

**To:** Hupp, Millan[hupp.millan@epa.gov]  
**From:** Jessica Garrison  
**Sent:** Thur 8/17/2017 2:46:01 PM  
**Subject:** Re: Nat Geo Dinner  
Memo.EPA.Mosaic.pdf

Ok great. Sent attached.

**From:** Millan Hupp <hupp.millan@epa.gov>  
**Date:** Thursday, August 17, 2017 at 6:59 AM  
**To:** Jessica Garrison <Jessica@mdm27.com>  
**Subject:** RE: Nat Geo Dinner

Could you please send over the memo? We have a couple folks on our team looking at Mosaic as well.

Millan Hupp

Director of Scheduling and Advance

Office of the Administrator

Cell: 202.380.7561 Email: [hupp.millan@epa.gov](mailto:hupp.millan@epa.gov)

**From:** Jessica Garrison [mailto:Jessica@mdm27.com]  
**Sent:** Tuesday, August 15, 2017 11:42 AM  
**To:** Hupp, Millan <hupp.millan@epa.gov>  
**Subject:** Re: Nat Geo Dinner

Thank you! Do you want to talk on Mosaic sometime this week? Have a memo that will be helpful on the trip

**From:** Millan Hupp <[hupp.millan@epa.gov](mailto:hupp.millan@epa.gov)>

**Date:** Tuesday, August 15, 2017 at 10:41 AM  
**To:** Jessica Garrison <[Jessica@mdm27.com](mailto:Jessica@mdm27.com)>  
**Subject:** Re: Nat Geo Dinner

Yes.

Sent from my iPhone

On Aug 15, 2017, at 11:29 AM, Jessica Garrison <[Jessica@mdm27.com](mailto:Jessica@mdm27.com)> wrote:

Excellent. Also just verifying that the salon dinner is also still confirm to the calendar.  
September 14

Jessica Medeiros Garrison

205.568.4371

[Jessica@Mdm27.com](mailto:Jessica@Mdm27.com)

Sent from my iPhone

On Aug 14, 2017, at 7:32 PM, Hupp, Millan <[hupp.millan@epa.gov](mailto:hupp.millan@epa.gov)> wrote:

Now she is!

Sent from my iPhone

On Aug 14, 2017, at 8:10 PM, Jessica Garrison <[Jessica@mdm27.com](mailto:Jessica@mdm27.com)> wrote:

Also just FYI/ doesn't look like maddy was copied ...

Jessica Medeiros Garrison

205.568.4371

[Jessica@Mdm27.com](mailto:Jessica@Mdm27.com)

Sent from my iPhone

On Aug 14, 2017, at 6:38 PM, Hupp, Millan <[hupp.millan@epa.gov](mailto:hupp.millan@epa.gov)> wrote:

Jessica,

Let's please do the 12th at 2PM. May we plan on the meeting taking place in the Administrator's office?

Maddy -- please add to calendar.

Thank you,

Millan

Sent from my iPhone

On Aug 14, 2017, at 11:21 AM, Jessica Garrison <[Jessica@mdm27.com](mailto:Jessica@mdm27.com)> wrote:

Hi Millan. Circling back on Nat Geo. 1. Can I confirm that it is still confirmed to the Administrators calendar? 2. Do either of these pre-meeting times work for the Administrator?

- Monday Sept 11 @ 830am
- Tuesday Sept 12 @ 2pm

Hope you had a great weekend.

Jess

Re: Potential Florida Exploratory Trip by EPA Administrator Scott Pruitt

**Objective:**

Secure a visit by Administrator Pruitt to tour Mosaic’s facilities in Florida, specifically a tour of one of Central Florida’s phosphate mines and/or tour of the formerly mined site that is now the home to Streamsong Resort. Identify potential announcements of economic initiatives that can be tied to the pro-jobs culture at EPA and industry events that can promote the the prioroites of the Administrator.

**Possible Dates:**

**October 19 – 21**

**Thursday, October 19**

This timeframe would permit attendance at the The Florida Phosphate Political Committee BBQ Dinner and Social. Approximately 1,500 (manufacturing base, small and large business/industry representatives all located in the heart of the I-4 corridor will be in attendance). It is possible the Administrator could serve as a speaker for this event. FL Governor Rick Scott may also attend this event (pending availability). Due to the political nature of this event, this activity would need to be cleared with the Administrator’s staff.

