



FARMERMAC
Financing Rural America

Farmer Mac Refresh:

Tracking the Tabs to Success



Balance Sheet & Loan Summary Tabs



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Tracking the Tabs to Success Series

Getting Started with AgPower

- Farm & Ranch Loan Purchase Process
- Accessing AgPower
- Application Queue
- Application Tab
- Borrower Info Tab
- Communication/Attachment Tab

August 7th 2013

Income & Expense and Subsidiary Analysis

- Income & Expense Tab
- Proforma Income & Expense Tab
- Subsidiary Analysis Tab

August 21st 2013

Balance Sheet and Loan Summary

- Balance Sheet & Schedules
- Consolidated Balance Sheet & Schedules
- Proforma Balance Sheet and Schedules
- Loan Summary Tab

August 14th 2013

Loan Submission and Final Steps

- Submitting the Loan
- Preliminary Loan Approval
- Appraisal Checklist
- PPDocs
- Rate Locking and Rate Lock Info Tab
- Purchase Request & Purchase Info Tab

August 28th 2013

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Balance Sheet & Loan Summary Tabs

Today's Webinar will cover the following:

- The Balance Sheet and Balance Sheet Schedules
- The Consolidated Balance Sheet and Schedules
- The Proforma Balance Sheet and Schedules
- The Loan Summary Tab

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Balance Sheet Tips

- Current, Market Value, Balance Sheet within 90 days for all borrowers
 - Separate balance sheets should be entered and AgPower will automatically consolidated for multiple entities
- Any asset or liability that could be categorized to a specific schedule should go on that schedule
- Provide verifications of assets and liabilities if material to the credit
- All debt listed on the credit report should be on the balance sheet, including credit card debt
- Personal interest in an entity should be shown as an intermediate asset


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- Current, Market Value, Balance Sheet within 90 days for all borrowers
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- Provide verifications of assets and liabilities if material to the credit
- All debt listed on the credit report should be on the balance sheet, including credit card debt
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The Balance Sheet and Schedules

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Financing Rural America

Application Number: DC-110011
Borrower: MAC LAND LLP



FAMC Approved Sellers' Application for Submission to FAMC

Loan Origination System

Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	INC and EXP	Consolidated INC/EXP PROFORMA	Appraisal	UW Analysis	Products Option	Manual / UW Grid
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach				Instruction Letter

Balance Sheet - Market Basis

Statement of: **MAC FARMER** Date: **12/31/2010** Entity No: **3**

CURRENT ASSETS

Cash: 16,997

Saving: 120,000

Marketable Bonds & Securities: 63,000

Cash Value Life Insurance: 0

Prepaid Expenses & Supplies: 0

Accounts Receivable (Schedule D): 0

Current Portion Notes Receivable (Schedule E): 0

Harvested Crops (Schedule G): 0

Growing Crops (at cost) (Schedule F): 0

Livestock held for sale (at market) (Schedule I): 0

CURRENT LIABILITIES

Current Debt - Mkt. LS, Crop Credit (Schedule C): 0

Income Taxes Payable: 0

Real Estate Taxes Due: 0

Rents Due: 0

Accrued Interest (Schedule A,B,C): 0

Current Mat. of Non-Curr. Debt (Schedule A,B): 20,000

Save

Other Current Assets:

	Description	Amount
Det Edit	LIMIT UP STOCK FUND	600,000
Det Edit	MUNICIPAL BONDS	272,500
Det Edit	U.S. TREASURY BONDS	300,000
Save		


Accounts Payable(one year):

	Description	Amount
Save		

Total Current Assets: 1,372,497


Total Current Liabilities: 20,000

It is important to complete an individual Balance Sheet for each of the borrowing entities. Here you can see we are on MAC Farmer's personal balance sheet. You can change amongst the entity Balance Sheets by clicking this down arrow. The borrowers were assigned an entity number on the Borrower Info tab. Please enter the balance sheet date in this field. Keep in mind, balance sheets should be at market value and within 90 days of submitting the loan request. For inputting purposes it is easier to complete the BS(a) tab first and then come back to the Balance Sheet tab, as items from the schedules flow through to the Balance Sheet tab.



FARMERMAC
Financing Rural America

Application Number: DC-110011
Borrower: MAC LAND LLP



FAMC Approved Sellers' Application for Submission to FAMC

Loan Origination System

Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	NIC and EXP	Consolidated NIC/EXP PROFORMA	Appraisal Cklat	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

Balance Sheet (a) Schedule A, B, and C

Balance Sheet (a) Schedule D - K

Entity No: 1 - (MAC LAND LLP)

SCHEDULE A - REAL ESTATE AND DEBT

	New Loan Collateral	Acres	Year	Description	Purchase Price	Market Value	Payable To	p f e*	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Del Edit	Yes	320	1995		672,000	1,750,000	FARM LOAN 2	f	695,058	6.000	4,948	35,703	10,000
Del Edit	No	640	1986		1,200,000	3,600,000		f	0	0.000	0	0	0
Del Edit	No	480	1999		888,000	2,750,000	FARM LOAN ONE	f	972,455	7.000	0	68,072	50,000
Del Edit	No	240	2001		720,000	1,200,000	FARM LOAN THREE	f	299,318	6.500	0	19,456	20,000
<div style="display: flex; justify-content: space-between; align-items: center;"> Save ↓ </div>													
		1,880			3,480,000	9,300,000			1,806,831		4,948	123,231	80,000
Total													

*fp = personal loan or interest appears on Tax Schedule A) (f = interest appears in Tax Schedule F or farm inc. & exp. statement) (e = interest appears in Tax Schedule C & E)

This is the BS(a) tab for MAC Land LLP. As with the Balance Sheet tab, you can change amongst the entities by clicking this down arrow. Lets go over the Schedule A for this entity. The Schedule A is where all Real Estate and associated debt is listed. To add a new line of real estate you would complete the yellow boxes at the bottom and click save on the same line. To edit or delete a line you have already created, you would select those option on the left of that line. It is important to provide the balance, rate accrued interest, if any, and the annual total principal for any real estate debt. The p,f,e column designates how the interest appears on the borrower's tax returns. See the explanation below the Schedule A. This information will calculate into the total debt service on the proforma balance sheet.

