

SENATE & HOUSE AGRICULTURE COMMITTEES

ECONOMIC IMPORTANCE OF WHEAT

Wheat is a major North Dakota commodity. The wheat industry provides an economic impact of nearly \$6.0 billion to North Dakota and its citizens annually, and one of the state's most important economic activities, based on estimates of direct cash value of annual production, and secondary statewide impacts calculated with a formula developed by the NDSU Agricultural Economics Department.

Wheat also remains the most widely planted crop in the state, accounting for nearly one-third of all planted area. Nationally, North Dakota ranks number one in both durum and hard red spring (HRS) wheat production, and increasingly in total wheat production nationwide.

CREATION OF CHECK-OFF

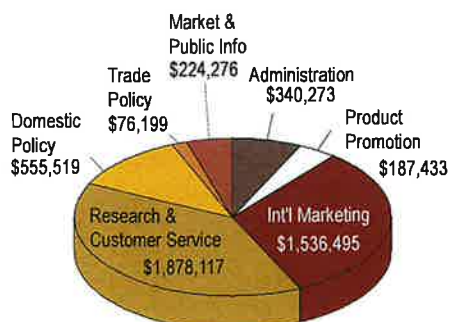
The wheat check-off and North Dakota Wheat Commission (NDWC) were created in 1959 when growers and policy makers legislatively created a program to promote North Dakota's durum and HRS industries. The per bushel check-off assessment rate has increased as producer-driven needs have evolved. The current per-bushel assessment of 1.5 cents (15 mills), was established in the 2005 legislative session, and included a provision designating two of the 15 mills to state wheat grower organizations for domestic policy work.

Key program areas for ND producer check-off investment include: market development, research, trade and domestic policy, domestic promotion and public information, including producer and stakeholder outreach. Wheat research has earned greater emphasis in recent budgets based on producer input; ensuring wheat is economically and agronomically competitive; and that world class quality traits are inherent in modern varieties. The resulting higher yields and quality have been a formula for repeat business, and better markets and income opportunities for producers.

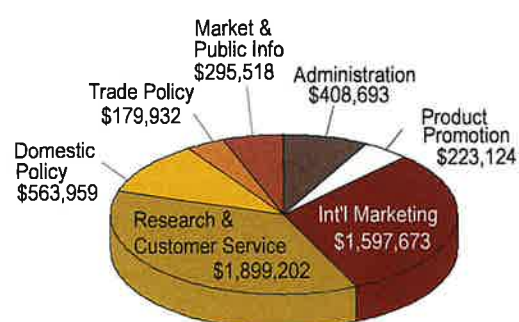
ORGANIZATION

Wheat producers provide governance and direction to the NDWC through a grassroots approach. Producers initially elect representatives at the county level, who in turn elect six district commissioners from the county representatives in each of the six production weighted districts. The governor appoints a seventh commissioner from a list of nominees submitted by major farm and grower organizations. These seven wheat producers make up the board of commissioners, which develops policy and programs, oversees program implementation and approves budget expenditures. Commissioners can serve no more than three four-year terms. Five full-time, permanent employees administer wheat check-off programs and activities.

A PENNY & A HALF AT WORK
FY2023-24 OPERATING EXPENDITURES
\$4,798,312



A PENNY & A HALF AT WORK
FY2024-25 BUDGET
\$5,168,101



PURPOSE

The NDWC's continuing mission is to sustain and improve the North Dakota agricultural economy by promoting, aiding and developing the marketing and processing of North Dakota wheat.

Commission policies:

- ♦ promote programs aimed at increasing sales, use, and development of wheat, creating expanded market and pricing opportunities for wheat producers,
- ♦ support research, education and communication programs,
- ♦ faster improvement in wheat genetics, yield, crop protection, competitiveness and producer profitability,
- ♦ develop and distribute reliable information, actively promoting the value of wheat and wheat products.

NDWC partners with 17 other state wheat organizations, leveraging regional and national efforts to expand markets for North Dakota and U.S. wheat producers.

PROGRAM OVERVIEWS AND HIGHLIGHTS

EXPORT MARKET DEVELOPMENT

Export market development, one of the founding principles of the NDWC, remains one of the top priorities for check-off investment. More than one-half of the HRS wheat crop and more than one-third of the durum crop annually finds its home in an international market. On average, 30 percent of the NDWC budget is invested in targeted export marketing programs in cooperation with U.S. Wheat Associates (USW), a partnership of 17 states. USW secures a match of roughly \$2.00 from USDA for each \$1 invested by producers, effectively tripling the positive impacts for producers.