**Details of the event:**

**Where:** RP Funding Center (formerly The Lakeland Center)  
701 West Lime Street, Lakeland, FL 33815

**Time:** 5pm until 9pm

**Friday, October 20**

Morning: Administrator visit to Mosaic’s phosphate mines  
Location: Southern Polk County, FL

Evening: Dinner with Governor Rick Scott (pending availability) and tour of the formerly mined site that is now the reclaimed brownfield and home to Streamsong Resort.  
<http://www.streamsongresort.com/mosaic-company/>

**Saturday, October 21 (Optional)**

Possible activities:

- Florida State vs Louisville (Tallahassee, FL)
- Miami vs Syracuse (Miami, FL)
- Florida Atlantic vs North Texas (Boca Raton, FL)

**November 10 – 14**

**Friday, November 10**

Morning: Administrator visit to Mosaic’s phosphate mines  
Location: Southern Polk County, FL

Evening: Dinner with Governor Rick Scott (pending availability) and tour of the formerly mined site that is now the reclaimed brownfield and home to Streamsong Resort. <http://www.streamsongresort.com/mosaic-company/>

**Saturday, November 11 (Optional)**

Possible activities:

- Miami vs Notre Dame (Miami, FL)
- Florida International vs Old Dominion (Miami, FL)
- Central Florida vs Connecticut (Orlando, FL)

**Sunday, November 12 (Optional)**

Possible activities:

- Tampa Bay Bucs vs Jets (Tampa, FL)

**Sunday/Monday, November 12/13**

This timeframe would permit attendance at the Republican Attorneys General Association's Fall National Meeting, which will be held in in Palm Beach. I suspect they would be excited to have the Administrator serve as a speaker as a part of their program subject to approval by the Administrator's staff.

**Details of the event:**

**Group:** Republican Attorneys General Association

**Event:** Fall National Meeting

**Date:** November 11-14, 2017

**Location:** Palm Beach, Florida

**Potential Participants:**

In addition to Mosaic leadership, Florida Governor Rick Scott, EPA Region 4 Director , Andrew Wheeler (EPA Deputy Administrator Nominee), Matt Leopold (EPA General Counsel), Army Corps of Engineers representative.

**Sample Tick Tock Schedule:**

**Thursday, October 19**

4:00pm: Arrive in Lakeland; transfer to RP Funding Center for event

5:00-9:00 pm: The Florida Phosphate Political Committee BBQ Dinner and Social; speaking engagement

9:00 p.m. Return to hotel

**Friday, October 20**

9:30-10:30am: Administrator Pruitt and his staff participate in a breakfast briefing about Mosaic's phosphate mines at Corporate HQs in Fish Hawk, FL.

11:00 – 11:30am: Transfer via private shuttle bus to phosphate mines in Southern Polk County  
11:30am – 1:00 pm: Post Breakfast site tour of phosphate mines; potential press availability

\*During the transfer provide a general briefing on Mosaic's operations. Highlight issues of concern and provide information to the Administrator that will provide him an opportunity to ask further questions. Include a quasi-tour of the various businesses that are dependent on Mosaic and provide the economic factors related to these businesses.

1:00 – 2:00pm: Lunch meeting with the C-suite.

2:00 – 2:30pm: Transfer to Streamsong resort

\*Transfer to Streamsong for a working dinner with the Governor (pending availability) and inner circle government and private sector representatives for a dialogue with the administrator to discuss issues pertinent to the State of Florida from a government and private sector perspective. Topics could include, economic development opportunities in light of a more reliable and predictable regulatory environment. Army Corp issues.

5:00 – 6:00pm: Working drinks/dinner with governor

6:00 – 9:00pm: Political fundraiser

### **Saturday, October 21**

9:00am: Depart for college football game in Tallahassee/Miami/Boca Raton

# The Mosaic Company



# About The Mosaic Company (*NYSE: MOS*)

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## Our Work

We are the world's leading integrated producer and marketer of concentrated phosphate and potash.

## Our Mission

We help the world grow the food it needs.



