









FARMERMAC Financing Rural America

Farmer Mac Refresh:

Tracking the Tabs to Success

•••

Balance Sheet & Loan Summary Tabs



Today's Presenters:

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FARMERMAC



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

Balance Sheet and Loan Summary

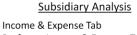
- **Balance Sheet & Schedules**
- Consolidated Balance Sheet & Schedules
- Proforma Balance Sheet and Schedules
- Loan Summary Tab

August 14th 2013



Income & Expense and

- Proforma Income & Expense Tab



- Subsidiary Analysis Tab

Submitting the Loan

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

Loan Submission and Final Steps

August 28th 2013





August 21st 2013



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







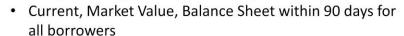


FARMERMAC



Balance Sheet Tips







 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



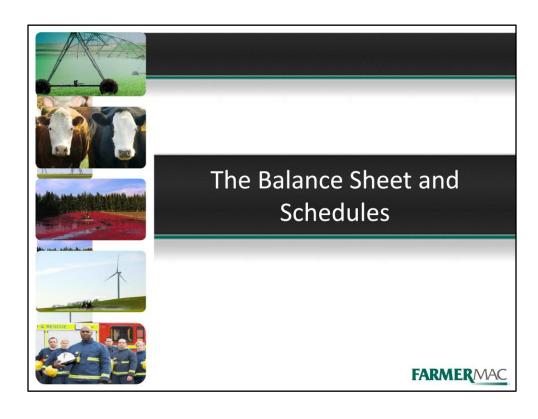
 All debt listed on the credit report should be on the balance sheet, including credit card debt



Personal interest in an entity should be shown as an intermediate asset

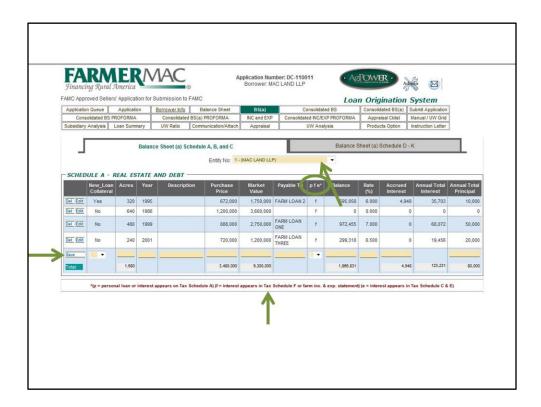


- Current, Market Value, Balance Sheet within 90 days for all borrowers
 - Separate balance sheets should be entered and AgPower will automatically consolidated for multiple entities
- Any asset or liability that could be categorized to a specific schedule should go on that schedule
- Provide verifications 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



FAMC Approved Sellers' Application				an Origination	
Application Queue Application		e Sheet BS(a)	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROI				Manual / UW Gri
Subsidiary Analysis Loan Summar	/ UW Ratio Communica	ation/Attach Appraisal	UW Analysis	Products Option	Instruction Lette
── Balance Sheet - Market ── Balance Sheet - Market ── Balance Sheet - Market ── Balance Sheet - Market	at Basis				
State	ment of: MAC FARMER		Date: 12/31/2010 Entity No	0: 3 🔻	
	- R		<u> </u>	_	
	CURRENT ASSETS		CURRENT LIA		
Cash:	1		ent Debt - Mkt. LS, Crop Credit (Sch	nedule C):	0
Saving:	1		ne Taxes Payable:		0
Marketable Bonds & Secu	rities:	63,000 Real	Estate Taxes Due:		0
Cash Value Life Insurance): 	0 Rent	Due:		0
Prepaid Expenses & Supp	lies:	0 Accr	ed Interest (Schedule A,B,C):		0
Accounts Receivable (Sch	edule D):	0 Curr	nt Mat. of Non-Curr. Debt (Schedu	ile A,B):	20,000
Current Portion Notes Red	ceivable (Schedule E):	0			
Harvested Crops (Schedu	le G):	0			
Growing Crops (at cost) (S	Schedule F):	0			
Livestock held for sale (at		0			
211011011111111111111111111111111111111					
		Save			
Other Current Assets:		Accor	nts Payable(one year):		
	Description	Amount	Description	A	mount
Del Edit LIMIT UP STOCK	FUND	600,000 Save			
Del Edit MUNICIPAL BONG	OS .	272,500			- 00
Del Edit U.S. TREASURY	BONDS	300,000			
Save					

