



**FARMERMAC**  
*Financing Rural America*

Farmer Mac Refresh:

**Tracking the Tabs to Success**



**Loan Submission and Final Steps**



## Today's Presenters:

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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 7<sup>th</sup> 2013

### Income & Expense and Subsidiary Analysis

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

August 21<sup>st</sup> 2013

### Balance Sheet and Loan Summary

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

August 14<sup>th</sup> 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 28<sup>th</sup> 2013

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## Loan Submission and Final Steps

Today's Webinar will cover the following:

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

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Submit Application Tab

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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 Submission**

**THANK YOU FOR COMPLETING AND SUBMITTING THIS APPLICATION!**

Before proceeding, is your loan a Fast Track or Full Underwrite loan?  
Find the appropriate column below.

Have you completed the appropriate pages in this AgPower Web Based System as listed below?  
Have you uploaded all necessary items as listed below?

Fast Track	Full Underwrite	
<input type="checkbox"/>	<input type="checkbox"/>	1. Application and Borrower Information forms on this system completed in full, listing all applicants
<input type="checkbox"/>	<input type="checkbox"/>	2. Maximum interest rate on the Application for which approval is sought, includes margin for increasing interest rates
<input type="checkbox"/>	<input type="checkbox"/>	3. Application outlines in detail the use of loan proceeds, including lender(s) being refinanced, improvement being completed, etc.
<input type="checkbox"/>	<input type="checkbox"/>	4. Credit Report with credit score on each primary obligor uploaded
<input type="checkbox"/>	<input type="checkbox"/>	5. Current market value balance sheet(s) with schedules (including debt schedule) completed in full
	<input type="checkbox"/>	6. Previous three years of market value balance sheets and schedules uploaded, if available
	<input type="checkbox"/>	7. Signed Tax Returns/Income statements for previous three years uploaded (can be signed at closing)
<input type="checkbox"/>	<input type="checkbox"/>	8. Signed Tax Returns/Income statements for previous two years uploaded (can be signed at closing)
	<input type="checkbox"/>	9. Signed Tax Return/Income statement for previous one year uploaded (can be signed at closing)
<input type="checkbox"/>	<input type="checkbox"/>	10. Proforma balance sheet and schedules (including debt schedule) completed in full with debts as per written verifications
	<input type="checkbox"/>	11. Historical income and expense information spread as per the tax returns with proforma projections completed
<input type="checkbox"/>	<input type="checkbox"/>	12. Verification, non-farm income(2 most recent paystubs or most recent W-2 for each applicant employed off-farm) uploaded
<input type="checkbox"/>	<input type="checkbox"/>	13. Written credit verifications from major lender(s) of the borrower uploaded, if material to credit
<input type="checkbox"/>	<input type="checkbox"/>	14. Written mortgage verifications outlining outstanding principal balance and payment history (at least last 24 mo); or two most recent 1098's for each mortgage not in the Credit Report uploaded
<input type="checkbox"/>	<input type="checkbox"/>	15. Detailed Narrative analysis of the ranching or farming operation (5 C's of Credit) uploaded
<input type="checkbox"/>	<input type="checkbox"/>	16. Loan Summary completed in full

I have read and checked all the items listed above, and to the best of my knowledge this application is complete and I am submitting this application to AgPower LOS UW Department for underwriting. ☐

**Save** **Submit Application**

Once you have completed all of the necessary tabs in AgPower and have uploaded all of the corresponding documents, you are ready to submit your application to Farmer Mac. To do this you would click on the Submit Application Tab. The Submit Application tab has a checklist for sellers to determine if all application data input is completed and all required documents are attached. This serves as a good reminder of what needs to be completed depending on the underwriting program. Complete the check boxes for the Underwriting Program you wish to submit to and click save. Please note, there is a check box at the end of the orange sentence that is commonly missed. When this box is checked, the "Submit Application" button will become active. Note, you must click Submit Application to actually submit the loan. Clicking Save will not submit the loan.

