



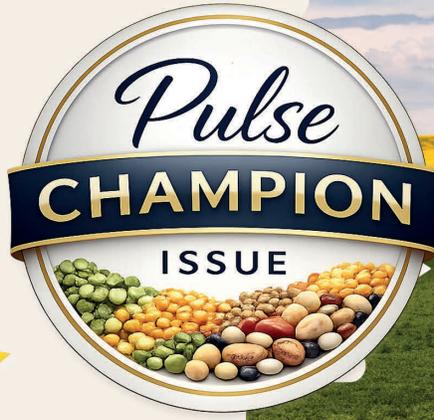
Support the goal of doubling U.S. pulse production and consumption by 2030

# USA PULSES

Uniting the dry pea, lentil, chickpea, and dry bean Industries



*This highlights key policy issues!*



## USA PULSES COALITION



BEANS CHICKPEAS DRY PEAS LENTILS



USA Pulses are processors, first purchasers, exporters, food manufacturers and growers in IDAHO • MINNESOTA • MONTANA • NEBRASKA • NORTH DAKOTA • SOUTH DAKOTA • WASHINGTON

# WHY PULSES STILL MATTER

Dry Peas

Lentils

Chickpeas

Dry Beans

- Improve nutrition and public health
- Support school and federal feeding
- Strengthen rural jobs and processors
- Expand U.S. export competitiveness
- Enhance food security and resilience

NUTRITIOUS

AFFORDABLE

SUSTAINABLE

VERSATILE & TASTY

# THE POWER OF PULSES IN THE DGA!

## Gut Health

✦ Your gut contains trillions of bacteria and other microorganisms called the microbiome. A healthy diet supports a well-balanced microbiome and healthy digestion. Highly processed foods can disrupt this balance, while vegetables, fruits, fermented foods (e.g., sauerkraut, kimchi, kefir, miso), and high-fiber foods support a diverse microbiome, which may be beneficial for health.

NUTRITIONAL ANALYSIS OF PULSES AND COMMON FLOURS

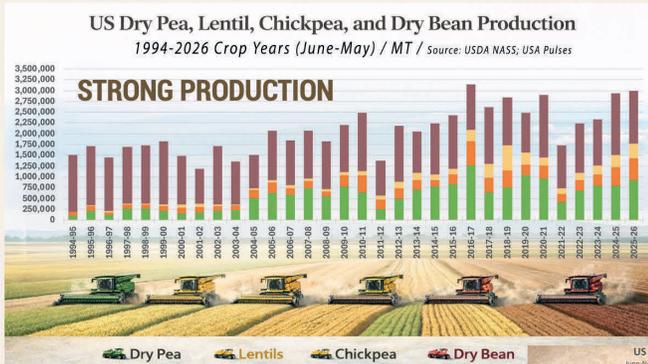
*Rich in key nutrients*

	FLOUR	CALORIES	GLUTEN-FREE	FAT	PROTEIN	FIBER	POTASSIUM	FOLATE	IRON
PULSE FLOURS	DRY PEA	341	✓	1.2g	24.6g	25.5g	981mg	274mcg	4.4mg
	LENTIL	343	✓	1.1g	25.8g	30.5g	955mg	479mcg	7.5mg
	CHICKPEA	387	✓	6.7g	22.4g	10.8g	846mg	437mcg	4.9mg
	PINTO BEAN	360	✓	2.4g	21g	21g	1000mg	120 mcg	5.3mg
COMMON FLOURS	POTATO	357	✓	0.3g	6.9g	5.9g	1001mg	25mcg	1.4mg
	RICE (brown)	363	✓	2.8g	7.2g	4.6g	289mg	16mcg	1.9mg
	CORN (whole grain, white)	361	✓	3.9g	6.9g	7.3g	315mg	25mcg	2.4mg
	ALL-PURPOSE	364		1.0g	10.3g	2.7g	107mg	26mcg	1.2mg
	WHOLE WHEAT	340		2.5g	13.2g	10.7g	363mg	44mcg	3.6mg

