



the PULSE

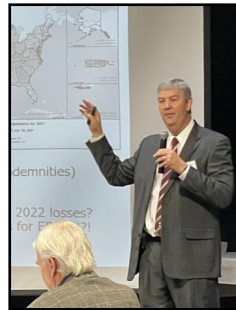
THE OFFICIAL PUBLICATION OF
THE NORTHERN PULSE GROWERS ASSOCIATION

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NPGA Convention Wrap-Up



Dr. Joe Outlaw presenting 2023 Farm Bill Updates



NPGA Board Members taking part in a farmer panel discussion with Shaun Haney.



Jacob Shapiro navigating the global political climate

The Northern Pulse Growers Convention took place on January 24th at a NEW venue (the Sleep Inn & Suites) with a NEW 1-day agenda. The morning started with the NPGA business meeting where previous meeting minutes were read and nominations were opened for new board members. McKade Mahlen was elected to the board and will represent an At Large position. Sam Arnsen was also re-elected, but will now represent District IV. A motion was made to allow the NPGA board to fill the remaining 2 open board seats in District III and I. Aaron Flansburg gave an update on the initiatives at the USA Dry Pea & Lentil Council (USADPLC), and USADPLC's CEO, Tim McGreevy, presented updated national policy positions.

The first speaker after the annual business meeting was Jacob L. Shapiro. Shapiro gave an in-depth presentation on the current geopolitical climate and talked about how this could affect different aspects of agriculture. If you're looking for more content from Shapiro, he hosts the "Cognitive Dissidents" podcast, which is free on all streaming services. Convention attendees enjoyed a tradeshow break and continued the morning educational session with an update on the current farm bill from Dr. Joe Outlaw.

The NPGA awards luncheon was next on the agenda. During lunch, a service award was presented to Todd Wagner for his service on the NPGA Board of Directors. The NPGA was also happy to announce that we had TWO recipients for this year's excellence award winner. Les Knudson was the recipient of the Industry NPGA Excellence Award and Gordon Stoner was the recipient of the Grower NPGA Excellence Award. (Article continues on page. 5)

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Feeling Sad Because You Missed NPGA Convention AND/OR Our Collaboration with the Montana Grain Growers Association & PNW Canola Association???

Hey, we get it...life is busier than ever, **and we missed YOU too!** Here are a few resources where you can hear from our speakers, AND listen to live interviews from our events:

[RealAgriculture Broadcast from the Montana Grain Growers Convention](#)

-Featuring: Shannon Berndt & Karen Sowers - NPGA & PNW Canola Association Updates | Brian Aklestad, Todd Hansen, Nathan Keane - Farmer Panel Discussion

[RealAgriculture Broadcast from the NPGA Convention](#)

-Featuring: Dr. Joe Outlaw - 2023 Farm Bill | Erin Becker - NPGA Update | Ryan Brooks, Sam Arnsen, Matt McCabe - Farmer Panel Discussion

[RealAgriculture Pulse School](#) - Resources from our neighbors to the north in Canada

[Growing Pulse Crops Podcast](#) - FANTASTIC resource for all pulse producers! Season 4 just started!

Cognitive Dissidents Podcast - Hosted by Jacob Shapiro focusing on Geopolitics

[The Agricultural & Food Policy Center at Texas A&M](#) - Ag. Econ. Resources from Dr. Joe Outlaw's team.

[Southern Ag Today](#) - Daily articles on research, trade issues, policy implications, and market analysis - Dr. Joe Outlaw team provides weekly policy updates.

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:

- Sponsored MonDak Ag Research Summit in Sidney, MT on Jan. 19
- Hosted NPGA Annual Convention in Minot, ND on Jan. 24.
- Exhibited at KMOT Ag Expo in Minot, ND Jan. 25-27.
- Sponsored MonDak Pulse Day on Feb. 2 in Williston, ND
- Sponsored a 2-week meal & exercise plan Feb. 6-18
- Celebrated World Pulses Day by sponsoring a NEW workout video with Nourish Move Love on Feb. 10.
- Participated in the Pulse Crop Working Group meeting & Annual Research Review Feb. 13-17.
- Participated in the ND Dry Pea & Lentil Council meeting on Feb. 22
- Hosted a virtual NPGA board meeting on Feb. 23
- Participated in all USADPLC Board and Committee Meetings.

Welcome McKade Mahlen —New NPGA Board Member!

McKade Mahlen, Brockton, MT, was elected to the Northern Pulse Growers Association Board of Directors and is serving his first term representing pulse growers in the At-Large II position. Mahlen is a fifth generation farmer (on his mother's side), and fourth generation farmer (on his father's side) and currently produces yellow peas & lentils. He grew up on a farm just west of McCabe, Montana with three brothers, one sister, and a gaggle of pets.



"I'm excited have the opportunity to work side by side with our stakeholders and further my leadership skills and knowledge of the field." Mahlen said. "Pulses have provided many additional possibilities for my family's farming operation and improving our soil health in our four-year rotation has been one of them. Learning is the goal and I plan on being involved in that effort!"

