



## ***Refresh Webinar New Beginnings***

*February 2015*

### ***Meeting Agenda***

- Benefits of Accessing Farmer Mac Programs
- Farm & Ranch Loan Purchase Program
- Origination to Funding
- Eligible Borrowers and Properties
- Underwriting Criteria
- AgPower® (Loan Origination System)
- Loan Products and Rates
- Farmer Mac 2 – FSA Guaranteed Portion Sales



### ***Farmer Mac can assist in:***

Preserving  
existing  
relationships

Attracting new  
quality  
customers

Growing with  
your larger  
producers

Generating fee  
income

Diversifying  
portfolio risk

Improving  
capital position

Increasing cross  
sell  
opportunities

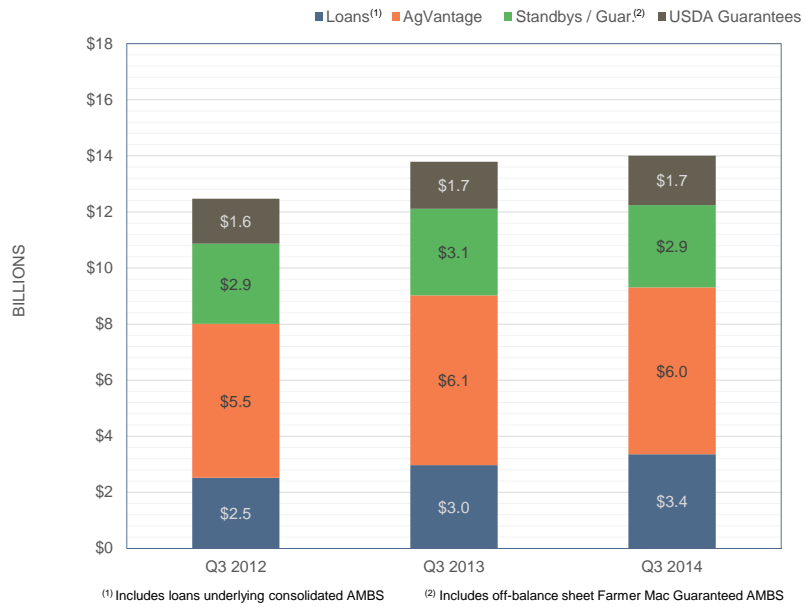
Offering  
competitive fixed  
rate products



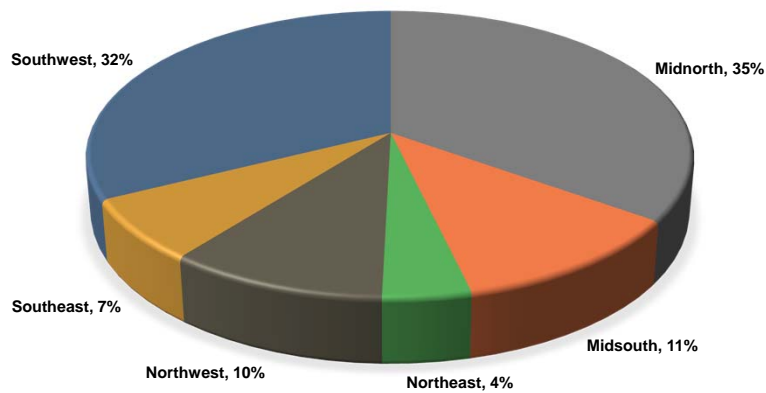
### ***Programs***

- Farm and Ranch Loan Purchase Program
  - Farmer Mac underwritten and third-party servicing
- F&R Purchase Commitment Program
  - Keep loans in portfolio
  - Receive commitment from Farmer Mac that we will purchase qualified loans
  - Pay Farmer Mac 50 bps annually (monthly payments)
- Farmer Mac 2
  - Purchase of guaranteed portions of USDA loans
    - Farm Service Agency and Rural Development

