



The Farmer Mac *Forward* is a quarterly newsletter for our network of approved lenders that communicates important changes to the Seller/Service Guide and loan programs, as well as upcoming events and announcements. If you have any questions about the information in this volume, please contact our Client Services team at 866.452.2617 or ClientServices@farmermac.com.

Seller/Service Guide and Resource Library Updates

Seller/Service Guide Updates:

On October 1, we doubled the loan limits of our AgXpress and Fast Track underwriting programs to \$1.5 million and \$3 million, respectively. These updates have been reflected in Chapter 206 – Fast Track, Chapter 209 – AgXpress, and in the Update Log of the Seller/Service Guide. An updated version has been posted within the Resource Library located at eFarmerMac.com. As always, please refer to the full guide for a comprehensive understanding of any changes.

Resource Library Updates:

All Resource Library materials affected by the loan limit increases are listed below:

- [AgXpress Application Package](#)
- [Underwriting Matrix](#)
- [Application Checklist](#)

To ensure that your institution has the most current versions of the above-mentioned materials, please refer to the latest copies in the Resource Library at eFarmerMac.com.

Program Changes

Doubled Loan Limits for AgXpress and Fast Track

As mentioned in the Seller/Service Guide update above: On October 1, we **doubled** the loan limits for two of our fastest and most popular programs, AgXpress and Fast Track! Loans up to \$3 million can now qualify for our original faster underwriting program, Fast Track, and loans up to \$1.5 million can now qualify for our newest and fastest scorecard, AgXpress.

Want to learn more about how you can take advantage of the new higher loan limits? Listen to our [recorded webinar](#) or contact your Relationship Manager to get started!

A banner featuring a close-up of a cow's head on the left and a green field with other cows in the background. The text is centered and right-aligned. On the right side, there is a green circular graphic with the text 'SUBMIT TODAY!' in white.

NOW ACCEPTING 2x LOAN LIMITS!
Farmer Mac's fastest loan origination programs are now even more accessible with doubled loan limits of **\$1.5 MILLION for AgXpress** and **\$3 MILLION for Fast Track**

Want to learn more? Listen to our free pre-recorded webinar. [VIEW NOW!](#)

SUBMIT TODAY!

Resuming Standard Rate Lock Period

In March, Farmer Mac announced and implemented a temporary policy allowing 4-week rate locks to extend into 8-week locks for no additional fee to ease concerns over completing transactions on time during pandemic shutdowns. Over the past few months of observation and conversations with you, our customers, we've reached a period where our standard rate lock policy can be safely reinstated. Beginning November 1, the usual 1-, 4-, and 8-week rate lock periods will resume as normal, at their usual pricing tiers. We value your feedback and appreciate the opportunity to have helped you and your borrowers.

USDA Guaranteed Loan Platform Enhancement

Attention USDA Guaranteed Loan program lenders! We're happy to share a recent enhancement we made to our Online Loan App and Servicing Action Module platforms. The auto-timeout function has been extended from 20 to 45 minutes, allowing users more time during each login to work on loan files without interruption.

Clarification to Credit Score Language for AgXpress Loans

We are clarifying the credit score requirement for AgXpress loans in all relevant collateral. This requirement was previously described in our Training Kit as "Recommended minimum credit score for all applicants: 720"; this has been updated to: "Though not an absolute indicator for approval, the recommended minimum consumer credit score for all applicants is 720." We also added language clarifying that, if applicable, Farmer Mac will pull a commercial credit report (Dun & Bradstreet) as well. Please note that this language update does not reflect a change in policy, but merely clarifies our existing credit score standards. Language in the Seller/Servicer Guide (Chapter 209) remains unchanged.

News and Insights

Keep Up With Dr. Kohl Through Farmer Mac

Dave's GPS and Dashboard is a bi-monthly blog written by the legendary and well-respected Dr. Dave Kohl, exclusively for Farmer Mac. Follow Farmer Mac on [Facebook](#), [LinkedIn](#), or [Twitter](#) to be first to know when it has been published!

His most recent article, *Zoomcast Zingers*, can be found [HERE](#). Look for his next ag assessment later this month.



