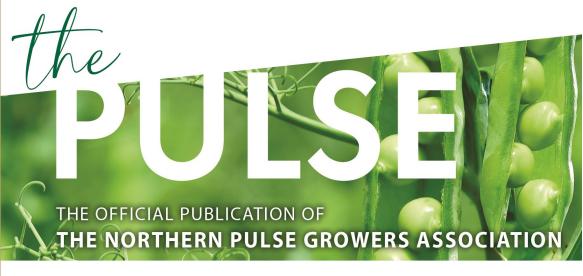


INSIDE THIS EDITION:

NPGA CONVENTION HIGHLIGHTS	
Executive Director Message 2)
NEW NPGA BOARD MEMBER)
WHAT WE'VE BEEN UP TO	
CONVENTION HIGHLIGHTS CONT	l
CONVENTION PHOTO REEL	
EXCELLENCE AWARD RECIPIENTS	
SPRING MEMBERSHIP DRIVE	0
USDA-RMA REP. LEWIS CROW	7
PULSE POTENTIAL WEBINAR SERIES	8
PODCAST FEATURE EPISODE	8
NPGA PULSE RECIPES	9
2-WEEK MEAL & EXERCISE PLANS	9
MPCC MESSAGE 10-	.11



January/February 2024 | E-News Edition

NPGA Convention Highlights



Dr. Chengci Chen of Montana State University sharing pulse research.

The Northern Pulse Growers Association (NPGA) Annual Convention was held on January 23 in Minot, ND, and was an exciting gathering of farmers, experts, and leaders in the pulse crop industry. From discussing the latest research to sharing practical farming tips, the convention was all about helping pulse growers succeed. This was a great opportunity for people in the industry to connect and work towards a brighter future for pulse farming.

Everyone was invited to partake in the Research Social that was held on Monday, January 22. Researchers in the pulse industry proudly displayed their research posters and were connected to industry members and

pulse growers. Attendees were able to enjoy a beer tasting with Atypical Brewery and Barrelworks of Minot, ND and received a complimentary beer tasting glass to commemorate the evening. This was a fantastic evening that consisted of pulse appetizers (recipes can be found on pg. 9), refreshments, and the latest in pulse research.



Dr. Joe Outlaw - Texas A&M

The NPGA annual convention started promptly at 8am on January 23 with the NPGA Annual Business Meeting. The NPGA is excited to welcome Tyler Han of Inverness, MT, to the Board of Directors representing district I – his bio can be found on pg. 3.

The agenda then featured presentations from our keynote speakers. Dr. Joe Outlaw of Texas A&M University was first on-deck and shared the latest ag policy information and provided insight on the status of the new farm bill. Jacob Shapiro with Cognitive Investments followed with an information-packed presentation on the geopolitical climate in the USA, as well as an overview of potential trade partners/allies for the USA in the future.



Jacob Shapiro - Cognitive Investments

Article continues on page.4....



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Executive Director Message

By: Shannon Berndt

In this edition of the Pulse News, we are excited to bring you all the highlights and updates from the recent annual convention. The convention was a tremendous success, bringing together industry leaders, researchers, and stakeholders from across the pulse production region. We received a significant number of compliments on the quality of speakers and topics covered!

One of the key agenda items at the Annual Business Meeting was the election of board members and officers to lead the Association into the coming year. Newly elected to the Board is Tyler Han from Inverness, Montana. You can read about Tyler's farming operation and his reasons for joining the Board in the following pages. Matt McCabe of Ekalaka, Montana was elected to serve as the new NPGA President replacing Sam Arnson of Williston who has served in this capacity since 2021. McKade Mahlen of Brockton Montana, newly appointed to the Board in 2023, was elected as NPGA Vice President. Elected as Treasurer and Secretary respectively were Blake Rasmussen, Antelope, Montana and Gary Steier, Hettinger, North Dakota. Kevin Haas, Jamestown ND and Ryan Davidson, Tioga, ND were re-elected to the NPGA Board of Directors. Ryan Brooks, Bowman, ND and Sam Arnson, Williston ND, also provide guidance for the Association. We look forward to these Director's leadership and vision to guide the industry in the upcoming years!

We were thrilled to have researchers share projects funded by the Association and have the opportunity to interact with attendees at the social. The investment in these research initiatives underscores the industry's commitment to driving progress and innovation in production to ensure producer success. Receiving input directly from producers is an important part of identifying issues and possible mitigation.

