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GOOD AFTERNOON:

I AM RICHARD CULLEN, AND I AM THE ASSISTANT VICE-PRESIDENT-OPERATIONS FOR AN AFFILIATE OF JOHN DEERE CAPITAL CORPORATION.

THE CAPITAL CORPORATION, WHICH PRIMARILY PROVIDES FINANCING OPPORTUNITIES FOR FARMERS, CONSTRUCTION CUSTOMERS, AND HOMEOWNERS, HAS BEEN LOCATED AT THE SAME LOCATION IN DOWNTOWN RENO FOR NEARLY 33 YEARS.

CURRENTLY, THERE ARE APPROXIMATELY 30 JOHN DEERE EMPLOYEES LOCATED IN THE RENO AREA, INCLUDING THOSE AT OUR REGIONAL SALES OFFICE.

ON MARCH 21, 2003, JOHN DEERE CAPITAL CORPORATION FILED AN APPLICATION FOR A NEVADA THRIFT COMPANY WITH THE NEVADA FINANCIAL INSTITUTIONS DIVISION HERE IN CARSON CITY. THE PROPOSED NAME OF THE INSTITUTION IS "JOHN DEERE SAVINGS BANK."

CONCURRENT WITH OUR STATE FILING, WE ALSO SUBMITTED AN APPLICATION FOR THIS SAME INSTITUTION WITH THE FEDERAL DEPOSIT INSURANCE CORPORATION.

I AM THE PROPOSED PRESIDENT OF THIS BANK.

THE BANK IS EXPECTED TO BE HEADQUARTED IN RENO, NEVADA, LIKELY IN THE DOWNTOWN AREA. RENO NEVADA WAS CHOSEN AS THE LOCATION OF THE NEW BANK, BECAUSE WE HAVE OPERATIONS THERE, AND WE HAVE HAD A VERY FAVORABLE RELATIONSHIP WITH BOTH THE CITY AND THE STATE SINCE 1970.

THE PURPOSE OF THIS BANK IS TO ENABLE JOHN DEERE TO PROVIDE A BROADER OFFERING OF FINANCIAL SERVICES, WHICH INCLUDES THE TAKING OF RETAIL DEPOSITS FROM ITS' EXISTING CUSTOMERS.

THE BANK ALSO INTENDS TO OFFER OPERATING LOANS, PRIMARILY TO BUSINESSES AND LARGE RURAL FARMERS. JOHN DEERE CREDIT HAS OFFERED OPERATING LOANS TO THIS SAME CUSTOMER BASE FOR SEVERAL YEARS, BUT FROM A LOCATION IN THE MIDWEST.

WE EXPECT TO OPERATE THE BANK AS A "VIRTUAL ENTERPRISE" AND OFFER OUR SERVICES VIA ELECTRONIC MEANS.

IT IS EXPECTED THAT THE ASSETS FOR THE NEW BANK WILL EXCEED \$100 MILLION AND THE BANK WILL LIKELY EMPLOY 10 OR MORE NEW EMPLOYEES AT START UP.

ASSEMBLY COMMERCE & LABOR 1083
DATE: 4/09/03 ROOM: 4100 EXHIBIT T
SUBMITTED BY: Richard Cullen

ONCE THE BANK IS ESTABLISHED, JOHN DEERE WOULD PARTICIPATE IN LOCAL AND REGIONAL COMMUNITY REINVESTMENT ACT PROGRAMS IN NEVADA.

WE BELIEVE, THAT THE PROPOSED BILL (AB389) UNDER CONSIDERATION, IF PASSED, WILL NOT DISCOURAGE NON-BANK ENTITIES, SUCH AS RETAILERS, FROM OWNING BANKS. ON THE CONTRARY, IF RETAILERS, OR COMPANIES LIKE JOHN DEERE ARE NOT ALLOWED TO START THESE BANKS IN NEVADA, THEY WOULD HAVE TO PURSUE OPPORTUNITIES IN ANOTHER STATE.

WE BELIEVE THAT THIS BILL WILL CERTAINLY COST NEVADA JOBS TODAY, AND REDUCE JOB GROWTH IN THE FUTURE FOR THE STATE.

IN FACT, PASSAGE OF AB389 MAY FORCE BANKS THAT ARE ALREADY LOCATED IN NEVADA TODAY AND THAT EMPLOY HUNDREDS OF NEVADA RESIDENTS TO MOVE THEIR OPERATIONS TO OTHER STATES.

JOHN DEERE PLANS TO ADD EMPLOYEES IN THE YEARS AHEAD IN OUR CREDIT OFFICE, OUR PROPOSED BANKING OPERATION AS WELL AS OUR DIVISION SALES OFFICE LOCATED IN RENO. PASSAGE OF THIS BILL WOULD FORCE JOHN DEERE TO LOOK ELSEWHERE FOR MUCH OF THAT GROWTH.

IN SUMMARY, THIS IS AN IMPORTANT ISSUE, AND FOR THE REASONS SIGHTED, OUR COMPANY DOES NOT SUPPORT THE PASSAGE OF AB389.