

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>

CITRUS NURSERY FINANCING OPTIONS



American AgCredit
Money for Agriculture

Mission Statement

We are a borrower-owned financial institution whose primary mission is to serve American agriculture by providing loans and related services to eligible individuals and entities.



Association Overview

American AgCredit is the nation's 7th largest Farm Credit cooperative with \$3.7 billion in outstanding loans.

American AgCredit specializes in providing financial services to agriculture and rural customers throughout California and Nevada.

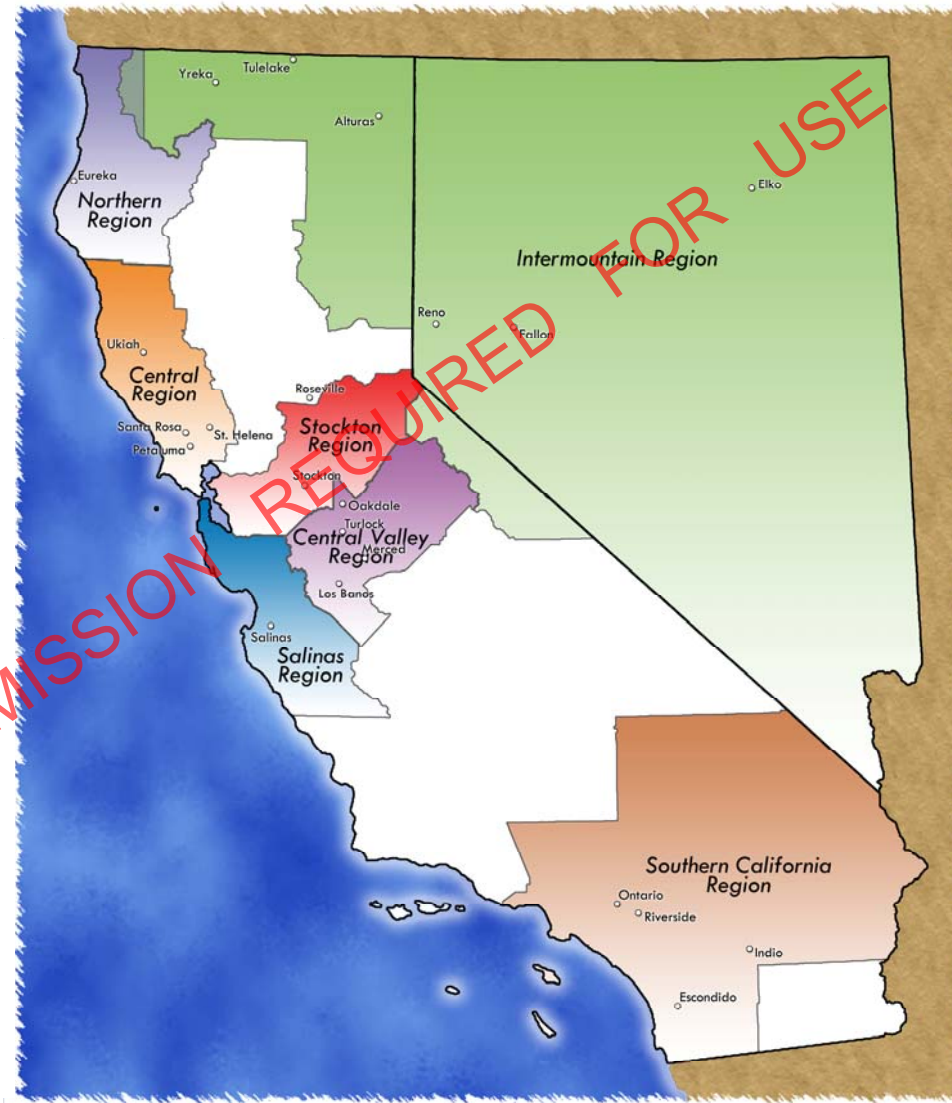
Financial services provided by American AgCredit include:

- Production and mortgage financing
- Equipment and vehicle leasing
- Lines of credit
- A Young, Beginning and Small Farmer Program



American AgCredit
Money for Agriculture

Association Map



Strengths

- We know and understand agriculture.
- We have a long history of being a dependable source of agricultural financing.
- We offer an array of products and technology to meet the varying needs of our customers.
- We offer competitive interest rates which generate solid earnings.
- We have implemented a Cash Dividend Program to benefit our members.



Cash Dividend Program

- In February 2009, American AgCredit distributed \$14.7 million in net income to its members.
- In the past four years, American AgCredit has disbursed more than \$64 million to our members.
- “Considering the economic climate we’re in, the ability for us to return profits to our customers is a direct reflection of our strength and stability. This strength allows us to distribute cash dividends back to the very people who make our success possible – our members.” *Ron Carli, CEO*

What is a Lease?

A lease has four simple attributes:

1. It's an agreement between an equipment owner (lessor) and a user of the property/ equipment (a lessee)
2. The lessor transfers use but not ownership of the asset to the lessee
3. The lessee pays for the use of the equipment in the form of rent
4. The lessee returns the asset to the lessor at the end of the agreement



Why do customers lease?

- To obtain 100% Financing
- To finance related soft costs (delivery, installation)
- To preserve working capital
- To maximize payments to cash flow
- To manage taxes
- To minimize equipment obsolescence and reduce ownership risk
- To standardize equipment replacement cycles



Equipment to Lease

- Greenhouses / screen houses
- Greenhouse equipment such as bench systems, heaters and fans
- Fleet vehicles or other transportation equipment
- Drip irrigation systems
- Forklifts, sprayers, engines, power units, pruning equipment, frost wind machines
- Solar
- Office equipment
- Other



Structures/Terms

- Terms range from 36 to 60 months
- Payment frequency: Match payments to suit the need (monthly, quarterly, semi-annual or annual, skip or defer payments)
- New or Used: May determine term and residual percentage
- Residual: Percentage or dollar amount
- Variable residual types and end of lease options
- Rate: Based on size and term



Lease Example 1

Purchase a new Greenhouse

- Lease Price \$350,000
- Lease Amount \$350,000
- Structure 60 months (5 years)
Monthly Payments
\$1 buyout

$\$350,000 \times .01985$ (lease factor) = $\$6,947.50$ /month
plus applicable sales tax



Lease Example 2

Purchase a new truck

- Lease price \$50,000
- Lease amount \$50,000
- Structure 60 months
Monthly payments
20% Residual

$\$50,000 \times .02609$ (lease factor) = \$1,304
plus applicable sales tax



Questions?

PERMISSION REQUIRED FOR USE



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