

USDBC Mexico Report

2024 Mexico Crop and Market Update
January 30th



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February 5th, 2024 Mexico Crop and Market Update

2023/2024 Mexican Fall-Winter Season Resumes for Beans and Garbanzos

FALL-WINTER: SEASON PLANTING RESUMES OCTOBER FOR BEANS AND NOVEMBER FOR GARBANZOS

Mexico's Fall-Winter cycle bean & garbanzo facts:

Relevance: Second most important cycle for bean production contributing with 25% of the beans for the year, however, varieties in this cycle are mostly yellow beans (70% peruano, mayocoba and azufrado) and 30% black and other speckled varieties.

Only cycle for garbanzo production in the year. Sinaloa is the most important producer of both beans and garbanzos and Nayarit is the other most important but only produces beans.

Planting: Sinaloa plants 80% to 90% irrigated beans and garbanzos. Nayarit and the other states plant dryland.

Harvesting: Planting starts October-November for beans, and November-early December for garbanzo. Harvesting for beans is February and garbanzos is March-April.

GOVERNMENT 2023/2024 FALL WINTER DRY BEAN AND GARBANZO PLANTING PROGRESS

Sinaloa Beans – irrigated February 4th update

- Latest numbers showed that Sinaloa planted 83 thousand hectares of beans this season, and production could reach 150 thousand MT, of mostly Azufrado, Mayocoba yellow beans, and some pinto beans, that are reportedly in good conditions until the first days of February.
- Sinaloa bean producers will start cutting this first week of February and harvesting the rest of the month, hoping that no storms and frost will affect the beans that will be piled up for couple of weeks on the ground.
- Sinaloa bean producers are hoping for prices of up to MX\$35,000 / US\$2,058 per MT, due to the short Spring-Summer bean crop, and the Mexican government recent announcement of the price guarantee increase.
- SEGALMEX-SADER (Mexican Department of Ag), announced in second week of January, a 21% increase to the Dry Bean Price Guarantee now at MX\$21 thousand / US\$1,235 per MT, for 2024, up from the MX\$17,344 / US\$1000 per MT established in 2023. Keep in mind that only small producers with up to 5 bean hectares, to be eligible for the price guarantee program, however, it usually serves as a base price.

Nayarit Beans – dryland February 4th update

- Nayarit is expected to have planted around 50 thousand hectares of 50% black, and 50% pinto and colored beans, with an expected production of 60 thousand MT

- Nayarit producers, however, are concerned for the lack of precipitation, as these beans are rainfed and colder than usual weather, however, no freezing temperatures or damage has been reported.

GOVERNMENT'S OFFICIAL 2023/2024 FALL-WINTER CYCLE MEXICO DRY BEANS GROWING SEASON REPORT IRRIGATED + DRYLAND Situation until DECEMBER 31, 2023								
SURFACE - HECTARES			PRODUCTION - MT			YIELD KG/HA		
STATE	Government's Planting Intention	Planted hectares according to Government	harvested	damaged	Government's Expectation	Obtained according to Government	Expected by Government	Obtained according to Government
CHIAPAS	42,653	37,566		0	27,342		640	
NAYARIT	54,382	40,191		0	70,326		1,290	
SINALOA	73,668	63,262		4,678	168,581		2,290	
VERACRUZ	21,964	19,273		0	19,307		880	
OTHER	40,084	21,602			49,546		1,230	
TOTAL	232,752	181,894		4,678	335,102		1,440	

