



Colorado
Dry Bean
Administrative
Committee

Colorado Bean News

COLORADO BEAN DEALERS

Page 4

JAPAN AGREEMENT

Pgs. 12 & 14

2019 CSU CROPS TESTING....Pages 10



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Fall 2019



From The CDBAC

The CDBAC worked to promote the Colorado bean industry this year by changing some of our long standing priorities. Since the retirements of CSU professors, Dr. Howard Schwartz, pathologist and Dr. Mark Brick breeder, CSU has turned its focus from bean research to other crops. In order to continue bean research we funded projects with the Irrigation Research Foundation in Yuma and by collaborated with the University of Nebraska Panhandle Education and Research Facility in Scottsbluff. We made contributions to their budworm research, breeding and pathology projects.

We also responded to a dealer request and increased our marketing efforts. We funded projects with Ron Pickarski and his Eco-Cuisine company. Ron competed for the second year in Colorado Ag Days' celebrity chef cook-off. While we did not win, there was considerable interest in his pinto bean pate. We plan on sponsoring Ron again in 2020. We joined the Colorado Chefs' Association this year and Ron organized a bean cooking competition at their August monthly meeting at

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the University of Denver and we also hosted their dinner that night with Ron preparing all bean dishes including a black bean brownie for dessert. We also provided beans to the Denver Rescue Mission and the University of Northern Colorado's dining services to help the public with the preparing beans and recipes for non-professionals.

See 2019 CDBAC Research Table on Page 3 for a summary of the research activities we funded this year. Please see our website www.ColoradoDryBeans.com for detailed research and marketing results and for more information about all our proposed 2020 activities.

Colorado Department of Agriculture

EXPORT AND MARKETING ACTIVITIES

The Colorado Department of Agriculture promotes the Colorado bean industry by arranging trade missions to countries that import beans and attending United States and international trade shows. The CDA provides funding to allow bean beans to attend these activities at a very low cost. The CDBAC provides additional funding so that many trips can be made at no cost to bean dealers.

2019



ANTAD

Jacks Beans and Trinidad Benham used the funding to help them participate in the ANTAD (Asociacion Nacional De Tiendas De Autoservicio Y Departamentales) show, a large retailer show in Mexico. Both companies made good sales at this trade show.

HOFEX HONG KONG

We did not have a bean company at this show, but could have used one and the funding was there to be utilized if there had been a candidate.

See CDA on Page 3

On the cover: Dr. Jerry Johnson, Mark McMillan,
Dr. Howard Schwartz, Barry Ogg
Lucerne Bean Field Trial - 2018

Colorado Dry Bean

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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.

Websites of interest to bean growers

www.csuag.com
www.coagmet.com
www.csuag.com/cbn (back issues)
www.coloradodrybeans.com

Colorado Bean Network

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Colorado Bean News is published biannually by the Colorado Bean Network, a non-profit organization which supports the dry bean industry in Colorado. Although the content of articles and information published in *Colorado Bean News* is true to the best of our knowledge, the Colorado Bean Network and its personnel accept no responsibility for its accuracy. No endorsement of products mentioned is intended nor is criticism implied of products not mentioned. Check pest management and agronomic advice with local sources, and always read and follow product labels.



2019 Researcher	CDBAC Research Expenses Brief Description	Approved
Maria Munoz-Amatriain	Travel to get established bean breeding program	\$4,000
Katie Russell	Test yields with rhizobia application	\$14,618
Henry Thompson	Cancer protection from dry bean consumption	\$7,500
Mark Uchanski	Management of Mexican bean beetle	\$15,000
Jerry Johnson	One pinto variety trial	\$8,000
CSU total		\$49,118
Jerry Haynes-IRF	Final year of irrigation study	\$17,500
Jerry Haynes-IRF	Second year of LRK bean trial	\$3,800
Jerry Haynes-IRF	Dry bacterial disease prevention	\$3,800
Jerry Haynes-IRF	Drought tolerant pinto bean trial	\$4,800
Jerry Haynes total		\$29,900
Total research approved		\$79,018
Jeff Bradshaw	Western Bean Cut Worm	\$3,042
Bob Haverson	Pathology	\$2,250
Carlos Urrea	Breeding	\$2,250
PREC research		\$7,542
Total 2019 research expense		\$86,560

MIAMI

KC Trading, who exhibited at the Colorado pavilion at the Miami Food and Beverage show, could have used the funding but very graciously declined as they were in the AO on business. Sales were brisk for them at the show.

COLOMBIA & PANAMA

Many thanks to Richard Duty from Trinidad Benham for showing us that there is a very good market for our dry beans in Panama. Numerous good contacts were established in Panama, which will lead to orders if they can allocate supply in a short year. The Colombia market is there but is relatively small for beans. There is however, a large demand for popcorn.

2020

LOOKING AHEAD

It is going to be an interesting year. Mexican bean crop by all accounts is not up to par, similar to the U.S. harvest in 2018. The up is that those who had good

crops are going to enjoy good prices. The down side is we may be short on supply and quantity. Each company in this position will have to make careful decisions. It is imperative that the regular customers are taken care of, but this can also be a prime time and situation to garner in new business and set aside some allocation. In times of plenty it is very hard to get new customers, as supply is good and all are chasing the potential customers. When there is a shortage and companies are actively looking, it can be a good time to start supplying and reel that elusive customer in, to what is hoped to be the start of a longer-term relationship.

