New Opportunities

January 31, 2022
Today’s Presenters

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Our Bank Guests For Today

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**Alex Jones**
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- Alex.Jones@unitedbank.com
Who is Farmer Mac?
A Mission-Driven, For-Profit Company

Our Mission
• Increase the availability and affordability of credit for the benefit of American agricultural and rural communities

Our Stakeholders
• Farmers, ranchers and rural Americans
• Stockholders
• Financial Institutions
• Employees
• Congress
• Regulator

Our Corporate Social Responsibility
• To help create sustainable, vibrant rural American communities
• We achieve this by conducting our business
  – With absolute integrity
  – By holding ourselves to high ethical standards
  – By promoting a diverse, respectful, and inclusive culture

1987
Farmer Mac initially chartered by Congress as an instrumentality of the United States

1988
Initial public offering
First listed on NASDAQ
(FAMCU & FAMCL)

1996
First major charter revision and expansion of authority (direct loan purchases)

1999
First listed on NYSE (AGM & AGM.A)

2008
Second major charter revision and expansion of authority (Rural Utilities)
Preserve & Grow with Farmer Mac

What is your bank looking for?
- Client satisfaction solutions
- New business opportunities
- Easy to understand products
- Recurring fee income
- Ability to fend off competition
Preserve & Grow with Farmer Mac

What are your farm customers looking for?

- Service
- Fast response
- Loan products
- Competitive rates
Opportunities to Partner with Farmer Mac

- Originate ag real estate loans with no credit or interest rate risk to the bank
- Offer loan rates and terms that will attract new farm and ranch borrowers to the bank
- Mitigate the chance of your ag customers moving to a competing lender
- Consolidate your borrowers’ ag debt into long-term loans at competitive rates
- Generate non-interest income through loan origination and servicing fees
Farmer Mac Solutions

Farm & Ranch Loan Purchase Solution
- Access competitive, short and long-term financing for farm operations, rural properties, and production agriculture
- Originate and sell eligible loans, secured by first lien mortgages
- Maintain the client relationship, preserve capital, attract and retain customers, and minimize credit and interest rate risk

USDA Guaranteed Loan Purchase Solution
- Sell the guaranteed portions of Farm Service Agency (FSA) and Rural Development (RD) loans
- Access a full suite of loan products, competitive rates, and retain all loan servicing

Credit Protection Solution
- Choose from a guaranteed security solution or a purchase commitment option
- Securitize a set of eligible loans and receive a credit guarantee that ensures payment to the holder of the security
- Under the purchase commitment option, pay an annual fee and we will commit to purchase any of the schedule loans that default
Becoming a Farmer Mac Seller

Farmer Mac Seller Requirements

- Seller application
- Seller/Servicer agreement
- Officer Certificate
- Stock ownership

Consolidated Assets

<table>
<thead>
<tr>
<th>Consolidated Assets</th>
<th>Stock Ownership</th>
</tr>
</thead>
<tbody>
<tr>
<td>Up to $50 Million</td>
<td>100 shares of Class A or Class C</td>
</tr>
<tr>
<td>$50- $100 Million</td>
<td>200 shares of Class A or Class C</td>
</tr>
<tr>
<td>$100- $500 Million</td>
<td>500 shares of Class A or Class C</td>
</tr>
<tr>
<td>Over $500 Million</td>
<td>1000 shares of Class A or Class C</td>
</tr>
</tbody>
</table>

Seller requirements do not apply to the sale of USDA Guaranteed Loans
Lender Portal - efarmermac.com

Hi there! Welcome to your account.

PKerrigan@farmermac.com

............

Back to farmermac.com  Continue

Need help logging in? Recover your email or password.

New to Farmer Mac? Contact us to obtain credentials.

STOP!
Before you go.

IS YOUR WEB BROWSER UP TO DATE?

To access the eFarmerMac.com customer portal and use all our loan platforms, you must use the latest version of Google Chrome or Microsoft Edge.

