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the PULSE

THE OFFICIAL PUBLICATION OF
THE NORTHERN PULSE GROWERS ASSOCIATION

November 2023 | E-News Edition

Montana Grain Growers Convention

Featuring: Northern Pulse Growers & PNW Canola Association

As you may have noticed in previous issues of "The Pulse" newsletters, we are looking forward to being a major sponsor of the [Montana Grain Growers Convention](#) in Great Falls, MT this **November 28 – 30**. While this won't be the stand-alone "Montana Pulse Day" everyone is used to, pulses and canola will be featured during this jam-packed 3 day convention.

The NPGA is set to sponsor Jacob L. Shapiro, who is back by popular demand. If you missed Mr. Shapiro at the previous MGGA meeting or at our annual Convention in Minot, here is your chance! [Jacob Shapiro](#) is a speaker, consultant, author, and researcher covering global politics and affairs, economics, markets, technology, history, and culture. He is a partner and the director of geopolitical analysis at [Cognitive Investments](#), a registered investment adviser offering wealth management services to individuals, family offices, and institutional investors. Jacob is a wealth of knowledge and brings a unique perspective on the current global political climate which, in turn, can impact agriculture in the Midwest.

The NPGA will also be sponsoring [Chuck Penner](#) with [LeftField Commodity Research](#). Chuck Penner started LeftField Commodity Research in 2010, providing independent research and analysis for special crop, small grain and oilseed markets. LeftField's services include weekly market analysis and client-specific research projects.

Other pulse related sessions on the agenda include "Investing in the future of our crops", pulse specific "Shop Talks", the research poster session, Crop Insurance Panel, Fireside chats with the National Commodity Associations, as well as the panel of elevators.

We hope by joining forces and offering information on all commodities, we can learn from each other and grow all our industries (while saving our producers/industry members on travel costs). Be sure to follow our website & social media accounts for updates. We look forward to seeing you in Great Falls!

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Executive Director Message

By: Shannon Berndt

It has been a busy month for regional representatives. During the month of October, traditionally there are many pulse industry meetings that take place. I want to take a moment to highlight the importance of representation and structure at the national level. NPGA Board members, Montana Pulse Crop Committee and ND Dry Pea & Lentil Council members play a pivotal role for the benefit of the regions' pulse producers.

There are currently 8 groups that contribute to the USA Dry Pea & Lentil Council programming and activities. This coalition includes Idaho Pea & Lentil Commission, Montana Pulse Crop Committee, Nebraska Dry Pea & Lentil Commission, ND Dry Pea & Lentil Council, South Dakota Pulse Crops Council, US Dry Pea & Lentil Trade Association, Washington Pulse Crops Commission, and Western Pulse Growers Association.

Each organization, depending on their contribution, holds a board "seat" or vote. A contribution of \$10,000 is equivalent to one seat on the USADPLC Board with a maximum of two seats allowed for each State Council, Commission or producer association. Four seats are held by the US Dry Pea & Lentil Trade Association. A three-tiered, 5-year Olympic average which is based on financial and in-kind contribution, is used. Beyond membership contributions, these groups invest more than \$3 million each year towards national programming and activities for the continued success of the industry.

Serving on the USA Dry Pea & Lentil Council from Montana Pulse Crop Committee are Paul Kanning who serves as Vice Chair and Todd Hansen, serves as alternate is Ryan Bogar. From the ND Dry Pea & Lentil Council, representatives include Kim Saueressig, ND and Greg Busch, ND. Alternates include Bob Finken, NDDPLC, Sam Arnson, NPGA and Matt McCabe, NPGA.

In addition to the National Board, there are several committee's which individuals from membership states participate in. Over the past month, the USA Dry Pea & Lentil Council held committee meetings for programming areas including domestic marketing, international marketing, research and information/government education. Representatives from each member State participate in the committee meetings to provide recommendations to the National Board.

On November 8 & 9, the USA Dry Pea & Lentil Council met at the national office in Idaho. During the meeting discussions included presentation of the audit, allocation of budget carryover, and hosting future strategic planning sessions. Three new employees were introduced to the Council.

We welcome Dr. Ewa Pietrysiak, Director of Marketing/Innovation; Dr. Yukiko Naruoka, Director of Research/Seed Management; and Tami Stubbs, Director of Growth/Sustainability to the pulse industry! Congratulations to Madison Jacobson on her promotion to Director of Marketing with the USADPLC!

(article continues on page 3)

Your Feedback is Valuable!

What topics would YOU like featured
on the Growing Pulse Crops Podcast??



Help By Taking This Survey!



Executive Director Message Continued...

(Article continues from pg. 2)

Your representatives dedicate a significant amount of their time to serve on the National board and committees. This ensures that priorities are identified and funds are directed towards activities that work for the betterment of the entire industry. Thank you to all our regional representatives for their work on behalf of the region. Strong representation for regional producers is an essential part of industry success!