On a marketing side, there is a danger in putting your eggs in one basket and in the main that is what we have been doing in Mexico and the DR. It is good to explore and find new markets. The recent outbound to Colombia and Panama has shown us that there is a strong market outside the traditional big two. An eye should also be kept on the EU market going ahead. We are starting to see two important indicators that there could be a large market there: 1] Mexico cuisine is starting to take off in the EU. 2] We are seeing competitors to Old El Paso appear of the grocery shelves.

FHA SINGAPORE

Colorado Pavilion at this trade show. 31 March – 4 April. This is a good show for beans and pulses and the National Dry Bean Council will also have a booth here.

See CDA on Page 4

Leonard Felix
Owner / Operator

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303-220-1400

www.trinidadbenham.com Jack Rab-
bit *pinto*, red kidney, black and navy
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<https://www.cnf-foods.com>

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www.JacksBean.com

Kelley Bean Company, Inc.

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www.kelleybean.com

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Red Beard Bean LLC

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Delta, CO 81416
970-874-7488

The Women's Bean Project

in Denver offers online bean sales and
is an excellent charity.

www.womensbeanproject.com

ANTAD MEXICO

CDA from Page 3

31 March – 02 April. Two bean
companies have already committed to
this show for next year.

BACK TO THE BORDER MISSION

Tentative date June. We did a
border mission to Mexico in 2014
and it was enormously successful. The
Potato companies are still reaping the
benefits to this day, and about 55% of
all potatoes sold in the Border region
are from Colorado. We are hoping for
high turnout from our Bean companies
on this mission.

CARIBBEAN INBOUND

Tentative date September. We are
going to conduct a rolling inbound to
cover produce beans, meat, and value
added. We will be bringing in buyers
from the Caribbean basin as well as
Central America.

NETHERLANDS

In May we are going to do an
outbound and take around ten Colo-
rado companies to meet with retail-
ers and distributors in Antwerp and
Rotterdam. These ports are a gateway
to the EU.

AUSTRALIA

We are doing a trade show in
Melbourne in September. We have not
set out the commodities we are taking
and are not yet sure if dry beans will be
a good fit, but that could change as we
get more intelligence.

MIAMI FOOD & BEVERAGE

We would not dream of not taking
a bean company on this, as it is a slam-
dunk. This show is in November.



Colorado Exports by Crop Leguminous Vegetables, Dried Shelled (including seed) January - September, 2019							
Description	United States Dollars			% Share			%Δ 19/18
	2017	2018	2019	2017	2018	2019	
Total	12,227,439	8,439,467	5,303,625	100	100	100	-37.16
Kidney Beans, Including White Pea Beans	7,447,936	4,542,170	3,148,526	60.91	53.82	59.37	-30.68
Black, Lima, Pinto, Cowpeas	3,142,233	2,782,760	1,748,636	25.7	32.97	32.97	-37.16
Peas	627,540	522,394	273,819	5.13	6.19	5.16	-47.58
Leguminous Vegetables	0	15,260	52,462	0	0.18	0.99	243.79
Small Red	74,868	33,520	49,140	0.61	0.4	0.93	46.6
Chickpeas (Garbanzos)	0	18,870	18,655	0	0.22	0.35	-1.14
Lentils	32,599	31,258	8,885	0.27	0.37	0.17	-71.58
Broad and Horse Beans	0	0	3,502	0	0	0.07	n/a
Cowpeas	74,640	230,679	0	0.61	2.73	0	-100
Other	827,623	262,556	0	6.77	3.11	0	-100

Colorado Exports by Country Leguminous Vegetables, Dried Shelled (including seed) January - September, 2019							
Partner Country	United States Dollars			% Share			%Δ 19/18
	2017	2018	2019	2017	2018	2019	
Total	12,227,439	8,439,467	5,303,625	100	100	100	-37.16
Mexico	9,661,562	5,567,260	3,390,822	79.02	65.97	63.93	-39.09
Dominican Republic	821,300	1,404,529	1,334,463	6.72	16.64	25.16	-4.99
Canada	236,449	80,233	198,276	1.93	0.95	3.74	147.13
Colombia	0	0	178,171	0	0	3.36	n/a
Liberia	111,978	85,323	57,965	0.92	1.01	1.09	-32.06
Philippines	106,610	281,898	52,625	0.87	3.34	0.99	-81.33
Australia	440,962	194,929	37,483	3.61	2.31	0.71	-80.77
Malaysia	0	0	25,659	0	0	0.48	n/a
New Zealand	0	0	24,659	0	0	0.46	n/a
Japan	0	12,025	3,502	0	0.14	0.07	-70.88
Cyprus	0	226,391	0	0	2.68	0	-100
Chile	0	15,750	0	0	0.19	0	-100
Angola	0	390,516	0	0	4.63	0	-100
Antigua & Barbuda	22,991	24,050	0	0.19	0.28	0	-100
El Salvador	153,000	0	0	1.25	0	0	n/a
France	127,710	83,701	0	1.04	0.99	0	-100
Haiti	55,368	0	0	0.45	0	0	n/a
India	6,500	0	0	0.05	0	0	n/a
Indonesia	0	12,031	0	0	0.14	0	-100
Iraq	71,584	0	0	0.59	0	0	n/a
Italy	41,972	23,200	0	0.34	0.27	0	-100
Peru	0	18,761	0	0	0.22	0	-100
South Africa	20,128	0	0	0.16	0	0	n/a
Spain	349,325	18,870	0	2.86	0.22	0	-100



