

Testimony of Jim Pellman, Vice-Chair, North Dakota Wheat Commission

HB 1020

January 20, 2023

Good morning Mr. Chairman and members of the Senate Appropriations Committee. For the record, my name is Jim Pellman, I am Vice-Chair of the North Dakota Wheat Commission. My family farms near McClusky, North Dakota.

The Wheat Commission has a long-standing, leveraged, and very productive research partnership with North Dakota State University's Agricultural Experiment Station. The Wheat Commission strongly supports House Bill 1020 and the priorities of the State Board of Agricultural Research and Education (SBARE). HB1020 includes critical funding for the NDSU Experiment Station, NDSU Extension, and additional partner entities, all of which are extremely important to North Dakota's Agricultural Research, Infrastructure, Time-proven Market Development Programs, and Success of our Dedicated Producers.

Research and Extension programs are the lifeblood of innovation and advancement of new technologies critical to the continued, demonstrated successes of North Dakota agriculture; and are a high priority for the Wheat Commission and the producers of North Dakota.

1—New Technologies/Driving Innovation: Advancements in Technology are quickly adopted statewide by our innovative producers, dramatically increasing Total Productivity, Consistency and Value in North Dakota's number one industry and chief revenue generator.

2—ROI: Agricultural Research in North Dakota generates a Return on Investment (ROI) of 40 to 1 for every dollar invested.

3—Economic Stability/Resiliency: Over the past decade Average Annual (Farm Gate) Value of North Dakota's Total Agricultural Output (Simply Price X Production) is estimated at nearly \$10 Billion. In the 2022-23 production and marketing year this value is anticipated to approach \$12 Billion. North Dakota Agriculture is currently performing at Higher Levels and with Greater Consistency than perhaps ever before.

4—Welcome Diversification/Broader Enterprise Base: Today, Four Main Pillars, Wheat, Soybeans, Corn, and Livestock, account for 80 percent of total value. High value specialty crops such as sugar beets, potatoes, barley, sunflower, canola, dry beans, peas, lentils, flax, and hay crops, make up the remaining 20 percent. Increasingly diversified crop and enterprise choices add Flexibility and Resiliency. Producers are becoming better equipped to take advantage of additional market opportunities, or adjust cropping and management strategies when challenging conditions occur.

5—Positive Identity/Market Access: HB1020 provides opportunity to further advance upward trajectories in Yields, Output, and Unequaled Global Reputation for Quality, Product Performance and Customer Satisfaction; ultimately unlocking additional access, fostering durable demand, and continued repeat business in High Value Domestic and Export Markets worldwide. Our wheat producers have actively developed long term customer relationships in more than 60 countries and are experiencing enviable market growth, particularly in Asia.

6—Great Reputation/Terrific Legacy/Expansion Welcome: North Dakota Agriculture has a well recognized and enviable Global Reputation as a Dependable, Consistent Supplier of High Quality, High Value Products. This is Certainly a Great Platform Moving Forward.

The North Dakota Wheat Commission would like to thank you for your past and ongoing support for North Dakota Agriculture, and for this opportunity to share a few supportive thoughts regarding these important programs.

If you have questions I will certainly try to answer them.