The image displays three sequential screenshots of the Farmer Mac Loan Application Queue interface, illustrating the progression of a loan application's status. Each screenshot shows the same header with the Farmer Mac logo, user name 'Welcome! JRussell', and navigation links like 'Add New Application' and 'Quick Search'. The main table lists loan applications with columns for Seller ID, Application ID, Loan Number, Status, Documents, Borrower Name, Loan Amount, Approved Date, CS, Submitted Date, UW, Received From, and App. Date.

**Screenshot 1 (Top):** The status for Application ID DC-110011 is 'New Application'. The 'Status' cell is highlighted with a green box.

**Screenshot 2 (Middle):** The status for Application ID DC-110011 has changed to 'Pending'. The 'Status' cell is highlighted with a green box.

**Screenshot 3 (Bottom):** The status for Application ID DC-110011 has changed to 'UW Processing'. The 'Status' cell is highlighted with a green box.


Green arrows indicate the flow from the first screenshot to the second, and from the second to the third.


When the loan is submitted the loan status in the Loan Application Queue and on the Application page will change from “New Application” to “Pending”. When an underwriter begins their analysis of the loan the status will change to “UW Processing”. Farmer Mac strives to have communication regarding the loan back to you within 2-3 business days. This communication may be additional questions, an approval or a denial. The Underwriter may have additional question for you before they are comfortable making a decision on the loan. These will be communicated through the AgPower Communication Log located on the Communication and Attachment tab.



## Preliminary Loan Approval Letter







Loan Application Queue
Add New Application

Quick Search  [Selected One]

Manual

Seller ID	Application ID	Loan Number	Status	Documents	Borrower Name	Loan Amount	Approved Date	CS	Submitted Date	UW	Received From	App. Date
DC-001	DC-110011		New Application	<a href="#">Documents</a>	MAC LAND LLP	\$2,850,000					BERNARD ABBUHL	03/04/2018
DC-001	DC-090048	20909501	New Application	<a href="#">Documents</a>	Sample Application for Smith Farms	\$159,000		ZNB	03/30/2011		David Buman	07/28/2015
DC-001	DC-090046	20909505	New Application	<a href="#">Documents</a>	Sample Application for Joe Jones	\$220,000	01/01/1900	AA	03/30/2011		Mandy Heng	06/05/2015

Status: All 
 Seller ID: DC-001 Federal Agricultural Mortgage Corp.

Loan #: 1   Loan Amount: 159,000   CS: Zions Agricultural Finance (ZNB);  
 Loan #: 1   Loan Amount: 220,000   CS: Agri-Access (AA);

AgPower LOS contains formulas and financial measures that represent best practices used by Council. AgPower LOS uses these criterion to determine, at its sole discretion, whether loans measurement purposes do so independent of AgPower LOS, and AgPower LOS, including its officers and agents, will not assume any (and by using the program in such manner, Sellers agree to assume all) liability to Sellers or others for such use.

### AgPower LOS

#### Documents

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

Balance Sheet

Appraiser Engagement Letter

If Farmer Mac approves the loan the underwriter will issue a Preliminary Loan Approval Letter. This letter is subject to the appraisal and title work and will expire after 180 days. When the Preliminary Loan Approval Letter is issued you will receive notification via email from AgPower. The Preliminary Loan Approval letter is located in the documents section of AgPower and will open as a PDF.

