Dry Bean Market Outlook

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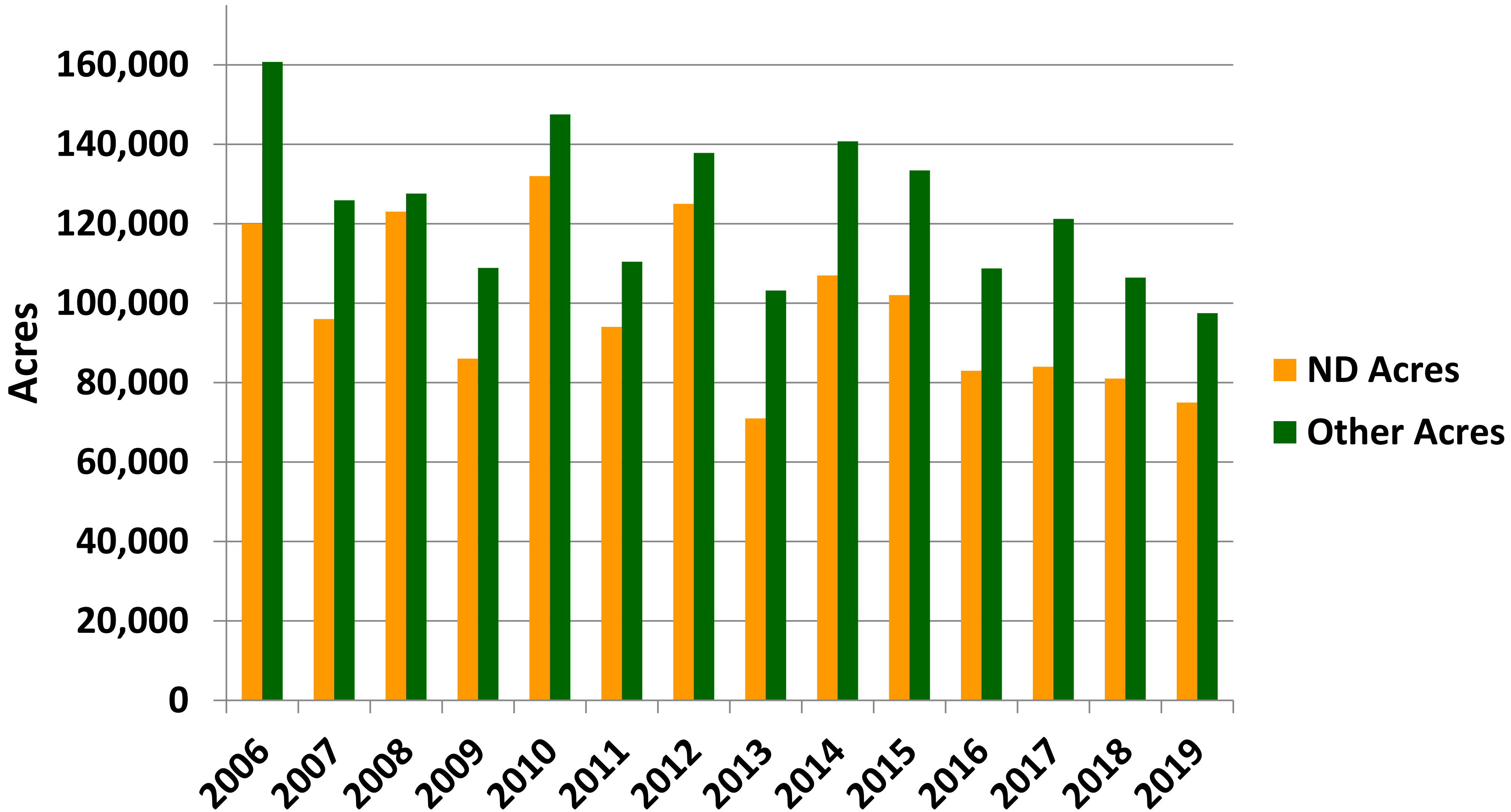
Navy and Pinto Bean Outlook