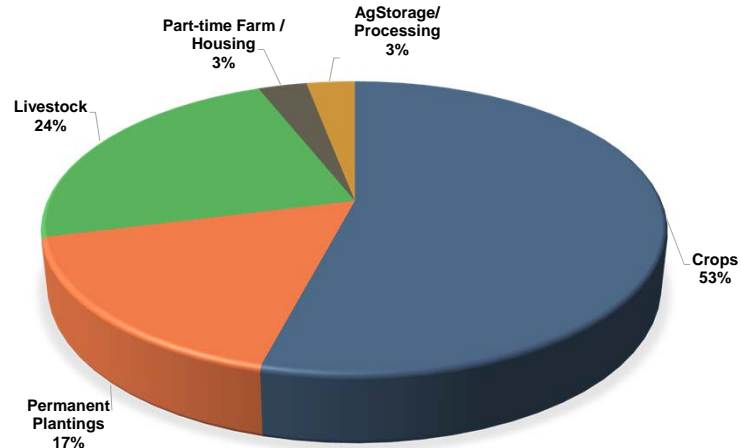
## Outstanding Business Volume 9/30/14



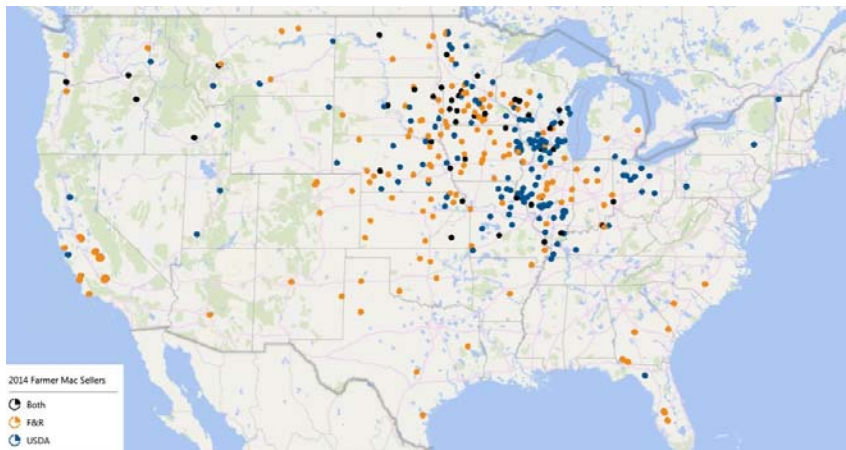
## Farm & Ranch Geography 9/30/14



## *Farm & Ranch Commodity Type 9/30/14*



## *Active Farm & Ranch and FM2 Sellers*





## ***Farm & Ranch Loan Purchase Program***

### ***Farm & Ranch (F&R) Loan Purchases***

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- Product description
  - Whole loan purchase program
  - Rates posted daily
  - Includes new purchases and refinances
- Lender benefits
  - Transfer credit risk and ALM risk
  - Increase liquidity and lending capacity
  - Offer longer-term fixed rate products
  - Accommodate larger loan requests



## ***Processes from Loan Origination to Funding***



### ***Loan Approval Steps***

- Meet with your customer; explain product options
- Package credit using Farmer Mac's AgPower® (Loan Origination System)
- Once submitted, Farmer Mac reviews loan package
- Responds to Seller within two business days
- Issues preliminary loan approval letter



## ***Appraisal and Title Steps***

- Seller engages an appraiser
  - Must be a state certified general appraiser
- Seller orders preliminary title report (or title opinion, IA. only)
  - Forward original “pdf” version of title report (or title opinion if IA.) to Farmer Mac
- Seller reviews appraisal report to ensure it meets the terms of engagement
- Seller uploads appraisal report and preliminary title report/title opinion into AgPower®
- After Farmer Mac’s assessment and approval, these items and the remainder of the file is forwarded to the Central Servicer who assists you with loan closing (instruction letter sent to C.S.)



## ***Farm & Ranch Rates***

- Seller calls Farmer Mac’s rate lock desk (10 AM - 3 PM ET)
- Indicative rates posted daily
- Seller adds Field Servicing Fee
  - 10 bps to 150 bps
  - Typical fee 50-60 bps
  - A Commitment to Purchase is provided via AgPower®, by Farmer Mac, outlining the terms to be placed in the note
- Mandatory delivery
  - 1% pair-off fee
  - Extensions allowed



Rob Owens  
Manager – Capital Markets



Mike Schmid  
Trader – Capital Markets



## Rate Lock Extension Request



Application Number: DC-110011  
Borrower: MAC LAND LLP



Log Out

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 Checklist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	Rate Lock	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter
Rate Lock	Rate Lock Info	Rate Lock Ext Req	Purchase Req				

### Original Loan Information

Loan Number:	21401162
Borrower Name:	MAC LAND LLP
Current Product:	FTF, 15 years fixed rate OP (BC)
Committed Amount:	243,000
Note Rate:	4.79
Net Yield:	4.19
PLA Expiration Date:	09/01/2014
Rate Lock Date:	3/6/2014
Rate Lock Expire Date:	4/3/2014
Pair-off fee if undeliverable:	3038

Sellers can extend a rate lock for one-week at a time. The date the rate lock is extended cannot go past the expiration of the preliminary loan approval. If a rate lock is extended and then later is determined the loan cannot be delivered, the Pair-off Fee will also include any accrued extension fees.

