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Pulses Foundation Chair Cindy Brown (center) participates in a panel discussion during Climate Week in New York City, bringing the pulse perspective to conversations about the future of food and protein.



PULSES FOUNDATION HAS A SEAT AT THE TABLE IN NYC

FOUNDATION LEADERS HIGHLIGHT PULSE OPPORTUNITIES ACROSS THE FOOD SYSTEM

"Building relationships and finding common ground can open new doors for pulses and the growers who produce them."

That observation from USA Pulses and Pulses Foundation CEO Tim McGreevy helps explain why representatives of the Pulses Foundation traveled to New York City for Climate Week, Sept. 21-24. Climate Week brings together more than 100,000 participants at more than 1,000 events throughout the city's five boroughs, providing opportunities for organizations such as the Pulses Foundation to connect with leaders across industries.

The Pulses Foundation is one of the coalition members served by USA Pulses. The nonprofit organization works to expand the use of pulses to support human and companion animal nutrition, address food insecurity and strengthen food systems through

education, charitable efforts and collaboration.

Throughout the week, Pulses Foundation representatives brought the U.S. pulse industry's perspective to discussions with food and agriculture leaders about the future of food and protein while exploring opportunities to expand the use of pulses across the food system.

Foundation Chair Cindy Brown participated in two panel discussions organized by the Meat Institute's Protein PACT initiative. As the only representative from the plant-protein sector, Brown joined animal agriculture leaders to discuss trade, challenges facing the food system and the future of protein.

Her participation highlighted opportunities for pulses to complement animal protein, including their use in blended food products and animal feed.

The discussions offered an opportunity to identify shared interests between sectors that are often presented as competitors.

McGreevy participated in the "From Field to Fork" panel during The Power of the Public Plate, an event held in partnership with the [New York City Mayor's Office](#) and sponsored by Bush Brothers.

The event featured tastings of bean, pea, lentil and chickpea dishes prepared by New York City agencies, along with panel discussions on expanding the use of plant proteins in institutional meals, strengthening regional supply chains and the role of pulses in chronic disease prevention.

During the panel discussion, McGreevy connected the Foundation's efforts to expand the use of pulses with USA Pulses' broader goal of doubling

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CLIMATE WEEK RECAP CONT.



U.S. pulse consumption and production by 2030.

"Institutional feeding is absolutely at the top of our list. It's an opportunity to introduce pulses into people's diets through schools, hospitals and other public institutions while creating new markets for U.S. growers and processors," McGreevy said.

New York City's institutional feeding programs purchase more than \$600 million in food annually and serve approximately 220 million meals and snacks across 11 city agencies, including programs serving schools, hospitals, senior care facilities and correctional institutions.

McGreevy discussed opportunities to incorporate pulses into existing menus, including blending them with animal proteins and using pulse ingredients in baked goods, snacks and other foods.

When asked what policy change he would recommend for institutional feeding programs, McGreevy proposed incorporating pulses into familiar foods to improve affordability and appeal. He reported that the suggestion "really resonated with the audience and generated a lot of discussion."

McGreevy pointed to a school feeding panel he attended as a practical example of that approach. A representative of ProVeg International described incorporating lentils into a traditional steak pie served to schoolchildren. According to McGreevy, the blended dish proved popular, particularly when presented as a familiar, appealing meal rather than promoted primarily for its nutritional or environmental benefits.

"We represent growers, processors, exporters and food manufacturers across the United States," McGreevy told the audience. "They're looking for opportunities to expand their markets, and we're interested in learning more about New York City's procurement process and how we can work together."

The week's activities also included Food Day, an event sponsored by the Tilt Collective that attracted approximately 300 participants to discussions about challenges and opportunities across the food system. Cynthia Gibson, general counsel at Bush Brothers, participated in a panel addressing consumer acceptance of pulses and plant-forward foods.

USA Pulses and Pulses Foundation CEO Tim McGreevy discusses the role of institutional food purchasing in expanding pulse consumption and creating new market opportunities for U.S. growers and processors during the "From Field to Fork" panel at The Power of the Public Plate in New York City.

"Some of the most valuable conversations happened after the panels," McGreevy wrote on LinkedIn. "I truly appreciated the opportunity Cindy and I had to connect with food industry leaders and foundations, share the story of U.S. pulses and find common ground with others across agriculture."

Robert Loggins, director of external affairs at Bush Brothers, was also active throughout the week, connecting with food and agriculture leaders and exploring opportunities for collaboration across the food system. Reflecting on his first Climate Week experience in a LinkedIn post, Loggins pointed to the wide range of individuals, institutions and organizations working to address challenges facing food systems. He cited the proverb, "Many hands make light work," calling it a fitting sentiment for the week and beyond.