With respect to our focus in advancing research and development, several projects are currently being reviewed for potential crop year 2024 funding. The NPGA research committee members will meet with industry leaders to review cutting edge, pulse-related research that has the potential to significantly impact the industry. We look forward to sharing updates on the final selection of projects that were chosen by the NPGA in the future.

Overall, the annual convention was a testament to the strong sense of community and collaboration within the pulse industry. As we move forward, we are excited about the future and the opportunity to continue pushing the boundaries of innovation and sustainability. Thank you for being part of the community and supporting industry efforts through pulse check off dollars. Our activities would not be possible without the support of Montana and North Dakota producers. We look forward to sharing more updates in upcoming editions of the Pulse News.

Lastly, it is with a heavy heart that we say goodbye to our valued team member, Erin Becker. Erin, a very talented and passionate member of the NPGA team, will be moving on to a new opportunity. Her creative contributions to the NPGA and industry through communications, public relations and marketing have been invaluable, and she will be greatly missed. We extend our best wishes to Erin as she begins her next adventure!

Welcome Tyler Han - New NPGA Board Member!



Tyler Han, Inverness, MT, was recently elected to the Northern Pulse Growers Association Board of Directors and is serving his first term representing pulse growers in the District I position.

"I'm a 4th generation farmer that farms with my parents," said Han. "We are a family farm operation that grows peas, lentils, chickpeas, mustard, flax, wheat, barley, and cover crops."

When asked what he sees for the future of the pulse industry, Han responded that he sees potential to expand into the regenerative movement.

"We started down the regenerative farming path last spring and are excited to see what we can accomplish by creating a healthy growing environment," said Han. "We are focused on improving our soil health, which should improve our overall crop health. It

has been a great experience so far. I enjoy learning as we continue to try different things every year."

When asked what excites him most about being a part of the NPGA Board of directors, Han responded, "This is a great opportunity to share what I've learned and to learn from others!"

Tyler is married to wife, Andreya, and they have 2 sons with a baby on the way. They live and farm south of Inverness, MT.

Tyler's knowledge of agriculture, the pulse industry, and regenerative agriculture will be a great addition to the board," said Executive Director Shannon Berndt. "We look forward to working with him!"

Welcome to the NPGA Board of Directors, Tyler!

What We've Been Up To!

Below is a brief highlight of some of the NPGA programs, activities and representation around the region in January & February:

- Hosted NPGA Board meeting on Jan. 17 via zoom.
- Hosted the NPGA Convention & Annual Business Meeting on January 23 in Minot, ND
- Exhibited at the KMOT Ag Expo Jan. 24-26 in Minot, ND
- Participated in the USADPLC Info/Gov. meeting on Jan. 24
- Virtually attended the USADPLC Board Meeting Jan. 26
- Sponsored "Pulse Potential" webinar series with NCI (more info on pg. 8)
- Sponsored 2-week meal & exercise plans Feb. 5-16 to celebrate American Heart Month and World Pulses day (more info on pg. 9).
- Virtually attended the Annual Research Review Feb. 19-23.



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NPGA Convention Highlights Cont...



North Dakota Congressman Kelly Armstrong



Chuck Penner - LeftField **Commodity Research**

(article continues from pg. 1) Attendees took a small break for lunch and were greeted by Congressman Kelly Armstrong. Congressman Armstrong gave an enthusiastic speech on the importance of agriculture and the role farmers and ranchers play in North Dakota. Fun fact - later that day it was announced the Kelly Armstrong would be running for Governor in the upcoming election.

Tim McGreevy was our first "afternoon" speaker and spoke on the latest projects and programs happening on the national level with the USA Dry Pea & Lentil Council (USADPLC). Nichole Atchison of Puris followed with a very insightful presentation on the latest in pulse innovations. Nichole also touched on how pulse flours are processed, where potential demand might lie, and how pulse starches/proteins compare to other plant-based proteins. The final presenter of the day was Chuck Penner of Leftfield Commodity Research. Chuck, a friendly neighbor to the north (Canada), dove into the Canadian & US markets of pulses and touched on the markets for Canola as well.