LONG TERM ASSETS				LONG TERM LIABILITIES			
Real Estate Owned (Schedule A):		9,300,000		Real Estate Mortgages (Schedule A):		1,866,831	
Other Non Real Estate Long Term Assets:				Less Current Portion (Schedule A):		-80,000	
				Total Non-Current Real Estate Liabilities:		1,786,831	
Total Long Term Assets:		9,300,000					

↑ MAC Land LLP Balance Sheet
↓ MAC Land LLP Balance Sheet Sch. A

Entity No: 1 - (MAC LAND LLP)

SCHEDULE A - REAL ESTATE AND DEBT

	New Loan Collateral	Acres	Year	Description	Purchase Price	Market Value	Payable To	p f e*	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Del Edit	Yes	320	1995		672,000	1,750,000	FARM LOAN 2	f	595,058	6.000	4,948	35,703	10,000
Del Edit	No	640	1986		1,200,000	3,600,000		f	0	0.000	0	0	0
Del Edit	No	480	1999		888,000	2,750,000	FARM LOAN ONE	f	972,455	7.000	0	68,072	50,000
Del Edit	No	240	2001		720,000	1,200,000	FARM LOAN THREE	f	299,318	6.500	0	19,456	20,000
Save													
Total		1,680			3,480,000	9,300,000			1,866,831		4,948	123,231	80,000

*lp = personal loan or interest appears on Tax Schedule A) (f = interest appears in Tax Schedule F or farm inc. & exp. statement) (e = interest appears in Tax Schedule C & E)

The total Market Value of the Schedule A and the total Balance will auto-fill to the Balance Sheet tab for you. This slide is showing the Long Term Assets and Liabilities section of Mac Land LLP's Balance Sheet along with their Schedule A. You can see how the Assets of \$9,300,000 and Liabilities of \$1,866,831 match and are auto-filled for you.

SCHEDULE B - Chattel Debt (Machinery, Breeding Livestock, Etc.) & Notes Payable

	Holder	Security	p f e *	Balance	Rate(%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Del Edit	CITY BANK	COMBINE	f	200,000	6.000	6,000	12,000	40,000
Del Edit	CITY BANK	MACHINERY	f	43,995	6.000	1,200	2,640	10,332
Del Edit	JOHN DEERE	MACHINERY	f	42,367	3.000	600	1,271	8,000
Del Edit	JOHN DEERE	TRACTOR	f	31,776	3.000	350	953	10,425
Save								
		Total		318,138		8,150	16,864	68,757

SCHEDULE C - Current Debt - Operating Lines, Market Livestock, Due In 12 Months

	Holder	Security	Balance	Rate (%)	Accrued Int
Del Edit	CITY BANK	CROPS AND MACHINERY	229,000	5.000	5,500
Save					
		Total	229,000		5,500

Total Annual Principal And Interest Summary

	Balance (\$)	Rate (%)	Accrued Interest (\$)	Annual Total Interest (\$)	Annual Total Principal (\$)
Average Outstanding Op. Line and Rate	250,000	5.00		12,500	
TOTAL FARM NON-CURRENT P&I, ACCRUED INTEREST			13,650	16,864	68,757
TOTAL NON-FARM NON-CURRENT P&I (excluding tax Schedule A, P&I)				0	0
TOTAL ANNUAL P&I (REQUIRED CASH FLOW)					98,121

[Save Balance and Rate](#) [Print Document](#)

Further down on the BS(a) tab are the Schedule B and Schedule C. On the Schedule B you would list any chattel debt the borrowers have. This area functions similar to the Schedule A in that you would add items line by line and click save to the left. To edit or delete a line you would click the choice on the left of the line. You will also need to complete the payment information including the balance, rate, accrued interest and total principal.

The Schedule C is reserved for short term or operating debt. In this area you would list the borrower's line of credit if any.

If the borrower's carry an operating line, please complete the average outstanding operating line information as well as the rate. Save this information with the red save button.

Balance Sheet a Schedule A, B, and C

Balance Sheet a Schedule D - K

Entity No: 2 - (MAC OPERATIONS INC)

SCHEDULE D - Accounts Receivable

	Received From	Amount
Save		
	Total	0

SCHEDULE G - Harvested Crops

	Crop	Amount	Units	Price	Value
Del Edit	CORN	150,000	BUSHEL	6.00	900,000
Del Edit	SOYBEANS	32,000	BUSHEL	10.00	320,000
Save					
				Total	1,220,000

SCHEDULE K - Owned Machinery, Equipment And Vehicles(Enter Gross Value, Upload List)

	Year	Make	Description	Depr Value	Market Value
Del Edit		VARIOUS	VARIOUS	503,365	1,000,000
Save					
			Total	503,365	1,000,000

Print Document

To access the remaining schedules you would click on Balance Sheet a Schedule D-K. This screen shot has been edited to reflect only the schedules with assets listed. Any item that could go on a schedule should be listed on that schedule. For the Schedule K, if you want to enter the gross value and then upload a list of the machinery that is acceptable.