North Dakota's strength in the international market is high protein, high quality wheat which delivers the performance customers demand from premium priced U.S. HRS and durum. Although world wheat production has continued to reach record levels in recent years, global supplies of higher quality wheat actually continue to shrink. Growth of wheat production in Russia and the Ukraine over the past two decades has added intense price competition in the world market, but North Dakota wheat does not compete directly with these medium to lower protein wheats from the Black Sea region.

HRS and durum grown in the U.S. has a global customer base of nearly 60 countries on a consistent basis. Asia remains the largest export region for North Dakota and U.S. spring wheat, accounting for nearly 80% of annual export demand. The Philippines, Japan, Taiwan, South Korea, and Thailand consistently lead Asian contenders. Others, such as Vietnam, Indonesia and Malaysia are also becoming robust demand centers for high quality HRS. High protein and superior functional quality traits drive demand in this region. Central America and the Caribbean region account for about one-fifth of U.S. exports, led by Mexico, Jamaica, Honduras, Panama and Guatemala. Western European demand for U.S. HRS is led by Italy, and the UK. Strong protein and functional characteristics of U.S. HRS improve the lower quality features of a typical European domestic crop, when blended in European mills.

Europe and North Africa are the largest destinations for U.S. durum exports. Demand is concentrated in the Mediterranean region. In North Africa, durum is used primarily for traditional couscous, but also for pasta and bread production. In Europe, durum is used for high-quality pasta production. Italy is the largest market, followed by Algeria, Morocco, and Guatemala.

TRADE POLICY

The NDWC works with our national wheat groups, USDA, USTR, key Congressional and Administration officials to improve the trade environment for U.S. wheat: developing new trade agreements, addressing unfair tariff and non-tariff trade barriers, and enforcing existing agreements. Current priorities include: ensuring U.S. producers have equal or better tariff treatment than our competitors in key global markets, elimination of unfair weed seed, and unreasonable marginal residue limits (MRLs) imposed on U.S. wheat shipments arriving in foreign ports.

DOMESTIC POLICY

The 2005 legislature allocated two mills from the wheat check-off to domestic policy efforts through local grower organizations. The NDWC annually contracts nearly \$575,000 for domestic policy efforts through the ND Grain Growers Association and the U.S. Durum Growers Association. Key initiatives supported by producer investment include: Farm Bill, Crop Insurance, Producer Education, Transportation and Infrastructure Logistics, Water Management Issues, Disaster Assistance, and Regulatory Overreach and Conservation Issues.

A greater description of these contract agency efforts are provided in the NDGGA & USDGA annual reports to the NDWC included with this submission.

RESEARCH

Investments in NDSU research programs have produced excellent returns for North Dakota producers, and the entire state economy. Yields and quality have improved. Losses from diseases and insect pests have been reduced, but new threats continue to emerge. NDWC supplements state and federal research funding with an investment of more than \$1.5 million annually, about 15 percent of the total leveraged partnership. Key areas of investment are in variety development, end-use performance testing, screening of germplasm for disease and insect resistance, and soil health. Other research includes marketing, risk management, transportation, and extension outreach programs with increasing attention to new technologies and precision agricultural practices.

CUSTOMER SERVICE

Quality reports are chief sales tool. NDWC and USW partner in funding the annual crop survey, a regional effort, initiated, led and coordinated by the NDWC. NDWC also provides a sizeable portion of the funding for this time proven project, which spans six decades. Samples are collected during harvest and analyzed by NDSU wheat quality professionals for grade, protein, milling, and end-use quality characteristics. Test results are published and actively presented directly to domestic and international customers in cooperation with USW in time for major purchasing decisions in key customer countries. NDWC provides hands on support with renowned wheat quality specialists and staff presenting HRS and durum supply and demand and crop quality in seminars in key market destinations. These efforts are complemented by year-round work of USW overseas staff, training customers on unique performance traits of all six U.S. wheat classes, as a service package to achieve the high performance end-use results they desire from our premium quality wheats.

Courses help buyers successfully buy spring wheat and durum. NDWC provides project funding to NDSU agricultural economist, Dr. Bill Wilson, to develop world class marketing and procurement strategies that benefit our customers and our producers. The Northern Crops Institute provides a menu of courses specifically targeted and designed by USW and NDWC for existing and potential customers to improve their expertise in grain procurement, milling, baking, and pasta processing, with financial and personnel support from the NDWC.

DOMESTIC PROMOTION AND EDUCATION

NDWC partners with the Wheat Foods Council and the National Pasta Association to promote consumption of wheat foods as part of a balanced diet.

