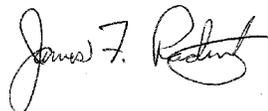


For: State and County Offices

**FY 2000 Performance Goal Accomplishments
and FY 2001 Goals for Farm Loan Programs (FLP's)**

Approved by: Acting Deputy Administrator, Farm Loan Programs



1 Overview

A

Background

FLP provides assistance to eligible individuals and families in becoming successful farmers and ranchers through supervised credit, outreach, and technical assistance.

Goals are an important tool in accomplishing our mission, and focus effort on activities that will result in accomplishing objectives set forth in the Agency's Strategic Plan. Accomplishment of program goals improves the success of our borrowers and reduces program costs while helping to strengthen the family farm.

B

Purpose

The purpose of this notice is to:

- establish the Fiscal Year (FY) 2001 Loan Making and Servicing Performance Goals for State and County Offices
- set forth the FY 2000 goal accomplishments for loan making and servicing.

Note: Data for loan servicing goal No. 4 accomplishments not yet available.

Continued on the next page

| | |
|--|--|
| <p>Disposal Date</p> <p>October 1, 2001</p> | <p>Distribution</p> <p>State Offices; State Offices relay to County Offices</p> |
|--|--|

Notice FLP-187

1 Overview (Continued)

C

Objectives

The primary objectives of FLP are as follows:

- increase the number of operations remaining economically viable
 - reduce losses in the loan programs
 - make the most efficient use of available financial, human, and technological resources
 - maximize financial and technical assistance to traditionally underserved groups.
-

2 Performance Goals

A

Loan Making Goals

The national loan making goals are as follows:

- reduce first year delinquency rates on both new and restructured loans by 6 percent
- increase the percentage of guaranteed loans made to direct borrowers by 6 percent
- increase by 20 percent the number of loans made to members of targeted groups
- reduce direct and guaranteed loan processing times by 5 percent.

Note: These are national goal percentages based on 5-year Government Performance and Results Act (GPRA) goals. States' individual goals based on last fiscal year's performance are in Exhibit 1.

Continued on the next page

Notice FLP-187

2 Performance Goals (Continued)

**B
Loan Servicing
Goals**

The national loan servicing goals are as follows.

- Collect and manage direct loan accounts to attain a national direct loan delinquency percentage (dollars) to a level of 14.5 percent, or less, by September 30, 2001.
- Collect and manage direct loan accounts to attain a national direct loan loss rate not to exceed 5.9 percent, or less, by September 30, 2001.
- Manage and service guaranteed loan accounts to attain a national guaranteed loan loss rate not to exceed 1.843, or less, by September 30, 2001.
- Process at least 80 percent of the Primary Loan Servicing requests within 60 calendar days of Agency receipt of a complete application. Measurement requires that Management of Agricultural Credit (MAC) be kept current and maintained.

Note: These are national goal percentages. States' individual goals are based on 5-year GPRA goals with adjustments for annual milestone targeting and achievement. See Exhibit 2 for FY 2001 milestone targeting (goals) for each State.

3 Action

**A
State Office
Action**

State Offices shall use the Executive Information System (EIS), WEB FOCUS reports, FOCUS ad hoc reports, and St. Louis Finance Office reports to monitor their goals. At a future date, WEB FOCUS reports containing direct loan and servicing information will be available for goal accomplishment monitoring.

**B
Contacts**

Direct questions about this notice according to the following table.

| Subject | Contact |
|--|--|
| FLP loan making performance goals or goal accomplishment measurement | Kathleen Miller, Direct Loans Funds Management Branch, LMD at 202-720-1643 |
| FLP loan servicing performance goals | Robert Zimmerman, LSPMD at 202-690-4011 |

