Meeting the Challenge of the Asian Citrus Psyllid in California Nurseries

A two-day workshop in Riverside, California

June 11-12, 2009

Invited Speakers:

J. Ayres - Fundecitrus, Brazil
J. Bethke - UC, CA
G. Baze - Golden Pacific Structures, CA
T. Delfino - CCNS, CA
F. Dixon - Wells Fargo, CA
D. Elder - American Ag Credit, CA
T. Gast - Southern Gardens Citrus, FL
P. Gomes - CHRP, USDA-APHIS, NC
E. Grafton-Cardwell - UCR, CA
D. Howard - AgraTech, CA
N. Jameson - Brite Leaf Nursery, FL
R. Keijzer - KUBO, The Netherlands
P. Llatser - AVASA, Spain
S. McCarthy - CDFA, CA
G. Vidalakis - UCR-CCPP, CA

Organizing Committee:

T. Delfino - California Citrus Nursery Society
A. Eskalen - Dept. of Plant Pathology & Microbiology, University of California Riverside
R. Lee - USDA-ARS, National Clonal Germplasm Repository for Citrus and Dates
G. Vidalakis - Citrus Clonal Protection Program, Dept. of Plant Pathology & Microbiology, University of California Riverside

Registration: http://ccpp.ucr.edu & http://eskalenlab.ucr.edu

Location:

Sunkist Center
Citrus State Historical Park
9400 Dufferin Avenue
(Corner of Van Buren Blvd)
Riverside, California

Information on line at: http://eskalenlab.ucr.edu

Sponsored by:
Financing for Installation

What should you expect
Who is Wells Fargo Financial Leasing?

- We are part of the bank but are run outside of the main banking group.
- Our credit decisions are made independently from the bank.
- Commercial and Agricultural Division?
- Acquired in March 2003
- How do I fit into the picture?
I. Wells Fargo: #1 Ag Lender
Wells + Wachovia = $9.6 Bil

Nation's top Commercial Banking Lenders to Production Agriculture
($MM)

Source: Ag Banker, April 2009
Different Services that Wells Fargo Offers

- RCBO and the Business Banking Units
- Wells Fargo Equipment Finance
- Insurance
- Financial Products
- We offer over 150 different bank products and 83 different partners to serve you
Partners Products

- **RCBO**
  - Line of Credit needs of $2MM and up
  - Customer focus and relationship approach to doing business

- **WFEFI**
  - 100% financing available for equipment
  - Fixed rates, 3-7 years
  - Off-balance sheet financing
  - Ability to exchange depreciation benefits for a lower rate
  - Ability to match seasonal cash flows
Partners Products

• **Insurance**
  – Crop insurance
  – Property insurance
  – Health insurance

• **Financial Products**
  – Hedging
  – Contracting
  – SWAPS
Commercial and Agricultural Divisions Products

• Main focus is on agricultural real estate
  – Conventional fixed rate mortgages
  – SWAPS
  – 3 to 10 year fixed rates
  – 10 year balloons with 20 year amortizations
  – Require a first deed of trust position
  – We can offer seasonal payment schedules

• Building leases
  – May accelerate the write off
  – Off balance sheet liability
General State of the Economy
How this has effected banks

- Poor credit decisions have been made and some have gone out of business
- Liquidity has gotten tighter for many institutions
- Credit application are being looked at closer
- Money has gotten more expensive
What can you do to prepare for the bank

- Prepare budgets that show how this project will effect cash flow.
- Historical financial information
- Be prepared to offer more collateral
- Personal guarantees
- Updated appraisals
- Sound business plan
What should you be looking for in a Bank?

• Sound balance sheet

• A firm understanding of your business

• A proven commitment to your industry

• Cheapest isn’t always the best
General Overview

• Banks are still lending money
• Be prepared to present a solid application
• Lock your rate
Contact Information

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Questions and Answers