

	<b>UNDERWRITING GRID</b> Farm and Ranch Loans							
	<b>Full Underwrite</b>							
	AgXpress	Fast Track	Seasoned Loan	Ag Equity RLOC	Standard		Choice Loans	Ag Assist
TDC - Proforma Total Debt Coverage		≥ 1.00	N/A	≥ 1.35*	≥ 1.25	≥ 1.50	≥ 1.50	≥ 1.10
CR - Proforma Current Ratio		≥ 1.00	N/A	≥ 1.25	≥ 1.25		≥ 1.50	≥ 1.00
DA - Leverage: Proforma Debt/Asset		≤ 40%	N/A	≤ 50%	≤ 50%		≤ 40%	≤ 60%
Loan Size	≤ \$1,500,000	≤ \$3,000,000	105% of Balance		≤ 1000 acres: \$50 MM >1000 acres: \$13.1 MM	≤ 1000 acres: \$50 MM >1000 acres: \$13.1 MM	≤ 1000 acres: \$50 MM >1000 acres: \$13.1 MM	≤ 1000 acres: \$50 MM >1000 acres: \$13.1 MM
LTV	≤ 55%	≤ 55%	≤ 60%***	≤ 50%**	≤ 60%	≤ 70%	≤ 60%	≤ 45% FAMC LTV
Use FACILITY guidelines if value of collateral from improvements is ≥60%	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans	Not for defined Facility loans
LTV - New Facilities	Loan not Eligible	Loan not Eligible	Loan not Eligible	Loan not Eligible	Loan not Eligible	Loan not Eligible	Loan not Eligible	Loan not Eligible
LTV - Existing Facilities								
Credit Score	≥ 720	≥ 720	no minimum	≥ 680	≥ 680		≥ 680	≥ 680
Term (in Years)	10, 15, 20, 25 or 30	10, 15, 20, 25 or 30	10, 15, 20, 25 or 30	30	10, 15, 20, 25 or 30		10, 15, 20, 25 or 30	10, 15, 20, 25 or 30
Contract required								
Amortization (in Years)	10, 15, 20, 25 or 30	10, 15, 20, 25 or 30	10, 15, 20, 25 or 30	20 or 25	10, 15, 20, 25 or 30		10, 15, 20, 25 or 30	10, 15, 20, 25 or 30
Cashout Limitation	Not Limited	Not Limited	≤5%; restricted to closing fees	Allowed if not for consumer purpose	≤ 10%; unlimited cash out if amortization is 15 years or less and LTV is ≤60%			Not Limited
Permanent Planting Loan Security	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes
Other	<p>Loan must be submitted with a complete, accurate AgXpress Application and is scorecard approved.</p> <p>Based on credit, LTV, and application including Balance Sheet and Income Statement.</p> <p>LTV based on bareland value including permanent planting.</p> <p>Credit Report is obtained by Farmer Mac as part of approval process.</p> <p>Applicants/Borrowers must include all titleholders.</p>	<p>Loans with ag improvements whose contributory value exceeds 40% of the total value are not eligible (homes that are considered primary residence are not counted toward improvements).</p>	<p>***LTV based on the original (or most recent) appraisal.</p> <p>Original loan for 5 years with no late payments within the last 3 years.</p> <p>Collateral Assesment Report required.</p> <p>No material restructuring or modification since the original loan closed.</p> <p>New Enviornmental Disclosure required.</p>	<p>**Value of any improvements, including permanent planting will be deleted from AV to determine LTV.</p> <p>* TDC needs to be ≥ 1.35 after 3% rate shock.</p>	<p><b>Cashout Definition:</b></p> <ol style="list-style-type: none"> <li>1.) Proceeds requested to purchaes non-business items</li> <li>2.) Refinance non-business debt</li> <li>3.) Finance out-of-pocket loan closing costs</li> <li>4.) Cash going directly to the borrower.</li> </ol>			<p>Ag Assist involves a first mortgage Farm and Ranch loan up to 45% LTV combined with a government sponsored second mortgage providing credit enhancement.</p> <p>Loan approval contingent on state or federal program second mortgage being in place.</p> <p>State or federal program exposure must constitute 25% of gross loan balance.</p> <p>Does not qualify for Choice Pricing.</p>