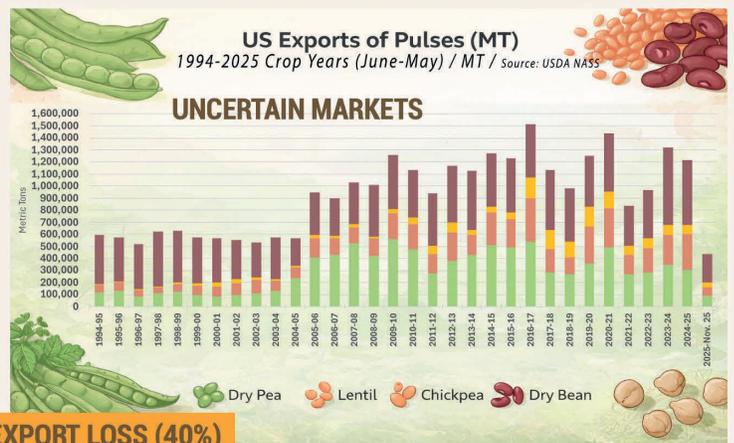
(PER 100 GRAMS)

**DGA: Pulses = Protein and a Vegetable!**

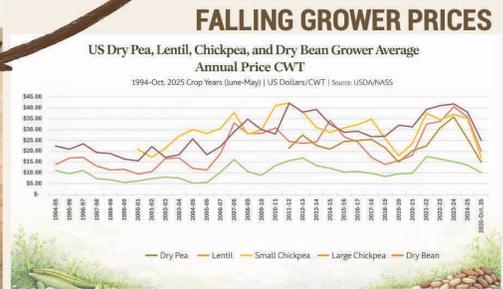
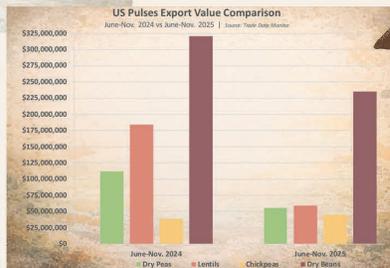
# THE PULSE INDUSTRY IS AT A CROSSROADS



The U.S. pulse industry began the year with strong production and growing global demand. That momentum quickly stalled when retaliatory tariffs disrupted key export markets, weakening prices and slowing product movement.



**EXPORT LOSS (40%)**  
**\$260,480,908**



**Never funded. The time is now!**

**THE ULTIMATE U.S. MAGAZINE DEDICATED TO PULSE CROPS**

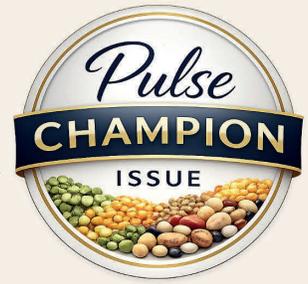
**A School Nutrition Solution Buried in the Farm Bill**  
The School Pulse Crop Products Program

Most people working in school nutrition have never heard of it. Even many in agriculture policy circles don't realize it exists. But tucked quietly into the 2018 Farm Bill and continued in following bills is a small, targeted provision that could have reshaped the nutritional quality of school meals across the country. It has a clear purpose, a straightforward mandate, and a direct connection to the 2025-2030 Dietary Guidelines for Americans. It is called the "Pulse Crop Products Program."

14 | TAKE YOUR PULSE

## FY2027 APPROPRIATIONS

**SCHOOL PULSE CROP PRODUCTS PROGRAM**  
*USA Pulses believes the next step in improving the health of Americans is increasing pulse consumption in federal feeding programs, particularly schools.*



- 1. ALIGNS WITH THE DIETARY GUIDELINES**
- 2. SUPPORTS SCHOOL MENU INNOVATION**
- 3. EXPANDS PULSE USE IN SCHOOLS**
- 4. \$10M / FY27 PILOT FUNDING FOR SCHOOL LUNCHES**

# TRADE & TARIFFS

- Tariffs cut U.S. pulse exports by 40%
  - ❖ Export sales fell \$260,480,908 in 2025
- Lost market share in key overseas markets
- Tariff and non-tariff barriers restrict access
- Delays to resolve trade retaliation worsen losses
- Fight unfair product **DUMPING** by foreign countries