Request

## Loan Closing Options

- Seller works with Central Servicer to prepare the note and other closing documents for the loan product selected using the Commitment to Purchase Sheet faxed or emailed to them by Farmer Mac
  - Seller uses in-house loan closing document preparation program
  - Seller uses online web-based closing document preparation service, PiersonPatterson (ppdocs.com)




## Loan Closing Options

- PiersonPatterson – simple way to generate closing documents – [www.ppdocs.com](http://www.ppdocs.com)
- Capability to transfer data in AgPower® to PiersonPatterson
- \$100 service includes:
  - Promissory note, state-specific security instruments, any riders, required guaranty agreements, assignment of lien, UCC financing statements, amortization schedule, entity resolutions






## Using PPDocs



FarmerMAC

Financing Rural America

Welcome! JRussell







[Loan Application Queue](#)
[Add New Application](#)

Quick Search

Selected One

Go

Seller ID	Application ID	Loan Number	Status	Documents	Borrower Name	Loan Amount	Approved Date	C/S	Submitted Date	UW	Received From	App. Date
DC-001	DC-110011		Rate Locked	documents	MAC LAND LLP	\$2,860,000					BERNARD ABBUHL	03/04/2018

		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 Checklist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter
<div>Send Data To PPDocs</div>							
Application Num: DC-110011		Application Status: <input type="button" value="New Application"/>		<div>Duplicate Application</div>			
Application Description: MAC LAND LLP							

## ***Loan Closing Options***

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- Table Funding – Loan is closed at title office by title officer or attorney's office doing title opinion (Iowa only)
  - Closing Instructions Letter to be prepared by Seller for title officer
  - Closing Protection Letter from title insurance underwriter to Seller
  - After applicants sign all closing documents, title officer faxes or emails signed closing documents to Central Servicer
  - To order funds and a requested funding date; Seller is to complete the Purchase Request tab and document in AgPower® after rate lock. Please complete this document 2 business days prior to wanting funds.
  - Central Servicer calls Farmer Mac and requests that funds be released and wired to title company's escrow account if all closing documents are acceptable and there are no additional requirements
  - Title Company mails all original signed closing documents to Seller
  - Seller copies signed closing documents and places them in field file
  - All original signed documents and final title policy are to be mailed to the Central Servicer



## ***Loan Closing Options***

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- Purchase Closed Loans – Loan is closed at Seller institution by Seller
  - After applicants sign all closing documents, Seller copies all signed documents for the field file
  - Original signed closing documents and certified copies of recorded documents sent via Federal Express or US Mail to the Central Servicer
  - To order funds and a requested funding date; Seller is to complete the Purchase Request tab and document in AgPower® after rate lock. Please complete this document 2 business days prior to wanting funds.
  - Central Servicer calls Farmer Mac and requests that funds be released and wired to seller's escrow account if all closing documents are acceptable and there are no additional requirements
  - Original signed and recorded mortgage or deed of trust, final title policy and assignments to be mailed to Central Servicer when available



### ***Post-Sale Servicing***

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- Central Servicing - responsibility of Farmer Mac
  - Assists Sellers in closing
  - Bills the customer
- Field Servicing - responsibility of the Seller
  - Maintain ongoing relationship with the customer
  - Ensure compliance with loan documents
  - Monitor payment of real estate taxes, hazard insurance
  - File UCC continuations
  - If requested, forward annual balance sheet and tax returns or inspect the security



***Eligible  
Borrowers &  
Properties***

## ***The Basics***

- Eligible Farm & Ranch Loans
  - Types of loans
    - Must be first mortgage farm or ranch real estate loans
    - Revolving lines of credit are available if first mortgage secured
  - Properties
    - Parcels of land capable of producing ag commodities or products
    - May be improved by buildings, fixtures and equipment permanently attached
    - No minimum or maximum acreage requirement
  - Borrowers
    - U.S. citizens, nationals or aliens lawfully admitted for permanent U.S. residence
    - Private corporations or partnerships where members, stockholders or partners holding a majority interest in the entity are U.S. citizens (or nationals) or aliens lawfully admitted for permanent U.S. residence
    - Trusts are not eligible for Farmer Mac financing on a stand-alone basis



## ***Underwriting Grid***

	Fast Track	Full UW Standard	Full UW Choice Pricing
Max Loan Size	<b>\$1,000k</b>	<b>\$12.3/\$30m</b>	<b>\$12.3/\$30m</b>
Loan-to-Value Ratio	<b>55%</b>	<b>60-70%</b>	<b>60%</b>
Debt to Asset Ratio	<b>40%</b>	<b>50%</b>	<b>40%</b>
Current Ratio	<b>1:1</b>	<b>1.25:1</b>	<b>1.50:1</b>
Debt Service Coverage	<b>1:1</b>	<b>1.25:1</b>	<b>1.50:1</b>
Credit Scores	<b>720</b>	<b>680</b>	<b>680</b>
Tax Return	<b>2-Yrs</b>	<b>3-Yrs</b>	<b>3-Yrs</b>

