



*Refresh Webinar
Road Show 2015*

November 19, 2015



Welcome and Introductions

Today's Presenters

- Patrick Kerrigan
Director - Business Development
Washington, DC
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- Jim Soppe
Assistant Manager – Loan Underwriting
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Corporate Update

Farmer Mac Overview

Created in the 1980s to help prevent future agricultural credit crises

- Provide wholesale financing, secondary market and credit enhancements for agricultural and rural utilities lenders (rural credit)
- Increase access to rural credit and drive more efficient credit pricing
- Reduce rural credit market volatility by increasing liquidity and lending capacity for rural lenders

Lines of business – focused on customers

- Farm & Ranch
- USDA Guarantees
- Rural Utilities
- Institutional Credit

Diverse product suite provided to customers

- Loan purchases
- Wholesale financing
- Credit protection

1987

Farmer Mac initially chartered by Congress as an instrumentality of the United States

1996

First major charter revision and expansion of authority (direct loan purchases)

1998

Outstanding business volume reaches \$1 billion

1999

First listed on NYSE (AGM & AGM.A)

2008

Second major charter revision and expansion of authority (Rural Utilities)

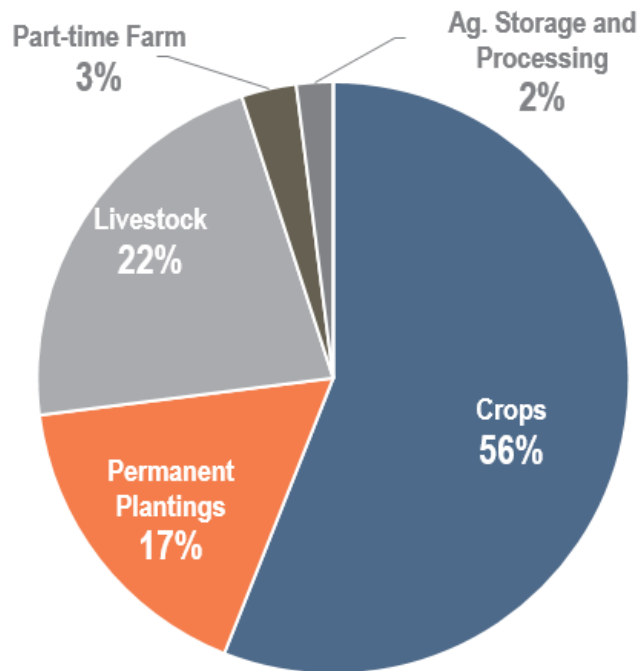
Outstanding business volume reaches \$10 billion