SECOND ASSESSMENT CONFIRMS SHORT CROP IN MEXICO

October 21, 2019

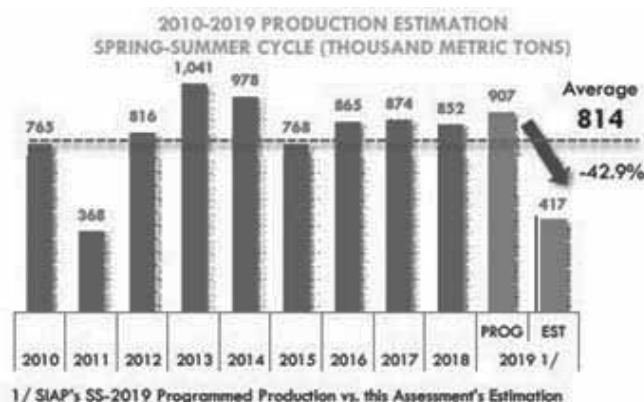
Our re-survey of the Mexican 2019 Spring-Summer dry bean crop confirmed definitively that the bean planting surface was reduced as a result of the drought from June-August, the critical growing period. As a result, production is estimated at 417,101 MT, 54% less than SIAP's (Mexican agricultural data Secretariat) estimates

and 52.5% less than the average in the last seven Spring-Summer cycles.

Total production for the two dry bean crops of the 2019 agricultural year is expected at reach 700,298 MT, 43% short of SIAP's projections and 38% below average production levels. Additionally, the estimated bean production, is not enough to trigger the use of the government's dry bean support program.

As a result of the short crop we expect the following: use of carry over inventories, reliance on imports from the U.S., and if needed, use of the non NAFTA import quotas up to 100,000 MT. However, we do want to point out

a recent trend line that shows a decline in per person consumption of dry beans, which is likely impacting sales. This is something USDBC will look to focus on in the 2020 program year. Mexico's dry bean imports at the end of August 2019, were 39% lower vs. the same month last year and 23% less than 2010-2018 average imports of 135 thousand MT/year. We are keeping a close eye on Mexican demand for dry beans and import levels and while we expect there may be a decline in total dry bean imports to Mexico, the U.S. can still capture the dominant market share, this will continue to be our goal for 2020.



MEXICO'S BEAN IMPORTS AND EXPORTS COMMERCIAL YEARS: 2010 TO AUGUST 2019



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From the USDBC Domestic Programs

It is critical that we protect and enhance our crop. We push for policies that keep our crop healthy, help us expand production, and promote the health and nutrition benefits of dry beans.

In addition to our global campaign to increase consumption of dry beans, we do the same right here at home. This year we will be launching a new Expert Communications Network (ECN) to help us continue to educate and inform about our dry beans. Stay tuned to this space for more details on what it is and how it will work and most importantly, how you can make use of this cutting edge online portal.

Some critical areas of focus in our domestic campaign:

NUTRITIONAL INFORMATION

USDBC is conducting the nutritional analysis of the principal classes of dry beans to provide the nutritional information required in the new food labelling guidelines. These go into effect in two years but many customers are already asking for the new nutritional guidelines. Additionally, USDBC advocates for increased exposure to U.S. dry beans in U.S. government legislation. We will provide information on U.S. dry bean nutritional content here and on our ECN.

FARM POLICY

Working in conjunction with D.C. based lobbyists, USDBC educates, informs, and lobbies Congress in support of farm policy favorable to the U.S. dry bean industry. USDBC will begin identifying priorities for the 2018 Farm Bill in early 2017.

EXPERT CALLING NETWORK

USDBC is developing an Expert Calling Network (ECN) to be launched in early 2017. The ECN is an online portal that will provide access to industry experts on topics such as; nutrition, exporting, recipes, etc. on a fee for service basis. The ECN

will serve as an arm of USDBC to do additional promotional work both domestically and globally.

RESEARCH

USDBC leverages its resources to engage in and support ongoing research on breeding, production, harvest techniques, etc. with a view to increasing global U.S. dry bean production. A major area of focus is research on ending dry bean crop loss to sclerotinia.

USDBC Export Strategy

The US Dry Bean Council's export strategy looks at the current worldwide market for beans, at the major players in the field, and continues to seek and identify trends that will influence the market over the next five years.

Our objective is to look at the US Dry Bean industry's place within the international markets as they exist today, and ultimately determine where we should be in the next five years.

Our strategy looks at the constraints to expanded exports and the possible benefits the industry can deliver to its customers via activities carried out under the MAP, FMD and EMP programs. We identify a number of target markets whose needs are most closely matched by the benefits the US dry bean industry can provide.

We look at three different types of target markets in which the USDBC is active or expects to explore. There are developing countries, transitioning (emerging) developing countries and developed countries. Examples of developing countries in our plan include but are not limited to Haiti, Guatemala, Angola, Colombia, Honduras, Democratic Republic of Congo, and China. These markets all have very low per capita income levels and often consume beans daily. Consumers in developing markets spend a very high percentage of their incomes on food and usually have very demanding requirements when it comes to type and quality of beans that they consume.

Transitioning developing markets include markets such as Mexico, the Dominican Republic, Brazil, Costa Rica, and South Africa. These

countries are notable for their efforts to transition from relative poverty and their relatively strong economic growth. These economies are generally experiencing some of the strongest economic growth in the world. However, they still have significant socio-economic problems such as wealth disparity, corruption, crime, etc. These transitioning developing countries often offer some of the greatest future growth opportunities both because of rising incomes and expansion of their food processing sectors. However, these countries are also having major issues with income distribution – with small wealthy class enjoying much of the economic gains. Many of these countries are also notable for changes in diets resulting from increased income levels (increased fast food and processed foods consumption).

