture

North Dakota Dry Bean Council

Leann Schafer, Chair • New Rockford, ND • 701-947-2568
Roger Carignan, Vice Chair • Cavalier, ND • 701-265-2566
Kevin Regan, Treasurer • Webster, ND • 701-395-4368
Joshua Ihry • Hope, ND • 701-261-6712
Grady Thorsgard • Northwood, ND • 701-587-6084
Matt Thompson • Wyndmere, ND • 701-439-2919
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

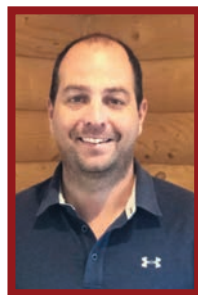


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VOLUME 26 ISSUE 1

A HARVEST FOR THE HISTORY BOOKS



2019 will go down in history as the year of 'harvest horrors.' Who would imagine we'd be still be harvesting wheat in October; seeing a large share of sugarbeets and potatoes lost to freezing temperatures and the majority of corn still standing?

The dry bean industry had our own battles with harvest delays and quality issues. The entire season seemed to be plagued by mud and muck.

There was flooding and an October blizzard. It has certainly been a crazy, unprecedented year.

We're not alone. Crop problems have been seen in other dry bean areas in the United States. It goes beyond that; this is a North American issue. Canada and Mexico production are also down because of weather issues. The cherry on top of this crop year was the ongoing trade war.

Fortunately, the U.S. government intervened and offered a helping hand. In addition to crop insurance, we've had the Market Facilitation Program payments. WHIP+ disaster assistance is also available. While these federal dollars are welcomed, they don't make up for a lost crop.

We'll look back on the past year during Bean Day, but also look ahead to 2020. Let's hope Mother Nature is kinder in this upcoming season.

Sincerely,

David Dickson, President
Northarvest Bean Growers Association



*Better than high quality.
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Russell Doane's kidney bean legacy started in 1969 when he grew his first crop of dark red kidney beans. Learning as he went, he generously shared his knowledge. Today, multiple generations of growers have benefited from his expertise. Fifty years later, the Chippewa Valley Bean Team is grateful for his continued guidance.

As we commemorate our 50th crop year, we recognize the father of kidney beans in the United States.
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ORIGINATION, SEED & AGRONOMY

Doug Sprehe

329 Wardwell St, Arvilla, ND 58214

Ph: 218.230.3188
email: dsprehe@columbiagrains.com

PROCESSING & RECEIVING FACILITY

Matt Brown

1920 Hwy 32 North, P.O. Box 67, Walhalla, ND 58282

Ph: 800.227.4494 / 701.549.3721 / Fax: 701.549.3725
email: mlbrown@columbiagrains.com

RECEIVING STATIONS:

CGI - VALLEY CITY

Darren Bjornson

3344 Hwy 22, Valley City ND, 58072

Ph: 701.845.1921
email: dbjornson@columbiagrains.com

CGI - LARIMORE

Tyler Stegman

3710 Elevator Rd., Larimore ND, 58251

Ph: 701.343.6273
email: tstegman@columbiagrains.com

MIDWAY SEED

Joey Safranski

10095 ND-18, Cavalier ND, 58220

Ph: 701.265.4224
email: jjsafranski@midwayseed.com

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Doug Stein

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Manager: John Hemmingsen
jhemmingsen@alliancevalleybean.com
701-343-6363

Alliance Black Bean Receiving Stations & Central Valley Bean Pinto Bean Receiving Stations:

Alliance Valley Bean, LLC
Sharon, ND
701-524-2568

Edinburg Farmers Elevator **Central Valley Bean Co-op**
Edinburg, ND Buxton, ND
Manager: Mike Syrup Gen. Manager: Dan Fuglesten
701-933-8421 701-847-2622

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MAXIMIZE YOUR BEAN PROFITS

with seed-placed starter and foliar feeding

For maximum yields and early season plant performance,
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STARTER FERTILIZER:

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- Promotes quicker maturity
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- Maximizes bean yields and profits

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- Can be applied with trace elements
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Northern Valley Fertilizer has been helping local bean growers achieve higher profits per acre for over 40 years. To maximize yields and profits per acre, bean growers are incorporating quality starter and foliar fertilizers from Northern Valley Fertilizer into their crop production programs.



NVF, Inc.
1581 Freedom Ave NE
Manvel, ND 58256
Phone: 701-696-2484
Email: nvfinc@invisimax.com



45TH ANNUAL BEAN DAY

BEAN DAY

January 16-17, 2020

Fargo Holiday Inn



BEAN DAY AT A GLANCE

January 16, 5:00 p.m.

Pre-Bean Day Reception
from 5 pm to 7 pm

January 17, 8:30 a.m.

Bean Day Trade Show and
Registration Begins

January 17, 10:15 a.m.

Program Begins

January 17, 3:00 p.m.

Bean Day Concludes



Bean Day Program -- January 17

MORNING PROGRAM

- 8:30 - 10:15 a.m. **Registration, Coffee**
- 10:15 - 10:20 a.m. **Setting the Agenda**
David Dickson, President
Northarvest Bean Growers Association
- 10:20 - 10:40 a.m. **The Breeding Update: New Varieties Performance and Slow Darkening News**
Dr. Juan Osorno, Dry Bean Breeding & Genetics,
Department of Plant Sciences, North Dakota State
University, Fargo, ND
- 10:40 - 11:00 a.m. **Improving White Mold Management in Kidney, Black and Navy Bean**
Dr. Michael Wunsch, Plant Pathologist, Carrington
Research Extension Center, North Dakota State
University, Carrington, ND
- 11:00 - 11:20 a.m. **Disease in Dry Bean: "The Scouting Report"**
Dr. Sam Markell, Extension Plant Pathologist,
Department of Plant Sciences, North Dakota
State University, Fargo, ND
- 11:20 - 11:40 a.m. **Soybean Cyst Nematode: The Latest Research Progress**
Dr. Berlin Nelson, Professor, Department of
Plant Pathology, North Dakota State
University, Fargo, ND
- 11:40-12:00 **MRL Harmonization**
Michelle Sharpe, MRL Strategist, North America,
BASF Corporation, North Carolina
- 12:00 - 1:30 p.m. **Lunch**

AFTERNOON PROGRAM

- 1:30 - 1:45 p.m. **Association Business**
David Dickson, President
1) District Director Elections (3, 6, 9)
- 1:45 - 2:05 p.m. **Implications of European Union Retaliation Tariffs on U.S. Kidney, Navy & Great Northern Beans**
Saleem Shaik, Professor & Director, Center
for Agriculture Policy & Trade Studies,
North Dakota State University, Fargo, ND

- 2:05- 2:25 p.m. **USDBC Update: Meeting the Challenges and Opening Markets**
Rebecca Bratter, Executive Director,
US Dry Bean Council, Portland, OR
- 2:25- 2:45 p.m. **2020 Dark Red Kidney, Light Red Kidney, Supply or Demand: Which Will Prevail**
Cindy Brown, President, Chippewa Valley
Bean Co., Inc., Menominee, WI
- 2:45- 3:05 p.m. **2020 Navy, Pinto, Black, Supply or Demand: Which Will Prevail**
John Bartsch, Senior Trader/General Manager ,
MN/ND Kelley Bean Company, Maple Grove, MN

THURSDAY, JANUARY 16 PRE-BEAN DAY RECEPTION

Join us Thursday for a pre-Bean Day reception and an opportunity to socialize with exhibitors and fellow growers from 5 p.m. until 7 p.m. Cash bar and an hors d'oeuvre buffet will be available. There is no fee to attend. Hope to see you there.

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.

Bean Day Exhibitors

ADM Edible Bean Specialties Inc.

Appleton, MN (320) 289-2430
Cavalier, ND (701) 265-8385
Galesburg, ND (701) 488-2214
Grafton, ND (701) 352-1030
St. Thomas, ND (701) 257-6721
Olivia, MN (320) 523-1637
Northwood, ND (701) 587-5900
Casselton, ND (701) 347-5321

ADM SeedWest

John Jones
PO Box 173
Moorhead, MN 56560
(701) 730-4037 (Cell)
(218) 233-6573 (Office)

Advanced Grain Handling System

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(701) 788-8925

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Doug Wenzel 320-491-9597
Brad Parson 320-219-3542

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(701) 356-4983 ext. 140
(701) 446-7003

BASF

26 Davis Drive
Research Triangle Park, NC 27709
(701) 630-4850

Bonanza Bean LLC

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8 Industrial Blvd
Morris, MN 56267
(320) 585-2326

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Menomonie, WI 54751
(715) 664-8342

Columbia Grain International

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Valley City, ND (701) 845-1921
Walhalla, ND (701) 549-3721

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1311 162nd Ave NE
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(701) 847-3125

FMC Agricultural Solutions

Rick Mohan
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West Fargo, ND 58078
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West Fargo, ND 58078
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Maple Grove, MN (763) 391-9311
Scottsbluff, NE (308) 635-6438

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Chris Delisle
2108 Business Hwy 2
East Grand Forks, MN 56721
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(701) 696-2484

Pickett Equipment

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Burley, ID 83318
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Pulses America Inc

Brendan Dufner
301 S Potato Road
Northwood, ND 58267
(701) 430-2218

Rapat Corporation

919 O'Donnell Street
Hawley, MN 56549
(218) 483-3344

Raedel's Hardsurface Welding

Joe Safranski, Travis Stegman
10095 Hwy 18
Cavalier, ND 58220
(701) 265-2210 | (701) 520-4426

Satake USA Inc.