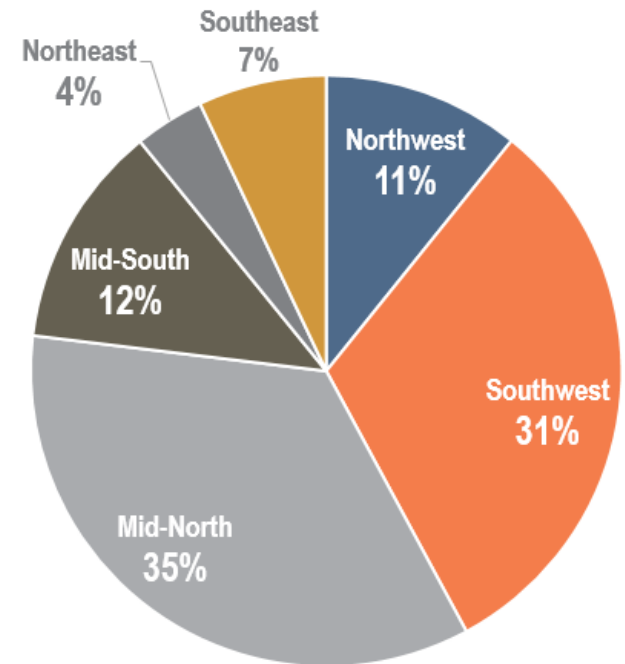
F&R Loans Portfolio Diversification ⁽¹⁾

AS OF JUNE 30, 2015

By Commodity Type



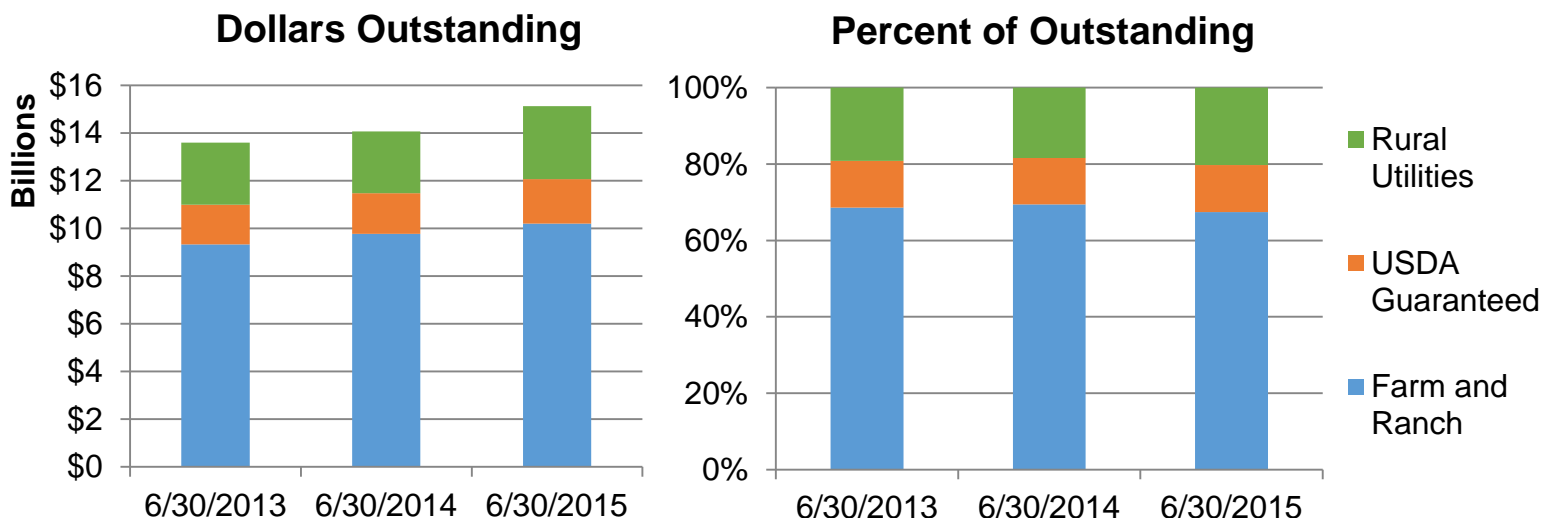
By Geographic Region



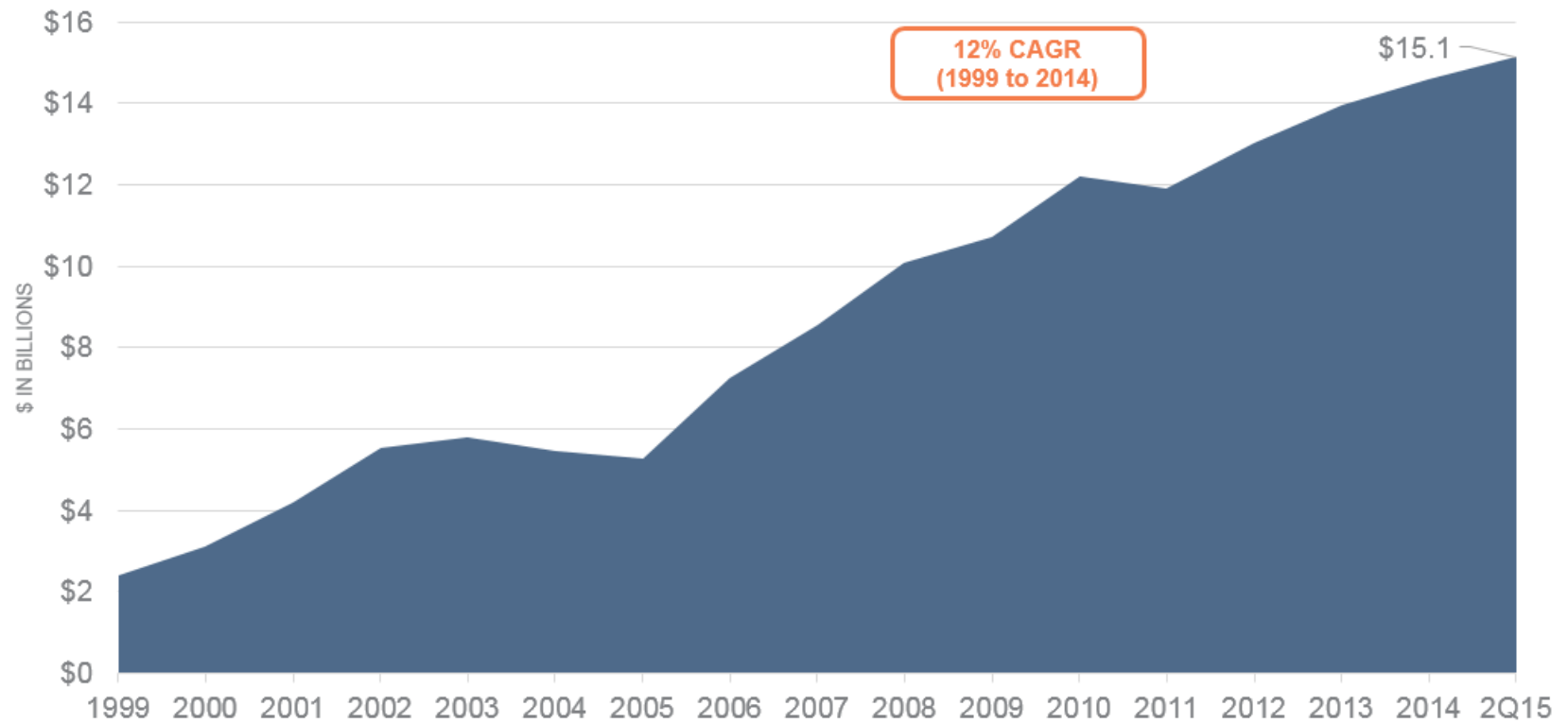
Portfolio Trends

- As of June 30, 2015 total guarantees outstanding was \$15.1 billion

Outstanding Guarantees By Line Of Business



Outstanding Business Volume





FAMC Underwriting

UW Stats for 2014

UW Type	% by Count	% by Volume
Fast Track	22%	11%
AgEquity	18%	19%
Full UW-Choice	18%	18%
Full UW-Standard	42%	52%

- 29% by volume received Choice Pricing
- 1.28 day decision with a complete loan application
- 83% of loans submitted were approved
- 80% of approved loans were purchased



