

Colorado Bean News

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Workshop and Exhibition

*"Colorado Wind and Distributed Energy:
Renewables for Rural Prosperity"*

How can farmers, ranchers, rural electric cooperatives and others interested in rural economic development capture Colorado's abundant wind energy resources and use distributed energy generation to increase the vitality of Colorado's rural economy? Those topics will be explored in-depth at "Colorado Wind and Distributed Energy: Renewables for Rural Prosperity" on April 8 and 9 in Denver.

The two-day workshop, to be held at the Renaissance Hotel, is presented by the Colorado Governor's Office of Energy Management and Conservation (OEMC) and the U.S. Department of Energy. Primary co-sponsors include the National Renewable Energy Laboratory and the Western Area Power Administration.

Workshop participants on Monday, April 8 will learn how to capture the wind and reap benefits for rural Colorado. Experts will provide state-of-the-art information on wind energy costs and benefits as well as Colorado wind resources, technology, applications, markets, policy and financing. The Tuesday, April 9 sessions will focus on distributed generation opportunities. Farmers, utilities and manufacturers will discuss real applications and costs of a variety of technologies.

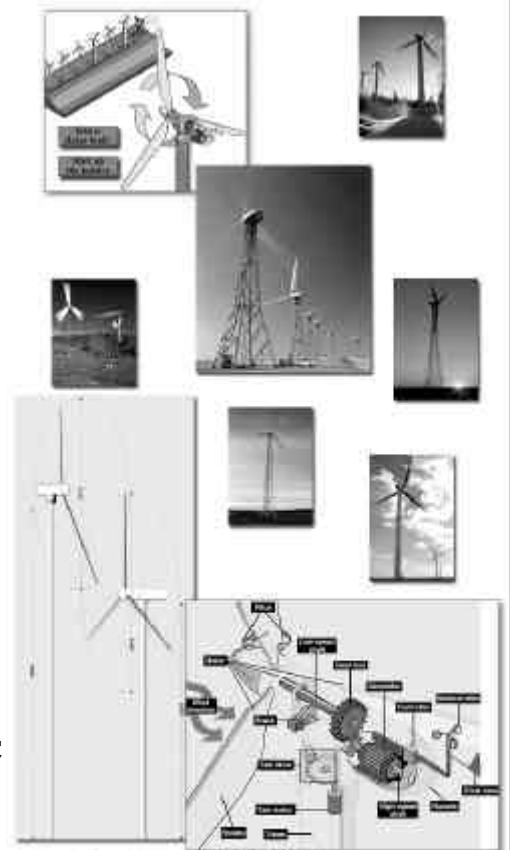
Exhibits both days at the Renaissance Hotel and at the nearby Urban Farm at Stapleton will provide additional opportunities to talk with company representatives and see demonstrations of wind turbines, methane digesters, microturbines, fuel cells, bio fuels, photo-voltaic systems and more.

A pre-workshop event, the "Colorado Sustainable Living Roundup," will be held by a local coalition on Sunday, April 7 at the Urban Farm at Stapleton, offering an additional opportunity to see these technologies in action.

For more information call Bitsy Broughton of the OEMC at 303-894-2383 or 1-800-632-6662 or visit: www.state.co.us/oemc

MAILING LABEL UPDATE

Please send changes to:
Dr. H.F. Showalter, CBN Editor
E207 Plant Science Building
Colorado State University
Fort Collins, CO 80523-1177



Images from DOE Website



**Colorado Dry Bean
Administrative Committee
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Helen Davis (303-239-4121) **Advisor**
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The **Colorado Bean News** is supported in part by your voluntary check-off dollars administered by the **Colorado Dry Bean Administrative Committee**, 31221 Northwoods Circle, Buena Vista Colorado 81211. Phone 800.318.8049

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COLORADO DRY BEAN ADMINISTRATIVE COMMITTEE UPDATE

Minutes by Robert Schork, CDBAC Manager



Call for Bean Grower & Dealer Participation:

The current term for some directors and alternates of the Colorado Dry Bean Administrative Committee expires during 2002, in addition to some unfilled vacancies that currently exist on the Board.

What Does the Committee Do? The CDBAC administers the funds collected from a \$ 0.06 per cwt assessment on dry beans sold in the state. The funds are used for research and promotion activities designed to increase the production and consumption of beans. Directors have the ability to influence the direction of research projects and the types of marketing efforts paid for by checkoff dollars.

How Much Time is Involved? The Committee holds two 1-day meetings each year in the Denver area. If additional meetings are needed, they are held via telephone conference calls.

How Much Will it Cost? Directors and their alternates are reimbursed for all travel expenses incurred in attending meetings.

How Are Growers Represented? The Committee is comprised of nine directors, three from each of three districts in the state. Each district is represented by two grower directors and one dealer director. District 1 includes all of western Colorado, District 2 includes the counties along the Front Range north and south of Denver, and District 3 includes the remaining counties in northeastern and southeastern Colorado.

How Do I Get Elected? You may nominate yourself or someone else from your district. The only requirement is that the person be an active dry bean grower or dealer.

Please contact Robert Schork (800-318-8049) or Helen Davis (303-239-4121) for information on how you can volunteer and contribute your energy and leadership to the future of dry beans in Colorado.

CDBAC Budget as of December 31, 2001

	BUDGET		
	YTD	vs	
	BUDGET	ACTUAL	ACTUAL
Assessments	96,000	111,988	15,988
Interest	4,000	4,398	398
Total Income	100,000	116,386	16,386
Research	38,500	38,500	0
Administrative	8,400	8,400	0
Promotional	5,000	4,232	768
Meetings & Travel	9,000	12,147	(3,147)
Dues	27,500	27,500	0
Magazine	8,000	6,000	2,000
Accounting and legal fees	2,500	2,140	360
Refund of assessments	2,500	1,290	1,210
Telephone, postage, supplies	2,500	3,177	(677)
Total Expenses	103,900	103,386	514
Excess (Shortage)	(3,900)	1,300	16,900

[Dues include membership in the National Dry Bean Council & American Dry Bean Board]

Board Meeting Excerpts (from minutes by Robert Schork, manager):
 The CDBAC board meeting was held at 10 am on November 5, 2001 at the Adams County Fairgrounds. Agenda items included a review of the 2002 budget, reports on the ADBB and NDBC, review of the 2002 CSU Research Projects, and administrative services to the Committee for 2002. Lance Fretwell reported that the Colorado Dept. of Agriculture statistics for the 2001 crop was 1,785,000 cwt and an average yield of 17 cwt/Acre; this was the smallest crop since 1983 and the lowest acreage planted since 1921.