States' Individual Goals Based on Last FY's Performance

| GOAL 1A - REDUCE FIRST YEAR DELINQUENCY RATES - NEW LOANS BY APPROXIMATELY 6 % NATIONALLY AS OF 9/30/00 | | | | Exhibit 1 |
|--|-------------------|----------------|--------------------|-----------------|
| STATENAME | FY 2000 ACCOMP | FY2000 GOAL | Diff +/- ACCOMP | FY 2001 GOAL |
| ALABAMA | 7.4% | 7.8% | 0.4% | 7.4% |
| ALASKA | 15.8% | 15.0% | -0.8% | 15.0% |
| ARIZONA | 34.5% | 15.0% | -19.5% | 15.0% |
| ARKANSAS | 8.4% | 6.9% | -1.5% | 6.9% |
| CALIFORNIA | 31.2% | 10.0% | -21.2% | 10.0% |
| COLORADO | 10.7% | 12.0% | 1.3% | 10.7% |
| CONNECTICUT | 3.8% | 0.0% | -3.8% | 0.0% |
| DELAWARE | 50.0% | 10.0% | -40.0% | 10.0% |
| FLORIDA | 6.6% | 10.0% | 3.4% | 6.6% |
| GEORGIA | 13.0% | 9.0% | -4.0% | 9.0% |
| HAWAII | 14.3% | 15.0% | 0.7% | 14.3% |
| IDAHO | 6.1% | 8.0% | 1.9% | 6.1% |
| ILLINOIS | 2.9% | 3.8% | 0.9% | 2.9% |
| INDIANA | 5.8% | 4.9% | -0.9% | 4.9% |
| IOWA | 2.3% | 3.1% | 0.8% | 2.3% |
| KANSAS | 1.4% | 7.0% | 5.6% | 1.4% |
| KENTUCKY | 5.0% | 3.4% | -1.6% | 3.4% |
| LOUISIANA | 6.8% | 5.3% | -1.5% | 5.3% |
| MAINE | 11.3% | 5.5% | -5.8% | 5.5% |
| MARYLAND | 20.0% | 8.3% | -11.7% | 8.3% |
| MASSACHUSETTS | 20.0% | 10.0% | -10.0% | 10.0% |
| MICHIGAN | 4.9% | 4.0% | -0.9% | 4.0% |
| MINNESOTA | 3.1% | 8.0% | 4.9% | 3.1% |
| MISSISSIPPI | 18.4% | 12.0% | -6.4% | 12.0% |
| MISSOURI | 3.4% | 3.3% | -0.1% | 3.3% |
| MONTANA | 3.8% | 1.9% | -1.9% | 1.9% |
| NEBRASKA | 3.8% | 2.5% | -1.3% | 2.5% |
| NEVADA | 5.7% | 8.0% | 2.3% | 5.7% |
| NEW HAMPSHIRE | 7.4% | 0.0% | -7.4% | 0.0% |
| NEW JERSEY | 4.9% | 15.0% | 10.1% | 4.9% |
| NEW MEXICO | 9.5% | 10.0% | 0.5% | 9.5% |
| NEW YORK | 6.3% | 6.2% | -0.1% | 6.2% |
| NORTH CAROLINA | 6.4% | 8.0% | 1.6% | 6.4% |
| NORTH DAKOTA | 2.1% | 5.8% | 3.7% | 2.1% |
| OHIO | 5.8% | 3.1% | -2.7% | 3.1% |
| OKLAHOMA | 13.4% | 10.0% | -3.4% | 10.0% |
| OREGON | 7.5% | 6.7% | -0.8% | 6.7% |
| PENNSYLVANIA | 2.9% | 3.9% | 1.0% | 2.9% |
| PUERTO RICO | 16.3% | 7.5% | -8.8% | 7.5% |
| RHODE ISLAND | 10.8% | 10.0% | -0.8% | 10.0% |
| SOUTH CAROLINA | 7.6% | 7.6% | 0.0% | 7.6% |
| SOUTH DAKOTA | 1.0% | 3.3% | 2.3% | 1.0% |
| TENNESSEE | 12.5% | 10.0% | -2.5% | 10.0% |
| TEXAS | 9.0% | 10.0% | 1.0% | 9.0% |
| UTAH | 1.6% | 15.0% | 13.4% | 1.6% |
| VERMONT | 1.4% | 3.6% | 2.2% | 1.4% |
| VIRGIN ISLANDS | 0.0% | 0.0% | 0.0% | 0.0% |
| VIRGINIA | 11.7% | 8.0% | -3.7% | 8.0% |
| WASHINGTON | 9.1% | 5.8% | -3.3% | 5.8% |
| WEST VIRGINIA | 7.6% | 7.0% | -0.6% | 7.0% |
| WEST. PAC. TERR. | 0.0% | 0.0% | 0.0% | 0.0% |
| WISCONSIN | 2.7% | 2.5% | -0.2% | 2.5% |
| WYOMING | 6.8% | 4.9% | -1.9% | 4.9% |
| NATIONAL | 7.3% | 7.0% | -0.3% | 7.0% |

Continued on the next page

States' Individual Goals Based on Last FY's Performance (Continued)