Eligible Borrowers and Properties

- Eligible Farm & Ranch Loans
 - Types of loans
 - Must be first mortgage farm or ranch real estate loans
 - Revolving lines of credit are available if first mortgage secured
 - Properties
 - Parcels of land capable of producing ag commodities or products
 - May be improved by buildings, fixtures and equipment permanently attached
 - No minimum or maximum acreage requirement
 - Borrowers
 - U.S. citizens, nationals or aliens lawfully admitted for permanent U.S. residence
 - Corporations or partnerships where members, stockholders or partners holding a majority interest in the entity are U.S. citizens (or nationals) or aliens lawfully admitted for permanent U.S. residence. Co-borrowers or a personal guarantee is expected.
 - Trusts are eligible for Farmer Mac financing if there is a personal guarantee



Underwriting Grid

	Fast Track	Full UW Standard	Full UW Choice Pricing
Max Loan Size	\$1,000k	\$12.3/\$50m	\$12.3/\$50m
Loan-to-Value Ratio	55%	60%	60%
Debt to Asset Ratio	40%	50%	40%
Current Ratio	1:1	1.25:1	1.50:1
Debt Service Coverage	1:1	1.25:1	1.50:1
Credit Scores	720	680	680
Tax Return	2-Yrs	3-Yrs	3-Yrs

(More detail: <http://www.efarmermac.com/Resource/Index.aspx>)



Fast Track

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
Fast Track	≥ 1.00	≥ 1.00	$\leq 40\%$	\$1 Million	$\leq 55\%$	≥ 720

- No cash-out restrictions
- Agricultural improvements cannot exceed 40% of the appraised value
- Automatically qualify for choice pricing
- No exceptions to standards



Full Underwrite - Standard Pricing

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
Full Underwrite Standard	≥ 1.25	≥ 1.25	$\leq 50\%$	≤ 1000 acres; \$50M ≥ 1000 acres; \$12.3M	$\leq \$5\text{M}; 70\%$ $\geq \$5\text{M}; 60\%$ * Geographical restrictions apply	≥ 680

- Loans where cash-out request exceeds 25% of the loan amount, must have an amortization no greater than 15 years and LTV at 60% or less, with compensating strengths
- LTV is limited to 60% for ND, SD, MN, IA, IL, IN, OH, MO, NE, all other states 70% if TDC ≥ 1.50 & no exceptions for CR and D/A.
- Properties with agricultural improvements exceeding 60% of the appraised value will be treated as facility loans



Full Underwrite - Choice Pricing

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
Full Underwrite Choice	≥ 1.50	≥ 1.50	$\leq 40\%$	≤ 1000 acres; \$50M ≥ 1000 acres; \$12.3M	$\leq 60\%$	≥ 680

- Loans where cash-out request exceeds 25% of the loan amount, must have an amortization no greater than 15 years and LTV at 60% or less, with compensating strengths
- Agricultural improvements cannot exceed 60% of the appraised value
- No exceptions to standards



AgEquity LOC

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
AgEquity LOC	≥ 1.35	≥ 1.25	$\leq 50\%$	≤ 1000 acres; \$50M ≥ 1000 acres; \$12.3M	$\leq 50\%$ bare land value	≥ 680

- Funds are used for agriculture or business purposes
- Customer chooses 5 year or 10 year draw period
- Semi-Annual interest payments due on January 1 and July 1
- Minimum \$2,500 draw; unlimited draws
- Improved properties are acceptable but improvements including permanent plantings are not valued when determining LTV



AgAssist – New Option

Underwriting Option	Total Debt Coverage Ratio	Current Ratio	Debt to Asset Ratio	Maximum Loan Amount	Loan to Value	Credit Score
AgAssist	≥ 1.10	≥ 1.00	$\leq 60\%$	≤ 1000 acres; \$50.0M ≥ 1000 acres; \$12.3M	$\leq 45\%$ FAMC $\leq 85\%$ CLTV	≥ 680

- Standard pricing
- Facility loans eligible on a case by case basis
- Eligible for cash-out
- 2nd mortgage must be guaranteed by a Federal or State agency
- AgAssist max loan size flexes with guaranteed loan amount
 - Guaranteed loan required to be in a 2nd lien position
 - Guaranteed loan $\geq 25\%$ of combined 1st & 2nd loan amount





FAMC Credit Updates

Underwriting changes

- Swine Facility Loans
 - The original guidelines limited the term and amortization to 10 years. The new guidelines have been changed for new facilities. All other guidelines remain unchanged.

	Original	Updated
Term	10 years	10-15 years
Amortization	10 years	10 years for existing 15 years for new



Field Servicing Fee

- The maximum field servicing fee for AgEquity loans has been increased from **75** basis points to **100** basis points
- The maximum field servicing fee remains at **150** basis points for all other Farm & Ranch underwriting programs



Max Borrower Exposure and Loan Size

- The maximum borrower exposure has increased from \$30 million to \$50 million
- The maximum amount for a loan to be qualified for a Farmer Mac Farm and Ranch program has been increased to \$12.3 million (formerly \$12 million) for loans secured by more than 1,000 acres
- The maximum loan size for loans secured by 1,000 acres or less is \$50 million



Non-Obligor Spouse Options

Option 1: Prenuptial Agreement

Option 2: Net Worth Adjustment

Option 3: Estoppel Certificate



Example of Estoppel Certificate

Non-participating Spouse's Estoppel Certificate

Date: _____

Borrower: _____

Borrower's Mailing Address: _____

Non-participating Spouse: _____

Non-participating Spouse's Mailing Address: _____

Guarantor (if different than Borrower): _____

Guarantor's Mailing Address (if different than Borrower): _____

Lender: _____

Lender's Mailing Address: _____

Lender's Note: Note dated _____, in the original principal amount of \$_____, executed by Borrower and payable to Lender (the "Loan") and [check if applicable] ☐ Guaranteed by Guarantor.