- ♦ Providing scientific information to health professionals, registered dietitians, extension personnel, educators and consumers regarding nutrition and health benefits of wheat foods.
- ♦ Addressing fad diets, particularly “wheat-free” and “gluten-free” diets for those that don’t medically need them.
- ♦ Assisting chefs and other influencers in showcasing the versatility of wheat based foods.
- ♦ Supporting annual Pasta Month promotions recognizing the importance of the durum and pasta industries in North Dakota and educating the general public about durum and pasta production.
- ♦ Participating in Living Ag Classroom, educating our youth about wheat production and wheat products, increasingly important as each generation becomes further removed from direct farm experiences.

Visit the Wheat Foods Council website –www.wheatfoods.org – and the National Pasta Association website –www.ilovepasta.org – to learn more about national promotion activities.

PUBLIC INFORMATION

The NDWC uses multiple platforms to communicate with producers and stakeholders. Dakota Gold newsletter, Annual Report, Web Site, Social Media, TV, radio and print media deliver educational programs to producers, students and consumers.

The network of county representatives also provides additional local contact with wheat producers throughout the state, communicating the Commission's check-off investment priorities and beneficial outcomes for North Dakota wheat producers. County representatives are also a valuable asset in the formulation of NDWC policies and programs.

ADMINISTRATION

Revenue collection. The Commission collects the check-off from first purchasers on a quarterly basis. Annual revenue collections result from the volume of actual commercial sales during the fiscal year, not annual production.

Refunds. The wheat check-off program is voluntary in that a producer may request a refund within 60 days after the assessment has been taken by a first purchaser or by USDA on a CCC loan. Refund requests typically average 6.5 percent of total wheat check-off collections, and typically represent repeat producers.

Financial overview. Net revenue in the 2023-25 biennium, is currently estimated at \$9.0 million. In 2022 ND producers achieved a record yield of 48.9 BPA and total output of 300 million bushels, followed by continued strong yields and total output of 308 million bushels in 2023. In 2024, a new record yield of 56.9 BPA was achieved producing a crop of 368 million bushels. Total expenditures are projected to be \$9.9 million for the biennium which closes June 30, 2025. The NDWC fund balance is estimated at \$4.9 million by that date.

PROJECTIONS FOR 2025-2027 BIENNIUM

Wheat producers can take pride in the fact that market opportunities for the high protein high-quality wheat grown here, continue to expand in Asia and other key destinations, including our own high quality domestic market. Wheat will continue to be a very important crop in the state. Crop diversification in ND and competition for available acres has accelerated in recent years, driven by new technologies, additional processing capacities and benefits of crop rotation in disease management and soil health strategies. Wheat has proven it can compete with other crops from a profitability and management standpoint. Wheat plantings are anticipated to continue to hold about one-third of total annual area planted to all crops in the state. Average yields have steadily increased to record levels in recent years, increasing local competitiveness; and our quality reputation remains unequalled in global markets.

The NDWC budget outlook for the next two years is based on five and 10 year average acreage estimates and average yields. A conservative average production estimate of roughly 300 million bushels each year, and a check-off rate of 1.5 cents per bushel, would generate a conservatively estimated gross check-off revenue of \$8.8 - \$9.0 million in the 2025-27 biennium. Net biennial check-off revenues in 2025-27 after refunds to producers are estimated at \$8.4 million.

If you have questions or would like to learn more about the wheat checkoff program, please contact:

North Dakota Wheat Commission
2401 46th Avenue SE, Suite 104
Mandan, ND 58554-4829

♦ phone 701-328-5111 ♦ email: ndwheat@ndwheat.com ♦ web site: www.ndwheat.com

For additional information, see the Annual Reports to Producers for fiscal years 2022-23 and 2023-24 in the website links.



NORTH DAKOTA
WHEAT COMMISSION

NORTH DAKOTA WHEAT COMMISSION
Bismarck, ND

STATEMENT OF PROJECTED REVENUE AND EXPENDITURES
For the Bienniums Ended June 30
UNAUDITED

