



April 2, 2012

Dr. Thomas Green, President  
IPM Institute of North America, Inc.  
4510 Regent St.  
Madison, WI 53705

Re: Support for "Applying Ag Retail Muscle to Priority Challenges in the Great Lakes Basin"

Dear Dr. Green,

The Ohio AgriBusiness Association (OABA) supports the proposed collaboration to address the phosphorus challenge in the Western Lake Erie Basin. We appreciate the opportunity to be involved and believe our participation is important to ensure coordination with other activities by our organization, our members and others in our region to maximize efficiency and impacts.

OABA manages the Ohio Certified Crop Adviser Program and supports the project goal of increasing the number of CCAs in Ohio. The skills acquired by CCAs through initial training and continuing education are needed as we focus on improving implementation of the 4R Nutrient Stewardship which is the foundation for meeting this challenge.

On February 29<sup>th</sup> of this year, we organized a conference focused on the phosphorus issue that was sponsored by three agricultural retailers and attended by 200 agricultural retail staff and others. There is an ongoing need for this type of training for our members, farmers and community.

As a participant in the project, I will serve on the advisory committee and will work with the collaborators to promote awareness of the phosphorous challenge among agricultural retailers and farmers, demonstrate solutions via field days and meetings, implement strategies to increase the number of CCAs in Ohio, and continue to develop tools and the business case for agricultural retailers to maintain a leadership role in resource management in the Western Lake Erie Watershed.

Sincerely,

A handwritten signature in blue ink that reads "Christopher Henney".

Christopher Henney  
President and CEO

Copy: OABA Board of Directors  
Tina Lust, Ohio CCA Board President