

NORTHARVEST

BeanGrower



INSIDE
Bean Day
Annual Report
Trade Mission to
United Kingdom

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² Cowboy and Gleam are Patent Pending.
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Joe Mauch, Treas. • Hankinson, ND • 701-242-7528
David Dickson • Gilby, ND • 218-779-3801
Cordell Huebsch • New York Mills, MN • 218-841-2364
Jeff Kosek • Brownton, MN • 320-510-1828
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Mark Dombeck, Chair • Perham, MN • 218-346-6208
Don Stueve, Vice Chair • Dumont, MN • 320-748-7772
Jason Faugstad, Sec. • Climax, MN • 218-215-2438
Norm Krause, Treasurer • Nisswa, MN • 218-296-0920
Ryan Peterson • Clear Lake, MN • 320-493-5777
Minnesota Commissioner of Agriculture

North Dakota Dry Bean Council

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Karl Jodock, Vice Chair • Northwood, ND • 218-779-6498
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Joshua Ihry • Hope, ND • 701-261-6712
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VOLUME 28 ISSUE 1

A YEAR OF COVID, ELECTIONS AND DROUGHT BEHIND US

2021 was not a return to normal. We began the year at the height of the COVID-19 pandemic. The pandemic is still with us today with a new variant making headlines. Politics were in the news one



year ago with a dramatic election and a new administration coming into the White House. The United States remains deeply divided today with gridlock being the rule of the day in Congress. Dry weather concerns persisted from 2020 and into 2021. A historic drought was seen this summer throughout the Northarvest region. The weather remains a daily topic of discussion. Fortunately, most of us received some decent moisture after the dry bean harvest.

Through all of us, our Northarvest growers did what farmers do; went to work putting safe, nutritious food on the consumer's table.

The Northarvest Bean Growers Association is going through its own evolution. The association began as a cooperative venture between dry edible bean growers in North Dakota and Minnesota in 1976. Tim Courneyea has masterfully guided Northarvest throughout that time. Faye Courneyea also served the association as the office manager and finance director.

Thanks to Tim and Faye's dedication and innovation, our Northarvest region is North America's largest supplier of quality dry beans. We all owe a debt of gratitude to Tim and Faye. Thank you.

Mitch Coulter is doing tremendous work for Northarvest and we're so happy with his work as our executive director. There are two new additions to our Fargo office. Jed Brazier is our marketing and communications director and Jennifer Hansen is our office manager/finance director. Welcome aboard, Jed and Jennifer!

Bean Day is coming up on Friday, January 21 at the Holiday Inn (See page 7 for details). We're back to an in-person event and we're looking forward to having you join us for a day of information and networking.

Sincerely,

*Eric Samuelson, President
 Northarvest Bean Growers Association*

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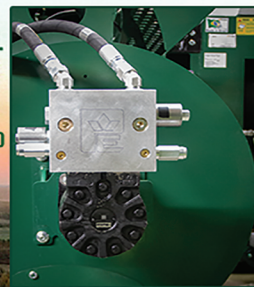
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Pinto Bean Receiving Stations At:

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 Garske, Webster, ND
Contact John at (918) 408-7536

Central Valley Bean Grafton, Grafton, ND
Contact Andrew at (701) 520-2608
Central Valley Bean Cooperative, Pisek ND
Contact Dan at (701) 847-2622
CHS Harvest States, Lankin, ND
Contact Paul at (701) 593-6255
CHS Lake Region Grain, Devils Lake, ND
Contact Jason at (701) 662-5051

Northwood Equity Elevator, Hatton, ND
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47TH ANNUAL BEAN DAY

BEAN DAY

January 21, 2022

Fargo Holiday Inn



BEAN DAY AT A GLANCE

January 20, 5:00 p.m.

Pre-Bean Day Reception
from 5 pm to 7 pm

January 21 8:30 a.m.

Bean Day Trade Show and
Registration Begins

January 21, 9:15 a.m.

Program Begins

January 21, 3:30 p.m.

Bean Day Concludes



Bean Day Program -- January 21

MORNING PROGRAM

- 8:30 – 9:30 a.m. **Registration, Coffee**
- 9:15 – 9:30 a.m. **Welcome from NBGA President
Agenda Outline**
- 9:30 – 9:50 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
- 10:00 – 10:30 a.m. **Panel Discussion: Cover
Crops, Conservation Tillage
and Soil Management**
Mike Ostlie, Greg Endres, Jeff Strock,
Abbey Wick, and Panel Facilitator, Brad
Brummmond
- 10:35 – 10:55 a.m. **The International Bean Market**
Rebecca Bratter, Executive Director,
US Dry Bean Council, Portland, OR
- 11:00 – 11:20 a.m. **Succession Planning Session**
Andy Zenk, AgCountry FCS
- 11:30 – 11:50 **Specialty Conversations, 2021 Dry
Bean Insurance Options**
Amanda Beck, USDA RMA
- 12:00 – 1:00 p.m. **LUNCH**
• Featured speakers are Northarvest Scholarship
Award Winners Andrew Johnson and Justus Jon
Moser
• Award Presentation to Tim & Faye Courneya
(presented by Mike Hergert and Bill Thoreson)

AFTERNOON PROGRAM

- 1:15 – 1:30 p.m. **Association Business**
Eric Samuelson
Northarvest Bean Grower President
- 1:30 – 2:00 p.m. **Panel Discussion: Value-Add Dry Beans**
Steve Savell, Director of External Affairs &
Sustainability, Bush Brothers; Jennifer Tesch,
Chief Marketing Officer, Healthy Food Ingredients;
John Bartsch, ND/MN Regional Manager, Kelley
Bean Company; Aidin Milani, Sales Manager,
Special Grains & Pulses, Buhler Group; Tony Snider,
Vice President, N.K. Hurst Company; and Panel
Facilitator Mark Jirik, CEO, Northern Crops Institute
- 2:05 – 2:25 p.m. **Panel Discussion: Northarvest
Leadership Corner**
Eric Jorgenson, Vice President; Joe Mauch,
Treasurer; Roger Carignan, ND Council Chair, Mark
Dombeck, MN Council Chair, and Panel Facilitator,
Eric Samuelson, President, Northarvest Bean
Growers Association
- 2:30 – 2:55 p.m. **Panel Discussion: Dry Bean
Management -- The Scouting Report**
Michael Wunsch, Sam Markell, Joe Ikley, Janet
Knodel, and Panel Facilitator, Jack Rasmussen
- 2:55 – 3:15 p.m. **Closing Remarks**
Eric Samuelson
Northarvest Bean Grower President

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: (877) 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/hotels

Bean Day Exhibitors

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Alloway

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Fargo, ND 58102
(701) 446-7003

BASF

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Research Triangle Park, NC 27709
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Wilmar, MN 56201
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Hawley, MN 56549
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10900 Cash Road
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VIVE Crop Protection

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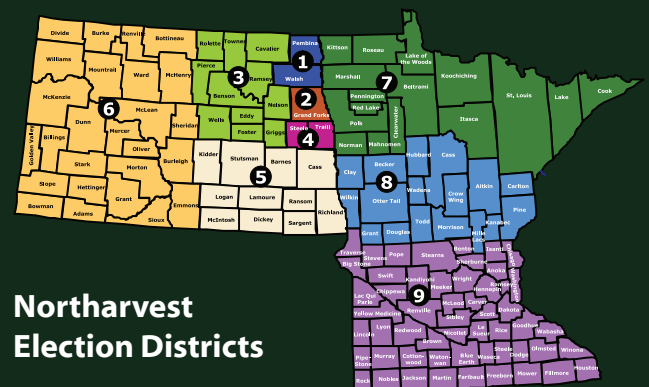
Wilbur Ellis

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



2022 NORTHARVEST BEAN ELECTIONS

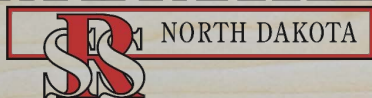
District 2 (ND), District 5 (ND) and District 8 (MN) director positions on the Northharvest Bean Growers Association are up for election in 2022. The elections are being conducted through mail ballot. After committee review, the election results will be announced at the 47th Annual Bean Day. Any dry 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.



