

Meeting the Challenge of the Asian Citrus Psyllid in California Nurseries

A two-day workshop in Riverside, California

June 11-12, 2009

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



Florida-Foundation Block



Brazil-Citrus Nursery



M. Rogers



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

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

Sponsored by:



CALIFORNIA CITRUS NURSERY BOARD



Bayer CropScience

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

Financing for Installation

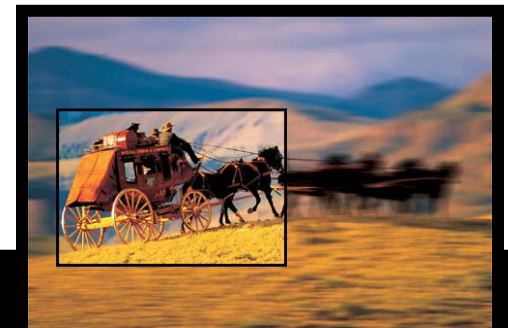
What should you expect



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?**

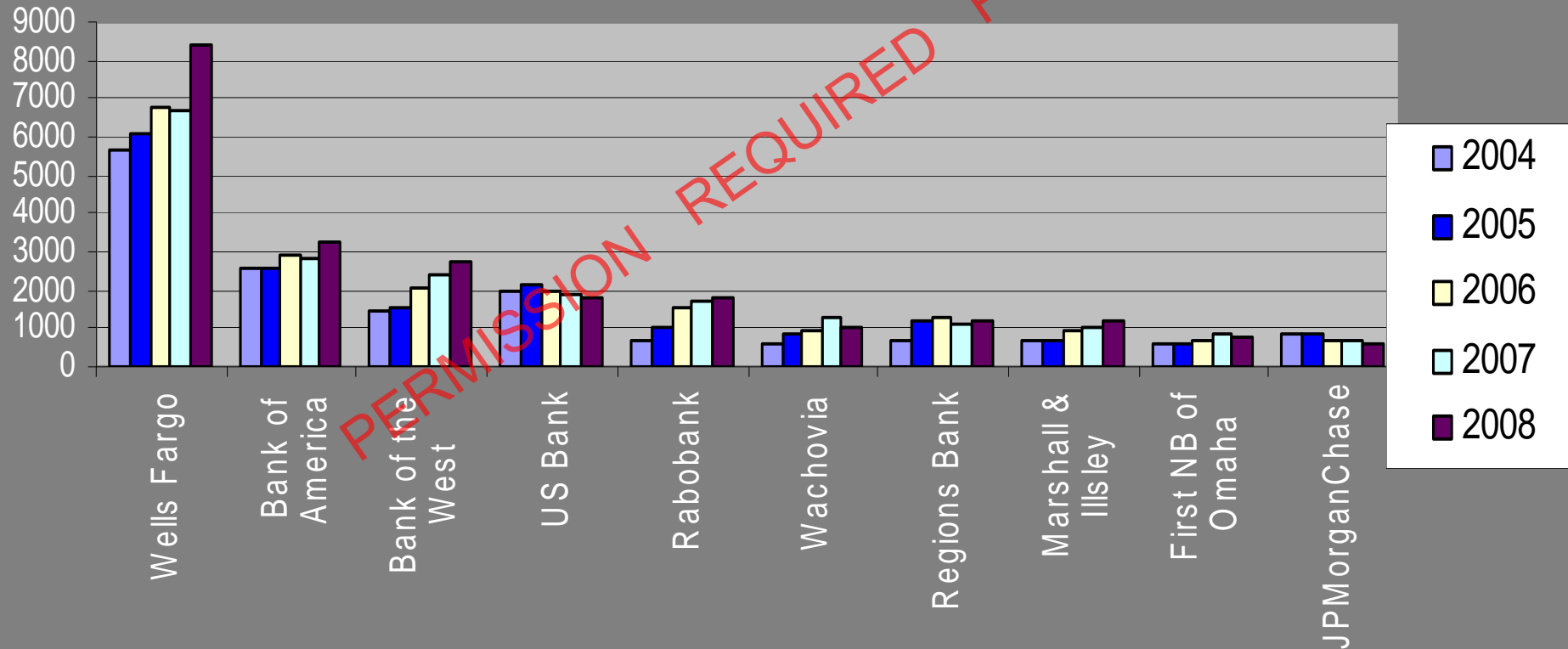
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I. Wells Fargo: #1 Ag Lender

Wells + Wachovia = \$9.6 Bil

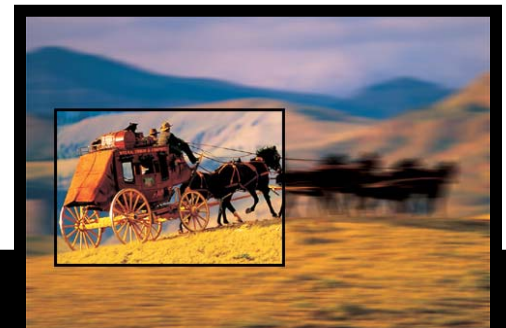
Nation's top Commercial Banking Lenders to Production Agriculture
(\$MM)



