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Vol. 13

A bi-monthly update of  
important upcoming events

September 11, 2009

Farmer Mac is the Congressionally-chartered secondary market for agricultural real estate, rural housing and rural utilities loans as well as many USDA guaranteed loans. The Almanac communicates important upcoming events and announcements to agricultural lenders. You can receive answers to your questions about Farmer Mac by calling 800-879-3276, accessing the [Quick-Tip Videos](#) or via [Opportunities@farmermac.com](mailto:Opportunities@farmermac.com).

**Current Headlines:**

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**Upcoming Events for Farmer Mac:**

- |              |   |
|--------------|---|
| Sept. 2-3:   | Indiana Bankers Association; Agricultural Lenders Workshop; West Lafayette, IN.       |
| Sept. 3-4:   | Nebraska Bankers Association; Fall Agri-business Conference; Lincoln, NE.             |
| Sept. 14-18: | First week of Farmer Mac Midwest Road Show.   |
| Sept. 15:    | AgPower® Loan Origination System (LOS) becomes available to Sellers.                  |
| Sept. 21-25: | Second week of Farmer Mac Midwest Road Show.  |
| Sept. 22:    | Webinar: AgPower® LOS.  |
| Sept. 23-25: | Community Bankers Association of Oklahoma; 2009 Annual Convention; Oklahoma City, OK. |
| Oct. 1:      | AgPower® LOS rolls out! Sellers begin submitting loans using AgPower® LOS.            |
| Oct. 1-2:    | North Dakota Bankers Association; 2009 Ag Credit Conference; Bismarck, ND.            |
| Oct. 22-23:  | Minnesota Bankers Association; 2009 Agriculture Conference; Mankato, MN.              |
| Nov. 11-18:  | ABA National Agricultural Bankers Conference; San Antonio, TX.                        |

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### ***Farmer Mac's September "Midwest Road Show": Gearing Up for the New Lending Season***

Over 400 people have registered for one of fifteen mid-September half-day sessions Farmer Mac is offering across seven Midwestern states. The enthusiastic response is proving once again that Farmer Mac's fall meetings are a perennial "must-do" as ag lenders prepare for the new lending season.

This year's topics are especially timely:

- Farmer Mac Corporate Update
- Prevailing Agricultural Credit Conditions
- Recent Loan Purchase Transaction Examples
- AgPower® Loan Processing – A Demo of the New Web-Based Loan Origination System
- Farmer Mac II Update
- Value-Added Benefits that Extend to Members of the ABA and ICBA
- Review of Popular Loan Products and Current Pricing Conditions

The road show will stretch over two weeks beginning Monday, September 14 and ending Friday, September 25. The fifteen sites were selected for their easy access and agricultural focus.

In addition to the timely discussions about ag credit in general and Farmer Mac in particular, attendees will find these sessions to be an excellent opportunity to meet Farmer Mac staff and to visit with other farm lenders in the area.

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### ***Farmer Mac's Web-Based AgPower® Loan Origination System (LOS) On Schedule for October 1 Rollout***

Rollout of Farmer Mac's web-based AgPower® Loan Origination System (LOS) is on schedule to be completed by October 1. Noting its ease, flexibility and timeliness, program testers have identified favorite features including the ability to handle:

- Complex operations with multiple entities - *Consolidates as many entities as desired.*
- Lengthy balance-sheets - *No limit on items to be listed.*
- Document transmittal - *Upload tax returns, credit reports, loan narratives and other documents into the system.*
- Document retention - *Archives the entire loan submission indefinitely.*
- Lender access - *Allows all authorized bank users to access from wherever they are located.*

AgPower® LOS rollout schedule:

September 1:	Announcements appear on the Farmer Mac website.
September 15:	Access becomes available, for previewing purposes, through a hot-link in the password-protected area of the Farmer Mac website. Road shows in seven Midwest states from September 14 to September 25 include a demonstration of the system.
September 22:	Instructional webinar will be recorded and uploaded to the Farmer Mac website.
October 1:	AgPower® LOS goes live!

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### ***Farmer Mac II: A Key Success at Farmer Mac***

As we celebrate the eighteenth year of [Farmer Mac II](#) program authorities, we are reminded of the benefits it brings to the rural constituencies that would likely not be reached through Farmer Mac's other programs. Farmer Mac II is the secondary market for a number of the USDA guarantee programs including Farm Service Agency guarantees (Farm Ownership and Term Operating) and guarantees under the Rural Development Mission (Community Facility (CF) and Business and Industry (B&I)).