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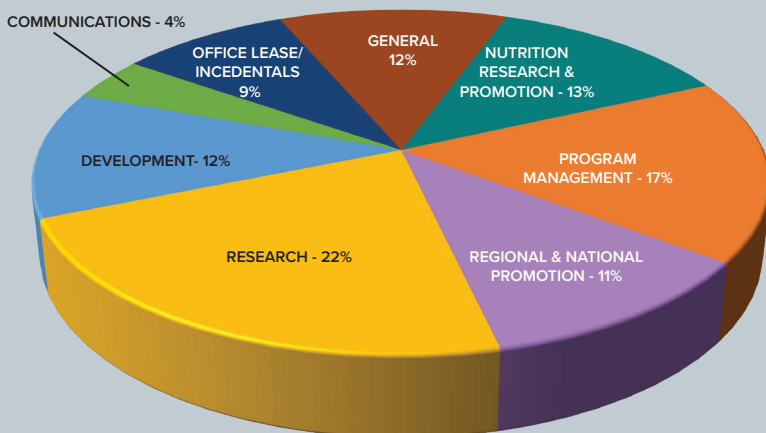
Larson Grain Company
100 Second Avenue, Englevale, ND 58033
Contact: Nick Shockman
701-683-5246 / 701-361-2230
Email: nick.shockman@larsongrain.com
Website: www.larsongrain.com



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

2021 ANNUAL REPORT

2021-2022 Budget by Category



ANNUAL BUDGET APPROPRIATION BY CATEGORY

EXPENSE	2020-21	2021-22
Nutrition Research/Promotion	186,080	213,580
Program Management	311,050	290,975
Regional & National Promotion	315,750	188,000
Research	272,340	378,725
Development	213,200	201,500
Communication	69,000	69,600
Executive Director/Office Lease/Incidentals	150,000	150,000
General	82,580	203,000
TOTAL	1,288,950	1,404,405

INCOME	2020-21	2021-22
North Dakota Dry Bean Council	903,000	1,165,804
Minnesota Dry Bean Research & Promotion Council	417,000	434,220
Northarvest Bean Growers Association	280,000	95,356
TOTAL	1,600,000	



Northarvest Directory

NORTHARVEST BEAN GROWERS ASSOCIATION

GARRETT THOMPSON

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Grafton, ND 58237 | 701-360-1259

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LEANN SCHAFFER

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Climax, MN 56723
701-215-2438

NORM KRAUSE

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

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Dumont, MN 56236 | 320-305-0427

RYAN PETERSON

Area 4 - Council Member
9200 57th St.
Clear Lake, MN 55319 | 320-493-5777

MARK DOMBECK

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

Mission Statement:

The Northarvest 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.

FROM THE PRESIDENT

2021 was the Year of Weather Variability

NORTHARVEST COMMITTEE MEMBERS

RESEARCH

Norm Krause, (Chair), Eric Jorgenson, Joe Mauch, Karl Jodock, Don Stueve, Mark Dombeck, Ryan Peterson, Jacob Faugstad, Jeff Kosek

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Delegate: Kevin Regan
Alternate: Roger Carignan

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Mark Dombeck (Chair), David Dickson, Joshua Ihry, Karl Jodock, Joe Mauch, Ryan Peterson, Leann Schafer, Garrett Thompson

POLICY AND NOMINATION COMMITTEE

Joshua Ihry (Chair), David Dickson, Eric Jorgenson, Norm Krause, Joe Mauch

SCHOLARSHIP

Eric Jorgenson (Chair) Jacob Faugstad, Karl Jodock, Matt Thompson

SEARCH

Kevin Regan (Chair), Mark Dombeck, Joshua Ihry, Karl Jodock, Ryan Peterson, Leann Schafer, Matt Thompson

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MARKING & COMMUNICATIONS MANAGER

Jed Brazier - 701-365-5101

DIRECTOR OF FINANCE / OFFICE MANAGER

Jennifer Hansen - 701-365-5102

EXECUTIVE VICE PRESIDENT

Tim Courneya - 218-334-6351

I wrote my first 'Starting Point' column in the summer edition of Northarvest BeanGrower magazine. I commented on the challenging weather we had received in early 2021 with cold and dry conditions in my region of Crookston, Minnesota. The weather was not very conducive to getting a strong stand with our dry beans last spring.

The severity of the drought was relentless for our western North Dakota



farmers. Those conditions followed throughout the growing season into harvest. We saw a lot a variability in weather patterns and crop yields throughout eastern North Dakota where our farmers produced average to slightly below average production. USDA is estimating that our North Dakota production in 2021 is down 700 lbs./acre. This is a 53% reduction from the large 2020 crop.

In Minnesota, yields followed the variability trend of eastern North Dakota. We saw a lot of unpredictability in weather patterns and yields as well. USDA projects a drop in production of 150 lbs./acre from the 2020 yields. Minnesota did receive more late season rains and has more irrigated acres to keep production levels closer to average in a drought year but we still experienced a projected loss in production of 19% from our 2020 crop. Northarvest is projected to represent 65% of the total bean production in the United States in 2021 and we are proud of our farmers for their dedication to production.

Lastly, I want to touch on the importance of our world markets. In November, I was honored to travel to the United Kingdom and Finland with Minnesota Governor Tim Walz, Commissioner Thom Petersen, Deputy Commissioner Andrea Vaubel, Minnesota Trade Representative Jeff Phillips and several agriculture organizations to develop trade relations. I had the opportunity to meet with United Kingdom Trade Minister Penny Mordaunt with hopes of a solution on the dry bean retaliatory tariffs being removed. The United Kingdom is the 5th largest dry bean market. We hold hope that 2022 will provide relief in the form of free trade of our beans in this region.

We will move forward to a new year in 2022 and continue to advocate on behalf of North Dakota and Minnesota dry bean farmers!

Eric Samuelson

Northarvest Bean Growers President

Regional & National Promotion

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

CULINARY INSTITUTE OF AMERICA PROGRAMS

Northarvest supports several programs in partnership with 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. The retreats include the Flavor Summit – An international audience of healthcare professionals to educate on the health benefits of beans; Menus of Change University Research Collaborative - a working group of leaders in college and university dining working to create healthier, more sustainable, plant-forward menus; Healthy Kids Collaborative - a national initiative working to improve K-12 dining; 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. This outreach allows Northarvest to directly connect with thousands of food decision makers each year with the goal of increasing overall bean usage and inspiring new menu concepts across American dining operations.

