

March 13, 2017

Fred Iutzi, President  
The Land Institute  
2440 E. Water Well Rd.  
Salina, KS 67401-9051

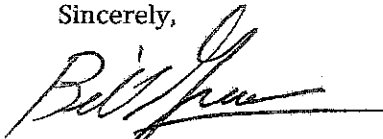
*Re.: Written testimony for March 14 legislative hearing*

Dear Mr. Iutzi:

I am writing to express my support for House Bill 2381: Providing a sales tax exemption for The Land Institute. Passing this bill will allow The Land Institute to put more of its resources into doing the groundbreaking research work for which it has become known worldwide, and which is so important for the future of Kansas. As Governor, I witnessed the research partnerships The Land Institute has had with our public universities and the educational opportunities it has extended to our citizens, and I know these benefits have only grown in the years since. As a native Salinan, I am aware of the importance of The Land Institute's presence for the local economy. You have described to me how this sales tax exemption, if enacted in a timely manner this year, will provide a particular benefit in helping ensure you can build your new research greenhouse in a timely manner, providing additional benefit to local contractors and allowing you to proceed with hiring an additional PhD scientist. This will only increase your positive impact on the community and the state.

Good luck with this effort. The service that your organization provides is much appreciated.

Sincerely,

A handwritten signature in black ink, appearing to read "Bill Graves", with a long horizontal flourish extending to the right.

Bill Graves  
Governor of Kansas  
1995-2003