SOURCE: SADER – SIAP

Garbanzos: Sinaloa – irrigated February 5th update

- Garbanzo development reported good conditions in the last week of January, expecting good yields until now. No adverse weather events have been registered in the last 2 weeks of January and first of February.
- Reportedly, garbanzo planting in Sinaloa, could have reached 80 thousand hectares, however, local authorities reported that until Jan 31st, there were 64,900 hectares planted.
- According to the Sinaloa Plant Health Committee, the planting program contemplated close to 59 thousand hectares, however, irrigation-planting permits were issued for only 39 thousand hectares and many producers may have planted without the permit, garbanzo hectares that lack the permit, will not be eligible for irrigation water or other programs. Permits' due date was December 31st
- Relief irrigation will be crucial to protect the crops, given the low temperatures that have been registering across the state, with some areas already suffering freezing temperatures. A damaging frost occurred on January 12th, in El Carrizo Valley in Mochis, Sinaloa, where most of the crops are wheat and beans. No chickpeas have been reported with damage so far

MEXICAN GOVERNMENT'S OFFICIAL 2023/2024 FALL- WINTER MEXICO GARBANZO PRODUCTION PLANTING SEASON - Situation until NOVEMBER 30, 2023								
Surface - hectares				Production - MT		Yield kilos/has		
State	Government's Planting Intention	Planted hectares according to Government	Harvested according to government	Damaged according to government	Expected by Government	Obtained according to Government	Expected by Government	Obtained according to Government
Baja California Sur	1,470	50		0	2,881		1,960	
Guanajuato	3,950	2,487		0	8,089		2,050	
Jalisco	266	201		0	566		2,130	
Michoacan	10,019	55		0	19,409		1,940	
Sinaloa	58,750	23,575		112	130,666		2,220	
Sonora	11,330	3,610		0	25,293		2,230	
Other states	1,089	481			1,243		1,838	
TOTAL	86,874	30,458		112	188,147		2,170	

- **Next report will be February 16th**

Mexican Market Situation – February 5th update

- BeanCon 2024, was successfully executed in Cancun, with record MX buyer-US seller attendance. Convention report is in the works now
- Bean imports are expected to continue increasing throughout 2024, in light of relentless drought, that continues affecting the Mexican bean states, along with current shortage of bean seed to plant in 2024 Spring-Summer cycle
- Unprecedented bean imports continued mounting in **December 2023**, reaching record high in a single month, again, with a total of 49,338 MT / US\$59.6 M, from all origins, up from November's 43,689 MT / US\$51
- December's market share changed with the **inclusion of other origins** such as **China**, that had been absent for several years, and **Brazil**, that had never been in the market. Thus, the breakdown this month was: **USA 62% with 30,810 MT / US\$37.3 M**; Argentina 18% with 8,627 MT / US\$10.2 M; Canada 14% with 6,754 MT / US\$8.5 M; **China 3% with 1,725 MT US\$1.98 M**; **Brazil 2% with 1,300 MT / US\$1.5 M**; and 1% 122 US\$152,200
- Total bean imports in the first 4 months of the new 2023-2024 Commercial Year, reached 171,953 MT / US\$199.4 million from all origins, **from which 122,471 MT / US\$141.9 million are US beans**, holding until December 2023 72% market share, down from 75% until November 2023, as a result of bean imports' origin diversification, apparently due to availability-price advantages.

2019-2024 September to August - U.S. DRY BEANS to MEXICO - USDA COMMERCIAL YEAR IMPORTS according to Mexican data										
TARIFF CODE / DESCRIPTION	2019 / 2020		2020 / 2021		2021 / 2022		2022 / 2023		2023 / 2024 Set-Dec. 23	
	MT	US\$	MT	US\$	MT	US\$	MT	US\$	MT	US\$
Black, pinto, white and other beans 0713.33.99	1,161	1,117,717	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	62,281	52,557,222	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	44,262	38,875,962	210,016	188,214,078	61,622	69,555,586	145,773	171,509,346	91,661	
TOTAL	116,302	91,006,829	210,016	188,214,078	61,622	\$69,555,586	145,773	171,509,346	122,471	141,910,222