# Who We Are

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- Fortune 500 company incorporated March 2004, combination of IMC Global Inc. & Cargill fertilizer businesses
  - 100 years of phosphate mining history in U.S.
  - 50 years of potash mining history in Canada
- Approximately 22.2 million tonnes of operational capacity
- \$7.2 billion in sales in calendar 2016
- Customers in approximately 40 countries
- Nearly 9,000 employees in operations and joint ventures (JVS) in:

Unites States

Canada

Brazil

Paraguay

China

India

Australia

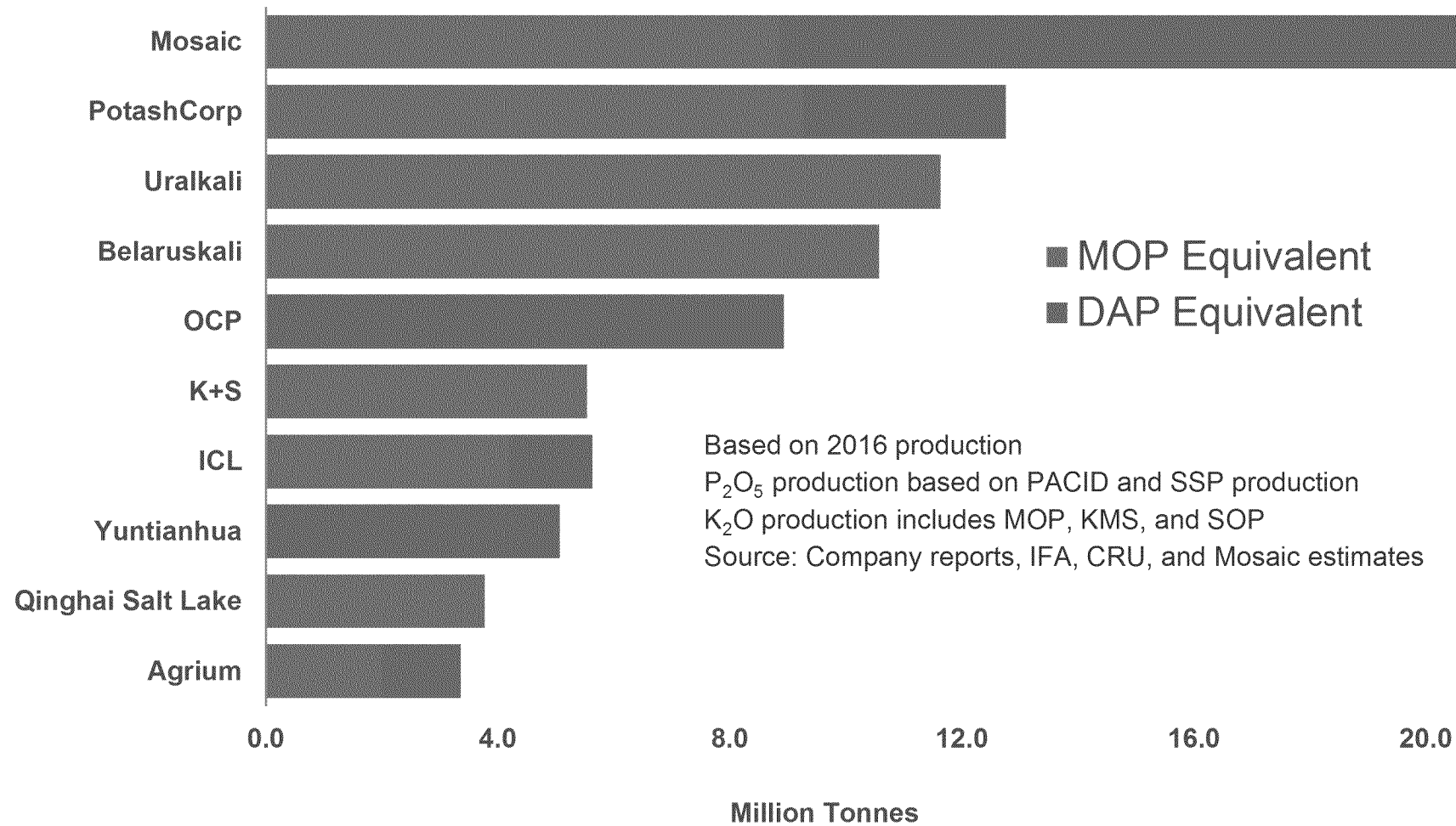
Peru (JV)