Balance Sheet - Market Basis

Statement of: **MAC OPERATIONS INC** Date: **12/31/2010** Entity No: **2**

CURRENT ASSETS

Cash: 1,857

Saving: 0

Marketable: 0

Cash Value: 0

Prepaid Exp: 13,650

Accounts R: 68,757

Current Port: 318,138

Harvested C: 1,000,000

Growing C: 0

Live: 0

Other: 0

Total: 311,407

CURRENT LIABILITIES

Current Debt - Mkt. LS, Crop Credit (Schedule C): 229,000

Income Taxes Payable: 0

Other: 0

Total: 229,000

SCHEDULE B - Chattel Debt (Machinery, Breeding Livestock, Etc.) & Notes Payable

	Holder	Security	p f e*	Balance	Rate(%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Def Edit	CITY BANK	COMBINE	f	200,000	6.000	6,000	12,000	40,000
Def Edit	CITY BANK	MACHINERY	f	43,995	6.000	1,290	2,640	10,332
Def Edit	JOHN DEERE	MACHINERY	f	42,367	3.000	600	1,271	8,000
Def Edit	JOHN DEERE	TRACTOR	f	31,776	3.000	350	953	10,425
Save								
	Total			318,138		8,150	10,864	68,757

SCHEDULE C - Current Debt - Operating Lines, Market Livestock, Due In 12 Months

	Holder	Security	Balance	Rate (%)	Accrued Int
Def Edit	CITY BANK	CROPS AND MACHINERY	229,000	5.000	5,500
Save					
	Total		229,000		5,500

Livestock - Breeding (Schedule H): 0


Machinery and Vehicles (Schedule K): 1,000,000

Other Non-Current Assets: 0

Chattel Debt & Notes Payable (Schedule B): 318,138


Less Current Portion (Schedule B): 0

This slide is showing the Balance Sheet and Schedules for Mac Operations. You can see the Harvested Crops flows through to the current assets while the Schedule K Machinery and Vehicles flows through to the intermediate assets. The balance of the operating line auto fills to the current liabilities and the Chattel Debt balance auto fills to the Intermediate Liabilities.



FARMERMAC
Financing Rural America

Application Number: DC-110011
Borrower: MAC LAND LLP



AgPOWER
CREDIT ADVISORS

FAMC Approved Sellers' Application for Submission to FAMC

Loan Origination System

Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	NC and EXP	Consolidated INCEXP PROFORMA	Appraisal Checklist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

Balance Sheet - Market Basis

Statement of: **MAC FARMER** Date: **12/31/2010** Entity No: **3**

CURRENT ASSETS

Cash:	16,997
Saving:	120,000
Marketable Bonds & Securities:	63,000
Cash Value Life Insurance:	0
Prepaid Expenses & Supplies:	0
Accounts Receivable (Schedule D):	0
Current Portion Notes Receivable (Schedule E):	0
Harvested Crops (Schedule G):	0
Growing Crops (at cost) (Schedule F):	0
Livestock held for sale (at market) (Schedule I):	0

Save

Other Current Assets:

Description	Amount
<small>Del Edit</small> LIMIT UP STOCK FUND	600,000
<small>Del Edit</small> MUNICIPAL BONDS	272,500
<small>Del Edit</small> U.S. TREASURY BONDS	300,000
<small>Save</small>	

CURRENT LIABILITIES

Current Debt - Mkt. L.S. Crop Credit (Schedule C):	0
Income Taxes Payable:	0
Real Estate Taxes Due:	0
Rents Due:	0
Accrued Interest (Schedule A,B,C):	0
Current Mat. of Non-Curr. Debt (Schedule A,B):	20,000

Accounts Payable(one year):

Description	Amount
<small>Save</small>	

Total Current Assets: 1,372,497

Total Current Liabilities: 20,000

As mentioned earlier you can navigate between different entities balance sheets by clicking the down arrow. The name of the balance sheet is listed here. Please enter the balance sheet date in this field. Keep in mind, balance sheets should be at market value and within 90 days of submitting the loan request. If material to the credit please provide verification of cash, savings, retirement accounts, cash value of life insurance etc. When entering information for Marketable Bonds & Securities, consider if the marketable bonds and securities are current assets or retirement accounts. If they are retirement accounts, then they should be listed as other investment under intermediate assets. The save button for information entered in the yellow boxes is here. To save items under other current assets or accounts payable, click the save button on that line.

INTERMEDIATE ASSETS		INTERMEDIATE LIABILITIES	
Livestock - Breeding (Schedule H):	0	Chattel Debt & Notes Payable (Schedule B):	0
Machinery and Vehicles (Schedule K):	93,000	Less Current Portion (Schedule B):	0
Other Non-Current Assets:			
	Description	Amount	
Del Edit	MAC LAND LLP	7,450,876	
Del Edit	80 MAC OPERATIONS INC	1,661,069	←
Del Edit	80 M&M INVESTMENTS	27,757	
Save			
Other Investments:			
	Description	Amount	
Del Edit	MAY IRA	85,000	
Del Edit	MAC ROTH IRA	165,000	←
Del Edit	M&M INVESTMENTS LOAN	150,000	
Save			
Notes and Contracts Receivable (Schedule E):	0		
Less Current Portion (Schedule E):	0		

Under Other Non-Current Assets on the borrower's personal Balance Sheet you should list the value of all outside entities even if they are a borrower on the request. This value will later be eliminated on the consolidated Balance Sheets. If the outside entity is on the subsidiary analysis instead of being a borrower, the net worth value in the subsidiary analysis should be the same value listed as the asset in the entity on the borrower's personal Balance Sheet. You can see that the interest Mac and May Farmer have in the additional borrowing entities is listed here.

Other Investments is where you will list the borrower's retirement accounts and other investments.



