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# the PULSE

THE OFFICIAL PUBLICATION OF  
THE NORTHERN PULSE GROWERS ASSOCIATION

Summer 2023

## Reminders for a Happy Pulse Harvest

Harvest is well underway, and the NPGA wants to ensure our producers are getting the best prices for their crops. We realize some elements are impossible to control, but here are a few tips to help reduce problems and assist in maximizing the prices you receive with delivering to a buyer.

1. **Handle with care** - Pulse crops are a delicate crop and cannot be treated the same as cereal grains so keep handling to a minimum to avoid damage which could cause a reduction in price. Buyers have stated they prefer grain placement in hopper bins and the use of a conveyor for loadout if possible. This will reduce the splits/dockage and keep it in grade. Avoid using a grain vac on peas as cracking will increase. If buying a conveyor is not feasible, run the auger full and slow.
2. **Keep it clean** - Properly cleaning harvest equipment (*trucks, bins, conveyors, etc...*) prior to harvesting pulse crops is **crucial**. Many facilities have a low or no tolerance for grains in pulses. Allergens such as soy, wheat, corn, and canola can be an issue with the gluten free/non-gmo markets emerging. Pulse crops are an attractive ingredient so any contamination would most likely cause the load to be rejected. **There is 0 Tolerance for fertilizer or seed treatment in pulses.** Contaminations like this and any foreign matter not only cost you money but also create major issues for everyone in the pulse industry, resulting in a potential loss of domestic and international markets and revenue.
3. **Out with the old, in with the new** - Never put new crop/grain on top of old crop/grain because of risk of infesting the new crop with storage insects and mold organisms. Storing pulses properly is important to maintain quality and avoid being discounted. If pulse crops were harvested with higher moisture and placed in an aeration bin, the top of the bin could form a crust of mold. Product with mold present are subject to rejection. Keep a close eye on stored pulse crops in winter and throughout spring/summer months. The longer the storage period, the more likely the quality will decline and affect the pricing.
4. **Feed and new crop don't mix** - If infested grain is purchased for livestock feed, store it away from the new crop and feed it as soon as possible.

From farmers to processors - we are all in this together. By taking steps to mitigate risk and protect our high-quality products, together we can meet the needs of our domestic and international customers. Happy Harvesting!



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# Executive Director Message

By: Shannon Berndt

In the vast expanse of agriculture, certain crops emerge not just as commodities, but as symbols of change and progress. Pulse crops, often referred to as the "forgotten treasures" of the agriculture world, are now stepping into the limelight, capturing the attention of producers, nutritionists, the food industry and policymakers alike. In this article, we explore the significance of pulse crops and why their resurgence represents a pivotal moment for the future of agriculture and food.

**The Pulse of Sustainability:** Sustainability has become a cornerstone of modern agricultural discussion. Pulse crops, with their remarkable ability to fix nitrogen from the atmosphere, epitomize sustainability in action. By harnessing this natural process, they rejuvenate soils, reduce the need for synthetic fertilizers, and enhance the overall health of agricultural systems. As concerns over sustainability intensify, the role of pulse crops in can't be underestimated.

**A Nutritional Renaissance:** In an era where chronic malnutrition and diet-related health issues are on the rise, the nutritional profile of pulse crops offers a ray of hope. These unassuming legumes pack a powerful punch of protein, dietary fiber, vitamins, and minerals. Incorporating pulses into our diets can lead to improved heart health, better digestion, and reduced risk of chronic diseases. As we champion pulse crops, we are advocating for a healthier global population.

**Guardians of Biodiversity:** In an agricultural landscape often dominated by monocultures, pulse crops present a different story. By diversifying our crops and rotations with pulses, we create a natural defense against pests and diseases. This reduction in chemical inputs not only benefits the producer bottom line but also safeguards global food security.

**A Culinary Adventure:** Beyond their agricultural and nutritional contributions, pulse crops have a rich cultural and culinary history. From hummus to dal, from pasta to chili, pulses have found their way into cuisines around the world as both a whole food and ingredient. The versatility of pulses incorporated into our meals not only honor tradition but also explore new culinary experiences.

**The Call to Action:** As we celebrate the resurgence of pulse crops, it is essential to recognize the collective effort needed to fully realize their potential. Producers, researchers, policymakers, and consumers all play crucial roles. Producers need support in terms of education, access to high-quality genetics, and market connections. Researchers require funding support to continue exploring innovative ways to enhance pulse crop agronomics and utilization. Policymakers can help by creating an enabling environment that encourages the adoption of pulse crops into farming systems. And consumers, by choosing to include pulses in their diets, contribute to driving demand and supporting sustainable agriculture.

The journey of pulse crops from obscurity to prominence represents the larger story of change in agriculture. It is a reminder that even the smallest seeds can germinate into powerful movements that shape the way we grow, eat, and think about food. With the support of pulse producers, industry, and our stakeholders, we can embrace the potential of pulse crops as a catalyst for positive change and take steps, both big and small, towards a more successful and sustainable industry.