Saudi Arabia (JV)



# World's Largest Potash & Phosphate Producers

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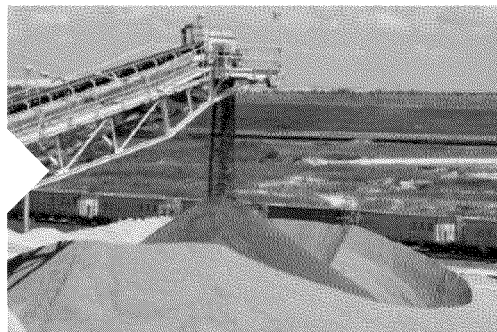
# Phosphate & Potash Products

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## Phosphate



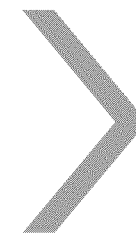
105 Million Tonnes  
Raw Ore



26 Million Tonnes  
Refined Ore



19 Million Tonnes  
Finished Product



Diammonium  
Phosphate (DAP)  
Monommonium  
Phosphate (MAP)

**MicroEssentials**<sup>®</sup>

## Potash



Muriate of  
Potash (MOP)

**Aspire**<sup>®</sup>

**K-Mag**<sup>®</sup>

**Pegasus**<sup>®</sup>

# Global Offices & Operations

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# Our Leading Market Access & Distribution

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Daily global distribution:

- Approx. 50,000 tonnes

Distribution channels:

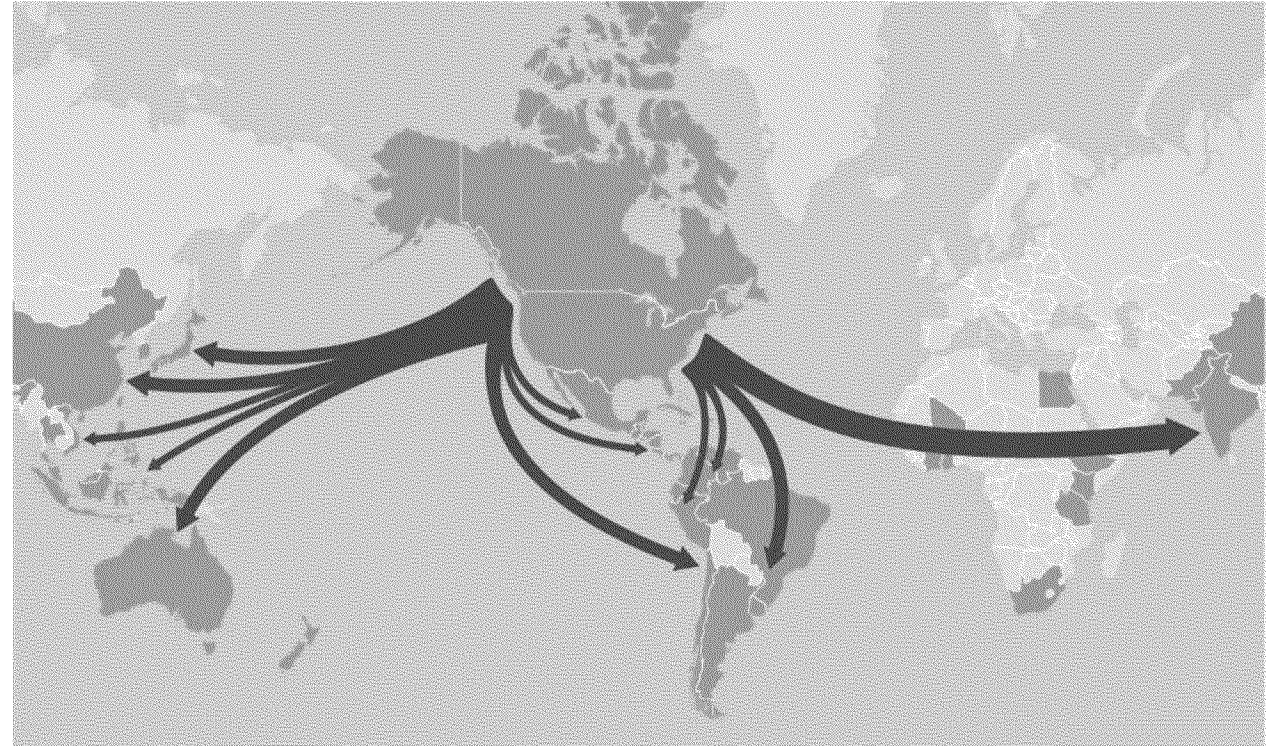
- Mosaic facilities
- Canpotex (potash)