Prepared by the North Dakota Wheat Commission

	Actual Budget 2023-2025 <u>Biennium</u>	Projected Budget 2025-2027 <u>Biennium</u>	*
BEGINNING BALANCE	\$5,644,583	\$4,916,768	
REVENUES:			
Assessment Revenue Collected from 1st Purchasers	\$9,649,555	\$9,000,000	*
Less:			
Refunds Paid to Producers	<u>(620,661)</u>	<u>(585,000)</u>	
Net Assessment Revenue	9,028,894	8,415,000	
Interest Income	116,532	120,000	
Promotional Sales/Miscellaneous	<u>93,172</u>	<u>20,000</u>	
Total Revenue	<u>\$9,238,598</u>	<u>\$8,555,000</u>	
EXPENDITURES:			
Administration	\$748,966	\$750,000	
Domestic Product Promotion	410,557	430,000	
Export Marketing	3,134,168	2,800,000	
Policy & Issues			
Trade	256,131	250,000	
Domestic	1,119,478	1,200,000	
Research/Customer Service	3,777,319	3,700,000	
Public Information	<u>519,794</u>	<u>435,000</u>	
Total Expenses	<u>\$9,966,413</u>	<u>\$9,565,000</u>	
Revenues Over (Under) Expenditures	<u>(\$727,815)</u>	<u>(\$1,010,000)</u>	
ENDING BALANCE	<u>\$4,916,768</u>	<u>\$3,906,768</u>	

*Based on (2) 300 MB Crops (2025 & 2026)



NDGGA 2023

Since 1967, the NDGGA has been providing North Dakota farmers with education, representation and proactive advocacy on domestic policy issues on both the state and federal levels. 2023 proved to be another busy and productive one, as we continued our efforts to ensure North Dakota remains a world leader in production agriculture amidst the rapidly changing economic and technological landscape.

The NDGGA works on behalf of all North Dakota farmers and calls on dedicated farmers from across the state to constitute our board of directors. This year our leadership team consists of:

- Ed Kessel of Dickinson, President
- Ryan Ellis of Williston, 1st Vice President
- Dean Knell of Hazen, 2nd Vice President
- Troy Bratcher of Williston, Secretary/Treasurer

NDGGA Directors for 2023 include:

- | | |
|--------------------|------------|
| • Jeff Mertz | Hurdsfield |
| • Jade Kessel | Belfield |
| • Sara Lovas | Hillsboro |
| • Cale Neshem | Berthold |
| • Jarred Billadeau | Ryder |
| • Barry Kingsbury | Grafton |
| • Casey Burchill | Luverne |
| • Blane Nitschke | Jud |

Our efforts are also bolstered by strong partnerships with other organizations, namely the North Dakota Wheat Commission and the North Dakota Barley Council, in addition to other farm and landowner groups on both the state and federal levels.

This year our partnerships extended to CropLife America, the Ag Transportation Coalition and the Pesticide Policy Coalition. These groups focus on pesticide and ag transportation issues and have drafted several national letters to decision makers of which the NDGGA has signed in support.

In the process of the next Farm Bill, we worked together with the Midwest Council on Agriculture, which exists to harness the power of a thirteen -state coalition of farmers, ranchers, agribusinesses, commodity groups, and agricultural lenders united with common goals and to advocate for strong agriculture and economic policy promoting long-term sustainability of the ag industry in the Midwest region.

NDGGA organized fly-ins to Washington DC to advocate sound policy for the wheat and barley farmers, with office visits to RMA, FSA, NRCS, EPA, Congressional offices, House and Senate Agriculture Committee congressional staff.

As it has been for many years, environmental stewardship remains a primary focus for us. NDGGA belongs to the Food and Agriculture Climate Alliance and the Rural Investment to Protect our Environment. Our President Ed Kessel is a member of the RIPE steering committee.

"You Raise; We Represent"

Phone: 701-282-9361 | Fax: 701-404-5187 | 1002 Main Ave W. #3 West Fargo, N.D. 58078

North Dakota Ag Mitigation was formed to foster ag wetland mitigation in the state for orderly water management. NDAM is now selling wetland credits to farmers.

As you can see, strong partnerships are vital to our mission of providing representation, education and proactive advocacy to all North Dakota farmers, and this year provided opportunities for the NDGGA to work with a wide range of organizations including:

- The Federal Environmental Law Impact Review Committee, which reviews federal laws that could potentially be detrimental to North Dakota agriculture.
- And the 319 Advisory Council, which promotes orderly water management in the state.
- We also worked on a variety of issues with a diverse group of organizations including:
- Red River Valley Research Partners
- The Wheat Granting Committee
- The Wheat Variety Release Committee
- The North Dakota Ag Rail Business Council on which Ryan Ellis represents the NDGGA
- The Northern Great Plains Research Laboratory Advisory Committee
- The UGPTI Advisory Council
- The North Dakota Ag Hall of Fame
- The Outdoor Heritage Fund
- And the Ag Coalition
- The North Dakota Transportation Coalition

In addition to working closely with other organizations, we continued working closely with the North Dakota Congressional Delegation. NDGGA participated in a number of farm and EPA roundtable discussions with Senator Hoeven and Senator Cramer, specifically commenting on proposed changes to preventive plant insurance from the Risk Management Agency.