(More detail: <http://www.farmermac.com/Document/lenders/FarmerMac-Underwriting-Grid.pdf>)



## ***AgEquity LOC***

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
AgEquity LOC	≥1.35	≥1.25	≤50%	\$12.3 Million	≤ 50% bare land value	≥680

- Funds are used for agriculture or business purposes
- Improved properties are acceptable but improvements including permanent plantings are not valued when determining LTV
- Semi-Annual interest payments due on January 1 and July 1
- Minimum \$2,500 draw; unlimited draws



## ***2014 Underwriting Stats***

UW Type	% by Count	% by Volume
Fast Track	22%	11%
Ag Equity	18%	19%
Full UW- Choice	18%	18%
Full UW- Standard	42%	52%

- 29% by volume received choice pricing
- 1.28 day decision with a complete loan application
- 83% of loans submitted were approved
- 80% of approved loans were purchased





## ***AgPower® Loan Submissions***

### ***Benefits***

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- Data integrity and communication
  - Everybody works from same document
- Direct access for all authorized users with Seller institution
- Long-term access to files
- Easier to use PPDocs



## *Steps to Submit Loan*

- With general idea of loan amount, LTV, credit score, D/A ratio and total debt coverage ratio, focus on one of three submission options:
  - Fast Track
  - Full Underwrite – Standard
  - Full Underwrite – Choice





FINANCING RURAL AMERICA

## Login

Please enter your user name and password to login to the Farmer Mac Website.

If you have forgotten your password, please click on the forgot password button below to reset your password.

User Name/Email:

MRickels@farmermac.com



Password:

••••••••

Login

Forgot Password

Log in to  
secured area  
by entering  
user ID and  
password



FINANCING RURAL AMERICA

Select AgPower®

My Profile

AgPower

Agvantage Plus

Preferred Appraiser

Rates

LTSPC

Logout

## Farmer Mac Rates

### Cash Window Notice

The Farmer Mac Cash Window is OPEN on Tuesday February 17<sup>th</sup>, beginning at 10:00AM EST.

For Rate Locks, please call 202-872-5555.

The rest of the Washington DC Office is closed due to inclement weather.



- ▷ Farmer Mac Rates Post Schedule
- ▷ Farmer Mac I: Farm and Ranch Loan Program - Pru III
- ▷ Farmer Mac I: Farm and Ranch Loan Program
- ▷ Farmer Mac I: Farm and Ranch Loan Program - ABA
- ▷ Farmer Mac I: Farm and Ranch Loan Program - ICBA
- ▷ Farmer Mac II LLC Rates [FAMC VIEW ONLY]
- ▷ Historical Farmer Mac II LLC COFI Rates
- ▷ AgVantage Rates





**FARMER AC** Welcome! Mark Rickels **AgPOWER** [Admin](#) [Log Out](#)

[Loan Application Queue](#) **Add New Application** Quick Search  [Select One]  [Report](#) [Manual](#) [Video Tip](#)

Click here to view the NEW Credit Corner Newsletter for helpful tips from Farmer Mac, as well as important changes in underwriting and AgPower.

Seller ID	Application ID	Loan Number	Status	Documents	Borrower Name	Loan Amount	Approved Date	CS	Submitted Date	UW	Received From	App. Date
DC-001	<a href="#">DC-159011</a>		New Application	<a href="#">Documents</a>	MAC LAND LLP	\$2,850,000		ZNB		BA	BERNARD AEBLH	03/04/2015
DC-001	<a href="#">DC-060048</a>	20909501	New Application	<a href="#">Documents</a>	Sample Application for Smith Farms	\$150,000		ZNB	03/30/2011		David Buman	07/28/2015
DC-001	<a href="#">DC-060048</a>	20909505	New Application	<a href="#">Documents</a>	Sample Application for Joe Jones	\$220,000	01/01/1900	AA	03/30/2011	SS	Mandy Heng	06/05/2015

Select "Add New Application"

Click on "Documents" and pop-up box appears

Documents

Please turn off your web browser Pop-up blocker for AgPower LOS before download report.

