



JOHN DEERE

27 March 2023

North Dakota Legislature
Bismarck, ND 58505

Re: HB 1168 - Support of Twenty-First Century Manufacturing and Animal Agricultural Workforce Incentive

Chairman and members of the Senate Appropriations – Government Operations Division:

On behalf of John Deere, we would like to voice our support for the expansion of the Twenty-First Century Manufacturing and Animal Agricultural Workforce Incentive, currently being considered in House Bill 1068. John Deere has facilities across the world where we manufacture high quality agricultural, turf, construction, forestry mining and road building equipment. Specifically, in North Dakota, John Deere Intelligent Solutions Group is in Fargo and John Deere Seeding Group is located in Valley City. Our business supports over 1265 employees and their families, all of whom make considerable contributions to the economic vitality of the state.

The products we manufacture are becoming more technologically advanced every day. Our Intelligent Solutions Group is one of the primary locations for the manufacturing of electrification, guidance and controls technologies used in our products around the world. These specialized devices enable precision agriculture practices that have positive impact both to the environment and our customers' bottom line. On our construction, forestry, and mining equipment, these products enable extreme precision for grading, leveling and other key activities in the industry.

In Valley City, we manufacture large air seeding equipment, allowing customers to make fewer passes with greater precision during North Dakota's very narrow seeding windows. This greatly improves efficiency and soil health and drives down costs for our producers.

The current Twenty-First Century Manufacturing Workforce Incentive has been in place since 2013. Since its inception, this credit has been a proven economic development tool, encouraging continued capital improvements and facility modernization across the state.

As you are no doubt aware, the workforce continues to be a challenge for all employers. Producing more technologically advanced machines means our tools for manufacturing follow suit. This adoption of automated production capabilities ultimately translates into additional highly skilled and highly compensated job opportunities for North Dakota residents, allowing us to remain viable in today's competitive marketplace.

On behalf of John Deere, thank you for considering the expansion of the Twenty-First Century Manufacturing and Animal Agricultural Workforce Incentive and for your support in promoting a strong and vibrant business environment in the state of North Dakota.

Sincerely,

Steve Speich
Factory Manager
John Deere Intelligent Solutions Group - Fargo

Cory Reynolds
Factory Manager
John Deere Seeding Group -Valley City