



The Farmer Mac *Forward* communicates important upcoming events and announcements to our approved 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***

- Feb. 14** [Farmer Mac Webinar](#): Helpful Hints for Your Farm & Ranch & USDA Guaranteed Loans\*
- Feb. 25-28** [ABA National Conference for Community Bankers](#); Honolulu, HI\*
- March 7-8** [Kansas Bankers Association](#) Kansas Ag Bankers Conference; Manhattan, KS
- March 13-17** [ICBA National Convention](#); Las Vegas, NV\*
- March 18-20** [Iowa Bankers Association](#) Ag Bankers Conference; Ames, IA
- March 19-20** [Montana Bankers Association](#) Ag Bankers Conference; Bozeman, MT
- April 3-4** [Nebraska Bankers Association](#) Spring Agri-business; Kearney, NE
- April 4-6** [Texas Bankers Association](#) Agriculture & Rural Affairs Conference; Kerrville, TX
- April 5** [Oklahoma Bankers Association](#) Ag Conference; Oklahoma City, OK
- April 11** [Wisconsin Bankers Association](#) Ag Bankers Conference; Wisconsin Dells, WI
- April 11** [Farmer Mac Workshop](#): Winning Secondary Market Strategies for Ag Bankers; Pierre, SD
- April 11-13** [South Dakota Bankers Association](#) Agricultural Credit Conference; Pierre, SD\*
- April 19-20** [Independent Bankers of CO](#) Ag & Natural Resources Conference; Greenwood Village, CO
- April 26** [Pennsylvania Bankers Association](#) Agricultural Lenders Conference; State College, PA

\*Farmer Mac hosted event or speaking engagement. More details below.

### ***Farmer Mac Refresh Webinar This Week***

**Wednesday, February 14 | 12:00 PM ET**

#### ***Helpful Hints for Your Farm & Ranch & USDA Guaranteed Loans***

Join us as our Credit and Business Development teams offer a refresher on our Farm & Ranch and Farmer Mac 2 USDA Guaranteed Loan Programs. Sign up [HERE!](#)

### ***Farmer Mac at the ABA National Conference for Community Bankers***

Heading to Hawaii in February? If so, attend one of Farmer Mac's sessions during the ABA National Conference for Community Bankers in Honolulu! Full details of our presentations can be found [HERE](#).

**Monday, February 26 | 2:00 PM – 3:00 PM**

***From Calm Waters to Raging Rip Tides: Riding the Waves of the Ag and Mortgage Credit Cycles***

Speakers: Curt Covington, SVP – Agricultural Finance, Farmer Mac  
Brittany Kleinpaste, VP – Research, American Bankers Association  
Jackson Takach, Director and Economist, Farmer Mac

**Wednesday, February 28 | 7:00 AM – 8:00 AM**

***Farmer Mac - ABA Alliance: Are You Using All Available Tools to Compete?***

Speakers: Patrick Kerrigan, VP – Business Development, Farmer Mac  
Mark Rickels, Manager – Business Development, Farmer Mac

***Farmer Mac at the ICBA National Convention***

**Thursday, March 15 | 1:00 PM – 1:55 PM**

***Crush Ag Competitors. Boost Bank Income. Grow Your Farm Portfolio.***

Speakers: Curt Covington, SVP – Agricultural Finance, Farmer Mac  
Patrick Kerrigan, VP – Business Development, Farmer Mac

[Click Here](#) for more information.

***Farmer Mac Workshop Prior to SDBA Ag Credit Conference***

**Wednesday, April 11 | 2:00 PM – 4:00 PM**

***Winning Secondary Market Strategies for South Dakota Ag Bankers***

Presenters: Larry Jones, Senior Relationship Manager, Farmer Mac  
Dan Koesters, Senior Loan Underwriter, Farmer Mac

Space is limited. [Reserve your seat today!](#)

***Important Updates***

***UCC Search Requirement***

Effective March 1, 2018, UCC Searches will be required for all loan submissions over \$750,000. The general search is to be completed on all borrowers and guarantors within 90 days of loan submission and must be submitted with the initial loan package. A search should be performed on each applicant's full or legal name as identified on their driver's license or, in the case of an organization, its certificate or articles of formation. Lenders are expected to reconcile the UCC searches with the borrower's balance sheets. Any creditors and related debts listed on the UCC search which are not listed on the balance sheet will require further explanation. For additional information please see the Seller/Service Guide located in the [Resource Library](#).