WORLD BEAN KITCHEN

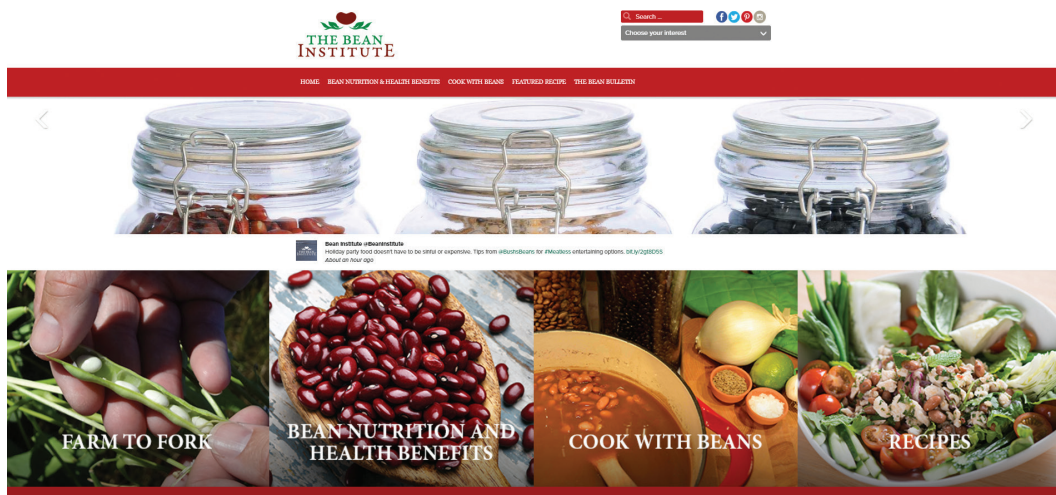
The World Bean Kitchen is a website housed on the Culinary Institute of America's ProChef site, designed to inspire chefs and food service operators to innovate with beans. Annually, Northarvest develops new recipes with video for the CIA culinary team to showcase unique bean dishes. These recipes, and the supporting videos, are featured 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.

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. 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, such as deciding 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 dice, and the number rolled is assigned to something that impacts their profitability.

www.agclassroom.org



NORTHARVEST SCHOLARSHIP PROGRAM:

The Northarvest Bean Growers Association awards two, \$1,000 scholarships to support the children and/or grandchildren of Northarvest Bean Growers Association (NBGA) members annually. The 2021 winners were Andrew Johnson of Park River, ND, son of Dwight and Susan Johnson and Justus Jon Moser, son of Jon and Lois Moser of Morris, MN.

CONGRATULATIONS

2021 NBGA SCHOLARSHIP RECIPIENTS!



Justus Jon Moser

Morris Area High School
Morris, MN



Andrew Johnson

Park River Area High School
Park River, North Dakota

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 March 2021, the Northarvest board approved the following research projects for a total budget of \$378,725:

- Dry bean improvement for the northern plains.
- Dry bean response to drainage and fungicide treatment.
- North Dakota dry edible bean variety trials.
- Strategies for reducing erosion through spring cover crops.
- Herbicide programs to control ALS-resistant palmer amaranth and waterhemp in dry beans.



- Improving white mold management in dry beans.
- Pinto bean crop tolerance to preplant, low-dose application of dicamba.
- Survey and management of dry bean diseases in the Northarvest region.
- Develop dry bean genetic lines resistant to soybean cyst nematode.
- Develop soil health best management practices for a soybean, wheat, pinto bean, corn rotation and share results through extension services with farmer members.
- Farmer survey documenting changes in agronomic practices, varieties of beans grown, pest problems, and chemical use in the northern plains.
- Evaluation of selected plant establishment factors and nutrition inputs for pinto beans.
- Dry Bean variety trials with added Staples, MN site

Nutrition Research & Promotion

Northarvest works with Communique, an agriculture, health and nutrition communications firm to promote beans for 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 America, and to support the continued human health related to dry edible beans. This partnership provides the following services for Northarvest:

BEAN INSTITUTE SOCIAL MEDIA

Communique 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: 7,540 (6,341 previous year); Twitter: 2,315 (2,129 previous year); Instagram: 3,433 (3,188 previous year) and Pinterest: 1,392 (1,000 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. Communique's services include monitoring the web and keeping it

fresh, responding to visitor questions, adding educational content, videos and other materials, and monitoring web traffic and usage.

DRY BEAN HEALTH RESEARCH PROGRAM (DBHRP)

Northarvest awards three incentive grants of \$20,000 each to highly qualified researchers for the development of research proposals on dry beans and human health to be submitted to the National Institute of Health (NIH) and/or the U.S. Department of Agriculture (USDA). Communique administers the DBHRP on behalf of Northarvest. Since the program's inception, the \$685,000 in Northarvest supported DBHRP awards have received funding of approximately \$12.2 million from other funding organizations for research on beans and human health. In 2021, Texas A & M Professor Luis Cisneros-Zevallos's research Identifying dry bean usage in reducing inflammation by improving gut bacteria was approved on behalf of Northarvest.

REGISTERED DIETICIAN
Registered Dietitians (RDs) are the nutrition experts and are sought

after for commentary and guidance to help determine healthy food options. Communique will continue to retain the services of registered Dietician Kaci Vohland for the 2021-2022 fiscal year. Kaci will develop content for handouts and provide Dry Edible Bean nutrition information to food experts and engaging directly with dietitians, food experts, and influencers by attending the annual Food & Nutrition Conference & Expo, the Culinary Institute of America, and National School Nutrition Association Conferences.

FOOD & NUTRITION CONFERENCE & EXPO

Each Year the Academy of Nutrition and Dietetics hosts the world's largest meeting of food, nutrition and dietetics experts – the Food & Nutrition Conference & Expo (FNCE). In addition to the work Northarvest does online to connect with RDs, Communique exhibited Bean Institute at this year's FNCE sharing publications, recipes, and ideas to encourage their patients and clients to eat more beans. Held virtually in 2021, the event attracted over 10,000 attendees connecting from 65 countries at this event. Northarvest



gave away bean inspired Tiffany & Co. silver earrings at the event, with over 1600 entries for the contest. More than 1,200 attendees visited the virtual booth, each adding a new email address registered to communicate bean nutrition and health information.

SCHOOL AND NUTRITION ASSOCIATION NATIONAL CONFERENCE

Northarvest takes part annually in the School Nutrition Association Annual National Conference in July. Northarvest Registered Dietician and support



staff offer recipe ideas, promote bean health, versatility, and benefits of beans to school nutrition professionals.

CHILD AND ADULT CARE FOOD PROGRAM (CACFP)

Northarvest is developing at booth and will

participate for the first time in the annual CACFP conference. The audience includes child care centers, after school programs, and adult day care centers. Northarvest Registered Dietician will support and promote bean health, versatility and benefits of beans to

program leaders around the United States.

COLORING BOOK APP/WEBSITE

Northarvest is developing and deploying a coloring book app and website as a fun educational tool for informing children about dry bean farming and the benefits of beans. Kids will be able to color pages with a variety of tools, like crayons and paint bucket, on a virtual platform. As they color, an educational audio lesson will play. The app will be available in both the Apple and Google Play (Android) stores and website version.

Communications

RED RIVER FARM NETWORK – DRY EDIBLE BEANS COMMUNICATIONS

Northarvest has continued its longstanding relationship with the Red River Farm Network (RRFN) to keep growers updated on the latest agricultural issues, bean industry updates, and related information for growers. This unique partnership is an effort to keep farmers informed with up-to-date news impacting the dry bean industry. This partnership provides the following communications:

- Five annual issues of the Northarvest *BeanGrower* magazine.
- The “Dry Bean Scene,” a weekly radio segment which is available on 21 radio stations, as well as highlighted on our website and via social media channels.
- A weekly Northarvest e-newsletter that is circulated to approximately 1492 subscribers and available on our website every Friday at: Northarvest E-Newsletter



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.