CSU personnel (H. Schwartz, M. Brick) discussed research challenges to the bean industry and resources available from the university. Short term goals could include regional extension meetings and workshops to help growers. Intermediate goals should be to have common trials of variety testing in Fort Collins, Torrington, and Scottsbluff. Long-term goals could be a coordinated regional breeding program and a project to maximize economic return for bean growers. Additional research priorities could focus on controlling nitrogen and irrigation, alleviation of soil compaction, and nightshade management. CSU's research could help Colorado growers by narrowing the number of pinto bean varieties to those that generated the highest yields, best seed quality and net economical return, and were most resistant to disease. The 2002 CSU Research Budget request was discussed, and approved for the core programs (\$28,500) plus \$5000 for nightshade research.

Promotion activities included the fact that Ron Pickarski was working on a large vegetarian project with Nobel/Sysco that would include beans. Promotional support from the CDBAC would include sponsorship of the RMBDA meeting in January, USDBA annual meeting in July, the Colorado Ag Forum, and an update to the Colorado of Ag Statistic's Annual Report. Helen Davis and Jim Rubingh discussed promotional projects and support that the Colorado Department of Agriculture is providing to the bean industry. During 2002, there will be some specialty crop funds available for dry bean research and marketing within Colorado.

**NATIONAL DRY BEAN COUNCIL
 HIGHLIGHTS**




Mexico Bean Situation

The NDBC Monthly Report from October 2001 provided some insight into the 2001 crop programmed at 780,869 MT. Zacatecas is the main bean producer with 262,647 MT (34 %), followed by Durango with 89,357 MT (11 %), Chihuahua with 82,975 MT (10.5 %), Chiapas with 48,394 MT (6 %), San Luis Potosi with 34,790 MT (4.5 %) , and Guanajuato with 29,247 MT (4 %) for a total of 70 % of the national production.


In Zacatecas bean trading, the Zacatecas State Bean Producers Consolidator Company expects to collect 25 % of the total production which accounts for approximately 50,124 MT of black (Negro Bola or Negro Zacatecas), and 15,464 MT of Pintos, Flor de Mayo, and Flor de

See NDBC on page 5



Montrose PINTO BEAN

Montrose combines mid-season maturity, high yield potential, and resistance to the prevalent races of rust and bean common mosaic virus in the High Plains .



Your sources for **Montrose** PINTO BEAN:

<p>Delta Potato Growers Lorren Britain 515 West 7th Delta, CO 81416 Ph 970-874-9737 Fax 970-874-0703</p>	<p>Red Beard Bean Co. Larry Proctor 269 State Highway 348 Delta, CO 81416 Ph 970-874-7488 Fax 970-874-9859</p>
<p>Montrose Potato Growers Steve Mosher 38 West Main, P.O. Box 65 Montrose, CO 81402 Ph 970-249-5623 Fax 970-249-0426</p>	<p>Thunder Mountain Bean Co. Robert Proctor 1588 B Road Delta, CO 81416 Ph 970-874-7737 Fax 970-874-1462</p>

Yield Performance

Montrose has performed well in replicated trials in Colorado during the past four years of evaluation by the Colorado Crops Testing Program. The table below shows the average seed yields of the four highest yielding varieties tested in 1997, 1998, 1999 and 2000.

Cultivar	4 Yr. Average*
Montrose	2893
Bill Z	2524
Chase	2670
Vision	2216 (3 yr.)

*Average of 17 locations-years



**Colorado Bean Network
EXECUTIVE BOARD**

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COLORADO BEAN NEWS is published quarterly by the Colorado Bean Network, a non-profit organization which supports the dry bean industry in Colorado. Address all editorial, advertising and mailing materials to: H.F. Schwartz, Dept of Bioag. Sci. & Pest Mgmt. Colorado State University, Fort Collins, CO 80523-1177, or call Mark McMillan at (970) 491-7846.

Advertising Material Deadlines and Rates for the Colorado Bean News

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Publication Material Due Dates:

Fall Issue	[Market Emphasis]	Sep. 7
Winter Issue	[Promotion, Nutrition Emphasis]	Dec. 7
Spring Issue	[Planting, Production Emphasis]	Apr. 7
Summer Issue	[Pest Mgmt., Harvest Emphasis]	June 7

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1/4 Page (3.5"x4.5")	B/W	\$100*
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	Each Additional Color	\$75

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*PMT's - 85 lines preferred
*Negatives to be stripped in 100 lines

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Please provide Camera-ready Copy. Make check payable to the Colorado Bean News. Send to Howard F. Schwartz, Colorado Bean News, E207 Plant Sciences Building, Colorado State University, Fort Collins, CO 80523-1177

BEAN BYTES

2002 Colorado Agricultural Outlook Forum

Don Ament, Colorado Commissioner of Agriculture, has announced that the 2002 event will be held on Tuesday, February 19 from 8:00 am to 3:30 pm at Denver's Adam's Mark Hotel (800-444-2326, \$ 115/night). The Colorado Agricultural Outlook Forum is visionary, informative, and brings together top thinkers and doers from our nation's agricultural industry. For 10 years, 400 leaders from Colorado agriculture and related fields have been attracted to this premier, one-day event.

The theme of the 2002 Colorado Agricultural Outlook Forum is: "The Colorado-Mexico Connection: Agricultural Trade, Labor & More." We believe this topic is very timely and important for Colorado and U. S. agriculture. Mexico is now the second largest export market for Colorado agricultural products and third largest market for the U. S. This increased trade has spawned other issues such as labor and transportation. Colorado's food and agricultural system also depends heavily upon workers from Mexico.

Keynote presentations will focus on international trade and Interactive breakout sessions will focus on topics such as Colorado and NAFTA Issues, Coping with Globalization, Colorado's Hispanic Labor Force, Colorado's Power Supply, 2002 Farm Bill Update, and Colorado Legislative Update.

