



almond facts

NEWS, VIEWS AND INDUSTRY INSIGHT

JANUARY – FEBRUARY 2019

Almond Breeze Launches New Products

Sustainability Program

Blue Diamond on Parade



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Blue Diamond brought its vision to deliver the benefits of almonds to life in this year's Rose Parade®, an iconic and annual New Year's Day event held in Pasadena, California on January 1, 2019.

ON THE COVER:

Artist rendering of the *Blue Diamond* Almonds Tournament of Roses Parade float.



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Blue Diamond, the world's largest processor and marketer of almonds, exports to 90 countries.

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Mark Jansen
President & CEO



The Power of A Cooperative

2019 promises to be an eventful and exciting year. Blue Diamond is committed to closing out this decade with strategies and innovations that will deliver industry-leading returns to each of you. By strengthening our partnerships and building upon our past years' successes, our cooperative is on track to achieving positive results.

Globally, the almond industry remains strong and, while this crop began with uncertainty due to tariff issues and fluctuating expectations on crop size, buying and selling are at their usual activity. Export markets, particularly China and Turkey, have been impacted and we are keeping a close eye on the ongoing U.S.-China trade talks that could change the landscape yet again. I am pleased to report that the U.S. market is growing as almondmilk and almond flour add to snack almond and ingredient consumption.

To that end, the *Blue Diamond* brand started the year off confidently. The cooperative made its debut in the annual Tournament of Roses parade in Pasadena, California on January 1. Our entry featured grower-owners waving proudly to crowds from a float that attracted attention to our *Almond Breeze* brand and deserved recognition to our family of growers who produce the almonds that make the best almondmilk. Participation in the parade was extremely valuable for *Blue Diamond* and our brand with millions of people tuning in to watch.

With every new year also comes new years' resolutions making it the perfect time to introduce healthy products in the market. Our *Almond Breeze* offerings expanded with

the launch of two products: *Almond Breeze* Almondmilk Creamer and *Almond Breeze* Almondmilk Blended with Real Bananas. We expect these to meet the needs of our consumers and further add value for our brand and our grower-owners. We must keep up the momentum.

For many of our grower-owners, the focus is now on bloom and doing all you can to ensure it is a good one. We may have to navigate another year of unpredictable weather, but *Blue Diamond* growers have shown remarkable resilience in delivering bountiful crops. No matter what Mother Nature holds in store for us this year, I encourage you to reach out to your Regional Manager if you have any questions about best practices.

Being able to sustain the lives and lands of our growers through marketing and education is the power of a cooperative. In January, I had the opportunity to introduce California Department of Food and Agriculture Secretary Karen Ross to our 22nd class of Young Leaders. During her address, she shared genuine gratitude for what California farmers are able to accomplish and what also makes *Blue Diamond* unique.



Pictured from left to right: Blue Diamond Chairman of the Board Dan Cummings, California Department of Food and Agriculture Secretary Karen Ross and Blue Diamond President and CEO Mark Jansen.

“Think about the people who made the investment and gave up their time to create an entity that would last much longer than them or that they would even see the return for. That’s leadership. Those are people who were willing to come together, work together, and build something together that had a benefit far beyond their own personal bottom line.”

—CDFA Secretary Karen Ross

Her words are true. We continue to work together to build a brand that customers and consumers love and trust. I want to thank Secretary Ross for inspiring our next generation of leaders and extend our congratulations on her reappointment. Our global markets and industry are better served with her leadership.

My wish for the new year is that all our grower-owners have a good bloom and great crop to feed the marketplace. We will deliver on our promise to bring the benefits of almonds to the world. The best is yet to come! ♦

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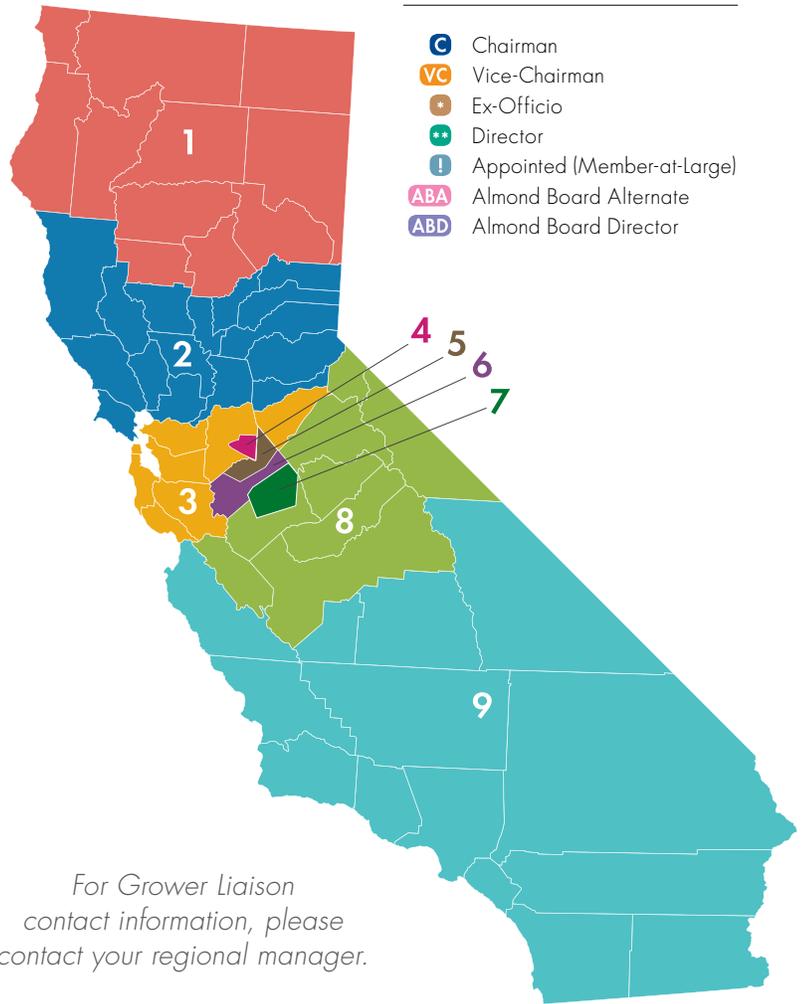
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- ABD** Almond Board Director



For Grower Liaison contact information, please contact your regional manager.

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BLUE DIAMOND INVESTMENT PROGRAMS

New Investment Rates Available

Blue Diamond Growers offers members short-term and long-term investment programs.

The objective of these programs is to serve as a competitive investment alternative for our members and to provide *Blue Diamond Growers* with a steady source of funds. The interest rates effective January 1, 2019, for the program are listed on the table to the right.

	Short-Term Investment Certificate (STIC)	Long-Term Investment Certificate (LTIC)
Initial Investment Required	\$1,000	\$50,000
Interest Rate	3.25%	3.50%
		(Maturity Date of 6/30/2021)

For more information, contact your local Regional Manager, or Member Services at (209) 545-6225.

This summary does not constitute an offer to sell or a solicitation to purchase investment certificates. We will provide a package of documents for the programs to those members who are California residents and who express an interest in participating in the program.