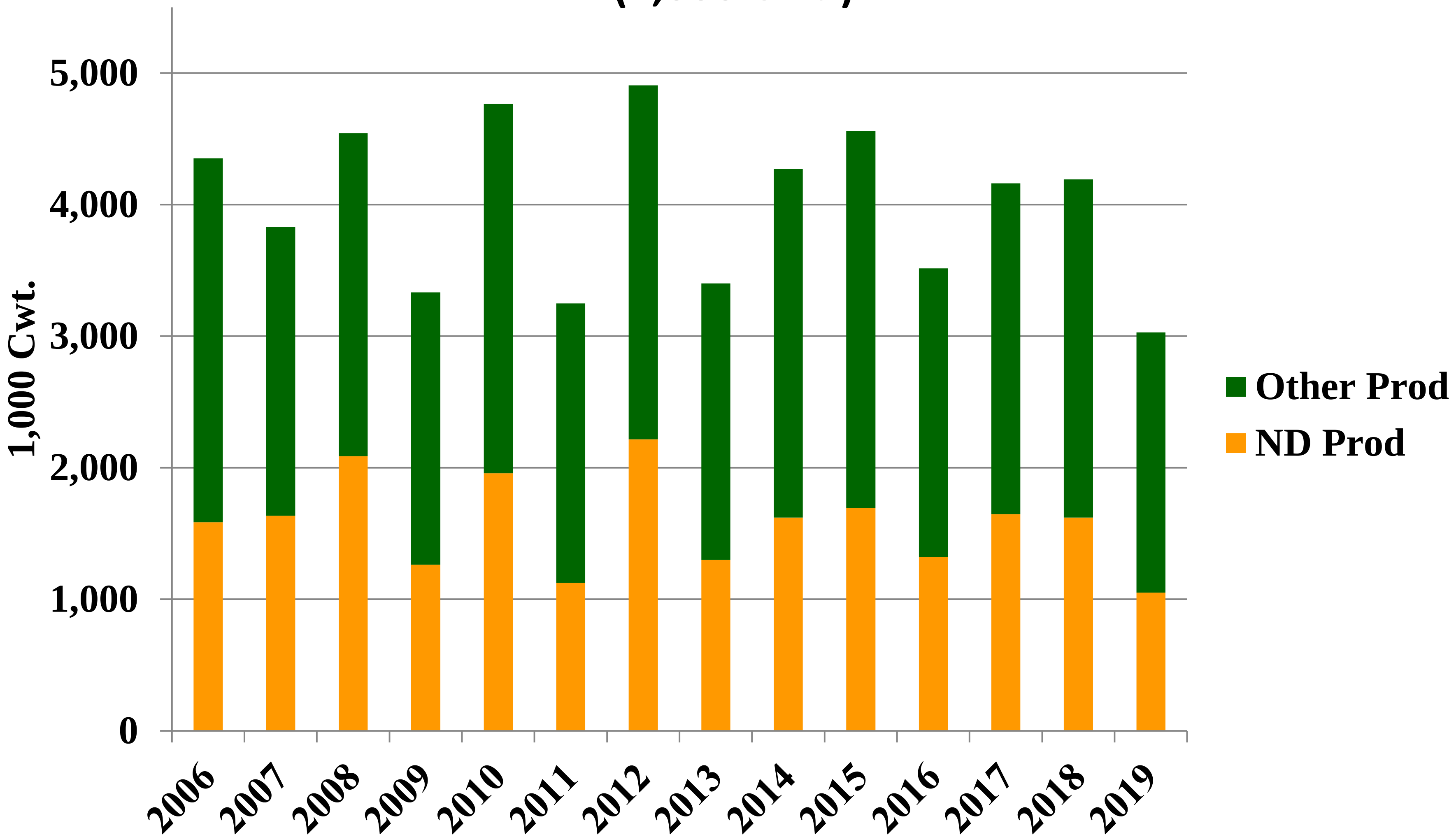
U.S. Navy Bean – Planted Acres



USDA –NASS Data Query

U.S. Navy Bean – Production

(1,000 Cwt.)



USDA –NASS Data Query

U.S. Navy Bean Exports by Country

(1,000 Pounds)

Country	2015/2016	2016/2017	2017/2018	2018/2019
United Kingdom	79,618	61,827	62,428	63,004
Canada	97,854	59,177	22,234	7,642
Italy	25,754	43,767	43,907	43,251
Mexico	33,300	5,076	3,370	6,347
Columbia	1,314	4,704	3,035	5,846
Other	9,034	21,597	22,265	30,081
Total	246,874	196,148	157,239	156,171