10900 Cash Road
Stafford, TX 77477
(281) 276-3600

Thompson's USA Ltd

PO Box 374
East Grand Forks, MN 56721
(218) 773-8834

Scoular Edible Beans

PO Box 85, 415 MN-32
St. Hilaire, MN 56754
(218) 964-5407

VIVE Crop Protection

Vicki Dekker – Product Rep.
112 College St., Unit 207
Toronto, Ontario, Canada M5G 1L6
(701) 261-1440

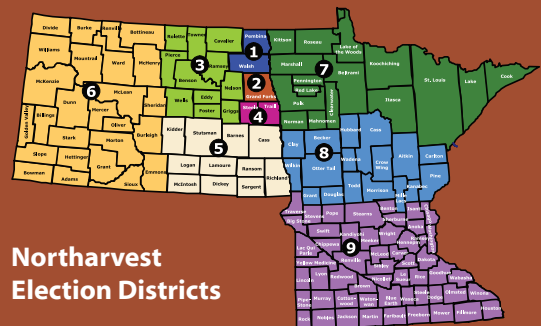
Wilbur Ellis

Tim Gioffredi
20471 Pinto Lane
Caldwell, Idaho 83607
(208) 550-7686

2020 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 2020. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 45th 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



Pinto Beans Navy Beans
Black Beans Quality Seed

Dan Fuglesten, General Manager ~ PO Box 162 ~ Buxton, ND ~ Ph: (701) 847-2622 ~ Fax: (701) 847-2623 ~ Toll Free: (800) 286-2623

Pinto Bean Receiving Stations At:

Alliance Valley Bean, Larimore, ND
Contact John at (701) 343-6363
Alliance Valley Bean, Sharon, ND
Contact Allen at (701) 371-5658
Central Valley Bean Cooperative, Pisek ND
Contact Dan at (701) 847-2622

CHS Harvest States, Lankin, ND
Contact Paul at (701) 593-6255
Hatton Farmers Elevator, Hatton, ND
P: (701) 543-3773
Lake Region Grain, Devils Lake, ND
Contact Jason at (701) 662-5051

Thompsons, East Grand Forks, MN
Contact Jim at (218) 773-8834
Wilton Farmers Union Elev., Washburn, ND
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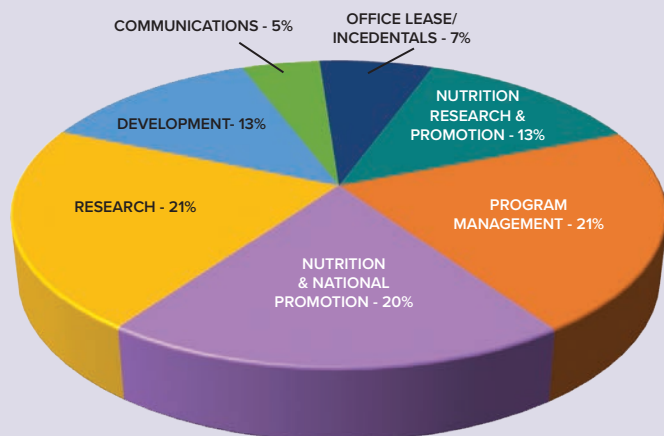
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218-773-1234

2019 ANNUAL REPORT



**Northharvest Bean
Growers Association**
50072 East Lake Seven Road
Frazee, MN 56544
www.northharvestbean.org

2019-2020 Budget by Category



ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE	2018-19	2019-20
Nutrition Research/Promotion	164,700	201,080
Program Management	309,450	319,350
Regional & National Promotion	270,000	290,945
Research	289,853	319,961
Development	186,600	193,200
Communication	69,000	69,000
Finance Director/Office Lease/Incidentals	25,000	100,000
TOTAL	1,314,603	1,493,536
INCOME	2018-19	2019-20
North Dakota Dry Bean Council	972,807	1,045,265
Minnesota Dry Bean Research & Promotion Council	341,796	447,971
Northharvest Bean Growers Association	0	300
TOTAL	1,314,603	1,493,536



Northharvest Directory

NORTHARVEST BEAN GROWERS ASSOCIATION

TOM KENNELLY

District 1 - Director
14806 78th St NE
Grafton, ND 58237 | 701-520-3040

DAVID DICKSON

District 2 - President
3050 30th Ave. NE
Gilby, ND 58235 | 218-779-3801

ERIC JORGENSEN

District 3 - Director
6509 55th Ave. NE
Leeds, ND 58346 | 701-739-6189

BEN VIG

District 4 - Director
1471 124th Ave. NE
Sharon, ND 58277 | 701-789-0605

JOE MAUCH

District 5 - Director
8753 167th Ave. SE.
Hankinson, ND 58041 | 701-640-1687

JUSTIN RETTERATH

District 6 - Director
PO Box 645, 2626 8th St SW
Washburn, ND 58577 | 701-315-0082

ERIC SAMUELSON

District 7 - Treasurer
30966 280th St. SW.
Crookston, MN 56716 | 218-289-0310

CORDELL HUEBSCH

District 8 - Director
38132 470th Ave.
New York Mills, MN 56567 | 218-841-2364

THOMAS ARNOLD

District 9 - Vice President
2060 20th St. NW.
Appleton, MN 56208 | 320-760-2734

NORTH DAKOTA DRY BEAN COUNCIL

ROGER CARIGNAN

District 1 - Vice Chair
12662 91st St. NE
Cavalier, ND 58220 | 701-265-2530

KEVIN REGAN

District 2 - Treasurer
8424 64th St. NE
Webster, ND 58382 | 701-739-7744

GRADY THORSGARD

District 3 - Council Member
660 28th St. NE
Northwood, ND 58267 | 218-779-5556

JOSHUA IHRY

District 4 - Council Member
P.O. Box 161, 401 Bates Ave.
Hope, ND 58046 | 701-261-6712

MATT THOMPSON

District 5 - Council Member
8198 151 Ave SE
Wyndmere, ND 58081 | 701-899-0881

LEANN SCHAFER

District 6 - Chair
5810 19th St. NE
New Rockford, ND 58356
701-302-0568

MINNESOTA DRY BEAN RESEARCH & PROMOTION COUNCIL

TROY NEWHOUSE

Area 1 - Secretary
2227 5th Ave. NW
East Grand Forks, MN 56721
218-289-5031

NORM KRAUSE

Area 2 - Treasurer
21608 Briarwood Lane
Nisswa, MN 56468 | 218-296-0920

DON STUEVE

Area 3 - Vice Chair
3748 560th St.
Dumont, MN 56236 | 320-305-0427

ALAN PETERSON

Area 4 - Council Member
9861 52nd St.
Clear Lake, MN 55319 | 320-293-3302

MARK DOMBECK

Area 5 - Chair
48041 County Road 13
Perham, MN 56573 | 218-371-9527

Mission Statement:

The Northharvest Bean Growers Association, growers representing growers through the check-off system, is North America's largest supplier of quality dry bean. Working together to better the bean industry through promotion, research, market development, education of consumers, and monitoring of government policy. Our future goals must be continued market exposure and careful monitoring of new ideas, consumer choices, and producer needs.

A Challenging 2019

This growing year will definitely go down in the history books as somewhat unsettled. There remains much talk about trade and tariffs along with commodity abandonment. Grains that were to be harvested in August but finally completed in October pretty well tells us, it just wasn't meant to be easy in 2019.



Rest assured the Northarvest board of directors is prioritizing and continuing to invest in development, nutrition research, regional and national promotion, plant research and communications.

The Northarvest board of director's remains committed to dry edible bean research in the areas of applied, value added, and health.

The Northarvest grower has supported extensive research over the past 40 years. It has been said; in the next 50 years, agriculture will be called upon to produce more food than ever before. The USDA estimates that every dollar spent on agriculture research generates \$10 in benefits to the U.S. economy. So dry bean growers understand that funding scientific research is a critical step towards helping dry bean growers in our region and the economy.

Growers and the industry can spend less time searching and more time reading and listening. From a trade mission to Cuba, reverse trade missions to North Dakota, annual meeting of the growers and industry, the business of "BEANS" is being delivered to your mail box, radio or computer. It provides you with the latest information in the bean industry and lets you know what the organization is working on.

Working through the United States Dry Bean Council our dry bean growers and industry make contact with approximately 60 countries around the globe through market promotion and competitor analysis. Activities included; maintaining existing markets, meeting with food aid ministers, exploring opportunities to develop new markets, monitoring trade policy and market trends and discussing dry bean demand with importers, wholesalers, packagers, retailers.