The last item on our agenda, but certainly not least, was the NPGA Awards ceremony. As the pulse industry continues to grow, it's important to recognize individuals that contribute to the development of the industry and those that have dedicated their time, support, and service on the NPGA Board and the North Dakota Dry Pea & Lentil Council (NDDPLC). Service awards

were presented to Kevin Wolsky of Carrington, ND and Scott Sova of Noonan, ND



Tim McGreevy - USADPLC



Nicole Atchison - Puris

The final award of the day was for the NPGA Excellence Award. Each year, nominations are accepted from the public for the NPGA Excellence award. This award is presented to individuals that exemplify dedication and commitment to the continued success of the pulse industry. This year, we were happy to announce that the two recipients were Dr. Clifford Hall, for pulse research, and Paul Kanning, a pulse producer and avid advocate of the pulse industry.

for the service on the NDDPLC.

Door prizes were also awarded throughout the event - CONGRATULATIONS to the lucky winners! We also want to give a shout-out to NPGA member Blake Murray for handcrafting the two beautiful cutting boards that were given away. What a talent!

All-in-all, the future looks optimistic for pulses! As demand continues to grow, and as the population continues to increase, we're going to need various sources to fill the protein needs of the world, and this is where pulses play a key role. As Jacob Shapiro alluded, perhaps our most valuable untapped potential market is right here in the USA.

Thank you to all who attended the NPGA Convention! The best part about Convention (in my humble opinion) is meeting with fellow producers, learning from each other, and making new connections with growers and industry members. You never know where those conversations might lead! Don't forget to take our <u>Convention Survey</u> so we can make 2025's event even better!

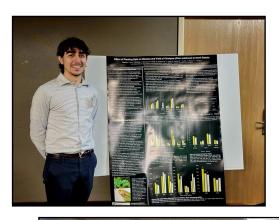
Thanks again for a great event! Cheers to a successful farming year in 2024!

Didn't make it to Convention....no worries! Listen to interviews with our keynote speakers on our sponsored RealAg Radio Episode!

NPGA Convention Photo Reel!



Kim Saueressig (right) presenting Kevin Wolsky (left) a service award for his dedication to the ND Dry Pea & Lentil Council.







Kim Saueressig (right) presenting Scott Sova (left) a service award for his dedication to the ND Dry Pea & Lentil Council.







2024 Excellence Award Recipients

Each year nominations are accepted by the public for the Annual NPGA Excellence Award. This award is presented to individuals that exemplify dedication and commitment to the continued success of the pulse industry. Prior award recipients have been producers, industry and research representatives. The Excellence Award recipients for 2024 are **Dr. Clifford Hall** (researcher) and **Paul Kanning** (producer).



Kim Saueressig (right) presenting Paul Kanning (left) the producer Excellence Award

Paul Kanning

Paul Kanning is a producer from Flaxville, MT and has been an avid advocate for the pulse industry. He currently operates a family farm specializing in the production of pulses, small grains, and oilseeds. This individual currently serves on the Montana Pulse Crop Committee, is Vice Chair of the USA Dry Pea & Lentil Council, and has taken on leadership roles on both the local and national levels.

"I appreciate the efforts of the NPGA board and staff for all they do for pulse growers in the Northern Plains. I have met a lot of excellent pulse growers, researchers, and industry partners through the association. They have all given far more to me than I have returned."



Kim Saueressig (right) presenting Dr. Hall (left) the research Excellence Award

Dr. Clifford Hall

Clifford Hall III is currently a professor in the in the Dairy and Food Science Department at South Dakota State University (SDSU). He oversees research on pulse quality and utilization of pulses in food systems. He has mentored 15 students (both graduate and undergraduate) that have completed research projects on pulses. Currently, he is advising 5 students on projects focused on peas, lentils, and chickpeas. Examples include pulses in extruded snacks, use of pulse proteins and aquafaba as an egg replacers, effects of extrusion on pulse components, sensory and stability characteristics of pulses, pulse flours and pulse fortified products, and the assessment of pulse varieties in food applications. In addition, methods for deflavoring of pulse flours and impact of storage on pulse composition has most recently been areas of research. In addition to research, Dr. Hall has overseen the annual U.S. Pulse Quality Survey activities since 2014.

"I am honored to have been selected for the NPGA Excellence Award in Research. I would like to thank the pulse growers for their longstanding support of my research activities and support of the Pulse Quality evaluation."

Membership Matters - YOU Matter.

As the NPGA starts their spring membership drive, we want to thank you for your continued support! The core of the Northern Pulse Growers Association is our membership—producers and agribusiness partners working together with a common goal of improving the profitability of North Dakota & Montana pulse growers. Membership with the NPGA gives YOU a voice on issues that affect your operations.