We're also actively involved with the North Dakota legislature. The NDGGA promotes sound agricultural and rural policy in the state. NDGGA is proud to help show the value of research and education with NDSU by advocating for the need to modernize facilities on campus as well as the experiment stations throughout the state.

On the federal level, we maintain constant contact with NDGGA Lobbyist Jim Callan to ensure the NDGGA's voice is heard in Washington.

NDGGA along with ND Corn growers, and ND Soybean growers hosted the annual EPA tour in the Williston area. While continuing to showcase the need for and responsible application of pesticides, we demonstrated responsible usage of these products and precision technology. NDGGA has been focused on EPA's Herbicide action plan which is currently being implemented.

NDGGA 2024

North Dakota Grain Growers Association activities for 2024. 2024 has been a busy year for NDGGA as we strive to represent North Dakota wheat and barley farmers on the federal and state levels. NDGGA is governed by a 12-member Board of Directors with 3 board members coming from each quadrant of the state. Currently our leadership consists of:

- Ed Kessel of Dickinson, President
- Ryan Ellis of Williston, 1st Vice President
- Dean Knell of Hazen, 2nd Vice President
- Troy Bratcher of Williston, Secretary/Treasurer

The NDGGA Board of Directors in 2023 includes:

- Jade Kessel Belfield
- Cale Neshem Berthold
- Barry Kingsbury Grafton

- Casey Burchill Luverne
- Jarred Billadeau Ryder
- Sara Lovas Hillsboro
- Blane Nitscke Jud
- Jeff Mertz Hurdsfield

To represent North Dakota wheat and barley farmers effectively NDGGA relies on its partnerships on the state and federal levels to get things done for North Dakota farmers. These partners include:

- The North Dakota Wheat Commission and the North Dakota Barley Council whose contracts with NDGGA allow the Association to represent wheat and barley farmers on the state and federal levels.
- Jim Callan, who is the NDGGA lobbyist in Washington D.C. His connections with Congress, federal agencies and 20 national groups places NDGGA smack dab in the middle of federal policy discussions as they happen in Washington D.C.
- North Dakota ag, energy and business organizations. Working with our partners on the state level helps to develop policies that enhance the economic and social well-being of today's agriculture.
- Midwest Council of Agriculture; NDGGA is a member of this conglomerate of 13 states which is designed to analyze and push forward sound farm policy on the national level.

Some 2024 NDGGA highlights:

- NDGGA partnered with the North Dakota Department of Agriculture, North Dakota Corn Growers Association, North Dakota Soybean Growers Association and the Red River Valley Sugarbeet Growers Association to host the 2024 NDGGA E-Tour with EPA. The E-Tour, NDGGA's 30th, was highlighted with 10 EPA personnel from Washington D.C., 2 from EPA Region 8 in Denver. NDGGA hosted the tour out of Bismarck and traveled the State from Hurdsfield to Belfield showcasing the diversity in crop production as well as climate diversity in the State.
- NDGGA continues to advocate for the new Farm bill. In November leadership flew into Washington DC and met with our congressional leadership. Along with the Midwest Council on Agriculture held its annual meeting, where Jarred Billadeau was elected Vice President of the organization. The group also met with Senior leadership of the House and Senate Majority and Minority Agriculture Committee's members and staff, Speaker of the House staff, House Minority Leader, and Majority Whip discussing the Farm bill, current economic conditions in agriculture and disaster assistance.
- NDGGA has continued its environmental stewardship goals by partnering with North Dakota Farmers Union and North Dakota Soil conservation Districts to roll out the first of a two-year Climate Smart Commodities grant pilot project. This grant allowed farmers and ranchers to implement conservation practices in seven counties on an annual contract.
- NDGGA is a member of the National Ag Rail Business Council, North Dakota Ag Rail Business Council and the Ag Transportation Coalition which allows the Association to be active participants in transportation issues.
- NDGGA partners with the North Dakota Wheat Commission, Minnesota Association of Wheat Growers, Minnesota Soybeans and North Dakota Soybeans in sponsoring the Best of the Best Research series which highlights for farmers the most recent wheat and soybean research from both NDSU and the University of Minnesota.
- NDGGA partners with the Minnesota Association of Wheat Growers to present the Big Iron Marketing seminar each year with highlights the latest marketing information for farmers.