Internet Explorer is not supported.

First time logging in to the new eFarmerMac.com customer portal?
You’ll need to reset your password.

VIEW SETUP GUIDE
Farm & Ranch Loan Purchase (Farmer Mac 1)

As an Approved Lender, when you sell us your loan, you gain access to our wide array of innovative loan products at competitive rates and with flexible repayment terms. Getting started is as easy as clicking one of the buttons below.

Please note: To submit a Fast Track or Full Underwrite loan, or access AgXpress loans submitted before 3/16/2021, go to AgPower.

You can also visit the Resource Library to learn more about Farm & Ranch Loan Purchase and our three underwriting options (AgXpress, Fast Track and Full Underwrite), and review the Farm & Ranch training kit.

SUBMIT A NEW AGXPRESS APPLICATION  ACCESS AN AGXPRESS LOAN  SUBMIT/ACCESS AN AGPOWER APPLICATION

USDA Guaranteed Loan Purchase (Farmer Mac 2)

Unleash the potential of your USDA Guaranteed Loans and access competitive long-term rates by participating with Farmer Mac. Submit a USDA FSA or RD Guarantee or continue the process of settling a loan in our Online Loan App (OLA). You can also view records for all your previously participated loans in the OLA archive.

You can visit the Resource Library to learn more about USDA Guaranteed Loan Purchase and review the USDA Guarantees training kit.

SUBMIT/ACCESS A USDA GUARANTEED LOAN

Farm & Ranch Purchase Commitment (LTSPC)

Manage risk and free up capital by taking advantage of this credit enhancement solution. Simply identify the loans that Farmer Mac will commit to purchase in case of default for a modest fee, and submit them through the Purchase Commitment application.

You can visit the Resource Library to learn more about Farm & Ranch Purchase Commitment and review the Purchase Commitment training kit.

SUBMIT/ACCESS A PURCHASE COMMITMENT DEAL
Economic Outlook
From the Chief Economist: Ag Econ Update

Strong Revenues, Commodity Price Supercycle

Rising Input Costs Crimp the Celebration

Land Values Continue to Gain, Rental Rates Follow

Watch the U.S. Dollar!

Watch Interest Rates!
Farm & Ranch Loan Purchase Program
Farmer Mac Eligibility

**Eligible Loans**
- Must be first mortgage farm or ranch real estate loan
- Revolving lines of credit are available if first mortgage secured

**Eligible Properties**
- Parcels of land capable of producing ag commodities or products
- Property may be improved by buildings, fixtures, etc.
- No minimum or maximum acreage requirement

**Eligible Borrowers**
- U.S. citizens, nationals or aliens lawfully admitted for permanent U.S. residence
- Corporations or partnerships
- Trusts are eligible for Farmer Mac financing if there is a personal guarantee
Farm & Ranch Loan Purchase Road Map

1 – Review Product Guide, Underwriting Matrix and Daily Rate Sheets
2 – Gather required information using the Application Checklist
3 – Complete a new application in AgPower
4 – Receive a credit decision
5 – Order/Submit appraisal and preliminary title report
6 – Receive/Complete conditions prior to funding
7 – Rate lock loan
8 – Assemble closing documents and close loan
9 – Finalize loan purchase
10 – Perform field servicing duties
## Application Checklist