The Consolidated Balance Sheet


INTERMEDIATE ASSETS					INTERMEDIATE LIABILITIES				
Livestock - Breeding (H):					Chattel Debt & Notes Payable (B):				
Machinery and Vehicles (K):					Less Current Portion (B):				
Other Non-Current Assets:									
Entity No	Description	Current	Elimin	Consolidated					
Edit	3 MAC LAND LLP	7,460,876	-	0					
Edit	3 80 MAC OPERATIONS INC	1,661,069	-	0					
Edit	3 80 M&M INVESTMENTS	27,757	0	27,757					
Total Other Machinery/Vehicles:		9,149,702	-9,121,945	27,757					
Other Investments:									
Entity No	Description	Current	Elimin	Consolidated					
Edit	3 MAY RA	85,000	0	85,000					
Edit	3 MAC ROTH RA	165,000	0	165,000					
Edit	3 M&M INVESTMENTS LOAN	150,000	0	150,000					
Total Other Investments:		400,000	0	400,000					
Notes and Contracts Receivable (E):									
Less Current Portion Receivable (E):									
LONG TERM ASSETS					LONG TERM LIABILITIES				
Real Estate Owned (Schedule A):					Real Estate Mortgages (A):				
Other Non real Estate Long Term Assets:					Less Current Portion (A):				
Entity No	Description	Current	Elimin	Consolidated					
Total Other Real Estate Owned:									
Total Long Term Assets:		10,225,000	0	10,225,000					
Total Non-Current Assets:					Total Non-Current Liabilities:				
Total Assets:					Total Liabilities:				
					Net Worth:				
					Total:				

Save


Print Document



The Proforma Balance Sheet and Schedules



Application Number: DC-110011
 Borrower: MAC LAND LLP



Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	INC and EXP	Consolidated INC/EXP PROFORMA	Appraisal Cxist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

Save
Print Document

CURRENT ASSETS					CURRENT LIABILITIES				
Description	Current	Change	Proforma	Description	Current	Change	Proforma		
Cash:	51,509	0	51,509	Current Debt - Mkt. LS, Crop Credit (C):	229,900	0	229,900		
Saving:	120,000	0	120,000	Income Taxes Payable:	0	0	0		
Marketable Bonds & Securities:	63,000	0	63,000	Real Estate Taxes Due:	0	0	0		
Cash Value Life Insurance:	0	0	0	Rents Due:	0	0	0		
Prepaid Expenses & Supplies:	0	0	0	Accrued Interest (A,B,C):	18,598	0	18,598		
Accounts Receivable (D):	0	0	0	Current Mat. of Non-Curr. Debt (A,B):	168,757	75,861	244,618		
Current Portion Notes Receivable (E):	0	0	0						
Harvested Crops (G):	1,220,000	0	1,220,000						
Growing Crops (at cost) (F):	0	0	0						
Livestock held for sale (at market) (I):	0	0	0						

Other Current Assets:

Entity No	Description	Current	Change	Proforma
Edit	3 LIMIT UP STOCK FUND	600,000	0	600,000
Edit	3 MUNICIPAL BONDS	272,500	0	272,500
Edit	3 U.S. TREASURY BONDS	300,000	0	300,000
Save				

Total Other Current Assets: 1,172,500 0 1,172,500

Total Current Assets: 2,627,009 0 2,627,009

Accounts Payable(one year):

Entity No	Description	Current	Change	Proforma
Save				

Total Accounts Payable: 0 0 0

Total Current Liabilities: 416,355 75,861 492,216

INTERMEDIATE ASSETS

Livestock - Breeding (H): 0 0 0

Machinery and Vehicles (K): 1,093,000 0 1,093,000

Other Non-Current Assets:

Entity	Description	Current	Change	Proforma

INTERMEDIATE LIABILITIES

Chattel Debt & Notes Payable (B): 318,138 0 318,138

Less Current Portion (B): -68,757 0 -68,757

The proforma balance sheet is where you will adjust the current balance sheet for the changes from the Farmer Mac loan. For single entity applications, the tab is titled BS Proforma and BS(a) Proforma. For multiple entity applications the tab is called Consolidated BS Proforma and Consolidated BS(a) Proforma.

This is the Consolidated Proforma Balance Sheet, you can see that AgPower has added a "Change" column. This is the area that you will address changes not occurring on the Schedule A, B or C.

Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	INC and EXP	Consolidated BS(a) PROFORMA	Appraisal Callist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

Balance Sheet a Schedule A, B, and C

Balance Sheet a Schedule D - K

SCHEDULE A - REAL ESTATE AND DEBT

Entity No	FAMC Collateral	App_ID or Loan_Number	Acres	Year	Description	Purchase Price	Market Value	Payable To	p f e*	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal	Monthly Payment	SA Payment	Annual Payment
Edit	Yes	DC11011	640			2,912,000.00	3,990,000	FARMERMAC	f	2,060,000	6.000	0	171,600	75,861	20,622	123,731	247,461
Edit	1	Yes	0	1995		0.00	0	FARM LOAN 2	f	0	0.000	0	0	0	0	0	0
Edit	1	No	240	2001		720,000.00	1,200,000	FARM LOAN THREE	f	299,318	6.500	0	19,432	20,000	3,208	19,728	39,456
Edit	1	No	480	1999		888,000.00	2,750,000	FARM LOAN ONE	f	972,455	7.000	0	68,072	50,000	9,639	59,036	118,072
Edit	1	No	640	1986		1,200,000.00	3,600,000		f	0	0.000	0	0	0	0	0	
Edit	3	No	0		COMMERCIAL BUILDING	0.00	650,000	HOME BANK	e	540,000	6.000	0	32,400	20,000	4,367	26,200	52,400
Edit	3	No	0		PERSONAL RESIDENCE	0.00	275,000			0	0.000	0	0	0	0	0	
Save																	
Total:			2,000			5,720,000	12,495,000			4,671,773		0	291,528	155,861			