2019-2024 September to August - U.S. DRY BEANS to MEXICO - USDA COMMERCIAL YEAR IMPORTS according to Mexican data										
TARIFF CODE / DESCRIPTION	2019 / 2020		2020 / 2021		2021 / 2022		2022 / 2023		2023 / 2024 Set-Dec. 23	
	MT	US\$	MT	US\$	MT	US\$	MT	US\$	MT	US\$
Black, pinto, white and other beans 0713.33.99	1,161	1,117,717	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	62,281	52,557,222	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
	44,262	38,875,962	210,016	188,214,078	61,622	69,555,586	145,773	171,509,346	91,661	
TOTAL	116,302	91,006,829	210,016	188,214,078	61,622	\$69,555,586	145,773	171,509,346	122,471	141,910,222

SOURCE: SIAP-SADER WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE
 Note: On January, 2021, the Mexican tax law changed. Since then, all bean varieties have been included in the tariff code: 0713.33.99.
 In 2022 estimated: 60 black / 38% pintos / 2% other Navy, Pink, DRK, LRK
 In 2023 estimated: 50% black / 40% pintos / 8% navy / 2% LRK, Pink, DRK

USDA COMMERCIAL YEAR SEPTEMBER 2023/AUGUST 2024 Mexico's Dry Bean Imports-All Origins					
All beans: pintos, black, white, all 0713.33.99	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	Avg. market share USA 72%	COMMERCIAL VALUE \$USD
TOTAL		171,953,418	171,953		\$199,404,489
December 2023	USA	30,810,257	30,810	62%	37,252,399
December 2023	ARGENTINA	8,627,170	8,627	18%	10,180,618
December 2023	CANADA	6,754,235	6,754	14%	8,456,743
December 2023	CHINA	1,725,000	1,725	3%	1,971,950
December 2023	BRAZIL	1,300,000	1,300	2%	1,547,000
December 2023	BOLIVIA	122,000	122	1%	152,520
Subtotal		49,338,662	49,338	100%	59,561,230
November 2023	USA	30,601,447	30,601	70%	35,605,430
November 2023	CANADA	8,055,553	8,056	18%	9,923,468
November 2023	ARGENTINA	5,032,030	5,032	12%	5,500,961
Subtotal		43,689,030	43,689	100%	51,029,859
October 2023	USA	36,760,920	36,761	76%	41,545,681
October 2023	CANADA	6,520,675	6,521	14%	7,537,268
October 2023	ARGENTINA	4,860,040	4,860	10%	5,191,507
October 2023	BOLIVIA	100,000	100	0%	87,010
Subtotal		48,241,635	48,242	100%	54,361,466
September 2023	USA	24,298,858	24,299	79%	27,384,241
September 2023	CANADA	3,186,733	3,187	10%	3,716,477
September 2023	ARGENTINA	3,102,500	3,102	10%	3,248,496
September 2023	BOLIVIA	96,000	96	1%	102,720
Subtotal		30,684,091	30,684	100%	34,451,934

SOURCE: IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE

- **Chinese and Brazilian beans**, were imported tariff-free, through the APECIC program. At this point, we do not know if these countries have product available to continue exporting to Mexico, but we will continue monitoring and reporting.
- In the last days of December, the Mexican government announced the extension on the APECIC agreement until December 31st, 2024, which includes the tariff exemption for the importation of 138 basic food and products in order to reduce prices. Also extended the exemption of the necessary importation permits and paperwork to registered importers, until March 2025, for 21 basic grains including dry beans, corn, rice and milk, from any country that Mexico has no free trade agreement with, at any time of the year.
- APECIC's extension will allow Mexican importers to continue importing dry beans from Argentina, tariff-free through December 31st 2024, and paperwork-free through March 31st, 2025
- SEGALMEX-SADER (Mexican Department of Ag), announced in second week of Jan a 21% increase to the Dry Bean Price Guarantee now at MX\$21 thousand / US\$1,235 per MT, for 2024, up from the MX\$17,344 / US\$1000 per MT established in 2023. Keep in mind that only small producers with up to 5 bean hectares, to be eligible for the price guarantee program, however, it usually serves as a base price.

