

# SCN PROFIT CHECKER DEFINES PEST'S FINANCIAL TOLL

What's your number?

Take the test.  Beat the pest.

The **SCN Coalition**<sup>™</sup>

Funded by the soybean checkoff

The SCN Coalition shines a spotlight on economics to encourage farmers to actively manage soybean cyst nematode (SCN), the No. 1 yield-grabbing pathogen of the soybean crop in North America. The SCN Profit Checker calculator puts the pest on center stage by providing farmers and their trusted advisors an estimate of the pest's yield and profit loss on a field-by-field basis. Data collected from 25,000+ university research plots with SCN-resistant soybeans<sup>1</sup> was used to create an algorithm and simple way for farmers to be more strategic when developing an active SCN management plan.

## MULTI-MEDIA CAMPAIGN generates attention

We leveraged the infrastructure and partners of The SCN Coalition to mobilize farmers and their advisors to generate usage of the SCN Profit Checker. From September 2023 through January 2025, the campaign resulted in **82,484 calculator uses**.

A series of news releases and media outreach generated **18.5 million potential impressions** in the ag media, including a cover story in the summer 2024 issue of Progressive Farmer, as well as stories in Farm Journal and The Furrow. Broadcast highlights include interviews with AgDay TV, U.S. Farm Report, AgriTalk and Agriculture of America.

The SCN Coalition's social media channels (Facebook, X and LinkedIn) generated **5.3 million impressions** — providing the audience with repeated reminders about the value of SCN Profit Checker.

SCN Profit Checker Calculator

**82,484**  
USES

SCN Profit Checker  
The SCN Coalition<sup>™</sup>

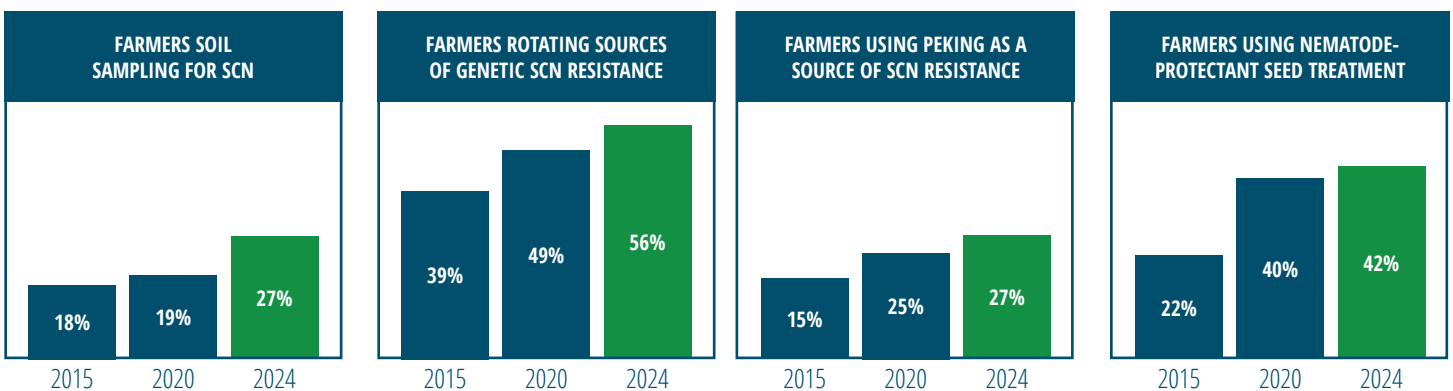
PROGRESSIVE FARMER  
**STOMP ON SCN YIELD LOSSES**