U.S. DRY BEAN COUNCIL GOES VIRTUAL

The year 2020 was the beginning of a newfound era of homebound virtual meetings as a result of Covid-19. U.S. Dry Bean Council (USDBC) found themselves adjusting to hosting virtual meetings for in-person activity which continued into 2021. USDBC conducted much of their business including selecting trade team delegates, signing of MOU's for global & nutritional initiatives for food insecure nations, developing social media RFP priorities, building out dry bean support campaigns worldwide (i.e., The Culinary Institute-Worlds of Flavor Summit, Legumechef programming in the UK, Belgium, and the Netherlands, etc.), and developing the inaugural



Each year, international trade groups visit the Northern Crops Institute in Fargo, North Dakota to learn about U.S. bean production marketing, and technical services.

global bean buyer event (Bean-Con21).

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: www.northern-crops.com





2022 International Crop Expo

Wednesday, February 16th ~ 9 am to 5 pm

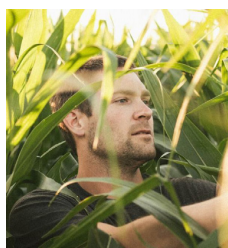
Thursday, February 17th ~ 9 am to 4 pm

Alerus Center, Grand Forks, ND

www.cropexpo.com

Keynote Speaker

Seminar Topics



The Millennial Farmer - Zach Johnson

1:00 p.m. Wednesday, February 16

Farmers Are Just Like Real People!

With his wit and dry sense of humor, Zach will share his story about why the channel was created...what he has learned... and how

agriculture can communicate with non-farmers. Known to his 800,000+ followers on YouTube as the "Millennial Farmer", Zach is a 5th-generation farmer who's spent his life growing, working, and learning on his family's farm. With growing consumer awareness about where their food comes from, Zach has identified the need for an independent voice from the front lines of agriculture. Zach actively promotes agriculture by sharing his day-to-day experiences in the agriculture world while providing farmer-to-farmer education to help facilitate a collaborative conversation between farmers and the public.

Sponsored by: 



Ron Haugen, NDSU
Extension Ag. Economist



Jeremy Johnson,
AgCountry Crop
Insurance Specialist



Randy Martinson,
Martinson Ag Risk
Management Group

Income Considerations Beyond Crop Sales

1:00 p.m. -2:15 p.m. on Thursday, February 17

Our panelists will explain different options & strategies farmers can use to boost income when yields are lower than expected. This includes crop insurance, marketing tools and flexible cash rent agreements. It will include a question & answer session.

Sponsored by: 



Check website
for program times.

Soybeans / Dry Beans

Wednesday

- Weather Outlook 2022
- Fueling your Farm
- Soil Health and Dry Bean Production
- The Current Supply Chain Bottlenecks and the Price You Pay *(Joint Session with Small Grains)*

Thursday

- Soybean Research Update
- Fertility for 2022 Beans
- Weed Management Considerations for 2022
- 2021 Marketing With 20/20 Vision *(Joint Session with Small Grains)*

Potatoes

Wednesday

- ND and MN Seed Potato Update
- National Potato Council Update
- United Potato Board Update
- Potatoes USA Update

Thursday

- Managing Storage Diseases
- Tools for Managing Potato Storage
- Tuber Quality: Sugars and Starch
- Physiological Aging of Potato in Storage

Small Grains

Wednesday

- Last Fall's Trend in MN & ND Regional Soil Sampling Results
- Current Trends in Machinery and Land Sales
- Should Last Season's Drought Change this Season's Small Grains Variety Selection?
- The Current Supply Chain Bottlenecks and the Price You Pay *(Joint Session with Beans)*

Thursday

- Small Grains Disease and Pest Outlook
- Can Farmers Profit from the Carbon Credit Marketplace?
- From Malt to Specialized Beer: A Taste of the Craft Industry
- 2021 Marketing With 20/20 Vision *(Joint Session with Beans)*

Northarvest Represented on UK Trade Mission

With the advent of the coronavirus pandemic, all in-person trade missions were put on pause. Zoom calls and Microsoft Teams video conferencing helped fill the gap, but the ability to nurture relationships is hindered.

“Trading with that personal relationship is so important,” said Minnesota Agriculture Commissioner Thom Petersen. “There are opportunities to grow the markets for Minnesota agricultural and food products.”

Minnesota Governor Tim Walz hosted a trade mission to the United Kingdom and Finland November 13-19 to develop new business opportuni-



Minnesota was the first U.S. state to visit the United Kingdom and Finland for an official trade mission since the beginning of the pandemic. Agriculture Commissioner Thom Petersen and Governor Tim Walz highlighted trade opportunities in Minnesota. UK trade officials are expected to travel to Minnesota this spring.

ties and strengthen existing ties. With this trip, Minnesota is the first state

to visit the UK for a trade mission in two years. The trade mission comes at a

strategic time as the United Kingdom is considering a trade agreement



Sixty people were included in the Minnesota delegation, including 15 individuals representing agriculture. Northarvest President Eric Samuelson is pictured third from the right.



Northarvest President Eric Samuelson met with UK Trade Minister Penny Mordaunt. Mordaunt previously served as the UK's first female Defense Minister. In political circles, Mordaunt's name has been mentioned as a possible successor to Prime Minister Boris Johnson.

with the United States and is maneuvering through its post-Brexit economy.

There were 60 people in the state delegation, including 15 individuals from the ag sector. Northarvest Bean Growers Association President

Eric Samuelson represented the dry edible bean industry. The first meeting on the trip was with UK Minister of Trade Policy Penny Mordaunt.

"It was a great opportunity to tell the story of dry edible beans and what we

have to offer the people of the United Kingdom," said Samuelson. "There was a roundtable discussion and we had one-on-one time and I was able to talk about the Northarvest Bean Growers and our dry bean industry."

Among all states, Minnesota is the largest exporter of dry edible beans to the United Kingdom. Since 2018, U.S. dry bean exports to the European Union have faced a 25 percent retaliatory import tariff. This tariff was imposed as the result of a trade dispute involving steel and aluminum. In exchange for duty-free access for some steel and aluminum shipments to the U.S., the EU decided to lift these tariffs in October.

"These trade issues are in the process of being resolved," said Samuelson. "The trade minister understands the importance of doing business with the United States and with dry beans being a large part of that trade he understands


it needs to be resolved."

Dry beans are a mainstay in the European diet and Samuelson sees an opportunity to increase consumption due to the popularity of plant-based proteins.

"It was quite an eye-opener to see what is coming for their farmers over there. They are in the first year of a seven-year program dealing with sustainable agriculture. They want to get to a carbon net-zero environment and focus on plant-based proteins and less meat."

Samuelson, who farms at Crookston, Minnesota, said there was an opportunity on this trip to highlight the quality of dry beans in the Northarvest region.


"It was an excellent trip and it was well worth the time and effort to be involved in this. I would like to thank Governor Walz for including us in this trade mission. It was an excellent venture."




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Megan McCaghey Joins the U of M as an Expert on Soilborne Fungal Diseases

The dry bean industry has a new expert on soilborne fungal diseases working in the region. Megan McCaghey began at the University of Minnesota at the end of August

“This job appealed to me for many different reasons. For one, my research background has all been related on soilborne pathogens and my interest in plant pathology began in a soil microbiology lab so the research focus was aligned with my previous experience and interest. At every step of my research trajectory, I’ve worked with both an Extension pathologist and a basic researcher so I’ve always had an interest in the work in the lab and in the field.”