Top phosphate importers:

- India
- Brazil

Top potash importers:

- China
- USA
- India
- Brazil



# Crop Nutrients are to Global Food Se

# e Crucial ecurity

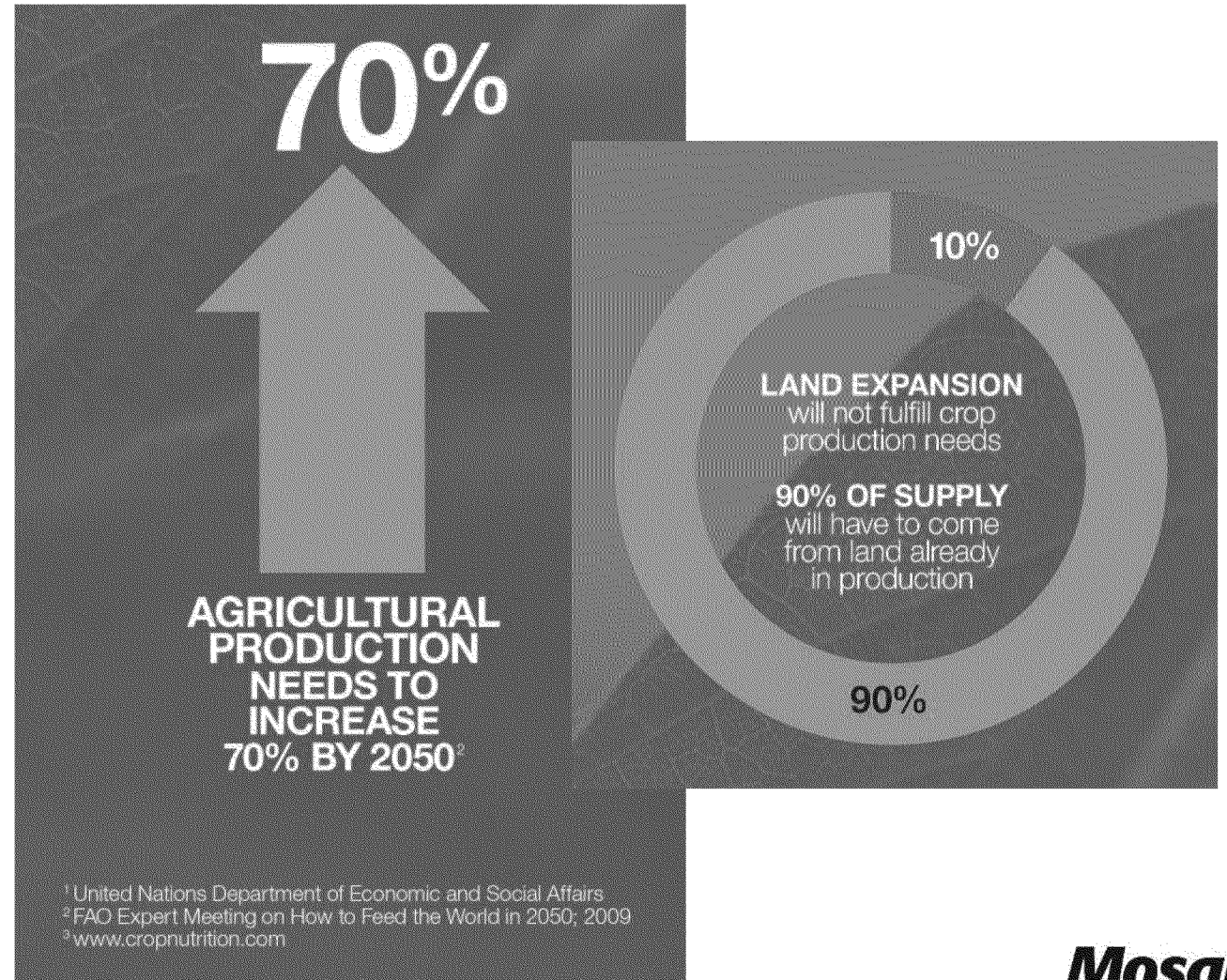
# Meeting Rising Food Demand with Crop Nutrients

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Crop nutrient demand expected to rise as the population grows.