The NPGA works on your behalf by **advocating** the regions pulse and industry representatives through our Congressional reps, agency officials, and other government entities; **investing in research** to help combat obstacles encountered during the growing season; providing **producer education** resources on managing agronomic issues, technology tools, and updates on markets; **promoting** the health benefits to industry stakeholders and consumers; and **collaborating** with our neighbors in the agriculture industry to promote positive messaging. It is more important than ever that as an agriculture industry we work together to ensure success for future generations.

As you can see, <u>YOUR</u> membership matters and helps drive our initiatives. If you have a questions on your membership status, please contact the NPGA Office (<u>info@northernpulse.com</u>) or call (701) 222-0128.

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Get To Know Lewis Crow - Montana & North Dakota's Risk Management Specialist for pulses with USDA's Risk Management Agency.



Lewis Crow pictured with his wife Bethany.

The United States Department of Agriculture's (USDA) Risk Management Agency (RMA) is a great resource for pulse farmers. This article features Lewis Crow, Montana & North Dakota's local risk management specialist for pulse crops.

First, let's dive into what The United States Department of Agriculture's (USDA) Risk Management Agency (RMA) is. According to their website, "USDA RMA was created in 1996, and serves America's agricultural producers through effective, market-based risk management tools to strengthen the economic stability of agricultural producers and rural communities. RMA manages the Federal Crop Insurance Corporation (FCIC) to provide innovative crop insurance products to America's farmers and ranchers. Approved Insurance Providers (AIP) sell and service Federal crop insurance policies in every state through a public-private partnership with RMA. RMA backs the AIPs who share the risks associated with catastrophic losses due to major weather events. In addition, RMA assumes some of the risk generated by the crop insurance program administered by the Commonwealth of Puerto Rico."

As mentioned earlier, Lewis Crow is the risk management specialist for pulse crops, millet, and oats. As a specialist, he is responsible for maintaining and improving the dry bean, dry pea, millet, and oats crop insurance programs. He also assists other primary specialists with buckwheat, rye, livestock, dairy revenue protection, weaned calf, grass seed, and triticale. He is on several teams in the office including the mapping team, good farming practices/loss adjustment team, and risk management education.

Lewis Crow's story is unique, and when you visit with him, you'll notice his charming southern drawl. Crow was born and raised in central Arkansas. Growing up, he followed his dad around their cattle/grass hay farm before it was sold during his high school years. He attended the University of Arkansas and graduated with a bachelor's degree in agricultural business while working at the Animal Science Department's livestock barn. His fondness of western agricultural practices, as well as the difficulties producers encountered in crop and livestock production in extreme environments led him to Laramie, Wyoming. He attended the University of Wyoming and graduated with a master's degree in agricultural and applied economics.

"After completing my graduate degree, I felt compelled to stay in the west and assist producers in any way I could be of use," said Crow. "Around this time, USDA-RMA's Billings regional office director, Eric Bashore, came across my application and called me to ask if I would be interested in a role with USDA-RMA. I found this opportunity compelling and decided it would be a great way to assist producers and ensure our tax-payer dollars are used appropriately and effectively."

When asked if there will be any changes for this year's pulse crop insurance, Crow responded. "For the 2024 crop year, the t-yield Map Areas in Sioux County, North Dakota have been removed. Also, I am currently reviewing the Dry Pea program through RMA's Program Performance Assessment (PPA). During this review we examine planting dates, loss data, areas of program improvement, county program expansion, gather industry input and feedback, and perform Growing Season Observations and Underwriting Reviews."

Crow is a fantastic resource for pulse producers, but did you know that pulse producers also play an impactful role in the pulse crop insurance program? "Producers are of the <u>utmost</u> importance since they purchase crop insurance," said Crow. "Producers are the boots on the ground and their feedback is essential in providing a comprehensive insurance product that will provide a layer of risk protection to their operations. If any producers would be interested in receiving a grower survey/questionnaire, I would be happy to email the document and you can return your answers to myself via email."

Crow also wanted to remind producers that <u>March 15th</u> is the sales closing date for most of the spring seeded crops in our region. "Be sure and speak with your agent to discuss the most effective crop insurance options for your operation," said Crow.

In his free time, Crow can be found hunting, fishing, or running a jet boat in a shallow river with his wife Bethany beside him. He and his wife also enjoy good country music and the occasional rough-stock rodeo when they come to town.