What's in a name?

As with any industry, acronyms abound in the pulse business! Perhaps you have heard reference to the APA. What exactly is the APA? The acronym stands for the American Pulse Association. Founded in 2010 as a non-profit organization, the Association focuses on increasing consumption from farm to fork for all pulses—peas, lentils, chickpeas and beans. Located at the national headquarters in Moscow, Idaho the APA is administered by USADPLC staff, led by CEO, Tim McGreevy. For more information about the APA, projects and Board members, follow the link below!

[American Pulse Association - USA Pulses](#)

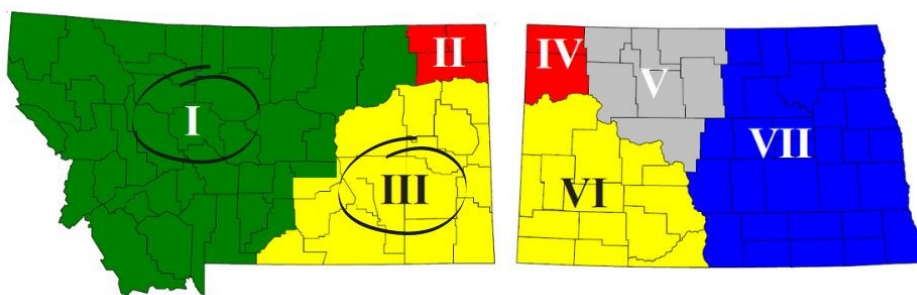
Do YOU Want To Make A Difference In The Pulse Industry?

The Northern Pulse Growers Association (NPGA) is looking for passionate pulse producers to serve on their Board of Directors! The NPGA Board currently consists of 10 Board seats. Each board member is eligible to serve (3) - three year terms. The NPGA board meetings take place in person 1-2 times per year, and the rest a held on Zoom.

Serving on the board of NPGA is more than just a title; it's an opportunity to actively shape the trajectory of an organization committed to pulse growers. As a board member, you will play an active role in our strategic direction, develop impactful initiatives, and advocate for your fellow pulse grower. This is also a fantastic opportunity to enhance your leadership, decision-making, and problem-solving skills as well!

By serving on the NPGA board, you'll become an advocate for progress, and a driving force in our mission to increase pulse producers profitability through education, research, domestic and international marketing and government relations. Together, we can create a better future for all.

Ready to take the next step? Please contact the NPGA office at **(701) 222-0128** or e-mail Berndt@northernpulse.com.



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Andy Berntson.....District V
Adams, ND

What We've Been Up To!

Below is a brief highlight of some of the NPGA programs, activities and representation around the region this month:

- Participated in USADPLC Board Meeting (Nov. 8 & 9)
- Donated pulse workbooks to "Special Assignment Pizza" in Williston (Nov. 8 & 9).
- Working on details for upcoming February sponsored meal & exercise plans.
- Continued current radio marketing campaigns with Western Ag Network, Northern Ag Network, and Red River Farm Networks.
- Continued conversations with Montana Grain Growers Association & PNW Canola Association for upcoming MGGA Convention (Nov. 28-30).
- Participated in all USADPLC Committee Meetings.
- Attended North Dakota Commodity Council Association Meeting hosted by ND Dept. of Agriculture.

The Latest News from the USA Dry Pea & Lentil Council

Click the links below to view the latest issues of the "Pulse Pipeline" - the USADPLC's newsletter.

- [Pea Protein Dumping Case](#) (published November 10, 2023)
- [Newest DCM Research](#) (published Nov. 3, 2023)
- [The Rise of The Great Chickpea](#) (published Oct. 27, 2023)
- [ANUGA Trade Show Report & Global Market Outlook](#) (published Oct. 20, 2023)
- [Philippines Buyers Mission & WSU Extrusion Lab](#) (published Oct. 13, 2023)
- [USADPLC Attends Trade Show Serving Central & South America](#) (published Oct. 6, 2023)
- [Dietary Guidelines of America & Pulses | USADPLC Trade Association Meeting](#) (published Sept. 22, 2023)
- [NASS Report: USA Pulse Production](#) (published Sept. 15, 2023)

Connect With Us!

Did you know the NPGA is on Facebook, Pinterest, Instagram and Twitter? We would love to expand our audience, so please give us a follow and invite fellow producers and friends to follow as well. We strive to share a variety of information on each platform that is pertinent to our producers, and who knows, maybe there will be a few giveaways! Don't miss out on the latest updates from the NPGA, follow today!



["Northern Pulse Growers Association"](#)



[@NPGA1](#)



["northernpulsegrowers"](#) & ["power_of_pulses"](#)



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NPGA CONVENTION

January 23, 2024

REGISTER TODAY!