# FREE TRADE AND BILATERAL AGREEMENTS ARE CRUCIAL FOR PULSE EXPORTS

01

**SUPPORT FREE TRADE & BILATERAL AGREEMENTS**

02

**PRIORITIZE INDIA & ASIAN MARKETS**

03

**ADDRESS BOTH TARIFF & NON-TARIFF BARRIERS**

04

**SUPPORT INCREASED ASSISTANCE IF DELAYED**

# FOOD AID & PULSE PRODUCTS



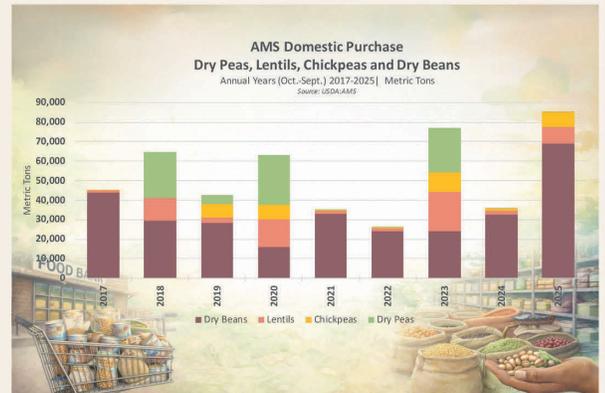
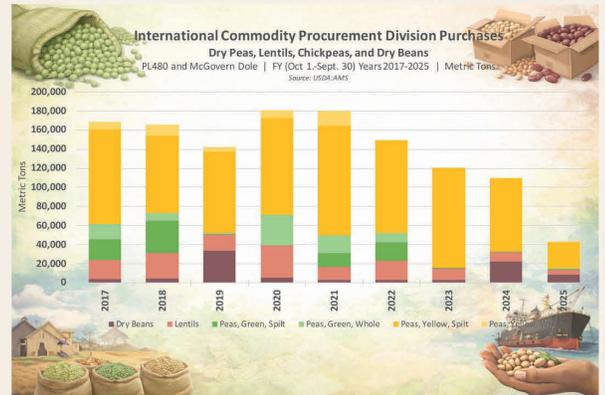
**SUPPORTS FARMERS DURING LOW-PRICE, SURPLUS CONDITIONS**

## INCREASE FUNDING

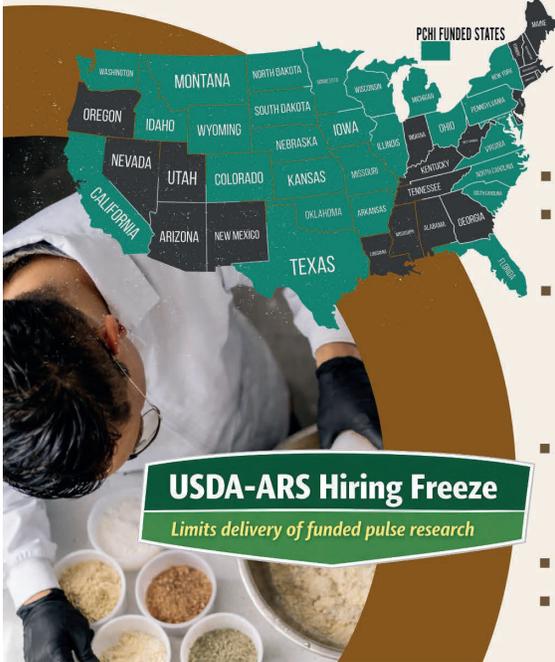
1. **PL 480 and McGovern-Dole food aid purchases.**
2. **School meal programming and Section 32 for food banks.**

**WE SUPPORT USDA ADMIN OF FOOD AID!**

*Providing food aid not only assists people in crisis; it creates the potential for future export markets.*



# FY2027 APPROPRIATIONS RESEARCH & NUTRITION SUPPORT



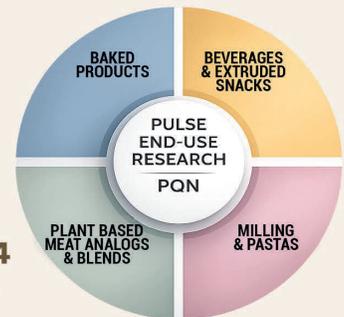
Enhance nutrition research, improve pulse quality, and expand healthy, sustainable food options for U.S. consumers.

