

AgXpress<sup>SM</sup> is a credit score-based model, designed to simplify the application process and deliver a faster credit decision. Using AgXpress, you bypass the majority of traditional loan onboarding requirements and substantially reduce the amount of time needed to submit a loan. This package outlines the **Eligibility Parameters**, the **Submission Checklist**, **Frequently Asked Questions (FAQ)**, and the **Application** — providing everything you need to get rolling.

**AgXpress** —  
an easier application  
solution for you and  
your customers.



Lean on us  
to help you.

Call Client Services at  
866.452.2617 or email  
ClientServices@FarmerMac.com  
for assistance.

## ELIGIBILITY PARAMETERS

- ▶ **Maximum loan size:** \$750,000 per applicant within a 12-month period
  - After 12 months of seasoning with no delinquencies, additional AgXpress loans will be considered
  - Maximum aggregate AgXpress exposure is \$1.5 million
- ▶ **Maximum Loan-to-Value (LTV):** 55% of total combined bare land and permanent plantings
  - If the property does not include permanent plantings, the max LTV of 55% is based off of bare land only
- ▶ **Minimum credit score for all applicants:** 720
  - Farmer Mac will pull a credit report
- ▶ **Monthly or semi-annual payment frequencies**
- ▶ **Choice Pricing included**
- ▶ **No restrictions on commodities**
- ▶ **No restrictions on use of funds**
- ▶ **Fixed, Variable, and Adjustable Rate products offered**
- ▶ **Applicants/borrowers must include all title holders**
- ▶ **The following are not allowed on AgXpress transactions:**
  - AgEquity (*Revolving Lines of Credit*)
  - Highly improved, livestock, and special use facilities
  - Trusts (*without an eligible co-borrower and a personal guarantee*)
  - Annual payment frequency
  - Cross-collateralization

## SUBMISSION CHECKLIST

### 1 COMPLETE

- Signed **AgXpress Application**.
  - Farmer Mac's AgXpress Application must be used and is located within the Resource Library at [www.efarmermac.com](http://www.efarmermac.com).
- Log into [www.efarmermac.com](http://www.efarmermac.com) and begin a "New Application" in AgPower. Check "AgXpress Loan". Complete only the "Application" and "Borrower Info" tabs.

### 2 SUBMIT

- Upload the **AgXpress Application** within the "Communication/Attachment" tab of AgPower.
- Click the "Submit Application" button on the "Submit Application" tab in AgPower.
- Once available, upload the **appraisal and title work** in the "Communication/Attachment" tab in AgPower.

### 3 REVIEW

Farmer Mac will review your loan submission and contact you with questions.

Once a credit decision is made, you will either receive a notification of approval (a Preliminary Loan Approval (PLA) notice will be issued) or denial (a Denial Notice will be issued).

Please refer to the **Seller/Service Guide** within the Resource Library for obligations related to AgXpress denials.

- 4 CONTINUE** After approval, follow the standard process for appraisal, title, rate lock, closing, and purchase activities.



## Applications

**Q. How long will it take to get a credit decision on an AgXpress loan?**

A: Within one business day, subject to a complete and signed application.

**Q. Who must sign the AgXpress application? Are e-signatures acceptable?**

A: All applicants and Seller must sign the AgXpress application. Currently, FAMC does not accept e-signatures on AgXpress applications.

**Q. Does the Seller have to get an application signed by the applicant(s) at closing?**

A: The **AgXpress** application **must** be signed prior to FAMC scoring the request and issuing a credit decision. The **AgPower** application must be signed prior to loan purchase.

**Q. Does the Seller have to provide FAMC an original signed AgXpress application or will a copy suffice?**

A: A copy of the signed application is adequate and must be uploaded to AgPower.

## Credit Reports

**Q. Who is responsible for pulling the credit report?**

A: FAMC will pull a credit report on all AgXpress application submissions. The Seller is welcome to pull a report, but FAMC's report will be used for decisioning purposes.