Property: _____

Non-participating Spouse certifies to Lender the following:

- 1) The assets indicated in the financial statement(s) (the "Financial Statements") of Borrower (and Guarantor, if applicable) attached hereto as Exhibit A are subject to the liabilities of the Borrower (and Guarantor, if applicable), created by the above described Loan regardless of the ownership, title vesting, and/or community/separate property nature of those properties listed without the further consent or action of Non-participating Spouse.
- 2) Non-participating Spouse hereby subordinates any right, title, interest and/or claim that Non-participating Spouse might have in the assets listed on the Financial Statements to 100% of the liability created by the Borrower's execution of (and Guarantor's guaranty of, if applicable) the Loan.

Non-participating Spouse understands that Lender will rely on this information in connection with the closing of the Loan.

Non-participating Spouse:

Non-participating Spouse
Estoppel Certificate





Steps to Submit a Loan

Information to Gather from Applicant

- 3-4 years
- Subsidiary Entities, if applicable

Tax Returns



- Current, market value within 90 days
- Historical Balance Sheets

Balance Sheets



- If applicable
 - Land leases
 - Production contracts

Copies of Contracts & Agreements



- Current assets
- Debt balances
- Verifications need applicant's name and date

Verifications of Assets & Liabilities



- Credit report dated within 60 days

Signed Credit Release Authorization



- Tax returns can be signed at closing
- Environmental Disclosure

Signed Loan Application



Loan Approval Steps

- Meet with your customer; explain product options
- Package credit using Farmer Mac's AgPower (Loan Origination System)
- Once submitted, Farmer Mac reviews loan package
- Responds to Seller within two business days
- Issues preliminary loan approval letter



Appraisal and Title Steps

- Seller engages an appraiser
 - Must be a state certified general appraiser
- Seller orders preliminary title report
 - Forward original “pdf” version of title report (or title opinion if located in Iowa) to Farmer Mac
- Seller reviews appraisal report to ensure it meets the terms of engagement
- Seller uploads appraisal report and preliminary title report/title opinion into AgPower
- After Farmer Mac’s assessment and approval, these items and the remainder of the file is forwarded to the Central Servicer who assists you with loan closing (instruction letter sent to C.S.)