***Wishing everyone a safe & prosperous harvest!***



It's been a minute and the past few months have been packed with excitement...Below is a brief highlight of the NPGA programs, activities and representation around the region from June - August

- Presented '23-'24 budget proposal at the ND Dry Pea & Lentil Council meeting on June 7.
- Erin Becker added baby girl #3 (Hannah Rae Becker) to her family on June 11.
- Finalized '23-'24 budget at the NPGA Board meeting on June 27.
- Sponsored "Farm to Table Dinner" in Williston, ND on June 28.
- Sponsored "Banquet in a Field" event in Dickinson, ND on July 11.
- Sponsored "Dinner on the Prairie" event on August 1 in Minot, ND.
- Sponsored various "Field Day" events in Montana & North Dakota.
- Presented proposal to North Dakota Ag Products Utilization Commission in Medora, ND on July 19.
- Met with Nourish Move Love & The Real Food Dietitians to arrange meal & exercise plans for October '23 & February '24...stay tuned!
- Working with the MSU Bobcats & NDSU Bison for advertising campaigns in '23-'24.
- Met with Montana Grain Growers Association & PNW Canola Association to discuss NPGA Sponsorship of the MGGA Convention this fall.
- Participated in all USADPLC Board & Committee Meetings.



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# Message from the Montana Pulse Crop Committee

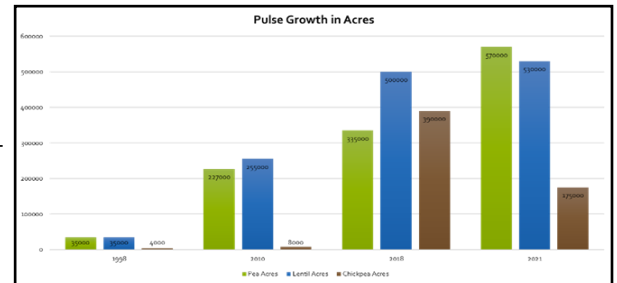
**Executive Director: Liz Edmundson**



*It has been a wild few months since I accepted the offer to become the first Montana Pulse Crop Committee (MPPC) Executive Director in May. I welcome the opportunity to reach out in this newsletter to Montana pulse value chain members. Last month I briefly discussed the history of the national pulse crop industry. As promised, this month, I will explore the origin of the MPCC, the producer checkoff, and how the MPCC uses the 1% assessments collected each year to benefit the Montana pulse crop grower.*

## **Montana Pulse History**

In 2006 the Montana Pulse Crop Advisory Board was formed, and that same year, the Montana Growers voted into place a 1% checkoff program. In 2017 the Montana Pulse Crop Advisory Board changed to a committee of 5 members (Montana Growers) and 2 Industry Representatives. The State of Montana formed the Montana Pulse Crop Committee (formerly the Montana Pulse Advisory Committee) to best influence where and how to utilize the 1% checkoff funds. The goal from the beginning has always been in the MPCC mission statement to invest in and deliver support for marketing, research, education, and policy development programming that improves return on investment for the pulse producers of Montana.



## **Your Checkoff Dollars at Work**

The goal of the Montana Pulse Crop Committee is to increase the return on investment for the Montana producer. With that goal in mind, the number one question from industry members and growers is, "Where is the money going, and what is it being used for?" This question became the catalyst for a project I started a couple of months ago called, *Follow the 1%*. I started the journey to answer this question by compiling the financial data from member organizations that the MPCC has funded for the last five years. I collected and organized these financial reports into four main pillars of funding: Domestic Marketing, Research & Grower Education, Information & Government, and International Marketing. As I worked through the financial data, I also took trips, held meetings, and exchanged emails to gain greater insight into the efficiency of use of the grower's checkoff funds within each organization receiving Montana funding. In March, I met the team at the Montana Department of Agriculture. I attended Montana Ag Week at the State Capital to meet Shannon Berndt, director of the Northern Pulse Growers Association. I traveled to Moscow, Idaho in April and met with the USA Dry Pea & Lentil Council, our national organization. In May, I spent the day at Montana State University, learning about the research and innovation side of pulses. In June, I ventured north to Plentywood for the MPCC funding meeting and toured the new Columbia Grain International pulse facility. Throughout these trips, I have chatted with Directors and CEOs about their goals and investments in the pulse industry; studied the NASS Statistics reports about validity; questioned policy groups on what they have done for the Montana Pulse Industry; and quizzed our grower organization on how much representation Montana Growers are receiving. My assessment from these visits and detective work is that these member organizations put the Montana Pulse Grower at the forefront of their decision-making.



