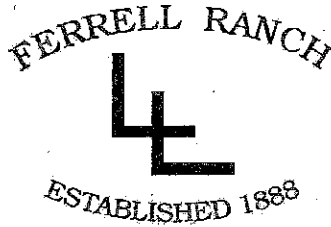


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March 13, 2017

Dear Legislators,

I write in support of House Bill 2381 which would provide sales tax exemption to *The Land Institute (TLI)* of Salina, Kansas. I have served on the board of directors of TLI since 1995. The organization plays a vital role in developing an agriculture that is truly sustainable with its unique approach of working with nature to produce perennial polyculture.

- TLI fundamentally provides a public benefit to people around the world, and also specifically to Kansas residents and Kansas agriculture.
- The work at TLI is directly beneficial to Kansas public institutions including K-State and KU.
- TLI's presence is directly beneficial to the state and in the Salina community. The Land Institute has 27 full time, permanent positions in Salina, with an additional position in Lawrence, and employs additional part-time and seasonal workers. Our FY2016 payroll was nearly \$1.7 million.
- TLI is planning a new greenhouse facility needed for our research. A sales tax exemption would help ensure that we can proceed in a timely manner.

Please support HB 2381.

Sincerely,

Pete Ferrell, rancher and TLI board member