The Forum is sponsored by the Colorado Department of Agriculture, Colorado State University Cooperative Extension, and the Colorado Agricultural Leadership Association. Registration is \$ 90 for individuals before Febr. 8 and \$ 100 thereafter. Telephone: 303-239-4112, Fax: 303-239-4195, Email: david.carlson@ag.state.co.us, Web Site: www.coloradoag-forum.com

New Bean Root Health Bulletin

Drs. Howard F. Schwartz (email: hfspp@lamar.colostate.edu) and Mark A. Brick, Colorado State University, GSB 342A - BSPM, Fort Collins, CO 80523-1177 released a 2-page color bulletin on Bean Root Health. This bulletin reviews 9 steps to enhance bean root health, crop production, and net return by at least \$ 25 - 50 /Acre. In addition, there are 17 photographs See ROOT HEALTH on page 5

**Colorado Dry Bean Administrative Committee
Variety/Crop Year CWT Summary**

	1988-92	1993-97	1998	1999	2000	2001	Total
Pinto	12,913,340	10,662,045	2,427,127	2,172,361	1,475,788	714,471	30,365,132
LRK	240,180	733,012	109,946	119,543	111,025	38,494	1,352,200
GN	41,740	80,955	0	0	6,275	0	128,970
Navy	53,731	25,000	3,089	8,204	0	0	90,024
Blacks	17,028	32,953	0	2,328	6,842	1,856	61,007
Pinks	39,182	7,453	0	0	0	0	46,635
Anasazi	9,034	16,071	0	5,441	0	0	30,546
Sm White	19,629	0	0	0	0	0	19,629
Reds	13,972	7,159	0	0	2,478	382	23,991
Cranberry	0	798	0	0	0	0	798
Mayo Cuba	0	275	770	45,417	39,443	1,419	87,324
Total Assessments	13,347,836	11,565,721	2,540,932	2,353,294	1,641,851	756,622	32,206,256
Crop Estimate	15,849,000	12,837,000	2,868,000	2,755,000	1,980,000	1,785,000	
% of Estimate	84.22%	90.10%	88.60%	85.42%	82.92%	42.39%	

ROOT HEALTH from page 4

that illustrate common soil-borne problems and their management in the central high plains states. For free copies, contact the authors or Colorado Bean Network.

We developed this bulletin after observing widespread problems that occurred during the 2001 season from soil compaction, root rots, and moisture and heat stress. It was obvious to us that poor root development and health contributed to many of the problems, and caused poor plant stand, poor plant development, flower – pod – seed abortion, low yield, and reduced seed quality/size throughout the state and region.

A concerted campaign to improve bean root health in 2002 will improve dry bean productivity, and this bulletin is a first step to help us provide a consistent educational message to the bean community in Colorado and surrounding region. Our CSU research efforts in 2002 will continue to investigate the role of varieties, cultural practices (ripping, fertility, timely irrigation), and fungicides in improving root health, crop development, and economic return to growers.

California Bean Crop is Down

The California Bean Marketer reports that California growers have again chosen not to grow their usual quota of dry beans. There has been a definite trend toward lower acreage and production, beginning with the mid-

See CALIFORNIA on page 7

NDBC from page 3

Junio. Bean trading prices for the different varieties are expected to be determined by the end of October once the Prices Committee is formed. Bean prices in other bean producing states are reported at \$5000 – 6500 pesos per MT of black beans and \$ 6500 – 8500 pesos per MT for clear beans.

The average wholesale price for Zacatecas Flor de Junio beans at Mexico City’s Central Market during the third week of October was \$ 11.50 pesos per kilo, while the same variety in San Luis Potosi and Zacatecas Central Markets was \$ 9 pesos per kilo. Flor de Mayo beans were priced at \$ 12.50 per peso in Mexico City, and \$ 8.5 to 9 pesos per kilo in San Luis Potosi and Zacatecas, respectively. Bola black beans were priced at \$ 6 – 8.5 pesos per kilo.


NDBC 2001 USA – Mexico Bean Congress

On November 8, 2001, the 5th NDBC USA-Mexico Bean Congress was convened in Mexico City with more than 80 Mexican bean importers and distributors in attendance, as well as representatives from the Mexican government and the U. S. bean industry. The first presentation was made by Dr. Felipe Torres about the Mexican’s food expenditure, giving a good scenario of the food spending trends vs incomes in Mexico. Other speakers explained the evolution of canned beans in Mexico and its market share. The 2001 bean crop results were presented by Bob Green from the Michigan Bean Commission.

A round table discussion was then initiated by representatives from both countries, and covered four topics: **Theme No. 1** – Accuracy of Bean Production and Consumption Figures in Mexico. Bean importers and traders need to have accurate information on Mexican bean consumption and production to plan domestic and imported bean purchases so that the domestic market is not affected and at the same time that they have enough supply of imported product to fulfill the market’s demand. Anastasio Cavazos/ASERCA responded that bean consumption figures are 1,100,000 to 1,200,000 MT per year, and that the bean production estimates as of Sept. 20, 2001 for the 2001 Spring-Summer cycle are 816,000 MT and for the Fall-Winter cycle are 250,000 MT.

Theme No. 2 – Auctions: the Way These Should Take Place. David Iniguez said it is not healthy marketwise that the auctions are divided into three separate exhibitions during the year with a short term of only three months for these permits. Permits should not expire until the end of the year, regardless of allocation dates because of the negotiations and logistical process this kind of transaction are subject to. Jesus Garcia agreed

See NDBC on page 7



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Milliken:	1-800-635-2326



SAVE THE BEAN New Bumper Sticker Campaign ??

By Dr. Howard F. Schwartz, Colorado State University

During recent years, we have all expressed our concerns about the decline in dry bean acreage, production and profitability for growers and the industry in Colorado and the entire High Plains region. A year ago, I distributed a position paper outlining this problem and posed questions and appeals to unite growers, dealers, marketers, researchers and agribusiness personnel. The following paper summarizes some solutions that represent our collective thoughts, and I hope that some of these challenges and opportunities help us move forward in 2002 to deal with increasing competition from other domestic and international regions to our Colorado (and High Plains) dry bean industry and agriculture in general.

How Can Our Region Address these Issues?

A. Grower Perspective:

Carefully examine production systems for opportunities to reduce production costs, improve yield, and improve quality. What barriers exist to obstruct movement in these directions, and how could our overall industry help remove or limit these barriers? Possible examples of barriers could include tare wars by bean buyers, lack of sufficient price incentive to deliver a high quality bean, too many varieties, late-maturing and high risk varieties, lack of credible information on variety performance, high overhead costs.

B. Buyer / Processor / Trader Perspective:

Provide the industry with information on what new classes of beans could be sold if grown locally. Examine incentive paid to growers for high quality or special specification beans to determine if incentive is sufficient to offset producer's extra input costs. Determine if identity preserved status for a small share of the crop would have marketing potential. Consider organic market. Phase out of tare wars and pay producers for the quality they deliver. Regionalize tares, storage costs and other industry regulations and protections for dealers and grower of dry beans. Provide input back to growers and other entities within the industry of what markets could be pursued by our region, while understandably retaining a reasonable level of competitiveness among bean purchasers. Examine new contractual arrangements with producers to share in ultimate sale price of beans.

