

Message

**From:** Swanson, Kevin O (59578) [koswanson@michaelbeststrategies.com]  
**Sent:** 2/13/2018 9:02:28 PM  
**To:** Ross, David P [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=119cd8b52dd14305a84863124ad6d8a6-Ross, David]  
**CC:** Penman, Crystal [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=93662678a6fd4d4695c3df22cd95935a-Penman, Crystal]; Bode, Denise A (53804) [dabode@michaelbeststrategies.com]  
**Subject:** Meeting Request - Newtrient LLC

Dear Assistant Administrator Ross:

I am writing to request a meeting with you and our client, Newtrient LLC. Newtrient was founded with the support of the dairy industry to address agricultural non-point source emissions through a voluntary environmental marketplace model. Newtrient's board is comprised of many of the dairy industry's top leaders and represents 50+% of the country's milk supply (20,000 dairy farms). The board includes Dairy Farmers of America, Land O'Lakes, Select Milk, United Dairy Men, Darigold, Agri-Mark and many more smaller to mid-size farms.

Currently, Newtrient is working at the state level on implementing their model in Wisconsin and Vermont. Based on the recent interview you gave with Politico discussing nutrient issues, we believe Newtrient could be a key collaborator with EPA given their work evaluating nutrient management technologies and creating economic incentives to implement them. We would like to explore with you ways that EPA could encourage marketplace concepts to address nutrient pollution.

As a matter of quick background, we have introduced Newtrient to Administrator Pruitt, Byron Brown, Ken Wagner, Tate Bennett and Jeff Sands with the goal of socializing Newtrient's water quality trading marketplace concept. To date, we have received strong interest and support for a marketplace concept to address pollution from agricultural operations.

Newtrient's senior leadership will be in Washington, D.C. 3/5, 3/6 and 3/7 and would greatly appreciate the opportunity to meet with you then or at your convenience.

Thank you for your consideration of this request.

Best regards,

**Kevin O. Swanson**

Senior Associate

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