**Application**

**Loan Summary**

Balance Sheet

**Export All Reports**

**Appraiser Engagement Letter**

Environmental Disclosure 1010A Farmer Mac Assumptions and Limiting Conditions Collateral Assessment Report (CAR) 1047 Lifestyle Ranch Loan Certification

Status:  Seller ID:  UW Type:

**FARMER AC** Application Number: DC-090048 FAMC Loan Number: 20909501 Borrower: Sample Application for Smith Farms **AgPOWER** [Admin](#) [Log Out](#)

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 Checklist	Manual / UW Grid		
Subsidiary Analysis	Loan Summary	UW Ratio	Communication/Attach	Appraisal	UW Analysis	Products Option	Instruction Letter

**Application**

Click to watch the quick tip video for Application Tab [Video Tip](#)

Application Num:  Application Status:

Application Description:

Number of Entities:  (1-15) Seasoned Loan ☐ UW Type:  Most Recent Inc/Exp Year:  (2014)

Individual Completing Application:  Application Date:

**The Proceeds Of The Loan Will Be Used As Follows:**

Loan Purpose	Description	Amount(\$)	(%)
Purchase RE	Purchase 60 acres.	150,000	99
Closing fees	fees	1,000	1
<b>Total:</b>		150,000	100

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

**Seller Information:**

Seller ID:  [Open Seller information in CRM](#)

Name:  Address:  City:  State:  Zip:  Phone:  Fax:  Email:

**Loan Officer Information:**

Loan Officer:  ☐ Share this Application? [?](#)

Address:  City:  State:  Zip:  Phone:  Alternate Phone:  Fax:  Email:

**Primary Borrower:**

Business Structure:

Share application with others

MC Approved Sellers' Application for Submission to FAMC **Loan Origination System**

Application Queue	Application	Borrower In	<b>Communication/Attach</b>	Consolidated BS	Consolidated BS(a)	Submit Application
Consolidated BS PROFORMA	Consolidated BS(a) PROFORMA	INC and EXP	Consolidated INC/EXP PROFORMA	Manual / UW Grid		
Amortization	Loan Summary	UW Ratio	<b>Communication/Attach</b>			

**Upload/Edit Related Documents:**

Documents Attached by Seller

Document Category	Entity No	Document Name	Post Date	Document Purpose	File Type	Comments	
Narrative		Smith Farms General Partnership	09/09/2009		.docx	test	Open

Document ID:

Entity No:

Document Category:

Document Name:  Posted Date: 11/18/2009

File Type:

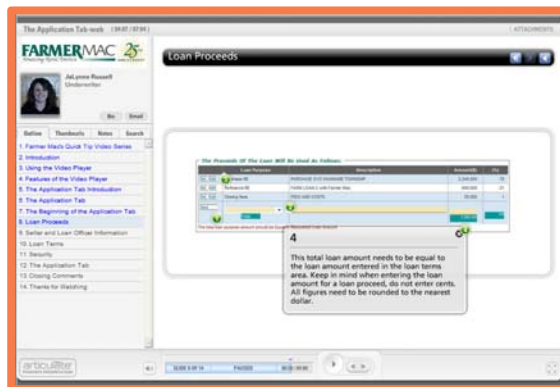
Document Purpose:

File to Upload:

Comments:

Upload scanned documents (pdf, xls,xlsx, doc, docx)

## AgPower Connect Video Series



- Interactive Video Series
- On the Spot Learning Tool
  - Video available on all AgPower® Tabs
- Also accessed in Manual Section
  - Written Manual also available

## Peer Analysis



Application Number: DC-110011  
Borrower: MAC LAND LLP



Log Out

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

Seller, Borrower and Loan Summary Information

Peer Data, Balance Sheet, and Income Statement Trend Analysis

### Peer Data

Total peer group apps: 120, In AgPower: 549  
Region: Mid-North  
Commodity group: Crops  
Gross Farm Income: Between 500,001 to 1,000,000,000

Group	Metric	Borrower Data	Peer Group Ratios of Past 12 Month			Peer Group Ratios of Historical Data		
			High Quartile	Mean	Low Quartile	High Quartile	Mean	Low Quartile
1. Liquidity	Current Ratio	5.13	2.99	4.14	1.46	3.73	3.84	1.47
	Working Capital to Revenue	0.72	0.54	4.14	0.22	0.66	0.51	0.22
2. Solvency	Debt-Asset Ratio	0.33	0.23	0.30	0.36	0.24	0.32	0.38
	Equity-Asset Ratio	0.67	0.77	0.70	0.64	0.76	0.68	0.62
3. Profitability	Debt-Equity Ratio	0.49	0.30	0.45	0.56	0.32	0.50	0.62
	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	0.06	0.04	0.02
	Operating Profit Margin	0.34	0.20	0.16	0.07	0.21	0.15	0.07
4. Repayment Capacity	Net Farm Income	192,176	139,697	120,772	19,071	205,826	140,815	19,924
	Cash Flow Available	384,376	636,515	540,565	239,785	747,543	605,799	248,811
	Off Farm Income %	0.00	0.32	0.23	0.07	0.31	0.23	0.06
	Total Debt Coverage Ratio	1.96	2.01	1.78	1.37	1.96	2.30	1.34
5. Financial Efficiency	Asset Turnover	0.08	0.24	0.19	0.12	0.26	0.20	0.13
	Operating Expense Ratio	0.45	0.64	0.69	0.77	0.63	0.69	0.77
	Depreciation Expense Ratio	0.20	0.10	0.15	0.20	0.08	0.15	0.20