C. University, USDA-ARS and other Resource Perspective:

These issues represent potential research and extension activities that our regional group can address on behalf of our progressive dry bean clientele in the central high plains region to help reduce production costs and improve net returns. These efforts will require greater coordination, more efficiency, and less duplication of personnel, limited resources and facilities in the region encompassed by Colorado, Nebraska and Wyoming. The Central High Plains Dry Bean and Sugar Beet Group (CHPDBSBG), made up of research and extension scientists from Colorado State University, University of Nebraska, University of Wyoming and the USDA-ARS, propose a strategy of regionalization that will enhance communication, research and education with the producers and processors in the Central High Plains states. These steps include short-, intermediate- and long-term goals. The short-term goals are under consideration and will not require additional financial input

See PERSPECTIVE on page 8

Resource Personnel:	Expertise:	Telephone #:
Howard Schwartz	Plant Pathology	970-491-6987
Mark McMillan	Plant Pathology	970-491-7846
Kristen Otto	Plant Pathology	970-491-0256
Mark Brick	Plant Breeding	970-491-6551
Barry Ogg	Plant Breeding	970-491-6354
Jerry Johnson	Variety Testing	970-491-1454
Cynthia Johnson	Variety Testing	970-491-1914
Jim Hain	Variety Testing	970-345-2259
Jessica Davis	Soil Science	970-491-1913
Scott Nissen	Weed Science	970-491-3489
Frank Pears	Entomology	970-491-5945
Pat Kendall	Food Sci./Nutrition	970-491-1945
Reg Koll	ARDEC Station	970-491-2405
Frank Schweissing	Arkansas Valley	719-254-6312
Mike Bartolo	Arkansas Valley	719-254-6312
Abdel Berrada	S.W. Colorado	970-562-4255
Mark Stack	S.W. Colorado	970-562-4255
Calvin Pearson	West Slope	970-858-3629
Fred Judson	West Slope	970-858-3629
Jerry Alldredge	Weld Cnty.	970-356-4000 x 4465
Paul Aravis	Boulder Cnty.	303-776-4865
Bruce Bosley	Morgan Cnty.	970-867-2493
Randy Buhler	Logan Cnty.	970-522-3200 x 1308
Wayne Cooley	Montrose Cnty.	970-249-3935
Dan Fernandez	Dolores Cnty.	970-677-2283
Assefa Gebre-Amlak	Phillips Cnty.	970-854-3616
Bill Hancock	Otero Cnty.	719-254-7608
Gary Lancaster	Sedgwick Cnty.	970-474-3479
Tom McBride	Adams Cnty.	303-637-8100
Ron Meyer	Kit Carson Cnty.	719-346-5571
Ken Smith	Montezuma Cnty.	970-565-3123
Frank Sobolik	Pueblo Cnty.	719-583-6566
Brent Young	Delta Cnty.	970-874-2195

**Websites of interest
to bean growers**

www.csuag.com

www.coagnet.com

www.colostate.edu/Orgs/VegNet/beanlinks

NDBC from page 5

and added that there is going to be a black bean shortage in Mexico. Discussion centered on clarification and publication of auction dates by the Mexican government. Raul Caballero asked about last month's President Fox's statement of a "red light to the bean imports." Cavazos replied that Fox's statement, is congruent with the current bean import situation, since all of the NAFTA permits had already been allocated and imports were due for the 2001 quota, and there will be no auctions until 2002. The Mexican bean industry knows that imports cannot be stopped, and this kind of message [from Fox] misinforms the Mexican producers. Cavazos said that the market is open to imports paying the NAFTA established duties for imports over the quota, and beans are currently being imported under this scheme.

Theme No. 3 – Media Campaign to the Consumer. The Mexican government has created funding for promotional programs to increase bean production / consumption in Chiapas, Durango, Chihuahua, Guanajuato, Sinaloa, and Zacatecas. The program also provides additional support with credit guarantees and contingency funding in case of a price drop.

Theme No. 4 – Supply Planning for Dry Beans in Mexico. There is a need to have accurate information about bean production and consumption by bean varieties for Mexico and other countries.



"The Dry Bean People"

Seed, Field & Receiving
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Red Kidney Bean Needs

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CALIFORNIA from page 5

and continuing through the first two years of the 21st century. During the 1980's California produced an average of 3.36 million cwt of beans annually, but in the 1990's that average dropped to 2.69 million cwt, or a reduction of almost 25 %. California's pink acreage has almost disappeared, and the light red kidney acreage has dwindled as well, some of which was undoubtedly caused by growers being unsure of markets for their beans. Those factors coupled with the competition the blackeye growers have been getting from the cheaper growing conditions available to Texas producers, has severely affected the total crop size.

Nebraska Check-off Dollars

In the 2001 winter issue of The Bean Bag, the Nebraska Dry Bean Grower Association shared their research and promotional ideas with the Nebraska Dry Bean Commission:

- Improve stands of upright varieties to reduce stem breakage
- Discover new uses for dry beans for the modern consumer
- Increase domestic consumption & the role of beans in a healthy lifestyle
- Adjust calcium/magnesium ratio to reduce herbicide use
- Test as many varieties as possible on different soil types
- Conduct fertility research to improve quantity and quality
- Continue weed and disease resistance studies; especially for white mold, nightshade and pigweed

In addition, the NDBGA included a 2002 Dry Bean Grower Survey in their winter issue of The Bean Bag to identify projects or programs that they should pursue to improve the dry bean industry in Nebraska.

Northarvest Bean Growers Association Promotion Efforts

The Nov.-Dec. 2001 issue of the Northarvest Bean Grower reviewed how this association promoted dry bean exhibits last year to those who create thousands of meals each day:

- 92nd American Association of Family and Consumer Sciences in Providence, Rhode Island
- American School Food Service Association National Conference in Nashville, Tennessee
- Minnesota School Food Service Association's 45th conference in Duluth
- North Dakota School Food Service Association in Grand Forks
- American Culinary Federation chefs annual forum at the MGM Hotel in Las Vegas. The exhibition consisted

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from the bean industry. Long-term goals will require some enhanced funding (industry, university, other sponsors) to the CHPDBSBG, as well as a more focused and coordinated effort between scientists and the regional bean community.

