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the PULSE

THE OFFICIAL PUBLICATION OF
THE NORTHERN PULSE GROWERS ASSOCIATION

September/October 2022

USDA Crop Production Report—Sept. 2022

Commentary provided by USDA:

Chickpeas: North Dakota production is forecasting 215,000 cwt, up 6% from last year. Area for harvest, at 12,500 acres, is down 20% from 2021. Yield is forecast at 1,720 pounds per acre, up 430 pounds from 2021.

Montana production for 2022 is forecast at 1.41 million cwt, up 27% from the 1.11 million cwt produced in 2021. Yields are expected to average 780 pounds/acre, up 80 pounds/acre from 2021.

US production of all chickpeas in 2022 is forecast at 3.93 million cwt, up 37% from 2021.

Lentils: North Dakota production is forecasting 1.20 million cwt, up 27% from 2021. Area for harvest, at 100,000 acres is down 12% from 2021. Average yield is forecast at 1,200 pounds/acre, up 370 pounds from 2021.

Montana production for 2022 is estimated to be 3.06 million cwt, up 52% from 2021. Area harvested is forecast at 470,000 acres, up from 380,000 acres harvested in 2021. Yield is estimated to be 650 pounds/acre, up 120 pounds/acre from 2021.

US production of all lentils in 2022 is forecast at 4.85 million cwt, up 46% from 2021.

Dry edible peas: North Dakota production is forecasting 2.77 million cwt, down 23% from last year. Area for harvest, at 210,000 acres, is down 13% from last year. Yield is forecast at 1,320 pounds/acre, down 160 pounds from 2021.

Montana production for 2022 is forecast at 5.46 million cwt, up 67% from last year. Acres harvested are estimated at 510,000, up 14% from 2021. Yield is expected to be 1,070 pounds/acre, up 330 pounds/acre from 2021.

US production for all dry edible peas in 2022 is forecast at 11.1 million cwt, up 29% from 2021.

View complete reports at USDA NASS websites for Montana & North Dakota



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Marketing Minute

By: Erin Becker

I, Erin Becker, have taken over the editorial section this month. I know, I know – it's likely hard to contain your excitement with this news! For those I haven't had the pleasure of meeting yet, I'm the new marketing & communications specialist. Just so we're all on the same page, I will be using the term "new" until you're all too familiar with me to use the term anymore. I'm coming up on my one-year anniversary with NPGA and have LOVED every minute of this job. There's something so special about the ag industry and it's been an honor to meet & serve you. I want to take a moment to share a few updates and changes in my program areas. Fasten your seatbelts! Here. We. GO!

Montana Pulse Day – When is this happening?

We have exciting news! The NPGA is set to be a major sponsor of the Montana Grain Growers Association (MGGA) Convention on **November 29-December 1** and will be a featured commodity along with canola on the agenda. NPGA & PNW Canola will also host a "Meet & Greet" featuring Shaun Haney on **November 28th**. *More Details on page 4...*

NPGA Convention – Have you changed this too, ERIN?

You betcha we have! The NPGA Convention will take place on **Tuesday, January 24th** (one day!) at the Sleep Inn & Suites in Minot, ND (new location!). Attendees can also take in the KMOT Ag Expo which starts on January 25th. *More details on page 6...*

Database – NPGA has a database?

Why yes, we do! The very same one the NPGA started with. While this database houses information dating back to the inception of the organization, we felt it necessary to update our software and really dive into our data. A lot has changed with technology & the pulse industry and we're excited to unveil our new system this fall! *More details on pg. 7...*

NPGA sponsored 2-week Exercise & Pulse Meal-Plan – Say what?!

This will launch in **February of 2023**, and I personally cannot wait! This is a new program we're launching to reach new domestic consumers while highlighting the importance of American Heart Month and World Pulses Day in February. We're partnering with Nourish Move Love to create a FREE 2-week exercise plan, and The Real Food Dieticians to create a FREE 2-week meal plan. Stay tuned for more details and be sure to check out their accounts on social media leading up to our launch!

