



Vol.1

A monthly update of important
upcoming Farmer Mac events

November 9, 2007

Farmer Mac is the secondary market for agricultural real estate and USDA guaranteed loans. The Almanac communicates important upcoming events and announcements to agricultural lenders. Questions about Farmer Mac can be answered through calling Farmer Mac at 800-879-3276 or by using the email hotline at Opportunities@farmermac.com.

NOVEMBER						
Join Farmer Mac at the following events.						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5	6 AR Ag Bankers Conference	7 AR Ag Bankers Conference	8	9 Cash Window Closes at 12pm EST	10
11 VETERANS DAY	12 VETERANS DAY (Observed) (Cash Window Closed)	13	14 CROP Webinar	15 AgEquity Rolls Out AgEquity Webinar MN Ag Bankers Conference	16	17
18	19 IA Office Moves Emailed Rates Begin	20	21	22 THANKSGIVING (Closed)	23 THANKSGIVING (Closed)	24
25	26 IL FSA Meetings	27	28	29 AgEquity Webinar	30	

DECEMBER						
Join Farmer Mac at the following events.						
SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4	5	6 IL Ag Leadership Presentation	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23 30	24 CHRISTMAS EVE (Closed) 31	25 CHRISTMAS DAY (Closed)	26	27	28	29

	30	(Closed)	31	DAY (Closed)				
--	----	----------	----	-----------------	--	--	--	--

- 11/ 7-8: Arkansas Ag Bankers Conference includes Farmer Mac sponsorship and presentation
- 11/ 9: Cash Window closes at 12:00 noon EST due to Veterans Day holiday
- 11/12: Cash Window closed due to observance of Veterans Day
- 11/14: Farmer Mac CROP Group Webinar (Customer Response and Opinion Panel)
- 11/15: AgEquity Revolving Line of Credit Rolls Out
AgEquity Webinar at 12:00 noon EST
- 11/15-16: Minnesota Ag Bankers Conference includes Farmer Mac sponsorship and presentation
- 11/19: Farmer Mac Iowa Office opens at new location in suburban Des Moines
- 11/19: First day for emailed rate service for Sellers in Good Standing
- 11/22-23: Farmer Mac closed for Thanksgiving holidays
- 11/27: Farmer Mac participates in FSA Lender Training in Galesburg, IL
- 11/28: Farmer Mac participates in FSA Lender Training in Decatur, IL
- 11/29: AgEquity Webinar at 12:00 noon EST
- 12/6: Farmer Mac presents to the Illinois Ag Leadership Foundation class

Farmer Mac “Almanac” Launches with This Issue!

Beginning with this issue, important news from Farmer Mac will be communicated through two separate publications.

Farmer Mac Almanac, a new monthly communication, will focus on product, pricing and other promotional information for the Farmer Mac I Full-Time Program, Part-Time Farm Program as well as Farmer Mac II.

Technical updates as well as announcements of changes in the Farmer Mac Seller/Service Guide will still be announced in Seller Bulletins.

AgEquity Revolving Line of Credit Will Be Available on November 15

Farmer Mac is pleased to announce that beginning November 15, a revolving line of credit product called AgEquity will be available to all Sellers of Farmer Mac I Full-Time Farm program loans.

AgEquity is a multi-year revolving line of credit loan secured by a first mortgage on eligible agricultural real estate. Borrowers have access to available funds and can borrow and repay funds as often as they like prior to the end of the draw period. The draw period will be either five or ten years, with a loan term of up to thirty years.

This cash management tool can minimize interest expense for borrowers since funds are drawn only when needed, and borrowers can negotiate for the best deal knowing they have the financing in hand. The rate will be the Prime Rate minus 1.15%.

Two webinars, one each on Thursday, November 15 and November 29 at noon eastern time, will be conducted by Farmer Mac to review the product with participants. Registration procedures will be provided on Monday, November 12.

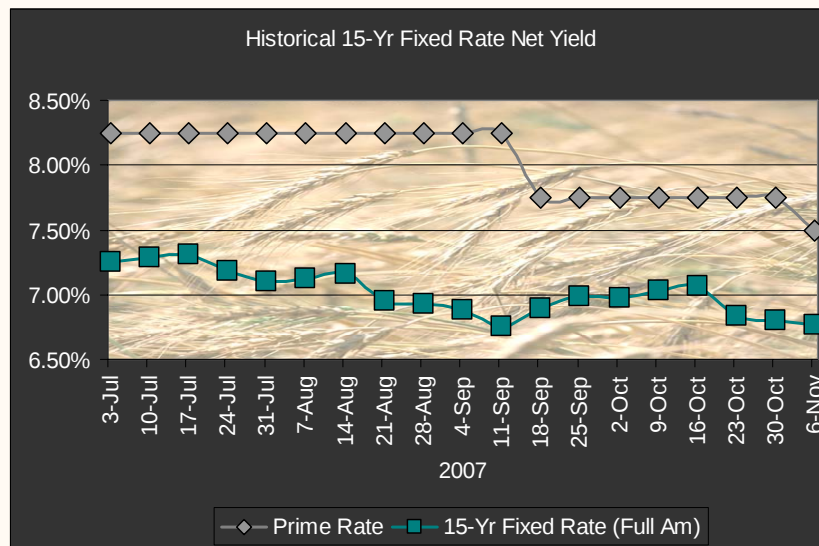
Farmer Mac I Full-Time Farm 15-Year Fixed Rate Product Pricing Well Below Prime Rate