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**

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Partners Products

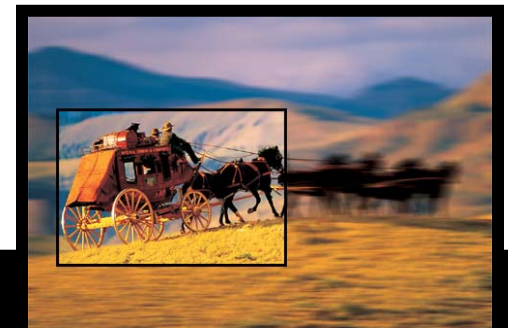
- **RCBO**

- 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

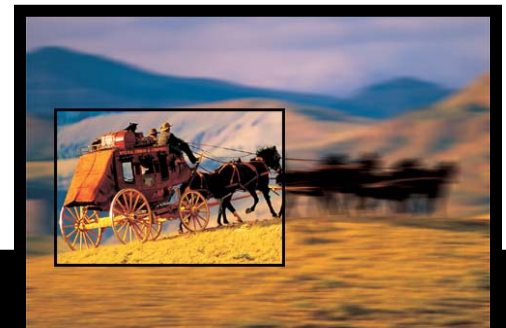
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Partners Products

- **Insurance**
 - Crop insurance
 - Property insurance
 - Health insurance
- **Financial Products**
 - Hedging
 - Contracting
 - SWAPS

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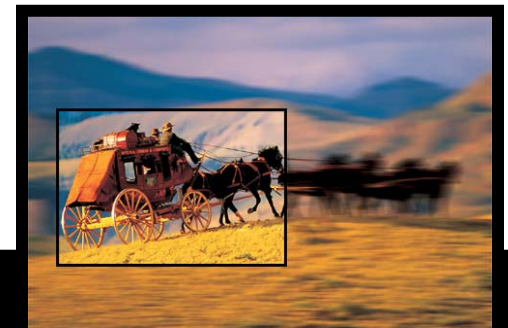
Commercial and Agricultural Divisions Products

- **Main focus is on agricultural real estate**

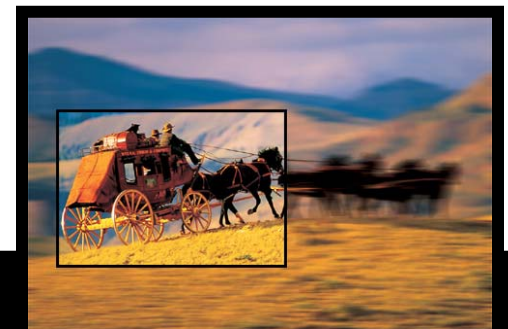
- Conventional fixed rate mortgages
- SWAPS
- 3 to 10 year fixed rates
- 10 year balloons with 20 year amortizations
- Require a first dead of trust position
- We can offer seasonal payment schedules

- **Building leases**

- May accelerate the write off
- Off balance sheet liability



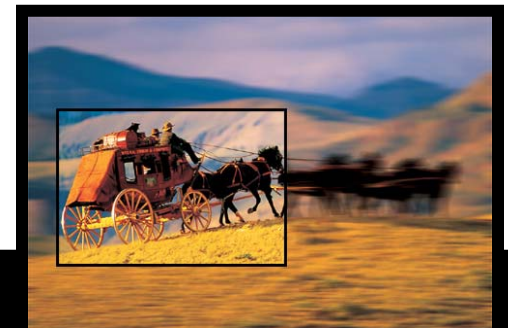
General State of the Economy



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**

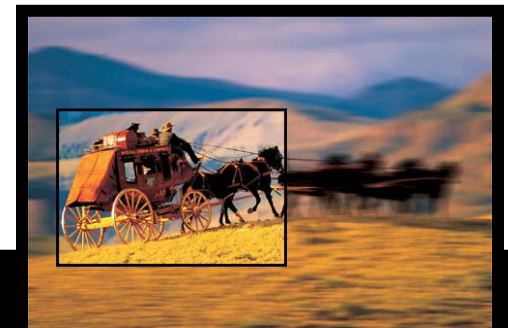
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What can you do to prepare for the bank

- **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**

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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**

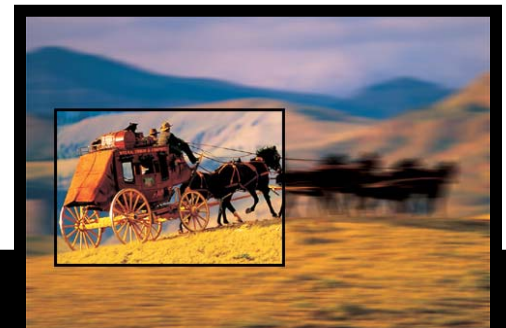
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General Overview

- **Banks are still lending money**
- **Be prepared to present a solid application**
- **Lock your rate**

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Contact Information

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Questions and Answers

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