*p = personal loan or interest appears on Tax Schedule A) (f = interest appears in Tax Schedule F or farm inc. & exp. statement) (e = interest appears in Tax Schedule C & E)

Loan Data:
 Loan Amount: 2,860,000 Term: 20
 Annual Interest Rate: 6.00% First Year's payment: 247,461
 Amortization: 20 Annualized Interest: 171,600
 Payments Per Year: 2 Annual Principal: 75,861

Total Annual Principal And Interest Summary

	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Average Outstanding Op. Line and Rate	250,000	6.00		12,500	
TOTAL FARM NON-CURRENT P&I, ACCRUED INTEREST			13,650	275,952	214,618
TOTAL NON-FARM NON-CURRENT P&I (excluding tax Schedule A, P&I)				32,400	26,200
TOTAL ANNUAL P&I (REQUIRED CASH FLOW)					255,510

[Save Balance and Rate](#)
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The proforma balance sheet schedule A looks the same as it did on the consolidated balance sheet schedules. You have the ability to edit the lines and add new lines. However the three payment columns have been added. For the purpose of this slide, we have excluded the Schedules B and C but they will appear on the Proforma Balance Sheet Schedules and look similar to the Schedule A. At the bottom of the proforma Balance Sheet schedules, AgPower will calculate the proforma total annual P&I.

The Proceeds Of The Loan Will Be Used As Follows:

	Loan Purpose	Description	Amount(\$)	(%)
Del Edit	Purchase RE	PURCHASE S1/2 WANNABE TOWNSHIP	2,240,000	78
Del Edit	Refinance RE	FARM LOAN 2 with Farmer Mac	600,000	21
Del Edit	Closing fees	FEES AND COSTS	20,000	1
Save <input type="button" value="Total"/>			2,860,000	100

The total loan purpose amount should be Equal to Requested Loan Amount

Loan Terms:

Loan Product: 20-Yr Fixed

Loan Amount Requested(\$): 2,860,000 Amortization Years: 20 Maximum Interest Rate(%): 6 %

Payment Frequency: Semi-annual Term of Years: 20 Fixed/ARM/VRM: Fixed Rate

[Amortization](#) Adjustable Frequency(Years): N/A

Security:

Acres: 640 County: MONTGOMERY State: IA

Legal Description:
N1/2 EXISTING TOWNSHIP, S1/2 WANNABE TOWNSHIP

Additional Security (Include federal & state grazing leases, irrigation equipment, water rights & other equipment necessary to the operation of the security):

Description of property and improvements (including leased equipment, i.e. irrigation pivots):

Title is/will be vested in:
Mac Land LLP

In this example the borrowers are requesting a \$2,860,000 loan with a 20 year fixed product and will offer 640 acres as collateral. The loan proceeds are to purchase real estate, refinance Farm Loan 2 and closing costs. The next few slides will show how to show these changes on the proforma balance sheet.

FARMER MAC
Financing Rural America

Application Number: DC-110011

AgPOWER

Application Queue Application Borrower Info Balance Sheet BS(a) Consolidated BS Consolidated BS(a) Submit Application
Consolidated BS PROFORMA Consolidated BS(a) PROFORMA INC and EXP Consolidated NOEXP PROFORMA Appraisal Cklist Manual / UW Gnd
Subsidiary Analysis Loan Summary UW Rate Communication/Attach Appraisal UW Analysis Products Option Instruction Letter

Balance Sheet a Schedule A, B, and C Balance Sheet a Schedule D - K

SCHEDULE A - REAL ESTATE AND DEBT

Entity No	FAMC Collateral	App_ID or Loan Number	Acres	Year	Description	Purchase Price	Market Value	Payable To	p f e*	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal	Monthly Payment	SA Payment	Annual Payment
1	Yes		320	1995		672,000.00	1,750,000	FARM LOAN 2	f	595,058	6.000	4,948	35,703	10,000	3,809	22,852	45,703
1	No		240	2001		720,000.00	1,200,000	FARM LOAN THREE	f	299,318	6.500	0	19,400	20,000	3,288	19,728	39,456
1	No		480	1999		888,000.00	2,750,000	FARM LOAN ONE	f	972,455	7.000	0	68,072	50,000	9,839	59,036	118,072
1	No		640	1996		1,200,000.00	3,600,000		f	0	0.000	0	0	0	0	0	
3	No		0		COMMERCIAL BUILDING	0.00	650,000	HOME BANK	e	540,000	6.000	0	32,400	20,000	4,367	26,200	52,400
3	No		0		PERSONAL RESIDENCE	0.00	275,000		e	0	0.000	0	0	0	0	0	
Save	Yes	DC-110011	640			2,912,000	3,990,000	Farmer Mac	f	2,880,000	6.000	0	73,861	73,861			
Total						5,298,831	14,200,000			5,298,831		4,948	337,231	175,861			

*p = personal loan or interest appears on Tax Schedule A; e = interest appears in Tax Schedule F or farm inc. & exp. statement; f = interest appears in Tax Schedule C & E

Loan Data:

Loan Amount: 2,880,000 Term: 20
Annual Interest Rate: 6.00% First Year's payment: 247,461
Amortization: 20 Annualized Interest: 171,600
Payments Per Year: 2 Annual Principal: 75,861

The first thing we would do is to add the new Farmer Mac loan to the BS(a) Schedule A. When adding the new Farmer Mac loan, it is helpful if you add a new line to the proforma balance sheet Schedule A instead of editing the existing line of the mortgage to be refinanced is on. To add the new Farmer Mac loan, we would complete the tan boxes at the bottom of the schedule. The "Loan Data" box provides all of the information needed to complete the Farmer Mac line, including the balance, rate and annual principal. Click save to the left to Save the Farmer Mac line. Lets go through the steps of adding the new line.