Increasing global prosperity means more demand for meat—and for the grain to feed cattle, pigs and chickens raised for food.

Mosaic delivers innovative fertilizers to help farmers maximize yields.



# Nutrient Stewardship

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Partnerships that promote 4Rs, conservation agriculture, and best management practices in key watersheds.

- 4R Nutrient Stewardship Certification Program – Western Lake Erie Basin
- American Farmland Trust
- Florida Farm Bureau
- The Nature Conservancy
- University of Florida – Institute of Food and Agricultural Sciences



We Support & Promote



**4R**  
**Nutrient**  
**Stewardship**

**RIGHT SOURCE**  
**RIGHT RATE**  
**RIGHT TIME**  
**RIGHT PLACE**



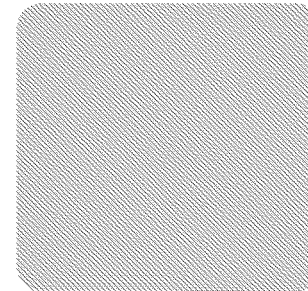
# The Crop Nutrition Experts

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**Experienced agronomists** focused on advancing crop nutrition.

**Innovative portfolio** of premium products that produce better results.

**Significant research** resulting in 20+ products, formulations and processes in R&D.



**CROP NUTRITION  
R&D**  
**500+ Trials**  
conducted with researchers, universities,  
customers and growers in United States,  
Canada, Brazil, China, India, Northern  
Latin America (Mexico to Peru),  
Argentina, Chile



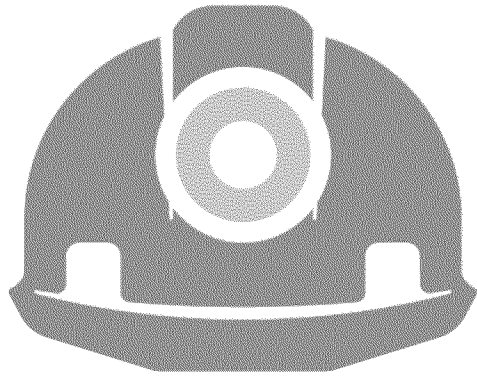
# Committed to Operating Responsibly

nsibly

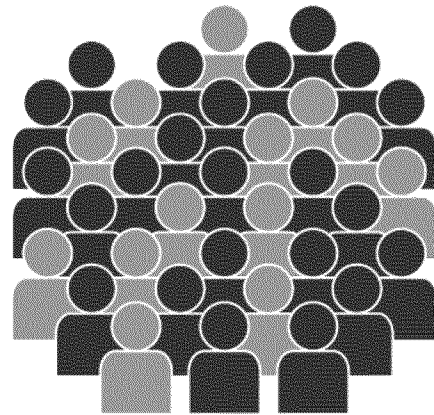
# 2016 Record Year for EHS Performance

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## Environment, Health & Safety Performance



