

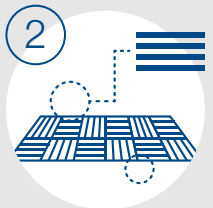


## Prioritize

- Develop field and variety summary and analysis. Compare current production year goal vs. actual production per field.
- Consider lessons learned per variety from previous production plans
- Verify nutrient management plans
- Review priorities with landlords, agronomist/advisors and partners

## Plan

- Develop a field-by-field production goal for the next production year
- Schedule and execute soil sampling
- Schedule and/or apply fall fertilizer and/or lime where called for in plans
- Consider running an innate soil test to benchmark sulfur level against known requirements. [Note: An 8 ppm SO<sub>4</sub>-S concentration is used by many soil testing labs as the threshold for which an ammonium sulfate application is recommended within a couple weeks of planting.]
- Meet with key suppliers to review and finalize field by field plan
- Commit to early order seed, fertility, and input programs by deadlines
- Summarize goals and objectives for farms and share with managers, advisors, partners and employees
- Develop a list of innovative scientists, researchers, business advisors, growers and suppliers to study and interact with in the off season



## Plant and Protect a Healthy Crop and Canopy

- Schedule and/or apply spring fertilizer where called for in plans
- Early spring field scouting and soil temperature data collection
- Execute seedbed prep as needed
- Secure seed and plant crop
- Schedule and/or execute any post planting crop protection applications



## Promote Plant Health Throughout the Season

- Continue field scouting protocols
- Execute plant tissue sampling and analysis at V3-V4 growth stages. [Note: Tissue levels below 0.25% S and/or N:S ratios of 18:1 or above, suggest an S deficiency and could benefit from applying
- Execute root nodule count data collection by variety and field
- Execute internode counting data collection by variety and field
- Schedule and/or execute post weed, fungus and pest control applications
- Execute R1-R3 broadcast fungicide and ammonium sulfate fertilization where needed



## Produce Maximum Yield

- Execute plant tissue sampling and analysis
- Schedule and/or execute late season weed, fungus and pest control applications
- Execute flower data collection
- Execute pod count data collection
- Schedule yield checks with seed and agronomy advisors
- Harvest crop
- Collect yield data (field, variety, farm)