For the Pulses Foundation, that spirit of collaboration is central to its mission. By building relationships across the food system, particularly with institutional food buyers and industry partners, the Foundation is working to identify opportunities that could expand demand for U.S. pulses and benefit the growers who produce them. 🌱

PULSE MARKET NEWS



U.S. PULSE PRICES

Grower prices • U.S. \$/cwt. (All prices are No. 1 grade)

UPDATED
OCT. 5, 2026



REGION / COMMODITY	THIS WEEK	LAST WEEK	AVG	LAST YR	CHANGE
PACIFIC NORTHWEST					
Green peas	\$12.00	\$12.00	\$12.00	\$14.50	—
Yellow peas	NR	NR	NR	NR	—
Brewer lentils	\$20.00–21.00	\$20.00–21.00	\$20.50	\$24.00	—
Pardina lentils	\$20.00	\$20.00	\$20.00	\$24.00	—
Large Kabuli chickpeas	\$21.00	\$21.00	\$21.00	\$22.00	—
NORTHERN PLAINS					
Green peas	\$10.83–12.00	\$10.42–12.00	\$11.42	\$14.02	▲ \$0.41 low
Yellow peas	\$7.92–11.67	\$7.92–11.67	\$9.24	\$8.77	—
Richlea lentils	\$14.00–16.00	\$14.00–16.00	\$15.00	\$18.75	—
Large Kabuli chickpeas	\$15.25	\$15.25	\$15.25	\$21.25	—
DRY BEANS					
Black • Min-Dak	\$40.00–45.00	\$40.00–45.00	\$43.33	\$22.00	—
Black • Michigan	\$45.00–50.00	\$45.00–50.00	\$47.50	NR	—
Dark Red Kidney • Min-Dak	\$42.00	\$42.00	\$42.00	\$48.00	—
Light Red Kidney • Min-Dak	NR	NR	NR	NR	—
Navy • Min-Dak	\$38.00	\$38.00	\$38.00	\$26.00	—
Navy • Michigan	\$40.00–50.00	\$40.00–50.00	\$45.00	\$33.00	—
Pinto • Min-Dak	\$42.00–43.00	\$42.00–43.00	\$42.67	\$21.33	—



CANADIAN PULSE PRICES

Grower prices in U.S. \$/cwt. (Converted from C\$/cwt. using Bank of Canada exchange rate)

REGION / COMMODITY	THIS WEEK	LAST WEEK	AVG	LAST YR	CHANGE
Green peas	\$9.95	\$9.95	\$9.95	\$11.66	—
Yellow peas	\$9.36	\$9.33	\$9.36	\$8.04	▲ \$0.03
Feed peas	\$9.42	\$9.46	\$9.42	\$9.33	▼ \$0.04
Lg green lentils (Laird)	\$20.05	\$18.47	\$20.05	\$19.57	▲ \$1.58
Small red lentils	\$18.16	\$17.63	\$18.16	\$16.03	▲ \$0.53
Med green lentils (Richlea)	\$14.10	\$14.10	\$14.10	\$15.17	—
Desi chickpeas	\$18.26	\$18.26	\$18.26	\$15.95	—

Kabuli chickpeas (9 mm)

\$20.33

\$20.33

\$20.33

\$21.79

—

Sources: USDA Bean Market News; Saskatchewan Ministry of Agriculture. Canadian prices converted to U.S. dollars using Bank of Canada exchange rate (1.00 CAD = 0.71 USD).

Note: U.S. and Canadian pea prices are for whole peas.

Prices are indicative and may not reflect actual market conditions at the time of sale.

Northern Tier: cwt. Del warehouse, thrasher run, U.S. No. 2 or better. PNW: cwt. Del warehouse, thrasher run, U.S. No. 1.

▲ Higher than last week.

▼ Lower than last week.

-- No Change.



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LAYING THE GROUNDWORK IN WASHINGTON, D.C.

MCGREEVY MEETS WITH FEDERAL OFFICIALS AHEAD OF MISSION



USA Pulses CEO Tim McGreevy pauses for a photo outside the U.S. Botanic Garden, with the U.S. Capitol in the background, during his Sept. 28–30 visit to Washington, D.C., where he met with federal officials and congressional staff to discuss issues affecting U.S. pulse growers and processors.