That's just a preview, folks! I know change can be daunting, but I sincerely hope you see value in these changes and that they make you excited to belong to the NPGA. Please know we truly listen to our membership, and some of the changes above came from conversations or survey results this past year. If there's something you would like to see in 2023 – please, reach out to me at any time. I personally always have the coffee pot on in the office and would love to chat about issues important to you!

"The secret of change is to focus all of your energy not on fighting the old but on building the new." - Socrates



The Minot Area Chamber EDC officially started on January 1, 2021, when the Minot Area Chamber of Commerce and Minot Area Development Corporation merged. The two organizations were partners before the consolidation and have proven that the merge made them even stronger. Their mission is to advocate for and invest in business activity by being a collaborative partner in the community, focused on improving quality of life for all. They have a six-person staff that loves the community and strives every day to support local businesses.

The Minot Area Chamber EDC wants to highlight The Logistics Park of North Dakota (LPND). The LPND is more than 800 acres of shovel-ready property with ample utility availability, located in Minot, North Dakota, the heart of the Upper Midwest. Rail-served and non-rail served properties of varying sizes make up LPND. With anchor tenant AGT Foods growing and thriving for nearly 10 years the property is ideal for many industries including:

Value-added agriculture | Agriculture processing | Distribution | Manufacturing
Fulfillment centers | Data processing | Warehousing | Containerized and non-containerized shipping

On the south end of the Logistics Park, there is an intermodal facility where containers are directly loaded on rail by producers and processors and shipped to international destinations.

"We would like to extend a big thank you to the pulse growers and all those working in the agriculture community providing us with the food we rely on. We are proud to say that North Dakota truly feeds the world."

For More Information Contact:

Minot Area Chamber EDC

1020 20th Ave SW
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E-Mail:

Minot@MinotChamberEDC.com



"Minot Chamber EDC"



minotchamberedc

What We've Been Up To!

Below is a brief highlight of the NPGA programs, activities and representation around the region in September - the beginning of October.

- Launched NEW NPGA website on July 10th!
- Updating the NPGA Database...more information on pg. 7.
- Collaborating with The Montana Grain Growers Association and The Pacific Northwest Canola Growers Association for the upcoming MGGA Convention (Nov. 29 - Dec. 1).
- Attended "The Next 5 Years" Executive conference hosted by NCI on September 12.
- Collaborating with the ND Academy of Nutrition and Dietetics for a Midwest Mediterranean event in November.
- Actively planning NPGA Convention 2023
- Participated in all USADPLC Board & Committee Meetings.



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Montana Grain Growers Convention

Featuring: Northern Pulse Growers & PNW Canola Association

As you may have noticed in previous issues of "The Pulse" newsletters, we're shaking things up and are looking forward to being a major sponsor of the Montana Grain Growers Convention in Great Falls, MT this **November 29 – December 1**. 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.

In addition to being a major sponsor of the MGGA convention, the NPGA along with the PNW Canola Association will host a **Meet & Greet** at the Heritage Inn in Great Falls, MT on **November 28th from 5:30-7:30pm** featuring **Shaun Haney** from RealAgriculture & RealAg Radio. Shaun Haney manages one of the leading industry ag media companies for Canadian farmers and ranchers. RealAgriculture provides the latest in ag-policy, agronomics, current events and farm show features. Shaun is also the host of RealAg Radio which is broadcast across North America on Rural Radio Channel 147 on SiriusXM daily at 4:30 PM Eastern. You can follow him on Twitter at **@shaunhaney** or **@realagriculture**.

Our hope is by joining forces and offering information on all these crops, 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!



The poster features the logos for Northern Pulse Growers Association and PNW Canola Association at the top. It invites attendees to kick off the MGGA Convention with a 'Meet & Greet' on November 28 from 5:30 to 7:30 pm at the Heritage Inn in Great Falls, MT. The featured guest is Shaun Haney, Founder of RealAgriculture and Host of RealAg Radio on SiriusXM. A circular portrait of Shaun Haney is on the right side of the poster.