**Prepare and/or collect borrower information**

- Note: a *Narrative Template* is available in the Resource Library

<table>
<thead>
<tr>
<th>Application Checklist</th>
<th>Full Underwrite</th>
<th>Fast Track</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Detailed Narrative (analysis of character, capital, capacity, collateral, and condition)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>2. UCC Search on all loans over $750,000. Applies to all borrowers/guarantors. Reports must be within 90 days of loan submission and marked up to align with the balance sheet.</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>3. Credit report with credit score for each applicant (within 90 days) (If a tri-merged report is submitted, the middle score will be used.)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>4. Current market value balance sheet(s) with schedules (within 90 days) (including debt schedule) &gt; <em>input in AgPower</em></td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>5. Pro forma balance sheet and schedules (including debt schedule) &gt; <em>input in AgPower</em></td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>6. Previous three years (market value preferred, cost basis accepted) balance sheets and schedules &gt; <em>input &amp; upload in AgPower</em></td>
<td>☐</td>
<td>N/A</td>
</tr>
<tr>
<td>7. Tax Returns/Income Statements for previous three years or four years for alternate bearing crops (only two years required for Fast Track) &gt; <em>input &amp; upload in AgPower</em></td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>8. Pro forma income and expense &gt; <em>input in AgPower</em></td>
<td>☐</td>
<td>N/A</td>
</tr>
<tr>
<td>9. Verification of non-farm income (two (2) most recent paystubs or most recent W-2 for each applicant employed off-farm)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>10. Written debt verifications from major lender(s) of the borrower (if not on the credit report)</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>11. Written mortgage verifications outlining outstanding principal balance and payment history (at least last 24 months); or two most recent 1098’s for each mortgage not on the credit report</td>
<td>☐</td>
<td>☐</td>
</tr>
<tr>
<td>12. Verification of cash, savings, cash value life insurance, marketable bonds and securities, and retirement accounts, if material to the credit</td>
<td>☐</td>
<td>☐</td>
</tr>
</tbody>
</table>
## Underwriting Matrix Snapshot

Most popular programs include:

<table>
<thead>
<tr>
<th>Loan Program</th>
<th>Fast Track</th>
<th>Full Underwrite</th>
<th>Full Underwrite</th>
<th>AgEquity RLOC</th>
<th>AgAssist</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eligible Pricing Type</td>
<td>Choice</td>
<td>Standard</td>
<td>Choice</td>
<td>Standard</td>
<td>Standard</td>
</tr>
<tr>
<td>Total Debt Coverage</td>
<td>≥ 1.00 for 2 year average</td>
<td>≥ 1.25</td>
<td>≥ 1.50</td>
<td>≥ 1.35; must meet TDC after 3% rate shock</td>
<td>≥ 1.10</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>≥ 1.00</td>
<td>≥ 1.25</td>
<td>≥ 1.50</td>
<td>≥ 1.25</td>
<td>≥ 1.00</td>
</tr>
<tr>
<td>Debt to Asset</td>
<td>≤ 40%</td>
<td>≤ 50%</td>
<td>≤ 40%</td>
<td>≤ 50%</td>
<td>≤ 60%</td>
</tr>
<tr>
<td>Loan-to-Value</td>
<td>≤ 55%</td>
<td>&lt;70%*</td>
<td>≤ 60%</td>
<td>≤ 50%**</td>
<td>≤ 45% FAMC LTV ≤ 85% CLTV</td>
</tr>
<tr>
<td>Credit Score (FICO) (Individual borrowers/guarantors)</td>
<td>≥ 720</td>
<td></td>
<td></td>
<td>≥ 680</td>
<td></td>
</tr>
<tr>
<td>D&amp;B PAYDEX Score (required if no individual borrowers/guarantors)</td>
<td>N/A</td>
<td></td>
<td></td>
<td>≥ 70</td>
<td></td>
</tr>
</tbody>
</table>
# Underwriting Matrix Facility, Timber, Agribusiness Loans