*Accessing  
Farmer Mac  
Rates*

My Profile

AgPower

Agvantage Plus


Preferred Appraiser

**Rates**

LTSPC



Logout

## Farmer Mac Rates



- Farmer Mac Rates Post Schedule
- Farmer Mac I: Farm and Ranch Loan Program - Pru III
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- Farmer Mac II LLC Rates **[FAMC VIEW ONLY]**
- Historical Farmer Mac II LLC COFI Rates
- AgVantage Rates

### Farm and Ranch Loan Program

Posted on: 2/17/2015 10:08 AM ET

- Farm and Ranch Program Servicing Released Net Yields
- Net Yields are based on prevailing market conditions at the time of posting. Actual Net Yields may differ from those indicated.
- Semi-Annual Rates are posted. Annual and monthly pay options are also available. Other important information is posted below the rates. Please read carefully.

Products	Term	Amort.	Reset Margin	Choice Rates
AgEquity LIBOR	20   25   30	Varies	1.80%	1.97%
1-Mo ARM LIBOR	15	15   25	1.50%	1.76%
1-Yr ARM	15	15   25	2.30%	1.97%
3-Yr ARM	15	15   25	2.30%	2.79%
5-Yr ARM	15	15   25	2.30%	3.35%
7/1 ARM	15	15   25		3.12%
10/1 ARM	15	15   25		3.35%
10-Yr VRM	15   20	15   20		4.16%
10-Yr VRM	25   30	25   30		4.26%
15-Yr VRM	20	20		4.30%
15-Yr VRM	25   30	25   30		4.55%
7-Yr Fixed	7	15   25		3.72%
10-Yr Fixed	10	10		3.89%
15-Yr Fixed	15	15		4.18%
15-Yr Fixed	15	25		4.52%
20-Yr Fixed	20	20		4.77%
25-Yr Fixed	25	25		4.92%

Farm & Ranch Products					02/17/2015
Products	Term	Amortization	Reset Margin	Choice Rates	
AgEquity LIBOR	20   25   30	Varies	1.80%	1.97%	
1-Mo ARM LIBOR	15	15   25	1.50%	1.76%	
1-Yr ARM	15	15   25	2.30%	1.97%	
3-Yr ARM	15	15   25	2.30%	2.79%	
5-Yr ARM	15	15   25	2.30%	3.35%	
7/1 ARM	15	15   25		3.12%	
10/1 ARM	15	15   25		3.35%	
10-Yr VRM	15   20	15   20		4.16%	
10-Yr VRM	25   30	25   30		4.26%	
15-Yr VRM	20	20		4.30%	
15-Yr VRM	25   30	25   30		4.55%	
7-Yr Fixed	7	15   25		3.72%	
10-Yr Fixed	10	10		3.89%	
15-Yr Fixed	15	15		4.18%	
15-Yr Fixed	15	25		4.52%	
20-Yr Fixed	20	20		4.77%	
25-Yr Fixed	25	25		4.92%	

## ABA - Farm & Ranch Products

02/17/2015

### ABA/Farmer Mac Alliance Special Products and Pricing \*

Products	Term	Amortization	Reset Margin	Choice Rates
1-Mo ARM PRIME	15	15   25	-0.7%	2.64%
7/1 ARM	15	15   25	N/A	2.99%
10/1 ARM	15	15   25	N/A	3.22%
10-Yr Fixed	10	10	N/A	3.76%
15-Yr Fixed	15	15	N/A	4.05%
15-Yr Fixed	15	25	N/A	4.39%



## ICBA - Farm & Ranch Products

02/17/2015

### ICBA/Farmer Mac Program Special Products and Pricing

Products	Term	Amortization	Reset Margin	Choice Rates
1-Mo ARM LIBOR	15	15   25	1.4%	1.66%
ICBA Open Prepayment Products *				
10-Yr VRM	15   20	15   20	N/A	4.03%
10-Yr VRM	25   30	25   30	N/A	4.13%
15-Yr VRM	20	20	N/A	4.17%
15-Yr VRM	25   30	25   30	N/A	4.42%
ICBA Yield Maintenance Products				
5-Yr VRM	10 15 20 25	10 15 20 25	N/A	2.93%