The USDBC also is a resource for information on US exporters, overseas importers, US dry bean classes, trade policy issues and the role of US-grown beans in international food-aid efforts.

Northarvest will also continue to influence the influencer by initiating research and health communications for Dry Beans and to encourage consumption.

David Dickson

Northarvest Bean Growers President

NORTHARVEST COMMITTEE MEMBERS

RESEARCH

Norm Krause, (Chair), Eric Jorgenson, Tom Arnold, Joe Mauch, Tom Kennelly, Don Stueve, Mark Dombeck, Alan Peterson, Troy Newhouse

LEGISLATIVE

Eric Samuelson (Chair), Alan Peterson, Justin Retterath, Tom Arnold, Grady Thorsgard, Ben Vig, Joshua Ihry, Cordell Huebsch

CROP INSURANCE

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U.S. DRY BEAN COUNCIL

Delegate: Kevin Regan
Alternate: Roger Carignan

FOOD AID

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POLICY AND NOMINATION COMMITTEE

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SCHOLARSHIP

Eric Samuelson (Chair) Eric Jorgenson, Tom Kennelly, Matt Thompson

SEARCH

Kevin Regan (Chair), Leann Schafer, Tom Kennelly, Matt Thompson, Mark Dombeck, Tom Arnold

The Northarvest Board President is Ex-officio member of all committees

NORTHARVEST STAFF

EXECUTIVE VICE PRESIDENT

Tim Courneya
50072 E Lake Seven Road
Frazee, MN 56544 | 218-334-6351

DIRECTOR OF FINANCE / OFFICE MANAGER

Courtney Payne & Faye Courneya
4844 Rocking Horse Cir. S.
Fargo, ND 58104 | 701-365-5102

Regional & National Promotion

Northarvest supports a variety of events, outreach activities and promotional materials to increase awareness of the Northarvest bean industry, and the use and consumption of beans. This is a highlight of some of the activities this year:

CULINARY INSTITUTE OF AMERICA LEADERSHIP RETREATS

Northarvest supports a number of leadership retreats through the Culinary Institute of America each year. The goal of this sponsorship is to connect with key decision makers in the culinary and food service sector, and to share inspiration to include more beans on American menus. These retreats include Flavor, Quality & American Menus - a national audience of volume foodservice leaders whom millennial diners are a core focus; Menus of Change University Research Collaborative - a working group of leaders in college and university (CU) dining working to create healthier, more sustainable, plant-forward menus in CU dining; Healthy Kids Collaborative - a national initiative working to improve K-12 dining; Worlds of Healthy Flavors - a national audience of volume food services leaders from top chain restaurants, contract food service operations, campus dining and supermarkets; Healthy Kitchens, Healthy Lives - an international audience of healthcare professionals learning the latest nutrition research coupled with healthy culinary strategies; and the Global Plant-Forward Summit - a culinary summit of foodservice leaders focused on elevating plant-forward dining.



Culinary Institute of America Health Kids Collaborative Adam Veile serves Sweet Potato & Kidney Bean Chili to San Diego school district.

This outreach allows Northarvest to directly connect with thousands of food decision makers each year with the goal of increasing bean usage and inspiring new menu concepts across American dining operations.

WORLD BEAN KITCHEN

The World Bean Kitchen is a website housed on the Culinary Institute of America's ProChef site, designed to inspire chefs and food service operators to innovate with beans. Annually, Northarvest develops five new recipes with video with the CIA culinary team to showcase unique bean dishes. This year five "bowl" inspired recipes were developed to capitalize on the bowl-eating trend. These recipes, and the supporting videos, are housed on the World Bean Kitchen website, as well as the Bean Institute website. The CIA

Digital Media team also promotes these recipes through their various CIA social channels, including Facebook, Twitter, Pinterest and SmartBrief newsletters.

REGISTERED DIETITIAN CONFERENCES

Registered Dietitians (RDs) are the nutrition experts, and are sought after for commentary and guidance to determine healthy food choices. In addition to the work Northarvest does online to connect with RDs, we also engage directly with dietitians at the annual Food & Nutrition Conference & Expo (FNCE) as well as the North Dakota and Minnesota affiliate meetings. This year Northarvest connected with over 1,000 RDs at these events, sharing publications, recipes, and ideas for RDs to encourage their patients and clients to eat more beans.

SERVING UP BEANS KIDS LOVE

Nearly 30 million students eat lunch every day in the United States through the National School Lunch Program. That number, and the potential impact of increasing consumption of beans through the school nutrition program, is the reason Northarvest works to engage with and develop resources to support school nutrition professionals. Throughout 2019 Northarvest supported a



variety of activities to promote beans in schools, including developing a series of new credited, tested school recipes for the Bean Institute website. Northarvest shared these recipes and other school resources at the School Nutrition Association Annual Nutrition Conference in St. Louis, the Minnesota School Nutrition Conference in St. Cloud, as well as through the Culinary Institute of America Healthy Kids Collaborative. Northarvest also partnered with General Mills to co-host a training for Minneapolis Public School



foodservice staff at their General Mills headquarters in Golden Valley.

AG IN THE CLASSROOM

Ag in the Classroom is a unique educational experience for youth in North Dakota and Minnesota to learn about the farming industry and its impact on the world. This year's shows were held in Minot, Bismarck, Fargo and at the Minnesota State Fairgrounds in Falcon Heights. The Northarvest booth focuses on educating youth about the decisions that go into bean farming through an interactive game called Bean Crazy. Throughout the game students make financial farming decisions, like whether or not to invest in equipment maintenance, fertilizer, or controlling for insects, weeds, and diseases. The game takes students through a season of farming where they roll a dice, and the number rolled is assigned to something that impacts their profitability. Thousands of

Minnesota and North Dakota students went through Ag in the Classroom experience in 2019.

THRIFTY THURSDAY

In addition to connecting with key decision makers in the food industry, Northarvest also worked to bring awareness to the value and uses of dry edible beans to Northarvest country. In 2019 Northarvest launched Thrifty Thursday - a television segment on North Dakota Today highlighting healthy, low-cost ways to enjoy simply delicious, naturally nutritious beans. Throughout the year 15 segments were shared to inspire North Dakota and Minnesota eaters to enjoy beans.



Communications

Northarvest works with the Red River Farm Network (RRFN) to keep growers updated on the latest agricultural issues, bean industry updates, and what is being worked on the growers behalf. This unique partnership is an effort to keep growers informed with timely news impacting the dry bean industry. This partnership provides the following communications:

- Five issues of the BeanGrowers magazine annually.
- The "Dry Bean Scene," a weekly radio segment which is available on 20 radio stations, as well as highlighted on our website and social media channels.
- A weekly Northarvest e-newsletter that is circulated to approximately 1,423 subscribers and available on our website every Friday at Northarvestbean.org.



Nutrition Research & Promotion

Northarvest works with Communicue, an agriculture, health and nutrition communications firm to promote beans to health, culinary and school professionals, as well as home cooks, through the Bean Institute online community, and to support dry-bean related health research. The goal of the promotional work is to connect with food influencers to increase bean use and consumption across American eaters, and to support the continued health research related to dry edible beans. This partnership provides the following services for Northarvest:

- **BEAN INSTITUTE SOCIAL**

MEDIA: Communicue manages the Bean Institute social media platforms on behalf of Northarvest, including Facebook, Instagram, Twitter and Pinterest. This online community targets health professionals, home cooks, culinary and food service professionals, nutrition educators and school nutrition professionals with timely, impactful bean messaging. They also utilize advertising and promotions to increase brand visibility and followers. At the end of the contract year the accounts had the following number of followers: Facebook: 4,318 (3,529 previous year); Twitter: 1,717 (1,692 previous year); Instagram: 1,408 (717 previous year) and Pinterest: 784 (692 previous year).

- **BEAN INSTITUTE WEBSITE:**

Northarvest also supports the continued development, maintenance, and the addition of new content to the Bean Institute website, the online platform



that supports complementary messaging and content to the Bean Institute social media accounts. Communicue's services include monitoring the web and keeping it fresh, responding to visitor questions or requests, adding educational content, videos and other materials, and monitoring web traffic and usage. Over contract year 2018-2019, the site had 21,336 visitors, an increase of 6,548 from the previous contract year.

- **THE BEAN BITES:** This weekly electronic publication contains

one nugget of easy-to-ready material that is emailed to over 5,800 subscribers. The information includes health research, recipes or fun facts related to beans and is written by a registered dietitian. The Bean Bites are also published on the Bean Institute website.

- **DRY BEAN HEALTH RESEARCH PROGRAM (DBHRP):**

Northarvest awards three incentives

grants of \$20,000 each to highly qualified researchers for the development of research proposal on dry beans and human health to be submitted to the National Institute of Health (NIH) or U.S. Department of Agriculture (USDA). Communicue administers the DBHRP on behalf of Northarvest. Since the program's inception, the studies Northarvest has supported have received funding of approximately \$7.7 million from other sources.