**FARMERMAC**  
Financing Rural America®

Bernard Abbuhl  
Rural Bank A  
123 Main Street  
Farmerville, Iowa 50111

**PRELIMINARY LOAN APPROVAL NOTICE**

Borrowers/Guarantors:

MAC Land LLP  
 MAC Operations, Inc  
 Mac Farmer  
 May Farmer

Loan Number: 21301000  
Loan Amount: \$2,860,000  
Maximum Interest Rate: 6%

Terms:

Maturity: 20 years  
Amortization: 20 years  
Payments/Year:

<input type="checkbox"/>	Monthly Payment
<input checked="" type="checkbox"/>	Semi Annual Payment
<input type="checkbox"/>	Annual Payment

Products Approved: 20 year fixed, 20 year am, 20 year term

Central Servicer: Central Servicing USA, 555 5<sup>th</sup> Street, Houston, TX 96481, 555-555-1234

Lets go over some of the details on the Preliminary Loan Approval. It is important to read this document and keep it available through the post-approval process. The name and contact information for the loan officer is located at the top. The borrowers on the requested are listed here. Note, anyone who is listed as a borrower is required to sign the Promissory Note and possibly the mortgage. Next is the 8-digit loan number, it is important to know this number when referencing the loan. The loan amount is listed along with the Maximum Interest rate. Further down we see the terms of the loan including the maturity, amortization and payment structure. The Preliminary Loan Approval also notes the products the borrowers are approved for. Please note, you will only be able to rate lock the loan for the product, payment structure, loan amount and up to the maximum interest rate. If you need changes to any of these items, you will need to submit a request through the Communication Log in AgPower and a Farmer Mac Underwriter will consider the revision. The remainder of the Preliminary Loan Approval letter are conditions that must be satisfied before the loan can be purchased. Keep in mind that these conditions may or may not apply to your loan application. We will cover some of the more important conditions on the next slide.

<p><u>Central Servicer:</u> Central Servicing USA, 555 5<sup>th</sup> Street, Houston, TX 96481, 555-555-1234</p> <p>We are pleased to notify you that the above referenced loan is approved on a preliminary basis. Based upon this preliminary approval, you may contact Farmer Mac any business day between <u>10:00 A.M. and 3:00 P.M. Eastern Standard Time at 1-800-879-3276</u> to receive an interest rate commitment from Farmer Mac to purchase this loan. The preliminary approval is valid for the exact dollar amount, maturity, amortization, products and up to the maximum interest rate. Any deviation from these items must be re-approved by Farmer Mac Underwriting prior to rate locking the loan. Final approval of this loan is subject to the completion of the conditions listed by the Central Servicer (NAME) and to the following:</p> <p><u>FARMER MAC UNDERWRITING AS WE WILL NEED TO RE-CONSIDER THE CREDIT AT THE LOWER COLLATERAL VALUE.</u></p>
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Please carefully read the Preliminary Loan Approval Conditions as they provide you with detailed information as to what is needed to continue with Farmer Mac purchasing the loan. Here are some important items to note in the PLA.

Rate Lock information- The rate lock desk hours and phone number are listed on the front page of the Preliminary Loan Approval Letter. Please note, the loan is eligible to rate lock once you receive the Preliminary Loan Approval Letter. Rate locking is a commitment to purchase the loan. Failure to purchase a rate locked loan will result in a pair-off fee. Farmer Mac cannot make changes to rate locked loans, so please verify the product, terms etc. with the borrower before rate locking.

Item #2, Approval Expiration-The Preliminary Loan Approval will expire after 180 days. This area of the Preliminary Loan Approval outlines the approval expiration as well as the last possible day to rate lock for an 8-week, 4-week or 1-week rate lock period.

Item #3, Appraisal Information- This item in the Preliminary Loan Approval notes the value of the collateral. This number corresponds to the proforma balance sheet value of the collateral. If the appraisal reveals a value lower than the number outlined here, the loan will need to be revised. Farmer Mac will revise the loan and determine if the loan still qualifies at the lower appraised value. In some cases, the loan amount will need to be decreased or the loan will no longer qualify.

Item #20- Here the underwriter will list specific requirements that are unique to this loan and will need to be met before Farmer Mac can purchase the loan. The loan may not have any conditions in this area.

Exhibit A- This exhibit outlines the estimated use of proceeds. The loan will fund based on these loan proceeds. If the loan proceeds differ from what is outlined in Exhibit A, a revision to the loan may be required.