Join Us Nov. 28!

We'll be discussing all things agriculture with Shaun Haney while he records a LIVE taping of Real Ag Radio to broadcast on SiriusXM. Everyone is invited to this **FREE** event featuring pulse & canola foods and refreshments. NPGA & PNW Canola also look forward to visiting with attendees about adding pulses and canola to your crop rotations. **The first 30 producers in the door will receive a swag bag** filled with goodies you won't want to miss!

MGGA Convention Agenda

TUESDAY, NOVEMBER 29

8:00 AM – Opening Session
– Welcome from MGGA
– Welcome from NPGA
– Welcome from PNWCA
– Officer Fireside Chat with MGGA Officers
– Wheat & Barley Update
9:15 AM – Keynote Speaker – Evan Shout
10:15 AM – Wipfli
11:00 AM – Tradeshow Break
12:00 PM – Lunch
1:00 PM – Technology Panel with Growers
2:00 PM – Fireside Chat with Associations
2:45 PM – Tradeshow Break
3:45 PM – Nexat
5:00 PM – Partnerships in Ag Reception
6:00 PM – Keynote Speaker – Damian Mason

WEDNESDAY, NOVEMBER 30

8:00 AM – Breakfast
8:30 AM – Crop Rotation Panel
9:30 AM – Keynote Speaker – Eric Snodgrass
10:30 AM – MGGA Committee Meetings
12:00 PM – Northern Ag Network Lunch
1:00 PM – Keynote Speaker – Evan Shout
2:00 PM – Keynote Speaker – Robert Kremer
2:45 PM – Tradeshow Break
3:15 PM – Keynote Speaker – Dan Owen
4:00 PM – Research Panel
5:30 PM – Research Meet & Greet with Molson Coors
6:00 PM – Dinner & Pie & Dessert Auction
7:30 PM – Keynote Speaker – John O'Leary

THURSDAY, DECEMBER 1

8:00 AM – Crop Insurance Industry Breakfast
– Insurance Panel
– Keynote Speaker – Jeff Hamlin
10:00 AM – MGGA Resolutions/Tradeshow Break
12:00 PM – Lunch – MSU Update
& Endowed Chair Update
1:00 PM – National Associations Update
2:00 PM – Value Added Panel
3:00 PM – Tradeshow Break
4:00 PM – Keynote Speaker – Jacob Shapiro
5:00 PM – Closing Session
5:30 PM – MSU Reception
6:30 PM – MGGA President's Banquet

Visit www.mgga.org to register today

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 interviewing Steve Junghans, RMA Billings.

Your Feedback is Valuable!

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



Help By Taking This Survey!



Pulse producer Kevin Wolsky (right) pictured with Senator John Hoeven (left)

NPGA Attends Farm Bill Listening Session

Senator John Hoeven, Senator John Boozman, and North Dakota Ag Commission Doug Goehring recently hosted a Farm Bill listening session in Fargo, ND. The purpose was to hear how North Dakota producers may be affected by the next Farm Bill and how this could be improved. Kevin Wolsky from Carrington, represented pulse farmers in North Dakota and emphasized the importance of crop insurance, marketing loan rates, accessibility to Market Access & Foreign Market Development programs, and research for the pulse industry.



NPGA Convention Set for January 24 in Minot, ND!

We're shaking things up in 2023! The NPGA annual convention will take place over one day (**January 24th**), and will be hosted at a **NEW** location - **The Sleep Inn & Suites in Minot, ND**. There will be a great line-up of speakers, break-out sessions, and networking opportunities. Attendees can also stay an extra day to attend the KMOT Ag Expo, which is held January 25-27 at the State Fair Grounds.

More information and a detailed agenda will be available soon! Be sure to follow our social media accounts as well as our website for more details!