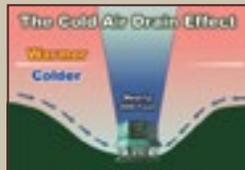
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Social Media Playbook: #WeAreBlueDiamond

Every member has a story to tell.

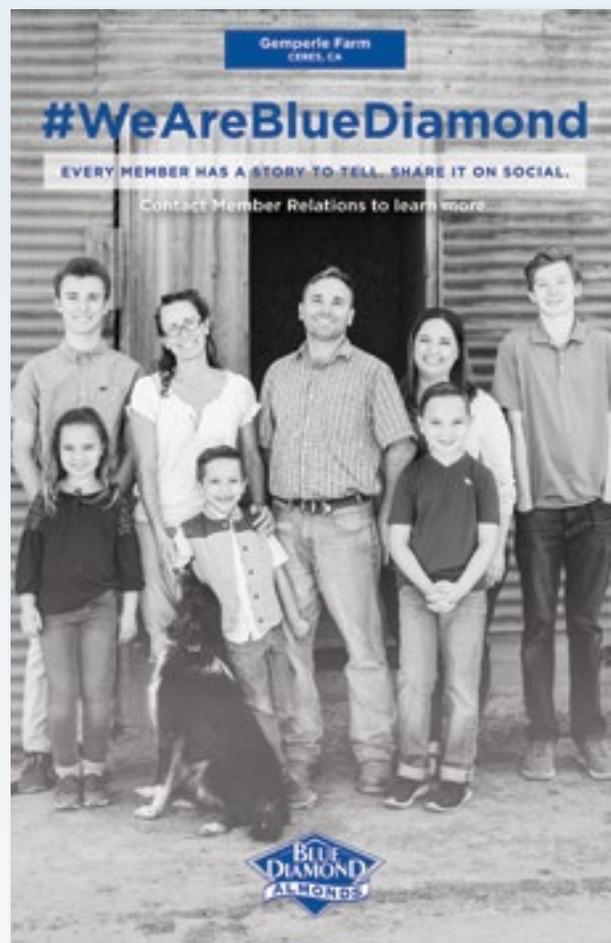
Social media is changing the way we communicate and connects us with a global audience. *Blue Diamond* plans to use a variety of social media platforms to give our growers a voice and tell the story of the cooperative positively. The campaign, #WeAreBlueDiamond, kicked off in January 2019.

Many people are interested in the deeper story of *Blue Diamond*. By posting and contributing to social media, each *Blue Diamond* grower can share their own stories and can help increase awareness and interest in our brand and products. When growers participate in social media with photos, short videos, links, and posts, the quality and sustainability of *Blue Diamond* become a much more interesting story.

“ We know every member has a unique story to tell,” said Ben Goudie, *Blue Diamond’s* membership development manager. “The new social campaign will provide an opportunity for the world to learn more about *Blue Diamond* as a grower-owned cooperative and drive excitement about the brand. ”

Being viral is a good thing! You, or anyone in your family who wants to be active on social media, should participate in this campaign. We’re starting the campaign off with a focus on Facebook and Instagram, but you are welcome to share on other social media outlets as well. You can post just about anything to help further the interest and understanding of being a *Blue Diamond* grower. Themes to consider:

- **Bloom and Harvest** — two of the most captivating times of the year.



- **Sustainability** — a great way to discuss topics such as bees and water.
- **Quality** — the quality of the product is unmatched.
- **Product and Family** — fun ways to show how *Blue Diamond* products are used in your home.
- **Community** — it’s all about food, friendship, and support of one another.

It’s time for you to get connected and when you do, use the hashtag #WeAreBlueDiamond. By consistently adding it to posts, you are helping to tie all our grower social activity together and create a strong, unified message. Most importantly: #HaveFun

For more information about the #WeAreBlueDiamond social media campaign and playbook, contact Ben Goudie at bgoudie@bdgrowers.com or (209) 545-6225. ◆

Blue Diamond Sustainability Program

Blue Diamond is developing a formal sustainability program to address customer and consumer inquiries on how Blue Diamond is addressing sustainable principles both in the field and in the facilities. This inaugural article outlines the general definition of sustainability and what it means for Blue Diamond. In subsequent issues, we will focus on different aspects of the program in greater detail.

“Corporate Sustainability is the continuing commitment by businesses to behave ethically and contribute to economic development while improving the quality of life of the workforce and their families as well as of the local community and society at large.” —World Business Council For Sustainable Development

Over 90 percent of the world’s largest corporations today report on their sustainability performance using industry standard frameworks and reporting has become part of normal business practice. (Forbes, The Future of Corporate Responsibility June 2018). In general, sustainability is the intersection of economic, social, and environmental elements that address meeting the needs of the present without compromising the ability of future generations to meet their own needs. Other terms used for sustainability in business include Corporate Sustainability, Corporate Social Responsibility, and Responsible Sourcing.

Blue Diamond Program

The Blue Diamond Sustainability Program is focusing on all main aspects of the business, including grower practices; facility use of energy and water, and waste generation; packaging; product distribution footprint; employee health and safety; and philanthropy.

Value to the Co-op

Warren Cohen, Blue Diamond’s vice president of sales, knows first-hand the importance of a corporate sustainability program. “As consumer demand for transparency grows, global food manufacturers are looking to their suppliers to establish sustainability programs. Providing this type of information and data can be a prerequisite for doing business and allows us to differentiate our company by shaping the Blue Diamond story for our consumers. Key ingredient customers already recognize the value in working with Blue Diamond by contracting with us for their almond requirements, and the investment Blue Diamond and its grower-owners make in developing a sustainability program will enhance our partnerships and allow for premium grower return.”

For an excellent primer on the importance of sustainability reporting and viewpoints from other growers and cooperatives, watch the sustainability panel presentation from the 2017 Annual Meeting on YouTube (search for “Blue Diamond Sustainability”).



Top Categories of Requested Grower Data

Many of our top customers have sustainability programs of their own and ask *Blue Diamond* for data and information about our practices both in the field and in our facilities to satisfy their own consumer demand for transparency in food production. These are requests for aggregate data, never for a specific grower or one aspect of a facility. The most common types of grower practice data requested are Irrigation and Water Management, Pesticide Management, Bee Health/Pollinator Habitat, and Soil Health. The data collection platform *Blue Diamond* will be using is the Almond Board of California's California Almond Sustainability Program (CASP), more information on CASP can be found at www.sustainablealmondgrowing.org.

Next month, we'll provide an overview of CASP, why data is an important differentiator for *Blue Diamond*.