Short-term Goals (2002-2003):

- I. Regional Bean Publications – Update version of the 1996 Dry Bean Bulletin; Information sharing or merger of state newsletters, i.e. Colorado Bean News + Nebraska Bean Bag = Central High Plains Bean Review, or privatized
- II. Regional Extension Meetings, Workshops, Field Days, Web Site

Intermediate-term Goals (2002-2005):

- III. Variety Testing from a regional perspective with Common Trials at Fort Collins, Torrington and Scottsbluff – i.e., pinto, great northern, black, kidney, other
- IV. Regional Report of state variety trials and other bean activities

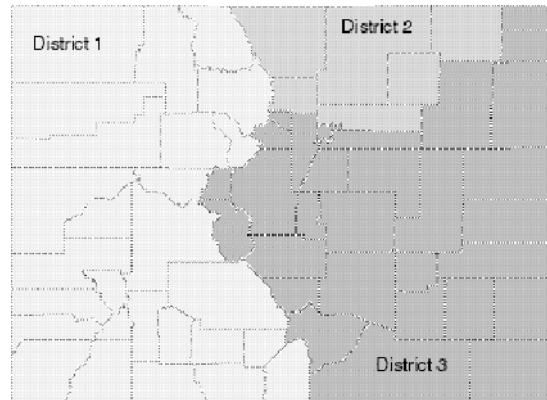
Long-term Goals (2002-2010):


- V. Coordinated Regional Breeding Program at Colorado State University and the University of Nebraska to screen, evaluate and release new varieties of priority market classes for our

region. Growers in Wyoming (and Kansas) could participate in joint releases by helping to fund the breeding program through a Certified Seed checkoff or other marketing systems.

- VI. Enhance “Maximum Economic Return” Research & Demonstration for various agronomic and pest management topics such as soil compaction, fertility, irrigation ; our goal is to improve net return by \$ 25/A in 2002 and \$ 50 or more /A by 2005.

CDBAC Membership



 **KBC**
Trading and Processing Company

DRY EDIBLE BEANS ARE OUR SPECIALITY

Pintos
Light Red Kidneys

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Steve Brown KBC - Holyoke, CO 970-854-3702	Denny Ayers KBC - Brush, CO 970-842-5082
--	--

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Mitch Parker Chief Financial Officer 877-406-0800	
Longmont, CO Jim Fitzgerald Marketing 303-776-3460 800-490-4464	Englevale, ND Deon Maasjo Operations Director Mike Janke Grower Relations 701-683-5246

Receiving Stations:
Buffalo, ND - Jerry and Hattie Melvin, 701-633-5234
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not only of vendor booths, but culinary competitions. The chef demo stage hosts many nationally known and published chefs, and had good attendance.

Public Attitudes About Agriculture in Colorado

Survey by Dr. George Wallace, Colorado State University, Fort Collins

A study was undertaken by the Colorado Department of Agriculture, the Ag Insights advisory group, and Dr. George Wallace from Colorado State University's College of Natural Resources. The purpose was to better understand how Coloradans perceive agriculture in the state. This study replicated a study conducted in 1996. Results of the survey indicate that most Coloradans continue to have a positive view of agriculture in the state and say that it is very important to our quality of life. They feel that it is important to maintain agricultural land and water in production because it provides: food and fiber, open space and wildlife habitat, and economic benefits. They would even assign top priority to agricultural use of water in a dry year. The majority of respondents also felt agricultural practices do a good job of providing cover or habitat for wildlife, that farmers and ranchers with permits to graze on public land treat the land appropriately, and that agricultural practices to conserve water and soil are effective.

Similar to 1996, more than 4 of 5 felt that public funds should be used to help improve wildlife habitat and conserve soil and water resources. While most respondents felt the food produced in Colorado is almost always or usually safe, respondents were mixed on the safety of

genetically engineered food. Slightly more than 9 of 10 respondents indicated they would definitely or probably buy more Colorado grown and produced products if available and identified.

Climate Memories

Excerpts from Colorado Climate – Winter 2000
Article by Nolan Doesken, Colorado State University Climatologist

We keep hearing so much about global warming and how we're having more extreme weather than ever before. I hear those stories and I listen with interest, but I have to admit that I'm always just a little skeptical. I have easy access to the historical weather records for Colorado and I often look at them. Extreme weather is nothing new to this state. We've always had wild weather.

25 Years Ago: 1976 –

- Big Thomson Flood late on July 31, followed by drought conditions for the fall and winter

50 Years Ago: 1951 –

- Extreme cold (lows of - 40 to - 60) during early February
- Heavy rains (7 - 12 inches in one day) and hail during May
- 12 inches in the foothills flooded the CSU campus
- Pineapple Express (moist Pacific air from Hawaii) brought up to 7 feet of snow to the Rockies

100 Years Ago: 1901 –

- More than 70 weather stations were operating in Colorado
- Low snowfall in the mountains
 - Eastern Colorado had a very dry spring and a freeze on June 6
 - Hot, dry summer months
 - December temperatures were topsy-turvy from - 20 to 81 F

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DRY BEAN STATISTICS

Excerpts from USDA National Agr. Statistics, Vancouver (Dec. 7, 2001), and Denver (Jan. 12, 2002)

The long term outlook for dry edible bean markets remains uncertain on account of mixed information about crop prospects in Latin America. Brazil is now harvesting dry edible beans and bids to growers remain under constant pressure on account of harvest selling, having fallen from an estimated U.S. \$520/MT when the harvest started to around \$485/MT in early December. Processors in that country have made it clear they see an opportunity to export, rather than import black beans at current North American trading levels.

Argentine exporters lowered asking prices to U.S. \$580/MT CIF Venezuelan ports to compete with offerings of Chinese origin beans. This was a surprising development given reports U.S. and Canadian traders had bought Chinese origin beans at these prices to bring into the United States; and reports of defaults on earlier sales of Chinese beans. Argentina's capacity to maintain such an aggressive position on export markets was called into question by reports that around 80,000 hectares of land, which could be used for dry edible bean production, was diverted into soybeans in southern crop districts.

Such reports were partially offset by news that Chile hopes to harvest 18,000 hectares of black beans during the first quarter of 2002. Land which would normally be used to plant the domestically consumed tortilla beans was diverted into blacks in response to strong international markets.

In 2002, Canadian growers are expected to modestly increase pulse area to around 7.231 million acres as increases in field pea and dry edible bean seedings offset modest declines in lentil and chickpea area due to Ascochyta disease threats and increased costs to produce chickpeas. Dry beans may increase acreage to 530,000 A in 2002 (a 30 - 40 % increase over 2001). Canada's acreage is now equivalent to nearly one-third of the USA total acreage. Canada is planning to produce the following acreage in 2002: Pinto at 108,000 A (an increase of 18 % from 2001 to 2002), Black at 36,000 A (50 % increase), Great Northern at 24,000 A (13 % decrease), and Light Red Kidney at 12,000 A (17 % increase).

