

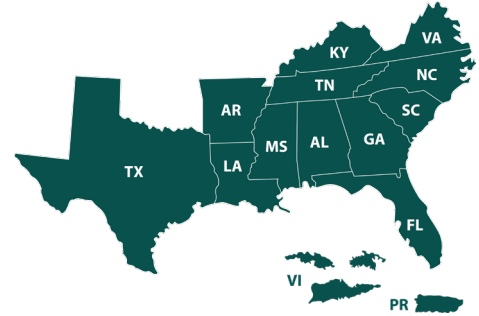


## IMPACT OF FINDING NO DISEASE

WHAT'S THE VALUE IN FINDING NO DISEASE?

>\$7.2M/YEAR

- The SPDN diagnosticians handle about 37,000 samples every year.
- Each sample is a stakeholder contact and a crop issue.
- SPDN diagnosticians leverage USDA and home institution funding to apply current science to each and every sample.
- EACH SAMPLE averages 1.7 DIAGNOSES in the SPDN, which means we usually find more than one thing affecting the crop, like insect and disease, or nutrient deficiency and disease.
- One of those diagnoses can be “no pathogen found”, which means we looked for but did not find any pathogens.
- No pathogen means no need for fungicides or other disease management costs to incur.
- SPDN states averaged 2834 “no pathogen found” diagnoses over the past 4 years.



The Southern Plant Diagnostic Network [NPDN.org](http://NPDN.org)

$\frac{3}{4}$  of SPDN samples represent commercial clients.

$\frac{1}{4}$  of SPDN samples are from residential landscapes.

- Applying a low estimate of \$1,000 in spray costs for each commercial and \$100 per residential, “no pathogen found” saved the region’s citizens and businesses \$29M since 2020.

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*The SPDN diagnostic services saved the region’s ag and green industries \$29M since 2020, plus the benefits of reduced human and environmental exposure.*

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