Developed countries include markets such as the United Kingdom, Italy, France, Spain, Australia, New Zealand, Japan and Spain. These markets are generally the most mature of the US Dry Bean Council's markets. Consumers in these developed markets generally have high incomes and consume fewer beans per capita versus developing or transitionally developing countries. Consumption is generally flat and the form of consumption is also generally different with much higher consumption of processed forms of beans (canned beans, dine out options, etc.). Although these markets are mature the consumers in them have relatively high levels of disposable income and are less affected by price swings than in developing countries.

Each target market or regional analysis looks at the strengths and weaknesses of US dry beans and the US dry bean industry in the market, as well as how these strengths and weaknesses should help shape the USDBC's response to opportunities and threats. Of course, similar types of markets (developing, transitionally developing, developed) often share similar profiles when it comes to strengths, weaknesses, opportunities and threats. As a result, we have organized most of our target markets into regions that

See **EXPORTS** on Page 8



share common characteristics. So the developed countries of the European Union are grouped together and the developing markets (mostly) of DR-CAFTA are a single regional group. Likewise, the mostly transitionally developing markets of the MERCOSUR and ASEAN are together in regional groupings.

US DRY BEAN INDUSTRY OBJECTIVES:

1. Work to establish a broader and more stable customer base that reflects the growing importance of trading blocks (NAFTA, MERCOSUR, CARICOM, EU);
2. Develop new strategies for declining, mature markets in order to re-capture market share and move people back towards "traditional" foods such as dry beans and find new ways to increase consumption (e.g., value-added foods);
3. Where appropriate, develop exit strategies for declining markets where strategies to recapture market share have not been effective;
4. Utilize new electronic communication technologies in overseas markets to reach our customers more frequently and with greater effectiveness (e.g., electronic newsletters, websites);
5. Explore at least one new market each year with focus on emerging trading blocks to gain new export sales;
6. Expand participation in trade shows and other activities where new product development and use of food ingredients is a major focus;
7. Increase participation in international pulse organization Global Pulse Confederation (formerly known as CICILS/IPTIC), which has grown dramatically as an organization and become more focused on increasing international pulse consumption;
8. Develop strategies that are not focused on just single countries but rather on specific industry sector such as canning, baking, confections (bean paste), etc.
9. Engage actively in promotions to increase global consumption of pulses and thereby increase opportunities for U.S. dry bean exporters;
10. Focus more on countries/regions with the greatest population growth projections that also consume Middle East)

Health Benefits of Beans

...The US Dry Bean Council
Unlike meat-based proteins, beans are naturally low in fat, are free of saturated fat and trans-fat, and are a cholesterol-free source of protein.

BEANS FOR A HEALTHY HEART

Unlike meat-based proteins, beans are naturally low in fat, are free of saturated fat and trans-fat, and are a cholesterol-free source of protein. Research shows that a diet including beans may reduce your risk of heart disease.

BEANS FOR BLOOD SUGAR MANAGEMENT

Beans boast a low glycemic index and contain complex carbohydrates, which are digested slowly. These facts make beans a good choice for people needing to keep their blood sugar in the normal range.

BEANS FOR ENERGY AND VITALITY

A nutrient-rich food, beans contain protein, complex carbohydrates, fiber, antioxidants, and important vitamins and minerals, such as folate, manganese, potassium, iron, phosphorous, copper and magnesium. The lean protein in beans helps maintain and promote muscle while beans' complex carbohydrates provide a sustained energy source.

BEANS FOR PREGNANCY AND HEALTHY BABIES

Folate, a vitamin very important for pregnant women and their unborn babies, is found in beans. During pregnancy, women need more folate. Expectant mothers who consume enough of the right nutrients can help reduce the risk of birth defects.

DIETARY GUIDELINES:

Beans contain the nutrients and benefits found in both vegetable and non-meat protean sources. Dry beans and other legumes are some of the most widely available, inexpensive and nutritionally complete staple foods. In the Dietary Guidelines for Americans

2010, scientists recommend that adults consume three cups of beans per week to promote health and reduce the risk of chronic diseases. As both a vegetable and a non-meat protein source, beans contain nutrients found in both food groups. They are also a nutrient-rich source of complex carbohydrates and contain dietary fiber, proven to reduce the risk of heart disease and some cancers and to aid in weight maintenance

DIETARY GUIDELINES, DIETARY GUIDANCE MESSAGES AND GOVERNMENT-APPROVED HEALTH CLAIMS

I. The Dietary Guidelines for Americans has been published jointly every 5 years since 1980 by the Department of Health and Human Services (HHS) and the Department of Agriculture (USDA). The Guidelines provide authoritative advice for people two years and older about how good dietary habits can promote health and reduce risk for major chronic diseases. They serve as the basis for Federal food and nutrition education programs (see www.hhs.gov). Legumes are specifically mentioned in the chapter FOOD GROUPS TO ENCOURAGE:

KEY RECOMMENDATIONS

1. Consume a sufficient amount of fruits and vegetables while staying within energy needs. Two cups of fruit and 2 1/2 cups of vegetables per day are recommended for a reference 2,000-calorie intake, with higher or lower amounts depending on the calorie level.
2. Choose a variety of fruits and vegetables each day. In particular, select from all five vegetable subgroups (dark green, orange, legumes, starchy vegetables, and other vegetables) several times a week.
3. Consume 3 or more ounce-equivalents of whole-grain products per day, with the rest of the recommended grains coming from enriched or whole-grain products. In general, at least half the grains should come from whole grains.



