

AGRICULTURAL BEET

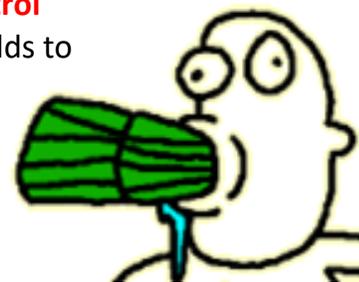
August 24th, 2020

Southern Minnesota Beet Sugar Cooperative
Renville, MN
www.smbosc.com | 320.329.8305

Foresight is 2020

Cercospora Leafspot Control 2020: The Moment of Truth.

It is August 24th and we are 90% of the way to the end of the **70-Day CLS Control Challenge**. Along this journey we've discussed the benefits of maintaining fields to low levels of CLS and it is clear that we are approaching a "Moment of Truth". Now is an appropriate time to discuss where these "so-called" shareholder advantages exist to your earlier than normal program initiation and the other extraordinary CLS adjustments you've made, and how you might go about extracting the fruits of your labors.

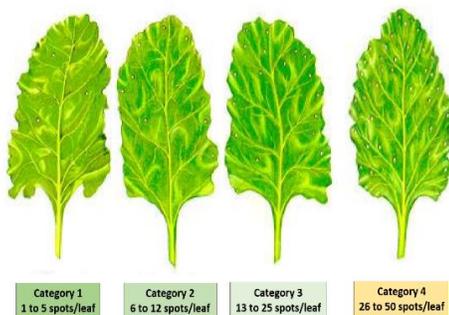


In other words, talk is cheap. **ITS TIME TO PUT OUR MONEY WHERE OUR MOUTH IS!!**

But, before we discuss how to extract shareholder profitability from exceptional CLS control and healthy sugarbeet plants, let's talk about the value of late-season CLS options. Since 2016, CLS has had a considerable impact on production of profitable sugarbeet crops at SMBSC. In several of those years, there weren't any end-of-season options available. The crop had either already burned down to CLS or was teetering on epidemic proportions requiring full-season control measures. Thus, any opportunity in 2020 to consider having a discussion about late season options provides value in-and-of-itself and is a testament to your extraordinary efforts. Some are saying they feel that CLS incidence is generally low this year. However, the remarkable shareholder efforts to control CLS and provide us an opportunity to have options in 2020 should not be dismissed or diminished when reflecting upon our good fortune.

But alas, addressing shareholder profitability is the real elephant in the room. Shareholder ROI ultimately represents where the rubber hits the road. This was the purpose for creation in 2019 of a **Late Season CLS Spray Decision Tool**. The tool was well received through shareholder testimonial and

SMBSC Cercospora Leaf Spot Damage Categories



has been improved upon for 2020. The model is based on access to an increased number of end-of-season options that you have earned. It centers around a concept of scouting fields throughout the end of the season to identify infection levels and use of an infection category rating system (example at left). And then capitalizing on fields with low infections to plan an economically beneficial fungicide program termination plan that recognizes...

1. Low CLS at end of August allows calendar to become an ally...
2. ... because of polycyclic requirement for disease progression.
3. And a research-proven economic disease threshold level.

The tool is located at... <https://www.smbosc.com/Agronomy/CLS/CLSDefault.aspx> or by asking your agriculturist.

Postscript: I rated a few fields last week at 3.0, one at 4.0, and even one at 5.0. The disease is present. Be cautious and judicious with the tool. Monitor fields and respect your intuition and comfort level.

Steve Roehl – Ag Strategy Manager