Megan’s position doesn’t have an Extension appointment, but the job is funded by the AGREETT and there is an expectation that she will interact with growers. The Agricultural Research, Education and Extension Tech Transfer program began in 2015 to focus on the most important challenges facing Minnesota agriculture.

“This all feels like a great opportunity and I feel very fortunate to have landed it. I’m really glad to be here.”



Megan McCaghey

Megan began her collegiate career at Hendrix College, a small liberal arts school in her home state of Arkansas. “I became really interested in agriculture because I had a joint interest in people, in social science and in biology and I found agriculture to be a great way to mesh those interests in a manner that would have impact.”

Megan went on to UC-Davis to pursue a masters degree in international agricultural development. That’s where she began a focus on plant pathology working on applied research in tomatoes. South Africa was Megan’s next stop on her educational journey, where she

worked with small farmers on corn variety trials and foliar disease. “My time in South Africa solidified my interest in plant pathology and my interest in getting my PhD. I had conversations with researchers at the University of Wisconsin in Madison and I wanted to pursue research where I worked with growers and dealing with problems they were seeing in the field.”

At UW-Madison, Megan worked with a fungal biologist on enhancing soybean resistance to white mold. During that time, she was able to work in all stages of plant breeding, including biotechnological approaches. Megan returned to UC-Davis and

worked on integrated approaches to disease management. The goal was to develop modeling to forecast the presence of the soilborne pathogen.

Megan is busy preparing for possible research projects in her new position at the University of Minnesota. “There is a white mold prediction app developed at the University of Wisconsin-Madison and this app is used in soybeans to predict and better manage white mold. I think there is potential to optimize this in other systems including dry beans.”

Collaborative research is also being considered to deploy a low-cost monitoring system for irrigation in specialty crops such as dry beans. This research would optimize water-use efficiency and understand how different irrigation systems influence disease.

“While these are some of the preliminary questions and projects I have in mind, I hope my background in enhancing genetic resistance and working with management questions gives me an adaptable lens to be able to change and respond to the most important issues facing the industry in Minnesota.”

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From Germany to Fargo

Malaika Ebert joins NDSU's Department of Plant Pathology to focus on pulse crops

By Jessie Topp Becker

Earlier this fall, Malaika Ebert joined North Dakota State University's Department of Plant Pathology as an assistant professor – pulse crops and dry bean pathology. While Ebert's journey to the Peace Garden State brought her more than 4,000 miles from her native Germany, you may be surprised to learn this isn't the first time she has resided in Fargo.

Ebert first came to Fargo

in 2014 as part of her doctoral program. She was welcomed by frigid January temperatures and quickly wondered what she got herself into.

"It was about -20 degrees Fahrenheit outside and it made me reconsider my life choices for a hot second," she jokes. "In retrospect, I can say that coming to Fargo was, without a doubt, the best decision I have ever made."

Ebert's doctoral research project was a joint

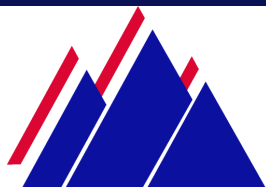


Malaika Ebert

project between the U.S. Department of Agriculture (USDA) and Wageningen University in the Netherlands. The project was

focused on effector identification. While in Fargo, she worked with Melvin Bolton, Ph.D., at USDA's Agricultural Research Service for two years before returning to Wageningen University to complete her doctoral work. Her doctoral research focused on the sugarbeet pathogen *Cercospora beticola*, which is a fungus that causes *Cercospora* leaf spot disease, the most destructive foliar disease affecting sugarbeets

Continued on page 27



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worldwide. As part of her research, she identified effectors that are essential for *C. beticola* to infect its host.

After earning her doctorate, Ebert conducted postdoctoral research at the University of Cologne in Germany and at Michigan State University. Ebert returned to Fargo in September 2021 and is excited to be working at North Dakota State University. She is most excited about the opportunity to work closely with growers.

"In Europe, it is not very common that researchers and growers interact as closely as we do here," she says. "I like [interacting with growers] because it helps me develop my research to target real life problems and hopefully our solutions have a positive impact on modern farming in the long run.

"For me, it is essential to know what challenges growers are facing in the fields," Ebert adds. "Please reach out if you feel like there is something I should know about."

Along with others in the department, Ebert's ongoing research is focused on pathogens of dry beans and pulses, including chickpea, lentil and field peas.

"Very high on our list are important diseases such as root rot and white mold," she says.

The research Ebert is currently working involves monitoring diseases in the field to be able to re-

act to emerging problems and identifying effectors that promote virulence of pathogens so they can search for their host targets.

"We will use this knowledge to improve current or develop new plant protection strategies and thereby we will draw a line from the lab to the field," she explains.

Since joining the Department of Plant Pathology two months ago, Ebert has enjoyed brainstorming with others in the department and has found the faculty to be very supportive.

"People are genuinely interested in helping each other succeed, and this is the kind of environment that fosters good science."

In her free time, Ebert enjoys traveling and being outdoors. She also likes martial arts and helps teach kids Judo.

If you have an opportunity to visit with Ebert and she references bulldogs, know that the term 'bulldog' is used synonymously for tractor in Bavaria.

"It goes back to the Lanz Bulldog, a tractor built in the early 1920s, which was extremely popular," she explains. "Please do not get confused when I start talking about bulldogs; 99 percent of the time, I am referencing a tractor!"

Growers interested in contacting Ebert can reach her at (701) 231-7077 or malaika.ebert@ndsu.edu.



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jhemmingsen@alliancevalleybean.com

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218-964-3000

Soil Health Case Studies: John Kappahn

The University of Minnesota Extension Regional Sustainable Partnership published this soil health care series featuring Northarvest member Kappahn

John Kappahn raises wheat rye seed, soybeans, corn and edible beans on his 1,632 acre farm near Elbow Lake, Minnesota. He started helping his father on the family farm when he was just five years old. Apart from time spent in college and serving with the United States Armed Forces in Vietnam, John has spent the majority of his career on the farm. During his long farming career, John has gained experience with a variety of livestock and crops. John



John Kappahn

is excited about the soil health practices that he has incorporated onto his

land. He has also successfully expanded his operation to incorporate diverse products and participate in a variety of value chains.

DIVERSE PRODUCTS AND VALUE CHAINS

John grows corn, soybeans, wheat and rye for seed. John has also been raising edible beans for over 30 years. He grows a variety of beans including black turtle beans, navy beans, pinto beans and dark red kidney beans. Ed-

ible beans are more labor intensive compared to other crops because they require more cultivation and are not compatible with the use of glyphosate as weed control. However, John sees them as a terrific way to diversify his production. Crop diversification has helped John spread out his risk because he is not relying on a single market.

In addition to growing a variety of products, John is involved in a variety of value chains. For example,



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Nathan Renard - Field Rep (701) 640-1157
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Grace City, ND (Farmers Elevator) (701) 674-3144
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THE RIGHT CHOICE FOR GROWING BUSINESS

he is one of the few Minnesota growers working with North Dakota State University to grow production seed and foundation seed. John also grows seed for a distillery in Iowa. John sees prioritizing relationship building as a major factor that has allowed him to expand into these unique markets.