Mahlen attended school in Culbertson Montana, and during that time, developed new skills and progressed through my hard work; which would one day lead to him becoming the Valedictorian of the Class of 2016. He participated in every extracurricular activity that was offered in Culbertson; from FFA (served as Secretary 2013-2015, and President 2015-2016), BPA (served as VP 2015-2016), and 4-H all the way to football, golf, and speech and drama.

Mahlen continued his education in Bozeman, MT where he majored in Chemical Engineering. While at Montana State, he was active in numerous organizations including the Alpha Sigma Phi Fraternity (served as VP of Communications 2017-2020), MSU Inter Fraternity Council (served as VP 2020-2021), College Republicans (served as VP 2020-2021), Montana State ASMSU, USAFA ROTC and many others. This is also where he met his darling wife, Nicole (she is continuing her education in Tucson AZ in veterinary science with the goal to graduate with her DVM in August of 2024). Mahlen graduated from Montana state in the spring of 2021.

He returned to eastern Montana after graduation and went right to work on the farm with spring seeding. Mahlen also started his engineering career in June as an account manager with AGRI Industries with their Williston, ND branch developing public water and irrigation systems.

When asked what he saw for the future of the pulse industry, Mahlen responded, "Pulses continue to have break through uses that allow our stakeholders to buffer their bottom line; and as we become further antiquated with the health benefits they offer our soil profile we are aware of the continued disease pressure. This has prompted me to begin working closely with the USDA's Agricultural Research Center in Sidney MT to better understand the risks of these diseases and create study cycles that will offer some additional clarity for possible prevention techniques."

In his free time, Mahlen tends to his crops, volunteers for local FFA and 4-H activities, and enjoys spending time with his family - whether it be fishing, hunting, or adventuring around the United States seeing the National Parks!



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NPGA 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 2023 are **Les Knudson** (industry) and **Gordon Stoner** (producer).

Les Knudson

"I got started in the pulse processing industry back in the mid 90's. At that time, it was almost all PL-480 work and a little export of whole peas and lentils. Back then I used to give a speech when talking about 2/3 of the world's population earned less than \$1/day. Not lots of ribeye steaks bought with those wages. Peas and lentils were then and still are a staple of the world's diet.

One important difference between then and now is that Pulse crops are now consumed in USA, Canada, and other first world countries at higher levels. Why? The difference is that back in the mid 90's and all the way up to about 2010 there was not a reliable supply of pulse based ingredients.



Les Knudson (right) with his wife Becky (left)

I like to ask people how much whole kernel corn and whole soybeans they eat a year. Not much.... However not many meals are served in USA without ingredients from corn and soy in the meal someplace.

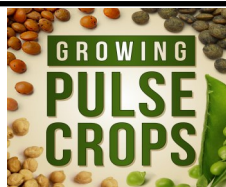
Today when I give speeches, I like to draw the parallel's with corn and soy. Pulse crops are now where Corn was about 1890 and Soy was in about 1950. We are now learning how to break pulses down into the components for starches, proteins and fibers. In these forms, they are finding their way into mainstream foods. The good news is that our development time is much shorter than corn and soy. We have been able to "stand on the shoulders" of corn and soy, greatly reducing the development timeline. The next wave is going to be learning how to modify these groups of products to have different functional characteristics.

I have noticed attendance to NPGA's annual meetings is down. I used to think that was a bad sign for the industry. However, I have come to the conclusion that it is actually not a negative. We have figured out how to produce these crops reliably. Genetics have improved. Markets have improved. We have moved to a more mature commodity. And while there is not as much excitement in the industry (there are other crops that are the "flavor of the week"), we have all successfully moved our industry into a stable crop that has markets that are open daily. We no longer depend on the PL480 program as the backbone of the marketing of our crops.

I have never been more excited about the prospects of the pulse industry. The best is yet to come...."

-Les

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NPGA Excellence Award Recipients Continued...

Gordon Stoner



2022 Stoner Farms Harvest. Pictured left to right are Kayla, Meagan, Bonnie, Gordon, Sarah, and Ryan Stoner

"In the 25 years I have been involved with the pulse industry we have seen Northeastern Montana go from just a field or two of peas or lentils here and there to nearly 50 percent of the seeded acres. In that time the area has gone from a traditional crop fallow rotation to nearly 100% cropped each year. As demand for pulse based protein, healthy snack foods, and other fractions of pulse crops continues to grow, the potential for the pulse industry is nearly limitless.

There is still work to do. New varieties to meet changing climatic and disease pressures, new markets to open and supply, and the changing dietary needs across the nation and the world to fulfill. As another generation steps up, I am confident that the pulse industry will continue to grow and thrive." - Gordon

NPGA Convention Wrap-Up Continued...

