

Making the loans that make rural Arkansas  
*a better place to live and work!*



**FARM CREDIT**  
OF ARKANSAS



## Farm Credit is a lot of things, *but we're...*

- **NOT** an insurance company
- **NOT** a part of the government.
- **NOT** a bank.
- **NOT** just a farm or ag lender, we make loans for all kinds of rural purposes including opportunities for Agritourism. We make loans for farms, land, homes, agri businesses including operating loans, equipment loans and more.

We're unique! We are a cooperative which means we are owned by our customers who borrow from us.

We place special emphasis on Part-time farmers, and Young & Beginning farmers.



# So, what *IS* Farm Credit?



- ✓ We are a part of the nationwide Farm Credit System – which is the nation's largest rural lender, exceeding \$200 billion in loans.
- ✓ We are the #1 ag and rural lender in Arkansas, with more than \$2.0 billion in originated loans.
- ✓ We are OWNED by more than 10,000 Arkansas members.
- ✓ We have nearly **\$458 million** in member surplus-capital



# We're **REALLY GOOD** at what we do!

## We've spent 95 Years doing what we do best!

- We make no apologies. We make sound and constructive loans and are proud of it!
- We've been a dependable and stable lender good times and bad!
- We don't simply make loans to benefit Farm Credit; we're committed to our customer's well being, also.
- We focus on ***maximizing our customers' financial success!***





# Agritourism

- Farm Credit can, and IS, financing farmers involved in agritourism endeavors!
- In Western Arkansas we have customers with...
  - Pumpkin Patches
  - Corn Mazes
  - U Pick Berry and Vegetables
  - Riverfront Cabins





# YES! Credit is Available!



Farm Credit evaluates loans based on **5 credit factors**:

- 1) A Comprehensive Business Plan for the business enterprise or venture reflecting the capacity to repay debt over specified term with margin for adversity
- 2) Financial Position with working capital and equity providing financial cushion to get the business off the ground and operating.
- 3) Cash down payment or others assets that can be pledged as collateral to margin a loan request. Note the Farm Credit regulatory lending limit is 85% Loan to Value.
- 4) Credit and repayment history as evidenced by good Credit Bureau and FICO scores.
- 5) Risk management (insurance) and other tools or conditions.



# Young, Beginning & Small Farmer Assistance

- Farm Credit is focused on the needs of YBS farmers
- We have programs to helping them succeed
  - Lower rate options
  - Adjusted fees!
  - Adjusted credit standards.
  - Even first time buyer credits for real estate
  - One –on-One counseling with LOF and financial review
  - Opportunities for outreach education with program that are offered by U of A Cooperative Extension
  - In Western Arkansas we offer support and sponsorships for minority farmers





# WHY customers choose Farm Credit...

We **SPECIALIZE in Ag and Rural Lending** (that's all we do – we're good at it!) Even Agritourism is part of what we do.

**Experience** - most of our employees have ag backgrounds and many have farms, themselves. We truly understand Arkansas agriculture and our customers' needs.

We have the **Competitive Interest Rates** and flexible mix of loan options


**CASH Patronage Refunds** to borrowers when we have a profitable year (\$94.6 MILLION back to borrowers, statewide, since 1997! We returned \$14.2 M for 2010 alone.)





# CASH Patronage for members!


- Cash Patronage Refunds – Sets us apart from other lenders!
- We're a Cooperative and each borrower becomes a member/owner.
- Cooperative principles allow us to share portion of annual earnings with members.
- Our capital and our members' hard work ***go hand in hand!***



**Our Capital And Your Hard Work  
Go Hand In Hand**

Lending money to hard working people is what we know and have done for nearly 100 years.  
Call us today!

800-444-3276

 **FARM CREDIT**  
FARMCREDIT.COM



# Our message to you...

- Farm Credit makes more than FARM & AG LOANS.
- We're competitive in the market place!
- We can tailor financing for farmers in the agritourism sector!





# Thanks for the opportunity to...

- share Farm Credit's benefits
- detail how we fit the Agritourism niche
- explain how Farm Credit can add value and savings for customers

Make us your *GO TO* lender in the agritourism market!