- No solution yet, on Ferromex –Reportedly at this point with no solution on the way, Mexican importers are resolving this matter in different ways, however, incurring in extra expenses

CENTRAL MARKET PRICES AND ANALYSIS BY USDBC

USDBC Disclaimer: In the following section the USDBC Mexico office analyzes dry bean prices from SNIIM reports. In addition, the USDBC Mexico office place calls to the Mexican trade to complement the information. The USDBC will not be responsible for third party transactions based on this report.

- **US Black beans average prices in January 2024 vs. December 2023**, remained stable in Mexico City at MX\$37/US\$2.17 to MX\$35 / US\$2 per kilo. Increases of +5% were registered in Monterrey and Guadalajara, now at similar prices MX\$40 / US\$2.35 per kilo, up from MX\$37/ US\$2 in October. Mexican black bean prices also remained stable at avg prices of MX\$37.7 / US\$2.17 per kilo, an uptick from December price. At the end of January 2024, average price gap between US and MX blacks was under 9%.
- **US Pinto beans average prices in January 2024 vs. December 2023**, in Mexico City registered a slight +3% increase, now at MX\$34 / US\$1.95 per kilo, up from previous MX\$33 / US\$1.94 in December. In Monterrey, prices had a slight decrease of -2.9% now at MX\$34, down from December's MX\$35 / US\$2 per kilo. Prices remained steady in Guadalajara. Mexican pintos had a slight 3% increase in Mexico City now at MX\$33 MX / US\$1.90, up from December's MX\$32 / US\$1.88. In January 2024, US pintos avg. price remained 1.9% higher than MX pintos.
- **U.S. Large and Small Alubias average prices in January 2024 vs. December 2023**, were steady at very high prices from MX\$30 / US\$1.66 in Mexico City to MX\$40 / US\$2.35 in Monterrey.
- **Peruanos, Mayocoba, Azufrados prices in January 2024 vs. December 2023**, still at high prices of up to MX\$46 / US\$2.53 per kilo in Monterrey.
- **Colored varieties: Bayos, Canario, Cacahuete, Flor de Mayo and Flor de Junio, January 2024 vs. December 2023**, registered again some increases off up to 10.8% depending on the variety, with average prices of MX\$46 / US\$2.70, up from MX\$39 / US\$2.29 per kilo in October.
- **Small & Large Garbanzos January 2024 vs. December 2023**, registered increases again, in Mexico City 8%, Monterrey 18% and Guadalajara 3%, now at prices from around MX\$40 / US\$2.35 /kg, for large caliber

Wholesale and Semi-Wholesale Prices Report

MONTH: January 2024 vs. December 2023										
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT										
PRODUCT	product origin	MEXICO CITY price (\$/KG)		VAR	MONTERREY price (\$/KG)		VAR	GUADALAJARA price (\$/KG)		VAR
VARIETY	state / country	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%
Imported Black	Imported	35.00	35.00	0.00%	42.00	40.00	5.00%	39.00	37.00	5.41%
Jamapa Black	Zacatecas							31.00	30.00	0.00%
Nayarit Black	Nayarit	26.00	26.00	0.00%				34.00	34.00	0.00%
San Luis Black	Zacatecas	34.00	33.00	3.03%				36.00	36.00	0.00%
Veracruz Black	Veracruz	34.00	33.00	3.03%						0.00%
Imported Pintos	Imported	34.00	33.00	3.03%	34.00	35.00	-2.86%	0.00	0.00	0.00%
Pinto Saltillo	Zacatecas				22.00	22.00	0.00%			
Pinto Saltillo	Nayarit							31.50	36.00	-12.50%
Pinto Saltillo	Chihuahua	33.00	32.00	3.13%	31.00	33.00	-6.06%			0.00%
Pinto Saltillo	Durango				35.00	35.00	0.00%			
Small Alubia	Imported	30.00	30.00	0.00%	40.00	40.00	0.00%	32.00	32.00	0.00%
Large Alubia	Imported	34.00	34.00	0.00%	40.00	38.00	5.26%	35.00	35.00	0.00%
Flor de Junio	Zacatecas	45.00	45.00	0.00%				45.00	45.00	0.00%
Flor de Mayo	Zacatecas	45.00	45.00	0.00%				44.00	41.50	6.02%
Bayo Berrendo	Jalisco							35.00	35.00	0.00%
Bayo	Zacatecas	42.00	42.50	-1.18%				46.00	43.00	6.98%
Garbancillo	Zacatecas	46.50	46.50	0.00%						0.00%
Canario	Sinaloa							28.00	28.00	0.00%
Cacahuete Bola	Jalisco	45.00	43.00	4.65%						0.00%
Garbancillo Zarco	Jalisco	41.00	41.00	0.00%						0.00%
Azufrado	Sinaloa			0.00%				35.00	35.00	0.00%
Mayocoba	Sinaloa			0.00%				47.00	46.00	2.17%
Peruano	Sinaloa	45.00	44.00	2.27%	48.00	46.00	4.35%	44.00	44.00	0.00%
Small Chickpea	Sinaloa	30.00	31.00	-3.23%	33.00	33.00	0.00%	35.00	34.00	2.94%
Large Chickpea	Sinaloa	40.00	40.00	0.00%	33.00	39.00	-15.38%	39.00	36.00	8.33%