**Q. Will FAMC provide the Seller a copy of the credit report?**

A: Upon request, FAMC will provide the Seller a copy of the credit report for the purposes of fulfilling the Seller's loan file documentation requirements. It will be password protected and uploaded to AgPower. The Seller will be contacted with the password to unlock the report.

**Q. If the Seller's credit report yields a higher score, will that be taken into consideration?**

A: FAMC's credit report is the only report used in AgXpress loan decisioning.

## Denials

**Q. How are denials handled?**

A: FAMC will contact the Seller via phone. FAMC will prepare a Denial Notice and issue it to the Seller, through AgPower.

**Q. Who prepares the Adverse Action Notice (AAN) issued to the applicant(s)?**

A: The Seller is responsible for preparing and issuing the AAN to all applicant(s). FAMC will provide the Seller the reasons for denial within the Denial Notice. Please refer to the Seller/Service Guide located within the Resource Library at [www.efarmermac.com](http://www.efarmermac.com) for more information on AAN obligations.

**Q. Will FAMC review the Seller's AAN for acceptance and use?**

A: FAMC will not individually review and approve Seller's AAN form.

**Q. Does FAMC have to receive a hard-copy of the AAN or be copied on the communication to the applicant(s)?**

A: FAMC only needs a copy of the AAN. The Seller must upload a copy to AgPower within 10 days of receiving FAMC's Denial Notice.

**Q. If the Seller approves the applicant(s) through a different program, does an AAN still have to be issued?**

A: Yes. An AAN must be issued on all AgXpress denials even if the loan is later approved through another FAMC program or channel.

**Q. If an AgXpress loan is denied, how long must the applicant(s) wait to resubmit?**

A: A loan denied through AgXpress may be immediately reconsidered under another FAMC program. Simply duplicate the loan in AgPower and make the appropriate updates to submit another loan request. After 45 days, the applicant(s) may reapply for AgXpress if the applicant(s) have improved or corrected the reasons for denial as noted in FAMC's Denial Notice.

## You have questions. We have answers.

Take a few minutes to read through the answers to frequently asked questions.

KEY: FAMC = FARMER MAC  
SELLER = ORIGINATING LENDER

## Eligibility

**Q. Can AgXpress loans be cross-collateralized or cross-defaulted with other FAMC loans?**

A: Cross-collateralization is not allowed on any AgXpress loan. Upon FAMC's request, an AgXpress loan may be cross-defaulted with other FAMC loans.

**Q. If the loan is approved and a new title holder shows up on the title work, what happens?**

A: All title holders will be required to sign the application and the loan will be reevaluated for approval. Please make sure that all title holders are included on the initial application to avoid delays in approval and closing activities.

**Q. What's the maximum total exposure permitted for an existing FAMC borrower who is interested in AgXpress?**

A: Borrowers (and affiliates) to whom FAMC has existing exposure cannot exceed a total maximum exposure (i.e., total loan obligation) of \$10 million including AgXpress.

**Q. Can an Estoppel Certificate be used on an AgXpress loan?**

A: All title holders are required to be applicants. In cases where an applicant is not a title holder, an Estoppel Certificate may be used for the non-signing spouse with FAMC's approval.

**Loan and Property Information**

Loan Amount: \$ \_\_\_\_\_ Desired Product: \_\_\_\_\_ Term (yrs): \_\_\_\_\_ Amortization (yrs): \_\_\_\_\_  
 Bare Land Only Value: \$ \_\_\_\_\_ Permanent Planting Value (if applicable): \$ \_\_\_\_\_  
 Improvement Value (include outbuildings & residence): \$ \_\_\_\_\_ Total Collateral Value: \$ \_\_\_\_\_  
 Projected Loan-to-Value (loan amount/(bare land + permanent plantings)): \_\_\_\_\_ %

**Sources of Funds**

Description	Amount
<b>Total Source of Funds</b>	<b>\$</b>

**Uses of Funds**

Description	Amount
<b>Total Use of Funds</b>	<b>\$</b>

Total source of funds should equal total use of funds. (Attach additional exhibits or descriptions as needed.)