Navy Bean Outlook

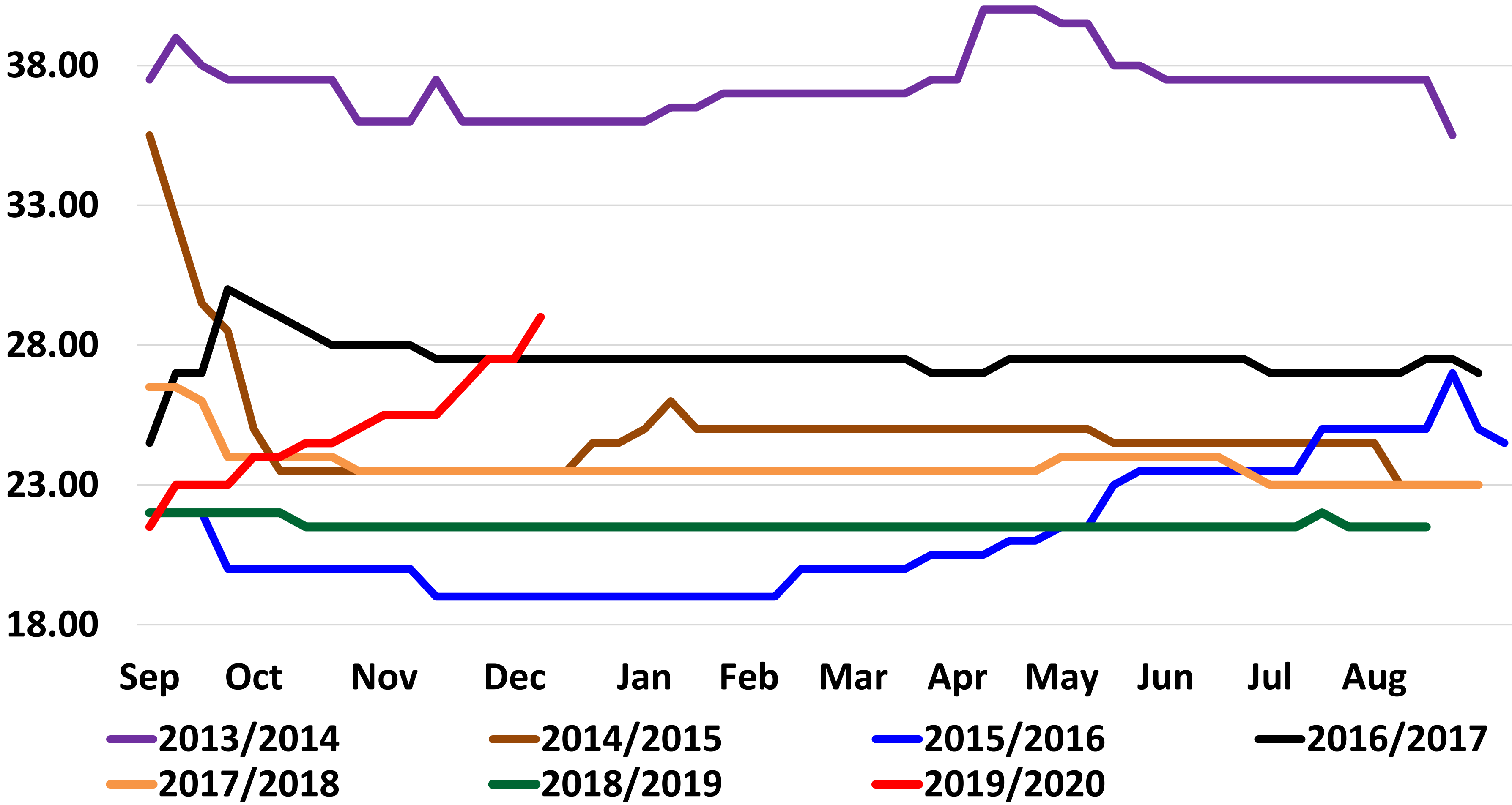
- 25% import tariffs on Navy, Great Northern and Kidney Beans into the European Union (EU) has slowed export pace.
  - Exports account for approximately 50% of total use.
  - Pre-existing contracts reduced the impact of tariffs.
- Brexit <u>may</u> impact 2020 export pace.
  - U.S. – Britain trade agreement is likely, timing is unclear.
  - U.S. – EU trade agreement will not come quickly.

Navy Bean Outlook

- Multi-year contracts help reduce year-to-year acreage variability (yields and quality are still important).
- Seed availability will limit ability to expand acreage.