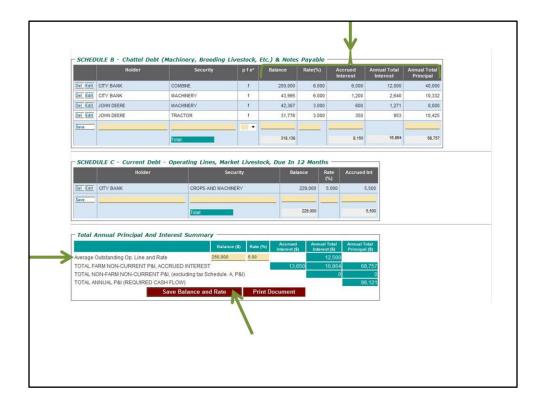
It is important to complete an individual Balance Sheet for each of the borrowing entities. Here you can see we are on MAC Farmer's personal balance sheet. You can change amongst the entity Balance Sheets by clicking this down arrow. The borrowers were assigned an entity number on the Borrower Info tab. 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.



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.

			ONG TE	RM ASSETS					LONG	TERMI	IABILITIES		
Real Est	tate Owned			AU AUGETO		9,300,000	Real Estate	Morta:	ages (Sched		HOLLITICS		1,866,831
	on Real Es		,	Assets:			rtear Estate	mortgi	ageo (conca	are 71y.			
			Descri		Amo	ount	Less Currer	nt Porti	ion (Schedul	e A):			-80,000
Save									Real Estate	,	ies:		1,786,831
Save	-						Total Hon-o	urrem	Troui Estato	Liabilit			
Total Lo	ng Term A	ssets:				9,300,000							
1	MAC La	and Ll	.P Ba	lance Shee	t								
l													
l							↓ M.	AC L	and LLP	Bala	nce She	et Sch.	Α
_													
					Entity No: 1 -	(MAC LAND LLI	P)		•				
	DULE A -												
	DOLL A	REAL ES	TATE A	ND DEBT									
	New_Loan Collateral	_	TATE A Year	ND DEBT Description	Purchase Price	Market Value	Payable To	pfe*	Balance	Rate (%)	Accrued Interest	Annual Total Interest	Annual Total Principal
Del Edit	New_Loan Collateral	_				Value	Payable To	pfe*	Balance 595,058				
Del Edit	New_Loan Collateral Yes	Acres	Year		Price	Value				(%)	Interest	Interest	Principal
	New_Loan Collateral Yes	Acres 320	Year 1995		Price 672,000	Value 1,750,000		f	595,058	6.000	Interest 4,948	Interest 35,703	Principal 10,000
Del Edit	New_Loan Collateral Yes No	320 640	Year 1995 1986		Price 672,000 1,200,000	1,750,000 3,600,000	FARM LOAN 2	f f	595,058	6.000 0.000	4,948 0	35,703 0	Principal 10,000
Del Edit	New_Loan Collateral Yes No	320 640 480	Year 1995 1986 1999		Price 672,000 1,200,000 888,000	Value 1,750,000 3,600,000 2,750,000	FARM LOAN 2 FARM LOAN ONE FARM LOAN	f f	595,058 0 972,455	(%) 6.000 0.000 7.000	4,948 0	35,703 0 68,072	10,000 0 50,000
Del Edit	New_Loan Collateral Yes No No	320 640 480	Year 1995 1986 1999		Price 672,000 1,200,000 888,000	Value 1,750,000 3,600,000 2,750,000	FARM LOAN 2 FARM LOAN ONE FARM LOAN	f f f	595,058 0 972,455	(%) 6.000 0.000 7.000	4,948 0	35,703 0 68,072	10,000 0 50,000
Del Edit Del Edit Save	New_Loan Collateral Yes No No No	320 640 480 240	Year 1995 1986 1999 2001		Price 672,000 1,200,000 888,000 720,000	Value 1,750,000 3,600,000 2,750,000 1,200,000 9,300,000	FARM LOAN 2 FARM LOAN ONE FARM LOAN THREE	f f f	595,058 0 972,455 299,318	6.000 0.000 7.000 6.500	4,948 0 0 0 4,948	19,456	Principal 10,000 0 50,000 20,000
Del Edit Del Edit Save	New_Loan Collateral Yes No No No	320 640 480 240	Year 1995 1986 1999 2001	Description	Price 672,000 1,200,000 888,000 720,000	Value 1,750,000 3,600,000 2,750,000 1,200,000 9,300,000	FARM LOAN 2 FARM LOAN ONE FARM LOAN THREE	f f f	595,058 0 972,455 299,318	6.000 0.000 7.000 6.500	4,948 0 0 0 4,948	19,456	Principal 10,000 0 50,000 20,000