John is also always looking to experiment with new crops. For example, this season, John is experimenting with hybrid rye that has male and female plants. The advantage of this hybrid rye is increased yields and more winter hardiness. He is looking forward to seeing how the rye does this year and is planning to share some

samples with the distillery in Iowa. John is also working on incorporating barley into his operations. He has noticed a growing demand for barley during the COVID-19 pandemic due to increasing interest in homebrewing. He is focusing upon a new variety of barley developed by Cornell University that is resistant to high humidity growing seasons.

COMBINING EDIBLE BEANS WITH COVER CROPS

John's typical rotation involves corn, then edible beans, followed by rye or sometimes wheat, then soybeans, then back to corn. John has been

integrating cover crops into his operation for eight or nine years as a way to improve soil structure and increase organic matter on the land. He typically plants winter rye, radish and turnips as cover crops. He has also used oats but prefers rye because he has noticed that it also helps with weed control. John uses cover crops after edible beans and has also started inter-seeding cover crops with corn. Cover crops work well with John's edible bean rotation because most years he can harvest in September and get a good cover crop established before it gets too cold. John sees the cover crops combined with edible beans as one of the most unique parts of his operations.

The soil on John's land is clay loam. Increasing organic matter on the land with cover crops and incorporating sediment basins and patterned drainage tile on to 85% of his land has helped increase water infiltration and reduce runoff. He has also found that the combination of rye and cover crops has stopped soil erosion. In fact, in some years he notices his rye collecting blowing topsoil from neighbors' fields. Increasing organic matter and improving drainage on his land has also helped John reduce his tillage. John has begun to focus more upon experimenting with strip tilling or not tilling at all.

REDUCING CHEMICAL APPLICATION

John has observed that incorporating rye as a cover crop has helped him improve weed control and reduce his pesticide use. John has also invested in a targeted spraying system for fertilizer and pesticides with the help of the Conservation Security Program. John has several irregularly shaped fields. Autosteer equipment with a targeted spraying system has helped him reduce his chemical use by 23% because he is avoiding over-applying.

CARING FOR POLLINATORS

In addition to improving soil health, John has invested in supporting ecological services on his land. For example, John has found innovative ways to care for pollinators. He is currently working with the conservation Security Program to install pollinator plots in sections of his land that are difficult to access such as areas under electricity towers. John was also worried about the impact that insecticides and fungicides coating seeds would have on pollinators and developed an innovative vacuum cleaner system for his planters. The vacuum system works like an air filter and helps prevent pesticides from being released into the air near pollinators during planting.

Raedel's Hardsurface Welding

Hardsurface pinto bean knives -- Heath, Speedy and Orthman knives

Hardsurface advantages:

- 1) Do not need a rod weeder.
- 2) No plant pull.
- 3) Self sharpening.
- 4) Slick cut of bean plant and all weeds.
- 5) Cut plant minimum depth of ground -- less dirt in beans.
- 6) If off rows, plant is cut as long as plant contacts the end of knife.

Have knives on hand.

Appreciate orders as early as possible.

Also hardsurface: Plow lays (all makes of plow); cultivator shovels; chisel plow points; NH-3 fertilizer knives; and spikes for cultivator, chisel plows and regular applicators

Travis Stegman

10095 Hwy 18, Cavalier ND 58220

Travis: (701) 520-4426

Northarvest Bean Growers Association Board of Directors Election Notifications, Districts 2, 5, & 8

Ballots for the 2022 Northarvest Bean Growers Association Board of Directors have been mailed to eligible voters in Districts 2, 5, & 8.

District 2 nominees are **Steve Broeren** from Northwood, ND and **Dexter Cronquist** from Gilby, ND.

District 5 nominees are **Joe Mauch** from Hankinson, ND (incumbent) and **Wade Readell** from Jamestown, ND.

District 8 nominees are **Cordell Huebsch** from New York Mills, MN (incumbent) and **Adam Kroll** from Royalton, MN

Election results will be announced at the an-

nual bean day meeting on Friday, January 21st, 2022, the Northarvest E-newsletter, and published in the Spring issue of the Northarvest Bean Grower Magazine.

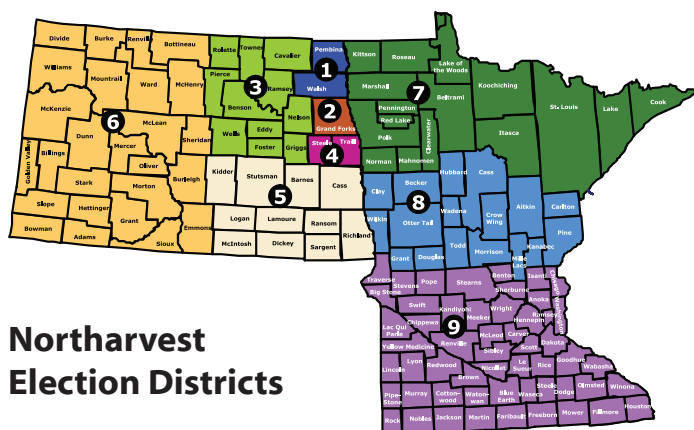
As a reminder, Any dry bean producer *and* spouse who plants or causes to be planted a dry

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, is eligible to vote in this election. A participating producer is also defined as a producer who has not

exempted himself/herself from the payment of the bean tax.

Returned ballots must include signature, printed name, address and phone number and be returned (postmarked) no later than January 14, 2022 to be considered valid. Remember: Both Producer and spouse are eligible to vote, however, voters must each sign ballots separately – grower may not sign spouses' name – or it will not be valid.

If you have any questions, please contact Mitch Coulter, Executive Director, Northarvest Bean Growers Association (701) 365-5103.



Northarvest
Election Districts



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FROM THE ARCHIVES

1 YEAR AGO

The Year of the Pandemic — In the annual report, Northarvest President David Dickson said 2020 was a year the world will never forget. Why? It was due to the COVID-19 pandemic. “Everyone’s lives were disrupted with their children now educating from home and working adults shifting to home atmospheres. Health protocols took over

everybody’s minds and the normal life we know was gone.”

A Good Crop — In a recap of the 2020, NDSU Extension Crops Economist Frayne Olson said the pinto bean crop was very good and may have been a record crop. “The exact size of the crop is still being debated, but everyone agrees that quality was good and inventories have been rebuilt.”

Food Network Star Works With Northarvest — Molly Yeh, host of Food Network’s ‘Girl Meets Farm,’ has announced a new partnership with the Northarvest Bean Growers Association called ‘Beans for Life.’ Yeh and her husband raise navy beans on their East Grand Forks farm.