Lewis Crow's Contact information:

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"Pulse Potential" - Check Out the NEW NPGA Sponsored Webinar Series

The world is changing, and so are we! As much as we love hosting educational events that require attending in-person, we realize that finding a date to accommodate everyone's busy schedules is nearly impossible. The NPGA has teamed up with the Northern Crops Institute to bring you a monthly webinar series focusing on the potential of pulses...hence the title "Pulse Potential"! This webinar series focuses on providing education on pulse production and it's uses to increase demand and farmer's desire to grow pulses. Topics throughout the series invlude uses and benefits of pulses, trends and innovations, market drivers, and the path from producer to the processor.

Keep an eye on those inboxes as the next "Pulse Potential" webinar is scheduled for March 6th! Stay tuned!

Here are links to webinars 1 & 2:



Webinar 1:

This webinar featured Mike Ostlie, Director of the NDSU Carrington research Extension Center. He discussed information on Lupins, Winter Peas, and Intercropping.



Webinar 2:

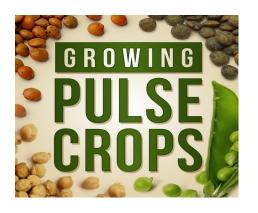
This webinar featured Neil Doty, Business Development Manager at the Northern Crops Institute, who presented on Using Pulses in Traditional Foods & the Transition to New Uses & Global Uses. Some Key takeaways from his presentation included:

- Pulses are a subcategory of the legumes family, and include dry beans, dry peas, chickpeas, and lentils.
- Raw pulses are not safe to consume, so it's important to cook or heat treat pulses before eating.
- Food manufacturers can create their own protein sources through combining foods, for example, cereal grain combined with a pulse, will result in a complete protein food source for consumers.

Season 5 is LIVE!

Bringing Pulse Crop Growers Together with Sam Arnson and Shannon Berndt of the Northern Pulse Growers Association

Season 5 | Episode 2 (Published Feb. 20, 2024)



Partial show notes by: Tim Hammerich

In this episode we meet farmer and former Northern Pulse Growers Association president, Sam Arnson, as well as the executive director Shannon Berndt. We'll explore the progress in development and collaboration between producers, and what the organization has accomplished for pulse growers in the northern region. We'll also discover what future opportunities the NPGA feels pulse growers have available to them as the industry grows and expands.

Click Here to Listen!

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Pulse Recipes You've Got To Try!

After receiving a large amount of requests for the recipes we showcased at the NPGA Convention, we've decided to link them in our newsletter for ALL to try! Packed with essential vitamins and nutrients, these are great additions to your dinner/snack menus!



Souped Up Sloppy Joes (pg. 6)



Fudgy Chickpea Brownies (pg. 11)



Lentil Caprese Bruschetta



Apple Lentil Muffins

NPGA Sponsored 2-week Meal & Exercise Plan





Click the photo above to access the NPGA sponsored 2-week workout plan

Click **HERE** to view the NPGA sponsored workout video!

We just wrapped up our 3rd collaboration with Nourish Move Love (NML) and the Real Food Dietitians (RFD), and it was a HIT! Well over 1 million impressions were made as individuals from all around the globe participated in our sponsored exercise and meal plans. Throughout the challenge, NML & RFD touted the health benefits of pulses, shared production facts, and demonstrated ways pulses can easily be incorporated into your favorite recipes. Here are some of our favorite comments from participants:

"I didn't think I could finish this (workout), let alone follow along with Lindsey! I'm also following along with the meal plan this week and tonight's dish was the chefs kiss! My family loved it!"

"Awesome workout! Curried lentil stew for dinner tonight."

"Holy lentils! Great workout guys! I love how Rachel mentions how easy chickpeas and lentils are to add to anything!! Good idea!"

"My dad and brother are pulse growers in Idaho. My pantry is stocked with garbs and lentils straight from the field. Love the pulse facts throughout this awesome sweatfest. Thanks, ladies!!!"

"Excellent workout and I love how enthusiastic you are about pulses. They have a great spokesperson in you. (I work in ag research so I appreciate the commodity support)."

"That was one workout! Wow!! We love lentils and chickpeas in my house. We make a lentil shepherd pie (no meat) that's tooo good and filling!"

