



The Farmer Mac *Forward* communicates important upcoming events and announcements to agricultural lenders. You can learn more about Farmer Mac by visiting the Farmer Mac website ([www.farmermac.com](http://www.farmermac.com)), calling 800-879-3276 or emailing [opportunities@farmermac.com](mailto:opportunities@farmermac.com).

### Upcoming Conferences & Events

<b>Jan. 18-20:</b>	<a href="#">Farm Futures</a> Ag Boot Camp & Ag Summit; Bettendorf, IA
<b>Jan. 30-Feb. 1:</b>	<a href="#">Farm Credit Council</a> Annual Meeting; San Diego, CA
<b>Feb. 3:</b>	<a href="#">Peoples Company</a> 2017 Land Investment Expo; West Des Moines, IA
<b>Feb. 7:</b>	<a href="#">Community Bankers Assoc. of Illinois</a> Ag Lenders' Conference; Springfield, IL
<b>Feb. 8-9:</b>	<a href="#">Utah Bankers Association</a> Ag Outlook and Conference; St. George, UT
<b>Feb. 19-22:</b>	<a href="#">ABA</a> National Conference for Community Bankers; Orlando, FL
<b>Mar. - TBD</b>	<a href="#">Iowa Bankers Association</a> IBA Ag Bankers Conference; Ames, IA
<b>Mar. - TBD</b>	<a href="#">Oklahoma Bankers Association</a> Ag Conference; Oklahoma City, OK
<b>Mar. 2-3</b>	<a href="#">Illinois Bankers Association</a> The One Conference; East Peoria, IL
<b>Mar. 8-9</b>	<a href="#">Kansas Bankers Association</a> Kansas Ag Bankers Conference; Manhattan, KS
<b>Mar. 15-19</b>	<a href="#">ICBA</a> Community Banking LIVE; San Antonio, TX
<b>Mar. 23-24</b>	<a href="#">Montana Bankers Association</a> Ag Bankers Conference; Bozeman, MT

### News & Updates

#### Farmer Mac Holiday Hours

- Farmer Mac Offices and Rate Lock Desk will be closing at 12 PM ET on Friday, December 23<sup>rd</sup>
- Farmer Mac Offices and Rate Lock Desk will be closed on Monday, December 26<sup>th</sup> and Monday, January 2<sup>nd</sup>

#### Fast Track Increased to \$1.5M

Ask and you shall receive! Farmer Mac is pleased to announce that effective December 1, the maximum loan amount for our Fast Track program is increased from \$1 million to \$1.5 million. The Fast Track program is an underwriting option that provides for an accelerated approval process and reduced documentation requirement, compared to the full underwriting method. For additional information on Fast Track, please visit the Resource Library located at [www.efarmermac.com](http://www.efarmermac.com).

## ***Farmer Mac and American Bankers Association Ag Lenders Survey***

Farmer Mac has teamed up with the American Bankers Association to jointly survey ag lenders nationwide about economic and lending conditions in their service areas. During these volatile economic times, sharing information and insight is more important than ever.

As a Farmer Mac Approved Lender, you should have received an email inviting you to participate in our {anonymous} **Ag Lenders Survey**. If you did **NOT** receive the survey, please contact our marketing coordinator, Betsy Urso at [burso@farmermac.com](mailto:burso@farmermac.com).

The survey below will remain **active until January 6, 2016**. Once complete, our research teams will compile the results to **share** with you in early 2017.

### ***Dave's GPS***

#### ***Keep Up with Dr. David Kohl through Farmer Mac***

Dr. Kohl spends much of his time traveling the country speaking to bankers and producers about ag finances, trends and outlooks. In his most recent GPS, ***The Super Bowl of Agricultural Lending***, Dr. Kohl reflects on his fourth decade of speaking at the American Bankers Association Ag Bankers Conference. He summarizes his over 20 pages of notes from the events and highlights some of the great points from this rich environment of information.



Along with Dave's GPS, see Dr. Kohl's bi-monthly "Dashboard" for his assessment of today's global and domestic economics: [Dave's GPS and Dashboard](#)

### ***New Resources Now Available!***

All resources named below are conveniently located in the Resource Library at [www.farmermac.com](http://www.farmermac.com).

#### ***Admin Guide:***

A handy reference guide has been created for those Farmer Mac Administrators who are unfamiliar with, or new to, assigning access rights to Farmer Mac programs. In this brief 2-page guide you will find definitions for access rights, resetting passwords, and helpful tips and information to pass along to new and existing users.

#### ***PPDocs Manual:***

We recognize the importance of ordering closing documents in a timely and cost effective manner. To support your efforts, we've prepared a PPDocs User Guide that steps users through the document ordering process – from registering online with PPDocs to downloading and correcting documents. Even better, we've supplied you with contact information for those representatives at PPDocs and Farmer Mac who can assist throughout the process. As a reminder, PPDocs is only one option available for closing document preparation. As the originating lender, you are welcome to prepare documents at your institution using a reputable and compliant document system or have them prepared by an attorney.