| GOAL1B - REDUCE FIRST YEAR DELINQUENCY RATES - RESTRUCTURED LOANS BY APPROXIMATELY 6% NATIONALLY | | | | |
|---|---------------------------|------------------------|----------------------------|--------------------------|
| STATENAME | FY 2000 ACCOMP | FY2000 GOAL | Diff +/- ACCOMP | FY 2001 GOALS |
| ALABAMA | 9.7% | 7.5% | -2.2% | 7.5% |
| ALASKA | 16.7% | 15.0% | -1.7% | 15.0% |
| ARIZONA | 0.0% | 10.0% | 10.0% | 0.0% |
| ARKANSAS | 14.6% | 10.0% | -4.6% | 10.0% |
| CALIFORNIA | 14.7% | 10.0% | -4.7% | 10.0% |
| COLORADO | 11.1% | 10.0% | -1.1% | 10.0% |
| CONNECTICUT | 0.0% | 0.0% | 0.0% | 0.0% |
| DELAWARE | 60.0% | 0.0% | -60.0% | 0.0% |
| FLORIDA | 29.3% | 15.0% | -14.3% | 15.0% |
| GEORGIA | 12.1% | 15.0% | 2.9% | 12.1% |
| HAWAII | 39.7% | 15.0% | -24.7% | 15.0% |
| IDAHO | 13.8% | 15.0% | 1.2% | 13.8% |
| ILLINOIS | 4.6% | 10.0% | 5.4% | 4.6% |
| INDIANA | 17.4% | 12.0% | -5.4% | 12.0% |
| IOWA | 1.7% | 9.9% | 8.2% | 1.7% |
| KANSAS | 4.1% | 10.0% | 5.9% | 4.1% |
| KENTUCKY | 8.7% | 8.7% | 0.0% | 8.7% |
| LOUISIANA | 18.8% | 10.0% | -8.8% | 10.0% |
| MAINE | 15.4% | 8.0% | -7.4% | 8.0% |
| MARYLAND | 23.8% | 8.6% | -15.2% | 8.6% |
| MASSACHUSETTS | 19.7% | 5.7% | -14.0% | 5.7% |
| MICHIGAN | 6.9% | 4.5% | -2.4% | 4.5% |
| MINNESOTA | 6.7% | 15.0% | 8.3% | 6.7% |
| MISSISSIPPI | 21.7% | 15.0% | -6.7% | 15.0% |
| MISSOURI | 3.4% | 10.0% | 6.6% | 3.4% |
| MONTANA | 1.6% | 2.3% | 0.7% | 1.6% |
| NEBRASKA | 7.0% | 5.3% | -1.7% | 5.3% |
| NEVADA | 7.1% | 15.0% | 7.9% | 7.1% |
| NEW HAMPSHIRE | 0.0% | 0.0% | 0.0% | 0.0% |
| NEW JERSEY | 0.0% | 10.0% | 10.0% | 0.0% |
| NEW MEXICO | 13.6% | 7.1% | -6.5% | 7.1% |
| NEW YORK | 11.4% | 7.5% | -3.9% | 7.5% |
| NORTH CAROLINA | 14.5% | 9.6% | -4.9% | 9.6% |
| NORTH DAKOTA | 5.4% | 8.0% | 2.6% | 5.4% |
| OHIO | 17.9% | 5.6% | -12.3% | 5.6% |
| OKLAHOMA | 16.9% | 15.0% | -1.9% | 15.0% |
| OREGON | 11.1% | 15.0% | 3.9% | 11.1% |
| PENNSYLVANIA | 5.3% | 8.6% | 3.3% | 5.3% |
| PUERTO RICO | 10.5% | 12.0% | 1.5% | 10.5% |
| RHODE ISLAND | 16.0% | 0.0% | -16.0% | 0.0% |
| SOUTH CAROLINA | 3.8% | 15.0% | 11.2% | 3.8% |
| SOUTH DAKOTA | 4.7% | 7.8% | 3.1% | 4.7% |
| TENNESSEE | 12.9% | 12.0% | -0.9% | 12.0% |
| TEXAS | 10.0% | 10.0% | 0.0% | 10.0% |
| UTAH | 3.1% | 10.0% | 6.9% | 3.1% |
| VERMONT | 29.0% | 0.0% | -29.0% | 0.0% |
| VIRGIN ISLANDS | 0.0% | 0.0% | 0.0% | 0.0% |
| VIRGINIA | 11.9% | 10.0% | -1.9% | 10.0% |
| WASHINGTON | 7.3% | 15.0% | 7.7% | 7.3% |
| WEST VIRGINIA | 26.9% | 15.0% | -11.9% | 15.0% |
| WEST. PAC. TERR. | 0.0% | 15.0% | 15.0% | 0.0% |
| WISCONSIN | 4.1% | 1.3% | -2.8% | 1.3% |
| WYOMING | 1.3% | 5.7% | 4.4% | 1.3% |
| NATIONAL | 10.2% | 10.0% | -0.2% | 10.0% |

Continued on the next page

States' Individual Goals Based on Last FY's Performance (Continued)