## ***Farm & Ranch Loan Purchases***

**2014**

### **Record Loan Purchase Volume**

**165 Sellers** sold **903 loans** and received approval  
within an average of under **2 business days**

***THANK YOU FOR YOUR BUSINESS***



**FARMER  AC 2**

SECONDARY MARKET FOR USDA GUARANTEED LOANS

## Program Overview

### Farm Service Agency

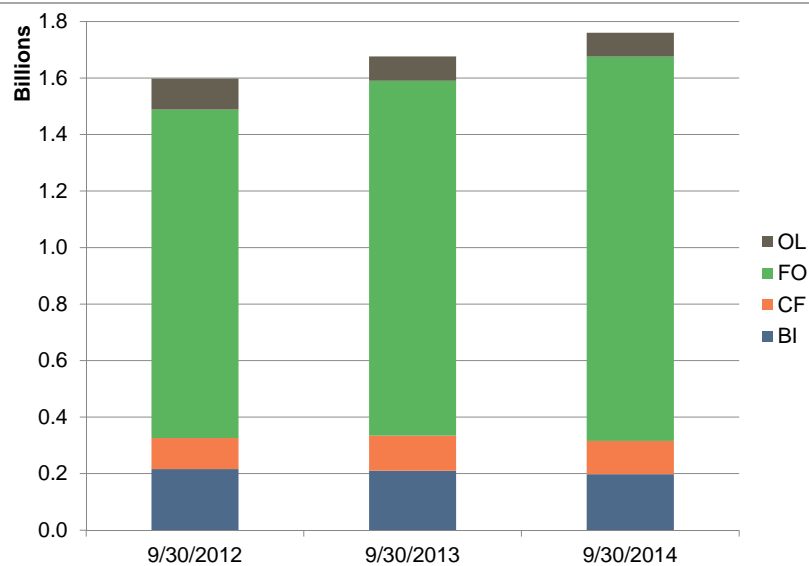
- Farm Ownership
- Operating-Term
- Conservation

### Rural Development

- Business & Industry
- Community Facility
- Water & Environmental



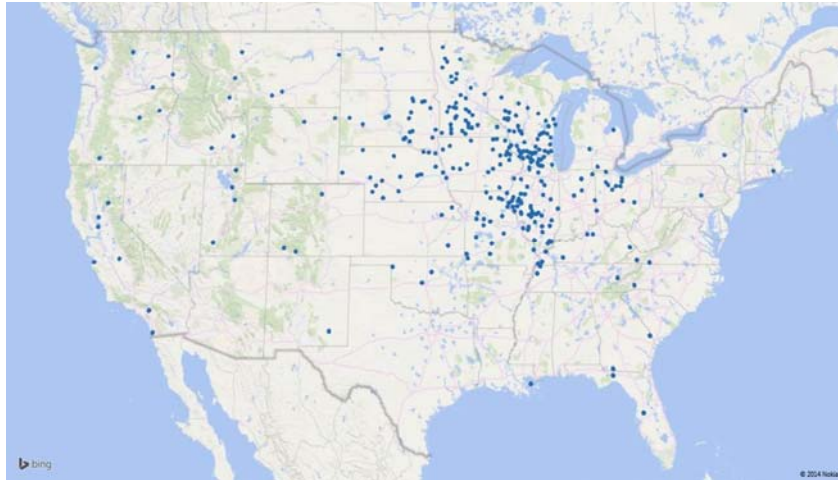
## USDA Guarantees by Loan Type










Note: OL = operating line, FO = farm ownership, CF = community facility, BI = business & industry




## ***Active Farmer Mac 2 Sellers***



## ***Streamlined Process***

-  No Farmer Mac underwriting analysis
-  Lender receives fee income over life of the loan
-  Transaction is transparent to the applicant
-  No selling group requirements by Farmer Mac
-  New loans and seasoned loans allowed
-  No maximum or minimum loan size
-  No prepayment penalties





## Farmer Mac II - My Profile

My Profile

Daily Rates

Online Loan Application

Company Information

Company Name: FARM test seller  
Company ID: AK-002

My Information


Last Name: Mac  
Middle Name:  
First Name: Farmer  
Title: test  
Address: test address  
City: DC  
State: Alaska Zip: 22222  
Telephone: 800-879-3276  
Cell: 222-222-2222  
Fax: 202-872-7713

Access Information

User Name: test@farmermac.com  
Password: \*\*\*\*\*  
Re-Enter Password: \*\*\*\*\*

UPDATE

[Manage Users](#)



Borrowers

Loan Data

Documents

Submit

Fields in RED color are required.