***Conversion Policy***

Minor adjustments have been made to the Conversion Policy and an updated version has been posted in the [Resource Library](#). Updates include: clarifications regarding the allowed maturity dates and amortization requirements upon conversion, in addition to clarifications regarding the daily net yield for ARM to ARM conversions. Please review the updated document and contact Client Services if you have any questions.

***Updated Payment Schedule Guide***

An updated Payment Schedule Guide has been posted in the [Resource Library](#). It contains more detailed information regarding payments specifications and easy to read tables for quick reference.

***Moderately Priced Housing Value***

The Rural Home Loan Moderately Priced Housing Value has been updated to \$300,000 for 2018. The Rural Home Loan Moderately Priced Housing Value along with a chronology of all past values can always be found in the [Resource Library](#).

### ***Sample Fee Appraiser Engagement Letter (Form 1023A)***

Additional language has been added to appraisal Form 1023A in an effort to reduce rework. Occasionally, rework occurs when the appraiser doesn't get the Client and Intended User identifications correct and/or fails to include the correct prior services disclosure and Intended User and Intended Use statements in the signed (and dated) report certification. This form can be found in the Collateral Valuation Forms section of the [Resource Library](#). Please review the Certification section of the form and contact Client Services with any questions.

### ***Training***

Don't forget that we are here to help! Training is offered by our Client Services team for new and existing Farmer Mac Approved Lenders. We can tailor a training experience to your specific needs for one person or a large audience. We offer interactive webinars and onsite training. Do you have people new to using Farmer Mac programs and solutions? We are here to help get them up to speed. Please contact our Client Services team at 866-452-2617 or email us at [ClientServices@farmermac.com](mailto:ClientServices@farmermac.com) to schedule your next training appointment or request to have a [Farm & Ranch Training Kit](#) mailed to you.

### ***News & Events***

#### ***The Feed - Spring Edition Coming Soon!***

The spring issue of The Feed, Farmer Mac's quarterly perspective on agriculture, will launch in early March! Be sure to check your inbox!

If you haven't yet read the winter edition, which came out in November, you can download it [HERE](#). Be sure to check out the special report on farm labor, the effect of severe weather on agriculture, an analysis of USDA's farm income forecast accuracy and key commodity sector analyses.

#### ***Ag Lenders Survey Results to be Released in March***

This past January, Farmer Mac teamed up with the ABA to jointly survey ag lenders nationwide about economic and lending conditions in their service areas. Look out for the results in the coming weeks!

Some background on the survey: The survey will build on results from prior data collected from the two prior Farmer Mac/ABA ag lender surveys (see the results [here](#)) and historical surveys from Farmer Mac, and we plan to reissue the survey twice a year. If you would like to participate in the next survey, please email us at [survey@farmermac.com](mailto:survey@farmermac.com).

### ***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, **Reflections**, Dr. Kohl reflects on his experiences at the 65<sup>th</sup> ABA National Ag Bankers Conference in Milwaukee, WI. This is a must-read if you want all Dr. Dave's key takeaways from this four-day, information-packed, conference or as he likes to call it, the "Super Bowl of Agricultural Lending."

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](#)



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

#### ***Refresh Webinar: Taking Care of Business with Dr. Dave Kohl***

On January 8<sup>th</sup> Farmer Mac hosted a Refresh webinar featuring Dr. David Kohl. Over 500 bankers listened in as he discussed how the economic reset in agriculture is placing a premium on those that are taking care of business. In the session he contrasts the best management characteristics of the top 40% of profitability compared to the bottom 30% of producers. Through Dr. Kohl's lifelong experiences, he can identify the financial management and risk management factors that place a farm or ranch operation in the upper echelon of profits and sustainability. Lenders left with financial benchmarks and best

management practices to use as a guide in future lending decisions. To view a recording of the session [CLICK HERE!](#)

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

#### ***Seller/Servicer Guide New Posting Schedule***

The Seller/Servicer Guide will be on a new quarterly update schedule, with the next posting to take place by February 15th. Updates will still be highlighted here, in the Forward, for your convenience in addition to being identified in the Guide Update Log located at the back of the SSG.

#### ***Loan Limit Increase***

Section 201.1 of the Seller/Servicer Guide and the UW Matrix have been updated to reflect the new maximum loan amount of \$12.9 million (formerly \$12.6 million) for loans secured by more than 1,000 acres.

Questions 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).