For more information on *Blue Diamond Corporate Sustainability*, please contact Catherine Campbell, Sustainability Manager at ccampbell1@bdgrowers.com or (916) 446-8653. ♦

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Double Chocolate Almond Brownies

Prep Time: 15 minutes

Cook Time: 30–35 minutes

Makes: 12 brownies

Ingredients

- ½ cup butter
- 4 ounces semisweet chocolate
- ¼ cup packed brown sugar
- ¼ cup sugar
- 1½ teaspoons vanilla extract
- 2 eggs
- 1½ cups *Blue Diamond* Almond Flour
- ⅔ cup chocolate chips
- ½ cup *Blue Diamond* Sliced Natural Almonds

Directions

1. Preheat oven to 350°F.
2. Lightly butter an 8-inch baking pan.
3. Melt butter and chocolate in a medium saucepan over very low heat.
4. Stir in sugars and vanilla; set aside to cool.
5. Add eggs and beat well to incorporate. Stir in almond flour until no lumps remain, then stir in chocolate chips.
6. Spread evenly in prepared pan and sprinkle with *Blue Diamond* Sliced Natural Almonds; bake for 30 to 35 minutes or until a toothpick inserted into the center comes out clean.
7. Let cool completely before cutting into squares.



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Blue Diamond Launches Two Almond Breeze Products, Delivering on Promise of Innovation

New Almondmilk Creamer and Almondmilk Blended with Real Bananas Hit Refrigerator Shelves January 2019

These new products were featured at the growers' Annual Meeting in November and are the latest example of *Blue Diamond's* promise of delivering innovation in the plant-based beverage category.



“Our new Almondmilk Creamer and Almondmilk Blended with Real Bananas exemplify how we are leading the charge in plant-based beverage innovation. These products are exciting additions to our almondmilk lineup.”

Innovative New Almond Breeze Products

Blue Diamond Almond Breeze Almondmilk Creamer is a unique non-dairy creamer with a thick and silky texture. The Almondmilk Creamer can be used in coffee or as a dairy-free substitute to traditional cream in cooking. *Almond Breeze Almondmilk Creamer* comes in two flavors: Vanilla and Unsweetened Original. Each flavor has 10–15 calories per serving.

Blue Diamond Almond Breeze Almondmilk Blended with Real Bananas has about half a banana in every serving and is 80 calories per cup, with zero added sugars. Try it by the glass, over your cereal, or even replace your morning smoothie with it.

“Our new Almondmilk Creamer and Almondmilk Blended with Real Bananas exemplify how we are leading the charge in plant-based beverage innovation. These products are exciting additions to our almondmilk lineup,” said Suzanne Hagener, *Blue Diamond's* director of brand marketing, non-dairy products. “As the first refrigerated

almondmilk to enter the market and the current number one almondmilk in the U.S., we are proud that *Almond Breeze* continues to be a brand consumers reach for on grocery shelves.”

The *Blue Diamond Almond Breeze Almondmilk Creamer* is a non-dairy creamer option, while the *Almondmilk Blended with Real Bananas* is a good source of potassium and an excellent source of calcium, Vitamin D, and Vitamin E. The products are being sold at most major retailers nationwide.

Almond Breeze as a Leader in the Plant-Based Alternative Industry

By 2024, the global dairy alternatives market is expected to exceed \$34 billion, according to ReportBuyer, and almondmilk is one of the fastest growing segments. *Blue Diamond's* continued commitment to innovation is showcased in both the *Almond Breeze Almondmilk Creamer* and *Almondmilk Blended with Real Bananas*, providing consumers with two new plant-based milk alternatives.

Blue Diamond Fun Art Day Workshop Paints a Healthy Message about its *Almond Breeze* Almondmilk Brand

Blue Diamond Growers spread the message about the natural goodness of its *Almond Breeze* range with an interactive "Fun Art Day Workshop" in Thailand.

During the creative workshop, the origins of almonds are explored with an art session where media attendees and guests are invited to paint almond trees on their own easels. With paper and paints set up in the art-studio-bar concept space, the session is a way of appreciating the natural ingredients in the *Almond Breeze* almondmilk range made from the finest quality California almonds and manufactured in Thailand under the Heritage Group. Bloom was the inspiration for our Fun Art Day Workshop.

International Business Development Manager for *Blue Diamond*, Nitin Batra, opened the workshop with a welcome speech highlighting what the *Almond Breeze* Fun Art Day Workshop is all about. "Leading a healthy lifestyle is an expression of who you are more and more people are embracing a creative and positive attitude to life and want to add wonderful natural ingredients such as California almonds, which go into creating *Almond Breeze* into their daily diets."

Brand Ambassador for *Blue Diamond Almond Breeze*, Thai actress and model, Matcha Mosimann also joined in the afternoon event, talking about her tips on how she keeps fit and stays healthy; as she encourages others to do the same.

Renowned Thai Health and fitness blogger, Jessica Cuny served up a secret *Almond Breeze* drink recipe during the workshop. Her concoction shows the versatility of the delicious, lactose-free, zero cholesterol *Almond Breeze* beverage that is packed with nutrients and vitamins.

The event was featured on a number of media outlets, including an evening TV news slot on Channel 3 Thailand. ♦



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Your first line of defense is to remove and destroy mummy nuts in fall and winter.

A spring insecticide spray in mid to late April may be necessary to take out eggs and hatching larvae. The University of California recommends a reduced-risk, non-pyrethroid product to prevent secondary pest outbreaks.

The most effective single spray is at the initiation of hull split, no later than 1 percent hull split.

Orchards with moderate to high numbers of NOW may require a second application approximately two weeks after the initiation of hull split.

Two-shot approach for heavy NOW pressure.

Joel Siegel, research entomologist with the USDA Agricultural Research Service and coordinator of the USDA NOW Research Program, recommends using Altacor insect control (Group 28) at early hull split to take advantage of its long duration of control, its adult activity and the option of making back-to-back Altacor insect control sprays at the full 4.5 oz./A rate.



Our recommendation is to use Altacor insect control for that key early hull split application, which is no more than 1 percent split. It is highly toxic to larvae when ingested and has good activity against eggs and adults.

— Joel Siegel



If pressure continues through the third generation of NOW, use a non-Group 28 insecticide to avoid treating successive generations with the same mode of action. Altacor insect control deploys a different mode of action than pyrethroids, organophosphates, insect growth regulators and spinosyns, making it an excellent rotation partner.

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The landscape in Washington, D.C. is changing. The year began with the House being controlled by Democrats, who are now the majority, while Republicans gained a larger majority of the Senate. Here's an update on some of the top issues growers should be watching:

Farm Bill

The Farm Bill was passed and signed into law by the President at the end of last year. Much of 2019 will be getting the bill implemented. The top priority of excluding the Dairy Pride Act from the Farm bill was achieved and anticipate more work ahead of us as the dairy industry seeks to make it a law. The new Chairman of the House Agriculture Committee is a strong supporter of dairy and the Dairy Pride Act. There was success in obtaining supported provisions in the Farm Bill, such as preserving MAP with a slight increase, and TASC and crop insurance for almonds. The Democrats generally support all three of these programs, which will be helpful in the House.

FDA

Last year, the dairy industry persuaded the Food and Drug Administration to look at enforcing the existing Standard of Identity for milk. If the FDA rules in favor

of the dairy industry, *Blue Diamond* would be required to change the labeling on *Almond Breeze* products by deleting "almondmilk" from the label. The FDA has opened the issue up for comments and we are preparing to get those filed while trying to obtain FDA's allowance of the use of "almondmilk" on our label.