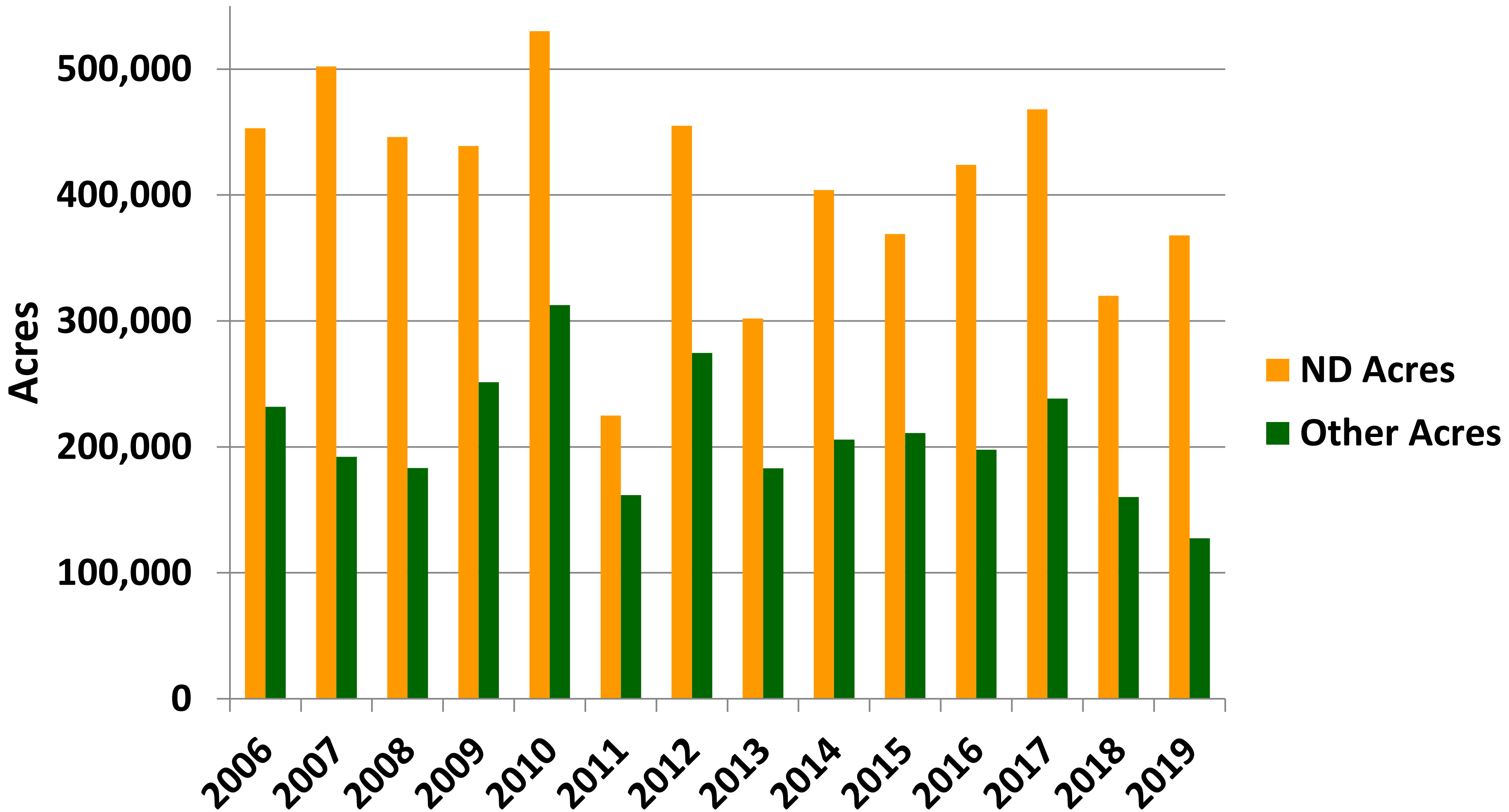
Historic ND/ MN Navy Bean Prices

(09/01/2012 to 01/11/2020)