Throughout 2007, interest rates on Farmer Mac’s popular 15-year fixed rate open prepayment products have been well below the Prime Rate. Furthermore, since July 1, 2007, the rate for this product decreased more than 50 basis points to a current indicative Net Yield of 6.77 percent, as of November 6. Even after the two rate cuts by the Federal Reserve, Farmer Mac’s 15-year fixed rate remains almost 73 basis points below the Prime Rate. Also, Sellers who are members of the American Bankers Association (ABA) can deduct another 12.5 basis points from the Net Yield as well, since the product is part of the ABA/Farmer Mac Alliance.

rate remains almost 75 basis points below the Prime Rate. Also, Sellers who are members of the American Bankers Association (ABA) can deduct another 12.5 basis points from the Net Yield as well, since the product is part of the ABA/Farmer Mac Alliance.

Fixed rate products are especially compelling today compared to floating rate products due to their extremely competitive pricing. Fixed rates also have the advantage of eliminating borrowers' exposure to potential upward rate shocks of the kind that have created today's dislocation in the housing mortgage markets. Now is an excellent time to consider converting borrowers from floating rate loans to fixed rate loans.

To learn more about the Farmer Mac 15-year fixed rate product, please consult the Product Description section of the Farmer Mac Seller/Service Guide.



Iowa Office Opens in New Location on November 19

Farmer Mac I Full-Time Farm underwriters and servicers will be moving a few miles, from Ames to suburban Des Moines, IA. Beginning November 19, the staff's new address will be:

1517 N. Ankeny Blvd, Suite E
Ankeny, IA 50021

Loan packages received the week prior to the move will be forwarded to the new address. The toll-free telephone number, 866-452-2617, will remain the same.

ABA and Farmer Mac Announce Renewal of Unique Alliance

The American Bankers Association (ABA) and Farmer Mac announced the renewal of the ABA/Farmer Mac Alliance. Under the agreement, ABA member banks enjoy pricing discounts for selected Farmer Mac products and for customized loan packaging services. ABA members also benefit from a streamlined process through which they access Farmer Mac. The alliance was originally established in November of 2005. The renewal was announced at the 2007 National Agricultural Bankers Conference sponsored by the ABA in Milwaukee in late October.

Receive Farmer Mac Rates Via Email Beginning November 19

No more need to log in to the Farmer Mac website to check rates each day. Farmer Mac Sellers in Good Standing will soon have the option to have daily rates emailed to them every morning. Watch for the email announcing this new service.

See Farmer Mac Representatives in Your State

Farmer Mac sponsors, supports and participates in a number of state ag financing events.

In November, Farmer Mac will be sponsoring events and making presentations at both the

Farmer Mac sponsors, supports and participates in a number of state ag financing events.

In November, Farmer Mac will be sponsoring events and making presentations at both the Arkansas and Minnesota Ag Bankers Conferences. The Arkansas Conference is on November 7-8; the Minnesota Conference is on November 15-16.

Patrick Kerrigan will be in Illinois where Farmer Mac will participate in FSA Lender Training in Galesburg and Decatur on November 27 and 28, respectively.

Check the Farmer Mac Almanac calendars to see when Farmer Mac representatives will be near you or at a conference you will be attending.

Frequently Asked Questions Are Answered Via Video Format

New Farmer Mac Sellers pose many of the same questions to Farmer Mac as they begin to submit loans to us. To help guide those customers through the process, Farmer Mac underwriters recently videotaped brief two-minute answers to approximately twenty of the most common questions. The videos are very helpful, especially to new users, and are now posted on the Farmer Mac website in the “Lenders” section.

Questions include topics such as:

- Understanding Farmer Mac I Full-Time Farm Products - - Where Do I Find the Descriptions?
- Is There a Short-Cut Grid to Help Me Differentiate the Farmer Mac I Underwriting Guidelines?
- What is the Preliminary Checklist?
- When Should I Rate-Lock My Loan?
- What Does Farmer Mac Look for in Reviewing Appraisals?