MONTH: January 2024 vs. December 2023										
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT										
PRODUCT	product origin	SINALOA price (\$/KG)		VAR	ZACATECAS price (\$/KG)		VAR	CHIHUAHUA price (\$/KG)		VAR
VARIETY	state / country	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%
Imported Black	Imported									
Jamapa Black	Zacatecas				28.00	28.00	0.00%			
Nayarit Black	Nayarit									
San Luis Black	Zacatecas				30.00	26.00	15.38%			
Veracruz Black	Veracruz									
Imported Pintos	Imported							30.00	30.00	0.00%
Pinto Saltillo	Zacatecas				30.00	30.00	0.00%			
Pinto Saltillo	Nayarit									
Pinto Saltillo	Chihuahua						0.00%	28.00	28.00	0.00%
Pinto Saltillo	Durango									
Small Alubia	Imported				30.00	31.00	-3.23%	38.00	38.00	0.00%
Large Alubia	Imported									
Flor de Junio	Zacatecas						0.00%			0.00%
Flor de Mayo	Zacatecas				24.00	24.00	0.00%	37.00	37.00	0.00%
Bayo Berrendo	Jalisco							34.00	34.00	0.00%
Bayo	Zacatecas				30.00	29.00	3.45%	40.00	40.00	0.00%
Garbancillo	Zacatecas						0.00%			0.00%
Canario	Sinaloa									
Cacahuete Bola	Jalisco						0.00%			0.00%
Garbancillo Zarco	Jalisco						0.00%			0.00%
Azufrado	Sinaloa	44.00	40.00	10.00%						
Mayocoba	Sinaloa	41.50	40.00	3.75%						
Peruano	Sinaloa	41.50	40.00	3.75%	45.00	45.00	0.00%			
Small Chickpea	Sinaloa				40.00	38.00	5.26%			
Large Chickpea	Sinaloa	36.00	36.00	0.00%	30.00	30.00		38.00	38.00	0.00%

