

Nancy Jackson

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Dear Legislators:

You will make a real difference by supporting House Bill 2381, which would provide sales tax exemption to The Land Institute in Salina, Kansas.

The House Committee on Taxation has long and effectively weighed the costs and benefits of individual exemptions. These are important and weighty decisions, and as a Land Institute board member, I deeply appreciate your consideration. We hope the rationale in this case will be clear.

The Land Institute provides tangible benefit to Kansas today through grant dollars directed to collaborative projects at Kansas State University and the University of Kansas. Indeed, it raises over \$3 million each year and spends most of that in Kansas (most in Salina!), employing and paying benefits for more than 25 employees.

Perhaps most importantly, the research directed and conducted by The Land Institute will provide direct benefits to future generations of farmers, creating cost-effective crops that require fewer inputs of all kinds and preserve the soil and water our agricultural producers depend upon.

The most immediate tangible benefit this exemption would allow is the construction of a greenhouse for research, which speeds our crop development. This greenhouse would also allow The Land to hire a Crop Protection Ecologist, a critical position to help develop crops that respond well to our changing environment.

As a former chair of the Citizens Utility Ratepayer Board, past President of the Eudora Schools Foundation, former school board member, and current Assistant Vice President at KU Endowment, I have witnessed first-hand the driver that nonprofits can be to both our economies and our community health and happiness. And The Land, whose work has been featured in *National Geographic*, *Smithsonian*, and *The Atlantic Monthly*, to name a few, reflects very well upon our state's well-earned reputation for innovation, ingenuity, and dedication.

In hopes of a positive assessment, thank you for considering this request, and for your leadership and service.

Sincerely,

Nancy Jackson, Board Member