<table>
<thead>
<tr>
<th>Loan Program</th>
<th>Cattle Feedlot</th>
<th>Timber</th>
<th>Poultry Facility</th>
<th>Swine Facility</th>
<th>Feedlot Dairy Facility</th>
<th>Agribusiness &amp; Other Production Facilities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt Coverage</td>
<td></td>
<td>≥ 1.25</td>
<td></td>
<td>≥ 1.25</td>
<td></td>
<td>≥ 1.35</td>
</tr>
<tr>
<td>(See Seller/Servicer Guide, Section 202.3)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Current Ratio</td>
<td>≥ 1.25</td>
<td></td>
<td></td>
<td></td>
<td>≥ 1.25</td>
<td></td>
</tr>
<tr>
<td>Debt to Asset</td>
<td>≤ 50%</td>
<td>≤ 65%</td>
<td>≤ 60%</td>
<td>≤ 50%</td>
<td>≤ 70% or LTD/NW ≤ 80%</td>
<td></td>
</tr>
<tr>
<td>Loan-to-Value</td>
<td>≤ $5 mil: &lt; 65%</td>
<td>≤ $5 mil: &lt; 70%</td>
<td>New Facilities ≤ 75%</td>
<td>New Facilities ≤ 75%</td>
<td>≤ $5 mil: &lt; 65%</td>
<td></td>
</tr>
<tr>
<td></td>
<td>&gt; $5 mil: 60%</td>
<td>&gt; $5 mil: 60%</td>
<td>Existing Facilities ≤ 65%</td>
<td>Existing Facilities ≤ 70%</td>
<td>&gt; $5 mil: 60%</td>
<td></td>
</tr>
<tr>
<td>Credit Score (FICO)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>(Individual borrowers/guarantors)</td>
<td>≥ 680</td>
<td></td>
<td></td>
<td></td>
<td>≥ 680</td>
<td></td>
</tr>
<tr>
<td>D&amp;B PAYDEX Score</td>
<td>≥ 70</td>
<td></td>
<td></td>
<td></td>
<td>≥ 70</td>
<td></td>
</tr>
<tr>
<td>(required if no individual borrowers/guarantors)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
New: AgXpress Scorecard

A new program offered under the Farm & Ranch Solution

- Designed to simplify the application process and deliver a faster credit decision
- Bypass the majority of traditional loan onboarding requirements
- Substantially reduce the amount of time needed to submit a loan
AgXpress Scorecard

Maximum Loan Size
– $1,500,000 per applicant

Maximum LTV
– 55% LTV on bare land value

Minimum Credit Score
– Though not an absolute indicator for approval, the recommended minimum score for all applicants is 720

Pricing
– Choice pricing

Restrictions
– No restrictions on use of funds, commodity types or eligible loan products
Loan Closing & Post-Sale Servicing

Seller works with Central Servicer through the closing process
- Purchase option
- Table-funding option

PPDocs, Inc.
- Document preparation service
- www.ppdocs.com

Central Servicing – responsibility of Farmer Mac
- Assists Seller with loan closing and sale
- Bills and collects payments from borrower

Field Servicing – responsibility of the Seller
- Maintain ongoing relationship with the borrower
- Monitor payment of real estate taxes, hazard insurance
- File UCC continuations
- If requested, forward annual balance sheet and tax returns, inspect security
## F&R Rate Sheet (1/26/2022)