MONTH: January 2024 vs. December 2023										
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT										
PRODUCT	product origin	NAYARIT price (\$/KG)		VAR	MERIDA price (\$/KG)		VAR	Durango price (\$/KG)		VAR
VARIETY	state / country	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%	current 01 30 24	past 12 30 23	%
Imported Black	Imported				32.00	32.00	0.00%			
Jamapa Black	Zacatecas									
Nayarit Black	Nayarit	31.00	27.00	14.81%						
San Luis Black	Zacatecas				35.00	36.00	-2.78%			
Veracruz Black	Veracruz									
Chiapas Black	Chiapas									
Imported Pintos	Imported				35.00	35.00	0.00%			
Pinto Saltillo	Zacatecas				35.00					
Pinto Saltillo	Nayarit	31.00	27.00	14.81%						
Pinto Saltillo	Chihuahua									
Pinto Saltillo	Durango							36.00	35.00	2.86%
Small Alubia	Imported				34.00	34.00	0.00%			
Large Alubia	Imported	48.50	46.00	5.43%						
Flor de Junio	Zacatecas	39.00	37.50	4.00%						
Flor de Mayo	Zacatecas	41.00	37.50	9.33%	40.00	40.00	0.00%	31.50	30.00	5.00%
Bayo Berrendo	Jalisco	37.00	37.00	0.00%						
Bayo	Zacatecas	40.00	38.00	5.26%	40.00	40.00	0.00%	35.00	35.00	0.00%
Garbancillo	Zacatecas	49.00	47.50	3.16%						
Canario	Sinaloa									
COLORADO RED BEA	Chiapas								34.00	-100.00%
Garbancillo Zarco	Jalisco									
Azufrado	Sinaloa	38.00	38.00	0.00%						
Mayocoba	Sinaloa	47.00	47.00	0.00%						
Peruano	Nayarit	59.00	57.00	3.51%				33.00	33.00	0.00%

Trade Policy January 30, 2024 No Update

GMO Corn Update. – On August 17th, 2023, the USA formally requested the implementation of the USMCA Controversy Panel to fight the Mexican government measures against GMO corn. The timeline shows that in the first week of September, the panel's president will be announced, panelists will be assigned in 3rd week of September, preliminary report will be delivered by February 18th, 2024 and final report will be ready by March 19th, 2024.

On Friday June 2nd, 2023, the USTR officially filed for USMCA consultations over the imports ban of U.S GMO Corn. The Mexican Secretariat of Economy claims that Mexico will be able to prove, that no USMCA chapter is being violated. Specialists consider that this could result into a trade war, with retaliation duties on agricultural products on both sides.

GMO Corn: Establish the prohibition of seeds for planting and possible soils contamination. It also establishes the total ban of its use in any product for human consumption including industrialized and processed foods, which will be substituted by January 2024, stating that corn used in Mexico in the future, should be Non-GMO and Glyphosate-free. After this date, GMO corn will only be imported for its use in the manufacturing of non-food products such as cosmetics, textile, shoes, construction materials.

MEXICO NEWS CLIPPINGS

USDBC Disclaimer: In the following section the USDBC disseminates information published in Newspapers and Magazines related to beans (excerpts). The statements or numbers shown in each article are not necessarily in agreement with the USDBC.

Drought Worsens in Mexico in the First 15 Days of 2024

El Siglo de Torreon February 4, 2024

Drought conditions worsened in Mexico, and just from the end of 2023 to the first two weeks of January of this year, the percentage of areas with moderate to exceptional drought increased by 6.75% nationwide.

According to the Drought Monitor of the National Meteorological Service of the National Water Commission (Conagua) as of January 15th, exceptional drought, that is, the maximum level of intensity of this condition, increased in the states of Sonora, Chihuahua, Durango and San Luis Potosi, and emerged in some regions of Sinaloa and Guanajuato.

The state of Durango closed 2023 with 10 municipalities in a condition of exceptional drought, but by the first half of January, it had risen to 18.

After the drought and the high temperatures that have been recorded in the state, the risk of losses for agriculture is very high. The municipality of Gomez Palacio, which until the end of last year had remained without drought conditions, appears in this last report as abnormally dry, while in the same period the municipality of Lerdo climbed two positions, from abnormally dry to severe drought.

The Drought Monitor shows that 38 of 39 municipalities in Durango are in drought conditions, while in Coahuila there are 25 of 38, none of them in exceptional drought.

Nationally, out of 2,471 municipalities, 1,613 showed drought conditions, 664 were abnormally dry and only 194 were not affected.