Trade

Due to all the trade actions being taken by both the U.S. and our trading partners, the issue continues to require constant and increased attention. Almonds are currently the subject of retaliatory tariffs imposed by several of our key markets, including China and Turkey. India proposed to increase the tariff on almonds, but has so far delayed that action. Agriculture has been affected and the President announced a program to provide some relief to the industry in the form of direct payments, increased food purchases, and help

with export funding. Almonds were successfully moved to direct payments, which some growers received, and we anticipate receiving assistance with exports.

Close attention is being given to the ongoing negotiations with China. Negotiators with the U.S. are working with China trying to find a solution to the trade dispute between the two countries. A very difficult task is ahead of these negotiators, but success could mean the duty on almonds will be reduced to the original level — or even lower. The President has announced that the U.S. will obtain a trade agreement with Japan. This is an important move that will benefit the almond industry.

Last year, the U.S. successfully completed the negotiation to improve NAFTA. Now called USMCA, it will be necessary to obtain Congressional approval with many House Democrats calling for amendments before approving. The renegotiation of KORUS was also completed last year and has now been approved by both countries.

The U.S. is considering other new trade agreements and we will continue to be closely involved.

Immigration Reform

The House Democrats indicate they will work on immigration reform, which is needed and should be helpful; it's too early to know what position the Senate will take on this issue. We will continue to ensure E-Verify is not adopted into law without an effective guest worker program. The House will address DACA this year, separate from the guest worker program.

Tax Reform

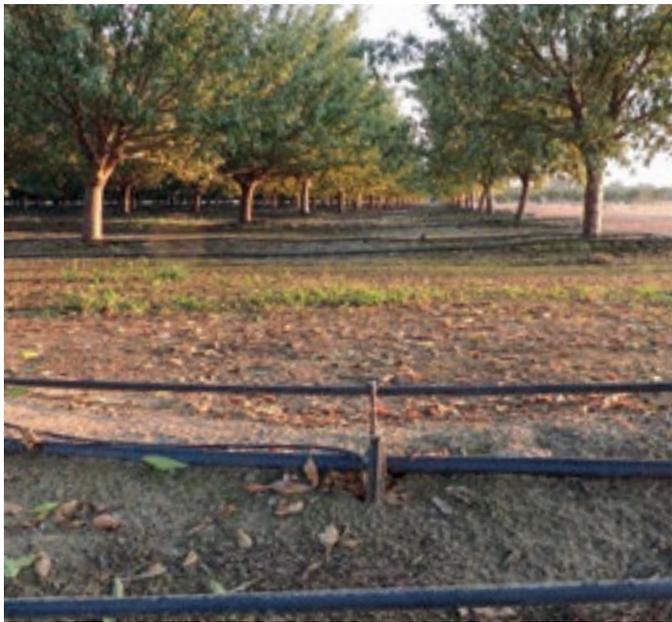
Tax reform took center stage in 2018. Our efforts were specifically directed to Section 199, which is important to the cooperative and its growers. Section 199 was successfully retained, but the House Democrats have announced they plan to increase corporate taxes and may also increase taxes on wealthy individuals with a suggested corporate rate of 28 percent. ♦



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Julian Heron,
Partner, Tuttle Taylor & Heron

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Almond Orchard Growers Spotlighted on *Blue Diamond Almonds'* First Rose Parade® Float

Farmers from all of Northern California walked alongside the float January 1, 2019.

Blue Diamond brought its vision to deliver the benefits of almonds to life in this year's Rose Parade, an iconic and annual New Year's Day event held in Pasadena, California on January 1, 2019. This is the first year the brand participated in the parade.

Blue Diamond's California-certified float featured *Almond Breeze* as the headlining product and decorated with over 18,000 California-grown roses and 23,000 varietal flowers. The float showcased five almond orchard farmers and their families who are members of the cooperative.

The five growers to be spotlighted on the float come from a long line of multi-generational farming families, some dating back to the 1700's. They include Craig Fulwyler (Wasco), Steve Massaro (Chowchilla), Pat Romero (Turlock), Kevin Hall (Atwater) and Gurchuran Dhillon (Bakersfield), all of whom have a combined 100 years growing for *Blue Diamond* and, more impressively, over 300 years of almond farming in their family history.

"This year's Rose Parade theme is 'The Melody of Life', which is why we decided to highlight our family of growers. Each one of these farmers has dedicated his or her life to the almond lifecycle and to supplying our consumers around the globe with the best, high-quality California almonds. Each almond is nutritious and allows us to create innovative almond products," said Raj Joshi,

“Blue Diamond Almond Breeze brings families together through our delicious and nutrient-packed plant-based beverages. Embracing family moments, like The Rose Parade, is important to demonstrate an ongoing commitment to our growers—the most important members of the Blue Diamond family.”

Blue Diamond's senior vice president, global consumer division. "We put them on a podium, making sure they receive the recognition they deserve."

About the Pasadena Tournament of Roses

The Tournament of Roses® is a volunteer organization that hosts America's New Year Celebration® with the Rose Parade presented by Honda, the Rose Bowl Game® presented by Northwestern Mutual and

a variety of accompanying events. More than 900 volunteer members of the association help drive the success of 130th Rose Parade themed "The Melody of Life," followed by the 105th Rose Bowl Game. For more information, visit www.tournamentofroses.com. ♦



Pictured left to right: David Massaro, Nancy Dhillon, CDFA Secretary Karen Ross, Steve Massaro, Tina Cao, and Gurchuran Dhillon.



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THE BEE BOX

The BIP Box — The Year of DATA

Have you heard about this “word of the year” thing? I heard it was popular in 2018, but as my 15-year-old often points out to me while shaking his head, “I am just catching up.” Instead of making a new year’s resolution, you pick a word or a theme to drive your life decisions during the year; rather than fail on resolutions it instead provides a more attainable goal for some. So, if the Bee Informed Partnership (BIP) were to be in on this trend, for 2018, we would have picked the word GROWTH. And after all that GROWING, our word of the year for 2019 is DATA.

2018 Retrospectives — The Year of Growth



BIP’s Texas & Minnesota Tech Team Members, Dan Aurell (right) & Garrett Slater (left) during a North Dakota sampling trip.

We conducted our 12th Annual Colony Loss and Management Survey and, as always, these results are publicly available on our website: bip2.beeinformed.org/survey/. These results fueled a 10-year national survey retrospective to be published in the new year. Also, BIP developed protocols and conducted eight field trials and projects for the industry and academic research. In addition, our Technical Transfer Teams (TTT)

serviced 110 commercial beekeepers throughout the U.S. and collected over 20,000 samples of various types. **Our participating beekeepers manage more than 17 percent of the colonies that help pollinate almonds and our teams are reaching states that we have never serviced before.** We have created a mobile application that allows for immediate data entry, saving more than \$10,000 in data entry labor this year alone. Our database has grown to include well over a million data points and much of those data are available online (see bip2.beeinformed.org) for researchers, beekeepers, industry, states and policy makers to utilize. This database is the largest in the country and leads us to our 2019 “word of the year.” Whew! Enough stats, let’s move on.

