

April 30, 2026

Chair John Marty
Senate Finance Committee
Minnesota Senate Building
St. Paul, MN 55155



Chair Marty and members of the Committee,

Thank you for taking action to address fertilizer prices for Minnesota farmers. We shared with Senate Energy committee earlier this year:

Farmers don't just have a price problem — they have supply & certainty problems.

Over the past several years, we've seen ammonia prices swing dramatically — more than 300 percent. That volatility isn't driven by anything happening here in Minnesota. It's driven by global natural gas markets, geopolitical instability, and supply chain disruptions.

And we're seeing that play out right now. As recent reporting has shown, global events like conflict in the Middle East are directly impacting fertilizer supply and pricing — because a significant portion of the world's fertilizer moves through vulnerable and unpredictable global trade routes. For farmers, that means one thing: unpredictable costs and unpredictable supply of one of their most important and necessary annual crop inputs against a backdrop of giant capital investments to run their operations that requires long-term planning.

That's why our organizations began working together, and other project partners to bring commercial-scale, locally produced ammonia to Minnesota. This project enables something that we—the State of Minnesota—have never had before: a 10-year contract that guarantees both price and supply of anhydrous ammonia and that kind of certainty changes everything. It allows farmers to plan ahead; it reduces financial risk; and it brings real stability to one of the largest input costs in farming.

As outlined in the proposal, this project is expected to **generate more than \$62 million in direct affordability benefits over that 10-year period for rural farm families.**

The Renewable Development Account gives Minnesota a unique opportunity to support projects that deliver real benefits to ratepayers and rural communities. Minnesota farmers should not be dependent on global markets for one of their most essential inputs.

We have the ability to produce ammonia here. We have the demand here. And now we have a model that works at commercial scale. Thank you for your support of the Minnesota Made Ammonia Act in SF 4504.

Regards,

/KC Graner, CEO, CFS

/Tristan Peitz, President, TalusAg

/Rob Davis, CGO, CleanCounts