The report indicates that, during the first two weeks of the year, various meteorological phenomena were observed over the country, such as the movement of five cold fronts and the subtropical jet stream, the development of the third winter storm, as well as "northerly" events and low-pressure channels. In spite of this, much of Mexico experienced below-normal rainfall, favoring an increase in drought areas.

WATER MANAGEMENT IS NOT A PRIORITY: IMCO

Based on the most recent report of the Drought Monitor of the SMN, the Mexican Institute for Competitiveness (IMCO) reports that the country lacks an adequate institutional framework to face the new reality presented by climate change, which is reflected in a water crisis that affects the more than a thousand municipalities in drought conditions, and that the country's water management is not a priority.

Bean Crisis in Durango, Thousands Abandon This Crop: Evenor Cuellar

Notigram January 22, 2024

Crisis in Durango, thousands of bean producers have abandoned this crop, commented the former INIFAP researcher, Evenor Cuellar, in the program "Aquí hay Campo" of Notigram TV, Channel 15.

Engineer Cuellar Robles was part of the team at the National Institute of Forestry, Agriculture and Livestock Research (INIFAP) that promoted the planting of Pinto beans (Pinto Villa and Pinto Saltillo), varieties preferred by consumers. A few years ago, 300,000 hectares of beans

were planted in the state of Durango and more than 30,000 farmers were dedicated to this crop; they were the second largest producer nationwide, contributing 12 percent of Mexican consumption.

Today, the area is down to 220,000 hectares and less than 10,000 farmers are dedicated to this crop; now are eighth place nationally in bean production, below Zacatecas, Chihuahua, Chiapas, Nayarit, Guanajuato and San Luis Potosi.

In 1995, according to an analysis by J. Castellanos of INIFAP, one million 443 thousand tons of beans were required to meet national demand, per capita consumption was 15 kilos.

Volume that was divided into the following varieties: Black 449 thousand MT, Flor de Mayo 252 thousand MT, Azufrado 237 thousand MT, Bayo 140 thousand MT, other beans 113 thousand MT, and Pinto 98 thousand MT.

By 2016, per capita consumption fell to 9 kilograms of beans and preferences in terms of varieties changed. To meet domestic demand required: Black 398 thousand MT, Pinto 280 thousand MT, Azufrado 119 thousand MT, Flor de Mayo 99 thousand MT, Flor de Junio 83 thousand MT, Bayo 32 thousand MT, Azufrado 23 thousand MT and other 17 thousand MT.

Demand for Pinto beans continued to rise; by 2024, researcher Jorge Acosta estimates that more than 350 thousand MT are required. The success of Pinto beans, explains engineer Evenor Cuellar, is due to the genetic improvement of this variety, which is adapted to the semi-arid Mexican highlands; in addition, Pinto Villa and Pinto Saltillo are beans that have a longer shelf life, take longer to oxidize and have a flavor that appeals to consumers.

These are varieties originating in Durango, that are used in international bean breeding programs; today we see how the United States and Canada are producing Pinto beans and entering the domestic market.

In summary, the bean crisis in Durango is because there are no agro-industrial grain entrepreneurs, there are no young entrepreneurs in the field, the area is decreasing, scientific achievements have not been valued, there is no basic seed program, there is no local seed production and there is no dissemination of new technologies.

What is needed to become competitive again: refinancing of agriculture, dissemination and adoption of new technologies, promotion of technological innovations, modern and user-friendly mechanization, improving the quality of education, promoting local bean consumption, attending to external markets, supporting low-potential farmers, developing training programs and subsidizing high-quality seed.

Mexico Will Have to Import 45% of Corn and 80% of Beans to Cover Needs in 2024 *MVS Noticias January 18, 2024*

In an interview for MVS Noticias with Manuel López San Martín, Eduardo Torreblanca, MVS contributor, spoke about the increase in corn, rice and bean imports in Mexico.