2019 Wish List — The Year of Data

BIP Database Showcase

After years of survey and sampling, the BIP database is finally rich enough to begin answering some of the beekeeping industry’s burning questions. We hope to tease out valuable information and act on our mission “to better understand which management practices work best...” We hope to dig into our database with two main goals this year: 1) develop value-added data reports/products to both commercial beekeepers and our online, dynamic public database and 2) develop data products for industry needs.

Outreach and Education

BIP would like to expand the Sentinel Apiary program. Ideally, ALL beekeepers, commercial, sideliner and hobby beekeepers would participate. We know this is a lofty goal but we hope that **by creating alerts to participating beekeepers, the program will become not only an educational opportunity but also an indispensable management tool.** Longitudinal sampling, which is just a fancy word for taking samples over time from the same colonies, is considered the gold standard of data. Being able to follow colonies with known disease loads (because we are sampling every month!) and then monitoring them for mortality, provides an extremely valuable insight into the functioning and risk factors of those colonies. See more information on the Sentinel Apiary Program at: beeinformed.org/programs/sentinel/.



A sentinel apiary in Holland, MI.

Training

As a result of growth in 2018, our Tech Teams are heavily utilized during intense sampling periods. It is a good problem to have, but not an easy one to solve as we then need seasonal help for only short periods of time in multiple regions of the US. **We plan to pilot a “mobile tech team” training program and build a pool of highly trained tech team members for sporadic contractual work throughout the season.** We also plan to offer this training to commercial beekeeping crews in hopes to engage the beekeeping community in performing some of our TTTs services directly. This

not only allows us to have a great resource at hand, but improves and educates a larger group of beekeepers in how to assess and sample a colony, leading to an informed, exceptionally trained, and imminently hireable corps of commercial beekeeping crew members.

Expanding our Network

Last year, we expanded our network of granting agencies, reaching out to foundations and other industry players. This year, we will focus on how to make our data more available to researchers who want to tap into our vast management and loss database. **We also want to advertise more aggressively the ability of our team to run field trials for those who have new or established feed and treatment products on the market or coming soon to the market.** Not only does BIP have highly trained field crews, but we have experienced epidemiologists, and statisticians to delve into the data collected for these trials, **making BIP a one-stop-shop for many of the pharmaceutical and feed companies, as well as those who want to investigate landscape effects on colony health.**

We hope that by expanding our network, training individuals to take samples and record data via the Sentinel program or through the creation of a mobile tech team pool, we can dive deep into our solid database, provide some good data-driven insights to beekeepers and the almond industry to make this BIP’s Year of Data! ♦



Anne Marie Fauvel,
Tech Transfer Team Coordinator,
The Bee Informed Partnership



TIME TO CONSIDER

There are many practices to consider with bloom. The most critical are those where you only get one chance to make good at – nut set and completing NOW sanitation for this year and tree planting for the life of the orchard. Other important practices include pre-bloom pest (weeds, insects and diseases) management, fertility/nutrition planning, and irrigation.

Pollination

Excellent honey bee activity is needed to maximizing yield in any particular year. Hive strength, placement in the orchard and bee care during bloom are critical to getting the best bee activity possible in your orchard when weather conditions allow it.

Hive strength, the number of healthy frames in a hive, determines pollination

potential from that one wooden box. (A healthy frame is greater than 75 percent covered with bees on both sides of the frame of comb or four bees per square inch of frame.) A hive with eight or more healthy frames can collect 2.5 to three times more pollen as a four to five frame hive. Pollination contracts can stipulate an average or minimum number of healthy frames per

hive and third parties can be paid a small fee per hive to spot check hives to make sure the contract is being met.

In a 2015 survey by UC Davis economists, hive costs for contracts with no frame strength stipulation averaged \$165 per hive, just eight percent less than the average cost per hive for contracts that stipulated hives averaging more than eight frames (\$179 per hive). Growers who “saved” \$14 per hive or \$28 per acre using a two hive stocking rate with no guarantee of hive strength ran the risk of 50 percent less pollination activity if beekeepers delivered four to five frame hives instead of eight frame hives.

Hive placement influences set across the orchard and timing of bee activity. Place hive drops no further apart than a quarter of a mile for blocks larger than 40 acres. Placing hives further apart can result in less pollination of the flowers more than an eighth of a mile from any hives. In addition, placing hives where morning sun can warm the hive and flooding is not a concern is best.

Protect bees and brood from pesticides by taking the following steps. Spray only fungicides during bloom (no insecticides, nutrients or adjuvants). Do not directly spray hives



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ALMOND: FUNGICIDE EFFICACY

Fungicide	Resistance risk (FRAC) ¹	Brown rot	Jacket rot	Anthrac -nose	Shot hole	Scab ³	Rust ³	Leaf blight	Alternaria leaf spot ³	PM-like ⁵	Hull rot ¹⁶
Bumper,Tilt,Propicure, Propiconazole ⁴	high (3)	++++	+/-	++++	++	++	+++	ND	++	+++	++
Fontelis ⁴	high (7)	++++	++++	++	++++	+++	+++	ND	+++	ND	----
Kenja ⁴	high (7)	++++	++++	++	++++	+++	+++	ND	+++	ND	----
Indar	high (3)	++++	+/-	+++	++	++	NL	ND	+	ND	----
Inspire	high (3)	++++	+	+++	++	+++	+++	ND	+++	ND	+++
Inspire Super ⁴	medium (3/9)	++++	++++	ND	+++	+++	+++	ND	+++	ND	+++
Luna Experience ³	medium (3/7)	++++	+++	++++	+++	++++	++++	ND	++++	+++	+++
Luna Sensation ^{3,7}	medium (7/11)	++++	++++	++++	++++	++++	++++	ND	++++	+++	+++
Merivon ^{3,7}	medium (7/11)	++++	++++	++++	++++	++++	+++	ND	++++	++++	+++
Pristine ^{3,7}	medium (7/11)	++++	++++	++++	++++	++++	+++	ND	+++	+++	+++
Quadris Top ³	medium (3/11)	++++	NL	++++	+++	++++	++++	ND	+++	+++	+++
Quilt Xcel,Avaris 2XS ³	medium (3/11)	++++	+++	++++	+++	++++	++++	ND	+++	+++	+++
Quash ⁴	high (3)	++++	++	++++	+++	+++	++++	ND	++++	+++	+++
Rovral + oil ^{8,9}	low (2)	++++	++++	----	+++	+/-	++	ND	+++	ND	----
Scala ^{3,7}	high (9)	++++	++++	ND	++	----	ND	ND	+	----	----
Tebucon,Toledo (Elite**,Tebuzol**)	high (3)	++++	+/-	+++	++	++	+++	ND	+	ND	++
Topsin-M,T-Methyl, Incognito,Cercobin ^{2,6,7,8}	high (1)	++++	++++	----	----	+++	+	+++	----	++	----
Vanguard ^{3,7,9}	high (9)	++++	++++	ND	++	----	ND	ND	+	----	----
Viathon	medium (3/33)	++++	+/-	+++	++	++	+++	ND	+	ND	++
Abound ^{3,4,7,10}	high (11)	+++	----	++++	+++	++++	++++	+++	+++	+++	+++
CaptEvate*	low (M4/17)	+++	+++	+++	+++	+++	----	+++	+	----	----
Elevate ⁷	high (17)	+++	++++	----	+	ND	ND	ND	ND	ND	----
Gem ^{3,4,7,10}	high (11)	+++	----	++++	+++	++++	++++	+++	+++	+++	+++
Laredo	high (3)	+++	----	++	++	----	+	+++	----	+++	----
Luna Privilege	high (7)	+++	++	++	++	+++	+++	ND	+++	++	++
Rovral,Iprodione, Nevado ⁹	low (2)	+++	+++	----	+++	----	----	ND	++	----	----
Rally ¹³	high (3)	+++	----	++	+/-	----	+	+++	----	+++	----
Rhyme	high (3)	+++	+/-	ND	+	++	ND	ND	++	ND	ND
Bravo,Chloro-thalonil,Echo,Equus ^{11,12,15}	low (M5)	++	NL	+++	+++	+++	++++	NL	NL	----	----
Captan ^{4,6,12}	low (M4)	++	++	+++	+++	++	----	+++	+	----	----
Fracture	low	++	+	----	----	----	----	----	----	----	----
Mancozeb	low (M3)	++	++	+++	+++	++	+++	+++	+	----	----
Ph-D	medium (19)	++	+++	----	++	+++	+++	ND	++++	ND	+++
Ziram	low (M3)	++	+	+++	+++	+++	----	++	+	----	----
Syllit	medium (U12)	+	----	ND	+++	++++	ND	ND	+	ND	----
Copper ^{14,15}	low (M1)	+/-	+/-	----	+	+	----	----	ND	----	----
Lime sulfur ^{12,15}	low (M2)	+/-	NL	----	+/-	++	++	NL	NL	----	----
Sulfur ^{4,12}	low (M2)	+/-	+/-	----	----	++	++	----	----	+++	----
PlantShield ¹⁷	low	----	----	----	----	----	----	----	----	----	----
Copper + oil ^{14,15}	low (M1)	ND	ND	----	+	+++	----	----	ND	----	----