1. This land is serving as the Farmer Mac collateral so we would toggle YES under Farmer Mac collateral.
2. Input the Application ID into this field. The application ID will always be at the top of the AgPower Screen.
3. The acres serving as collateral are the newly purchased 320 acres and the existing 320 already on the balance sheet, we would input 640 into this field.
4. The purchase price for the entire collateral is \$2,912,000. The new 320 acres is being purchased for \$2,240,000 and as you can see on the line with the existing 320 acres, the purchase price was \$672,000.
5. Enter the market value for the collateral here. The estimated market value for this property is \$3,990,000. On a new purchase, Farmer Mac will always value the property at the lesser of purchase price or appraised value.
6. The payable to should say Farmer Mac. This is why it is important to add a new line for the Farmer Mac loan. If you edit an existing line, the payable to cannot be edited.

7. Enter the information from the Loan Data box into the remaining fields for the Farmer Mac loan.
8. Click Save to the left of the line and the new Farmer Mac loan has been added.

Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	INC and EXP	Consolidated BS(a) PROFORMA	Appraisal Checklist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

Balance Sheet a Schedule A, B, and C

Balance Sheet a Schedule D - K

SCHEDULE A - REAL ESTATE AND DEBT																	
Entry No	Collateral	App. ID or Loan Number	Acres	Year	Description	Purchase Price	Market Value	Payable To	Rate	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal	Monthly Payment	SA Payment	Annual Payment
1	Yes	DC11011	640			2,912,000.00	3,990,000	FARMERMAC	f	2,860,000	6.000	0	171,600	75,861	20,622	123,731	247,481
2	No		320	1995		872,000	1,700,000	FARM LOAN 2	f	880,000	6.000	4948	35,715	10,000	3,809	22,852	45,793
3	No		400	2001		1,000,000	2,500,000	FARM LOAN THREE	f	299,316	6.500	0	19,455	20,000	3,288	19,728	39,456
4	No		400	1999		600,000.00	2,500,000	FARM LOAN ONE	f	972,455	7.000	0	63,072	50,000	9,839	59,036	118,072
5	No		640	1986		1,200,000.00	3,900,000		f	0	0.000	0	0	0	0	0	0
6	No		0		COMMERCIAL BUILDING	0.00	650,000	HOME BANK	e	540,000	6.000	0	32,400	20,000	4,367	26,200	52,400
7	No		0		PERSONAL RESIDENCE	0.00	275,000			0	0.000	0	0	0	0	0	0
Total			2,320			6,382,000	14,215,000			5,398,831		4,948	327,231	175,861			

*fp = personal loan or interest appears on Tax Schedule A) (f = interest appears in Tax Schedule F or farm inc. & exp. statement) (e = interest appears in Tax Schedule C & E)

Loan Data:

Loan Amount:	2,860,000	Term:	20
Annual Interest Rate:	6.00%	First Year's payment:	247,481
Amortization:	20	Annualized Interest:	171,600
Payments Per Year:	2	Annual Principal:	75,861

Now we can see the new Farmer Mac loan is listed at the top and the annual payment in the yellow box matches the First Year's payment in the Loan Data Box. Since we are refinancing the Farm Loan 2, and taking that land as additional security, we will need to show the Farm Loan 2 as being paid off. We will also need to zero out the acres and value for this line as they are already included in the new Farmer Mac loan. Follow along with the slide as we show the existing Farm Loan 2 as being refinanced.


1. Click Edit to open this line up for changes.
2. Change the Farmer Mac Collateral to No.
3. Delete the acres entry as the acres are already included in the new Farmer Mac loan above.
4. Since the purchase price is already included in the Farmer Mac loan you would delete this entry.
5. The Market Value of the 320 acres is already included in the Market Value entry for the Farmer Mac loan, so we would delete this field.
6. Part of the loan proceeds for the Farmer Mac loan are to refinance this Farm Loan 2, so we would delete the balance, rate, accrued interest and annual total principal.
7. Click Update to the left on this same line to save.

Total Non-Current Assets:	11,745,757	2,240,000	13,985,757	Total Non-Current Liabilities:	2,556,212	4,755,293
Total Assets:	14,372,766	2,239,994	16,612,760	Total Liabilities:	2,972,567	5,232,561
			Net Worth:	11,400,199	-20,000	11,380,199
			Total:	14,372,766	2,239,994	16,612,760
				Save	Print Document	

This is a screen shot of the bottom of the proforma balance sheet. You can see the proforma net worth decreases by \$20,000. This is due to the closing costs loan proceed. If there are closing costs being financed, the net worth will always decrease by this figure. Please be sure to reconcile the proforma net worth change and detail that information in your narrative. By reconciling your proforma net worth change you will be able to tell if your Use of Funds are accurately listed on the proforma balance sheet.




The Loan Summary Tab



Financing Rural America

Application Number: DC-110011
Borrower: MAC LAND LLP



Application Queue	Application	Borrower Info	Balance Sheet	BS(s)	Consolidated BS	Consolidated BS(s)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(s) PROFORMA	NIC and EXP	Consolidated NIC/EXP PROFORMA	Appraisal Clist	Manual / UW Grid	Instruction Letter	
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	

Seller, Borrower and Loan Summary Information
Peer Data, Balance Sheet, and Income Statement Trend Analysis

Seller Information:

Seller ID: DC-001

Name: Federal Agricultural Mortgage Corp.