U.S. DRY BEAN COUNCIL

The Northarvest Bean Growers Association is a major contributing member of the U.S. Dry Bean Council (USDBC), whose work is to increase the consumption of U.S. dry beans worldwide. Working with USDBC, our dry bean growers made contact with countries around the world to maintain existing markets and explore opportunities to develop new markets, monitor trade policy and market trends, and discuss dry bean demand with importers, wholesalers, packagers and retailers. Kevin Regan, Webster, N.D. and Roger Carignan, Cavalier, N.D. represent Northarvest on the USDBC Board of Directors.

ANNUAL GLOBAL RESERVE TRADE MISSION

USDBC hosts an annual global reverse trade mission, a flagship event to allow new global industry contacts and buyers to observe dry bean harvest, learn of new advancements in dry bean research, and meet with our growers and dealers. This year's mission went to Michigan, North Dakota, and Nebraska September 7 – 13, 2019. In Fargo the participants enjoyed one on one meetings with industry representatives and spent a day at the Northern Crops Institute (NCI) to learn about the laboratory facilities and new research on dry bean ingredients. This has become an important focus of the annual mission, as buyers in certain markets become increasingly interested in beans as snack and food ingredients. The group also visited the Food and Nutrition Lab at North Dakota State

University to learn more about the health benefits of dry beans. Every year brings new contacts from loyal buyers, new possibilities from potential new markets and renewed interest in sourcing high quality US dry beans.

TRADE MISSION TO ARGENTINA

In June 2019, USDBC representatives traveled to Argentina to meet with growers, agronomists, processors, agricultural technology experts, and traders/exporters to better understand the dry bean value chain in Argentina and trends in production and international marketing. Representatives from the Northarvest region included John Berthold, dealer and president of Green Valley Bean Company in Park Rapids, Minnesota, and Mark Dombeck, a grower and Northarvest board member near Perham, Minnesota.

U.S. DRY BEAN CONGRESS

The U.S. Dry Bean Congress was held in February 2019 in Cancun Mexico. Over 150 buyers, traders,

and industry representatives gathered for the two day event which included seminars, discussions, and one on one business meetings with the Mexico trade. The gathering was also an opportunity to celebrate several concurrent events including the signing of the U.S. Mexico Canada Trade Agreement (USMCA), World Pulses Day, and the long standing partnership with Mexican buyers.

NORTHERN CROPS INSTITUTE

Northarvest supports the efforts of the Northern Crops Institute (NCI), a collaborative effort among North Dakota, Minnesota, Montana, and South Dakota to support the promotion and market development of crops grown in this four-state region. NCI is an international meeting and learning center that brings together customers, commodity traders, technical experts, and processors for discussion, education, and technical services. For more information about Northern Crops Institute go to their website at Northern-Crops.com.



Kevin Regan, Joe Mauch, Tim Courneya, Tom Kennelly visiting with a buyer at the U.S. Dry Bean Congress.

Production Research

GROWER DRIVEN RESEARCH

For more than 40 years, Northarvest has provided extensive funding to support research aimed at improving bean production. The Northarvest Research Committee identified a number of research priorities this year and submitted those to scientists as guidelines to receive funding requests. In July 2019, the Northarvest board approved the following research projects for a total budget of \$319,961:

- Dry edible bean disease research
- Dry bean improvement for the northern plains
- Dry bean grower survey of pest problems, insecticide use, and varieties in 2019 with incentive award
- Evaluation of selected plant nutrition treatments and establishment factors in dry bean
- Precision planting of dry beans - 2 classes
- Soybean cyst nematode resistance in dry bean cultivars and breeding lines
- Dry bean variety trials
- Improving white mold management in dry beans
- Soil Health SHARE Farm



Dr. Juan Osorno, NDSU Dry Bean Breeder.

Camrud and Heuchert Awarded Northarvest Scholarships

The Northarvest Bean Growers Association awarded two, \$1,000 scholarships to support the children and/or grandchildren of Northarvest Bean Growers Association (NBGA) members. The 2019 recipients are Jack Camrud of Buxton, North Dakota and John Heuchert of St. Thomas, North Dakota.

Jack is the son of Rick and Jill Camrud and is a sophomore studying economics at the University of North Dakota. He was active in several activities while a student at Central Valley High School, including football, basketball, golf and student council.



Jack Camrud, Buxton, ND



John Heuchert, St. Thomas, ND



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John is the son of Carlton and Stacey Heuchert and is a freshman at the University of Minnesota Crookston studying agriculture systems management. He was an active student at St. Thomas High School, serving as yearbook and newspaper editor, class president and a student council representative.

Upon graduation, both Camrud and Heuchert hope to return to their respective family farming operations.

In order to be eligible for the scholarship, a parent or grandparent must be a current grower member of the NBGA, be enrolled or plan to enroll in the first year of college or technical college and have at least a 3.0 grade point average from high school. Camrud and Heuchert will be recognized at Bean Day on January 17, 2020 at the Holiday Inn in Fargo.



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Wednesday, February 19th ~ 9 am to 5 pm

Thursday, February 20th ~ 9 am to 4 pm

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Dr. David Kohl

1:00 p.m. Wednesday, February 19th

Agriculture Today: It Is What It Is... What Should We Do About It?

The agricultural economic down turn is in the seventh year and counting. Razor thin margins combined with increased volatility is the economic environment that most in the industry are facing. The result is massive changes in the structure of agriculture and rural communities. What is the state of the trade agreements and the short and long-term implications to the bottom line? Where are interest rates, land values, and food trends leading the industry? This session will discuss the assessment of management IQ that often places one in the top third or bottom third of profitability. What are the financial and business management characteristics that one must focus on in planning, strategizing, executing and monitoring for 2020 and beyond?

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Molly Yeh

1:00 p.m. Thursday, February 20th

American chef, blogger and cookbook author

Molly Yeh is the star of Food Network's series, *Girl Meets Farm*. She rose to national prominence with the debut of her memoir, *Molly On The Range: Recipes and Stories from an Unlikely Life on a Farm*. Molly has been featured by the *New York Times*, *Food & Wine*, *Bon Appetit*, and *New York Magazine*. Outside the kitchen, Molly is a Juilliard-trained percussionist and has performed with orchestras around the world, in off-Broadway theatre, and as the glockenspielist for the pop-band, *San Fermin*. She lives on a farm on the North Dakota-Minnesota border with her fifth-generation farmer husband and their little flock of chickens.

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Seminar Topics

Small Grains

Wednesday

- Soil Testing after a Wet Fall: How Low Can You Go?
- Challenges and Opportunities of Using Drones to Aid in Crop Management Decisions
- Options for Spring Application of Fertilizer
- Emotional Stress on the Farm: Implementing Practical Strategies to Cope *(Joint Session with Beans)*

Thursday

- Small Grain Disease Update: What We Learned in 2019
- Drying and Storage Options for High Moisture Grain
- 2020 Marketing without 20/20 Vision *(Joint Session with Beans)*

Soybeans / Dry Beans

Wednesday

- Optimizing Fungicide Application Methods for Improved Management of White Mold in Soybeans and Dry Beans
- North Dakota Soybean Fertility Revisions
- Updated Soybean Management Practices
- Emotional Stress on the Farm: Implementing Practical Strategies to Cope *(Joint Session with Small Grains)*

Thursday

- Soybean Weed Management Challenges in 2020
- What's New for Insect Pests of Dry Beans and Soybean
- 2020 Marketing without 20/20 Vision *(Joint Session with Small Grains)*

Potatoes

Wednesday

- Fertilization after Fall Flooding
- United Potato Growers Potato Outlook
- National Potato Council Update
- New Products from BASF for Potato Management
- Syngenta - Vibrance Ultra
- Use of Aerial Imagery for Potato Growers

Thursday

- Minnesota Certified Seed Report
- North Dakota Certified Seed Report
- What's with the Wild Fall Weather?
- Trapping Spores of Late Blight: The Canadian Experience
- Pointers on Spring Fumigation
- 2020 Vision on Seed Management
- Common Scab: A Problem with No Solution?

From the Archives of the Northharvest Bean Growers Association

1 Year ago: Winter 2019

WET AND COLD

North Dakota Agricultural Weather Network Director Daryl Ritchison reports the 2018 growing season started and finished cold and wet. April 2018 was one of the top ten coldest Aprils on record, delaying planting for much of the area until early May. In addition, harvest was

delayed by a top ten coldest October on record. Snow or enough rain to kept a majority of farmers out of the fields until late October, or in some instances, even November.

INVESTING IN RESEARCH

The Northharvest Bean Growers Association is investing more than \$251,000 to help manage white mold, improve salinity, address waterlogging stress resistance and

more. For the 2019-2021 biennium, North Dakota Governor Doug Burgum presented a \$14.3 billion budget, raising state spending five percent. NDSU Extension and the North Dakota Agricultural Experiment Station experienced budget cuts in the previous biennium.

5 Years Ago: Winter 2015

PROMOTING DRY BEANS IN FOOD/ BEVERAGE SHOW

The Northharvest Bean Growers Association was an exhibitor at the Americas Food and Beverage Show in Miami. Executive Vice President Tim Courneya and North Central Commodities Sales Manager Bill Thoreson represented Northharvest.