The Feed – Fall 2020 Edition is Coming Soon

The fall edition of The Feed, Farmer Mac's quarterly perspective on agriculture, is coming soon. To subscribe to The Feed and get it delivered straight to your inbox, please [CLICK HERE](#).

Not sure what The Feed is? This Farmer Mac quarterly economic report combines the most relevant research from trusted agricultural resources, and the insightful commentary and analysis from our own team of economists into a single, reliable source in an easy-to-consume format. It is a must-read for all ag lenders and their farm customers. And it's **FREE!** To view prior editions, please [CLICK HERE](#).

Webinar – A Live Feed Update

Join us on Tuesday, October 27, at 12:00 PM CT, for a LIVE webinar. The authors of The Feed, including our Chief Economist, Jackson Takach, will present their latest findings on some possible long term impacts of the pandemic and shutdowns, and discuss the implications for ag lenders and borrowers alike. Bring your questions to ask the experts!

For more information and to register [CLICK HERE](#).

Upcoming Events and Office Hours

Farmer Mac at ABA's Unconventional Convention

We at Farmer Mac are disappointed to be missing the in-person experience of, in the words of Dr. Kohl, “the Superbowl of Banking,” aka the American Bankers Association Agricultural Bankers Conference, this fall. However, during these unconventional times, leave it to ABA to not skip a beat and bring lenders together for their virtual Unconventional Convention, October 19 and 20. Farmer Mac will be in virtual attendance, and we are excited to “see” all the lenders who are planning to attend!

There will be two great opportunities to connect with us:

First, you can stop by and chat with us at our virtual booth, where you'll be able to learn more about our products and solutions as well as our newly expanded loan limits for AgXpress and Fast Track. Don't forget to take our online survey at the booth to be entered to win \$100!

Second, you can join our on-demand session: “New Tools to Preserve and Grow your Ag Portfolio.” Learn at your leisure about how ag-focused banks of all sizes are successfully competing against other agricultural lenders with the help of Farmer Mac. Listen in as bankers describe their first-hand experiences of using Farmer Mac to increase customer loyalty and expand market share. Don't let the challenges of today's changing ag economy hold you back from strengthening your ag portfolio and growing profits.

For more information about the convention [CLICK HERE](#).

Upcoming Farmer Mac Office Closures and Hours

Tuesday, November 3: Offices closed for Election Day

Wednesday, November 11: Rate lock desk closed for Veterans Day

All offices will remain open during normal business hours

Wednesday, November 25: Offices will operate on an abbreviated schedule

Rate lock desk: 9:00 a.m. – 11:30 a.m. CT

Farmer Mac offices: 8:00 a.m. – 1:00 p.m. CT

Thursday, November 26 and Friday, November 27: Offices closed for Thanksgiving holiday

Thursday, December 24 and Friday, December 25: Offices closed for Christmas holiday



Is Your Web Browser Up to Date?






Farmer Mac strives to offer you an exceptional and intuitive user experience on our [eFarmerMac.com](https://www.farmermac.com) customer portal. Ensuring you have the best experience possible when you work with us online also means that keeping your data secure is paramount. One important way that we protect your information is making sure that our site is optimized for and limited to access via modern and up-to-date web browsers.

To access and use all our loan platforms, like AgPower, you will need to log in to [eFarmerMac.com](https://www.farmermac.com) using the latest version of Chrome or Edge; we recommend Chrome. You can [learn more about Chrome](#) and [learn more about Edge](#) on their websites, including tips on how to check if you're using the latest version.

Please note that Internet Explorer is not supported, and you will not be able to log into the site using any version of this browser.

If you have any further questions, please contact our Client Services team at 866.452.2617 or ClientServices@farmermac.com.

Please reference the table below to ensure you're able to access our customer portal and all the great tools and resources it has to offer:

Browser	Supported?
Google Chrome 	✓ Latest version
Microsoft Edge 	✓ Latest version
Apple Safari 	⚠ Not supported – limited functionality likely
Mozilla Firefox 	⚠ Not supported – limited functionality likely
Internet Explorer 	⊘ Not supported – you cannot access eFarmerMac.com with any version of this browser