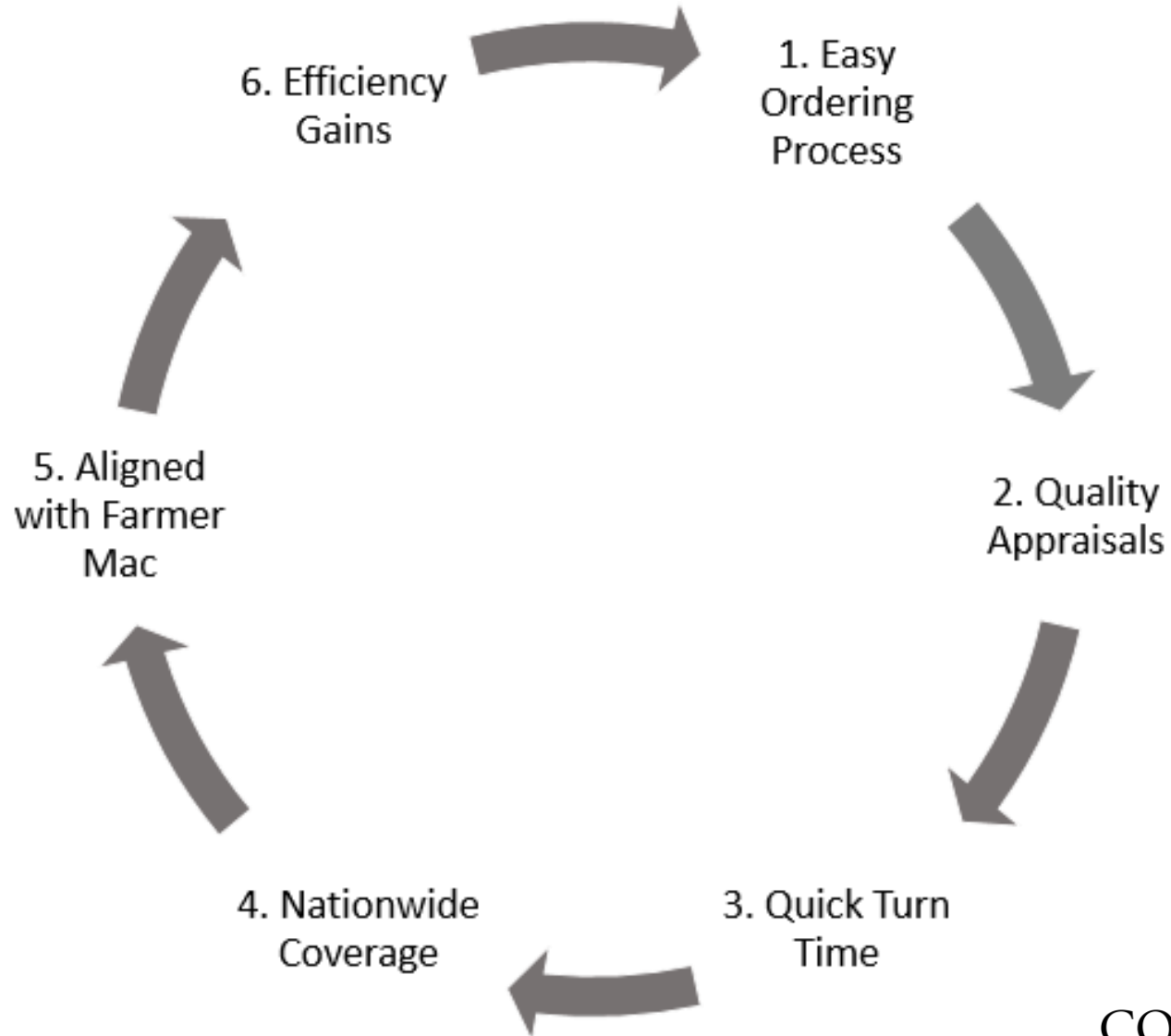


CONTOUR

Valuation Services



Why Choose Contour Valuation Services



CONTOUR
Valuation Services



Easy Ordering Process

- Dedicated staff to assist with every step of the process:
 - Order an Appraisal: Visit www.Contourvs.com; Click On “Find an Appraiser” or Call: (855) 381-3451
 - Communication: Status updates are sent frequently
 - Electronic Delivery: Final reports are emailed to the client



CONTOUR
Valuation Services

Farm & Ranch (F&R) Rates

- Seller calls Farmer Mac's rate lock desk (10-3 ET)
- Indicative rates posted daily
- Seller adds Field Servicing Fee
 - 10 bps to 150 bps
 - Typical fee 50-60 bps
 - A Commitment to Purchase is provided via AgPower, by Farmer Mac, outlining the terms to be placed in the note
- Mandatory delivery
 - 1% pair-off fee
 - Extensions allowed



Rob Owens
Manager – Capital Markets



Mike Schmid
Trader – Capital Markets



Closing Documents

- Seller works with Central Servicer to prepare the note and other closing documents for the loan product selected using the Rate Lock Information Tab/Screen in AgPower
 - Seller uses in-house loan closing document preparation program
 - Seller uses online web-based closing document preparation service, PiersonPatterson (ppdocs.com)



Loan Closing Options

- **Table Funding** – Loan is closed at title office by title officer or attorney's office doing title opinion (Iowa only)
- **Purchase Closed Loans** – Loan is closed at Seller institution by Seller



Post-Sale Servicing

- Central Servicing - responsibility of Farmer Mac
 - Assists Sellers in closing
 - Bills the customer
- Field Servicing - responsibility of the Seller
 - Maintain ongoing relationship with the customer
 - Ensure compliance with loan documents
 - Monitor payment of real estate taxes, hazard insurance
 - File UCC continuations
 - If requested, forward annual balance sheet and tax returns or inspect the security





***AgPower Loan
Origination System***

Benefits

- Data integrity and communication
 - Everybody works from same document
- Direct access for all authorized users with Seller institution
- Long-term access to files
- Easier to use PPDocs



Steps to Submit Loan

- With general idea of loan amount, LTV, credit score, D/A ratio and total debt coverage ratio, focus on one of three submission options:
 - Fast Track
 - Full Underwrite – Standard
 - Full Underwrite – Choice



Delivering the capital and commitment rural America deserves.

[VIEW OUR PRODUCTS & SOLUTIONS](#)

Farmer Mac is the stockholder-owned company created to deliver capital and increase lender competition for the benefit of American agriculture and rural communities. For more than a quarter-century, Farmer Mac has been a vital partner helping America's rural lenders meet the evolving needs of

Login

Please enter your user name and password to login to the Farmer Mac Website.

If you have forgotten your password, please click on the forgot password button below to reset your password.

User Name/Email:

test@farmermac.com

Password:

●●●●●●●●

Login

Forgot Password

Log in to secured area by
entering user ID and password

Resource Library


Visit our Resource Library for important documents such as the Seller/Service Guide and Collateral Valuation Supplement and many more.



Login

Please enter your user name and password to login to the Farmer Mac Website.

If you have

 eFarmerMac

We have verified your login and password. Now you can click 'ENTER' to access eFarmerMac Applications.

Access Farmer Mac I Applications

Access Farmer Mac II Applications

ENTER

ENTER

Click on "Enter" to Access Farmer Mac I Applications

the Seller/Service Guide and Collateral Valuation Supplement and many more.





FINANCING RURAL AMERICA

Select AgPower

- [My Profile](#)
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- [Online Servicing Request](#)
- [Preferred Appraiser](#)
- [Rates](#)
- [LTSPC](#)
- [Resource Library](#)
- [Annual Certification](#)
- [Logout](#)

Farmer Mac Rates

Labor Day Holiday Hours

The Farmer Mac Cash Window will be closed on Monday September 7th. Normal hours will resume Tuesday September 8th at 10:00AM EST.

In addition, the Farmer Mac Cash Window will close at 12:00PM EST on Friday September 4th.