REVERSE TRADE MISSION

The U.S. Dry Bean Council hosted nine individuals from eight countries in a reverse trade mission. USDBC representative Randy Duckworth thinks it has been 20-plus years since they've had this big of a trade mission. North Dakota, Michigan and Nebraska were part of the trade trip.

10 Years Ago: Winter 2010

DRY BEAN PRODUCTION DOWN 1.5 PERCENT

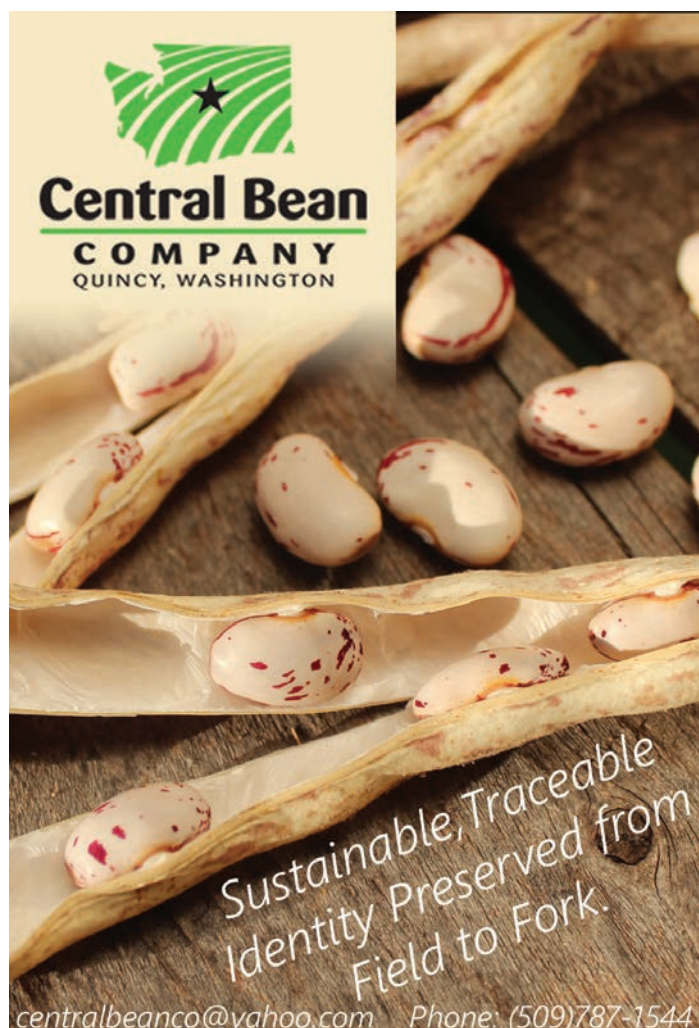
According to USDA's December Crop Production Report, U.S. dry edible bean production is forecast at nearly 25.2 million cwt for 2009, up 6,000 hundredweight from the October forecast but 1.5 percent below 2008. Planted area is estimated at 1.53 million acres, up three percent from the previous year's estimate.

NDSU GREENHOUSE PLANNED

D.C. Coston, who is the North Dakota State University vice president of agriculture and NDSU Extension, outlined plans for a new state-of-the-art greenhouse facility. The project is scheduled for a 2011 opening.

15 Years Ago: Winter 2005

The Northharvest Bean Growers Association elected Kevin Anderson of East Grand Forks as president. Alan Juliuson of Hope is vice president and Mark Streed of Milan is treasurer.



The image features the Central Bean Company logo, which includes a green stylized bean shape with a black star inside, above the text "Central Bean COMPANY" and "QUINCY, WASHINGTON". Below the logo is a photograph of several white beans with red speckles, some still in their pods, resting on a wooden surface. At the bottom of the image, the text "Sustainable, Traceable Identity Preserved from Field to Fork." is written in a white, cursive font. At the very bottom, the contact information "centralbeanco@yahoo.com Phone: (509)787-1544" is displayed.

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2019: A 'White Bison' Year

By **Daryl Ritchison**,
director, North Dakota
Agricultural Weather
Network

Weather memories tend to be short, but you would have to believe that the growing season of 2019 is going to be remembered for a long time. A wet, cold spring was followed by a wet, cold fall across much of the Northern Plains, making for a frustrating year for ag producers.

In many ways, the troubles in 2019 started in February. It was the second coldest February on record for North Dakota taken as a whole, with only the famed Febru-

ary 1936 cold snap being colder. It was also a wet month, with abundant snow and the combination of the extremely cold temperatures that pushed the frost depth lower than average. The moisture attributed, in part, to the slow start of the planting season.

Spring came late, and with the above average winter snowfall and a deeper than average frost depth, soil temperatures were slow to warm. April 2019 finished near average for temperatures across northern North Dakota, where grain planting was able to begin in some areas. In the southern part



Daryl Ritchison

of the state, some poorly timed rain and snow kept conditions too wet for much planting. The trend in April for northern North Dakota was drier and warmer (per averages) than the southern

part of the state continued into May.

May 2019 was cooler than average, but generally dry across the northern one-third of North Dakota into northwestern Minnesota, where spring planting was able to move forward. In southern North Dakota into west central Minnesota, May was generally wet with temperatures farther below average than the northern part of the state. In turn, southern areas had an extremely difficult planting season and many acres were prevented from being planted.

The temperature patterns turned around in the

Continued on Next Page



Receiving Station locations

- St. Hilaire, MN
- Grafton, ND

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- Garske, ND

Contact: John Smith 918-408-7536

Office Phone: 218-964-5407 | scoularspecialcrops.com



summer months - June, July and August - and the cold, late winter and spring were replaced with temperatures closer to average. After the late start, a warmer than average summer was needed for the crops to try and catch up, although that was not the case for most of the region. Thankfully, temperatures were near average and not below like the previous several months.

Northern North Dakota experienced a dry May, which continued into the first half of June. There was drought talk for part of June in some northern portions. But with a significant rain for some on June 15 and another storm on June 30, in combination with early July rain, most areas had adequate moisture for the rest of the summer.

The one big exception to this was Pembina County in northeastern North Dakota, where the rains tended to miss all summer and those very dry conditions persisted until September. It wasn't until September that the weather transitioned to record breaking wetness for the rest of the region as well.

September 2019 was the wettest on record for North Dakota as a whole. In weather/climate circles, any statistical variable far outside any other recorded parameter is often called a black swan event. I personally prefer

to call them white bison events as it fits our region better and indicates the rarity of a select few recorded climate events.

The heat wave in July of 1936 would be an example of a weather occurrence far outside any other heat wave since records began and could be described as a white bison event. September 2019 in North Dakota (taken as a whole) was so wet that it also could be described as a white bison event. That is an indication to just how unique September was for many parts of North Dakota.

October was another wet month, but not as uniquely as September. For the second straight year, a heavy snowstorm struck central and northeastern North Dakota during the first half of the month. The storm... or more properly worded 'the blizzard'...dropped a widespread ten to 25 inches of snow from central into northeastern North Dakota, with some areas just west of Fargo also getting into that band.

The storm came with fierce wind gusts routinely stronger than 50 mph and some locations exceeding 60 mph, particularly in northeastern North Dakota. Having a blizzard in North Dakota is not that usual but having one with wind that strong and lasting for nearly a day (even by Northern Plains standards) was a historically

impressive storm, especially considering it was from October 10-13.


After the October blizzard passed through, the wet weather did not end. Another storm moved through southern and eastern North Dakota on October 20-21. That storm dropped one to two inches of mainly rain in southern North Dakota, with anywhere from 0.25 to 0.75 inches in the Red River Valley into northwestern Minnesota.

All these periods of heavy rain or snow were often separated by only seven to ten days, never allowing for much drying in between. Plus,


the rain and/or melted snow caused widespread overland flooding, as well as rivers, streams and coulees spilling over into fields. This added even more misery to the harvest season.


There have been years with difficult planting or harvest, but 2019 was one of those years when both spring planting and the fall harvest were extremely challenging. The entire fall of 2019, September through November, may qualify as a white bison event for precipitation. This is a testament to the extreme conditions farmers went through to plant and harvest the crop.

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Global Reverse Trade Mission Team Visits North Dakota

Every year, the U.S. Dry Bean Council hosts an annual global reverse trade mission. This flagship event allows new global industry contacts and buyers to observe dry bean harvest, learn of new advancements in dry bean research and meet with farmers and dealers.

This year's mission took place September 7-13, 2019 and went to Michigan, North Dakota and Nebraska. The trip started in Michigan with a tour of field evaluation, receiving and processing facilities and one-on-one business networking. In Fargo, North Dakota, the participants enjoyed one-on-one meetings with industry representatives and spent a day at the Northern



Trade mission representatives pose for a group picture at the Northern Crops Institute in Fargo, North Dakota.

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Crops Institute (NCI) to learn about the laboratory facilities and new research on dry bean ingredients. This has become an important focus of the mission, as buyers in certain markets become increasingly interested in beans as snack and food ingredients.