Rating: ++++ = excellent and consistent, +++ = good and reliable, ++ = moderate and variable, + = limited and/or erratic, +/- = minimal and often ineffective, ---- = ineffective, NL = not on label, and ND = no data

* Registration pending in California.

**Not registered, label withdrawn or inactive in California.

with anything, period. Time fungicides after the pollen released that day has been stripped from the flowers, which usually occurs by midafternoon in orchards with good bee activity. You can tell that the pollen has been stripped from flowers when pollen-harvesting bees (the

ones with the yellow pollen packed on their back legs) are only doing "touch and go" landings in flowers and not working them over to pick up pollen. Good bee management practices are reviewed in detail in a publication from the Almond Board of California.

ALMOND: TREATMENT TIMING

Note: Not all indicated timings may be necessary for disease control.

Disease	Dormant	Bloom			Spring ¹		Summer	
		Pink bud	Full bloom	Petal fall	2 weeks	5 weeks	May	June
Alternaria	----	----	----	----	----	++	+++	+++
Anthracnose ²	----	++	+++	+++	+++	+++	+++	++
Bacterial spot	+	----	++	+++	+++	++	+	----
Brown rot	----	++	+++	+	----	----	----	----
Green fruit rot	----	----	+++	++	----	----	----	----
Hull rot ⁷	----	----	----	----	----	----	----	+++
Leaf blight	----	----	+++	++	+	----	----	----
Rust	----	----	----	----	----	+++	+++	+ ⁶
Scab ³	++	---	---	++	+++	+++	+	---
Shot hole ⁴	+ ⁵	+	++	+++	+++	++	----	----

Rating: +++ = most effective, ++ = moderately effective, + = least effective, and ---- = ineffective

¹ Two and five weeks after petal fall are general timings to represent early postbloom and the latest time that most fungicides can be applied. The exact timing is not critical but depends on the occurrence of rainfall.

² If anthracnose was damaging in previous years and temperatures are moderate (63°F or higher) during bloom, make the first application at pink bud. Otherwise treatment can begin at or shortly after petal fall. In all cases, application should be repeated at 7- to 10-day intervals when rains occur during periods of moderate temperatures. Treatment should, if possible, precede any late spring and early summer rains. Rotate fungicides, using different fungicide classes, as a resistance management strategy.

³ Early treatments (during bloom) have minimal effect on scab; the 5-week treatment usually is most effective. Treatments after 5 weeks are useful in northern areas where late spring and early summer rains occur. Dormant treatment with liquid lime sulfur improves efficacy of spring control programs.

⁴ If pathogen spores were found during fall leaf monitoring, apply a shot hole fungicide during bloom, preferably at petal fall or when young leaves first appear. Reapply when spores are found on new leaves or if heavy, persistent spring rains occur. If pathogen spores were not present the previous fall, shot hole control may be delayed until spores are seen on new leaves in spring.

⁵ Dormant copper treatment seldom reduces shot hole infection but may be useful in severely affected orchards and must be followed by a good spring program.

⁶ Treatment in June is important only if late spring and early summer rains occur.

⁷ Make application at 1 to 5% hull split to manage hull rot caused by *Rhizopus stolonifer*.

Bloom Protection

To set a crop requires healthy flowers. Properly selected, timed and applied fungicides protect flowers.

Depending on weather conditions at bloom, one or two fungicide sprays are recommended between pink bud and full bloom to control diseases that damage almond flowers and expanding leaves including blossom brown rot, anthracnose (if wet and warm), jacket rot (if wet and cool), shot hole and leaf blight. Generally, wet, warm weather (58-plus degrees Fahrenheit) poses the greatest brown rot risk and warmer (63-plus degrees Fahrenheit), wet weather adds

anthracnose risk to the picture. If no rain falls, there still may be a chance of moisture in the canopy from dew and a single spray at 30 to 40 percent bloom is recommended. If it is a rainy bloom, then two sprays, one timed at pink bud (five percent bloom) and one at full bloom (80 percent bloom) are recommended. Select fungicides to control all diseases with infection risk at the time of application (see efficacy and timing tables here and on the previous page).

Almond varieties differ in their sensitivities to different diseases. Varieties sensitive to brown rot infection include Butte, Carmel, and

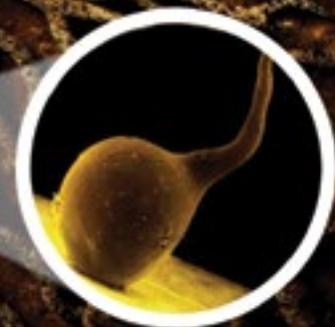
Wood Colony. Nonpareil is relatively tolerant of brown rot infection. Butte, Wood Colony and Winters are among the varieties most sensitive to anthracnose. I know of no single information source that shows disease sensitivity for all almond varieties for all diseases, but an experienced PCA should be your best source. Dr. Jim Adaskaveg posted comparisons of brown rot and shot hole infections across a large number of varieties in his posters at the Almond Board conference and in his research reports to the Almond Board.