DRY BEAN STATISTICS^{1,2}

Excerpts from National Agr. Statistics - Lance Fretwell, Colo. Agr. Statistics Service

State	Area Planted (000 acres)			Area Harvested (000 acres)			Yield (lbs/acre)			Production ^{3,4} (000 cwt)		
	1999	2000	2001	1999	2000	2001	1999	2000	2001	1999	2000	2001
California	135	115	100	132	112		1860	1880		2455	2059	1602
Colorado	155	120	90	145	110		1900	1800		2755	1980	1785
Idaho	105	90	90	103	88		2050	1950		2112	1716	1424
Kansas	22	18	15	20.9	16		1850	1810		387	289	259
Michigan	350	285	200	350	275		2100	1500		7350	4125	780
Minnesota	205	165	120	165	150		1550	1600		2558	2400	1575
Montana	26	40	50	25.5	34.8		1730	1400		441	486	332
Nebraska	210	165	140	187	156		2000	2070		3740	3230	3185
New Mexico												260
New York	31	25	30	30.2	24.5		1370	1460		414	358	194
North Dakota	630	610	500	570	525		1450	1450		8265	7613	6200
Oregon	11	12	11	10.8	11.7		1610	1800		174	211	172
South Dakota											226	270
Texas	50	18	18	47	15.5		1490	950		701	158	348
Utah	7	5	6	6.6	3		800	330		53	10	17
Washington	36	32	30	36	32		2080	2000		750	640	578
Wisconsin	8	8	8	8	8.1		1550	1800		124	146	110
Wyoming	40	36	34	39	34		2020	2240		788	762	450
USA Totals	2023	1756	1453	1877	1606		1763	1646		33,067	26,409	19,541

1. Excludes beans grown for garden seed
 2. Summary for all dry edible beans
 3. 2001 estimate is 27 % lower than in 2000 and 41 % lower than in 1999 for U. S. total
 4. 2001 estimate is 10 % lower than in 2000 and 35 % lower than in 1999 for Colorado

American Dry Bean Board Highlights

Phil Kimball, Executive Director, McLean, VA

44 million hits to date ... That's the number of media impressions generated since March by our promotional program with Manning, Selvage & Lee!

- 3 million came from the Global Beans part of our program; media highlights included stories in Orlando Sentinel, Hartford Courant, Daily Herald, Restaurant Business
- 20 million came from promotions for Baked Bean Month in July; Associate Press distributed Rio Arriba Baked Beans recipe, and media highlights included stories in Arkansas Democrat-Gazette, Modesto Bee, Cleveland Plain Dealer
- Latin American Cuisine – distributed to media in fall 2001; AP distributed Moros Y Cristianos recipe which is a Cuban signature dish
- African Cuisine – distributed in December 2001 for coverage surrounding Kwanzaa; there will be a media follow-up to track coverage
- U.S. / Southern Cuisine – will deal with beans' importance to Southern cooking, for distribution in January 2002; there will be a media follow-up to track coverage
- Middle Eastern Cuisine – will highlight Middle Eastern cuisine, for distribution in Spring of 2002; there will be a media follow-up to track

coverage

- Media Relations – ongoing monitoring of print and internet coverage, continuing to respond to editor requests for information, ongoing reporting of coverage via BEAN NEWS emails; highlights include two AP hits and stories in Dallas Morning News, Sacramento Bee, Estylo, Food Management
- Woman's Day Specials – worked with editor to submit BEAN information and recipes to Holiday Cooking & Entertaining 2001, worked with editors to submit BEAN information and recipes to Eating Light 2002; will report on results of sponsorships.
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Biotechnology Report is a Surprise

Highlights from The Bean Bag, Winter 2001 Issue
Article by Roy Fredrick, Professor of Agr. Economics at UNL

It would be premature to call it a complete turnaround. But a report issued recently by the European Commission, the executive branch of the European Union, raised some eyebrows recently. Why? Because the report concluded genetically modified food may be even safer than regular foods. The union is a group of representatives from 15 of Europe's largest and most prominent countries. For several years, the EU has been a hotbed of opposition to genetic engineering of foods and food ingredients. All kinds of horror stories have made the rounds. Seemingly, if the genetically modified organisms, commonly called GMOs came from the United States, they were even worse.

The biosafety report summarizes the findings of 81 research projects financed by the group over the past 15 years. Overall, it found that GMOs have caused "no new risks to human health or the environment, beyond the usual uncertainties of conventional plant breeding." The report goes on to say "The use of more precise technology and the greater regulatory scrutiny probably make them even safer than conventional plants and foods."

These statements make it seem that a powerful public entity is out of sync with rank-and-file European consumers. They have demonstrated against GMOs and demanded tight labeling requirements on foods. With little scientific evidence to show GMOs are harmful, the EU essentially is saying that it does not want to be left behind as new products evolve from biotechnology. Europeans, whether producers or consumers, want to keep up with the rest of the world.

As for the US, we probably ought to take this latest news from Europe in stride. It does not change the need to submit all new GMOs to rigorous testing. Nor does it mean that market opportunities in Europe will be free of the labeling requirement anytime soon. However, it does look like sound science now has a better chance of becoming the worldwide standard for measuring the desirability of GMOs.

Editor's Note: No GMO-derived dry bean varieties have been developed or released for use by the dry bean growers and industry in the United States.

BEAN THERE, DONE THAT

Innovative Ways to Incorporate Beans into Current Culinary Trends
By Ron Pickarski, Eco-Cuisine, Boulder, Colorado

Traditionally, the use of dry beans in this country has been associated with many of the various ethnic cuisines that are part of the melting pot of American cuisine. From this richness and variety we enjoy such dishes as Boston Baked Beans from the English Puritans, Cuban Black Bean Stew served over rice, Italian Pasta e Fagioli, Frijoles Refritos (refried beans) and Chili con Carne with Beans from Mexico to name a few. But we have all "bean" there, done that before. In this article, I would like to examine current culinary trends and take a fresh look at new ways to incorporate beans into the American diet.

Trends indicate a prevailing tendency or inclination of the populace toward a current style or preference. An awareness of current and future trends is the guiding light for product development and marketing. Culinary trends may be short or long term and tend to be affected by many variables including the economy, science,

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 technology, social change, entertainment, environmental issues, personal health or any other factors which cause lifestyle changes. Plus, Americans are always looking for something new and different. That is why various ethnic cuisines enjoy popularity over time as the spotlight moves from one to another.