**4** FOURTH  
CONSECUTIVE  
YEAR OF RECORD  
SAFETY PERFORMANCE



**37** FEWER  
EMPLOYEES  
WERE INJURED



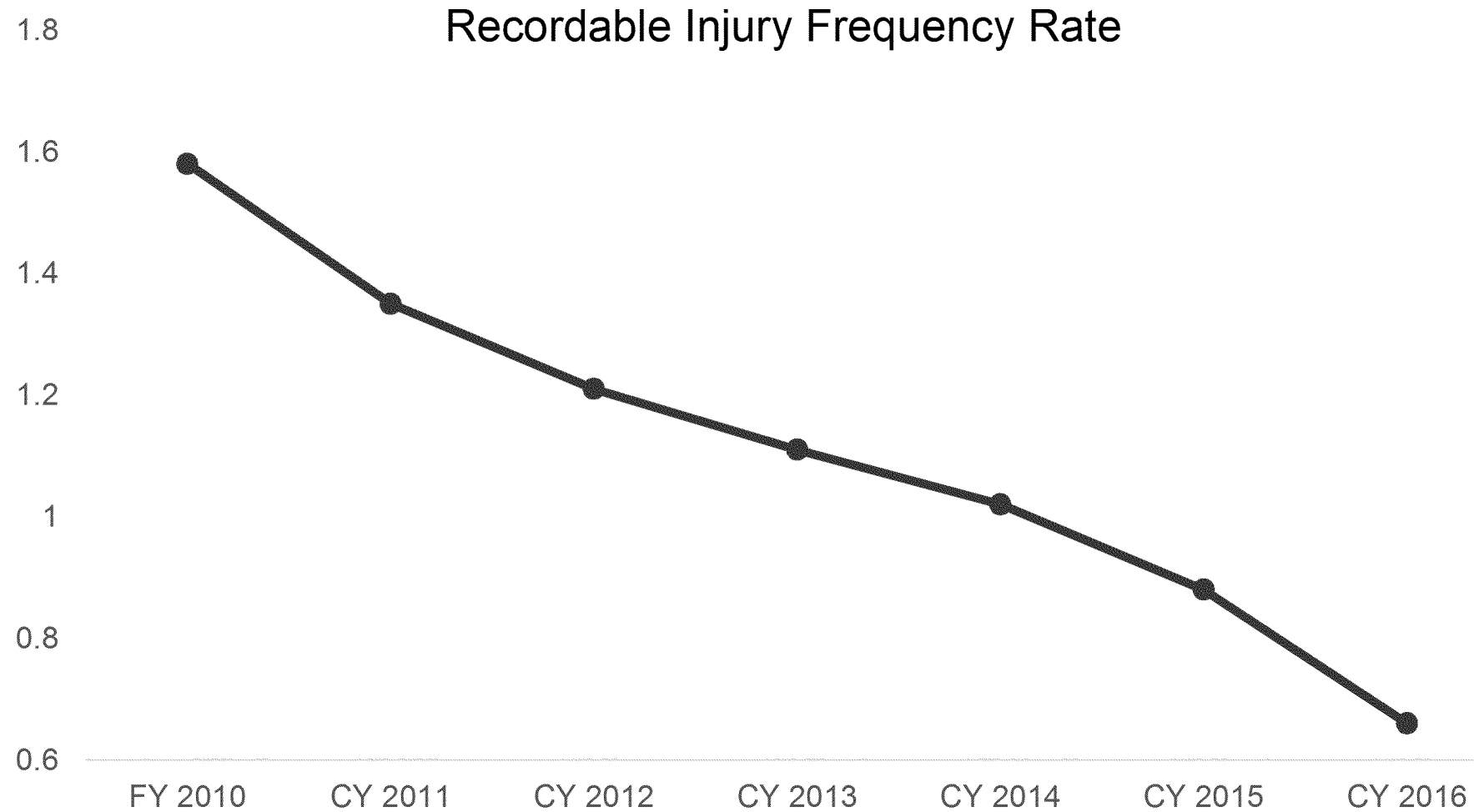
**3** FEWER  
REPORTABLE  
ENVIRONMENTAL  
INCIDENTS

*\*Fiscal year 2016, as reported against fiscal year 2015.*



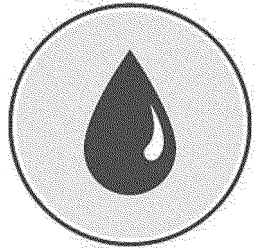
# Employee Safety

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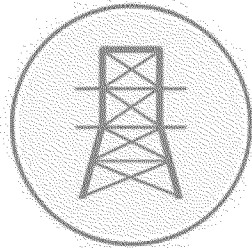


# Environmental Sustainability

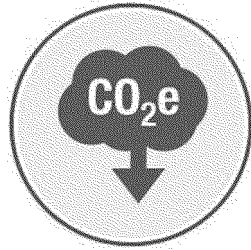
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WATER