## PULSE CROP HEALTH INITIATIVE (PCHI)

- Funded at \$5.5 million in FY 2025
- (53) projects in (26) states on nutrition, functionality, product development and food production systems
- USA Pulses requests full funding of this program at **\$25 million** in FY 2027

## PULSE QUALITY NETWORK (PQN)

- USDA-ARS Network of research labs focusing on pulse end-use and quality
- Funded at \$2.8 million in FY 2024
- REQUEST: **\$6 million** for FY 2027



## FARM BILL ISSUES

*Farm Bill Expires in 2026*

- Support Passage of a **New Bill**
- Protect **Rural Jobs and Processors**
- **Base Acres** for Emerging Pulse Crops
- Add Dry Beans: **Title 1** Covered Crop



**RISK  
MANAGEMENT  
FOR RURAL  
PROCESSORS**

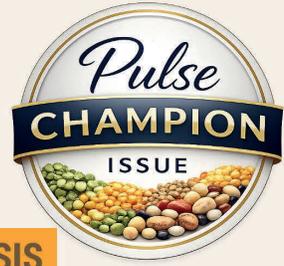


**BASE ACRES**



**TITLE 1 for  
DRY BEANS**

# PROCESSOR RISK AND RURAL INFRASTRUCTURE



## NDSU RISK ANALYSIS

- Processors support rural jobs and local economies, with no safety net
- Small shocks can wipe out profits and create cash flow problems
- Trade disruptions and drought put jobs, exports, and rural communities at risk

Prepared by Dr. Sandro Steinbach & Dr. Shawn Arita

“Trade barriers have basically undone generations of market development for our small family-owned business.”

— Andrew Fontaine, Spokane Seed



### PROCESSOR NATIONAL ECONOMIC FOOTPRINT

**\$792M**

Total Economic Activity

**2,346**

Total Jobs Supported

At risk under severe shocks:

**\$382M**

Economic Activity

**1,060**

Jobs (Drought)

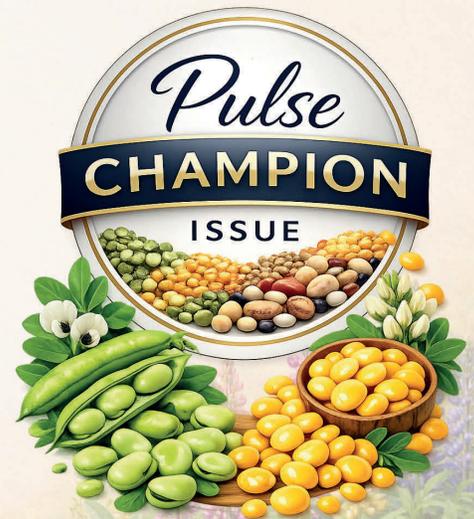
## BASE ACRES ARE A BARRIER TO PLANTING PULSE CROPS

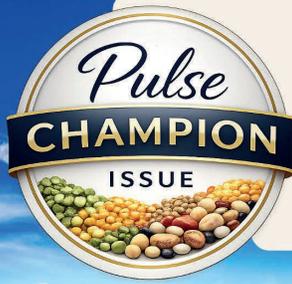
ADD “FAVA BEAN” & “LUPIN” EXCEPTION TO BASE ACRES

- We Support amending SECTION 1114 to include these crops as an exception to base acres.

## WHY DO BASE ACRES MATTER, AND WHY NOW?

- Currently, Base Acre rules unintentionally discourage emerging pulse crops aligned with nutrition and market demand.
- EASY FIX** – it exists within Farm Bill authority!





# DRY BEANS AND TITLE 1 ELIGIBILITY

## WHAT GROWERS NEED

- Add dry beans to Title I
- Adopt a dry bean Statutory Ref Price
- Authorize dry bean loan rate
- Allow dry bean base acres
- Deliver stability at low cost

Projected Dry Bean National Average Base Acres and Program Yield

Year	2020	2021	2022	2023	2024	Average
Planted Acres	1,715,000	1,386,000	1,241,000	1,180,000	1,533,000	<b>1,411,000</b>
Production (Metric Tons)	1,468,732*	1,016,364*	1,167,275*	1,083,768*	1,419,245*	<b>1,231,077*</b>
Yield (lb/ac)	1,890	1,620	2,070	2,020	2,040	<b>1,930</b>

\*Rounded to nearest metric ton. 1 mt = 2,204.6226 lb.