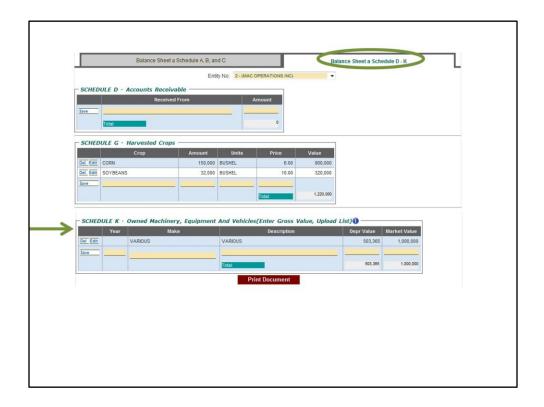
The total Market Value of the Schedule A and the total Balance will auto-fill to the Balance Sheet tab for you. This slide is showing the Long Term Assets and Liabilities section of Mac Land LLP's Balance Sheet along with their Schedule A. You can see how the Assets of \$9,300,000 and Liabilities of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



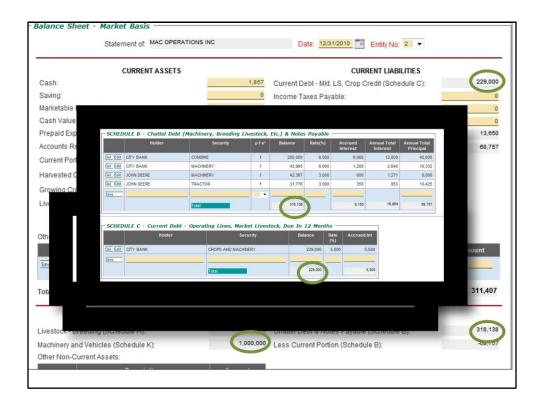
Further down on the BS(a) tab are the Schedule B and Schedule C. On the Schedule B you would list any chattel debt the borrowers have. This area functions similar to the Schedule A in that you would add items line by line and click save to the left. To edit or delete a line you would click the choice 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.

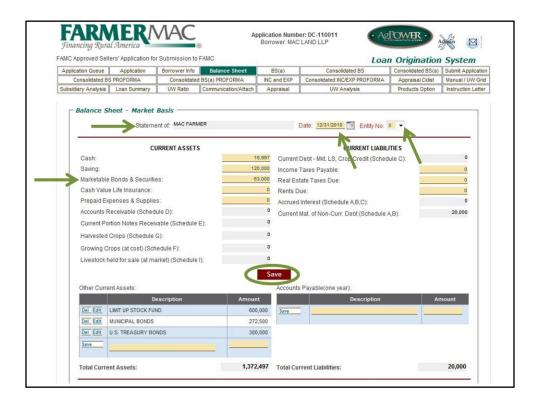
If the borrower's carry an operating line, please complete the average outstanding operating line information as well as the rate. Save this information with the red save button.



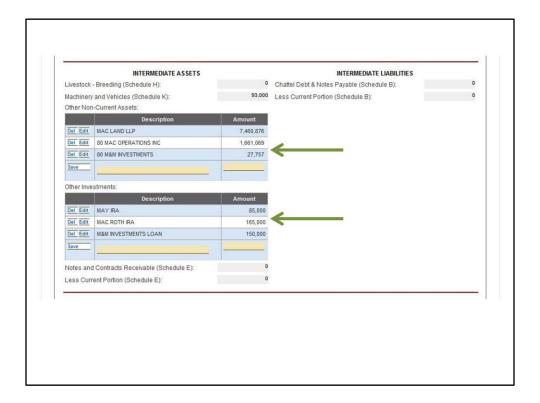
To access the remaining schedules you would click on Balance Sheet a Schedule D-K. This screen shot has been edited to reflect only the schedules with assets listed. Any item that could go on a schedule should be listed on that schedule. For the Schedule K, if you want to enter the gross value and then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



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.

