

Chris Anderson, Chairman
McPherson Concrete Products, Inc.
116 North Augustus
McPherson, KS 67460

March 13, 2017

Re.: Sales tax exemption for The Land Institute

To Whom It May Concern:

We have a very special organization here in Kansas - The Land Institute. I have been a supporter of The Land for many years and, if you are not familiar with their work, I encourage you to do a bit of research on this world-class endeavor.

Allow me to briefly offer a few reasons why The Land is so special for the state of Kansas:

The Land is dedicated to developing a system of agriculture that works with nature - a system that would help preserve precious soil, a system that would lessen our reliance on petrochemical application to crops, a system that would be of benefit now and for generations to come; in short, a sustainable system of providing food for the entire planet. It should be clear why this work is so appropriate for the state of Kansas. We are known all over the world for our agricultural activities, and we have an organization here in Kansas that is on the cutting edge of a "new" agriculture, one that would benefit the world and especially all Kansas citizens.

The Land has established important relationships with Kansas State University and the University of Kansas, which has led to nearly \$250,000 granted for research with over \$600,000 in additional funds slated over the next few years.

The Land has almost thirty full-time employees along with part-time and seasonal workers. They also receive donations from people and organizations in all fifty states, along with international support from people who believe in their mission.

I have learned that The Land Institute is seeking a permanent exemption on state sales tax which would truly help them continue their vital work.

Of course, we all know that the state is facing difficult economic times, but The Land is not seeking a handout - just the opportunity to continue to research, learn, grow and share their remarkable work with the citizens of the entire planet. I urge you to support them in this mission by granting this tax exemption. I cannot think of any entity more deserving.

Thank you for your consideration.

Christopher Anderson

Chairman
McPherson Concrete Products, Inc.
Wichita Concrete Pipe, Inc.
McPherson Concrete Storage Systems, Inc.