With the pulse industry's annual Washington, D.C., Mission scheduled for early February, USA Pulses CEO Tim McGreevy traveled to the nation's capital Sept. 28–30 to meet with federal officials and address pressing issues facing U.S. pulse growers and processors.

As the November midterm elections approach, several important agricultural policy and funding decisions remain unresolved. Congress will delay action on the Farm Bill, appropriations and potential economic assistance for the ag industry until after the elections, making these meetings with lawmakers and agencies particularly important.

During the three-day visit, McGreevy met with officials from the U.S. Department of Agriculture (USDA), Office of the U.S. Trade Representative (USTR) and congressional offices representing major pulse-producing states. Discussions covered international trade, federal food assistance purchases, processor risk management and

regulatory challenges affecting U.S. pulses.

"These meetings gave us an opportunity to assess where things stand in Washington, discuss the challenges facing our industry and begin laying the groundwork for our D.C. Mission in February," McGreevy stated.

TRADE AND MARKET ACCESS

Trade discussions with USTR centered on China, India and the European Union.

These were important conversations. According to USA Pulses' congressional briefing, U.S. lentil exports declined 59% and dry pea exports fell 52% during the 2025-26 crop year compared with the previous year.

USTR officials said trade negotiations with India are continuing, but no breakthroughs have been made. On China, officials discussed the recently announced "30-for-30" trade framework, which could reduce tariffs on approximately \$30 billion in goods from each country, including agricultural products. McGreevy also pushed for China to complete its pest risk assessment for U.S. chickpeas, which would help open that market to U.S. pulse exporters.

While USA Pulses is working to expand access to markets such as China, new European Union regulations limiting heavy metals in food products, including pulses, could create additional barriers for U.S. exporters. USA Pulses

raised concerns with USTR about the potential impact of these requirements on U.S. exports.

The issue came up again during a meeting with USDA's Foreign Agricultural Service (FAS), where officials requested additional information about pulse shipments affected by the restrictions. FAS officials also began coordinating with their Brussels office, offered to help arrange further discussions with USDA representatives in Europe and identified the Technical Assistance for Specialty Crops (TASC) grant program as a possible source of funding for efforts to overcome the EU trade barriers. McGreevy also raised the industry's efforts to secure an emergency label for diquat, an issue FAS officials requested additional information about.

The regulations could make it more difficult for U.S. growers to sell their crops into the European market. This is an ongoing issue that the Pulse Pipeline will examine in greater detail in future editions.

FEDERAL PROGRAMS AND PROCESSOR ASSISTANCE

McGreevy thanked USDA's Agricultural Marketing Service (AMS) for its recent Section 32 purchases of pulses, which provide an important outlet for U.S. growers facing difficult market conditions. With the federal fiscal year ending Sept. 30, AMS officials indicated that additional Section 32 purchase requests would have to wait for

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DC GROUNDWORK CONT.

approval of the FY 2027 budget. A closer look at the recent AMS purchases shows that USDA fulfilled its entire chickpea purchase request while purchasing approximately 85% of the lentils requested.

The conversation with AMS also covered the lack of pulses in international food assistance shipments during 2026. Officials explained that USDA is still building its capacity to administer those programs and that unused funds may be available for additional purchases, subject to approval. The issue was also raised with staff from North Dakota Sen. John Hoeven, who indicated they would discuss the possibility of using unspent funds with Senate appropriations staff.

USA Pulses also continued its efforts to secure economic assistance and risk management protection for pulse processors, particularly smaller operations in rural communities. Unlike growers, processors currently have limited options to protect themselves against financial losses caused by trade disruptions and other market conditions.

During a meeting with USDA's Risk Management Agency (RMA), McGreevy made the case for extending risk management protection to processors. Agency officials acknowledged the issue but explained that existing law limits their programs to agricultural producers. Providing similar protection for processors would require congressional authorization.

Securing revenue protection for pulse growers more than a decade ago was a major achievement for the industry. USA Pulses is now working toward a similar breakthrough for processors, whose financial stability is

critical to the growers and rural communities they serve.

"Our processors face many of the same economic uncertainties as growers, but they don't have access to the same risk management tools," McGreevy explained. "That's a gap we need to address."

CONGRESSIONAL OUTREACH

In addition to his meetings with federal agencies, McGreevy turned his attention to Capitol Hill, meeting with congressional staff representing key pulse-producing states, including Senators John Hoeven and Kevin Cramer of North Dakota, Senator Mike Crapo and U.S. Representatives Russ Fulcher and Mike Simpson of Idaho, and Representative Troy Downing of Montana.