The group also visited the Food and Nutrition Lab at North Dakota State University (NDSU) to learn more about the health benefits of dry beans. The trade mission wrapped up in Nebraska with more one-on-one meetings with industry members, visits to bean processing facilities, on-farm harvest demonstrations and time at the University of Nebraska to learn about dry bean breeding.

Every year brings new contacts from loyal buyers, new possibilities from potential new markets and renewed interest in sourcing high quality U.S. dry beans.

Passionate Problem Solving

A desire to solve problems and develop disease management strategies drives plant pathologist.

By Jessie Topp-Becker

Disease pressure varies on an annual basis. Knowing what to expect and how to best manage each disease can be a challenge. The challenge of improving disease management strategies is what drives Dr. Michael Wunsch, plant pathologist, at North Dakota State University's Carrington Research Extension Center (CREC).

A desire to solve problems is what drove Wunsch to a career involving a great deal of research.

"Research is a natural path for rigorous problem solving," he says. "I enjoy the challenge of developing practical, cost-effective strategies that can be readily adopted by growers to improve disease development."

Wunsch earned a bachelor's degrees in biology and economics from the University of Missouri-Columbia in 2000. Following graduation, he served with the U.S. Peace Corps in Honduras, where he worked with vegetable producers.

"I enjoyed the practical challenge of solving production problems and maintaining consistent yields of high-quality produce, irrespective of pest problems and variability



Michael Wunsch

in weather conditions," he says.

Wunsch's time with the U.S. Peace Corps drove him to continue his education and pursue a career in plant pathology.

"When I served in the U.S. Peace Corps in Honduras, I worked in a community in the mountains, where temperatures were moderate all year and it was cool and wet during the rainy season," he says. "Diseases were the primary constraint to successful vegetable production during the rainy season. I enjoyed the challenge of improving disease management strategies."

In 2010, he graduated from Cornell University with a doctorate in plant pathology. A career in the university system appealed to him due to the "greater flexibility to conduct comprehensive disease management research."

The Montana native

joined the CREC as a plant pathologist in 2010. Wunsch and his team work to address disease management problems on a variety of crops grown in North Dakota, including sunflowers, soybeans, lentils, field peas, chickpeas and dry edible beans. After years of researching diseases affecting dry bean producers, he says one thing remains constant – each year brings something different.

"The most important disease problem varies year by year, but white mold, root rot, bacterial blight, rust and anthracnose are recurring problems in our region," Wunsch says. "We maintain an extensive research program to develop improved management strategies for white mold. Additionally, we typically run a few field trials per year screening foliar fungicides for efficacy against anthracnose and fungicide seed treatments for ef-

ficacy against soil-borne diseases."

The irrigation infrastructure at the CREC is very valuable to the researchers and ultimately benefits producers.

"The irrigation infrastructure allows us to use irrigation as needed to facilitate conditions favorable for disease development, and thus, rigorously evaluate disease management strategies even in dry years," he explains.

While conducting research is the predominant focus of his job, Wunsch also enjoys talking to producers about the implications of his team's research and discussing disease management strategies they can implement on their farms. Last year, he led two workshops about white mold management in soybeans and dry beans that covered the breadth of the CREC's research efforts and research conducted by others.

Wunsch married his wife, Marie, in 2012. Together, the couple have two children: Lily and Samuel. He enjoys gardening year-round, with a large vegetable garden in the summer and a small greenhouse attached to his garage, where Wunsch grows vegetables in the winter.

Bean Improvement Meeting Returns to Fargo

Over 150 researchers, organizations and bean industry professionals representing 12 countries gathered in Fargo, North Dakota for the biennial meeting of the Bean Improvement Cooperative (BIC). A diverse group of members and colleagues interacted and exchanged information with the goal of improving bean production worldwide.

Serving on the local organizing committee for the meeting were North Dakota State University (NDSU) plant pathologist Dr. Julie Pasche, NDSU dry bean breeder Dr. Juan Osorno and NDSU Ge-



Over 150 researchers, organizations and bean industry professionals representing 12 countries gather in Fargo for the biennial BIC meeting.

nomics and Bioinformatics Program director Dr. Phil McClean.

Pasche says the last time this meeting was held in Fargo was 2001. That's

why the organizing committee was excited to host folks from around the world.

"The fascinating part about it is there are both

different challenges and the same challenges across the world in bean production," says Pasche. "We learn from both of those things."

Phil Miklas, a dry bean research geneticist with the U.S. Department of Agriculture's Agriculture Research Service, is the current BIC president. Miklas says disease resistance is one main research focus.

"A lot of dry bean diseases occur worldwide. For diseases that are a problem in the United States, the expertise may not be here. For example, experts in common bacterial blight are in South

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Africa.”

Another topic of focus at the BIC meeting was nutrition. “In the last ten years, beans have shown to have health benefits beyond just fiber and folate,” says Miklas.

During one of the meeting sessions, NDSU dry bean graduate research assistant Edgar Escobar, who works with dry bean breeder Dr. Juan Osorno, gave a presentation on current white mold research.

“The most important thing, especially for farmers, is to have a good germplasm that is showing improved resistance

to white mold,” explains Escobar. “This could help breeders in both the private and public sectors in developing highly resistant pinto bean varieties.”

Also attending the meeting was Dr. Jim Kelly, a dry bean breeder at Michigan State University. Much of his research focuses on high-yielding varieties to produce canning-quality beans.

“One of the challenges and areas I’ll be reporting on from this meeting is the development of beans varieties that retain their color when canned,” says Kelly. “For instance, when you put black beans in

water they immediately start to bleed. Then consumers open the can and the beans appear brown in color.”

More information on the Bean Improvement Cooperative, along with a list of research resources, is available at bic.uprm.edu.



Phil Miklas (pictured) serves as the current BIC president.

A large green Sund pickup harvester is shown in a field, harvesting a crop. The harvester has a long, low-profile header with multiple rows of raker teeth. The background shows a line of trees under a clear sky.

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Slow Darkening Pinto Beans Stand Out in a Challenging Harvest

Recent findings show slow darkening pintos have added nutritional value, in addition to quality, during a challenging harvest season.

As it often occurs in science, many great discoveries are sometimes the result of coincidence or serendipity. That is the case with new preliminary results showing that slow darkening pinto bean varieties have significantly higher levels of iron bio-availability.

This could have a tremendous impact in the work done to combat micronutrient deficiency in humans. Also known as “hidden hunger,” it affects millions of people worldwide, especially in developing countries.

A conversation in Au-



A comparison of slow darkening vs. regular pinto bean varieties from the NDSU research plot at Prosper, ND.

gust of 2018 about slow darkening pintos sparked collaborative research efforts between Dr. Juan Osorno, North Dakota

State University dry bean breeder, and Dr. Raymond Glahn, a nutritional physiologist with the U.S. Department of Agriculture's

Agriculture Research Service.

RESEARCH SHOWS...

Previous research has shown that the slow darkening gene is a non-functional or “broken” gene that affects the production of flavonoid compounds, specifically a subgroup called polyphenols. Plants exclusively produce flavonoids, and even though its function is not well understood yet, more than 4,000 flavonoid compounds have been identified.

Dr. Glahn was interested in seeing how the presence/absence of these compounds in slow darkening pintos affected iron content and availability. It is known that some of these compounds act as inhibitors, while others function as promoters.

Comparisons among varieties of traditional and slow darkening pintos showed that even though both types had similar seed content of iron, bio-availability was three to four times higher in slow darkening varieties. This means the amount of iron available to be absorbed



Fall 2019 conditions at the NDSU dry bean research field.

Continued on Next Page

by the intestine is much higher. Even better, there were minimal differences when comparing seeds of the same variety from different locations.

Dr. Osorno says this is a good, unintended consequence of breeding for slow darkening pinto beans. "We know genes are directly connected to a network of cellular functions and pathways that we still don't completely understand. So, every time you make a change, you may be affecting other traits indirectly."

These are one of the highest levels of iron bioavailability Dr. Glahn has seen, and he has been studying iron nutrition for many years. Research us-



A close up of the NDSU dry bean research losses.

ing a patented human cell culture bioassay, along with animal studies, has showed that some yellow beans are superior when it comes down to delivering more bioavailable iron. Recent results from Dr. Glahn are showing

that some slow darkening varieties are equal to or have higher levels of iron bioavailability.

In summary, Dr. Glahn's research shows that by identifying bean varieties with high iron bioavailability, such as the discovery

of the nutritional benefit linked to the slow darkening trait, has greater potential for sustainable nutritional benefit.

"Higher levels of iron bioavailability could be used as good selling point or added value when commercializing slow darkening pintos," says Dr. Osorno. "I'm sure some countries with malnutrition deficiencies would be happy with a product like this."

Dr. Glahn will soon conduct a chicken-feeding study in order to confirm the cell culture bioassay results obtained in his lab. Dr. Osorno plans to share more details about this research during the upcoming Bean Day in January 2020.

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HARVEST CHALLENGES PROVIDE AN OPPORTUNITY

The challenging harvest that occurred during 2019 in the Northharvest region provided an opportunity to see how slow darkening pintos kept their color and quality much better than regular pintos.