Fungicides should provide effective control for seven to 14 days depending

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be unseen,
but they
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¹ Profit increase based on 2017 almond price/lb. and average yield/bearing acres with 8.3% increase in yield versus untreated over three-year trial, per trial data of five locations with a single application of Velum One at 6.5 or 6.85 fl. oz./A.

² Velum One applied at 6.5 oz./A, spring 2017, via drip irrigation. Trees planted in January 2017. Increase in green canopy pixels based on an average of two rows of untreated trees compared to an average of two rows of Velum One-treated trees.

on the weather, with the shorter intervals needed when significant rain (and fungicide wash off) occurs. For best results, apply fungicide ahead of rain events with sufficient time for the spray residue to dry before rainfall begins.

Excellent spray coverage is required to deliver the best possible disease control. After pink bud timing, all sprays (including the one-time spray at 30 to 40 percent bloom for no-rain bloom weather) should be applied to every row for

the best disease control possible, while managing resistance risk. Research has shown that every other row spraying does not deliver equal control on both sides of the tree after pink bud (five percent bloom). Every other row spraying risks delivering incomplete control and accelerated resistance development as the pathogens are exposed to sublethal pesticide dose.

It should be possible to increase sprayer speed during bloom up from the two mph recommended for summer sprays, but growers should approach this change with caution. Airflow in the canopy, which moves the fungicide(s) to the target, should be tested with surveyors tape tied to PVC pole reaching through the tree tops and on the backside of trees from the tractor. If the tape rustles out about 45 to 90 degrees off the vertical as the sprayer passes in a test run with the fan on, that should be enough air flow (and satisfactory ground speed) to effectively move pesticide throughout the trees for the next spray. Sprayer speed should be reduced after petal fall as spur leaves rapidly expand and slow air movement within and through the canopy. I know at least one grower who bloom sprays at three mph but all post petal fall sprays go on at two mph.

Finally, the following practices are recommended to avoid resistance developing to single site fungicides. Rotate between FRAC groups for each consecutive spray and limit the use of a single site fungicide (FRAC 3, 7, 9, 11, 17, 19, etc.) to once or twice a season. Use labeled rates; high

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end of the label if disease pressure (wet weather, temperature and/or disease history) is strong and lower end of the label when pressure is light. Start your spray program on a strong note by first using a multi-site fungicide or a tank- or jug-mix combination of single site materials to best reduce the fungal population and the risk of infection developing later in the season. Early in the season, spray coverage potential is the best it will be all season. Don't let disease (and resistance risk) get a foothold in your trees by not using a strong, widely active fungicide dose in your first spray.

Download the latest UC IPM publication on Fungicide Efficacy and Timing by searching for "IPM almonds", clicking on the link to UC IPM website and scrolling to the bottom of the page where you will find a link to the pdf available for free download.

I hope the state-wide frost of 2018 was a once-a-generation event, but Murphy's Law says growers should prep irrigation systems and orchard floors against the chance of frost this year. Sprinklers should go "on" when the wet bulb temperature is above the critical temperature for the stage of crop development in the orchard and off when wet bulb rises above the critical temperature. Bare, firm and moist orchard floors release more heat than those with tall vegetation. For detailed information on frost control visit www.sacvalleyorchards.com. Additional valuable resources include thealmonddoctor.com/page/2/?s=frost

and lawr.ucdavis.edu/cooperative-extension/frost-protection.

Planting

Proper planting is essential to the development of a healthy orchard.

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When a grower starts out describing a new planting by saying “I got a real deal for planting that orchard,” I cringe. Low-cost can mean cutting corners and that can mean shallow holes and J-rooted trees, delayed or no tanking and other missed steps that could lead to real problems in the future. Good management presence during planting is a key part of getting a good job done.

There are many steps to planting an orchard properly. Here are a few. Start planting with well worked soil with no remaining fumigant and berms, islands or mounds to keep the crown of the planted tree above the level of the rest of the orchard soil to reduce Phytophthora risk. If the soil is very well drained and/or winter rainfall limited, planting flat — no berm/island/mound — works fine. Planting holes should be large enough to accept the nursery tree without having to jam the tree down into hole to make it fit and producing a J-rooted tree. If holes are dug with an auger on finer textures soils (loams, etc.), make sure the sides of the hole are scraped with a shovel to remove auger “glaze.” Finally, irrigate the trees immediately after planting — even when the soil is wet. This will help settle the soil around the bare roots or the potting media. Experienced growers swear by tanking with a hose the day of planting vs tanking later or watering with a pressurized probe. For extensive information on care of a new orchard, see UC ANR’s New Orchard Handbook (ccfruitandnuts.ucanr.edu/files/238596.pdf) developed by Dr. Katherine Jarvis-Shean, UCCE Tree Crop

Advisor in Sac/Solano/Yolo region.

Dormant Pest Control

When dormant spur sample results show a need to treat for scale,

pre-bloom is an excellent timing. Coverage potential is excellent and the combination of pesticide and high oil rate can deliver two modes of action in the same spray. Oil works



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best on scale in delayed dormant and there is less risk of oil burn. High oil rates deliver better control at higher spray volumes (200-plus GPA) than standard spray volumes (100 GPA). See details on dormant spur sampling at: ipm.ucanr.edu/PMG/C003/m003dcdmtspursmpl.html.

Peach twig borer (PTB) populations can be controlled by a dormant spray, although there are other timings when PTB can be effectively and safely targeted, including May and hull split sprays. Insecticides in bloom sprays are not recommended as research (and experience) shows they can be very harmful to immature bees.

A dormant spray can also be applied for European red mite and Brown almond mite control, but these mites are rarely significant pests in almonds and can actually be beneficial in that they provide a food source for natural mite predators before spider mite numbers build in the summer.

Dormant sprays provide NO control of navel orangeworm (NOW) or webspinning mites. Both of these major pests of almonds overwinter in protected sites where spray can't reach them.

Key NOW management practices during the pre-bloom timing include shaking or polling mummies to the orchard floor before bud swell and destroying the mummies with a flail mower before March 1.

Dormant and/or delayed dormant sprays also can help with management of certain diseases. Dormant spraying with chlorothalonil (Bravo®, etc.) plus oil delays scab spore release from twig cankers in the spring and so



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pushes back the spring treatment timing for this disease. Since chlorothalonil plus oil can be phytotoxic to green tissue, the label says do not apply after bud swell. As an alternative, copper plus oil or lime sulfur in the delayed dormant can be applied for the same purpose although research results show that this treatment is less effective than chlorothalonil plus oil.

Copper plus mancozeb in the delayed dormant can also help manage bacterial spot, by reducing disease inoculum. Along with at least two copper plus mancozeb treatments in the spring ahead of warm, wet weather, this treatment is a key component for bacterial spot control.

Fertilization

Pre-bloom is a good time to plan your first take on an annual fertilization program. The program put together now, based on long-term average yields for each mature block, is a starting point for the season with annual and individual injection timing rates possibly adjusted as the crop situation comes into focus.

Nitrogen

In a well-managed, mature almond orchard, where you are not playing catchup with nitrogen (N), the goal is to feed the crop and keep the July leaf N level somewhere around 2.5 percent N. That's enough N to maintain a healthy crop this year and start a good bloom development for next year, but not so much that hull rot risk rises.