USDA – AMS – Bean Market News

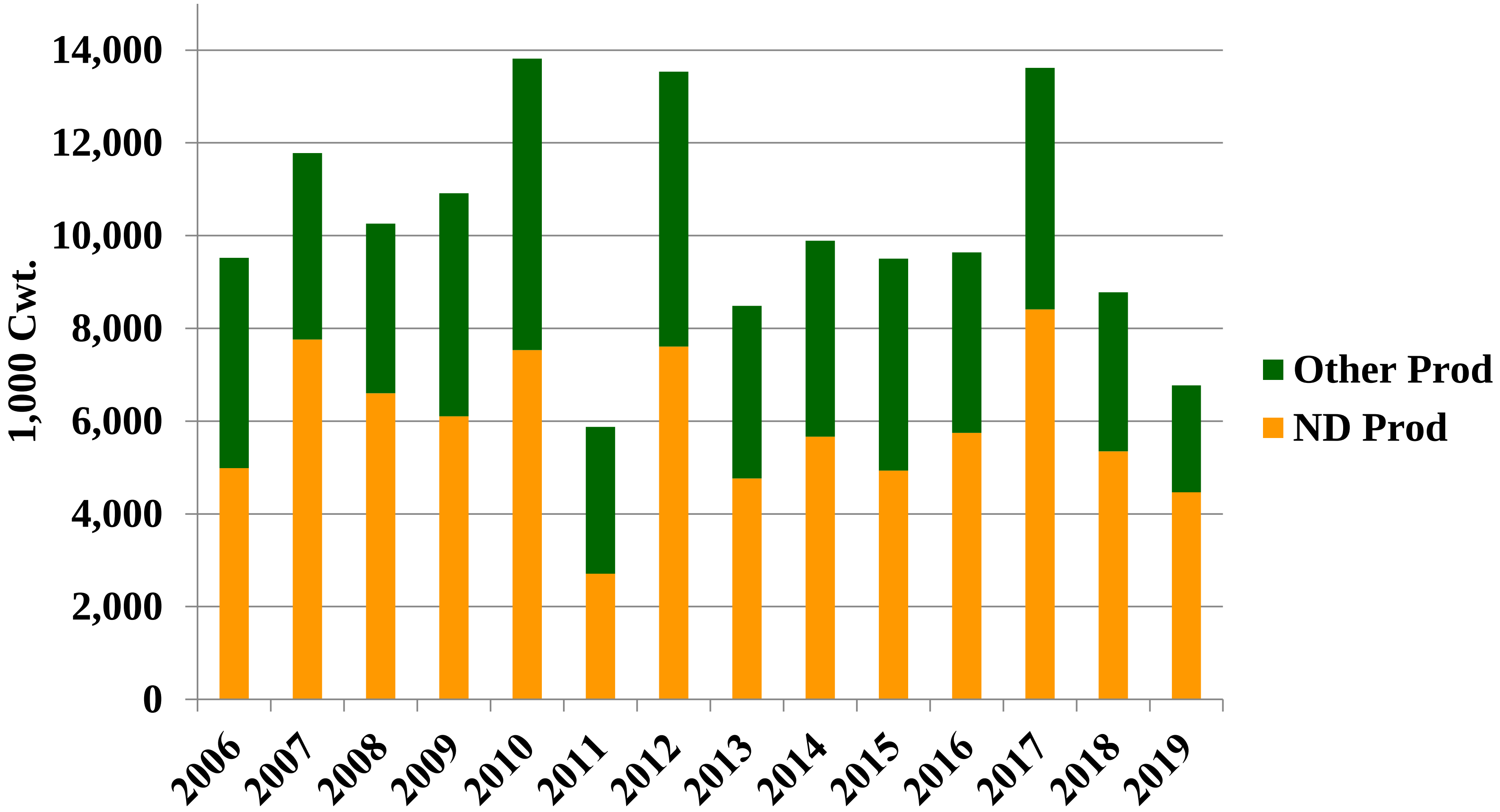
Pinto Bean – Planted Acres



USDA –NASS Data Query

Pinto Bean – Production

(1,000 Cwt.)



USDA –NASS Data Query

Pinto Bean Outlook

- Domestic use accounts for approximately 75% of total use.
  - Domestic use is relatively stable.
- Mexico and Dominican Republic are largest export markets.
  - USMCA agreement is important, but must still be ratified by Canadian Parliament.
  - Mexican export sales have been sporadic.