"Whoever planted slow darkening pintos this year and harvested them is on the money" says Osorno, who could see the differences in color and quality among the samples his research team was able to harvest. Unfortunately, 50 percent of the breeding

program was not harvested this year due to the wet conditions.

"If I was a dry bean grower and the 2020 season, as well as future growing seasons are going to be like this one, I would plant slow darkening pintos as part of my 'insurance policy' because I know my product will not be heavily discounted at the elevator."

Data suggests that both farmers and consumers are interested in slow-darkening varieties, but some of those in the food chain have not fully committed to the concept for a variety of technical

reasons. Those reasons include higher number of splits and cracks, a faster cooking time and other economic factors. Dr. Osorno thinks that the issue with splits and cracks is more dependent upon the environment, rather than the slow darkening trait.

In the case of cooking time, he is surprised the industry sees this as a problem. "It should be the opposite. A faster cooking time would potentially allow for significant savings in time and energy on a large scale; for example, at canning plants and commercial kitchens," says Osorno. "Similarly, on a

small scale, households in developing countries would be happy to use less wood to cook."

As for the economic factors, Dr. Osorno is not an economist, but he can see how slow darkening pintos have changed the trading dynamics of the U.S. pinto bean market. "Of course, it is all price-driven, but I prefer not to make comments about it because it is not my area."

In the meantime, Dr. Osorno continues to breed for both slow darkening and regular pinto bean varieties. "After all, I'm just the breeder, right?"

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Q&A with Ag Commissioner Thom Petersen

A glimpse of his first year as Minnesota Agriculture Commissioner.

Commissioner Petersen tell us a little bit about yourself and your involvement with agriculture.

I came to this job after spending 17 years as the director of government relations for the Minnesota Farmers Union, where I worked on behalf of their members in St. Paul and in Washington, D.C. I have been active in Farmers Union for most of my life.

I grew up in the horse business, and that's still a business I'm involved



Minnesota Agriculture Commissioner Thom Petersen

with – buying, selling and showing horses. Along the way, I've always kept

other farming interests, as well as our horse operation, growing a lot of different crops and raising cattle and goats.

My wife Alana and I live in Pine City with our two sons.

You were appointed Minnesota Department of Agriculture Commissioner in January of 2019. Did you ever envision yourself serving Minnesota agriculture in this capacity?

I really didn't. It's an honor to serve as agriculture commissioner. I real-

ly enjoyed Farmers Union and didn't see myself leaving, but I felt it was an opportunity that I wanted to get out in front of.

I think what I hadn't contemplated is how tough farming is. I knew that it was very difficult right now, with 2018 being the worst farm income that Minnesota has had in the last 23 years, but now I'm seeing a lot of the challenges we've had this year with the weather and markets. However, I'm so glad I did it. Every day it's so amazing the challenges



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that farmers face.

As you've traveled across Minnesota this past year, what are some of the biggest challenges you've found that farmers are facing?

It starts with the prices that farmers are getting. Right now, my concern is about the low farm income we've had – and it's sustained – for many farmers and sectors of agriculture. One of my lines is to say 'We're in the fifth year of a three-year downturn. We just can't seem to breakout.' My top priority is to promote Minnesota agriculture to help grow our farm income for our farmers.

Some of the other issues

I see us facing are the climate issues. The weather has been very challenging. We saw roof collapses for barns this spring, as well as a late planting and harvest season. Those are challenges that we look at.

Water issues are also very big in Minnesota. We continue to not only try to tell the story about what farmers are doing, but make sure that any programs we have are working for farmers. I'm excited about things like the Minnesota Agricultural Water Quality Certification Program that just topped ½ million acres.

There's a lot of good things farmers are doing. A lot of new markets,

like hemp, are taking off in Minnesota, but a lot of niche and smaller markets are really important, too.

The uncertain weather and volatile markets have caused a lot of stress for farmers this year, and farm stress is being talked about a lot more frequently. Does the Minnesota Department of Agriculture have programs to support farmers dealing with stress?

Absolutely. Unfortunately, we've had this before, so a lot of our programs – Farm Advocates, Farmer-Lender Mediation program, Minnesota Farm & Rural Helpline – came out of the 1980s when we had a rough patch, and


many of these programs are still used today. We have excellent resources at the department.

I always tell farmers that if you need it or if you think somebody needs it, our Farm Advocates program can really help assess the situation. I've seen them help so many farmers this fall, it's just incredible. I'm just thankful that we have programs like that. We just have to keep getting the word out for them.

As you reflect on your first year as Commissioner, what are some of the highlights?

The first highlight for me was we passed a nearly

Continued on Page 37



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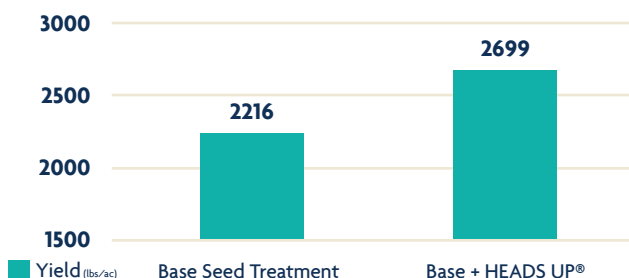
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STUDY DETAILS

Location: Merrill, MI

Elevation: 660

Current Crop: Dry Beans, Navy

Previous Crop: Continuous Beans

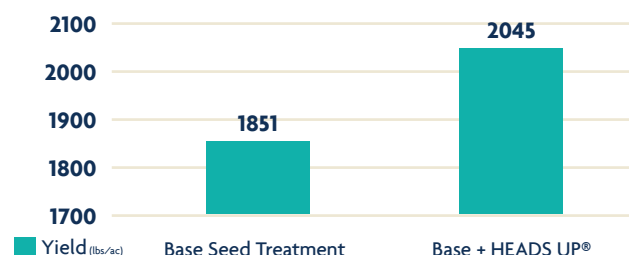
Plot Size: 6' x 25', 4 reps, Harvest 3'x15'

Planting: 6/17/2019 – Late

Maintenance: 16oz Basagran, 4oz raptor, 8oz reflex, 12oz select max, 1% crop oil, 2lbs AMS, 9oz asana

Late Season: 70-75lbs N as Urea white mold & insect control sprayed at full bloom

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STUDY DETAILS

Location: Carrington, ND – NDSU Research Station

Elevation: 1,562

Current Crop: Dry Beans, DRK

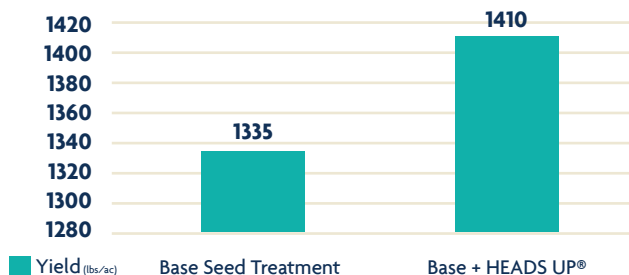
Previous Crop: Spring Wheat

Plot Size: 5' x 30', 5 reps

Planting: 5/17/2019

Inoculum: Plots inoculated in-furrow with Rhizoctonia/Fusarium-infested proso millet and wheat, and Pythium-infested sorghum

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STUDY DETAILS

Location: Jerome, ID

Elevation: 3,672

Current Crop: Dry Beans, Cranberry

Previous Crop: Spring Wheat

Plot Size: 5' x 30', 4 reps

Planting: 6/11/2019

Data adapted from The McGregor Company 2019 Research Compendium

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on-time agricultural finance bill that was bipartisan, and I was very proud that. We had a 67-0 vote in the Senate for my first ag finance bill that we did and our agricultural policy bill. I hope that ag bills can be largely non-partisan. We all understand that everyone needs farmers. For me, that was a real highlight that we were able to pass that bill and get the governor to sign it.

Other things that are very positive include, as I previously mentioned, our Minnesota Agricultural Water Quality Certification Program that's really taken off. We have



Petersen talks about farm stress in the TransFARmation podcast, a joint effort between MDA and the Red River Farm Network.

800 farmers and ½ million acres enrolled in that program. We continue to see programs grow in Minne-

sota and tell the positive role of farmers.

Another highlight is trying to help our dairy farmers. We passed the dairy package at the state legislature. We're trying to see what we can do and try to not just protect but also grow our dairy and agriculture sector.

What experiences have you had with dry bean farmers and exporters in the last year?

It's such a tremendous opportunity, and I think it's one of the more exciting things I see every day. My standard line is 'We have challenges, and we have opportunities.' I see the dry bean industry as being an opportunity.

I continue to look at our markets and learn our markets for Mexico and Canada, but also domestically. I think there's tremendous growth opportunity for the domestic

dry bean market. We have things at the department like the Value-Added Grant program that helps market crops, and we're really excited about both foreign and domestic markets for beans.

I don't want to call the edible bean market a niche, but I want to say it provides some versatility and diversification for our farmers. When I talk to our farmers who are growing beans for that market, they say it's something that really does help their bottom line. It may not make them rich, but it's something they can count on and help diversify their market.