## Appraisal Checklist Tab

FARM Financing Rural		Potential Appraisal Deficiencies	Application Queue Consolidated E Subsidiary Analysis
<p>As outlined in Chapter 1 of the Seller's Guide, please ensure the appraisal is submitted in accordance with the following requirements:</p> <p><b>Appraisal</b></p> <p>Type of Report: <input type="text"/></p> <p>Appraiser First Name: <input type="text"/></p> <p>Value Used Per Farm: <input type="text"/></p> <p>Acres: <input type="text"/></p> <p>Land Value: <input type="text"/></p> <p>Purchase Price (if applicable): <input type="text"/></p> <p>Net Income (from operation): <input type="text"/></p> <p>Owner: <input type="radio"/> Owner <input type="radio"/> Rent <input type="radio"/> Other</p> <p>Interest Appraised: <input type="radio"/> Yes <input type="radio"/> No</p> <p>(Sales Approach) <input type="radio"/> Yes <input type="radio"/> No</p>		<p>1. Please place a signed copy of the engagement letter in the appraisal report. If you desire to use Farmer Mac's engagement letter, it is available as form 1023A at <a href="http://www.farmermac.com">www.farmermac.com</a>.</p> <p>2. If the Farmer Mac engagement letter, 1023A, is not used, please have the appraiser place the following Farmer Mac certification language into the certification section of the appraisal report after the appraiser has reviewed the language.</p> <ul style="list-style-type: none"> <li>"I am aware of the requirements stated in the Farmer Mac Seller/Service Guide, and have completed this assignment in accordance with those requirements as they applied in this assignment."</li> <li>"Unless otherwise disclosed in this report, I have not been engaged to appraise the subject property for the purpose of market value by any party except (the client) (my employer), as identified in this report, within the 36-months prior to the date of value in this report."</li> <li>"My analyses, opinions, and conclusions were developed and the appraisal and this report has been prepared for use in a lending transaction that may include Farmer Mac as an intended user."</li> </ul> <p>3. Please have the borrowers complete and sign the Environmental Disclosure form (FAMC form 1010A). This form is available at <a href="http://www.farmermac.com">www.farmermac.com</a>.</p> <p>4. Please provide flood searches for each respective appraisal regarding the building sites.</p> <p>5. The Environmental Disclosure form (form 1010A) states that there is an underground fuel tank on the security. Please review the Farmer Mac Seller/Service Guide and we can discuss further. Action taken will depend on the size of this tank. The tank may need to be removed and if any contamination is present in the area surrounding the tank, it must be rectified to meet all local, state and federal requirements. Once this has all been done, we ask that a letter be forwarded to us signed by a representative of your institution that informs us that the underground tanks have been removed and no further environmental hazard(s) exists (if you as seller feels this is the situation). The Seller's Representations and Warranties are being relied on for all environmental issues. Please see 2-17 of the FAMC Seller/Service Guide for additional information regarding underground tanks.</p> <p>6. The appraisal report reflects that hazard insurance must be put into place at the amounts as outlined in the cost approach. Please ensure the applicant(s) have available at closing a binder from their insurance carrier that provides adequate hazard insurance coverage. If flood coverage is required, this too must be presented at closing. See the FAMC Seller/Service Guide for additional information.</p> <p>7. The appraisal report for this loan reflects additional Assumptions and Limiting Conditions that are outside of those listed on Farmer Mac Form 1037. If your institution is willing to accept responsibility for these Assumptions and Limiting Conditions outside of Farmer Mac Form 1037, please provide a signed letter from your institution that states that those contained in the appraisal report are acceptable to and commonly used by your company.</p> <p>If the Assumptions and Limiting Conditions in the appraisal report for this loan are not acceptable to and commonly used by your institution, and the appraiser is willing to delete those currently in the appraisal report and replace them with Farmer Mac Form 1037, then forward to Farmer Mac, a signed letter from the appraiser stating they are doing so, and those in the appraisal report are to be replaced with FAMC Form 1037.</p> <p>8. Please have the appraiser address if the quantity and quality of the water supply for irrigation is adequate for the number of acres irrigated and crops grown.</p> <p>9. Please have the appraiser provide the gross income, gross expenses (not including depreciation or interest expense) and net income for the subject property. It should be calculated using typical historical, yields, prices and expenses. University information can be relied on if desired. Please refer to the FAMC Seller/Service Guide and the FAMC Collateral Valuation Supplement for more information.</p> <p>10. Please have the appraiser verify that the property appraised is one and the same as noted on the Preliminary Title Report's legal description (title opinion in Iowa). Please have the appraiser provide to us a signed letter outlining this if they are one in the same property.</p> <p>11. When the Preliminary Title Report (title opinion in Iowa) is available, please forward the original to our office.</p> <p>12. Please have the appraiser provide a copy of the signed sales agreement.</p> <p>13. The Livestock Facility must meet all local, state and federal zoning and environmental laws and requirements. If secured acreage is not sufficient to deal with waste effluent, a manure easement will be required on additional acreage. Are there enough acres for the waste effluent or is additional acreage needed? Is the Livestock Facility properly permitted and does it meet all local, state, and federal zoning and environmental laws and requirements? Please have the appraiser provide to us a signed letter outlining this information.</p> <p>14. There appears to be a lack of legal and/or physical access to the security. Please ensure that good legal and physical access exist to the security and that the title company (title opinion in Iowa) will not reflect a lack of good legal and physical access.</p> <p>15. Other</p>	<p>Application Queue Consolidated E Subsidiary Analysis</p> <p>Application Queue Consolidated E Subsidiary Analysis</p> <p>Application Queue Consolidated E Subsidiary Analysis</p>