Is this financing related to any recent (12 months or less) land transactions? If so, please describe the terms of the land purchase, including purchase price:

\_\_\_\_\_

\_\_\_\_\_

**Application Information — Individual**

Primary Applicant  Co-Applicant (Relationship to primary applicant): \_\_\_\_\_  
 Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Email: \_\_\_\_\_ Phone #: \_\_\_\_\_  
 Soc. Sec. #: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Years at Current Address: \_\_\_\_\_  
 Marital Status:  Married (or separated)  Single (or divorced, unmarried, widowed)  
 Are you a U.S. citizen or a permanent U.S. resident alien?  Yes  No

**Application Information — Individual**

Primary Applicant  Co-Applicant (Relationship to primary applicant): \_\_\_\_\_  
 Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_  
 Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Email: \_\_\_\_\_ Phone #: \_\_\_\_\_  
 Soc. Sec. #: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Years at Current Address: \_\_\_\_\_  
 Marital Status:  Married (or separated)  Single (or divorced, unmarried, widowed)  
 Are you a U.S. citizen or a permanent U.S. resident alien?  Yes  No

**Application Information — Business Entity**

Primary Applicant  Co-Applicant (List your relationship or check your Organization Type): \_\_\_\_\_  
 Organization Type:  Corporation  Limited Partnership  Limited Liability Corporation  General Partnership  Estate  
 Business Name: \_\_\_\_\_ Federal Tax ID #: \_\_\_\_\_  
 Business Street Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Description of Business: \_\_\_\_\_  
 Principal/Officer Name and Title: \_\_\_\_\_ Date of Birth: \_\_\_\_\_  
 Percent Ownership: \_\_\_\_\_ % Principal/Officer Home Address: \_\_\_\_\_  
 City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
 Email: \_\_\_\_\_ Phone #: \_\_\_\_\_

► Complete Exhibit A for additional individual and/or business applicants.

**General Information**

Please provide a brief description (size and scope) of your current business operation:

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At least one applicant must be a United States (U.S.) citizen or a lawfully admitted alien to the U.S. who maintains permanent residence in the U.S. or a corporate entity or partnership whose members, stockholders, or partners holding a majority interest in the corporate entity or partnership are citizens or lawfully admitted aliens. The following list of questions applies to all applicants.

- Yes  No Have you had a bankruptcy in the past 48 months?
- Yes  No Do you have any judgments against you?
- Yes  No Are you party to any lawsuit?
- Yes  No Have you had property foreclosed or deed in lieu in the past 48 months?
- Yes  No Are you in violation of any local, state, or federal zoning, operating, air quality, water, or environmental permits, laws, or requirements?
- Yes  No Are any of the assets pledged as security for debts of others?
- Yes  No Do you have any contingent liabilities?
- Yes  No Have you endorsed or guaranteed notes for others?
- Yes  No Are you obligated to pay alimony or child support?

If 'Yes' to any of the above, please provide a written explanation to the lender for inclusion with this application.

**Consolidated Balance Sheet**

Financial statement as of: (MM/DD/YY) \_\_\_\_\_ (within 90 days of application date preferred)

Assets	\$XX.XX	Liabilities	\$XX.XX
Cash, Savings, Securities, etc.	\$	Operating Debt	\$
Accounts Receivable	\$	Credit Card Debt	\$
Crop Inventory	\$	Accounts Payable/Trade Debt	\$
Market Livestock Inventory	\$	Equipment Debt, Vehicle Debt	\$
Breeding Livestock Inventory	\$	Long-term Debt	\$
Machinery	\$	Other Liabilities ( _____ )	\$
Real Estate Market Value	\$		\$
Other Assets	\$		\$
<b>Total Assets:</b>	<b>\$</b>	<b>Total Liabilities:</b>	<b>\$</b>