*Next, we will look deeper into each funding pillar to explore what your 1% checkoff has done or is doing within these categories: marketing, research, education, and policy development programming. Feel free to reach out if you have questions or concerns. Have a safe growing season and harvest!*

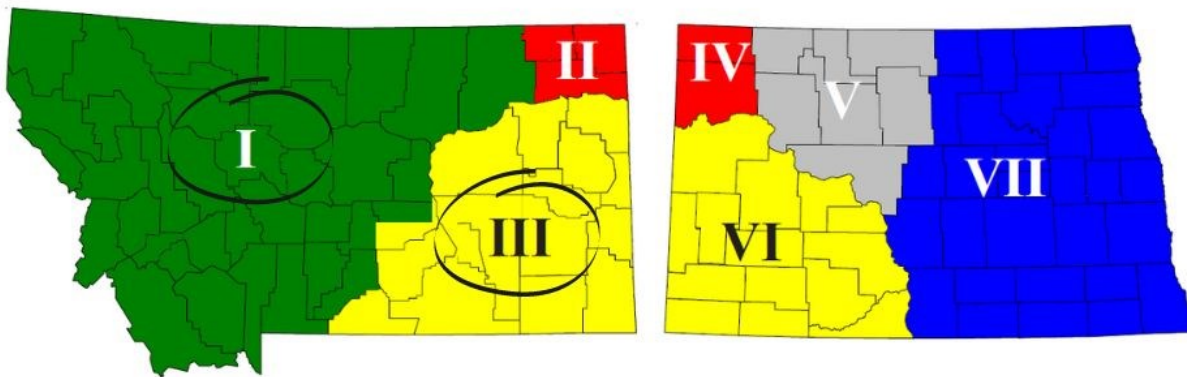
# Do YOU Want To Make A Difference In The Pulse Industry?

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**.

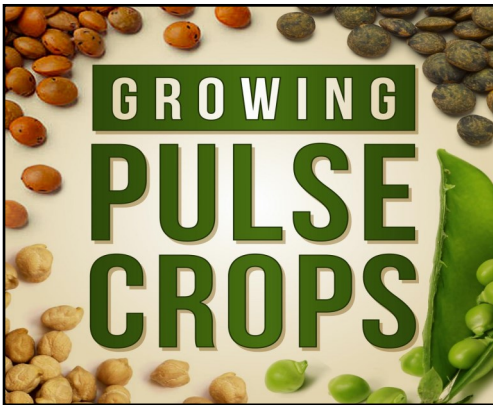


**Currently seeking board members in District 1 & District III**



# Featured Episode! Developing New Varieties of Pulses with Nonoy Bandillo, Ph.D.

Season 4 | Episode 3 (Published March 20, 2023)



Partial show notes by: Tim Hammerich

"In this podcast we meet Dr. Nonoy Bandillo, an assistant professor and pulse crops breeder who directs the pulse crops breeding program at North Dakota State University. We'll Explore the strategy, purpose and effect of the ongoing research towards new pulse crop cultivars. Then, Discover the vast collaborative efforts throughout the industry to produce better cultivars for both the market and producers."



Scan the QR code to listen!



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## Save The Date—MGGA Convention.

The Northern Pulse Growers Association will once again be a featured commodity group at the upcoming Montana Grain Growers Convention this November 28-30 in Great Falls, MT. This will be the first year the event will take place in the Pacific Steel & Recycling Arena.

We're looking forward to being a major sponsor and working with both organizations to put together a great agenda for Montana agri-businesses and producers.

Registration opens soon! Visit our website and follow our social media accounts for the latest details!

## Penny For Your Thoughts...?

Your voice and opinions matter to us! Please take 4-5 minutes to take part in our annual member survey. This will give us insight into what YOU would like to see from the NPGA, and will also help tremendously when planning future events. Scan the QR code above, OR type this address into your web browser to take part:

<https://www.surveymonkey.com/r/F3KG9NR>



# Coming Soon...Fall Meal & Workout Challenge!



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 social media influencers 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 for you to join in our 2-week meal plan & 2-week workout challenge in October! Links will be posted to our website as soon as they're available.

Fun Fact - If you can't wait until October, you can access our sponsored content from our February '23 challenge by visiting the links on the NPGA website.



## Connect With Us!



"Northern Pulse Growers Association"



@NPGA1



"northernpulsegrowers" & "power\_of\_pulses"



@NPGA1



## Working for the Producer! *Join Today!*



Northern  
**Pulse Growers**  
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### 1 Advocacy

*The NPGA advocates for the regions pulse producers and industry representatives through our Congressional representatives, agency officials and Government entities.*

### 2 Research

*NPGA strives to work with NDSU, MSU, NCI, and other entities who provide cutting edge research on breeding/genetics, weed/disease issues, pest management, and value added opportunities.*

### 3 Producer Education

*Providing producers with resources to manage agronomic issues, technology tools, and updates on markets are just a few of the strategies NPGA employs for the continued success of the regions pulse industry.*

### 4 Promotion

*NPGA continues to work closely with youth programs, nutrition/health advocates, and food industry stakeholders to distribute information on the use and health benefits of pulses!*

### 5 Collaboration

*The NPGA invests in collaborations with many of our neighbors in the ag industry and works to promote positive messaging. It is more important than ever that as an ag industry we work together to ensure success for future generations!*