Whether its state policy, federal policy, ag research information NDGGA is there at the table working for North Dakota wheat and barley farmers. It's your support that allows NDGGA to make that happen. Thank you for all you do; NDGGA stands ready and able to address the issues that are important to North Dakota agriculture.

You Raise; We Represent.



U.S. Durum Growers Association

PROMOTING THE PRODUCTION AND MARKETING OF DURUM AND SEMOLINA

P.O. Box 1091 • Bismarck, ND 58502 • (701) 214-3203
office@durumgrowers.com • www.durumgrowers.com

Summary of Activities 2022-2024

United States Durum Growers Association

The purpose of the United States Durum Growers Association (USDGA) is to promote the production and marketing of durum wheat, semolina; and lobby on domestic policy issues that affect durum producers. It is funded by membership investments and an annual contractual agreement with the North Dakota Wheat Commission (NDWC) for domestic public policy. Two of the five mills allocated to the NDWC through producer assessments (check-off) are split between USDGA and the North Dakota Grain Growers Association. The amount allocated to each organization is based on a formula, which takes into account acres planted and actual production.

The board of directors consists of twelve members: five from North Dakota, one from Montana and six at-large appointed by the board of directors. Director terms are three years, and a director is limited to serving three complete, consecutive terms. Annually, the board of directors elects the executive committee, consisting of a president, first vice president, second vice president, secretary/treasurer, and past president. The board of directors appoints an executive director.

USDGA contracted with Clearwater Communications in May 2012 to provide executive director services. Clearwater Communications Account Executive Alyssa Glass serves as the executive director.

Program Descriptions (2022-2024)

USDGA reviews its mission and long-term goals annually as part of development of its annual work plan and budget, which identifies its priorities for each year.

Mission

Increase the profitability of durum production through effective market development and promotion and coordinated communication and educational outreach.

Effective Domestic Policy Development and Promotion





Initiate promotional efforts and influence public policy to increase durum demand and profitability.

- Provided funding to the North Dakota Association of Soil Conservation Districts (NDASCD) for Natural Resources Conservation Service (NRCS) staffing regarding producer conservation. The staffing was previously provided by conservation entities, which the agricultural industry felt was a conflict of interest given the conservation entities may conflict with landowners.
- Worked in coordination with federal lobbyist Jim Callan on durum advocacy in the areas of climate and tax policy, 2024 Farm Bill priorities, WOTUS and H2A work visas, and EPA regulations.
- Monitored the 2024 interim legislative committees on issues of interest to durum producers. This included the Agriculture Committee, which studied floodplain management powers and ordinances and foreign ownership of ND land, as well as the Taxation Committee, which studied the definition of agriculture property for property tax purposes. Other issues that were monitored included SBARE priority development and property tax studies.
- Provided policy updates to member and industry stakeholders on durum-specific issues.
- Advocated for the durum industry in the 2023 legislative session through testimony and lobbying.

Coordinated Communication and Educational Outreach


Provide a unified voice for the durum industry through audience-specific messaging to educate producers and the public on the production and marketing of durum.

- Attended agriculture shows in Great Falls, Mont., Plentywood, Mont., Williston, ND, and Minot, ND to promote membership, educate the public on the production and use of durum and inform attendees of USDGA programs and activities.
- Served as an associate board member of the National Pasta Association (NPA), attended the NPA annual meeting and convention and provided processors with the producers' perspective of the production chain.
- Published bi-annual issues of the *Durum Kernel* and monthly *e-Updates*.
- Partnered with NDWC, Montana Wheat & Barley Committee, and the Northern Canola Growers Association to host the annual Crop Outlook & International Durum Forum.
- Awarded the Monroe Scheflo and USDGA Scholarships annually to full-time North Dakota college students who are pursuing a degree in agriculture.
- Awarded the annual Amber Awards to producers and industry stakeholders making significant contributions to the durum industry.
- Promoted October as National Pasta Month by partnering with NDWC on radio and newspaper promotions.
- Continued to build and maintain relationships with key durum industry representatives from Arizona and Montana.
- Strengthened and built relationships with industry stakeholder groups by participating in meetings with state leaders, North Dakota's congressional delegation and other ag-related groups.
- Participated in ND Ag Coalition and ND Commodity Council meetings with the Agriculture Commissioner.
- Maintained USDGA website to provide resources and information to the general public.