Article continued from pg. 1

The afternoon educational sessions started off with a research panel/discussion with Dr. Nonoy Bandillio, NDSU Breeder; Dr. Brian Jenks, NDSU NRSC Weed Specialist; Dr. Audrey Kalil, NDSU Williston Plant Pathologist; and Dr. Michael Wunsch, NDSU Carrington Plant Pathologist. The next speaker was Andrew Pritchard with Nurtien Ag Solutions with a presentation on Understanding Weather Risk in Production Agriculture. Dr. Zach Bateson from the National Agriculture Genotyping Center was next on the agenda and presented on how the NAGC can be a diagnostic resource for the pulse industry. The last speaker of the day was Shaun Haney with RealAgriculture. Haney brought a great perspective from Canada on how the pulse acres have grown, and brought an optimistic message to our pulse producers on the endless potential for pulse acre growth/opportunities in North Dakota & Montana.

Throughout the event, attendees were encouraged to visit our exhibitors and allowed time to network. The NPGA was proud of the caliber of speakers this year, and have continued to receive positive feedback from attendees as well. We're actively planning Convention 2024, and we welcome any advice on how to make this event even better next year. [CLICK HERE give us your feedback!](#)



Todd Wagner (left) receiving his service award



Jiwon Kim (left) with the ND Trade Office was the lucky winner of a Yeti Cooler!



Ryan Bogar (left) submitted pulse samples to our office and won a DeWalt Fan!



Les Knudson (left) receiving his NPGA Excellence Award

Washington D.C. Fly-In Organized by USA Dry Pea & Lentil Council

NPGA board and industry members recently returned home after participating in the Washington D.C. fly-in organized by the USA Dry Pea & Lentil Council. The visit took place from February 6-10th and was the first back "in-person" due to Covid-19 restrictions. Local producers/industry that participated in the fly-in were Brian Aklestad of MT; Paul Kanning of MT; Matt McCabe of MT; Beau Anderson of ND & Amber Anderson of ND.

The purpose of this visit is to meet with a variety of our national representatives and agencies and discuss with them about important priorities the pulse industry would like them to consider when moving into the 2023 Farm Bill discussions. Those top priorities include crop insurance, increased funding for Market Access Program (MAP) and Foreign Market Development (FMD) funds, increased food aid purchases of pulse crops (to name a few).



Membership Matters - YOU Matter.

As the NPGA is finalizing their final membership drive for 2023, we wanted 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, YOUR membership matters and helps drive our initiatives. If you have a question on your membership status, please contact Erin at Becker@northernpulse.com or call (701) 222-0128.

World Pulses Day & NPGA Sponsored 2-week Meal & Exercise Plans

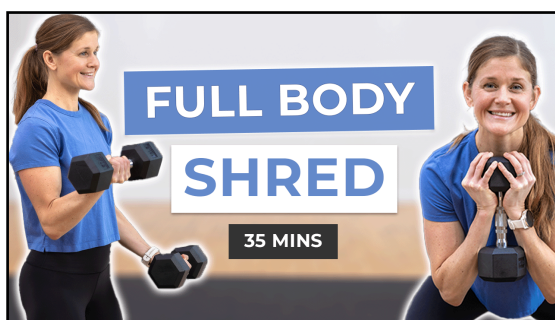
February 10th was World Pulses Day - A designated United Nations global event to recognize the importance of pulses (chickpeas, dry beans, lentils, dry peas, beans, etc...) as a global food. This year, the Northern Pulse Growers celebrated World Pulses Day and National Heart Month by sponsoring a 2-week meal & exercise plan. We worked with social media influencer Nourish Move Love to create the work-out plan AND a sponsored workout video (which released on World Pulses Day). We also worked with social media influencers The Real Food Dietitians to sponsor the meal plan. Overall, this campaign was a huge success for the Northern Pulse Growers. Messages were shared on how pulses are good for you AND the environment, and boasted the fact that 80-85% of US grown pulses come from the states of Montana & North Dakota. Throughout the campaign, over 1 million impressions were made and there were over 43,000 social media engagements, which we consider a feat considering ALL the messaging that we have to compete with.

If you missed following along with social media during the challenge, that is completely okay! This content is 100% FREE and can be accessed and started at any time with the links provided below!



[2-week Exercise Plan](#)

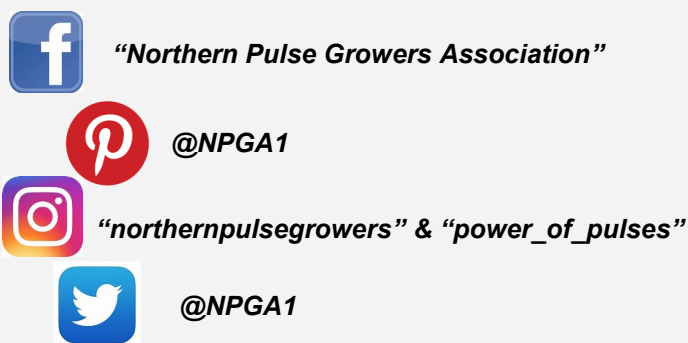
[NPGA Sponsored Workout Video](#)



[2-week Meal Plan](#)

Follow NPGA on Social Media

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!





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