#### ***Narrative Form:***

A complete and thorough narrative is instrumental in our ability to understand and expedite your loan applications. As such, narratives are required on all loan submissions. In response to popular demand, we are unveiling a new, narrative e-template to improve your understanding of narrative requirements and ease the writing process. The Narrative Template is tab enabled and very descriptive, allowing for quick and organized completion. This template is provided as a courtesy and while we encourage its use to ensure quality narrative format, you are welcome to use your own form.

#### ***Training Kit:***

We strive to make working with Farmer Mac fast, easy and efficient. To that end, we are so excited to announce the launch of Farmer Mac's new training kit, designed to outline all of the essentials – the "how to's" and the "what's next" of doing business with us. Whether you are a new or existing Farmer Mac customer, this kit will provide you with the fundamentals of submitting a loan from start to finish.

Examples include: step-by-step guides detailing our products options, selling a loan, application checklist, submitting an appraisal, how to rate lock and submit closing documents. An electronic version of the new training kit is now available online. If you would prefer to receive a hard-copy binder, please contact Client Services team.

Questions? As always, please don't hesitate to reach out to the Client Services team at 866-452-2617 or [clientservices@farmermac.com](mailto:clientservices@farmermac.com)

### **Farmer Mac in the News**

- [ABA Banking Journal](#): **Maintaining a Commitment to Ag Customers**
- [Top Producer: Economist](#): **Wouldn't Be "Surprised" if 2017 Better Than Expected**
- [AgWeb](#): **Could the Worst Regulations be Over in 2017?**
- [AgFax](#): **Farm Finances: Farmland Market Calm Spurs Refinancing – DTN**
- [Farm Journal's MILK](#): **How To Make Lending You Money Easy**
- [Farm Journal](#): **Dollar Hits 14-Year High, Farmers Are Spending Less**
- [FarmFutures](#): **Ag bankers brace for more tough times**
- [AgNewsFeed](#): **Farm Lenders Brace for Shakeout**
- [Farm Futures](#): **Farm Futures Business Summit is this winter's can't-miss meeting**
- [Farm Journal](#): **Dollar Hits 14-Year High, Farmers Are Spending Less**

### **In Case You Missed It...**

#### ***FSA Guaranteed Lenders Meeting***

For the second year in a row, Farmer Mac hosted the Farm Service Agency (FSA) Guaranteed Lender meeting early Sunday morning prior to the start of the ABA Ag Bankers Conference in Indianapolis. Over 100 bankers and USDA officials gathered to have an open discussion and to share their concerns and ask questions about the current state of the FSA Guaranteed lending program.

#### ***ABA Pre-Conference Seminar: The High Road, the Low Road, or the Off Ramp: Where Are Your Customers Headed?***

In front of a packed room of approximately 400 bankers, Farmer Mac's Curt Covington (SVP Agricultural Finance) and Jackson Takach (Economist) led a dynamic pre-conference session where Curt explained the psychology of the lender/borrower relationship and provided sage advice to young bankers trying to navigate through these tough economic times in ag. Jackson's presentation focused on the correlation between agricultural economic cycles and loan delinquencies and on how our past can provide insight into our future.

#### ***Farmer Mac Workshop - Road Trip: Destination Unknown?***

On Tuesday at the ABA Ag Bankers Conference, Patrick Kerrigan (Farmer Mac - Director of Business Development) moderated a lively discussion with a panel of three Farmer Mac Approved Lenders who discussed how they are successfully leveraging Farmer Mac solutions to grow their businesses even during this down cycle in agriculture. The presentation was impressive, and bankers lined up afterward to speak with the Farmer Mac team and our banker panel to learn more about our products and solutions.

*Missed the ABA National Ag Bankers Conference?* No problem! You can listen to our follow up webinar to hear how ABA-member banks meet customers' needs and enhance the bank's performance by incorporating Farmer Mac into their bank's operating strategies. [Click here](#) to view a recording of the session!

#### ***Refresh Webinar: Everything you need to know about the USDA's recent farm income forecast and the current conditions within the ag economy***

Last week over 300 attendees joined our Refresh webinar. The session featured USDA Economist Kevin Patrick, who discussed the ins and outs of the USDA's most recent farm income forecast and provided a rundown of the current farm financial performance landscape. Afterwards, the Authors of Farmer Mac's

economic report, The Feed, joined Kevin for a panel discussion on where the ag economy is today and where its headed. [Click here](#) to view a recording of the session!

***Seller Servicer Guide Amendments(s):***

An updated version of the Seller/Servicer Guide has been posted in the Resource Library located at [www.efarmermac.com](http://www.efarmermac.com) and is effective as of December 1, 2016. Changes to this version reflect the increase in the Fast Track loan size maximum from \$1 million to \$1.5 million. A list of past updates to the Seller/Servicer Guide can be found at the end of the document in the Guide Update Log section.

Question about our new resources or SSG amendments? Our Client Services team is here to help. 866-452-2617 or [clientservices@farmermac.com](mailto:clientservices@farmermac.com).