**Total Assets** \$ \_\_\_\_\_ (-) **Total Liabilities** \$ \_\_\_\_\_ = **Total Equity** \$ \_\_\_\_\_

**Consolidated Income Statement**

Most recent income statement for the period of: (MM/DD/YY) \_\_\_\_\_ to \_\_\_\_\_

Gross Farm Income	\$
Net Farm Income <i>(Plus interest and depreciation)</i>	\$
Net Non-farm Income	\$
<b>Total Net Income</b> <i>(Net Farm + Net Non-farm)</i>	<b>\$</b>

Do you have a current operating loan?  Yes  No  
 Current Operating Lender: \_\_\_\_\_  
 Years with Lender: \_\_\_\_\_  
 Committed Operating Loan Amount: \$ \_\_\_\_\_

**Collateral — Property Information**

Property Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_

**Commodities Grown on Property/Security** (check top two if applicable)

- Corn  
  Soybeans  
  Alfalfa  
  Almonds  
  Dairy Cattle & Calves  
  Feedlot Cattle and Calves  
  Grapes  
  Hay  
 Horses  
  Ranch Cattle & Calves  
  Timber  
  Wheat  
  Other: \_\_\_\_\_

**Land Information**

Description	Number of Acres	Value per Acre	Total Acre Value
Dryland Tillable Acres	X	\$ _____	= \$ _____
Irrigated Tillable Acres	X	\$ _____	= \$ _____
Pasture Acres	X	\$ _____	= \$ _____
CRP Acres	X	\$ _____	= \$ _____
Permanent Plantings Acres	X	\$ _____	= \$ _____
Timberland Acres	X	\$ _____	= \$ _____
Other/Woods/Waste Acres	X	\$ _____	= \$ _____
Buildings/Improvements	X	\$ _____	= \$ _____
<b>Total Acres:</b>			<b>Total: \$ _____</b>

**Collateral — Irrigation Information**

1. Is your property irrigated?  Yes  No

Describe any water, irrigation, or well right/restrictions:

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

2. What is the source of the water?

- Groundwater/Well  
  Irrigation District

If groundwater/well, what is the quantity (gallons per minute) and quality of the water?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

3. Is the source located off the property?  Yes  No

If yes, is a Water Use Agreement in place? (please describe)

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

4. Is your property located in an irrigation district?

- Yes  
  No

What is the irrigation district?

\_\_\_\_\_

5. What percentage of the water supply is provided by the irrigation district and what percentage/cost is supplemented by water exchanges or ground water?

Irrigation District: \_\_\_\_\_% Supplement: \_\_\_\_\_%

Supplement Cost: \$ \_\_\_\_\_

6. What is the quantity and quality of groundwater?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

7. What is the quantity and quality of any exchange water?

\_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

8. What is the cost (\$/acre foot) for the total water used on the proposed security? \$ \_\_\_\_\_ /acre foot

## Collateral — Improvements, Lease, and Rental Agreement

1. Are there any improvements (  Yes  No ) or permanent plantings (  Yes  No ) on the collateral?

Please provide a description of any improvements and/or plantings:

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2. Have any improvements, repairs, or work taken place on the property within the last six months (including any that are currently underway or that will commence shortly)?  Yes  No

If yes, please explain:

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3. Is there a residence on the collateral?  Yes  No

If yes, is this your primary residence?  Yes  No

4. Are there any lease or rental agreements on the property?  Yes  No

If yes, are there any lease or rental agreements for which the remaining term (including any unexercised renewal options or rights) is three years or more?  Yes  No