The beauty of these plans is that they can be started at <u>ANYTIME</u> and workouts can be accomplished in the comfort of your own home. Click on the photos next to this article and links will take to the sites where you can download both the meal & exercise plans. Head on over to our website as well for links to our previous challenges as well. Let's move our bodies and fuel them with PULSES!

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MONTANA PULSE CROPS

A LEADER IN PRODUCTION, QUALITY AND INNOVATION

grabbed my go-to coffee order, an 8 oz double shot white mocha with whip, and took a seat in a rather quiet area of the Denver Airport to catch up on emails I had missed from the day before. Within a half hour my quiet escape, was filled with chatter among college students and a sea of green and yellow was everywhere I looked, the Oregon Ducks Track & Field Team was headed to Bentonville, Arkansas, and had taken over Gate B62. The friendly banter among teammates reminded me of how much I enjoy a team environment. As a three-sport high school athlete, which eventually brought me to Montana State University on a track scholarship and then 10-year streak of coaching everything from t-ball to high school volleyball, I believe I will forever crave collaboration, teamwork, and striving for excellence. That is exactly what I have found working with our member organizations and with other agriculture organizations. That collaboration was highly emphasized over the last few days as I had the opportunity to attend the Northern Pulse Growers Association (NPGA) Convention in Minot North Dakota. NPGA, Executive Director Shannon Berndt, and Marketing Director, Erin Becker, put on an excellent lineup of speakers that addressed commodity economics, worldwide politics, farm bill 2024 or 2025, and the increased demand in the pulse ingredient market. USADPLC CEO, Tim McGreevy rolled out a rather lofty US goal of double pulse acres and production by 2030. Tim's report was followed by an eye-opening presentation from Nichole Atchison, Marketing Director, at Puris Foods. If pulse ingredients and the pulse innovation market continue to expand like Nichole believes it will, and our national organization is successful in influencing the change in dietary guidelines from the recommended 1.5 cups of pulses a week to 3 cups a week I am also hopeful of double duty by 2030!

However, none of the innovation, market development, and policy programming will be necessary if our growers are not successful in growing Montana Pulse Crops. (dry peas, lentils and chickpeas) Collaboration is key to our industry success and researchers, educators and industry affiliates are listening. Please take some time to scan the QR code, attend upcoming grower shop talks, and use the resources on next page to let your voice be heard. Growers Matter and we are listening!

Congrats to Paul Kanning on the 2024 NPGA Excellence Award and Thank You for your service to Montana Agriculture!



Paul operates a family farm in Flaxville Montana, specializing in the production of pulses, small grains, and oil seeds. Notably, Paul has served as an eastern district representative on the MT Pulse Crop Committee since 2017, and he is one of Montana's representatives on the board of the USA Dry Pea & Lentil Council. In 2024, he will take on the role of National Board President. Additionally, he is an active member of the Daniels Memorial Healthcare Center board and most recently became a regional director for the Montana Grain Growers Association. Beyond his professional pursuits, Paul enjoys walleye fishing, roasting coffee beans, and traveling.

www.mtpulsecrops.org

Upcoming Shop Talks

February 14th, 2024 February 14th 9am to 1pm(ish) in Scobey, MT. Hosted by Jeannie Rude, ProCoOp and Uta McKelvy, MSU. This meeting will focus on root rot in peas and lentils, which was a major issue in Northeastern Montana last growing season.

March 2024 Hingham MT Addressing Lygus Bug in Central Montana Hosted by Jayson Hauer, Belle Pulses and Liz Edmundson, Montana Pulse Crops. More information to come on www.mtpulsecrops.org or call Liz 406.438.7570

Producer Resources

The science and business of farming chickpeas, lentils and dry peas, available in a podcast.

https://www.growingpulsecrops.com



Pulse Crop Working Group Growing Managment Resources http://pulsecropsipm.org/resources/



Let your voice be heard! Grower Survey

Montana State University Seeks Your Input on the 2024 Pulse Crop Survey

Please fill scan the QR code

The Pulse Crop Survey is an annual survey of pulse crop growers and consultants about pulse crop pests (diseases, weeds, and insects) and their management, conducted by Montana State University.

Please consider participating in this survey. Your participation in this survey will help us identify research needs and resources needed to support economic and sustainable pulse crop production in the Northern Great Plains and Pacific Northwest. Your participation in this survey is entirely voluntary and anonymous. This survey should only take 10 minutes of your time. You will find the survey by scanning the QR code below or by clicking on this weblink: https://bit.ly/pulses2024





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