Currently in the U.S. the trendy ethnic cuisines, from least to most popular, are Mediterranean, Indian, French, Asian, Mexican and Italian. The interest in ethnic foods has also entered into non-commercial foodservice settings such as universities, healthcare, and business and industry, where the consumer is demanding different kinds of foods with intense flavors. In fine dining, the hottest of the new ethnic trends are upscale Cuban/Caribbean, South American and Vietnamese foods, flavors and techniques. Beans need to enter into uncharted water, where they have not been, to create consumer interest. Examples of innovative bean cuisine are Black Olive, Date and Black Bean Open Face Raviolis with Roasted Red Pepper Pesto, Kidney Bean Polenta, Boston Bean Cakes, Beans Bonn Femme, Bean and Broccoli Delmonico, Moo Goo Gia Pan Beans and Augberg Hanfield Bean Pie. I am just scratching the surface with these recipes

Fusion Cuisine, which has been defined as the application of Asian preparation techniques to European or American ingredients, is a trend that has been around

for a few years. Most chefs now view it in broader terms to include the combining of two or more culinary styles. Fusion Cuisine reflects the desire of culinarians to have the freedom to break from traditions by creating something new and different. Of course the results are successful to the extent that the chef understands what does and doesn't work. However, this open-minded approach to cooking and food combining is helpful toward getting beans out of their ethnic box and using them in new ways for color, flavor, texture, emulsifying, etc.

Environmental and health concerns have created ever-increasing trends toward foods that are reduced fat, natural, organic, nutritionally-dense (for sports nutrition, etc.), and/or vegetarian. However, most Americans will not sacrifice taste for nutrition. The low fat foods of the 90's failed miserably because they lacked flavor. Mixed medium is a new technique to reduce fat in dishes that contain meat, and/or dairy by adding a plant-based extender. For example, French sauces such as Hollandaise, Mornay, Béchamel and Beurre Blanc may be prepared with half the fat by using beans as an emulsifier and fat-replacer. A White Bean Beurre Blanc still contains the rich taste of butter, but is healthier since the protein and fiber present in beans have replaced part of the fat. Chili con Carne with Beans is an example of a traditional ethnic food that is mixed medium. The Chili can be prepared with only meat, with only beans, or with both. Either way, there is plenty of flavor. Chicken Piccata can be made with half Chicken and half white beans or entirely with beans. Mixed medium foods appeal most to "flexitarians", health-conscious consumers who choose to eat vegetarian foods, but are not strictly vegetarian. Ideally, product and menu development must be focused on this market segment which could be as many as 25% of the American population.

Vegetarianism is often referred to as a trend but in reality, it is here to stay and will continue to grow as a healthy diet option. It is estimated that about 12 million Americans are vegetarian. Vegetarians who eat only plant-based foods are called Vegan. For this style of cuisine, the emphasis is often on finding substitutions for meat, seafood, eggs, and/or dairy. Beans are definitely an important part of a vegetarian or vegan diet and are often consumed using traditional ethnic cuisines. However, there are many innovative ways to use beans to completely replace the protein and fat from animal foods. Smoked Black Bean Pate, Beans Au Vin, Beans Fricassee, Bean Loaves (as in meat loaf), Peruvian Black Bean Stew, Napoleon of Beans and Beans Ragout.

"Feminine fare" consists of foods that meet the biological needs unique to women and is a growing trend

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that will probably become a lifestyle choice. Studies have shown that 80% of American women fail to get even two-thirds of one or more of the vitamins and minerals they need on a daily basis. Consequently, many doctors now recommend that women add soybean foods to their diet. There is a strong case for marketing health to women. General Mills' Harmony cereal offers women the nutrients they need in a package designed specifically for them. Since nutritional studies indicate the special health benefits to women from soy foods, other beans can be combined with soybean foods for added nutrition that will appeal to women. Women love rich, healthy and innovative cuisines. Some examples are Bean Pate Francias, Bean Crepes with Yogurt, and Salsa and Pepper Steak with Beans.

Sports nutrition is another market loaded with potential for the bean. To date I have not developed applications specifically for this market, but since beans are loaded with nutrition, they are a natural choice for those wanting nutrition-packed foods. This category could also include foods for outdoor recreational use such as hiking, backpacking, camping, boating, etc. Savory Bean Power Bars, Savory Bean Biscottis and Sweet Oriental Bean Cakes are a few examples of sports nutrition with beans. The instant bean camping food is beginning to catch on in America.

Integrating the bean into modern cuisine and the nutritional, social and economic needs of America means essentially pioneering new culinary applications or reinventing it in the eyes of the chef and consumer. In marketing beans, there needs to be a realistic goal to increase the per capita American dry bean consumption and develop a culinary marketing strategy to deliver on that goal. With the average American consumer, the nutritional virtues of beans will not come into play until the culinary image of the bean is incorporated into current popular culinary trends. Tasty, trendy and innovative are the keys to selling America on beans.

Proctor's Gamble

A Dec. 17, 2001 news release from ETC (action group on Erosion, Technology and Concentration, www.etcgroup.org) reviews the latest news regarding "Yellow Bean Patent Owner Sues 16 Farmers and Processors in US." They ask how can monopoly patents threaten food security and the livelihood of farmers? A US patent on a yellow bean variety has disrupted export markets for Mexican bean growers and is now wreaking havoc on small farmers and seed companies in the United States. The patent makes it illegal for unlicensed users in the United States to grow,

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sell, import, or use the proprietary yellow bean seeds. Larry Proctor, the president of Pod-Ners seed company (Colorado, USA) and the owner of the controversial US patent on a yellow-colored bean variety, filed a lawsuit on Nov. 30, 2001 against 15 small bean seed companies and farmers in Colorado, claiming that they are violating the patent by illegally growing and selling his yellow 'Enola' bean. Proctor holds both a US Patent and a US Plant Variety Protection certificate on the Enola yellow bean.

"We were shocked to be accused of infringing Proctor's intellectual property," said Bob Brunner, President of Northern Feed & Bean. "We've been growing yellow beans from Mexico since 1997 - and they are not Proctor's Enola beans." Brunner told ETC group that his yellow bean seeds come from Sinaloa, Mexico. Farmer and civil society organizations have condemned the Enola patent as a textbook case of biopiracy because Proctor readily admits that his proprietary bean seed originates from a bag of edible dry beans he purchased in Sonora, Mexico in 1994. In his 1997 application for plant variety protection, Proctor wrote, "The yellow

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bean, 'Enola' variety is most likely a landrace from the azufrado-type varieties" (which originate in Mexico).

The Enola bean patent is the focus of international controversy from Colorado to Cali (Colombia). The patent is being legally challenged by an international plant breeding institute (CIAT), and is supported by the United Nations Food and Agriculture Organization, which have responsibility for holding crop seeds in-trust for the world's farming community. CIAT's legal challenge points out the yellow bean was "misappropriated" from Mexico, and violates Mexico's sovereign rights over its genetic resources, as recognized by the Convention on Biological Diversity.