<table>
<thead>
<tr>
<th>Products</th>
<th>Term</th>
<th>Amortization</th>
<th>Standard Rates</th>
<th>Choice Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>AgEquity VRM</td>
<td>25</td>
<td>30</td>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>1-month VRM</td>
<td>15</td>
<td>20</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>1-year VRM</td>
<td>15</td>
<td>20</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>3-year VRM</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>3-year VRM</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>5-year VRM</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>5-year VRM</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>10-year VRM</td>
<td>15</td>
<td>20</td>
<td>15</td>
<td>20</td>
</tr>
<tr>
<td>10-year VRM</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>15-year VRM</td>
<td>20</td>
<td>20</td>
<td>3.80%</td>
<td>3.45%</td>
</tr>
<tr>
<td>15-year VRM</td>
<td>25</td>
<td>30</td>
<td>25</td>
<td>30</td>
</tr>
<tr>
<td>7-year Fixed</td>
<td>7</td>
<td>15</td>
<td>25</td>
<td>3.39%</td>
</tr>
<tr>
<td>10-year Fixed</td>
<td>10</td>
<td>15</td>
<td>3.48%</td>
<td>3.13%</td>
</tr>
<tr>
<td>15-year Fixed</td>
<td>15</td>
<td>15</td>
<td>3.75%</td>
<td>3.40%</td>
</tr>
<tr>
<td>15-year Fixed</td>
<td>15</td>
<td>25</td>
<td>3.90%</td>
<td>3.55%</td>
</tr>
<tr>
<td>20-year Fixed</td>
<td>20</td>
<td>20</td>
<td>3.95%</td>
<td>3.60%</td>
</tr>
<tr>
<td>25-year Fixed</td>
<td>25</td>
<td>25</td>
<td>4.07%</td>
<td>3.72%</td>
</tr>
<tr>
<td>30-year Fixed</td>
<td>30</td>
<td>30</td>
<td>4.19%</td>
<td>3.84%</td>
</tr>
</tbody>
</table>

### Build Your Rate

- **3.84%**
  - 30-Yr Fixed Choice Rate
- **0.60%**
  - Lender Servicing Fee
- **4.44%**
  - Note Rate to the Borrower
Pricing a Loan

Start by checking the Farmer Mac Net Yield on the rate sheet

Does the loan request qualify for Standard or Choice Pricing?

Is your institution an ABA or ICBA member?

4 Week Rate Lock?

What is the re-payment frequency?

Monthly, Semi-Annual or Annual

10 – 150 bps for most products
## Non-Interest Fee Income Potential

### $1,000,000 Loan | 10 Year Reset, 30 Year Maturity | 5.50% Note Rate

<table>
<thead>
<tr>
<th>Payment</th>
<th>Balance</th>
<th>Payment Amount</th>
<th>Servicing Fee</th>
<th>Cumulative Servicing Fee</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>$1,000,000</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$7,500</td>
</tr>
<tr>
<td>2</td>
<td>$986,195</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$14,896</td>
</tr>
<tr>
<td>3</td>
<td>$971,630</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$22,184</td>
</tr>
<tr>
<td>4</td>
<td>$956,264</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$29,356</td>
</tr>
<tr>
<td>5</td>
<td>$940,053</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$36,406</td>
</tr>
<tr>
<td>6</td>
<td>$922,951</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$43,328</td>
</tr>
<tr>
<td>7</td>
<td>$904,908</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$50,115</td>
</tr>
<tr>
<td>8</td>
<td>$885,872</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$56,759</td>
</tr>
<tr>
<td>9</td>
<td>$865,790</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$63,252</td>
</tr>
<tr>
<td>10</td>
<td>$844,603</td>
<td>$68,805</td>
<td>0.75%</td>
<td>$69,587</td>
</tr>
</tbody>
</table>
Non-Interest Fee Income Potential

- Creating a Profitable Off-Balance Sheet Ag Loan Portfolio
  - Originate and sell $5 million of loans per year (4 x $1,250,000) for 6 years
  - All loans are 15-year fixed rates with 25-year amortizations
  - Lender takes a 50bps Field Servicing Fee on all loans sold
  - Lender charges borrower a 50bps origination fee on all loans
# Farm and Ranch Loan Examples