Address: 2221 Douglas Blvd. suite 1000

City: Roseville State MD Zip 20036

Phone: 202-472-6001 Email: jhu@farmermac.com

Borrower Information:

Name: MAC LAND LLP

Borrower Type: Corporation TIN/SSN:

Billing Address: 2011 SCENIC DRIVE

City, State, Zip: FARMERVILLE IA 50111

Business Phone: Home Phone:

Fax Number: Citizens or Nationals?: ☒

Do Applicants Have Other Related Loans?: ☐

Are there guarantees on this loan?: ☐

Are there Co-Applicants for this loan?: ☐

Related Loans

Total Loans: 0
Potential Total Loan Exposure: 0

Loan Number	Borrower Name	Amount
Save		

☐ Checked by UW Save

☐ Notified

Cross-Collateralized And Cross-Defaulted Loan

Has Crossed Loan? ☐

Loan Requested:

Principal: 2,880,000

Billing Frequency: 2 Payments per year

Description: Fixed Rate (Fixed, ARM, VRM)

Max. Rate Req (%): 6

Max. Rate Payment: 247,461 (Annual Amount)

Loan Purpose	Description	Amount(\$)	(%)
Purchase RE	PURCHASE 512 WANNABE TOWNSHIP	2,240,000	78
Refinance	FARM LOAN 2 with	640,000	22

The first page of the Loan Summary Tab needs to be completed for all applications. As you can see there are two pages on the loan summary tab.

Related Loans

Total selected Loans: 4

Total Exposure Loan Balance: 1,219,565

☐ Checked by UW

Cross-Collateralized And Cross-Defaulted Loan

Has Crossed Loan? ☒

	Loan/App #	Cross Type	Loan Amount	Acres	Total App Val	Net Property Income
Save	20301000	Cross-Defaulted only	154629	80	448000	21000

In the related loans area of the Loan Summary tab you will see if borrowers have additional exposure with Farmer. If the borrowers have multiple loans with Farmer Mac it may be the case where the existing loans are cross collateralized or cross defaulted with the new loan. Generally if two loans are being secured with the same property Farmer Mac will ask they be Cross Defaulted. If there are loans to be crossed, check the "Has Crossed Loan?" box and a new box will appear that allows you to detail the information for the existing loan.

Balance Sheet Trend Analysis:

Year: 12/31/2007 12/31/2008 12/31/2009 12/31/2010 Pro-Forma

Cost Basis BS: ☐ ☐ ☐ ☐

Current Assets	0	86,000	18,635	97,090	2,627,009	2,627,009
Other N/Curr Ass.	0	0	0	0	1,520,757	1,520,757
Real Estate	0	8,280,000	8,280,000	8,280,000	10,225,000	14,545,000
Total Assets	0	8,366,000	8,298,635	8,377,090	14,372,766	18,692,766
Current Liabilities	0	0	0	0	416,355	492,216
Other N/Curr Liab.	0	0	0	85,000	249,381	249,381
Real Estate Liabilities	0	2,093,296	2,022,157	1,946,754	2,306,831	5,090,970
Total Liabilities	0	2,093,296	2,022,157	2,031,754	2,972,567	5,832,567
Net Worth	0	6,272,704	6,276,478	6,345,336	11,400,199	12,860,199
Change In Net Worth		6,272,704	3,774	68,858	5,054,863	1,460,000
RE Appreciation -		0	0	0	768	0
-		0	0	0	0	0
+		0	0	0	0	0
Earned Gain		6,272,704	3,774	68,858	5,054,095	1,460,000
Current Ratio	0	0	0	0	6.31	5.34
Debt/Asset Ratio	0	0.25	0.24	0.24	0.21	0.31
Contingent Liabilities	0	0	0	0	0	0
Comments:	<input type="text"/>					

Save

Farmer Mac asks that at least 3 years of historical balance sheet be provided for Full Underwrite and Ag Equity loans. You would enter the historical balance sheets in this area on the Peer Data, Balance Sheet and Income Statement Trend Analysis page of the Loan Summary Tab. As you can see the current balance sheet provided and the proforma balance sheet are already provided for you. When entering the balance sheets please keep them in chronological order. You can see the proforma current ratio and proforma D/A ratio here. Make any necessary comments and click save at the bottom of this section.

Income Statement Trend Analysis:						
Year:	2007	2008	2009	2010	Average	Pro-Forma
+ Total Farm Income		2,047,150	2,462,000	2,260,000	2,256,383	2,150,000
- Total Farm Expenses		2,099,850	2,234,451	2,136,554	2,156,952	2,026,095
= Net Farm Income	0	-52,700	227,549	123,446	99,431	123,905
Net Non-Farm Income		31,072	135,048	115,360	93,827	57,000
+ Depreciation		256,622	374,774	223,033	284,810	235,385
+ Total Interest		206,366	206,312	193,086	201,921	356,595
+ Ann. Cap. lease		0	0	0	0	0
+ Other Plus Adjustment		0	0	0	0	0
- Income & FICA Tax		0	63,000	26,205	29,735	20,000
- Family Living		45,000	45,000	45,000	45,000	45,000
- Non-Recurring		0	85,340	0	28,447	0
- Other Minus Adjustment		0	0	0	0	0
= Cash Flow (CFA)	0	396,360	750,343	583,720	576,807	707,885
+ Annual P&I	0	465,510	465,510	465,510	465,510	601,213
+ Ann. Cap. Lease	0	0	0	0	0	0
+Less P&I new land purchase	0	0	0	0	0	0
= CFR	0	465,510	465,510	465,510	465,510	601,213
Excess cash	0	-69,150	284,833	118,210	111,297	106,672
TDC	0	0.85	1.61	1.25	1.24	1.18
TDC Shock 3%:						1.07
TDC Shock 5%:						1.00

The Income Statement Trend Analysis is auto filled at the bottom of the screen. This information is also provided on the proforma Income and Expense Tab. This area will show the historical, average and proforma TDC calculations.

