

Good morning and welcome to the final panel session to the conference. This panel discussion this morning will include three, 30-minute presentations with 10-15 minutes of Q&A after each presenter.

One programming note before we get started here is that immediately following this panel discussion, we will move into the final Plenary Session that will conclude the conference with comments from USEPA and USDA's Natural Resources Conservation Service.

Well, my name is Mark Kieser and I am the Acting Chair of the Environmental Trading Network. I have the distinct pleasure to serve as moderator for a distinguished panel of trading veterans and colleagues that are here today to discuss, how they have made trading work.

It has been said in the past, that trading program development and implementation is not always an easy journey...that is often takes a lot of blood, sweat and tears to succeed.

So who better to describe this for you than none other than the original group, so aptly named for what it takes to achieve trading success, but the 1960's platinum record artists, Blood, Sweat & Tears. Will the band was producing hit records, their three lead artists were leading dual lives as trading professionals. This was recently revealed when the band released there most popular album:

Trading? No Sweat.

Well today we are privileged to have the band's three lead artists who have these dual lives, to speak to us about their experiences on what it takes to make trading work.

Our first artist and presenter, affectionately referred to by his fellow band members as “Blood”, is Cy Jones.

(READ BIO)

Cy is now working on trading programs in Maryland, Virginia and North Carolina. In his spare time, he has written his trading memoirs.

(SLIDE)

Of course, as the oldest member of the band, we worry about his work load and how this has affected his writing, particularly because of the title of his latest work...

Water MINUS Quality Trading

Today, Cy will share with you, some of the critical issues facing the wastewater community for participating in trading programs and how such challenges can be overcome.

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Our second presenter is known as “Sweat” amongst his friends for his tireless work to promote trading in southern Ohio.

Dusty Hall is Manager of Program Development for the Miami Conservancy District in Dayton, Ohio.

(READ)

Dusty spends an inordinate amount of time advocating for his trading program. Such efforts have been widely publicized.

(Sports IL slide)

Dusty have also been very creative in getting his message out to a variety of stakeholders in the Great Miami River basin.

Today, he will share with you, some of the key program elements that are a part of this effort.

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Our final artist and presenter today, Dennis O'Grady, often referred to as, "Tears" by local groupies for his sensitivity to watershed stakeholders, is General Manager of the South Nation Conservation Authority.

(READ)

After these nine long years, Dennis remains philosophical about his trading successes in Ontario...

(GQ slide)

Dennis will capture the essence of our Blood, Sweat and Tears panelists today with his trading journeys north of the border.

WITHOUT further a due, please welcome our first presenter, Cy "Blood" Jones...