I'm very excited, and most of the farmers who grow beans have told me they've had a good to better than good year. So, I'm just excited about that and excited to work on some opportunities for it.

I think trade is another big thing that we want to continue to grow for dry bean growers, not just the Mexican and Canadian markets, but we want to look at other countries. We went to Colombia and Peru, and we continue to look at Central American countries and some Asian markets for beans. That's one thing that the Minnesota Department of Agriculture does too, is try to host and work with other countries and companies to help connect the dots to continue to grow our markets.




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BRONCO BAKED BEANS

6 servings | 1 cup per serving

Ingredients

1 cup dry dark red kidney beans	1 6-ounce can tomato paste
1 cup dry pinto beans	1/4 cup ketchup
6 cups water	1/4 cup molasses
1 teaspoon salt	1/4 cup sugar
1 teaspoon canola oil	1 teaspoon liquid smoke
1/2-pound lean ground beef	1 tablespoon apple cider vinegar
1 large onion, chopped (about 2 cups)	1 tablespoon prepared yellow mustard

Directions

1. The night before serving: Sort through dry beans to remove dirt and rocks, putting dry beans in a sieve or colander. Rinse with cold water. Heat 6 cups of water to boiling. Add dry beans and salt. Simmer for 10 minutes on stovetop. Pour beans and water into a crockpot set on low or automatic shift. If beans are not completely covered with water, add hot water to just cover. Cook overnight or until tender when bite tested.
2. Heat skillet over medium heat. Add oil and ground beef and cook until ground beef is evenly browned. Add onions, stir and cook until onions are translucent.
3. Add beef-onion mixture and rest of ingredients to the crockpot. Stir to combine.
4. Continue to cook Bronco Beans in crockpot on low for up to 12 hours.
5. Serve hot as either an entrée or side dish.



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Northarvest Promotes Beans Across the Country

NATIONAL EXTENSION ASSOCIATION OF FAMILY & CONSUMER SCIENCES ANNUAL MEETING

October 1-3 in Hershey, Penn.

At the National Extension Association of Family & Consumer Sciences (NEAFCS) Annual Conference, Northarvest was an exhibitor and hosted an exhibit forum. The meeting was attended by members of the NEAFCS, primarily comprised of educators with state cooperative Extension Services. The Northarvest exhibit shared bean resources and recipes, as well as engaged with attendees using the Discover Your Bean Personality quiz. Northarvest also co-delivered an exhibit forum presentation with Dr. Julie Garden-Robinson from NDSU Extension titled *How to #EatMoreBeans with a Pressure Cooker*. The Northarvest portion of the presentation focused on the value of plant-based protein and the nutritional and health benefits of eating beans. Dr. Garden-Robinson shared a new program developed by NDSU Extension on how to best cook beans in a pressure cooker. This is a new packaged program from NDSU Extension, in which Northarvest is recognized as a sponsoring supporter. All attendees received a copy of the presentation and supporting materials to deliver in their respective communities.

MENUS OF CHANGE UNIVERSITY RESEARCH COLLABORATIVE

October 7-9 in Boulder, Colorado

Northarvest was a first-time sponsor of the Menus of Change



Menus of Change University Research Collaborative, October 7-9 in Boulder, Colorado

University Research Collaborative (MCURC). This is an initiative to advance healthier, sustainable menus within college and university (CU) dining. The current membership includes 57 colleges and universities that represent 750,000 meals per day. As a sponsor, Northarvest was included in a product showcase at the sponsor luncheon, participated in a sponsor connect session and presented a 30-second introduction with members. MCURC was a good opportunity to learn more about the CU dining environment and learn how beans are currently utilized. Northarvest also networked with various representatives from these industries, sharing bean resources and discovering new ways to develop bean usage in the CU dining space. There is tremendous interest in doing more with beans in CU dining, as Gen Z consumers (people born from 1996-2010) are the most in-tune generation to the individual

and environmental health impacts of food. They are also demanding food choices to meet those values.

MINNEAPOLIS PUBLIC SCHOOL TRAINING AT GENERAL MILLS WORLD HEADQUARTERS

October 17 in Golden Valley, MN

In partnership with General Mills, Northarvest provided a training to food service staff from Minneapolis Public Schools (MPS) at their headquarters in Golden Valley, Minnesota. A presentation was shared with all attendees, emphasizing the local aspect of beans in

Continued on Next Page



relation to Minneapolis schools. Also provided was an overview of who Northarvest is, the ten bean classes, the nutrition and health benefits of dry edible beans and school nutrition resources. The presentation concluded with a tasting of three school-focused recipes: Chicken and Bean Torta, Vegetarian Black Bean Stew and a Southwestern Bean Salad. The presentation generated great interest from MPS, as they are very focused on highlighting and celebrating locally grown food. Additionally, MPS is one of the largest school districts in Northarvest's growing region and is considered

one of the leaders in new and innovative approaches to school feeding in the country. Connecting with their leadership was a great opportunity to promote beans and grow bean usage in this district.

FOOD & NUTRITION CONFERENCE & EXPO, October 27-29 in Philadelphia, Pennsylvania

The Food & Nutrition Conference & Expo (FNCE) is the largest annual gathering of registered dietitians in the country, attracting over 11,000 dietitians to Philadelphia. Northarvest was a sponsor/exhibitor for the three-day expo, and the booth attracted over

700 visitors and generated nearly 500 new leads. The booth included a new bean booklet that provides a comprehensive overview of beans, including health benefits, nutrition, cooking guidelines and recipes. The booklet is designed to have an art-like quality, as the look and feel of a publication increases the perceived

value of the material and therefore the value of the content. Also, the bean personality quiz was shared with attendees, encouraging them to share their results on social media for a chance to win an "I Love Bean a Dietitian" shirt. This activity was very popular and generated great buzz on social media.



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Tell us about your family farm. My great, great grandfather began farming in our township in 1882. After my father passed away when I was 17, I began farming full-time. My family has sold certified seed potatoes for 101 years now and have raised dry beans for about 20 years.

What classes of dry edible beans do you grow?

When we first started raising dry beans, we grew and knifed pintos and eventually began harvesting navy beans with a flex head. Most recently, I switched to raising black beans as varieties have improved.

What is your favorite piece of farm equipment?

One of the happiest days of my life was at 15-years-old when my father purchased a skid steer loader to replace the potato fork used in removing spuds from storage warehouses. In 2019, I love the speed and efficiency of flex heads.

What other organizations are you involved with, or what other leadership roles do you hold?

I am or have been involved on the local township, school, co-op, conversation and Extension boards, as well as the National Potato Council, U.S. Potato Board and the Northern Plains Potato Growers Association.

Do you have any hobbies? What do you do in your spare time?

I partake in a 6 a.m. basketball in the winter and run 5K races in the summer, in addition to crop scouting

April through October. Also, I enjoy catching walleye and hunting whitetails.

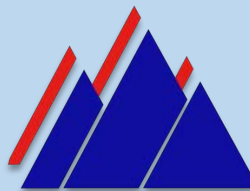
If you could win a vacation anywhere, where would you want to go?

I want to go to that place in Brazil where no one owns a jacket!

What's the best part about being a farmer?

The value of windows of opportunity during an ideal planting or harvest season are tens of thousands of dollars per acre. Therefore, we are always trying to gain efficiency on the farm. Dry beans and potatoes are two of the most wholesome foods known to man, therefore I am very thankful to raise a family where we can grow both.

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BEN VIG

Sharon, North Dakota

CROPS RAISED: Barley, corn, dry edible beans, soybeans, sunflowers and wheat

Tell us about your family farm. I grew up on the family farm, which was homesteaded in the 1890s, and I'm now the fourth generation. Today, I live on the original family homestead. Every summer since high school I've been on the farm, but since my dad's transition and retirement I've been farming on my own since 2014.

What classes of dry edible beans do you grow and why? My dad started raising dry bean in the early 1990s as an alternative crop and it turned in to one of the primary crops in the rotation. Over the years, dad had good luck with pinto beans, and we've also tried cranberry beans, navy beans and others. The past couple years I've had black beans on the farm. Both black beans and pinto beans are easy to direct combine with a flex head.

What is your favorite piece of farm equipment and wouldn't want to be without? That would be a tractor. You can cover a lot of ground in the field with a good,

four-wheel drive tractor. The two-wheel drive tractors also have an important role in picking rocks, swathing or even running the snow blower. A tractor is always useful!

What organizations or activities are you involved in? I was a member of the state legislature representing District 23 ten years ago. After that, I've been active with the Northarvest Bean Growers Association board, the North Dakota Oilseed Council representing sunflowers, the Aneta Farmers Union Co-op board and the North Dakota Farmers Union. Commodity boards play a vital role with what we do in agriculture, so to be active is important to me.

If you won a vacation, where would you go? I've always been intrigued by and admired agriculture in Puerto Rico and parts of the Caribbean, as well as the culture, food and the people. So, I think I would go there.

What's the best part about being a farmer? The best part is it is truly a family affair. Every day it seems like family is either nearby or there is flexibility to spend time with family. Even in the busiest of times, you can find time to be with family. Growing up with neighbors and in a small community, they too become family.



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