Generally sellers wait until they receive the Preliminary Loan Approval Letter to order the appraisal and title work. All appraisals and title work should be reviewed at the seller bank before being uploaded into AgPower. Reviewing and correcting any items that are missing before uploading the file into AgPower will greatly speed up the time it takes to get the loan to closing. When reviewing the Preliminary Title Work we ask that you "mark up" the title and note any items that will be refinanced or items that will be removed from the final title report. Farmer Mac also provides you with an Appraisal Checklist, as a tab located in AgPower. This is the same form that Farmer Mac looks at when reading the appraisal. In the form there is a list of potential appraisal deficiencies. These are the most common items that are missing in appraisals that Farmer Mac receives. Use this checklist as a resource when reviewing the appraisal.

Farmer Mac recently held a webinar regarding appraisals and this webinar provides more detailed information for appraisal expectations. You can watch "Farmer Mac Refresh: Appraisers and Appraisals- Tips from The Pros for Getting them Right" webinar on the Farmer Mac website under Resources, then Recorded Webinars.




## Rate Locking and The Rate Lock Info Tab

Secure Access

- My Profile
- AgPower
- Doc Prep Service
- Preferred Appraiser
- Products
- Rates
- Logout

## Farmer Mac Rates



- Farmer Mac Rates Post Schedule
- 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

### Farm and Ranch Loan Program

Posted on: 5/13/2013 12:01 PM ET [View in PDF](#)

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	Semi-Annual Pay Standard	Semi-Annual Pay Choice <sup>1</sup>
Open Prepayment Products					
AgCountry LIBOR	20/25/30	Varies	1.70%	1.90%	N/A
1-Mo ARM LIBOR	15	15   25	1.60%	1.89%	1.69%
3-Yr ARM	15	15   25	2.50%	1.93%	1.73%
5-Yr ARM	15	15   25	2.50%	2.20%	2.00%
7-Yr ARM	15	15   25	2.50%	2.60%	2.40%
7/1 ARM	15	15   25		3.78%	3.58%
10/1 ARM	15	15   25		3.90%	3.70%
10-Yr VRM	15/20	15/20		3.59%	3.39%
10-Yr VRM	25/30	25/30		3.78%	3.58%
7-Yr Fixed	7	15   25		3.08%	2.88%
10-Yr Fixed	10	10		3.18%	2.98%
15-Yr Fixed	15	15		3.75%	3.55%
15-Yr Fixed	15	25		4.05%	3.85%
20-Yr Fixed (1)	20	20		4.47%	4.27%
25-Yr Fixed (1)	25	25		4.72%	4.52%
Yield Maintenance Products					
5-Yr VRM	10/15/20/25	10/15/20/25		2.57%	2.37%