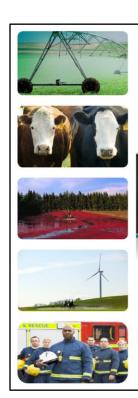


As mentioned earlier you can navigate between different entities balance sheets by clicking the down arrow. The name of the balance sheet is listed here. Please enter the balance sheet date in this field. Keep in mind, balance sheets should be at market value and within 90 days of submitting the loan 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.



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.

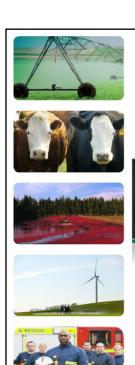
Other Investments is where you will list the borrower's retirement accounts and other investments.



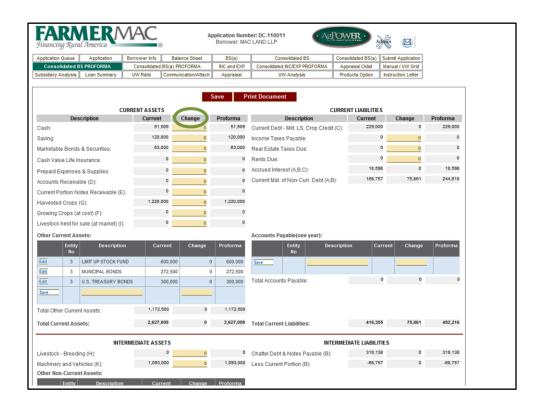
The Consolidated Balance Sheet



This is the Consolidated Balance Sheet for Mac Land, Mac Operations and Mac and May Farmer. The consolidated Balance Sheet tabs appear when you have multiple entities. AgPower will automatically consolidate the information for you. You can see that AgPower has also added an additional column to the Balance Sheet for elimination. On this loan we will eliminate the interest in MAC Land LLP and Mac Operations as they are borrowers on the request and the net worth of those entities is already being captured in the consolidated net worth at the bottom of the page. We don't eliminate M&M Investments in this area because that entity is not a borrowing entity and is listed on the subsidiary analysis tab. At the bottom of the screen you can see the consolidated net worth has dropped by \$9,121,945. This is due to eliminating the interest in MAC Land and Mac Operations that was already included in this figure. The correct consolidated net worth or Mac Land, Mac Operations and Mac and May Farmer is \$11,400,199.

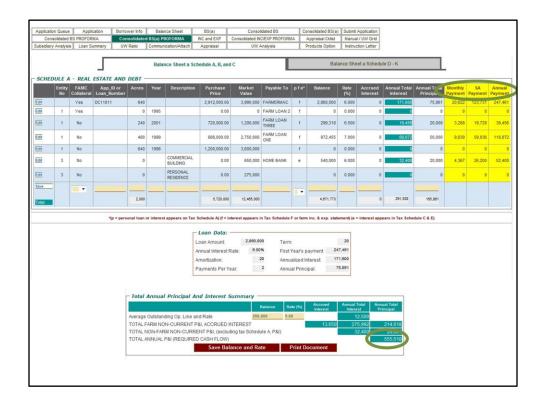


The Proforma Balance Sheet and Schedules

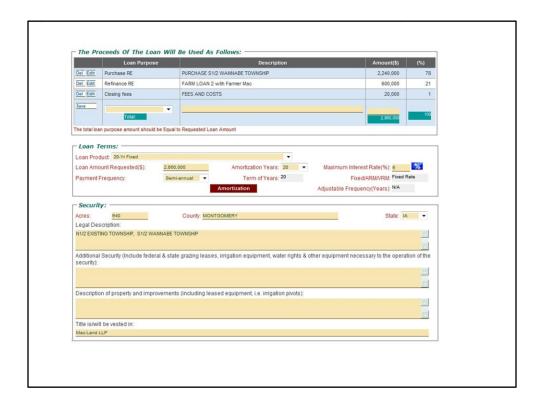


The proforma balance sheet is where you will adjust the current balance sheet for the changes from the Farmer Mac loan. For single entity applications, the tab is titled BS Proforma and BS(a) Proforma. For multiple entity applications the tab is called Consolidated BS Proforma and Consolidated BS(a)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