The "January estimate" of the annual N rate per acre is made by multiplying

the average orchard production by the amount of N removed with the crop at harvest — 68 lbs. N/1000 lbs. kernel crop based on field studies by Dr. Patrick Brown and lab. For an orchard with a history of 2800 kernel lbs. per acre that works out to 190 lbs. N per acre removed by the crop at harvest. To account for N losses to weeds, soil microbes and leaching, the target N fertilization efficiency is 70 percent. Dividing the 190 lbs. N per acre by 0.70 (efficiency factor) produces an annual N input of just about 270 lbs. N per acre. With the UC's recommendation of 20 percent of the total N budget going on the orchard by full leaf out, that means you should plan to apply 54 lbs. N per acre in late February or early March.

If your irrigation water contains nitrate N, calculate how much N is in any irrigation water applied before/with the fertilizer N and subtract that amount from the planned fertilizer application. To calculate lbs. N per acre-inch in your irrigation water, multiply the ppm NO₃ in the water as reported by the lab by 0.052. If the lab reports in ppm NO₃-N, then multiply that lab reported number by 0.23.

A similar strategy can be used with potassium (K), but K use by 1000 kernel lbs. of almonds is closer to 90 lbs. and growers have the option of fall application of dry potassium in the tree row onto soil that will be in the wetted zone during irrigation.

Foliar nutrients can be applied after petal fall, but should be kept out of the

spray tank during bloom to protect bees.

Irrigation

With rain in the forecast and most reservoir levels just below or above historical averages, water news could be worse.

If winter rainfall is limited by location or year, irrigation water should be applied during the winter to wet the soil profile to five-foot depth ahead of bud break. This may be a common practice in drier regions of the San Joaquin Valley.

Root health can depend on timing of first irrigation. Irrigation (not frost control) water should not be applied until the orchard has used enough water to hold the amount of water applied in that first irrigation set without saturation. If the first irrigation results in saturated soils, root health can suffer.

Final note, if you haven't had it done or done it in a while, check the distribution uniformity of your irrigation system this spring. For details on this practice and others related to irrigation system health and performance, see micromaintain.ucanr.edu/.

Best wishes for mild bloom weather and good bee activity up and down the state this bloom season. ♦



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Almond Board Releases Honey Bee Best Management Practices 2.0

It's often said that change is the only constant, and for the almond industry continual change is what keeps us moving forward in important areas like pollinator protection. With input from the almond community, beekeepers, UC Davis, state and federal regulators, PCAs, applicators and many others, the Almond Board of California (ABC) recently published an update to its popular "Honey Bee Best Management Practices for California Almonds," otherwise known as the "Honey Bee BMPs."

Bob Curtis, retired director of Agricultural Affairs at the Almond Board, oversaw the development of the original best management practices in 2014.

Although he's retired, Curtis has remained on as a consultant for ABC, and he was instrumental in revising the three pieces that comprise the Honey Bee BMP materials: the "Honey Bee Best Management Practices for California Almonds," "Honey Bee BMP Quick Guide" and "Honey Bee BMP Quick Guide for Applicators" (available in English and Spanish). All three can be accessed online at www.Almonds.com/BeeBMPs.

The Almond Board sat down with Curtis to learn more about the important changes made to the Honey Bee BMPs.

Q: Why did the Almond Board decide to update its Honey Bee BMPs?

Curtis: Things are different now than when we first released the Honey Bee BMPs in 2014. We, and many others, are constantly researching ways to better protect pollinators and develop new programs and we have learned new things. One of the most exciting changes is the introduction of the Bee Where program, an improved registration and reporting system that keeps beekeepers, growers, PCAs and applicators better connected. With funding from ABC and the California State Beekeepers



Hives should be placed near forage that is flowering before, during and after almond bloom, if possible, as an alternative source of food. (Image courtesy of Project Apis.)

Association, this new paradigm developed under the leadership of the California Agricultural Commissioners, Sealers Association and the California Association of Pest Control Advisors will greatly improve hive registration and, most importantly for PCAs and applicators, will provide the locations of those hives.

How does the Bee Where program work?

Curtis: Using the Bee Where mobile app, beekeepers can register hives electronically with the county agricultural commissioner and provide the real-time location(s) of their hives. Registration is mandatory, and the location information entered by beekeepers is completely under the purview and control of the county agricultural commissioner. In addition, when PCAs and applicators use the electronic crop management programs Agrarian or CDMS, the location information of hives within one mile of the planned spray site will immediately become available to them in the form of pop-up screens. The message will say something like, "Here are the hives that are adjacent to the orchard where you want to make the application and here's how you get a hold of the beekeepers to notify them." This is a huge improvement over the corkboard-and-pins approach used by ag commissioners from before.

Key changes to the Honey Bee BMPs include updated recommendations regarding bee health, the impact of pesticides and overall management practices. What other changes merited an updated Honey Bee BMPs?

Curtis: We have been very focused on bloom spray applications of both insecticides and fungicides. Our recommendation is to avoid applying insecticides during bloom, as they can impact adult bees and brood (young developing bees) in the hive. There is one exception and

that is *Bacillus thuringiensis* (Bt), which is documented as safe to both bee adults and immatures. We also included the recommendation that fungicides should only be applied during the afternoon and evening when the bees are done foraging for the day and there's no exposed pollen on the flowers. And, we added a note about adjuvants. Most fungicides are already formulated with adjuvants, and the University of California states that the only time you'd want to add an adjuvant is when the label explicitly states to do so.

ABC-funded research shows that planting forage may provide honey bees with better nutrition, and healthy honey bees means better pollination. What should growers know about forage?

Curtis: We really want to encourage planting forage, either inside or outside of the orchard, as it has been shown to improve overall bee health. ABC-funded research shows that planting supplemental forage provides immediate and longer-term benefits for colonies. For instance, there is a trend toward increased colony strength with supplemental forage, especially mustard plants. Research also shows that orchards with supplemental forage plantings tend to have higher nut set than those without plantings. To better understand the topic of forage in a comprehensive manner, ABC is funding projects that look into the benefits and tradeoffs associated with planting forage cover in orchards. These include water use of in-orchard forage and the potential for frost damage.

In addition to improved pollinator health, planting forage could also result in a cost savings — we're starting to see more pollination contracts offering reduced hive rentals for growers who have planted forage.

How do the Almond Board's Honey Bee Best Management Practices contribute to the Almond Orchard 2025 Goal of environmentally friendly pest management?

Curtis: As many in the industry have heard, the ABC Board of Directors recently released a set of goals for the industry, one of which aims to increase the use of environmentally friendly pest management practices.



The Almond Board recently published an update to its popular "Honey Bee Best Management Practices for California Almonds." (Image courtesy of the Almond Board of California.)

Ensuring that almonds are a good and safe place for bees and promoting good stewardship practices around pesticide application during bloom certainly fall under this goal and move us toward to achieving this industry-wide initiative.

It is important that growers implement best management practices to support bee health as their crops rely on honey bee pollination at some degree, and to consider honey bee health not only during the pollination season but throughout the entire year.

Article contributed by the Almond Board of California. ◆

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