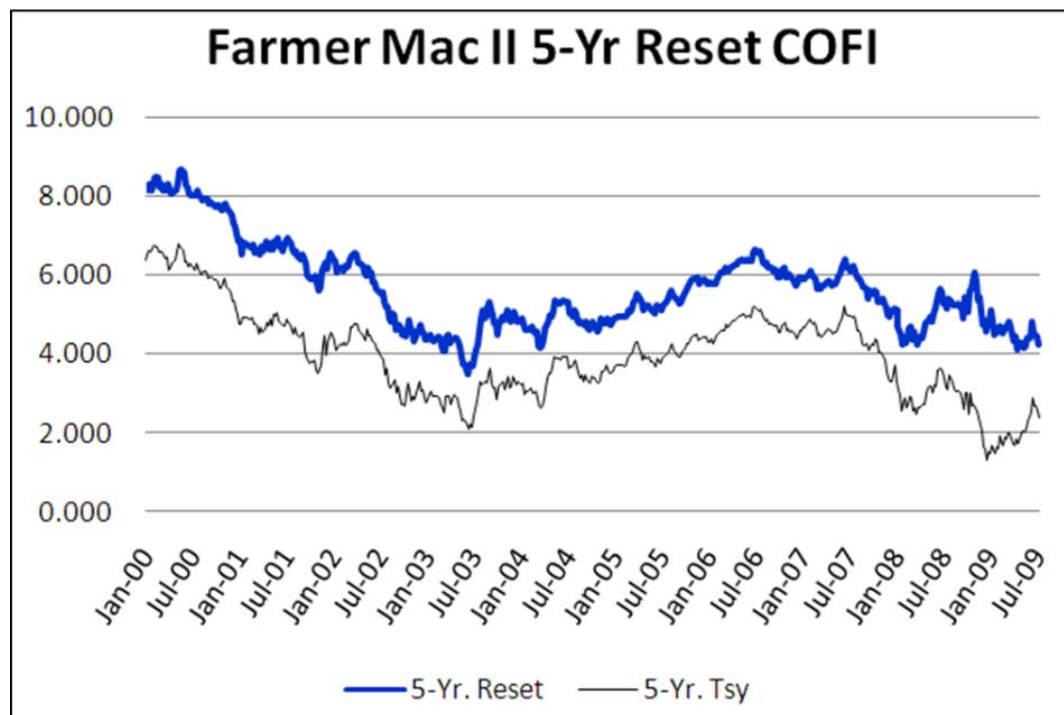
Farming operations with start-up or re-start needs, libraries, hospitals, doctors' offices, and manufacturing facilities are all examples of entities that have benefitted because Farmer Mac provides a robust secondary market.

Evidence of Farmer Mac II successes:

- Growth in volume: The last four quarters have been the best ever, each exceeding \$70 million in volume.
- Growth in diversification of USDA guarantees: More loans originating from the B&I program and the FSA term operating.
- Growth in geographic coverage: 28 states are represented in the most recent transactions.

Keys to its success:

- Customer service, pure and simple!
- Streamlined processes to sell and service the loans that are transparent to the borrower.
- A full array of products with most popular selections being those products allowing the borrower to fix the initial rate for five years or more.
- Lender receives fee income over the life of the loan.
- Competitive rates that consistently have followed nationally-known indices. See recent Farmer Mac II pricing grid below.



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### Announcing New Ways to Connect with Farmer Mac through Facebook and Twitter

You can now receive live updates from Farmer Mac when you follow us through [Facebook](#) and [Twitter](#). By connecting with us you will be one of the first to know when there is an Almanac or marketing news release, a new video upload, a special webinar announcement, or when there is a particular product or topic we want to highlight. You will also receive live updates from the road as Farmer Mac begins its Midwest Road Show on Monday! See pictures, read summaries and see how things are going as this two week series progresses through South Dakota, Minnesota, Iowa, Nebraska, Illinois, Missouri and Wisconsin.

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### ***Farmer Mac Website Displays Latest Press Releases and Financial Reports***

For readers interested in reading the latest financial results for Farmer Mac, the Farmer Mac [website](#), is the perfect connection. See the latest press releases on the homepage. If more detail is needed, additional reports are available through the "Investor" section of the site, found in the lower left portion of the Farmer Mac's website homepage. Simply click on "Equity" to see the [Annual Report to Stockholders](#), [SEC Filings](#), an audio recording of the most recent [Investor Conference Calls](#) (available for two weeks subsequent to the call), and a link to Farmer Mac's transfer agent.

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### ***Farmer Mac I Farm and Ranch Product Descriptions Are Easy to Access***

As lending officers are in the process of discussing which Farmer Mac product best suits the needs of each customer, they should turn to the Farmer Mac website where product descriptions are easily accessible.

- A new "Products" box now appears on the initial screen in the [password-protected](#) area, assuring quick and easy access to the Farmer Mac I product descriptions. At the end of the product listings, a conversion grid is included, allowing viewers to see exactly which products have convertibility options.
- Each of the products listed in the Farmer Mac I Farm and Ranch Loan rate sheets posted on the Farmer Mac website is hot-linked to its appropriate description.

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