U.S. Pinto Bean Exports by Country

(1,000 Pounds)

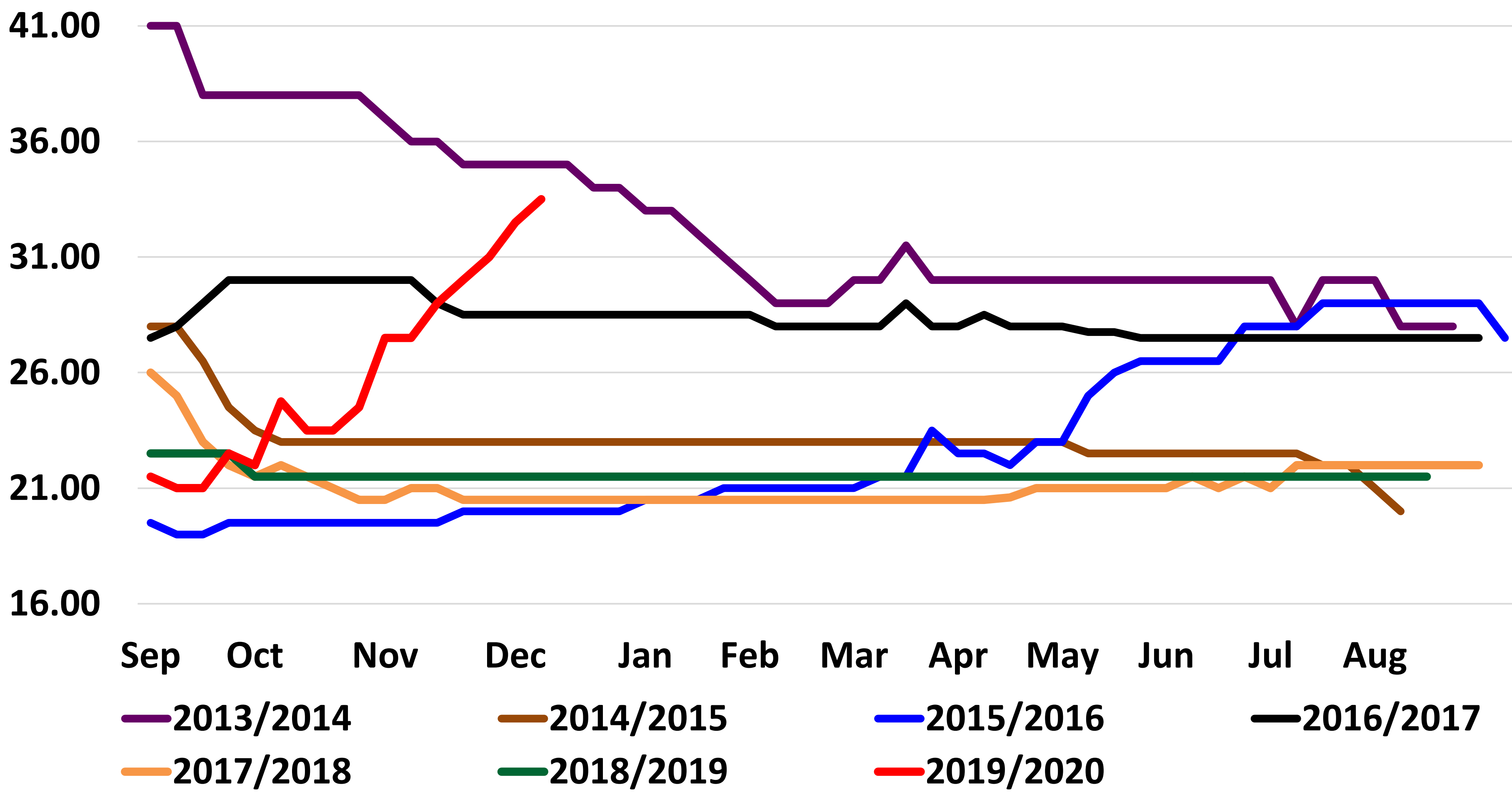
Country	2015/2016	2016/2017	2017/2018	2018/2019
Mexico	61,587	27,288	56,767	38,646
Dominican Republic	57,809	42,315	36,796	38,774
Haiti	31,477	17,651	21,690	23,547
Angola	10,337	620	795	760
Mozambique	1,408	10,717	0	0
Other	24,269	24,674	15,905	10,966
Total	186,887	123,265	131,953	112,299

Pinto Bean Outlook

- Acreage expansion is needed to rebuild inventories.
  - Increased acreage and above average yields will lead to lower prices for multiple years.
- Tight seed supplies will limit acreage expansion.
  - Caution should be used when considering bin-run seed.
- Prevent Plant is a significant concern.

Historic ND/ MN Pinto Bean Prices

(09/01/2012 to 01/11/2018)



USDA – AMS – Bean Market News

Questions?