

UNDERWRITING GRID
Portfolio Direct Loans

	Full Underwrite		Facility Loans					
	Scorecard	Traditional Standards	Poultry	Wean to Finish Hog Barn		Dairy Standards		Beef Feedlot Standards
				Approved Integrator Standard	Non-Approved Integrator Standard			
TDC - Proforma Total Debt Coverage		≥ 1.25	≥ 1.00	≥ 1.15	≥ 1.15	≥ 1.15 (CDRC*)		≥ 1.25
CR - Proforma Current Ratio		≥ 1.25	≥ 1.00					≥ 1.25
DA - Leverage: Proforma Debt/Asset		≤ 50%	≥ 30%	≥ 30%	≥ 40%	≥ 50%		≥ 40%
Loan Size	≤ \$4,000,000	≤ \$50MM						
Use FACILITY guidelines if value of collateral from improvements is ≥60%	Not for defined Facility loans	Not for defined Facility loans						
LTV - Real Estate	\$50,000 - \$500,000 < 75% \$500,001 - \$2,500,000 < 65% \$2,500,001 - \$4M <55%	≤ 65%	≤ 85% New Barn*	≤ 85%	≤ 70%	≤ 65%	≤ 75%	≤ 65%
LTV - Non-Ag Dependent Real Estate	N/A	≤ 75%	≤ 75% Existing Barn**	≤ 85%	≤ 75%			N/A
Credit Score	700	680	680	680	680	680		680
Term (in Years)	5 - 30 years	5 - 30 years	Length of the loan/lease cannot exceed the length of the contract	Length of the loan/lease cannot exceed the length of the contract				
Contract required								
Amortization (in Years)	5 - 30 years	5 - 30 years	Minimum 5 years, Maximum 15 years					
Cashout Limitation	≤ \$1,000,000 plus 25% of remaining loan amount up to a max of \$1,375,000	25%						
Permanent Planting Loan Security	Yes	Yes						
Permanent Financing Only (No construction phase financing).				Yes		Yes		Yes
Other	<p>Loan must be submitted with a complete, accurate ZAF Application and is scorecard approved.</p> <p>Based on credit, LTV, and application including Balance Sheet and Income Statement.</p> <p>Applicants/Borrowers must include all titleholders.</p> <p>Value of ag improvements up to 50% of value is acceptable.</p> <p>≤25% of total required collateral value can be permanent planting</p>	Value of ag improvements up to 50% of value is acceptable.	<p>*Standard on New Building Sites:</p> <p>1. Once construction is complete, the loan amortization will not exceed contract length.</p> <p>2. Barn contract Income should be able to cash flow barn payments.</p> <p>**Standard on Purchase of Existing Sites:</p> <p>1. Amortization length should not exceed 60% of the remaining economic useful life of facilities.</p> <p>Must be a stand-alone site with separate access, adequate water supply and utility service.</p>	<p>Manure easements are required to equal the term of the note and be assigned to the Lender.</p> <p>Must be a stand-alone site with separate access, adequate water supply and utility service. Site must be in compliance with all feedlot regulations.</p> <p>Barn receipts should cover cash flow of the barn payments without consideration of manure value.</p> <p>Monthly payments are required to correlate with the contract income.</p>	<p>Must be a stand-alone site with separate access, adequate water supply and utility service. Site must be in compliance with all local dairy regulations.</p> <p>Manure easements may be required on an adequate amount of acres as determined by DNR, DEQ and/or other reference sources, it may be required that easements equal the term of the note.</p>	<p>Manure easements may be required on an adequate amount of acres as determined by DNR, DEQ and/or other reference sources, it may be required that easements equal the term of the note.</p> <p>Must be a stand-alone site with separate access, adequate water supply and utility service. Site must be in compliance with all local dairy regulations.</p>		