- ▶ [Farmer Mac Rates Post Schedule](#)
- ▶ [Farmer Mac I: Farm and Ranch Loan Program](#)
- ▶ [Farmer Mac II LLC Rates](#)
- ▶ [Historical Farmer Mac II LLC COFI Rates](#)
- ▶ [AgVantage Rates](#)

Loan Application Queue

Add New Application

Quick Search

[Select One]

Go

Report Manual

Video Tip

Seller ID	Application ID	Loan Number	Status	Documents	Borrower Name	Loan Amount	Approved Date	Submitted Date	UW	Received From	App. Date
DC-001	DC-110011		New Application	Documents	MAC LAND LLP	\$2,880,000			BA	BERNARD ABBUHL	03/04/2018
DC-001	DC-090049	20909501	New Application	Documents	Sample Application for Smith Farms	\$159,000		03/30/2011		David Buman	07/28/2015
DC-001	DC-090049	20909505	New Application	Documents	Sample Application for Joe Jones	\$220,000	01/01/1900	03/30/2011	SS	Mandy Heng	06/05/2015

Select "Add New Application"

Click on "Documents" and pop-up box appears

AgPower LOS

Documents

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

Application

Loan Summary

Balance Sheet

Open

Export All Reports

Appraiser Engagement Letter

Open

Close



*Top 10 List for a
Quicker Turn Around*

#1 Narratives

- Use Farmer Mac's 10 Questions and Information to Gather Documents
 - Use answers from 10 Questions to write your narrative
 - The Background section is usually where most questions come from. For example:
 - Scope of operations
 - Risk management strategies
 - Gather the necessary information for a Full Underwrite so you don't have to go back to the borrower



#1 Narratives

- Signing Entities
 - The individual's interest in signing entities should be shown on their personal balance sheet
 - This equity is then eliminated on the consolidated balance sheet



#1 Narratives

- Explain Variances in Cash Flow
 - When there are variances from year to year provide explanation as to why
 - If the proforma cash flow differs significantly from the historical information, please explain
- Provide the Detailed Proforma Income and Expense projections
 - Prices used
 - Estimated yields
 - Thought process, etc.



#1 Narratives

- Detailed Information Regarding the Collateral:
 - Talk about the location of the collateral including legal and physical access to the property
 - Discuss the marketability and desirability of the property
 - Detail any improvements on the property and their condition
 - Estimate the percentage value the improvements will contribute to the overall property value
 - State whether or not the collateral serves as the applicant's primary residence
 - Discuss irrigation water and equipment





*Interest Rate
& Product Review*

Farm & Ranch Popular Products 11/18/2015

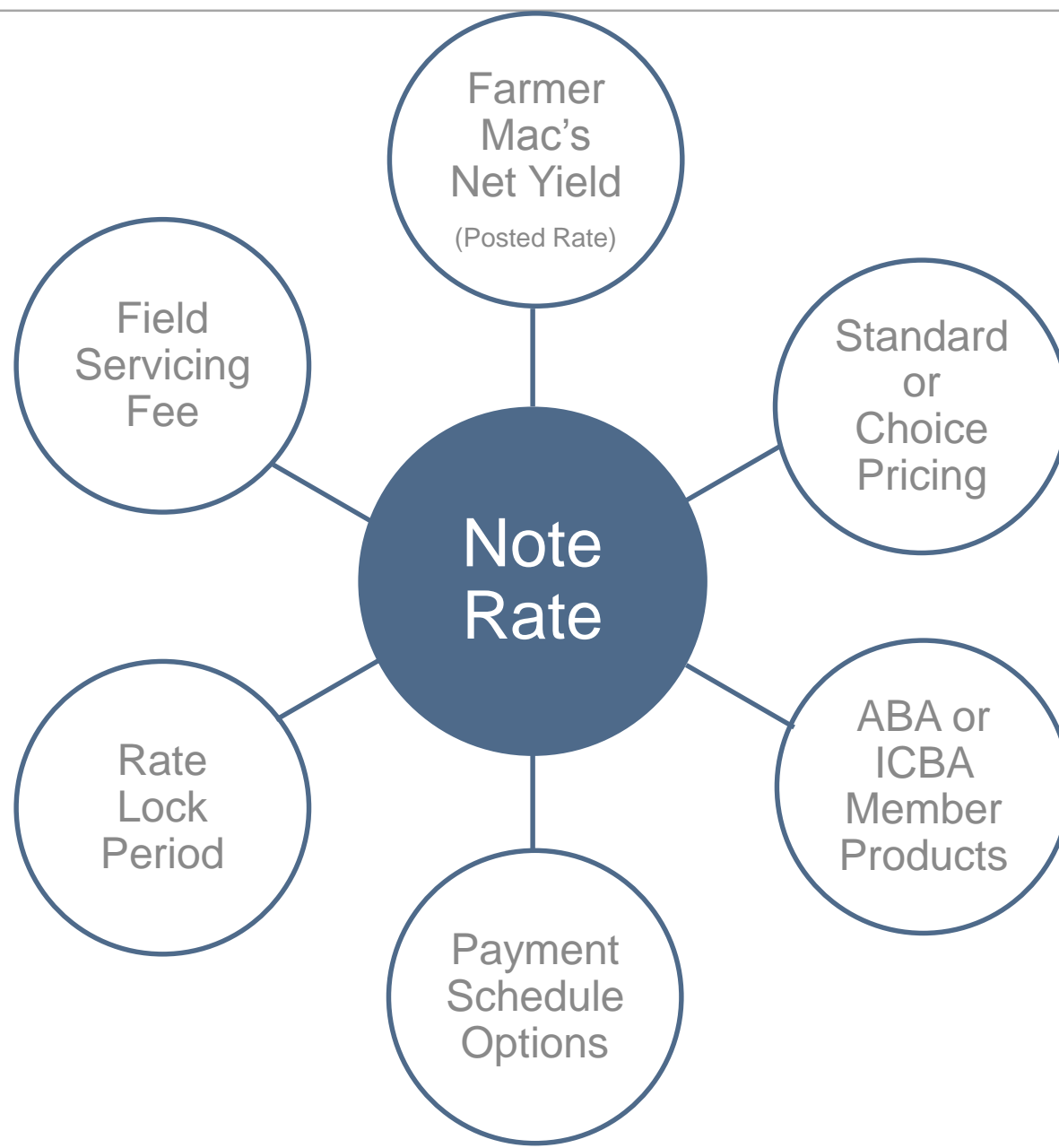
<i>Product</i>	<i>Term</i>	<i>Amort.</i>	<i>Reset Margin</i>	<i>Standard Rate</i>	<i>Choice Rate</i>
Ag Equity LIBOR	20/25/30	varies	1.80%	2.01%	-
1-Mo ARM LIBOR*	15	15/25	1.50%	2.00%	1.80%
5-Yr ARM	15	15/25	2.30%	3.70%	3.50%
10/1 ARM*	15	15/25	-	3.94%	3.74%
10-Yr VRM*	15/20	15/20	-	4.52%	4.32%
10-Yr VRM*	25/30	25/30	-	4.62%	4.42%
10-Yr Fixed*	10	10	-	4.21%	4.01%
15-Yr Fixed*	15	15	-	4.51%	4.31%
15-Yr Fixed*	15	25	-	4.86%	4.66%
20-Year Fixed	20	20	-	4.73%	4.53%