4. Consume 3 cups per day of fat-free or low-fat milk or equivalent milk products.

II: Dietary guidance messages are part of an effort by the FDA's Consumer Health Information for Better Nutrition Initiative (CHIBNI) to encourage good nutrition among consumers in multiple ways, including promoting and enhancing dietary guidance messages on food labels. Dietary guidance messages are an opportunity to communicate with consumers and remind them about important health and nutrition information. DGM's draw a general relationship between individual foods or entire food groups and health, though no particular component in the food or foods is highlighted. Beans are included in the only two existing DGM's:

- Diets including beans may reduce your risk of heart disease and certain cancers.
- Diets rich in fruits and vegetables may reduce the risk of some types of cancers and other chronic diseases.

Superfood Tip: Benefits of eating Colorado beans abound

News | March 5, 2019

Colorado produces a wide range of bean varieties including pinto, light red kidney and black, and the state ranks eighth nationally in dry bean production.

Beans and legumes are the fruits or seeds of a family of plants called Fabaceae.

Beans are low in fat, high in fiber and rich in antioxidants, and are a good source of protein. They are also a great replacement for meat as a source of vegetarian protein.

Colorado produces a wide range of bean varieties, including pinto, light red kidney, and black, and the state ranks eighth nationally in dry bean production.

Pinto beans are the most common bean variety used in the United States. Colorado pinto beans are known for their bright color.

"A combination of altitude, bright sunshine, fertile soils, and Rocky Mountain water provide the prime mixture of elements for dry beans to flourish in taste and color," according to ColoradoDryBeans.org.

Most of Colorado's bean crop is grown on the Front Range, and in southwestern and northeastern Colorado.

Look for Colorado beans at your local grocery store or at restaurants across the state.

Sources: Colorado Department of Agriculture, Colorado Dry Bean Administrative Committee, and Healthline.com.



NEW U.S./JAPAN AGREEMENT COULD BOOST US DRY BEAN EXPORTS

October 21, 2019

On October 7, 2019 the U.S. and Japan signed a trade agreement with the explicit goal, according to the USTR "to open markets and support expansion of U.S. food and agricultural exports, increase farm income, generate more rural economic activity, and promote job growth."

A trade agreement with Japan has always been a top U.S. trade priority, was a focus of prior trade discussions around the Trans Pacific Partnership, but proved elusive. With the signing of this new bilateral agreement, U.S. dry bean exports to Japan, along with numerous other critical U.S. agricultural exports, will receive duty free or preferential market access to Japan as of January 1, 2020.

Japan ranks as a top ten export market for the U.S. dry bean industry importing between 50,000 to 60,000 MT of dry beans from around the world annually and around 7,000 MT from the U.S. so far this year according to Japanese government statistics. While Japan's dry bean imports are limited by a quota system, there is tremendous room for growth within the pooled quota amount. 10% tariffs on most classes of U.S. dry bean imports



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2019 Irrigated Dry Bean Variety Performance Results at Lucerne

Variety	Source	Yield ^a lb/ac	Moisture percent	50% Flowering date	Seeds/Pound count
Monterrey	ADM Seedwest	4177	10.4	23-Jul	1175
PT16-9	USDA-ARS Prosser, WA	4172	10.4	23-Jul	1223
PT11-13-1	USDA-ARS Prosser, WA	4004	10.3	23-Jul	1117
Cowboy	ADM Seedwest	3898	10.2	21-Jul	1187
StayBright	Trinidad-Benham	3783	10.4	20-Jul	1131
DR Wood	Colorado State University	3646	9.8	21-Jul	1213
Vibrant	ADM Seedwest	3568	10.0	19-Jul	1178
Snowy Mountain #7	Preator Bean Company	3459	10.3	20-Jul	1151
GTS-904	Gentec Inc	3418	10.1	22-Jul	1143
Torreón	ADM Seedwest	3234	10.0	21-Jul	1145
Wyoming 50	Preator Bean Company	3134	10.5	21-Jul	1120
ND-Falcon	North Dakota State University	3126	10.4	24-Jul	1169
Poncho	Northern Feed and Bean	3043	10.1	16-Jul	1109
Centennial	Colorado State University	3034	10.5	21-Jul	1134
Windbreaker	Jack's Bean	2767	9.8	19-Jul	1137
Long's Peak	Colorado State University	2750	10.3	21-Jul	1143
ND-Palomino	North Dakota State University	2736	10.0	20-Jul	1181
Radiant	ADM Seedwest	2727	10.0	18-Jul	1166
Average		3371	10.2	22-Jul	1157
^b LSD (P<0.30)		386			

^aYields corrected to 14% moisture.

^bIf the difference between two variety yields equals or exceeds the LSD value, there is a 70% chance the difference is statistically significant. Variety yields in bold are in the top LSD group.

Plot Size: 10' x 30'

Site Information

Collaborator: Ed Croissant
Planting Date: June 6, 2019
Harvest Date: September 24, 2019
Fertilizer: N at 115, P at 40, and K at 20 lb/ac
Soil Type: Weld loam
Herbicides: Eptam at 2 qt/ac and Dual at 1.3 pt/ac
Fungicide: Copper 3L sprayed twice

Crops Testing and Variety Development

Check out these web sites for additional information from Colorado State University and University of Nebraska.

COLORADO STATE UNIVERSITY

2019 Colorado Spring Crop Variety Performance Trials
• <http://www.csuag.com/cbn/CropTest18b.pdf>

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Ag stats: U.S. and Colorado crop production highlights

September 2019

Dry bean production for 2019 is forecast at 672,000 hundredweight, up 1 percent from the 668,000 hundredweight produced a year earlier. Yields are expected to average 1,920 pounds per acre, up 40 pounds per acre from the August 1 forecast but down 200 pounds per acre last year. Growers expect to harvest 35,000 acres this year, up 3,500 acres from the 31,500 acres harvested last year. As of September 29, Colorado's dry bean harvest was estimated to be 33 percent complete, compared with 70 percent last year and the 5-year average of 48 percent.