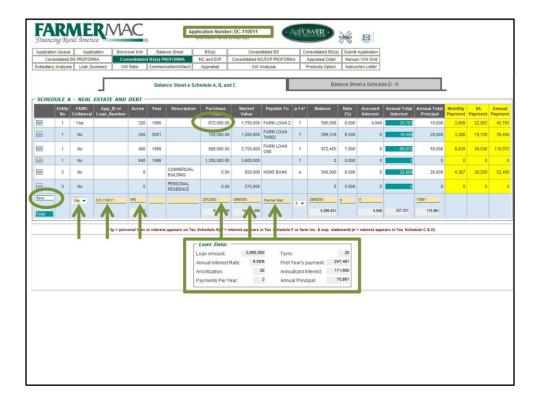
This is the Consolidated Proforma Balance Sheet, you can see that AgPower has added a "Change" column. This is the area that you will address changes not occurring on the Schedule A, B or C.



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.



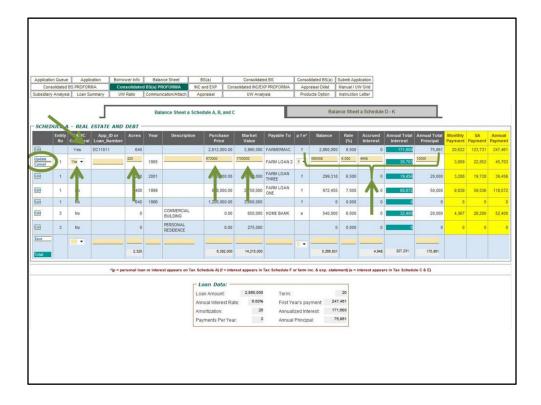
In this example the borrowers are requesting a \$2,860,000 loan with a 20 year fixed product and will offer 640 acres as collateral. The loan proceeds are to purchase real estate, refinance Farm Loan 2 and closing costs. The next few slides will show how to show these changes on the proforma balance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



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.

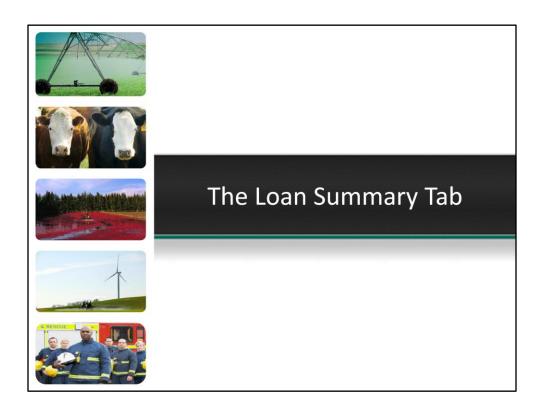


Now we can see the new Farmer Mac loan is listed at the top and the annual payment in the yellow box matches the First Year's payment in the Loan Data Box. Since we are refinancing the Farm Loan 2, and taking that land as additional security, we will need to show the Farm Loan 2 as being paid off. We 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.

tal Assets: 14,372,766 2,239,994 16,612,760 Total Liabilities: 2,972,567 5,232,567 Net Worth: 11,400,199 2,0,000 11,380,18 Total: 14,372,766 2,239,994 16,612,76	Assets: 14,372,766 2,239,994 16,612,760 Total Liabilities: 2,972,567 5,232,56 Net Worth: 11,400,199 -20,000 11,380,19	All Assets: 14,372,766 2,239,994 16,612,760 Total Liabilities: 2,972,567 5,232,5	al Assets: 14,372,766 2,239,994 16,612,760 Total Liabilities: 2,972,567 5,232,5	al Assets: 14,372,766 2,339,994 16,612,760 Total Liabilities: 2,972,567 5,232,5			Total Non-Current Assets: 11,745,757 2,240,000 13,985,757 Total Non-Current Liabilities: 2,556,212 4,	Total Non-Current Assets:	11,745,757	2,240,000	13,985,757	Total Non-Current Liabilities:	2,556,212	4,755,2
Net Worth: 11,400,199 20,000 11,380,18 Total: 14,372,766 2,239,994 16,612,76	Net Worth: 11,400,199 -20,000 11,380,19	Net Worth: 11,400,199 -20,000 11,380,1				tal Accete: 14.372.766 2.239.994 16.612.760 Total Liabilities: 2.972.567 5.232			14,372,766	2.239,994	16,612,760		2.972.567	
Total: 14,372,766 2,233,994 16,612,76				Net Worth: 11,400,199 -20,000 11,380,1				Total Assets.						
Save Print Document	Save Print Document	Save Print Document			Total: 14,372,766 2,239,994 16,612,1	Net Worth: 11,400,199 -20,000 11,380, Total: 14,372,766 2,233,954 16,612,	Net Worth: 11,400,199 20,000 11, Total: 14,372,766 2,233,994 16,							