<table>
<thead>
<tr>
<th>State</th>
<th>Alabama</th>
<th>Louisiana</th>
<th>Mississippi</th>
<th>Alabama</th>
<th>Mississippi</th>
</tr>
</thead>
<tbody>
<tr>
<td>County</td>
<td>Marengo</td>
<td>Richland</td>
<td>Yazoo</td>
<td>Hale</td>
<td>Walthall</td>
</tr>
<tr>
<td>Commodity</td>
<td>Timber</td>
<td>Ranch/Cattle &amp; Calves</td>
<td>Corn</td>
<td>Hay</td>
<td>Timber</td>
</tr>
<tr>
<td>Underwriting Method</td>
<td>Full Underwrite</td>
<td>AgXpress</td>
<td>Full Underwrite</td>
<td>Fast Track</td>
<td>AgXpress</td>
</tr>
<tr>
<td>Loan Amount</td>
<td>$625,000</td>
<td>$525,000</td>
<td>$495,000</td>
<td>$1,050,000</td>
<td>$185,000</td>
</tr>
<tr>
<td>LTV</td>
<td>25%</td>
<td>38%</td>
<td>48%</td>
<td>47%</td>
<td>53%</td>
</tr>
<tr>
<td>Acres</td>
<td>1,050</td>
<td>366</td>
<td>165</td>
<td>568</td>
<td>146</td>
</tr>
<tr>
<td>Product</td>
<td>10 Year Reset</td>
<td>25 Year Fixed</td>
<td>30 Year Fixed</td>
<td>25 Year Fixed</td>
<td>10 Year Fixed</td>
</tr>
<tr>
<td></td>
<td>30 Year Term</td>
<td>25 Year Term</td>
<td>30 Year Term</td>
<td>25 Year Term</td>
<td>10 Year Term</td>
</tr>
<tr>
<td>Pricing</td>
<td>Choice</td>
<td>Choice</td>
<td>Standard</td>
<td>Choice</td>
<td>Choice</td>
</tr>
<tr>
<td>Payment</td>
<td>Semi-Annual</td>
<td>Semi-Annual</td>
<td>Annual</td>
<td>Monthly</td>
<td>Monthly</td>
</tr>
<tr>
<td>Note Rate</td>
<td>3.90%</td>
<td>4.23%</td>
<td>4.75%</td>
<td>3.67%</td>
<td>2.89%</td>
</tr>
<tr>
<td>Net Yield</td>
<td>2.57%</td>
<td>3.39%</td>
<td>3.90%</td>
<td>3.49%</td>
<td>2.74%</td>
</tr>
<tr>
<td>Servicing Fee</td>
<td>1.33%</td>
<td>0.84%</td>
<td>0.85%</td>
<td>0.18%</td>
<td>0.15%</td>
</tr>
<tr>
<td>Maturity</td>
<td>1/1/2051</td>
<td>1/1/2046</td>
<td>1/1/2052</td>
<td>6/1/2046</td>
<td>7/1/2031</td>
</tr>
</tbody>
</table>
USDA Guaranteed Loan Purchase Solution
Eligible USDA Programs

- Farm Service Agency
  - Farm Ownership Loans
  - Operating Term Loans
  - Conservation Loans
- Rural Development
  - Business and Industry Loans
  - Community Facility Loans
  - Water and Environmental Loans
Advantages of Utilizing Farmer Mac 2

No Farmer Mac underwriting
Lender services 100% of the loan
Centralized FM2 Program Administrator
Lender receives fee income over life of the loan
Average servicing fee is over 1.25%
Competitive rate sheet, including long-term fixed rates
Customizable terms
No prepayment penalties
Flexible servicing action options
Steps to Success

1. Identify borrower eligible for an FSA Guarantee
2. Work with the FSA to get a Conditional Commitment
3. Settle with Farmer Mac 2
4. Maintain direct relationship with borrower
5. Report payments to Farmer Mac
Documents for Review

Loan Guarantee
Assignment of Guarantee
Promissory note
# USDA Rate Sheet (1/26/2022)