*ICBA Discount Available

*ABA Discount Available



Quoting the Note Rate





***Farm & Ranch
Field Servicing Fees***

Farm & Ranch Field Servicing Fees

<i>Popular Products</i>	<i>2013</i>	<i>2014</i>	<i>5-Year Weighted Average</i>
Ag Equity LIBOR	0.63%	0.67%	0.63%
1-Month ARM LIBOR	0.97%	1.02%	0.88%
5-Year ARM	0.87%	0.83%	0.85%
10/1 ARM	0.56%	0.58%	0.57%
10-Year VRM / 30 Year Am.	0.75%	0.49%	0.70%
10-Year Fixed	0.56%	0.59%	0.56%
15-Year Fixed	0.57%	0.63%	0.60%
20-Year Fixed	0.45%	0.56%	0.49%
<i>All Farm & Ranch Products</i>	<i>0.66%</i>	<i>0.68%</i>	<i>0.66%</i>





Recent Transactions

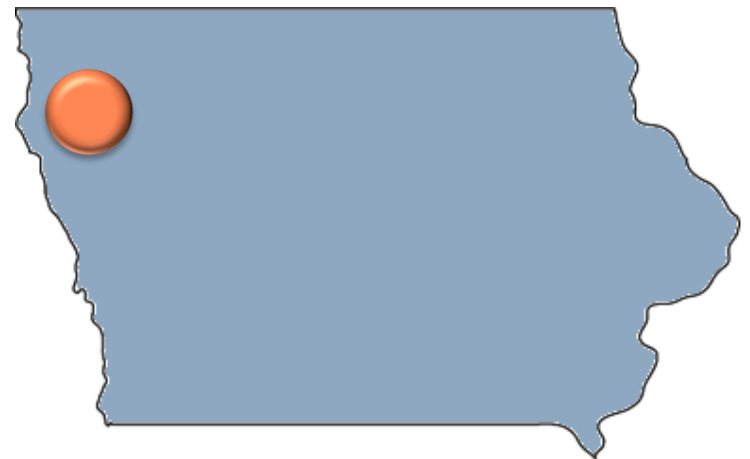
Recent Transactions- Iowa

Transaction Details

- Full Underwrite
- Loan Amount: \$1,100,000
- 10/1 ARM, 15 yr. Term
- Semi-Annual Payments
- 46% LTV on 300 ac.
- Standard Pricing
- 4.38% Note Rate
- *0.63% Field Servicing Fee*
- *Timeline: 86 calendar days*
- *Refinance of existing real estate debt*

Peer Analysis Data

- Commodity:
 - Corn
- Gross Farm Income:
 - \$250,001 to \$500,000
- Region:
 - Mid-North



Recent Transactions- South Dakota

Transaction Details

- Fast Track
- Loan Amount: \$850,000
- 15 yr. Fixed
- Semi-Annual Payments
- 34% LTV on 420 ac.
- Choice Pricing
- 4.36% Note Rate
- *0.50% Field Servicing Fee*
- *Timeline: 102 calendar days*
- *Refinance*

Peer Analysis Data

- Commodity:
 - Soybeans
- Gross Farm Income:
 - \$500,001 to \$1,000,000
- Region:
 - Mid-North





FARMER AC 2

SECONDARY MARKET FOR USDA GUARANTEED LOANS

Farm Service Agency

- Farm Ownership
- Operating-Term
- Conservation








Rural Development

- Business & Industry
- Community Facility
- Water & Environmental



Streamlined Process



-  No Farmer Mac underwriting analysis
-  Lender receives fee income over life of the loan
-  Transaction is transparent to the applicant
-  No selling group requirements by Farmer Mac
-  New loans and seasoned loans allowed
-  No maximum or minimum loan size
-  No prepayment penalties