5. Are there any manure easements, wind leases, cell towers, or other easements or agreements?  Yes  No

### Signatures and Authorizations

**SIGNATURES:** By signing below, applicant certifies that this application and the information provided is for the purpose of obtaining credit and represents that the information submitted is accurate and complete. Applicant acknowledges that representations made in this application will be relied on by the lender and Farmer Mac in evaluating this application and, if approved, in extending credit. Applicant represents that none of the parties named in this application have relied on advice from the lender or Farmer Mac in applying for or receiving any credit. Applicant acknowledges that neither lender nor Farmer Mac have made any commitment to approve this application and extend credit, unless otherwise agreed to in writing. Each of lender and Farmer Mac are authorized to conduct any inquiries they decide are necessary to verify the accuracy of the information contained in this application and to use any reasonable method to determine the creditworthiness of the applicant. Each of lender and Farmer Mac are also authorized to answer any questions from others about lender's and/or Farmer Mac's credit experience with the parties in this application. Applicant will promptly notify lender of any subsequent changes which would affect the accuracy of this application and will provide all documents and information that lender decides are necessary to complete this application. Applicant authorizes each of lender and Farmer Mac to retain this application, whether or not lender or Farmer Mac approves any extension of credit. Any intentional misrepresentation of the information contained herein could result in criminal action under federal law.

**In addition, each applicant signing below authorizes each of lender and Farmer Mac to check applicant's individual or business credit scores and have a credit reporting agency prepare a consumer credit report on them. Each applicant signing below authorizes each of lender and Farmer Mac to use and share with one another such consumer credit reports and credit scores for purposes of determining whether or not to approve the applicant's application.**

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Applicant's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Loan Officer Name (please print): \_\_\_\_\_ Loan Officer Signature: \_\_\_\_\_

Lending Institution (i.e., Seller): \_\_\_\_\_ Date: \_\_\_\_\_

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**Application Information — Individual**

Primary Applicant    Co-Applicant (*Relationship to primary applicant*): \_\_\_\_\_  
Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_  
Street Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone #: \_\_\_\_\_  
Soc. Sec. #: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Years at Current Address: \_\_\_\_\_  
Marital Status:  Married (*or separated*)    Single (*or divorced, unmarried, widowed*)  
Are you a U.S. citizen or a permanent U.S. resident alien?  Yes    No

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**Application Information — Individual**

Primary Applicant    Co-Applicant (*Relationship to primary applicant*): \_\_\_\_\_  
Last Name: \_\_\_\_\_ First Name: \_\_\_\_\_ Middle Name: \_\_\_\_\_  
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Soc. Sec. #: \_\_\_\_\_ Date of Birth: \_\_\_\_\_ Years at Current Address: \_\_\_\_\_  
Marital Status:  Married (*or separated*)    Single (*or divorced, unmarried, widowed*)  
Are you a U.S. citizen or a permanent U.S. resident alien?  Yes    No

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**Application Information — Business Entity**

Primary Applicant    Co-Applicant (*List your relationship or check your Organization Type*): \_\_\_\_\_  
*Organization Type*:  Corporation    Limited Partnership    Limited Liability Corporation    General Partnership    Estate  
Business Name: \_\_\_\_\_ Federal Tax ID #: \_\_\_\_\_  
Business Street Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
Description of Business: \_\_\_\_\_  
Principal/Officer Name and Title: \_\_\_\_\_ Date of Birth: \_\_\_\_\_  
Percent Ownership: \_\_\_\_\_ % Principal/Officer Home Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone #: \_\_\_\_\_

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**Application Information — Business Entity**

Primary Applicant    Co-Applicant (*List your relationship or check your Organization Type*): \_\_\_\_\_  
*Organization Type*:  Corporation    Limited Partnership    Limited Liability Corporation    General Partnership    Estate  
Business Name: \_\_\_\_\_ Federal Tax ID #: \_\_\_\_\_  
Business Street Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
Description of Business: \_\_\_\_\_  
Principal/Officer Name and Title: \_\_\_\_\_ Date of Birth: \_\_\_\_\_  
Percent Ownership: \_\_\_\_\_ % Principal/Officer Home Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ County: \_\_\_\_\_  
Email: \_\_\_\_\_ Phone #: \_\_\_\_\_

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