Production of dry edible beans is forecast at 23.8 million cwt, down 3 percent from the August forecast and down 37 percent from 2018. Area planted is estimated at 1.31 million acres, down 2 percent from the August forecast and down 37 percent from 2018. Area harvested is forecast at 1.26 million acres, down 2 percent from the August forecast and 37 percent below 2018. Acreage updates were made in several States based on a thorough review of all available data. The average United States yield is forecast at 1,889 pounds per acre, a decrease of 30 pounds from the August forecast, but an increase of 29 pounds from last season. Beginning in 2019, estimates no longer include chickpeas.

JAPAN from Page 9

have also limited U.S. dry bean market share in the face of competition from China and Myanmar. We expect to be able to compete on a level playing field as of January 1, 2020 when tariffs on almost U.S. dry bean exports to Japan



receive zero duty treatment.

While this alone will boost U.S. competitiveness we still have some

work to do on diversifying the use of U.S. dry beans in the Japanese diet. The primary use of dry beans is for bean paste to make traditional Japanese desserts and confections called wagashi.

However, we have seen increasing interest in greater consumption of dry beans for health reasons.



We will be focusing on increased promotion of dry beans to Japan for traditional uses as well as a new focus on diversifying dry bean use beginning this year through a grant from the Foreign Agricultural Service's (FAS) Agricultural Trade Promotion (ATP) program. We expect to expand these efforts in 2020 and beyond.

Palmer Amaranth

Excerpt from CropLife

A new weed issue which has been there all along; however, no one truly respected it as a threat. For years, we called them "pigweeds," and anything sprayed seemed to control them well enough. But now the lack of knowledge and experience from the past has caught up to us and presented a whole new challenge. Its name is Palmer amaranth.

THE DEVIL'S WEED

Palmer amaranth is a very dynamic weed. It adapts to its conditions, it takes many forms, it grows faster than anything out in the field, and it is resistant to virtually everything.

By 2015, advisors and growers were going to every length imaginable trying to correct the oversight of Palmer Amaranth, and everyone quickly realized how many technolo-

gies had been burned through in attempt to control past weed species.

Early this spring, Kansas State confirmed Palmer Amaranth had developed resistance to 2,4-D and dicamba (group 4), in addition to a laundry list of group 2, 5, 9, and 27 herbicides.

For those of us who come from areas where this weed has overtaken cropping systems, we can find empathy within each other. We also have much that can be shared with industry colleagues who have yet to experience this "devil's weed."

MEXICO NEWS CLIPPINGS

USDBC Disclaimer: In the following section the USDBC disseminates information published in Newspapers and Magazines related to beans (excerpts). The statements or numbers shown in each article are not necessarily in agreement with the USDBC.

Launched New Variety of Azufrado Bean in Sinaloa Linea Directa September 5, 2019

Los Mochis, Sinaloa. "Reyna" is the name of a new variety of Azufrado beans created by Grupo Cintar to be planted in the northwest region of Mexico. Its main advantages are: higher yields, disease resistance and medium growing cycle, said Francisco Navarro, the researcher that developed this bean.

Climate Change Might Push Earlier Bean Planting El Occidental September 3, 2019

Tempe, Nayarit. To this date there is no information on the bean planting intention for the Fall-Winter cycle that officially starts on November 10th, it is estimated they will start planting on October 25th although it won't guarantee good results, as climate change is complicating more every year the crops.

Demanding the State Government to Declare State of Emergency in Chihuahua OMNIA September 2, 2019

Before the affectations of the drought on agriculture and live-stock in the state of Chihuahua, the Ag-

See *MEXICO* on Page 11



Dry edible beans as livestock feed when hit by drought, hail

August 2019 Karla Wilke

Cow/Calf Stocker Management Specialist

Dry edible beans such as pintos, great northern and black beans are a very valuable commodity raised in Colorado, western Nebraska and eastern Wyoming, ranking Colorado sixth, Nebraska third, and Wyoming eighth in national dry bean production.

However, hail and drought can easily reduce bean quality and the feasibility of harvest for the rigorous human consumption standards. So the question becomes, when dry edible beans are not suitable for human consumption, what options are available?

What are Lectins?

Dry edible beans contain a compound called lectins. Lectins are a type of protein, that when not properly denatured by heat, can damage the

intestinal wall, impair digestion and nutrient absorption, and create immunosuppression issues. This presence of lectins impacts the amount that can be fed to beef cattle.

What if I was able to harvest my crop but the beans were rejected for human consumption?

Dry edible beans have great binding characteristics which make them a great ingredient in pelleted or cubed feeds such as protein supplements. Research from Kansas State University has indicated that the heat produced during pelleting is not enough to denature the lectins.

However, because the beans will likely only be included at 2% of the dry matter in the pellet formula, and the pellets will likely be less than 20% of the diet dry matter, the lectins will likely not be an issue. Therefore, selling the beans as a binder to a feed company who makes pellets might be an option.

Selling the beans to a feedlot to incorporate into a finishing diet might

also be an option. However, there are some precautions when including dry edible beans into a beef cattle finishing diet. Research from Colorado State University reported that finishing cattle fed up to 15% dry edible beans on a dry matter basis had reduced intake, poor feed efficiency and gain. That particular experiment was terminated after 30 days due to poor performance.

In a subsequent experiment the researchers noted steers fed 0.5 and 1.0% dry edible beans gained better than those fed 2% (dry matter basis) while feed efficiency was similar. This suggests the anti-nutritional properties become evident at 2% of the dry matter in finishing diets. A factor to consider when pricing cull beans is that a Colorado State study found pinto beans to be 44% the value of corn in a lamb study.