The Farmer Mac rates are posted daily in the Secure Access area of the Farmer Mac website. To access the rates you would login to the Farmer Mac website and click on Rates. Farmer Mac has an alliance with the American Bankers Association as well as with the Independent Community Bankers Association. These alliances have allowed certain loan products to receive discounted pricing as compared to the standard Farmer Mac rate sheet. If your bank is a member of either one of these organizations, alert the Farmer Mac marketing department and they will update your bank's profile to reflect the membership.

Here you can see the standard Farmer Mac rate sheet, the ABA rate sheet and the ICBA rate sheet. Each rate sheet shows the product, available term and available amortization options. The rates are quoted as Semi-Annual payments. There are two columns, standard and choice. Choice rates are available to all loans approved as Fast Tracks or approved as Full Underwrite, Choice pricing. There is a 20 basis point difference between standard and choice pricing.

To learn more about a product you can click on the product's name and a description of the product will open in a separate window.





## Rate Locking

- Before rate locking check with your customer and make sure they are comfortable with the loan amount, product and anticipated interest rate. If any of these items need adjusted the loan will need to be amended by the Farmer Mac Underwriting Staff.
- Be confident the loan will close before rate locking. Rate Locking is a commitment to deliver the loan. Failure to close a rate locked loan will result in a par off fee. The pair off fee is typically 1-1.25% of the loan balance.
- To rate lock you will call the Washington, D.C. office and ask for the Rate Lock Desk.
  - The phone number is listed in the Preliminary Loan Approval Letter. 1-800-879-3276
  - Rate Lock Desk hours are 10:00 A.M. to 3:00 P.M. Eastern time

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<b>Loan Information</b>	
Loan Number:	21301000
Borrower Name:	MAC Land LLP
Commitment Date:	5/10/2013
Commitment Expiration Date:	6/9/2013
Commitment Amount:	\$2,860,000
Note Rate:	5.36%
Servicing Release Net Yield:	4.76%
Field Servicing Fee:	.60 %
Secondary Field Servicing Fee:	0 %
<b>Product Information</b>	
Product:	FTF, 20-Yr Fixed - Open Prepay (AS)
Amortization:	20 Years
Payment Frequency:	Semi-annual
Credit Quality:	Standard
Under Writing Type:	Full Underwrite
<b>Seller Information</b>	
Seller/Servicer ID:	DC-001
Seller Name:	Rural Bank A
Commitment Requested By:	Bernard Abbuhl
Fax Number:	807-624-3648
Central Servicer Fax Number:	866-614-8306
<b>Payment Terms Information</b>	
First Interest Payment Due Date:	7/1/2013
First Principal Payment Due Date:	1/1/2014
Maturity Date:	7/1/2033
Next Scheduled P&I Payment:	11,744
<b>ARM Information (If Applicable)</b>	
Next Reset Date:	
Reset Margin:	%
Reset Reference Index:	
Int Adjust Freq (Months):	
<b>Rate Lock Confirmation</b>	
Rate Lock Confirmed?	<input checked="" type="checkbox"/> Confirmed by Robert Owens 5/10/2013 3:20:0
<a href="#">Print Rate Lock Document</a> <a href="#">Amort Schedule</a>	

At the close of business on the day the loan is rate locked, two new tabs will be added in AgPower, Rate Lock Info and Purchase Request. Click on the Rate Lock Info tab to see detailed information on the rate lock. You can see the rate lock expiration date, the note rate, the field servicing fee, the product information as well as payment information. This tab can be printed for your records. For those sellers who have been working with Farmer Mac for some time, the Rate Lock Info Tab has replaced the Commitment to Purchase Form that was faxed to you in the past.