Peer Data								
Total peer group apps:		21, in AgPower: 69						
Region:		Mid-North						
Commodity group:		Crops						
Gross Farm Income:		Between 250,001 to 500,000						
Group	Metric	Peer Group Ratios of Past 12 Month				Peer Group Ratios of Historical Data		
		Borrower Data	High Quartile	Mean	Low Quartile	High Quartile	Mean	Low Quartile
1. Liquidity	Current Ratio	2.09	5.20	3.87	1.94	5.20	4.75	1.73
2. Solvency	Debt-Asset Ratio	0.35	0.22	0.30	0.40	0.21	0.30	0.39
	Equity-Asset Ratio	0.65	0.78	0.70	0.60	0.79	0.70	0.61
	Debt-Equity Ratio	0.55	0.27	0.48	0.65	0.26	0.47	0.64
3. Profitability	Return on Assets	0.02	0.04	0.02	0.01	0.04	0.03	0.01
	Return on Equity	0.02	0.05	0.03	0.01	0.05	0.04	0.01
	Operating Profit Margin	0.21	0.31	0.18	0.04	0.29	0.18	0.05
	Net Farm Income	19,400	54,976	24,051	-3,069	70,702	29,523	-3,069
4. Repayment Capacity	Cash Flow Available	164,400	220,917	193,151	125,700	178,299	174,969	109,162
	Off Farm Income %	0.46	0.75	0.41	0.15	0.79	0.56	0.17
	Total Debt Coverage Ratio	2.20	2.29	2.03	1.38	2.05	1.91	1.33
5. Financial Efficiency	Asset Turnover	0.17	0.19	0.15	0.12	0.20	0.16	0.10
	Operating Expense Ratio	0.66	0.51	0.61	0.70	0.49	0.61	0.75
	Depreciation Expense Ratio	0.13	0.13	0.20	0.27	0.08	0.16	0.23

After the loan is purchased by Farmer Mac a Peer Data area will be available in the Loan Summary tab on the Peer Data page. It compares the loan you submitted with other similar loans in Farmer Mac's portfolio. A loan's peer group is based on the region of the country, commodity group and net farm income. The loan is compared to peer loans approved by Farmer Mac in the past year and since AgPower was developed. This is for reference purposes only and serves as a good benchmarking tool.



Questions?



Tracking the Tabs to Success Series

Getting Started with AgPower

- Farm & Ranch Loan Purchase Process
- Accessing AgPower
- Application Queue
- Application Tab
- Borrower Info Tab
- Communication/Attachment Tab

August 7th 2013– Now Available Online

Income & Expense and Subsidiary Analysis

- Income & Expense Tab
- Proforma Income & Expense Tab
- Subsidiary Analysis Tab

August 21st 2013

Balance Sheet and Loan Summary

- Balance Sheet & Schedules
- Consolidated Balance Sheet & Schedules
- Proforma Balance Sheet and Schedules
- Loan Summary Tab


August 14th 2013

Loan Submission and Final Steps


- Submitting the Loan
- Preliminary Loan Approval
- Appraisal Checklist
- PPDocs
- Rate Locking and Rate Lock Info Tab
- Purchase Request & Purchase Info Tab

August 28th 2013

FARMERMAC




Application Number: DC-110011
 Borrower: MAC LAND LLP



Application Queue	Application	Borrower Info	Balance Sheet	BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
	Consolidated BS PROFORMA		Consolidated BS(a) PROFORMA	INC and EXP	Consolidated INC/EXP PROFORMA	Appraisal Cklist	Manual / UW Grid
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach				

Save

Click to watch the quick tip video for Application Tab
 

Application Num: DC-110011 Application Status: New Application Duplicate Application ⓘ

Application Description: MAC LAND LLP

Number of Entities: 3 (1-15) Seasoned Loan ☐ UW Type: FTF - Full Underwrite Most Recent Inc/Exp Year: 2010 ⓘ (2012)

Individual Completing Application: BERNARD ABBUHL Application Date: 3/4/2018 ⓘ

The Proceeds Of The Loan Will Be Used As Follows:

	Loan Purpose	Description	Amount(\$)	(%)
Del Edit	Purchase RE	PURCHASE S1/2 WANNABE TOWNSHIP	2,240,000	78
Del Edit	Refinance RE	FARM LOAN 2 with Roseville State Bank	600,000	21
Del Edit	Closing fees	FEES AND COSTS	20,000	1
<div>Save</div>				
	Total:		2,860,000	100

The total loan purpose amount should be Equal to Requested Loan Amount

Seller Information:

Seller ID: DC-001

Name: Federal Agricultural Mortgage Corp.
 Address: 2221 Douglass Blvd. suite 1000
 City: Roseville
 State: MD Zip: 20036
 Phone: 202-872-6601 Fax: 202-872-0001
 Email: yajun_zheng@farmermac.com

Loan Officer Information:

Loan Officer: Bernard Abbuhl ☐ Share this Application? ⓘ

Address: 1930 K Avenue
 City: Red Oak
 State: IA Zip: 51566
 Phone: 712-623-4207 Alternate Phone: 712-242-5448
 Fax: 712-623-4207
 Email: Bernard_Abbuhl@farmermac.com

Be watching for the Video Tip icon to appear on the Balance Sheet tabs in the upcoming month. If you click on the Video Tip icons in AgPower a detailed interactive video will open that provides information for the tab you are currently working on in AgPower.



Today's Presenters:

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