These weren't simply courtesy visits. McGreevy brought problems affecting U.S. growers and processors directly to the offices of the people who represent them in Congress. Those offices can help pursue legislation, secure funding and press federal agencies for answers. They covered declining pulse exports, rising production costs, economic assistance, the Farm Bill and federal funding for pulse-related programs.

Of particular importance was a meeting with staff from North Dakota Sen. John Hoeven, who chairs the Senate Agriculture Appropriations Subcommittee. His office provided an update on efforts to include a base-acre exemption for dry beans, fava beans and lupins in the Farm Bill. Staff indicated that Senator Hoeven continues to work toward increasing funding in the Senate Ag Appropriations bill for the School Pulse Crops Products Program (PCPP), Pulse Crop Health Initiative (PCHI) and Pulse Quality Network (PQN).

Another recurring topic was the Food and Drug Administration's handling of diet-associated dilated cardiomyopathy (DCM) concerns involving pet foods. USA Pulses urged congressional offices to press FDA to update its public information to reflect the latest scientific research on the issue. Several offices expressed willingness to follow up with the agency.

USA PULSES SUBMITS WOTUS COMMENTS

In a separate federal policy development, USA Pulses submitted additional comments to the Environmental Protection Agency (EPA) supporting proposed changes to the definition of "waters of the United States" (WOTUS) under the Clean Water Act. Following years of changing regulations and legal challenges, the latest proposal would further reduce regulatory restrictions on farmers by limiting federal jurisdiction to more clearly defined waterways and wetlands.

Building on comments submitted last year, USA Pulses supports using a year-round water standard rather than one based on seasonal conditions, while maintaining exclusions for previously converted cropland, ditches constructed in dry land and groundwater, including agricultural drainage systems. These changes would give growers greater certainty when managing field operations, drainage and conservation practices.

McGreevy's D.C. meetings and USA Pulses' continued regulatory advocacy set the stage for February's D.C. Mission, when growers and industry representatives will bring these priorities directly to lawmakers. 



Friday Funny!

On the upside, no one sits near me during staff meetings. - Drex



Drex Rhoades
16 hours ago · 🐾

I do NOT recommend this toothpaste!



Bill Payne · 14h
Is it good for a ceasars salad?

👍 Reply

Drex Rhoades · 34m
Bill Payne How would that clean my teeth? ;-)

👍 Reply

Bill Payne · 14m
Drex Rhoades the lettuce helps...

👍 Reply 🥰 1

Drex Rhoades · 1m
Bill Payne Ohhh, it acts like floss! You're a genius, Bill

This Columbus Day

Explore [usapulses.org/recipes](https://www.usapulses.org/recipes) for great Italian pulse dishes like this...

Zuppa Toscana with Chickpeas

A hearty, flavorful soup featuring chickpeas, tender potatoes, kale and Italian seasonings.

www.usapulses.org/recipes >

Click for this *Fantastico* Pulse Recipe!

PulsePipeline

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UPCOMING EVENTS

Oct. 12	Columbus Day, Office Closed
Oct. 17-21	SIAL Paris
Oct. 20-23	FIGAP 2026, Guadalajara, Mexico
Oct. 20-23	Thailand Culinary Spark
Oct. 20-22	FIRA Yakima, WA
Oct. 26-29	Trade Mission and Culinary Spark Training, Lima, Peru

PULSE CROP LOAN DEFICIENCY PAYMENTS (LDP) RATES

Loan Rates & Weekly Posted Prices		Dry Peas				Lentils				Large Chickpeas		Small Chickpeas	
		West		Midwest		West		Midwest		All		All	
		2026	2025	2026	2025	2026	2025	2026	2025	2026	2025	2026	2025
Pulse Loan Rate (No. 2 Grade)		\$7.18	\$6.10	\$6.85	\$6.15	\$14.30	\$13.00	\$14.30	\$13.00	\$15.40	\$14.00	\$11.00	\$10.00
Sep. 25, 2026	NPP	\$10.73	\$10.73	\$10.40	\$10.78	\$20.29	\$20.29	\$20.29	\$20.29	\$18.56	\$18.56	\$13.56	\$13.56
	LDP												
Sep. 18, 2026	NPP	\$10.68	\$10.68	\$10.35	\$10.73	\$20.29	\$20.29	\$20.29	\$20.29	\$18.36	\$18.36	\$13.36	\$13.36
	LDP												

Source: USDA Farm Service Agency

Note: Midwest region, all counties in Montana and North Dakota, plus all counties east of those states into and including Michigan.

NPP = National Posted Price
LDP = Loan Deficiency Payment



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