The patent challenge has been stalled at the US Patent and Trademark Office for nearly a year. The PTO's decision has been stalled because Larry Proctor's lawyers have amended the original patent by filing 43 new claims! The PTO responded by merging the re-examination proceedings with the re-issue proceedings, thus complicating and delaying a final decision.

The ETC group is asking for help from concerned growers and dealers to pressure the PTO director (The Honorable Hames E. Rogan, Undersecretary of Commerce for Intellectual Property) to resolve this challenge of US Patent # 5,894,079 on a yellow bean of Mexican origin. Director Rogan can be reached by fax (703-305-8664) or email (stephen.kunin@uspto.gov). For more information, contact Hope Shand of the ETC Group at hope@etcgroup.org.

FEWER VARIETIES = More Uniform & Higher Quality Bean Product ?

By Dr. H. F. Schwartz, Colorado State University

Producers in Colorado and the High Plains need to prioritize production and pest management factors and decisions when planning their 2002 dry bean crop cycle. The growers and industry need to focus their attention on high return factors such as choice of suitable varieties that are well adapted to our region, mature within 90 to 100 days, consistently yield well, are not highly susceptible to prevalent pests and diseases, and possess acceptable to high quality seed that the bean industry can successfully promote and sell domestically and internationally to diverse consumers of dry pack, canned and other value-added bean products.

Colorado and the High Plains region must stop growing and handling so many varieties, each with different sized, shaped and colored seed. Seed of some varieties looks like year-old seed right out of the field or within a few

months of storage. Mixing or blending seed of 10, 20 or more varieties with light to dark seed coat color generates a 'Heinz 57' type of product (especially for pintos), and downplays or masks positive quality aspects of beans harvested and marketed from our production region. Our final product looks just like the lower quality, darker, and mixed beans that are routinely produced in and sold from other marketing areas including MinDak, Canada, and China.

Using 3 varieties from CSU as an example, it makes no sense in Colorado to continue to grow the variety 'Olathe' with seed quality problems, high susceptibility to rust and bacterial blights, and average yield; when 'Bill Z' has a much better track record. And in recent years, 'Montrose' has shown that it is superior to 'Bill Z' for yield, seed quality and resistance to rust. This scenario becomes even more apparent as we look at all of the pinto varieties that have been released by public and private breeders during the last 25 years or more. If a grower insists on growing or if a dealer insists on promoting a "poor" variety(ies), then they will bear the cost of that decision in terms of reduced yield, increased production costs, lower value in the marketplace, and reduced competitiveness within Colorado for domestic and international market shares.

With a little more effort, coordination and mutual support (grower for dealer, dealer for grower), Colorado and the High Plains region can focus their collective energies and produce a higher quality and more uniform bean crop that will provide more economical return to growers and the industry. As growers and dealers approach the 2002 dry bean crop season, please consider the following points:

- Identify top varieties of our priority market classes (pinto, light red kidney, great northern, black)
- Reduce the number of varieties to the top 10 - 25 %
- Develop and promote Production Guidelines best suited to each variety
- Reward high quality seed (and low tare), and penalize low quality seed (and high tare) delivered by growers
- Identity preserve (IP) high quality seed that best fits the high-end market demand or niche markets
- Do not blend or co-mingle high and low quality seed at harvest

The following production guideline table is presented as a DRAFT to stimulate some discussion. My selection of varieties is based upon regional variety test results (from CSU, Univ. of Nebraska and other sources), experiences, and feedback from growers and industry personnel. This list will obviously change as new varieties (including Rally) are released, as more information on varietal performance and pesticide alternatives are generated, and as we learn more about the positive and negative traits of each variety.

Management Factor:	Potential Return to Grower:		
	LOW	MODERATE	HIGH
A. Crop Rotation Interval (years) - i.e., with small grain, corn, alfalfa, sugar beet, potato	2	3	4
B. Cropping System (plant stand/Acre): Dryland - more than 30" row width Dryland - less than 30" row width Irrigated - 30" row width Irrigated - 22" row width Irrigated - less than 22" row width	< 15,000 < 25,000 < 75,000 < 75,000 < 85,000	15,000 25,000 75,000 80,000 100,000	15,000 + 25,000 + 85,000 + 95,000 + 120,000 +
C. Planting Date	Before May 15	May 15 - 30	After June 1
D. Fertility Practices Organic (tons of manure/Acre) Inoculant (seed/planter box) NPK lbs/Acre	< 25 + < 50	25 + 75	25 - 30 + > 100
E. Tillage - soil ripping to a depth of 8 - 16"	Fall	Planting / postemerge	Fall + Planting (p.e.)
F. Irrigation Interval (days) - Target 2" + / week at peak use (flowering-pod fill)	7 - 10	5 - 7	3 - 5
G. Market Class - Variety Selection <u>PINTO:</u>		Buckskin Buster Cisco Kodiak Rally	Bill Z Burke Montrose Poncho Vision
G. Market Class - Variety Selection <u>GREAT NORTHERN:</u>		Beryl UI 425 Harris Prairie	Marquis Matterhorn Weihing
G. Market Class - Variety Selection <u>LIGHT RED KIDNEY:</u>		Chinook Foxfire	California Early Sacramento LRK
G. Market Class - Variety Selection <u>OTHER TYPES:</u>		Taylor Hort (cranberry) Midnight (black) Shadow (black) UI 36 (small red)	Shiny Crow (black) NW 63 (small red) Fleetwood (navy) Schooner (navy) Viva (pink)
H. Herbicide Program (check specific labels and weed control recommendations, plant-back, phi) <u>Broadleaf and/or Grassy Species</u>	Pre-plant Incorporated	Ppi + post-emerge x 1	Ppi + post-emerge x 2
I. Insecticide Program (check specific labels and pest control recommendations, phi) <u>Soil / Seedling, Foliar, Pod Pests</u>	Seed	Seed, planter box, soil	Seed, planter box, soil, foliar x 1-3
J. Fungicide/Bactericide (check specific labels and disease control recommendations, phi) <u>Root Rots</u> <u>Bacterial Complex</u> <u>Rust</u> <u>White Mold</u>	Seed Seed None None	Seed + Planter Box Seed + Foliage x 1 spray First Sign x 1-2 sprays 1 spray	Seed /Planter Box/Soil Seed + Foliage x 3-5 First Sign x 3-4 2 sprays
K. Other Factors, Economic Analyses ??	??	??	??