**18.5**  
MILLION

**5.3**  
MILLION

## CONTINUING TO IGNITE MORE FARMERS to actively manage SCN

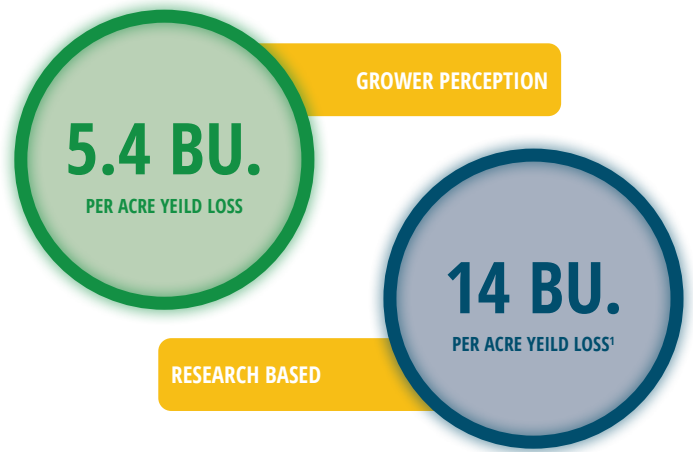
During December 2024, we repeated the quantitative study that took place in 2015 and 2020 to determine the effectiveness of the SCN Profit Checker campaign. Messaging about active SCN management continues to resonate with farmers.



Visit [TheSCNcoalition.com](https://TheSCNcoalition.com) for more information.

## MORE FARMERS PERCEIVE RISING SCN yield loss

In 2020, farmers perceived on average SCN was reducing soybean yield by 5.1 bu. per acre. In 2024, this perception rose to 5.4 bu. per acre. While this signals increased awareness of the SCN resistance problem, data from 15 years of variety trials in farmers' fields in Iowa reveals SCN's increased reproduction on PI 88788 can decrease yield by as much as 14 bu. per acre, which represents a 23% yield loss.<sup>1</sup>



## TRUSTED SOURCE of information

The 2024 study revealed farmers view their seed dealer as the top source of SCN-related information.

### SEED DEALER

2020 | 52%

2024 | 56%

### FARM MAGAZINE

2020 | 46%

2024 | 45%

### RETAILER/CO-OP

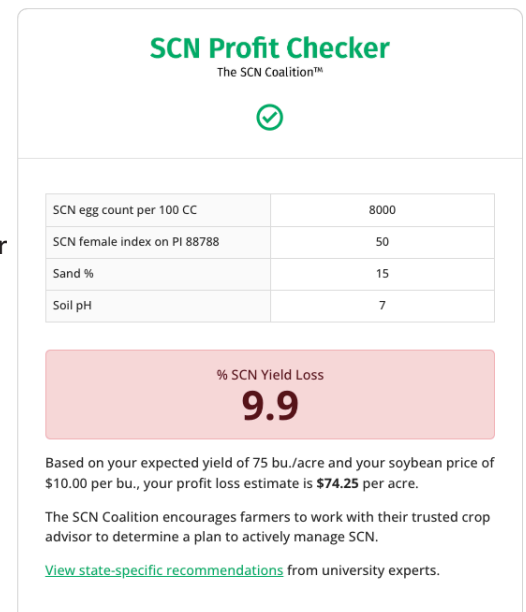
2020 | 33%

2024 | 40%

## SCN PROFIT CHECKER awareness

Ten percent of farmers surveyed were aware of the SCN Profit Checker calculator. Those who have used it say their average yield loss to SCN is 19%, resulting in about a \$70 per acre loss.

After hearing about the calculator, **27% said they were likely to test soil for SCN** to use the SCN Profit Checker to estimate SCN's toll in their fields.



## PROJECTED IMPACT of The SCN Coalition is staggering

Depending on the tool(s) farmers use, the 2024 research study showed between 9% and 20% more are actively managing SCN than in 2015. Surveyed farmers report capturing an additional 5.4 bu. per acre, adding \$57.78 per acre to their bottom line based on an average price of soybeans of \$10.70 during this 10-year period. But research demonstrates<sup>1</sup> that depending on the level of SCN reproduction occurring on resistant soybean varieties in farmers' fields, up to 23% more yield may have been recouped by actively managing SCN. That's...

**TENS OF THOUSANDS OF FARMERS** + **MILLIONS OF ACRES** + **HUNDREDS OF MILLIONS OF DOLLARS**

<sup>1</sup>McCarville, M.T., Marett, C.C., Mullaney, M.P., Gebhart, G.D., Tylka, G.L. Increase in soybean cyst nematode virulence and reproduction on resistant soybean varieties in Iowa from 2001 to 2015 and the effects on soybean yields. Plant Health Progress. 2017. 18(3):146-155.

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