



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), calling 800-879-3276 or emailing opportunities@farmermac.com.

Upcoming Conferences & Events

- May 17-18** [Georgia Bankers Association](#) Rural Development & Lending Conference; St. Simons, GA
- May 17-18** [Wyoming Bankers Association](#) Ag Bankers Conference; Riverton, WY
- May 31** [Webinar: Farmer Mac](#) USDA Guaranteed Loan Secondary Market Update; Webinar
- June 4-6** [South Dakota Bankers Association](#) Quad States Convention; Rapid City, SD
- June 11-13** [Minnesota Bankers Association](#) Annual Summit; Duluth, MN
- June 19-23** [Ag Lenders Society of California](#) Ag Lending Institute; Fresno, CA
- June 21-23** [Illinois Bankers Association](#) Annual Conference; Nashville, TN
- June 25-28** [National Association of Credit Specialists](#) National Annual Meeting; Des Moines, IA

News & Updates

The Results Are In! Farmer Mac and ABA Ag Lenders Report Now Available

This past winter, Farmer Mac teamed up with the ABA to jointly survey ag lenders nationwide about economic and lending conditions in their service areas. During these volatile economic times, sharing information and insight are more important than ever. Topics included: land values, liquidity, profitability, and the demand for ag loans.

See if you share the same concerns as ag lenders in your area and across the country. Download the report for FREE today. [CLICK HERE!](#)

The next survey will launch later this month. If you would like to participate, please email us at survey@farmermac.com.

AgAssist

The minimum credit score for the AgAssist product has increased from 660 to 680. The [Underwriting Matrix](#) has been updated accordingly.

Farm & Ranch E-Training Kit

Our [Farm & Ranch E-Training Kit](#) is available for download. Hard-copy training binders are available upon request from ClientServices@farmermac.com.

NEW! Allocation Table

[Allocation Table \(form 1027B\)](#). The form is to be used in situations where the subject property has building improvements and permanent plantings along with the land and site improvements. Instructions for use are described in section 101.9 (page 55) of the [Collateral Valuation Supplement \(CV\)](#). As usual, an equivalent will be considered.

Sample Fee Appraiser Engagement Letter

[Sample Fee Appraiser Engagement Letter \(form 1023A\)](#) has been reformatted, including minor text adjustments to improve its clarity and usability.

Appraisal Forms

We've noticed that many of you are still using outdated versions of the appraisal forms. To ensure a smooth and efficient loan submission process, please download current versions of all materials from the Resource Library at www.efarmermac.com. Appraisal forms are located within the "Collateral Valuation Forms" section.

Farmer Mac Refresh Webinar

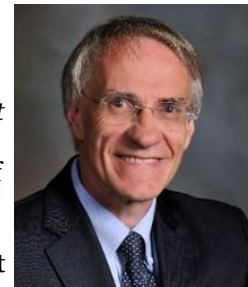
USDA Guaranteed Loan Secondary Market Update

This month's "Refresh" webinar turns our attention to the secondary market for USDA guaranteed loans and the popular Farmer Mac 2 program. Listen in as Farmer Mac staff provide a detailed update on our secondary market for USDA Guaranteed Loans. Included in this session will be a review of current rates, loan sale and loan servicing procedures. This webinar will be of interest to lenders who plan to use USDA Farm Service Agency or USDA Rural Development guaranteed loan programs in the near future. Join us on Wednesday, May 31st at 12:00 PM ET – Sign up [HERE!](#)

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, ***Credit Analysis Killers***, Dr. Kohl discusses today's most pertinent "killers" of credit analysis. This is a must-read for all ag lenders navigating through a fourth year of economic unrest with financially exposed customers.



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](#)

The Feed

Spring Edition Coming Soon!

The spring issue of The Feed, Farmer Mac's quarterly perspective on agriculture, will launch in the coming weeks! If you haven't yet read the winter edition, which came out in February, be sure to check it out for key commodity sector analyses, seasonal trends, a special report unveiling the results of Farmer Mac's annual survey of ag lenders, as well as a timely political update. To read the Winter Feed and sign up for future issues [CLICK HERE!](#)

In Case You Missed It...

Refresh Webinar: Preparing for 2017 Weather Risk with Eric Snodgrass

On April 19th Farmer Mac hosted a Refresh webinar featuring [Eric Snodgrass](#), Director of Undergraduate Studies in the Department of Atmospheric Sciences at University of IL. Snodgrass focused on the modern technologies used to monitor and predict weather and how weather can dominate commodity markets during certain times of the year. Following the session, he provided us with the following take-aways:

1. El Nino developing this summer - not a dominant factor on summer weather, but need to watch for next Fall/Winter.
2. US corn yields are primarily driven by July temperature and precipitation, and soybean yields are highly dependent on August precipitation.
3. Watch out for ridges in the jet stream in July and August - ridges bring heat and stop precipitation.
4. US drought is decreasing overall. Major improvement in central states and corn belt. Drought has ended in California and the Pacific Northwest.
5. Summer forecast is currently not calling for major precipitation and moisture stresses throughout the central US and corn belt. Very difficult to forecast short duration, high impact events though (i.e., a massive heat wave in the central US in July is nearly impossible to forecast in April).

Below you will find links to websites referenced during the session:

- Weather Website: https://www.atmos.illinois.edu/~snodgrss/Ag_Wx.html
- Company Website: www.morningfarmreport.com (Use promo code "ERIC" for free access to all products!)

[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 and is effective as of March 1, 2017. Changes to this version reflect the increase in the minimum credit score for AgAssist from 660 to 680. 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.