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the PULSE

THE OFFICIAL PUBLICATION OF
THE NORTHERN PULSE GROWERS ASSOCIATION

September 2023

Request for Pulse Samples



"Pulse Producers, ASSEMBLE!" - Yes, Ron Burgundy from Anchor Man is calling YOU! The NPGA needs your help collecting pulse samples from the 2023 harvest.

U.S. grown pulses are a very important part of the global food supply. The majority of U.S. pulses are exported to international markets in Asia, South Asia, and Europe. Our domestic market has also seen an increase in demand

for U.S. pulses. Findings from the pulse quality survey include moisture content, protein, starch, water absorption, soaking and cooking. This information is then distributed to current and potential international & domestic customers. It is also shared with research programs as an effort to develop varieties/genetics that fit particular market needs.

How can I help? I am so glad you asked! First, collect a 2-lb sample of various varieties of peas, lentils, and chickpeas from the 2023 harvest season. Second, send Shannon Berndt an e-mail (Berndt@northernpulse.com) letting her know the pulse samples are ready to send. Third/last - mail your samples to the NPGA office and e-mail, text, or snail mail us your receipt - **postage will be reimbursed!** That is it—easy PEASey!

Thanks in advance for your help! There will be some AWESOME NPGA swag sent to those that participate...



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Executive Director Message

By: Shannon Berndt

A Fresh, New Perspective

Fresh ideas and new perspectives are the driving force of progress in any area but particularly in the agriculture industry. It is important to foster a culture of creativity and innovation so our Association can provide our producers with tools and resources to thrive in a rapidly changing world. The NPGA Board and staff work hard to identify opportunities to increase producer education, expand marketing options, advance research and protect producer & industry interests.

Our programs are in full swing with hosted and sponsored events, new (& old) collaborations, and activities over the next year throughout the region. The Northern Pulse Growers Association is once again a proud sponsor and featured commodity of the Montana Grain Growers Association Annual Convention in Great Falls. NPGA staff has been hard at work brainstorming with fellow Montana commodities to create an innovative and educational event. The NPGA will be hosting and sponsoring Jacob Shapiro, geopolitical analyst, to the stage. Back by popular demand, you will not want to miss Mr. Shapiro's presentation on the effects of geopolitics on agriculture!

Last year brought a fresh new look to the NPGA Annual Convention including moving to a new venue, updated sponsorship opportunities and changing to a one-day format. There is another fantastic lineup of speakers planned for January in Minot!

The NPGA recently represented the regions producers at several Farm bill meetings hosted in the region. In partnership with the USA Dry Pea & Lentil Council, the NPGA will continue to be involved in future discussions to ensure a successful future for pulse producers and industry.

This time of year, also marks the beginning of many of the sponsorships NPGA provides throughout the year, including youth programs, such as Montana Harvest of the Month, Montana Farm to School and NDSU Eat Smart, Play Hard campaigns. These opportunities provide teachable moments not only on the health benefits of pulses, but how these products are grown and made available to consumers worldwide. Because we were able to reach such a diverse and extensive audience last year, we are again partnering with The Real Food Dieticians. This is a great opportunity to promote the health benefits, versatility, and quality of regionally grown pulses.

Exciting new collaborations this year will determine whether our members are truly BOBCAT or BISON at heart! Be sure to follow NPGA social media for FUN opportunities!

We hope to see you in Great Falls & Minot!

Connect With Us!



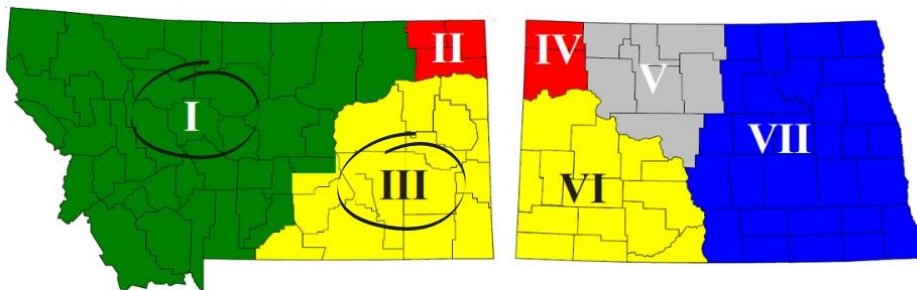
Do YOU Want To Make A Difference In The Pulse Industry?

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**.



Currently seeking board members in District 1 & District III



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Establishing Harvest Price

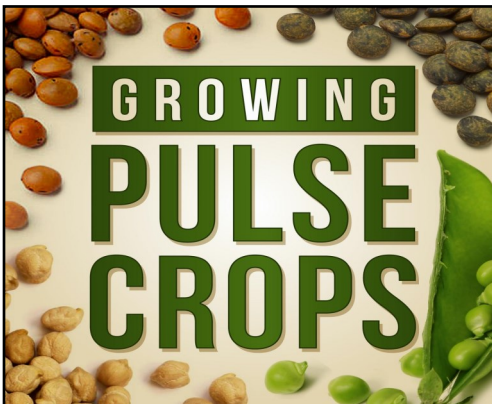
Key to a Successful Pulse Crop Revenue Insurance Program

The Northern Pulse Growers Association would like to remind producers the importance of price discovery during the timeframe of September 1 to November 30 in determining harvest price for the revenue insurance program.

The Pulse Crop Revenue Insurance program is referred to as a 508H program meaning that a projected price is determined by an RMA contractor. Current contractor, Watts & Associates, collects pricing data based on regional contracts during January & February of each year. RMA will then review the pricing data submitted by the contractor so the projected price can be posted by the 3rd business day in March.