"It is an issue that we should address, because unfortunately in 2024 the importation of these products is going to increase. Last year, having a very comfortable parity against the dollar played very favorably to imports, but if that peso-dollar relationship breaks down, that is, if

instead of the peso gaining against the dollar, those imports will be much more expensive," he said.

"In 2024, Mexico will be the country that will have to resort to importing corn, which is a fundamental product; we will have to import between 40 and even 45 percent of our needs... We will have to import close to 85% of our bean needs. We will have to import more than 60% of our wheat needs and more than 40% of our soybean and oil needs," he explained.

Mexico Economic Report – January 2024

By Mercalimentos with info from: BANXICO, INEGI, SAT, oilbmex, PEMEX

Mexico's Main Economic Indicators	Information Available Feb 5, 2024
Population - 2020 NEW CENSUS (INEGI) last update 2021	126.014 million
National GDP Growth Annual (est. 2023)	3.1 % , up from 3% in 2022
Average Exchange Rate Avg. Jan. 2024	MX\$17.07 per 1 USD
Unemployment Rate December 2023	2.61%, down from 2.75% in October
Inflation Rate Y/accu to December 2023	4.66 % , up from previous 4.32%, ↓ from 4.79% July, ↓ from 7.91% Jan 2023
Mexican Crude Oil Price February 2, 2024	US\$67.78 per barrel, down from US\$84.1 in October
International Reserves Feb 2, 2024	US\$213.4 billion
Trade Balance Imports-Exports Y 2023 USA-MX	US\$798.8 billion both ways

- The Mexican economy grew 3.1% in 2023, according the INEGI-Mexican Stats Institute, much better than expected.
- The Census Buro reported that trade between the US and Mexico in 2023, totaled US\$798.8 billion, 2.5% higher vs. 2022, ranking number 1 trade partner with the USA
- Mexican exports to the USA in 2023, surpassed those of China for the first time since these numbers are recorded, with a value of US\$475.6 billion, a growth of 4.6% vs. 2023, and representing 15.4% of the total US imports from the world. China followed with US\$427.9 billion 13.9%, and Canada with US\$421.9 billion
- The International Monetary Fund, improved Mexico's growth estimates for 2024 to 2.7%, up from the previous 2.1%, thanks to the boost that Mexico will get, from the U.S' good growth results.
- Remittances in 2023, reported another record high with US\$63.3 billion, these, along with low unemployment, are supporting private consumption.
- However, Mexico's private consumption grew at slower pace in the last 2 months of Q4 2023, economists consider that is the result of several factors that include the strong Mexican currency impacting remittances in U.S dollars, the still high inflation and high interest rates.
- According to specialists, the Mexican currency is expected to have a structured depreciation closer to Q2 2024, when the US Federal Reserve starts to cut the reference interest rate, probably ending the year around MX\$18 per USD. They considered that the strength of the Mexican currency obeyed to the Mexican Central Bank's and the FED's policy in 2023, and for that reason, the rates' reduction would impact the exchange rate. The Mexican Peso revaluated almost +15% in 2023

2024 Presidential Race

- Election date on June 2nd, 2024
- New President will take office on October 1st, 2024

Presidential campaigns continue to take place, and the only two candidates remain:

1. Ms. Claudia Sheinbaum PhD, left, Morena Presidential party, leading in popularity in February 2024
2. Ms. Xochitl Galvez, an Engineer, right, PAN party, running as the candidate of an alliance of three parties: PAN right – PRI center -PRD left

Mexican President Andres Manuel Lopez-Obrador, enjoying of 62% acceptance in November 2023. At this point, the opposition, political parties and society opposing the current administration, are starting to campaign against voting for Claudia Sheinbaum, and exhorting the young population to vote for another candidate instead. In February 2025, the President presented and is trying to pass a massive number of constitutional reforms, in the last months of his mandate, and is being criticized by opponents. The Supreme Court is expected to veto most of the reforms though.

Bean

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A Global Dry Bean Conference

Thank you to all participants! Beancon24, a complete success!
A detailed report coming this month.

