

**FULL-TIME FARMS**

**Property Eligibility:**

- Agricultural Real Estate securing loan must be at least 5 acres
- Land must produce at least \$5,000 annually
- CGB AFS must have first mortgage position on Real Estate Collateral

**Credit Standards:**

- Pro Forma Debt to Asset Ratio  $\leq$  50%, market value
- Pro Forma Debt Coverage  $\geq$  1.25:1
- Pro Forma Current Ratio  $\geq$  1.00:1
- Annual farm cash receipts of  $\geq$  \$5,000
- Property debt coverage  $\geq$  1.00:1
- Any slow pays on Mortgage account must be fully explained
- **Minimum Credit score 660**

**Documentation Required:**

- Complete, signed application
- Current balance sheet, signed
- 3 year's historical tax returns
- Projected income and expense
- 3 year's historical balance sheets
- 4 year historical production

**Documentation found at:**

<http://www.cgb-afs.com/site.asp?page=355> - Farm Loans Complete forms package

**Maximum LTV 70% up to \$3 million; over \$3 million 60% LTV**

**Maximum LTV 60% if greater than 25% cash out**

**Maximum LTV 50% if greater than 25% cash out and loan exceeds \$3 million**

**Maximum loan term 25 years Maximum amortization 25 years**

**Monthly, annual and semi-annual payments available**

**Open Prepayment options available**

**FAST TRACK I & II**

**Program Eligibility:**

- Low Doc program for customers with excellent credit and low LTV's
- Permanent plantings do not qualify
- Specialized facilities qualify only if improvements are less than 40% of the appraised value
- Must exhibit characteristics of a profitable operation
- Improvements must be  $\leq$  40% of appraised value (excluding primary dwelling)
- CGB AFS must have first mortgage position on Real Estate Collateral

	Fast Track 1	Fast Track 2
Max loan size	\$300,000	\$1,000,000
Loan-to-Value Ratio	55%	55%
Debt to Asset Ratio	45%	40%
Current Ratio	N/A	1:1
Debt Service Coverage	N/A	N/A
Property Debt Coverage	N/A	N/A
Credit Scores (FICO)	700	720
Financial Statement Required	Yes	Yes
Tax Return	1 yr.	2-yrs.

**10, 15, and 20 year terms; 10,15,20, and 25 year amortizations**

**Monthly, annual, and semi-annual payments available**

**Open prepayment on any payment date**

**FARM SERVICE AGENCY (FSA)**

**Program Eligibility:**

- Must be owner/operator of farm operation
- First time farmers eligible
- Land must produce at least \$5,000 annually
- CGB AFS must have first mortgage position on Real Estate Collateral
- Supports loans that may otherwise not qualify for conventional financing

**Credit Standards:**

- **Minimum Credit Score 625**
- Acceptable credit history
- Must be US Citizen and in good standing with state and local FSA
- Minimum Pro Forma Debt Coverage 1.20:1
- Not delinquent on any federal debt
- No outstanding recorded judgements
- Is not able to obtain sufficient financing without a guarantee

**Documentation Required:**

- Complete Farm Application (original)
- Current balance sheet, signed
- 3 year's historical tax returns
- Projected income and expense
- 3 year's historical balance sheets
- 4 year historical production
- Any debts over \$1,000 must be verified by AFS

**Documentation found at:**

<http://www.cgb-afs.com/site.asp?page=355> - Farm Loans Complete forms package

**Maximum LTV 85%**

**Maximum loan amount \$1,112,000**

**Terms and amortizations up to 25 years**

**Full open pre-payment on all loans**

**AgEquity**

**Program Highlights:**

- Revolving line of credit secured by 1st mortgage on real estate
- Draw period of 5 or 10 years
- Variable Rate based upon 30 day Libor
- Unlimited draws and repayments during the draw period
- Terms up to 30 years
- Loan used for business purposes
- Minimum Loan size \$50,000
- Loan-to-value 5 year draw period  $\leq$  50%
- Loan-to-value 10 year draw period  $\leq$  45%

**Credit Standards:**

- Minimum Credit Score 680
- Debt to Asset Ratio  $\leq$  50%
- Total Debt Coverage  $\geq$  1.35:1
- Current Ratio  $\geq$  1.00:1
- Property Debt Coverage 5 year draw period  $\geq$  .80:1
- Property Debt Coverage 10 year draw period  $\geq$  1.00:1

**SPECIALIZED FACILITIES**

**Property Eligibility:**

- **see Full -Time Farms**
- Producer may or may not own animals; if animals not owned, evidence of financial and capital strength of the integrator required
- Minimum Credit Score 660
- Cash out not available

	Poultry	Swine	Dairy
<b>Max LTV/CLTV</b>	$\leq$ 65/90% existing $\leq$ 75/90 new	$\leq$ 65/90% existing $\leq$ 75/90 new	$\leq$ 65/90%
<b>Term in years</b>	10 - 15	10 or 12	10 - 15
<b>Amoritzation</b> should reflect remaining economic life	10 existing 15 new	10 or 12	15
<b>Proforma Current Ratio</b>	$>$ 1.00	$>$ 1.00	$\geq$ 1.25
<b>Proforma Debt/Asset</b>	$\leq$ 65%	$\leq$ 60%	$\leq$ 50%

**Debt to Asset Ratio** - This ratio is computed by dividing total debts by total assets

**Current Ratio** - calculated by dividing total current assets by total current liabilities

**Proforma Ratios** - Projected ratios taking into account the loan being requested.

**Debt Coverage** - calculated by dividing Cash Available for Debt Service by the total principal and interest payments for the year on all term debt (does NOT include interest on operating/working capital loans; please see website for full definition <http://www.cgb-afs.com/site.asp?page=356>).