Lender Information

FARM Lender ID: DC-013  
Authorized Contact: Contact, Primary  
Email Address: primary\_contact@demobank.com  
FARM Lender Name: Demo Bank  
Phone Number: 123-456-7890

USDA Information

Government ID: (xx-xxx-xxxxxx) ☒  
Guarantee Percent: 0.000%  
Original Principal Amount: 0  
Current Principal Balance: 0  
% of Guarantee to be Sold: 100.00%  
Servicing Fee: 0.000%  
USDA Loan Type: [Select Type]  
Original Guaranteed Portion: 0  
Guaranteed Portion Balance: 0  
Guaranteed Portion to be Sold: 0  
% Interest Assistance: 0

Promissory Note & Modification

Promissory Note Number:   
Index Type: [Select Index Type]  
Note Dates:   
Maturity Date:   
Interest Payment Frequency: [Select]  
Interest Payment Due Date:   
Interest Payment Due Date:   
Principal Payment Type: Level Payment  
Principal & Interest Payment:   
Interest Paid-In Dates:   
Note Type: [Select Note Type]  
Interest Accrual Basis: [Select Accrual Basis]  
Note Rates: ☒  
Amortization Date:   
Principal Payment Frequency: [Select]  
Principal Payment Due Date:   
Principal Payment Due Date:   
Interest Payment Type: Adjustable  
Fixed Principal Payment:

SAVE & EXIT

CONTINUE

## ***Sale Documents***

Loan Note  
Guarantee

Assignment  
of Guarantee

Promissory  
Note

Other  
Documents



## ***New Farmer Mac II Program Administrator***



- Headquartered in West Des Moines, Iowa
- Positive Seller feedback since transition
- Enhanced reporting procedures with online capabilities
- ACH funds transfer available and preferred
- [www.conterraag.com](http://www.conterraag.com)



## Farmer Mac II Rates

02/17/2015

Product Types	Monthly Pay Cash	Monthly Pay 4-Week Rate Lock	Annual, S.A., & Qrtly Pay Cash	Annual, S.A., & Qrtly Pay 4-Week Rate Lock
Wall Street Journal Prime **	1.75%		1.75%	
Farmer Mac 3-Mo COFI	1.45%		1.45%	
Farmer Mac 5-Yr Reset COFI, 20, 25, 30-Yr Am	2.72%	2.81%	2.82%	2.91%
Farmer Mac 10-Yr Reset COFI, 20, 25, 30-Yr Am	3.31%	3.40%	3.41%	3.50%
Farmer Mac 15-Yr Reset COFI, 20, 25, 30-Yr Am	3.62%	3.71%	3.72%	3.81%
7-Yr Fixed Rate, 7-Yr Am	2.62%	2.71%	2.72%	2.81%
7-Yr Fixed Rate, 15-Yr Am	2.87%	2.96%	2.97%	3.06%
10-Yr Fixed Rate, 10-Yr Am	3.03%	3.12%	3.13%	3.22%
15-Yr Fixed Rate, 15-Yr Am	3.32%	3.41%	3.42%	3.51%
15-Yr Fixed Rate, 25-Yr Am	3.54%	3.63%	3.64%	3.73%
20-Yr Fixed Rate, 20-Yr Am	3.55%	3.64%	3.65%	3.74%



## Farmer Mac 2 Product Trends

### Guaranteed Portions Purchased - 1/1/13 to 12/31/13

Products	Loans	Servicing Fees Wgt Avg	Servicing Fees Median	Net Yield Wgt Avg	Volume	Volume as % of Total	Avg Loan Size
3-Month COFI	120	3.23%	5.01%	1.45%	\$21,989,397	6%	\$ 183,245
Prime	27	4.24%	4.40%	1.35%	\$15,384,744	4%	\$ 569,805
5-Year COFI	30	1.94%	1.55%	2.32%	\$14,209,164	4%	\$ 473,639
Fixed 7-Years	84	1.50%	1.35%	2.44%	\$16,503,061	5%	\$ 196,465
10-Year COFI	80	1.37%	1.26%	3.00%	\$31,955,888	9%	\$ 399,449
15-Year COFI	160	1.16%	1.00%	3.47%	\$57,866,278	16%	\$ 361,664
Fixed 7-20 Years	458	1.06%	1.00%	3.37%	\$203,708,006	56%	\$ 444,777
	959	1.42%	1.19%	3.07%	\$361,616,540	100%	\$ 377,077





***Questions?***



***Thank You***

***Corporate Headquarters (DC): 800-879-3276***  
***Underwriting Office (Iowa): 866-452-2617***