



Advocating for Ohio agribusinesses by creating both a sustainable business climate and added member value through collaborative policy leadership, continuous education and effective communication.

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Chair, Senate Workforce and Higher Education Committee
Senate Building, Rm. 226
Capitol Square
Columbus, OH 43215

March 31, 2021

On behalf of the Ohio AgriBusiness Association membership, I am writing in support of Senate Bill 128, which would prioritize funding to expand The Ohio State University's Farm Financial Management Institute.

Our membership includes the manufacturers and suppliers of fertilizer and plant protection materials, the grain warehousing and marketing industry, the feed and seed industries, as well as companies providing equipment, financing, insurance, consulting, and other products and services for Ohio's number one industry, agriculture. These companies provide Ohio's farmers with the services and supplies they need to successfully grow their crops and tend to their flocks and herds.

Successful farmers lead to successful rural communities and businesses across the state. Today's farmers face increasingly complex issues and the expanded resources through this legislation will help ensure their success.

Housed in OSU Extension, in partnership with the Department of Agricultural, Environmental, and Development Economics (AEDE), the CFAES Farm Management and Ag Policy Institute is a unified center for the integration, translation, and communication of CFAES' farm management and ag policy presence that addresses critical farm management and policy issues affecting Ohioans.

Goals of the of the CFAES Farm Management and Agricultural Policy Institute are to:

- Unify CFAES' farm management agricultural policy expertise across the full spectrum of the agricultural industry to find solutions to the most critical issues facing producers.
- Engage university academic units, Extension, related support units, and partner expertise to integrate, translate, communicate, and apply research-informed knowledge and best practices in the areas of:
 - **Agricultural Production and Risk Management:** risk evaluation and management, land use, crop and livestock production.
 - **Agricultural Marketing:** marketing and price analysis, commodity trading
 - **Agricultural Finance:** farm income, farm business analysis, financial management, budgeting, and investing, agricultural taxes and law.



- **Human Resources:** farm succession planning, labor law and policy.
 - **Agricultural Policy:** Farm Bill/Agricultural Policy, environmental and resource policy agricultural trade.
- Provide a structure for visionary leadership in the areas of farm management and agricultural policy.
 - Identify gaps/build capacity and longevity in farm management and agricultural policy.
 - Develop a structure to link state-level topical expertise to Extension educators (E.g., Senior-level subject matter expert housed in academic units are supported by a Professional Practice faculty member who develops training for a team of Extension Educators throughout the state).

I am excited for the prospects of this enhanced institute as envisioned in Senate Bill 128. I appreciate Senator Peterson's leadership on this issue and urge this committee to support the bill. Please do not hesitate to contact me should you have any questions or concerns about our position.

Sincerely,

A handwritten signature in cursive script that reads "Christopher Henney".

Christopher Henney, CAE
President and Chief Executive Officer