## TRANSPORTATION AND SHIPPING

### TOP ISSUES

- Port Congestion & Shipping Delays
- Container Shortages & High Freight Costs
- Cancelled & Delayed Bookings

### NEW OPPORTUNITIES

- Unreliable Access to Domestic and Export markets
- Support OSRA Implementation
- MUST improve container handling facilities and corridors
- Support automation and digital paperwork reduction

“We have no protection. It’s a helpless feeling when circumstances outside your control are dramatically affecting your business.”

— Andrew Fontaine, Spokane Seed

## An Interview with a Processor



Andrew Fontaine is President and General Manager of Spokane Seed Company, a fourth-generation, family-owned pulse processor founded in 1908. Based in eastern Washington, the company sources peas, lentils, and chickpeas from farmers across the Palouse. Fontaine represents more than a century of family involvement in regional pulse markets and brings a processor’s perspective to today’s trade and market challenges.

**USA PULSES:** How have tariffs, sudden trade barriers, or export disruptions affected your processing operation in recent years?

**ANDREW:** “It has had a dramatic effect. Trade barriers and restrictions have basically undone generations of market development for our small family-owned business. We have been marketing pulses for over a century here at Spokane Seed Company, and we have seen our long-term trading partners pull away from us in recent years due to tariffs and unpredictable government behavior. Spokane Seed has a great reputation as being a very reliable supplier, so it is frustrating to lose that reputation due to government actions that are unrelated to our performance.”

**USA PULSES:** When trade actions disrupt markets or prices, what does that mean in practical terms for your facility, such as throughput, staffing, or financial risk?

**ANDREW:** “It ultimately makes our situation way more difficult. When we see disruption in markets and prices, it’s more difficult to actively sell product, and when we finally do make a sale, it is at a reduced margin. The financial risks are large for us. The only mechanism we can control in this environment is reducing expenses. So that means lowering our overhead by eliminating jobs. Our company is definitely in a consolidation environment.”

**USA PULSES:** Producers have crop insurance when markets collapse. When your processing business faces losses tied to trade disruptions, what safety net - if any - is available to you today?

**ANDREW:** “We have no protection. It’s a helpless feeling when circumstances outside your control are dramatically affecting the performance of your business. We always operate in that environment to some degree with weather. But now we have another unpredictable factor that has crippled our potential. Ultimately, the farmers will have several safety nets offered thru crop insurance, “Bridge Assistance”, etc. in order to keep the food supply secure. That’s great for them. As the processor, without a volume and a margin, we are not able to fund the operation. So ultimately the farmer will lose the diversity of their marketing arm.”



# BE OUR PULSE CROP CHAMPION!

## FY27 APPROPRIATIONS

1. School Pulse Crop Products Program  
• **\$10M / FY27 School PCPP**
2. PCHI Request \$25m for **full program funding**
3. PQN Request \$6m to **support pulse quality research**
4. Request **resolution** of the USDA-ARS hiring freeze to support this research

## FOOD AID & PULSES

1. **Increase funding** for
  - PL 480 and McGovern-Dole Programs
  - School meal programming and Section 32 for food banks.

## FARM BILL ISSUES

1. Support or a **New Farm Bill**
2. **Base Acres** for Emerging Pulse Crops
3. Protect **Rural Jobs** and **Processors**
4. Add Dry Beans: **Title 1** Covered Crop

## TRADE & TRANSPORTATION

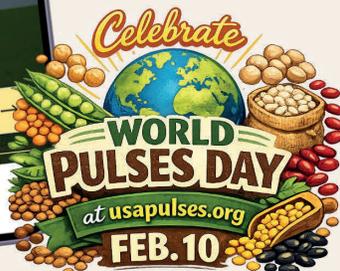
1. Free **Trade** and **Bilateral Agreements**
2. **STOP China** Pea Protein **Dumping!**
3. Support OSRA Implementation
4. Improve container handling facilities and corridors



*Thank You!*

## Get Information About Us

*Help us improve the health of our people, soils, water, and planet by increasing consumption and production of dry peas, lentils, chickpeas and dry beans.*



*www.usapulse  
movement.org*