5 YEARS AGO

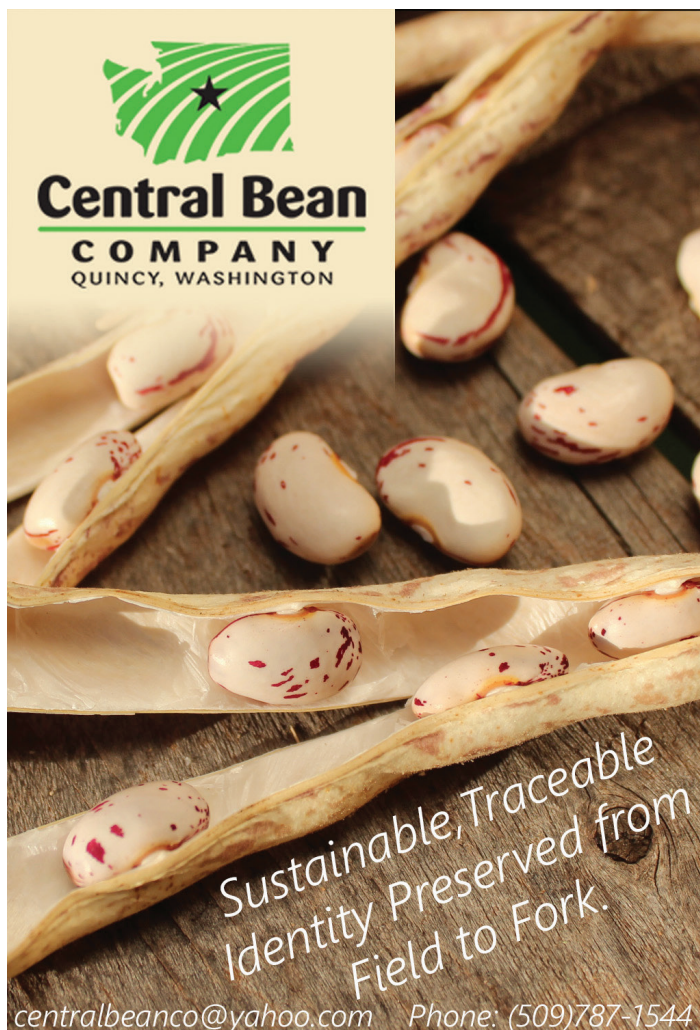
Grower Donation Follows Gulf Coast Hurricane — Hurricane Harvey, a Category 4 hurricane, hit the Texas Gulf in late August. This was the first Category 3 or stronger hurricane to make land-fall in the U.S. since 2005. After 40-to-60 inches of rain, southeast Texas and southwest Louisiana faced billions of dollars’ worth of damage. Brian Engstrom of Engstrom Seed & Bean worked with his growers to donate pinto beans to the Houston Food Bank. “All the growers donated without hesitation.” In total, 12 of the company’s North Dakota growers donated beans, including BJJ Engstrom Farms, Leeds; Jorgenson Farms, Leeds; Follman Farms, York; Herman & Sons Inc., Minnewauken; DMCD Ahlberg Farms, Leeds; Doug Dulmage,

Leeds; Bryan Kenner, Maddock; Mark Williams, Maddock; Gibbens Farms, Cando; Paul Tufte, York; Jason Duchscher, York; and Bruce and Sandi Teubner, Cando.

FFA’er and Dry Bean Grower Earns Major Award — Holloway, Minnesota farmer Joseph Arnold is the 2017 National FFA Organization’s Star Farmer. The Star Farmer award is the highest FFA recognition in the nation. Arnold’s Supervised Agricultural Experience project is the farm. On his family farm, Arnold grows navy beans and kidney beans. He also grows sugar beets, corn and soybeans. Arnold’s interest in dry beans started early on. “Growing up, my dad had always grown a little bit of navy beans.”

DR Importers Visit ND — Dry bean importers from the Dominican Republic were in North Dakota during harvest to learn more about slow darkening pinto bean varieties. Manuel Sarraff, general manager of Importadora del Sur, and Darina Mejia, international purchase manager from Grupo Perfesa, were hosted by the Northarvest

Continued on Page 32



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Bean Growers Association. They made stops in Fessenden and Washburn to visit dry bean producers and processors.

10 YEARS AGO

Trade Mission to Colombia — North Dakota Agriculture Commissioner Doug Goehring hosted a trade mission to Colombia “This is the beginning of a new effort to establish a strong trading relationship with the goal of becoming a main supplier of quality products to Colombia,” said Goehring. “We were able to identify a number of new trade opportunities.” Northharvest Bean Growers Association director

Gary Paur was part of the mission to Colombia.

No Farm Bill — The September 30th expiration of the 2008 farm bill, and the failure of Congress to pass a new farm bill, leaves the US without a farm bill. Agriculture Secretary Tom Vilsack lists the Market Access Program and Foreign Market Development Program among the programs affected. The US Dry Bean Council is among some 130 members of the Coalition to Promote US Agricultural Exports that signed a letter to House and Senate leaders urging prompt action on the farm bill, so that the MAP and FMD

programs can be reauthorized.

An Award for Bigwood — Northharvest Bean Growers Association home economist Lynne Bigwood has been honored as a Friend of the North Dakota Extension Association of Family and Consumer Services. Bigwood is recognized for providing high quality educational materials and nutritious, quick recipes for use in Extension nutrition education programs.

15 YEARS AGO

New Pinto Varieties Released — The North Dakota Agricultural Experiment Station at North

Dakota University has released two pinto varieties, Stampede and Lariat. Both varieties have upright, short vine with good lodging resistance and exhibits very good uniform dry down of both pods and plants. These two varieties were developed under the supervision of Ken Grafton, former NDSU dry bean breeder. A large portion of the funding for dry bean variety development is provided by the Northharvest Bean Growers Association.

Price Remain Strong — The crop year began on a strong note, with September’s preliminary “all dry bean” price of \$24.90/cwt averaging one-third



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above that of a year earlier. If this price holds, it would be the strongest opening price since 1988's drought induced \$27.10. Despite the small gain in production, it does not seem likely that prices for the majority of dry edible beans will experience much, if any, seasonal softening following harvest. The greatest upward price movement early this season has been for Great Northern, light red kidney, black, dark red kidney, and navy beans. For pinto beans, which typically account for 40 to 45 percent of all dry bean production, prices may pause as the crop size

becomes officially established. However, pinto grower prices during 2007/08 will still likely average above the relatively strong \$21.15 estimated for the 2006/07 crop.

Farewell to a Friend

— Tracy Sayler, editor of the Northharvest Bean magazine, passed away suddenly on October 11, 2007. Since August 2005, Tracy took pride in writing and editing the Northharvest Bean Grower magazine to make sure that it contained only the very best articles that would help growers improve their bottom line.




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Making An Impact

The introduction of ND Palomino results in positive changes for dry bean growers, others along the value chain

By Jessie Topp Becker

With the introduction of any new seed variety, it's normal to have concerns, and it takes some time for those concerns to be eased and, in some cases, other concerns to arise. When dry bean growers and buyers first learned of the new slow darkening pinto bean variety ND Palomino in 2017, they called it a "game-changer technology," but they also had some concerns. For growers, their concerns were yield and price; for buyers and some processors, the primary concern was co-mingling. After being on the market for a few years, many of the lingering questions and concerns have been addressed; however, reactions to the new variety remain mixed.

"In many cases, it's a love or hate reaction," explains Juan Osorno, Ph.D., North Dakota State University (NDSU) dry bean breeder/geneticist. "Some people are going nuts and saying it's the best thing that has happened to them, and some other people are like 'I don't want to deal with these at all.'"

Despite the mixed reactions, Osorno says growers in the Northarvest re-



Juan Osorno

gion have responded very positively to this relatively new variety.

"Our estimates for this last growing season, 2021, are that about 35 to 40 percent of the pinto acreage in North Dakota was grown with slow darkening (SD) pintos," Osorno says.

Since ND Palomino and other slow darkening pinto varieties were only released four-five years ago, Osorno is very pleased with the response, and expects acreage to continue to increase in the coming years.

For growers, the advantages of this slow darkening variety are pretty obvious: quality and price.

Beans from the Northarvest region have had a reputation of being the cheapest beans on the market and in some cases, the poorest quality mostly due to the darker color.

