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Christopher J. Policinski  
President and Chief Executive Officer

June 29, 2015

The Honorable Eugene Yaw  
Chairman, Committee on Environmental Resources & Energy  
Pennsylvania State Senate  
362 Main Capitol  
Harrisburg, PA 17120-3023

Dear Senator Yaw:

I am writing to you on behalf of Land O'Lakes, Inc., respectfully requesting your support of SB 724, the watershed improvement legislation proposed by Sen. Elder Vogel. This legislation could help achieve important pollution reduction in the Chesapeake Bay and benefit the state's agricultural industry by assisting farms in capturing nitrogen and phosphorous to prevent runoff into the state's waterways.

Land O'Lakes, Inc. is a growing, farmer-owned food and agriculture cooperative that does business in all 50 states and in more than 50 countries. Today, Land O'Lakes operates with approximately 9,600 employees- including 350 in Pennsylvania, nearly 4,000 direct producer-members and 900 member-cooperatives serving more than 300,000 agricultural producers. In 2014, Land O'Lakes owned seven facilities in Pennsylvania and have more than 1200 farms operated by our members marketing 25.9 million pound of milk worth \$657 million.

The U.S. dairy producer community is increasingly focused on the challenge of developing cost-effective approaches to better manage nutrients. As introduced in this legislation, the competitive bidding process to procure verified reductions of nutrients, including but not limited to nitrogen and phosphorus, is one that Land O'Lakes believes will achieve quantified and measurable reductions at lower costs. Through the concepts embodied in SB 724 Pennsylvania has the opportunity to adopt a unique approach that could serve as a model for other states.

If you have any questions regarding this issue or Land O'Lakes please do not hesitate to call upon me or our state staff.

Sincerely,

cc: Hon. John T. Yudichak  
Hon. Camera Bartolotta  
Hon. Joseph B. Scarnati III  
Hon. Scott E. Hutchinson  
Hon. Elder A. Vogel, Jr.

Hon. Kim Ward  
Hon. Donald White  
Hon. John P. Blake  
Hon. Andrew E. Dinniman  
Hon. Daylin Leach