Growing calves are traditionally on a high-roughage diet and supplemented with protein and energy. Research from the University of Nebraska indicated growing calves did not experi-



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ence reduced performance compared to a control diet when dry edible beans in a roughage-based diet were included at 5 and 7.5% of the diet dry matter, but did when dry edible beans were included at 15%.

What if the beans are not worth harvesting? Is there value in bean forage?

When a crop is to be used for something other than its intended use, producers need to first check with government agencies and insurance companies to evaluate any stipulations for that use.

An immature bean plant does have some forage value but harvesting that forage, either mechanically, or by graz-

ing needs to be economically evaluated first. The tonnage available must be evaluated against the cost of swathing and baling, chopping and packing, or building fence.

Immature black bean whole plants after a frost were evaluated at the University of Nebraska. The in vitro dry matter disappearance (IVDMD) similar to total digestible nutrients (TDN) was 66%. As a reference point, good quality corn silage is about 70% TDN and wheat straw is 45% TDN. The crude protein on the immature black bean plant was 11.5%, which is more than adequate to maintain rumen function in the beef cow.

Dry edible beans impacted by drought and hail may have some salvage value for livestock feed. Consider the cost-benefit ratio of all alternative uses for the crop before making a decision. University of Nebraska extension personnel are available to help with ration balancing if dry edible beans are to be considered for livestock feed.



DROUGHT IN MEXICO

IMPACTS BEAN PLANTING

Mexico summer bean states experienced a drought this season and bean planting was reduced 50% according SUDBC assessment. Nevertheless, the August 30th official report released by SADER, indicates higher numbers, with approximately 65% of the bean acres planted. This is due to late beans planted during the second week of August.

50 years ago

PINTO BEANS ROLL IN, CROP GOOD: Morgan county's bean harvest is in full swing with the crop over the county maturing at the same time.

Described as of "good quality", truck loads of the pintos have been rolling into Brush elevators.

Price of the beans has dropped from \$6.50 cwt to \$6.00 by Tuesday with two 25 cent drops recorded.

The county crop will mostly be shipped to the southern states, Texas, Louisiana and the Appalachian country.

The Department of Agriculture estimates the dry bean crop for Colorado will be \$1,972,000 cwt, six per cent above last year's output. This is eight per cent more than the five-year average production.

Planted acres in the state are estimated at 219,000, up 18 per cent from 1968. Acres for harvest are estimated at 212,000 and the yield forecast is 903 pounds per acre which is 100 pounds below the average for 1967.

Cutting the beans is showing progress but in some areas threshing is at a standstill. Bumper yield potentials were reduced because of a freeze August 23 but the crop in this area is still good.

This year's crop got off to a good start with planting completed generally ahead of time. Conditions were favorable during June with irrigated crops making the most progress.



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MEXICAN BEAN CROP

The Mexican bean crop is in clear disadvantage this cycle. The government has acknowledged the drought and recognized the reduction in the planting of this year's bean hectares in Zacatecas, Durango and Chihuahua specifically, as these are the states that supply commercially to all of Mexico and also produce for exports. However, they have been conservative with their speech, not alarming the market avoiding to announce a possible bean shortage, at least until now. Government agricultural consultants have stated that there will be a need for beans towards November, when they see how short the crop will be.

QUOTA – No announcement has been made on a possible increase of the 100 thousand MT quota to bring beans outside of NAFTA, as it has happened in previous years when they forecasted a shorter crop. The quota has been active since July and will end in November, as it is stipulated in the law. There is no information on permits requested and there is no word from the trade on having the intention to import beans from other origins than NAFTA.

So far, the only time when it was necessary to increase the quota, was in 2011 when the extreme drought devastated not only the beans but all other crops. This time, the drought was moderated and lasted only during the planting season. At this moment, it has started to rain in the states we follow however, the damage was done in June, July and August.

BEANS PLANTED – In line with the recently delivered USDBC Spring-Summer Mexico Bean Planting Report, bean planting this season was around 50% lower than last year, being the state of Chihuahua where the largest reduction occurred. Many of the beans planted are expected to have very low production and low quality too as many were seeded on dry soil.

CARRYOVER / INVENTORIES – The three most important bean states Chihuahua, Durango and

Zacatecas altogether have a carryover of around 130 thousand MT and SEGALMEX reportedly has close to 100 thousand MT, this is 230 thousand MT of apparently 70% black beans and 25% pintos and 5% other Mexican colored varieties. Nevertheless, it has been reported this week that those inventories have been already reduced to 160 thousand MT. This means that most opportunities this year will be for Pinto beans. At this moment, it is reported that average prices of Black beans are 11 thousand pesos / US\$579 per MT and pinto beans are at 12 thousand pesos / US\$631 per MT.

On the other hand, a good but unknown amount of 2019 Fall-Winter Sinaloa Azufrado beans, are still in hands of the producers and local elevators who waited until the market was on point to sell their beans at higher prices. And that day arrive. Prices of Azufrados from Sinaloa have been gradually increasing now reaching its highest at 38 thousand pesos / US\$2000 per MT.

ASSESSMENT CONCLUSIONS:

1. Production expected in 2019 Spring-Summer cycle in the 5 states assessed is estimated at close to 400 thousand MT from which 229,600 MT would be black beans, 95 thousand pinto beans and 71,300 colored beans.