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 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-Defaulte	ed Loan —				
Has Crossed Loan? 🗸					
Loan/App # Cross Type	Loan Amount	Acres	Total App Val	Net Property Incmome	
Save 20301000 Cross-Defaulted only	154829	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 Famer 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.

Real Estate Security: Total Acres: 640 Tillable: 620 Irrigated Acres: 0 County: MONTGOMERY State: IA Value: 4,320,000 Net Property Income: 170,000
Tillable: 620 Irrigated Acres: 0 County: MONTGOMERY State: IA Value: 4,320,000 Net Property Income: 170,000 Cow/Calf Ranch Loan UW Standards:
Irrigated Acres: County: State: Value: Net Property Income: O Soybeans Total: Cow/Calf Ranch Loan UW Standards: Cow/Calf Ranch Loan UW Standards:
County: MONTGOMERY State: IA Value: 4,320,000 Net Property Income: 170,000
State: IA Value: 4,320,000 Net Property Income: 170,000
Value: 4,320,000 Net Property Income: 170,000
Net Property Income: 170,000
Save

You will need to provide more detailed information regarding the proposed collateral in this area of the Loan Summary Tab. Please provide the tillable acres and irrigated acres if any. The value entered for the collateral in this area should match the collateral value on the proforma balance sheet. Please give the best estimate for the property income. In the commodities grown section please list the two most common commodities grown on the collateral as well as their percent of the collateral. There are numerous commodities to choose from so please be as specific as possible. Don't forget to click Save to save this information.

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	14,372,768	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	2,093,298	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:						

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.

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	2,026,098
= 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	(
+ Other Plus Adjustment		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	(
- Other Minus Adjustment		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	(
+Less P&I new land purchase	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

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)						
	9200020		Peer Group Ra			Peer Group Rat		
Group	Metric	Borrower Data 2.09	High Quartile 5.20	Mean 3.87	Low Quartile	High Quartile 5.20	Mean 4.75	Low Quartile
1. Liquidity	Current Ratio							
2. Solvency	Debt-Asset Ratio	0.35	0.22	0.30	0.40	0.21	0.30	0.3
	Equity-Asset Ratio	0.65	0.78	0.70	0.60	0.79	0.70	0.6
	Debt-Equity Ratio	0.55	0.27	0.48	0.65	0.26	0.47	0.6
3. Profitability	Return on Assets	0.02	0.04	0.02	0.01	0.04	0.03	0.0
	Return on Equity	0.02	0.05	0.03	0.01	0.05	0.04	0.0
	Operating Profit Margin	0.21	0.31	0.18	0.04	0.29	0.18	0.0
	Net Farm Income	19,400	54,976	24,051	-3,069	70,702	29,523	-3,06
4. Repayment Capacity	Cash Flow Available	164,400	220,917	193,151	125,700	178,299	174,969	109,16
	Off Farm Income %	0.46	0.75	0.41	0.15	0.79	0.56	0.1
	Total Debt Coverage Ratio	2.20	2.29	2.03	1.38	2.05	1.91	1.3
5. Financial Efficiency	Asset Turnover	0.17	0.19	0.15	0.12	0.20	0.16	0.1
	Operating Expense Ratio	0.66	0.51	0.61	0.70	0.49	0.61	0.7
	Depreciation Expense Ratio	0.13	0.13	0.20	0.27	0.08	0.16	0.2

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.





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

Balance Sheet and Loan Summary

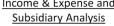
- **Balance Sheet & Schedules**
- Consolidated Balance Sheet & Schedules
- Proforma Balance Sheet and Schedules
- Loan Summary Tab

August 14th 2013



Income & Expense and

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





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







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.



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