ENERGY



GREENHOUSE GAS

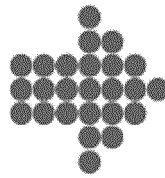
By 2020, reduce by 10% per product tonne



acre-for-acre  
reclamation of  
mined lands for  
wildlife and people

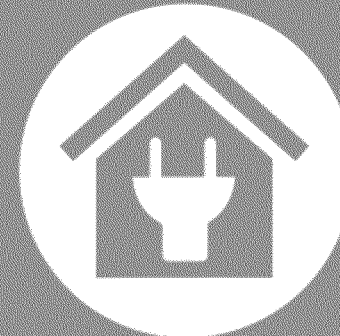
More than

**48,000**  
**ACRES**  
**RECLAIMED**



**34,000**  
**ACRES**  
**RELEASED**

Phosphates Business Unit



**1.1 MILLION GJ**  
**ENERGY SAVED**  
through continuous energy  
improvements companywide

EQUIVALENT TO POWERING  
**ABOUT 27,000 HOMES**



# Global & Local Community Investment

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## Food

- Local hunger relief
- Global agricultural development
- Agricultural research and education

## Water

- Habitat conservation
- Nutrient Stewardship
- Watershed restoration

## Local

- Philanthropic and civic programs
- Focus on local operating communities

**INVESTING 1% OF PROFITS (MILLIONS)**  
on a 3-year rolling average

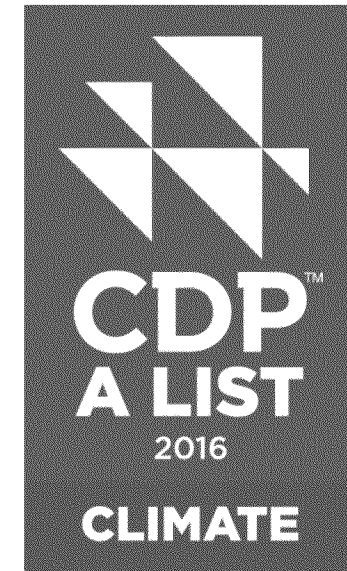
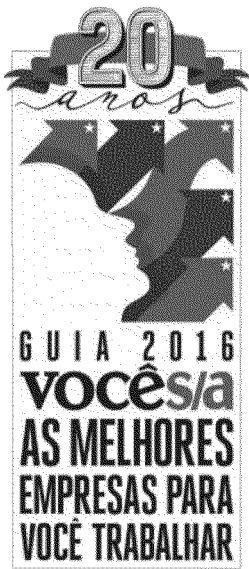


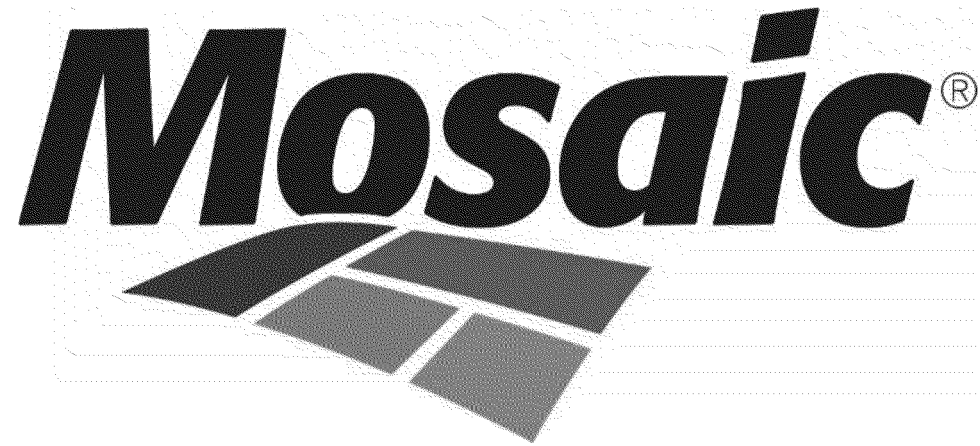
The Mosaic Company,  
The Mosaic Company Foundation  
& The Mosaic Institute in Brazil



# Recognition For Our Efforts

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Connect with us on social media and learn more at [www.mosaicco.com](http://www.mosaicco.com).