NORTH DAKOTA WHEAT COMMISSION

Joint Senate / House Ag Committee Report
January 2025





Scott Huso
Board Member
Producer from Aneta







NDWC BOARD OF COMMISSIONERS









District 1
Don Hardy
Beach




District 2
Dustin Johnson
Eppley




District 3
Jim Pellman
McClusky




District 4
Glendon Staubough
Rugby




District 5
Scott Huso
Aneta



District 6
Aaron Kjelland
Park River



At Large
Mark Birdsell
Berthold





NDWC - OUR MISSION

- > Promote, aid and develop marketing opportunities for ND wheat
- > Invest in research to benefit wheat production, quality and profitability
- > Sustain and improve state ag economy







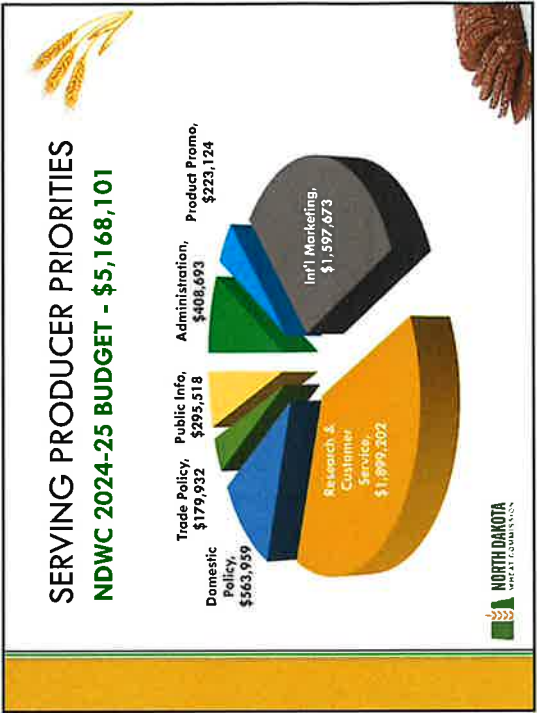
CHECK-OFF & ND WHEAT

- Check-off is 1½ cents per bushel collected at first point of sale only
- North Dakota - Top producing state for Hard Red Spring and durum wheat. Top "all wheat" state past three years
- North Dakota wheat - Reputation for elite quality which drives premium prices and repeat business
- Value of past three wheat crops
 - Cash receipts to producers \$2.1- \$2.6 Billion
 - Estimated value to North Dakota economy - >\$5.5 Billion





NDWC FINANCIAL STATEMENT JULY 1 – JUNE 30				
	FY 22-23	FY 23-24	PROJ. FY 24-25	
Begin Balance	\$6,218,730	\$5,644,583	\$5,480,744	
Checkoff Collected	\$4,043,826	\$4,774,555	\$4,875,000	
Interest Income	\$29,693	\$85,532	\$31,000	
Unspent Research & Misc.	\$109,121	\$78,172	\$15,000	
Total Receipts	\$10,401,370	\$10,582,842	\$10,401,744	
Refunds to Producers	\$255,018	\$303,786	\$316,875	
Expenditures	\$4,501,769	\$4,798,312	\$5,168,101	
Ending Balance	\$5,654,583	\$5,480,744	\$4,916,738	



HARD RED SPRING WHEAT

“DNS Wheat”

- An exceptional product!
- Top selling export class of U.S. wheat
- Known for:
 - High protein content
 - Dough strength and high water absorption
 - Big loaf volumes
- Typically used as “blending” or improver wheat
- Top market is the U.S. – ½ of annual demand
- Top international customers – The Philippines, Japan, Taiwan, South Korea, Mexico, with numerous other markets in Asia, Central America and Europe
- < 2% of Global Wheat Production but > 4% of Global Wheat Trade


Hard Red Spring

End-Product Uses


- Bagels
- Blending improver
- Buns (hamburger, hotdog)
- Croissants
- Frozen doughs
- Hard rolls
- Noodles, Ramen
- Pan breads
- Pizza crust
- Specialty/Artisan breads
- Yeast breads and rolls

Northern Durum


- Source of premier quality for world market
- Known for:
 - High protein
 - High vitreous kernel level (yellow color)
 - Strong gluten
- The U.S. market accounts for 80% of annual demand
- Top international markets: Italy, Algeria, Morocco, Nigeria, with numerous other countries in Central America and the EU




Durum End-Product Uses



- Pasta products
- Couscous
- Mediterranean breads



MAIN PROGRAM AREAS

- International and U.S. marketing and promotion
 - Customer education, technical training, trade servicing, etc.
- Research
 - Wheat breeding, quality evaluation, pathology, soils, transportation, risk management, extension
- Policy – International trade and domestic
- Consumer and Producer Outreach / Education