<table>
<thead>
<tr>
<th>Products</th>
<th>Monthly Pay Cash</th>
<th>Monthly Pay 4-Week Rate Lock</th>
<th>Annual, S.A., &amp; Qrly Pay Cash</th>
<th>Annual, S.A., &amp; Qrly Pay 4-Week Rate Lock</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wall Street Journal Prime</td>
<td>1.75%</td>
<td>N/A</td>
<td>1.75%</td>
<td>N/A</td>
</tr>
<tr>
<td>Farmer Mac 3-Mo COFI</td>
<td>1.25%</td>
<td>N/A</td>
<td>1.25%</td>
<td>N/A</td>
</tr>
<tr>
<td>Farmer Mac 5-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>2.22%</td>
<td>2.31%</td>
<td>2.32%</td>
<td>2.41%</td>
</tr>
<tr>
<td>Farmer Mac 10-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>2.76%</td>
<td>2.85%</td>
<td>2.86%</td>
<td>2.95%</td>
</tr>
<tr>
<td>Farmer Mac 15-Yr Reset COFI; 20-, 25-, 30-Yr Am</td>
<td>2.95%</td>
<td>3.04%</td>
<td>3.05%</td>
<td>3.14%</td>
</tr>
<tr>
<td>7-Yr Fixed Rate, 7-Yr Am</td>
<td>2.15%</td>
<td>2.24%</td>
<td>2.25%</td>
<td>2.34%</td>
</tr>
<tr>
<td>7-Yr Fixed Rate, 15-Yr Am</td>
<td>2.42%</td>
<td>2.51%</td>
<td>2.52%</td>
<td>2.61%</td>
</tr>
<tr>
<td>10-Yr Fixed Rate, 10-Yr Am</td>
<td>2.54%</td>
<td>2.63%</td>
<td>2.64%</td>
<td>2.73%</td>
</tr>
<tr>
<td>15-Yr Fixed Rate, 15-Yr Am</td>
<td>2.71%</td>
<td>2.80%</td>
<td>2.81%</td>
<td>2.90%</td>
</tr>
<tr>
<td>15-Yr Fixed Rate, 25-Yr Am</td>
<td>2.93%</td>
<td>3.02%</td>
<td>3.03%</td>
<td>3.12%</td>
</tr>
<tr>
<td>20-Yr Fixed Rate, 20-Yr Am</td>
<td>3.02%</td>
<td>3.11%</td>
<td>3.12%</td>
<td>3.21%</td>
</tr>
<tr>
<td>25-Yr Fixed Rate, 25-Yr Am</td>
<td>3.11%</td>
<td>3.20%</td>
<td>3.21%</td>
<td>3.30%</td>
</tr>
<tr>
<td>30-Yr Fixed Rate, 30-Yr Am</td>
<td>3.20%</td>
<td>3.29%</td>
<td>3.30%</td>
<td>3.39%</td>
</tr>
</tbody>
</table>

- **3.39%** 30-Yr Fixed Rate
- **1.00%** Lender Servicing Fee
- **4.39%** Note Rate to the Borrower

Build Your Rate
Relationship Managers
Resources at Efarmermac.com

**Client Services**
ClientServices@FarmerMac.com  
866-452-2617  
Contact for: general program assistance, training, technical issues, loan onboarding & processing questions

**Underwriting**
Underwriting@FarmerMac.com  
866-452-2617  
Contact for: loan eligibility, credit & underwriting

**Business Development**
Opportunities@FarmerMac.com  
800-879-3276  
Contact for: products & solutions, relationship management & marketing

**Servicing**
Servicing@FarmerMac.com  
866-452-2617  
Contact for: loan servicing

**Rate Lock Desk**
ClientServices@FarmerMac.com  
800-879-3276  
Hours of Operation: 10 a.m. – 3 p.m. ET  
Contact for: rate lock requests, extensions & withdrawals

**Farmer Mac 2**
FM2@FarmerMac.com  
877-770-3644  
Contact for: USDA Guaranteed loans  
For more information visit  
www.farmermac2.com
Partner With Us

Farmer Mac is a dependable partner for your bank

For more information, contact:

**Mark Rickels**
• SE Relationship Manager
• mrickels@farmermac.com

**Patrick Kerrigan**
• VP– Business Development
• pkerrigan@farmermac.com