However, that is starting to change.

"Historically, pinto beans from North Dakota were always \$0.05 to \$0.10 behind other states because of quality issues," Osorno explains. "Now our North Dakota beans are almost the same price as Nebraska and Colorado beans, and that's just because of the quality we are offering."

While Osorno isn't aware of any growers receiving a premium for ND Palomino beans, he believes growers are losing less money because they aren't being penalized on quality as hard as they used to.

"That's a big deal, because now we're talking about real economic impact; this is money getting into the farmer's pockets," he adds.

In terms of yield, ND Palomino isn't producing

record-breaking yields, however, this first-generation slow darkening variety offers competitive yields when compared to traditional pinto beans. For growers looking to push the yield barrier, Osorno says they may not have to wait too much longer. The second-generation SD pinto beans Osorno is currently working on will likely allow growers to start breaking the yield barrier.

Osorno reminds growers that breeding progress is usually made in small steps.

"This process takes a while," he says. "There's a process that happens with breeding because it's a biological process that we're dealing with."

Despite predominately positive reactions from growers, others along the value chain have not reacted as positively.

"As with any new technology, there are always things that happen along the way," Osorno says.

The two challenges he has heard the most about: logistics and processing.

From the start, the issue of co-mingling was a concern for many in the industry. Keeping slow darkening pintos separate from traditional pintos is

Continued on page 36

paramount to prevent a “salt and pepper” effect. Some elevators have opted to not deal with slow darkening pintos, while others have found ways to address this challenge with logistics. Many larger elevators have opted to handle SD pintos at a separate facility to prevent co-mingling.

Unlike traditional pinto beans, slow darkening pinto beans cook faster, which has caused some difficulties for processors, such as commercial kitchens and canners that continue to use the same cooking protocols they have used for years.

The faster cooking time

does not come as a surprise to Osorno. In fact, it is something he started talking with processors, buyers and growers about in 2017 when ND Palomino was first released. Unfortunately, he says, that message does not always get communicated to all parties along the value chain. As with any new technology, there is always a learning curve and Osorno says it is just a matter of translating this challenge into an opportunity for a positive change.

“The initial frustrations are quickly dissipated once they realize the potential savings in time and energy when cooking

slow darkening pintos,” Osorno says.

Perhaps one of the most exciting aspects of this new variety has to deal with its nutritional value. Recent research conducted in collaboration with Dr. Raymond Glahn, a U.S. Department of Agriculture scientist at Cornell University, has revealed that slow darkening pinto beans have four to seven times more bioavailable iron than regular pinto beans. Since many pinto beans end up in developing countries where iron is a major nutritional deficiency, this finding is very exciting.


“This is big, because we are talking about human

nutritional benefits that we didn’t know about, we could call this a “good breeding accident?”” Osorno says.

At the end of the day, Osorno is excited about the way ND Palomino pintos have impacted the industry.

“Not only are they good looking, but they also cook faster, which means savings in time and energy for processors, and on top of that, they are more nutritious for people,” he says. “I don’t know what else you could ask for!”

For growers, buyers and processors, one thing is clear: ND Palomino is making a positive impact.



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Hansen/Brazier join Northarvest Bean Growers Association

Jennifer Hansen hired as Office & Finance manager for Northarvest. Jennifer's experience includes substantial time with the American Red Cross of Connecticut Disaster Relief where she served several roles over 10 years, from office manager to Senior Director of Readiness & Response. Duties included overseeing state-wide CPR training,

as well as organizing & deployment of emergency assistance in the case of fire, hurricanes, & flooding.

Hansen is a recent North Dakota transplant, meeting her future husband (a lifelong North Dakotan) while he was working in her home state of Connecticut. A match - and marriage - was made. That connection brought

Hansen to her new adopted home of Fargo.

Jennifer is excited by the opportunity to learn more about the Northarvest region's way of farming, and looks forward to finding new ways of encouraging women to participate in local Agriculture.

She joins another recent hire, Jed Brazier, who started in August in the role of Market-

ing & Communications Director. Brazier grew up in rural Northern Minnesota and brings several years marketing experience serving in member-based, non-profit organizations in both managing & executive roles.

Both can currently be reached, along with Mitch Coulter, Executive Director, in the Fargo, ND office.



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Tell us about your family history of the farm? How did you get into farming?

I'm 4th Generation Farmer. Grew up on a farm, graduated college and came back to farm with my dad. Now I farm with my son and brother.

How long have you been farming, and how long have you raised dry beans?

Since 1996. Raised dry beans all my life

What classes of beans do you grow and why?

Navy Beans – grew up raising them, fit good into our black beans' rotation.

What has been your favorite piece of farm equipment? What would you want to be without?

Strip-till Machine. Very beneficial and economical to run and produces better crops.

If you could add any new equipment, what would it be?

A new combine. If the combine goes down, the whole operation stops.

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

Past member of US Dry Bean Commission. Northarvest Bean Growers. President, Vice President & Treasurer Corn Growers, Soybean Growers.

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

Go to kid's ball games, go to the lake

What is your favorite sports team?

Bison and Vikings

If you were enjoying your favorite meal, what would be on the plate?

Lasagna and baked beans

If you could go on a vacation anywhere in the world, where would you want to go?

Jamaica. I like the laid-back atmosphere.

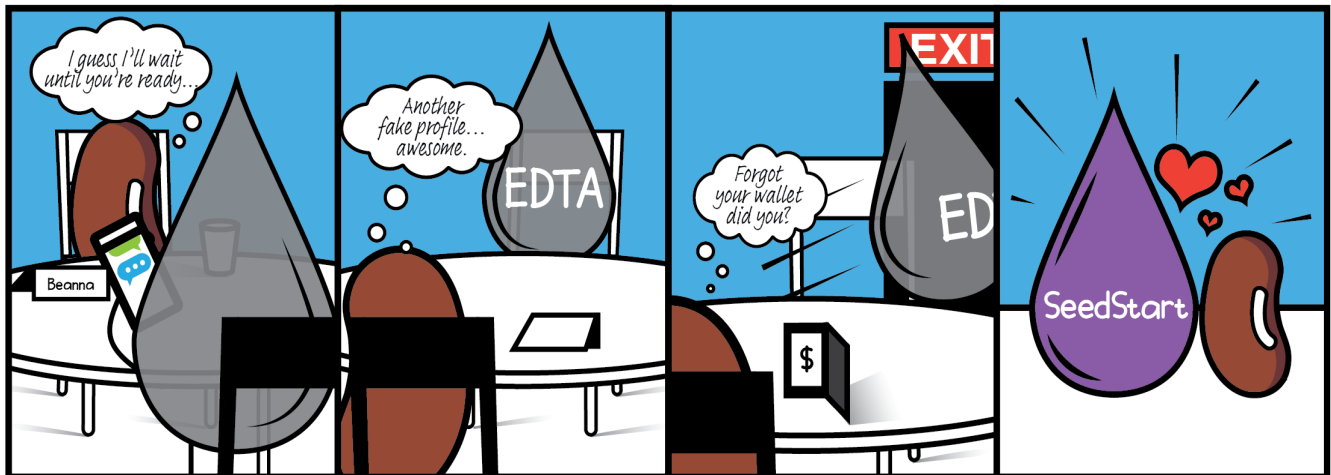
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Minnesota is the largest exporter of dry edible beans to the United Kingdom. Beans are a staple in the UK diet, which was evident in a supermarket visit during the recent trade mission.