Scan me



SPEAKER

Dr. Joe Outlaw
Texas A&M University

**Ag Policy
Update**



SPEAKER

Jacob L. Shapiro
Cognitive Investments

**Geopolitics &
US Agriculture**



SPEAKER

Nicole Atchison
Puris

**Pulse
Innovations**



SPEAKER

Chuck Penner
Leftfield Commodity Research

**U.S. Pulse
Market Outlook**

📍 **Sleep Inn & Suites | Minot, ND**

More Info at NorthernPulse.com

NPGA Research Social

MONDAY, JANUARY 22

5 - 7 PM

SLEEP INN & SUITES | MINOT, ND

Join us for an evening of
Appetizers, Refreshments
and Pulse Research!



**Northern
Pulse Growers
Association**

[Click to Register a Research Poster](#)

NPGA Convention '24

Sleep Inn & Suites Convention Center - Minot, ND

TENTATIVE AGENDA

JANUARY 22

Vendor/Booth Set-Up

Research Social & Poster Session 5 - 7 PM

Vendor/Booth Set-Up

JANUARY 23

Breakfast & Business 8 AM

Dr. Joe Outlaw - Texas A&M University
Ag Policy Update

Trade Show Break

Jacob L. Shapiro - Cognitive Investments
Geopolitics & The Future of US Agriculture

LUNCH & LEARN with USA Dry Pea & Lentil Council

Trade Show Break

Nicole Atchison - Puris
Pulse Innovations

Chuck Penner - Leftfield Commodity Research
US Market Outlook for Pulses

Awards & Closing Remarks 4:30 PM



'23/'24 Sponsorship Opportunities Now Available!

Each year, the NPGA seeks support from businesses involved in the pulse industry and encourage them to become one of our annual sponsors. With the help of our sponsors, we ensure the future success of the pulse industry in North Dakota & Montana. NPGA just released the ['23-'24 sponsorship packages](#), and they will not disappoint! We will be extending the deadline for sponsorship commitments to **December 15**. Booth spaces are filling up fast, so be sure to return your paperwork soon! Please contact Erin Becker if you have any questions, please call the office (701) 222-0128 or e-mail Becker@northernpulse.com.

We look forward to working with you!

MONTANA PULSE CROPS

It has been brought to my attention on a number of occasions that growers and industry members are curious about where their checkoff funds are going, and more specifically how their research funds are being utilized. Although there has been 15+ years of progressive research and industry advancement made by the MPCC funding research projects, for the sake of space we are going to look at the 2022-2023 fiscal year.

The Montana Pulse Crop Committee (MPCC) granted our national organization, the USA Dry Pea & Lentil Council (USADPLC), a total of \$1.2 million for fiscal year 2022-2023. Of that \$1.2 million 42% or \$508K went directly to some area of US pulse research. A combined \$213K went to APA American Pulse Association and the PCHI Pulse Crop Health Initiative:

The American Pulse Association

Established in 2010 as a non-profit organization, the APA is devoted to increasing the consumption of pulses, i.e. dry peas, lentils, chickpeas, and beans. The APA works to fund research focused on the nutrition, functionality, and sustainability of pulse crops to generate interest in new products and expand current markets. The APA proudly joins with the USA Dry Pea & Lentil Council to support the UN International Year of Pulses 2016 and help promote dry peas, lentils, chickpeas, and beans for the US and for the world. [A](#)

The Pulse Crop Health Initiative (PCHI) was inaugurated in fiscal year 2018. The goal of the Initiative is to use cooperative research on pulse crops (dry beans, dry peas, lentils, and chickpeas) to provide solutions to the critical health and sustainability challenges facing the citizens of the United States and the global community.

Short list of project goal statements:

- Determine the role of pulse food consumption on key human health endpoints
- Compare the anti-obesogenic activity of low and high dietary fiber cultivars of dry bean
- Characterize the flavor, functionality, and nutritional quality properties of pea protein
- Develop and utilize functionally enhanced pulse proteins as novel food ingredients
- Understand how storage practices affect pulse functionality and nutritional composition
- Improve nodulation and nitrogen fixation in chickpea using diverse rhizobia
- Develop efficient methods for transformation and gene-editing in bean and chickpea

The remaining \$295k went directly to the USADPLC research fund, this is roughly 38% of the national research budget. Of that \$295K, \$150K was given to MSU researchers for the fiscal year 2022-2023:

- **Pulse Crop Breeding: \$81,748**
- **Weed Management: \$24,300**
- **Pea, Lentil, and Chickpea Variety Evaluation: \$43,725**

www.mtpulsecrops.org

Now this is when it gets hard to explain, but I am going to give it my best attempt. When the MPCC contributes \$508,000 to the USADPLC for research, those funds get put into a bigger pool that allows for grant matching opportunities and for our national organization to have a larger sphere of influence over pulse industry research.