Loan Note
Guarantee



Assignment
of Guarantee



Promissory
Note



Other
Documents



Farmer Mac 2 Rate Sheet

11/18/2015

<i>Product</i>	<i>Monthly Pay Cash</i>	<i>Monthly Pay 4-Week Rate Lock</i>	<i>Annual, S.A. & Quarterly Pay Cash</i>	<i>Annual, S.A. & Quarterly Pay 4-Week Rate Lock</i>
Wall Street Journal Prime	1.75%	N/A	1.75%	N/A
FAMC 3-Mo COFI	1.57%	N/A	1.57%	N/A
FAMC 5-Yr Reset COFI 20, 25, 30-Yr Amort.	2.85%	2.94%	2.95%	3.04%
FAMC 10-Yr Reset COFI 20, 25, 30-Yr Amort.	3.42%	3.51%	3.52%	3.61%
FAMC 15-Yr Reset COFI 20, 25, 30-Yr Amort.	3.79%	3.88%	3.89%	3.98%
7-Yr Fixed, 7-Yr Amort.	2.75%	2.84%	2.85%	2.94%
7-Yr Fixed, 15-Yr Amort.	2.99%	3.08%	3.09%	3.18%
10-Yr Fixed, 10-Yr Amort.	3.07%	3.16%	3.17%	3.26%
15-Yr Fixed, 15-Yr Amort.	3.41%	3.50%	3.51%	3.60%
15-Yr Fixed, 25-Yr Amort.	3.70%	3.79%	3.80%	3.89%
20-Yr Fixed, 20-Yr Amort.	3.73%	3.82%	3.83%	3.92%



Farmer Mac 2 Product Trends

Guaranteed Portions Purchased - 1/1/15 to 6/30/15

Products	Loans	Servicing Fees Wgt Avg	Servicing Fees Median	Net Yield Wgt Avg	Volume	Volume as % of Total	Avg Loan Size
3-Month COFI	68	3.15%	4.75%	1.46%	\$ 14,926,054	7%	\$ 219,501
Prime	11	1.24%	1.00%	1.56%	\$ 14,971,648	7%	\$ 1,361,059
5-Year COFI	24	1.90%	2.00%	2.70%	\$ 7,350,794	3%	\$ 306,283
Fixed 7-Years	45	1.58%	1.29%	2.71%	\$ 10,449,993	5%	\$ 232,222
Fixed 7Yr, 15Am	6	1.27%	1.10%	2.88%	\$ 2,449,368	1%	\$ 408,228
10-Year COFI	28	1.12%	1.13%	3.39%	\$ 14,464,378	7%	\$ 516,585
Fixed-10 Years	9	1.00%	1.15%	3.10%	\$ 2,270,702	1%	\$ 252,300
15-Year COFI	156	0.97%	1.00%	3.71%	\$ 65,644,993	31%	\$ 420,801
Fixed-15 Years	51	1.41%	1.26%	3.37%	\$ 18,102,791	8%	\$ 354,957
Fixed-15Yr, 25Am	14	1.10%	1.23%	3.68%	\$ 7,809,838	4%	\$ 557,846
Fixed – 20 Years	148	1.15%	1.15%	3.65%	\$ 54,570,485	26%	\$ 368,719
	560	1.31%	1.19%	3.24%	\$ 213,011,044	100%	\$ 380,377



Farmer Mac II Transactions- Ohio

Transaction Details

- Farm Ownership
- \$615,000 Principal Balance
- \$553,500 Guarantee, 90%
- \$61,500 Retained Balance
- 15-Yr Reset, 30-Yr. Am.
- Semi-Annual Payments
- Note Rate: 5.00%
- Servicing Spread: 1.00%

Year 1 Seller Income

\$5,535 Sold Portion Income
+ \$3,075 Retained Portion Income

\$8,610 Year 1 Seller Income

\$8,610 (Year 1 Income)/
\$61,500 (Retained Balance)=

14.00% Gross Rate of Return





Marketing Ideas and Comments

Marketing Strategies

Offensive

- Opens new doors and opportunities
- Proactive marketing to grow portfolio
- Increase cross-sell opportunities

Defensive

- Offer a variety of long-term fixed rates to customers
- Prevent customer from shopping other lenders
- Continue relationship with larger producers who may exceed Seller's lending limit



Marketing Logo



Farmer Mac
Approved Lender



Co-Branded Borrower Brochure

- Lender's choice of front cover

For the long term

More choices
for financing
your farm.



For the long term

More choices
for financing
your farm.



Co-Branded Borrower Brochure

Lock your interest rate and take the guesswork out of future loan payments.

Our partnership with Farmer Mac brings strong risk management to your balance sheet.



Long-term fixed rate loans are an essential tool for managing your farming expenses. When you know the amount of interest you will be paying on real estate debt – and you've locked in your best rate for the future – there is one less variable in your farm planning.

Our partnership with Farmer Mac – the nation's premiere source of capital for agriculture and rural America – expands the loan options and repayment terms we can offer you.

Financing Rural America®

How Farmer Mac works for you

Farmer Mac has a wide range of loan products, and we help you select the rate and terms that best match your financial needs. We complete the Farmer Mac application and approval process, and then make you a loan that Farmer Mac purchases. Other loans, checking and savings accounts that you have with us are not affected by the sale of your real estate loan to Farmer Mac. And we can answer any future questions you may have about the loan we have placed with Farmer Mac.

This partnership with Farmer Mac allows us to bring the financial strength of the nation's premier secondary market for agriculture right to your farm. Ask us about bringing the certainty of a Farmer Mac long-term fixed rate mortgage to your balance sheet. It is a smart choice for today's agriculture.



9898 Rosemont Ave. #202
Lone Tree, CO 80124
866.929.5585



Becoming a Farmer Mac Seller

- Farmer Mac Seller requirements

- Seller application
- Seller/Service agreement
- Officers' Certificate
- Stock ownership

<u>Consolidated Assets</u>	<u>Stock Ownership Requirements</u>
• Up to \$50 Million	100 shares of Class A or Class C
• \$50- \$100 Million	200 shares of Class A or Class C
• \$100- \$500 Million	500 shares of Class A or Class C
• Over \$500 Million	2000 shares of Class A or Class C

- Seller application and stock purchase not required for Farmer Mac 2





Thank You

Contact Us: www.farmermac.com

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