2. Carryover in the three most important bean states assessed. Zacatecas, Durango and Chihuahua currently have inventories of 140 thousand MT from the 2017 and 2018 crops. From these, 90 thousand are black beans and 50 thousand are pinto beans. These beans are in hands of the private elevator companies that participated in the bean support program and the breakdown by state is:

- Chihuahua – 30 thousand MT of pinto beans
- Durango – 50 thousand MT of black beans and 12 thousand MT of pinto beans
- Zacatecas – 40 thousand MT of black beans and 8 thousand MT of pinto beans

3. SEGALMEX inventories. The newly created Government Agency for Food Security SEGALMEX, has another 96 thousand MT of beans collected through the bean support program from the 2018 crop. The breakdown is: 90 thousand black beans, 3 thousand pintos and 3 thousand Mexican colored varieties Flor de Mayo, Flor de Junio, Bayos, Canarios etc. These will be distributed nationwide through the low-cost stores in the low-income areas for the social programs.

4. As a result of the drought in the assessed bean states, it is estimated that bean planting was 49.6% lower of the programmed by SIAP for the 2019 Spring-Summer Cycle and 48.8% lower of than historic average.

5. In Chihuahua, the state cut their bean planting surface more than 63%, not just because of the lack of precipitations but also because of the 30 thousand MT pinto bean carryover they were unable to trade since 2017.

6. In Durango, it was observed that in the 4th week of August when precipitations regularized, producers in the bean district of Poanas started planting feed crops, mainly oats, as the bean planting season had ended. Those that were unable to get feed grains seed, may have planted beans taking the risk of an early frost in October or November. The extended drought affected the beans that had been successfully planted and yields of those beans will be reduced in 30% in comparison with the 2018 season. It is expected that quality will be strongly affected and this is expected to cause important discounts when the trading season resumes.

7. In Guanajuato, the erratic precipitations in the bean districts of Ocampo, San Luis de la Paz and San Felipe (except for Laguna de Guadalupe), bean planting was reduced as some producers decided to plant barley or wheat instead. In some areas, the harvesting of colored beans has started. Colored beans account for 18% of the total beans planted. It is estimated that only 15 thousand MT of beans from Guanajuato will be traded outside the

See **CONCLUSIONS** on Page 15

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CONCLUSIONS from Page 14

state. The remaining production will be for domestic consumption.

8. In San Luis Potosí, the highest bean damage registered this cycle with 35% of the surface, equivalent to 39 thousand hectares reducing drastically the harvesting areas and therefore the production. In the last two years, SLP has had to import beans from Zacatecas in order to fulfill the state's demand although the volumes are unknown.

9. Black bean planted surface in Guanajuato, Durango and Zacatecas indicates that almost 60% of the production this Spring-Summer cycle will be black beans.

10. Bean consumption reduction from 900 thousand MT in 2017/2018 to 800 thousand MT in 2018/2019 commercial years is because of the high retail prices driving consumers to substitute with rice and noodles. Prices are expected to increase again, especially pinto bean prices in the next weeks, given the expected lower production and low inventories. Higher prices, will push consumption down.

MEXICO from Page 11

ricultural and Live-stock Producers Council demanded the state government to declare the state of emergency to be able to claim the resources from the National Disaster Fund to help affected producers.

50% of Bean Production Affected by the Drought Imagen de Zacatecas August 24th, 2019

Zacatecas. "Drought affected 50% of the beans in Zacatecas, Durango and Chihuahua, the most important bean production states", said SEGAL-MEX Director Ignacio Ovalle. Despite of the situation, he discarded an increase of the Guarantee Prices in order to help affected producers, and said that these prices are calculated based on a stable cost of the product in the nation. He also said that some producers considered planting wheat for bread to recover the investment.



Colorado Dry Bean Committee Financial Summary as of November 2019	2019 Actual	2019 Budget	Budget vs Actual	2020 Suggested
Assessments	93,132.00	95,000.00	(1,868.00)	\$83,819
Interest net of bank fees	142.00	500.00	(358.00)	\$150
Total income	93,274.00	95,500.00	(2,226.00)	\$83,969
Administrative	6,000.00	6,000.00	0.00	
Audit and legal	1,500.00	1,500.00	0.00	
Promotion-CDA trade missions		5,600.00	5,600.00	
Promotion-Colorado Bean Newsletter	4,000.00	8,000.00	4,000.00	
Promotion-Dr. Henry Thompson cancer project	7,500.00	7,500.00	0.00	
Promotion-Memberships	1,300.00	2,500.00	1,200.00	
Promotion-Mexico market intelligence reports	4,707.00	4,900.00	193.00	
Promotion-Other expenses	6,076.00	6,000.00	(76.00)	
Promotion-Ron Pickarski	8,471.00	6,950.00	(1,521.00)	
Promotion-Travel	2,710.00	0.00	(2,710.00)	
Promotion-Website maintenance	2,070.00	850.00	(1,220.00)	
Refund of assessments	483.00	1,000.00	517.00	
Research-CSU	41,618.00	41,618.00	0.00	
Research-IRF Yuma irrigation and LRK trial	27,000.00	29,900.00	2,900.00	
Research-Nebraska's PREC	7,542.00	0.00	(7,542.00)	
Telephone/Postage/Printing	371.00	25.00	(346.00)	
Travel and meetings	3,440.00	4,000.00	560.00	
USDBC dues	8,218.00	8,200.00	(18.00)	
Total expenses	133,005.00	134,543.00	1,538.00	
Excess (shortage) of income vs expenses	(39,731.00)	(39,043.00)	(688.00)	
Cash on hand	99,589.00	96,957.00	2,632.00	
Crop year		2018		2019
NASS initial forecast		819,000		677,000
NASS October revision		774,000		
RMBDA initial forecast		658,593		616,200





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