According to Todd Scholz, research & grant coordinator at the USADPLC, *"I think the importance of the USADPLC research is our ability to bring outside sources like NIFA and ARS funds to focus on pulse crop research when industry funding is not large. In addition, the research is able to be more diverse. Industry funding focuses on variety development and immediate concerns like weeds, insects and disease. The USADPLC programming is able to conduct important research looking at longer term questions like nitrogen fixation, protein content in pulses, nutrition in diets, and functionality of pulse crops. These projects will help us market the crop and increase demand for pulse crops worldwide."*

One example of an increased Return-on-Investment is through a NIFA Grant, applied for by the USADPLC.

NIFA is the National Institute of Food and Agriculture, which is a federal agency within the United States Department of Agriculture (USDA). It is part of USDA's Research, Education, and Economics (REE) mission area. NIFA invests in and advances agricultural research, education, and extension to help solve national challenges in agriculture, food, the environment, and communities.

To apply for a NIFA grant the organization applying must first be able to contribute at least \$150,000 up to \$300,000. This contribution is then matched by NIFA to amplify grower research dollars. Last year's NIFA proposal looked at the nutritional benefits of increasing the recommended dietary guidelines from consuming 1.5 cups of pulses weekly to 3 cups. This is currently under scientific review.

The table below breaks down MPCC's contribution to the USADPLC, fiscal year 2022-2023. It also illustrates how those funds are strengthened to create a large ROI for the grower's dollar. Feel free to contact Montana Pulse Crops for further questions.

	MPCC Contribution	USADPLC Budget	MPCC Percent of Total	Total Programming w/Grants	MPCC ROI
Domestic Marketing	\$ 341,794.00	\$ 864,486.00	39.5%	\$ 961,481.20	2.8
International Marketing	\$ 147,920.00	\$ 373,190.00	39.6%	\$ 2,991,674.20	20.2
Research	\$ 295,405.00	\$ 779,143.00	37.9%	\$ 879,144.20	3.0
APA/PCHI Research	\$ 213,350.00	\$ 538,997.00	39.6%	\$ 795,678.20	3.7
Info/Gov	\$ 201,531.00	\$ 508,393.00	39.6%	\$ 622,074.20	3.1
MPCC Granted to USADPLC	\$ 1,200,000.00	\$ 3,064,209.00	39.2%	\$ 6,250,052.00	5.2

For more input and to learn more about where grower research dollars are going, join us February 20-23, 2024, for the research review at the USADPLC headquarters in Moscow ID!

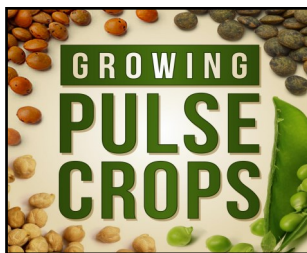


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Growing Pulse Crops Podcast Feature Episode: A Perennial Pulse Crop with Brandon Schlautman of The Land Institute

[Season 3 | Episode 16 \(Published Sept. 14, 2022\)](#)



Partial show notes by: Tim Hammerich

"In this episode, we meet [Brandon Schlautman](#) the lead scientist of the perennial legumes program at the Land Institute. We'll explore the journey towards developing and producing a perennial pulse crop as well as discover the benefits of having a perennial crop and the possible opportunities sainfoin can offer producers. Learn more at www.landinstitute.org.

Congratulations to Charlie Cahill!

The NPGA would like to congratulate Charlie Cahill, this year's recipient of this year's recipient of the Outstanding Agriculture Leaders Award! This award is presented annually by the Montana State University College of Agriculture to a Montana agriculturalist who embodies service, engagement and community impact.

"Ag leaders in every corner of the state know Charlie Cahill's agricultural passion and impact, so this award is well deserved!" said Shannon Berndt. "As the grower organization for pulse growers throughout Montana and North Dakota, we have witnessed his excellence, commitment, and leadership in Montana Agriculture for many years. In 2016, Charlie was nominated by his peers and awarded the NPGA Excellence Award for his contributions to the pulse industry."

In addition to being one of the earliest pulse farmers in the state, Cahill is also a critical industry member as a pulse seed provider. In that role, he has been instrumental in coordinating with agencies such as USDA/ARS, University of Saskatchewan Crop Development Centre, Washington State Crop Improvement Association, Montana Foundation Seed Program, and others to shepherd the latest pulse varieties from breeding programs to farmers.

Cahill is the founder and owner of Cahill Seeds in Scobey, MT. He and his wife, Tammy, have four children: Annika, Jennifer, Danielle and Heath.

[Click Here to Read More!](#)