PPDocs

The screenshot shows the PPDocs, Inc. website. The header includes the PPDocs logo and navigation links: Home, Services, Resources, FAQ, News, Contact, and Account. A search bar is also present. The main content area is titled 'FARMER MAC' and includes a sidebar with product categories and a main text area describing the service. A table at the bottom compares 'The Challenge' with 'Our Solution'.


The Challenge	Our Solution
<ul style="list-style-type: none"> <li>Maintaining a huge document library as well as obtaining the current documentation and loan requirements required by Investors.</li> </ul>	<ul style="list-style-type: none"> <li>The document library at PPDocs, Inc is maintained by full time staff and compliance personnel. The documents are updated as new rules and regulations require them. Our experienced staff know Investor requirements and the documents needed.</li> </ul>

Farmer Mac partnered with Peirson Patterson Documents, also known as PPDocs, to provide our sellers with a resource to develop closing documents for Farmer Mac loans. Farmer Mac recommends using PPDocs for closing document preparation, but it is only required for AgEquity loans. To use this feature you must be a registered user with PPDocs. The cost is \$100 for a basic set of documents and the cost increases with more complex documents. Per PPDocs, many users generate their first package within an hour. PPDocs provides the security instruments and specific language related to products that need to be included in the note. In addition PPDocs can help prepare UCC statements, name affidavits, irrigation equipment riders and other necessary closing documents.



**FARMER MAC**  
Financing Rural America

Application Number: DC-110011  
Borrower: MAC LAND LLP



Application Queue	<b>Application</b>	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	Appraisal	UW Analysis	Products Option	Instruction Letter

Send Data To PPDocs
←

Application Num: DC-110011    Application Status: Rate Locked    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(\$)	(%)
<a href="#">Del</a> <a href="#">Edit</a>	Purchase RE	PURCHASE S1/2 WANNABE TOWNSHIP	2,240,000	78
<a href="#">Del</a> <a href="#">Edit</a>	Refinance RE	FARM LOAN 2 with Farmer Mac	600,000	21
<a href="#">Del</a> <a href="#">Edit</a>	Closing fees	FEES AND COSTS	20,000	1
<a href="#">Save</a>	<div style="display: flex; align-items: center;"> <div style="border: 1px solid #ccc; padding: 2px; margin-right: 5px;">Total:</div> <div style="background-color: yellow; width: 100px; height: 15px;"></div> </div>		2,860,000	100

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

AgPower can automatically transfer a majority of the loan information from AgPower into the documents being prepared by PPDocs. Once the information has transferred you will need to review for accuracy and possibly input some additional information. To use this feature you must have a PPDocs account and the loan must be rate locked. Once the loan is rate locked there will be a new button on the Application Tab called "Send Data to PPDocs". Click on this button to start the process. At this time you also need to be logged into your PPDocs account in a separate internet window. Follow the remaining direction in AgPower and eventually on the PPDoc's website.



## Purchasing the Loan and The Purchase Info Tab

Loan Purchase Request Information	
Loan Number:	
Borrower Name/ID:	
Desired Purchase Date:	Commitment Expiration Date:
Seller Name:	Seller ID:
Central Servicer Name:	
Purchase Requested By:	
Requester Phone #:	Request Date:

Wire Transfer Instructions	
a. ABA Number of Recipient Bank:	
b. Telegraphic name of receiving bank, as assigned by Federal Reserve Bank:	
c. Name of Commercial Bank that will receive wire transfer (i.e., Seller or its Depository bank.):	
	Account No.:
Further Credit To:	
	Account No.:
d. Beneficiary name and account number (i.e., Seller, if funds are being wired to Seller's depository bank.):	
	Account No.:
e. Brief description that will be conveyed as part of the wire (i.e., any cross reference to the Seller or Farmer Mac documentation such as loan number)	
	Title Commitment/Escrow/File No.:
Notify:	Phone #:

Funding Requested	
Date Seller Funded Loan:	
Date Farmer Mac to Purchase Loan:	(same date as above for table funded loans)
Loan Purchase Principal:	
+ Purchased Interest(*):	
- Extension Fee(if any):	
= Total Funds Wired:	

\*For non-table-funded loan, Farmer Mac will include accrued interest from funded the loan to the date Farmer Mac will purchase the loan less any servicing fees. Please refer to the Farmer Mac Seller/Servicer Guide Chapter 303.12 for additional detail in calculating wire amounts.

**Submit Request**

The Central Servicer will work with you in finalizing the closing documents. When all closing documents are finished and the Central Servicer agrees the loan is ready to be purchased, you will need to complete the Purchase Request Tab in AgPower. This tab appeared after the loan was rate locked. Only employees who have been given rights to this tab will be able to complete it. Your access rights are controlled by the Farmer Mac administrator at your bank.

Complete the information and click "Submit". An email will go to your Central Servicer notifying them this tab has been completed. If there need to be changes to the request you can make the changes and resubmit. On the day the loan is to fund, the Central Servicer will confirm the Purchase Request and the loan funds will be wired per the instructions.

Loan Information	
Central Servicer:	COB Agrifinancial Services, Inc.
Attention:	COB Agrifinancial Services, Inc.
Phone #:	502-721-9446
Fax #:	502-721-9776
Loan Number:	
Borrower Name:	
Seller Name:	
Purchase Date:	7/15/2013
Interest From Date:	7/15/2013
Pool:	
Note Rate:	5.150%
Field Servicing Fee:	0.510%
Net Yield:	4.640%
Accrued Interest Fee:	4.390%
Price:	100.000%
Purchased Par Amount:	428,500.00
Accrued Interest:	0.00
Premium Discount:	0.00
Underwriting Fee:	
Extension Fee:	0.00
Pairoff Fee:	0.00
Other Fee:	0.00
Total Wired:	428,500.00
Authorized by:	
Approved by:	

[Print Purchase Document](#)

The Purchase Info Tab will appear following the purchase of the loan by Farmer Mac. The purchased information will remain indefinitely and can be printed or saved.





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 7<sup>th</sup> 2013

### Income & Expense and Subsidiary Analysis

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

August 21<sup>st</sup> 2013

### Balance Sheet and Loan Summary

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


August 14<sup>th</sup> 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 28<sup>th</sup> 2013

**FARMER**MAC



**FARMER MAC**  
Financing Rural America

Application Number: DC-110011  
Borrower: MAC LAND LLP




**AgPOWER**  
by Farm Credit

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

 **Video Tip**

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

Application Description: MAC LAND LLP

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

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

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

	Loan Purpose	Description	Amount(\$)	(%)
<a href="#">Del</a> <a href="#">Edit</a>	Purchase RE	PURCHASE S1/2 WANNABE TOWNSHIP	2,240,000	78
<a href="#">Del</a> <a href="#">Edit</a>	Refinance RE	FARM LOAN 2 with Roseville State Bank	600,000	21
<a href="#">Del</a> <a href="#">Edit</a>	Closing fees	FEES AND COSTS	20,000	1
<span style="background-color: #fff9c4; border: 1px solid #ccc;">Save</span>				
	<span style="background-color: #008080; color: white; padding: 2px 10px; border: 1px solid black;">Total:</span>		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? i

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 and Income and Expense tabs in the later this week. 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:

### **JaLynne Russell**

Loan Underwriter  
Johnston, Iowa Office  
[jalynne\\_russell@farmermac.com](mailto:jalynne_russell@farmermac.com)  
866-452-2617

### **Larry Jones**

Relationship Manager  
Washington, DC Office  
[Larry\\_jones@farmermac.com](mailto:Larry_jones@farmermac.com)  
202-872-6604

**FARMER**MAC