		Facility Loans						Total Debt Coverage Calculation
		Timber		Poultry	Swine	Feedlot Dairy	Packing Houses and Other Production Facilities	
TDC - Proforma Total Debt Coverage	≥ 1.25	≥ 1.50	≥ 1.25	≥ 1.25	≥ 1.35	≥ 1.35		
CR - Proforma Current Ratio	≥ 1.25		≥ 1.25	≥ 1.25	≥ 1.25	≥ 1.25		
DA - Leverage: Proforma Debt/Asset	≤ 50%		≤ 65%	≤ 60%	≤ 50%	≤ 70% or LTD/NW ≤ 80%	<b>NUMERATOR</b>	
Loan Size	> 5 mm	≤ 5mm			≤ 5 mm	> 5 mm	+ Net Farm Income	
LTV	≤ 60%	≤ 70%	see detail below*	see detail below*	≤ 65%	≤ 60%	+Depreciation	
Use FACILITY guidelines if value of collateral from improvements is ≥ 60%			Yes	Yes	Yes	Yes	+Interest on Debt	
LTV - New Facilities			≤ 75%*	≤ 75%*			+Capital Lease Payments	
LTV - Existing Facilities			≤ 65%*	≤ 70%*			+Net off-farm income	
Credit Score	≥ 680		≥ 680	≥ 680	≥ 680	≥ 680	-Living expense	
Term (in Years)	10, 15, 20, or 30		10 years existing, 15 years new	10 years existing, 15 years new	10-15 years & REL**	10-15 years	-Income and SS tax	
Contract required	yes		yes	yes			<b>DENOMINATOR</b>	
Amortization (in Years)	10, 15, 20, 25 or 30		10 years existing, 15 years new	10 years existing, 15 years new	10/15 year & REL**	15 years and REL**		
Cashout Limitation	≤ 5%		≤ 5%; restricted to closing fees	≤ 5%; restricted to closing fees	< 5%; restricted to closing fees	< 5%; restricted to closing fees	+P&I on debt	
Permanent Planting Loan Security							+Capital Lease Payments	
Other	<p>30 year terms loans must use 10 or 15 year VRM.</p> <p>Appraiser must be registered forester and include a timber cruise or appraiser must engage forester to provide timber valuation which is to be integrated into the appraisal.</p> <p>Applicant should have production contract(s) and multiple sales outlets for their products.</p> <p>Contract(s) should be standard to the industry and assignable to FAMC. Counter party analysis is expected.</p>		<p>Operation must be large enough to be economically viable.</p> <p>Borrower must have a production contract with processor insuring occupancy or use of the facility as an integrator.</p> <p>Contract must be standard to industry with payments assigned.</p> <p>Operation must conform to all environmental rules and regulations. Manure easement may be needed.</p>	<p>Operation must be large enough to be economically viable.</p> <p>Borrower must have a contract with processor or producer for entire term of loan with take or pay provisions for product or swine space.</p> <p>Must be non-cancelable &amp; assignable.</p> <p>Operation must conform to all environmental rules and regulations. Manure easement may be needed.</p>	<p>Operation must be large enough to be economically viable.</p> <p>Milk assignments usually required.</p> <p>Evidence of permits for waste disposal and herd occupancy for stated capacity usually required.</p> <p>**REL: Remaining Economic Life</p>	<p>Operation must be large enough to be economically viable.</p> <p>For loans over \$5 mil, review quality financial statements preferred.</p> <p>Services of the business or facility are used toward the physical transformation or storage of farm-gate products.</p> <p>Secured by a first mortgage on a specialized ag processing facility, ag farm-gate product storage facility, or other property directly involved in production of a farm-gate product.</p> <p>See Farmer Mac Seller/Service Guide 205.5 for more information.</p> <p>**REL: Remaining Economic Life</p>		