Marketing & Promotion

- International marketing / promotion is through U.S. Wheat Associates (USW)
- 17 State check-off \$ are matched on a \$2 to \$1 level by USDA funds through the Foreign Market Development program and Market Access Program
- Help facilitate purchases by interacting with customers, both ahead of the sale, and after delivery
- Engage with government agencies when needed to address issues related to chemical residues, mycotoxin levels, weed seed limits, etc. - factors that constrain sales





DOMESTIC POLICY

- Contract with the North Dakota Grain Growers and U.S. Durum Growers Associations based on NDWC Legislative Act.
- Crop insurance, disaster assistance, regulatory issues that impact production, education of state and federal agency staff, etc.
- Very valuable and needed work.
- Reports from each organization are included for your review of specific work they have done on behalf of wheat producers.



TRADE POLICY

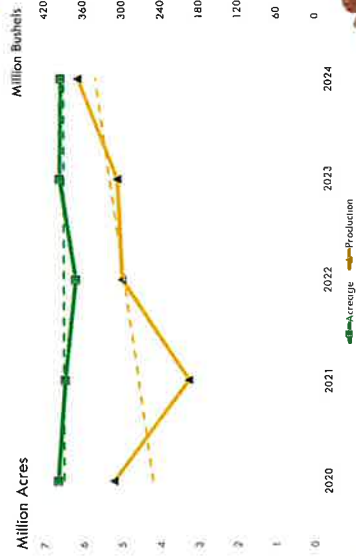
The NDWC has a long history of engaging on trade issues as we rely heavily on exports for annual sales and income opportunities.

GOALS: Expand Producer Markets and Pricing Opportunities

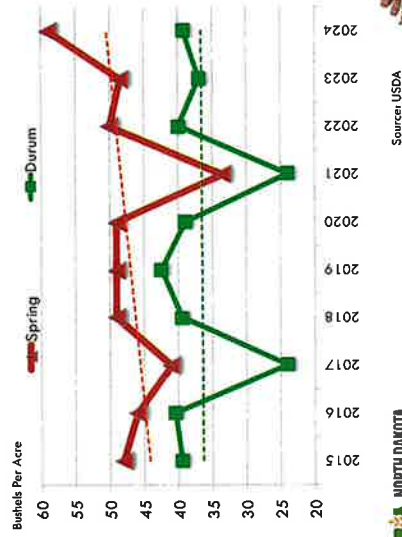
- Improved Market Access
- Eliminate Unfair Trade Practices/Non-tariff Barriers
- Ensure new technologies available for wheat breeding are approved in customer countries

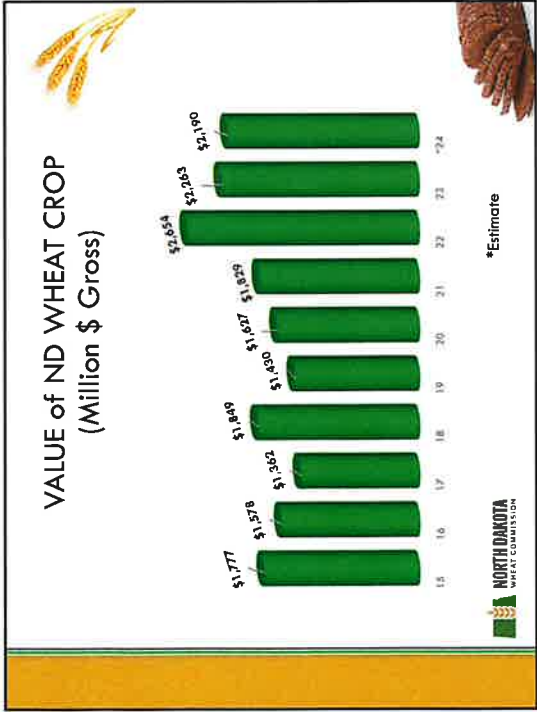


ND Wheat Acreage / Production



Average ND Wheat Yields





THE FUTURE

- Wheat remains a leading crop in the state with great opportunities.
- Need to continue investing in research and promotion to ensure it remains a profitable crop for growers.
- Need to engage and invest in new technologies becoming available for wheat breeding.
- World competition remains keen – need to continue to promote the value and quality of our premium wheat.
- Producer education - Expand outreach and information on the investments made with their wheat check-off.
- Consumer education – Consumers easily misled by false claims against wheat production practices or health benefits of wheat. Outreach and education of both youth and adult.

NORTH DAKOTA
WHEAT COMMISSION

THANK YOU

QUESTIONS?

NORTH DAKOTA
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