Preview of Our Speaker Line-Up



Jacob Shapiro
Partner & Director of
Geopolitical Analysis



Shaun Haney
Founder of RealAgriculture
& Host of RealAg Radio
on SiriusXM



Andrew Pritchard
Senior Meteorologist at
Nutrien Ag Solutions

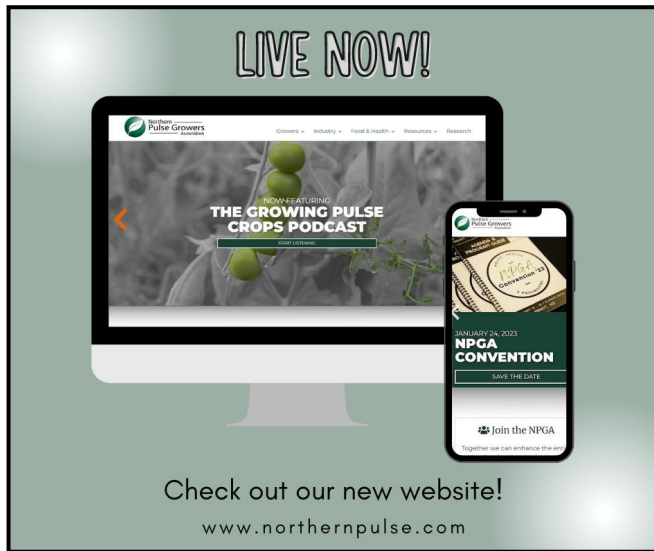
Sponsorship Opportunities Now Available!

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 their '22-'23 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!



NEW NPGA Website



When “Google” is at everyone's fingertips, it is ever important for organizations to stay on top of technology improvements and enhancements. An out-of-date website or a website that is hard to navigate can ruin credibility and force people to look elsewhere for information.

We are happy to announce that our NEW and IMPROVED NPGA website launched in mid-July. Improvements have been made to the navigation bar, allowing even easier access to events, news, and resources. The recipe section received a make-over as well, and it's never been easier to find a delicious pulse recipe. There are also links to all our social media pages. Check it out for yourself and let us know what you think!

NPGA Invests In Upgraded Database

The article above is ironically a perfect segue into another exciting update the NPGA is rolling out this fall. The NPGA board and staff felt it was important to improve our database software as a way to improve efficiencies and the overall member experience. After visiting with our sister commodity groups, we felt it best to invest in MemberClicks Professional software. This is a cloud-based software that can be accessed at anytime from anywhere. NPGA has diligently worked to transition our database to MemberClicks and we have a tentative launch timeframe of mid-October.

What improvements can members look forward to? Members will be able to access their own profiles at anytime to check their membership status, as well as update their information (e-mail, mailing address, family members, employees, etc...). More communication will be made to members when membership is coming due, is in a grace period, or has lapsed. Members will also be able to register for events and have the option to choose to pay via credit card, be invoiced, or pay over the phone with someone in our office. Industry members will have the opportunity to appear in our searchable DIGITAL industry guide that will connect the public with your website/information.

This is just a preview of the capabilities of MemberClicks. These features are exactly what the NPGA needs to get a better insight into who are members are and to hopefully do a better job reaching and communicating with you. We're in the final stages of development, but hope to launch in a few short weeks. **There will be an initial welcome e-mail from the system that will tell you how to access your profiles - this is NOT spam.** If you have any questions, or just want to triple check that it is not spam - feel free to call me (Erin Becker) at (701) 222-0128 | (406) 787-5380. Stay tuned for more information on our database launch!

Connect With Us!



“Northern Pulse Growers Association”



@NPGA1



“northernpulsegrowers” & “power_of_pulses”




@NPGA1



Northern
Pulse Growers
Association

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



Request for Pulse Samples!

For the 2022 Pulse Quality Survey

E-mail Berndt@northernpulse.com
for more details.



**NPGA is requesting 2lb.
samples of various varieties of
peas, lentils and chickpeas
from the 2022 harvest season.**

Scan the QR Code above to start the process!

****Postage will be re-imbursed.****

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.