Producers play an important role in providing critical harvest price data. **The harvest price is based on an average regional price by crop type from September 1 to November 30.** Harvest price data is provided to RMA by the USA Dry Pea & Lentil Council from sales/producer check off amounts. Pricing data must be reported on at least 25 days during that timeframe or there will be insufficient data to determine the harvest price.

We encourage producers to consider marketing at least a portion of their crop to assist in establishing the harvest price. For more information on how the pulse crop revenue program functions best for the industry, please listen to the *Growing Pulse Crops Podcast* episode below interviewing Steve Junghans, RMA Billings.



Featured Episode!

Crop Insurance Considerations for Pulse Crops

Season 2 | Episode 2 (Published March 2, 2021)

Partial show notes by: Tim Hammerich

"In this podcast, we meet Steve Junghans, a risk management specialist at the USDA risk management agency regional office in Billings, MT. We'll also explore the insurance options available to pulse crop growers with the upcoming deadline of March 15th."

Scan the QR code to listen!



Your Feedback is Valuable!

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



Help By Taking This Survey!



THANK YOU!

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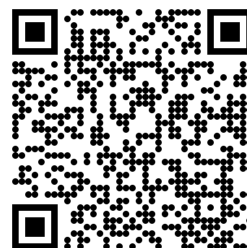
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Pro Co-Op
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'23/'24 Sponsorship Opportunities Now Available!

Each year the NPGA seeks support from businesses involved in the pulse industry and we 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 can be found by scanning the QR code to the right of this article, or by contacting 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 this year!

NPGA Excellence Award Nominations OPEN!

Nominations are OPEN 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.

Please take a moment to recognize a deserving grower, industry representative, or researcher for their vital role in the pulse industry. Nominations will be accepted until **Friday, January 5th**. Nominations can be e-mailed to our office (info@northernpulse.com), submitted via phone (701) 222-0128, OR by completing the online nomination form. Simply scan the QR code to the right and follow the prompts to nominate someone today!

DO YOU KNOW A GROWER, INDUSTRY REPRESENTATIVE, OR RESEARCHER
THAT EXEMPLIFIES EXCELLENCE WITHIN THE PULSE INDUSTRY?

NOMINATIONS ARE NOW BEING
ACCEPTED FOR THE NPGA
**EXCELLENCE
AWARD**

An advertisement for Cummings AG. The top half features a close-up of a wooden bowl filled with red lentils. The bottom half is a dark brown banner with white text. It says "Process, Pack & Ship Your Commodities More Profitably!" and includes the phone number (701) 847-3125 and the website cummingsag.com. The Cummings AG logo is also present, along with the tagline "Do the math." and a small "NW Seed Cleaning" logo.

Ask How We Can
Bring Custom
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Your Commodities
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An advertisement for Meridian Seeds. The top half features a green banner with the Meridian Seeds logo. Below it, a white banner contains the text "Where do you put your trust? We know where we put ours". The bottom half is a large yellow banner with the text "IN SEED WE TRUST" and the phone number 1.866.282.SEED and website www.meridianseeds.com.

Meridian SEEDS

*Where do you put your trust?
We know where we put ours*

**IN SEED
WE TRUST**

1.866.282.SEED | www.meridianseeds.com

Autumn 2-Week Meal & 2-Week Exercise Plans!



As we mentioned in our previous newsletter, Fall is a BUSY time for farmers, parents, and students young and old! With busy school and harvest schedules, it's hard to figure out what to feed our families (and ourselves), and also difficult to find quick & effective workouts to sneak into the day. The Northern Pulse Growers is proud to once again team up with Nourish Move Love (NML) & The Real Food Dietitians (RFD) to create a FREE 2-week exercise plan and 2-week meal plan to make your life a little easier this fall!

Pulses are a great source of essential nutrients including protein, fiber, folate, iron! These powerhouses can help fuel your workouts as well as aid in recovering/refueling from them. We highly encourage you to follow NML & RFD's social accounts, and visit their websites in preparation for our sponsored content in October! Nourish Move Love offers FREE exercise videos on YouTube for all abilities (beginner, advanced, pregnancy, etc...) as well as different body targets (arms, abs, legs, shoulders, etc...). The Real Food Dietitians website is very user friendly, and recipes can be searched for by ingredients, cooking method, or for a specific diet.

We're excited to provide the public this **FREE** 2-week meal plan & 2-week workout challenge in October! Links will be posted to our website as soon as they're available, so be sure to check there for updates! Let us know what you think my e-mailing us, OR tagging us in any social media posts!



What We've Been Up To!

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

- Participated in a farm bill discussion with Senator John Hoeven & FSA administrator Ducheneaux.
- Participated in farm bill round table discussions with Senator Kevin Cramer.
- Started year long pulse specific advertising campaign with the Red River Farm Network
- Finalizing Nourish Move Love & The Real Food Dietitians meal & exercise plans for October '23...links available soon on our website!
- Finalized NPGA advertising campaigns with the NDSU Bison & MSU Bobcats.
- Met with Montana Grain Growers Association & PNW Canola Association to discuss NPGA Sponsorship of the MGGA Convention this fall.
- Participated in Northern Crops Institute strategy session with commodity partners.
- Participated in all USADPLC Board & Committee Meetings.



Northern
Pulse Growers
Association

1710 Burnt Boat Drive, Suite 4, Bismarck, ND 58503

Save The Date!

NPGA *Convention*

January 23, 2024
Sleep Inn & Suites
Minot, ND