**GOAL 2 - INCREASE THE PERCENTAGE OF GUARANTEED LOANS MADE
TO DIRECT BORROWERS BY APPROXIMATELY 6% NATIONALLY**

| <u>STATENAME</u> | <u>FY 2000 ACCOMP.</u> | <u>FY2000 GOAL</u> | <u>Diff +/- ACCOMP</u> | <u>FY 2001 GOALS</u> |
|------------------|----------------------------|------------------------|----------------------------|--------------------------|
| ALABAMA | 35.00% | 24.94% | 10.06% | 35.00% |
| ALASKA | 0.00% | 0.00% | 0.00% | 0.00% |
| ARIZONA | 4.54% | 35.33% | -30.79% | 35.33% |
| ARKANSAS | 31.70% | 27.11% | 4.59% | 31.70% |
| CALIFORNIA | 28.70% | 25.43% | 3.27% | 28.70% |
| COLORADO | 28.28% | 23.44% | 4.84% | 28.28% |
| CONNECTICUT | 12.50% | 25.44% | -12.94% | 25.44% |
| DELAWARE | 35.71% | 26.50% | 9.21% | 35.71% |
| FLORIDA | 15.15% | 25.44% | -10.29% | 25.44% |
| GEORGIA | 27.79% | 36.14% | -8.35% | 36.14% |
| HAWAII | 33.33% | 28.91% | 4.42% | 33.33% |
| IDAHO | 46.24% | 34.68% | 11.56% | 46.24% |
| ILLINOIS | 33.69% | 38.91% | -5.22% | 38.91% |
| INDIANA | 25.54% | 21.73% | 3.81% | 25.54% |
| IOWA | 35.50% | 33.99% | 1.51% | 35.50% |
| KANSAS | 37.20% | 42.21% | -5.01% | 42.21% |
| KENTUCKY | 36.48% | 33.85% | 2.63% | 36.48% |
| LOUISIANA | 56.67% | 59.55% | -2.88% | 59.55% |
| MAINE | 53.84% | 100.00% | -46.16% | 100.00% |
| MARYLAND | 21.87% | 35.90% | -14.03% | 35.90% |
| MASSACHUSETTS | 36.84% | 23.04% | 13.80% | 36.84% |
| MICHIGAN | 36.84% | 35.33% | 1.51% | 36.84% |
| MINNESOTA | 35.20% | 33.27% | 1.93% | 35.20% |
| MISSISSIPPI | 30.58% | 36.12% | -5.54% | 36.12% |
| MISSOURI | 30.47% | 37.51% | -7.04% | 37.51% |
| MONTANA | 31.90% | 35.91% | -4.01% | 35.91% |
| NEBRASKA | 30.05% | 32.21% | -2.16% | 32.21% |
| NEVADA | 42.85% | 31.80% | 11.05% | 42.85% |
| NEW HAMPSHIRE | 16.66% | 15.15% | 1.51% | 16.66% |
| NEW JERSEY | 18.51% | 29.68% | -11.17% | 29.68% |
| NEW MEXICO | 40.25% | 27.53% | 12.72% | 40.25% |
| NEW YORK | 27.65% | 26.80% | 0.85% | 27.65% |
| NORTH CAROLINA | 25.17% | 32.87% | -7.70% | 32.87% |
| NORTH DAKOTA | 37.96% | 44.84% | -6.88% | 44.84% |
| OHIO | 17.93% | 26.98% | -9.05% | 26.98% |
| OKLAHOMA | 33.98% | 33.63% | 0.35% | 33.98% |
| OREGON | 28.57% | 44.48% | -15.91% | 44.48% |
| PENNSYLVANIA | 35.75% | 46.45% | -10.70% | 46.45% |
| PUERTO RICO | 42.85% | 39.26% | 3.59% | 42.85% |
| RHODE ISLAND | 75.00% | 0.00% | 75.00% | 75.00% |
| SOUTH CAROLINA | 42.71% | 51.74% | -9.03% | 51.74% |
| SOUTH DAKOTA | 41.61% | 47.94% | -6.33% | 47.94% |
| TENNESSEE | 50.55% | 56.56% | -6.01% | 56.56% |
| TEXAS | 35.13% | 33.73% | 1.40% | 35.13% |
| UTAH | 27.08% | 38.54% | -11.46% | 38.54% |
| VERMONT | 21.95% | 36.50% | -14.55% | 36.50% |
| VIRGIN ISLANDS | 0.00% | 0.00% | 0.00% | 0.00% |
| VIRGINIA | 34.21% | 33.97% | 0.24% | 34.21% |
| WASHINGTON | 19.10% | 21.32% | -2.22% | 21.32% |
| WEST VIRGINIA | 42.10% | 30.03% | 12.07% | 42.10% |
| WEST. PAC. TERR. | 0.00% | 0.00% | 0.00% | 0.00% |
| WISCONSIN | 25.02% | 24.69% | 0.33% | 25.02% |
| WYOMING | 35.06% | 20.64% | 14.42% | 35.06% |
| <u>NATIONAL</u> | <u>33.30%</u> | <u>35.34%</u> | <u>-2.04%</u> | <u>35.34%</u> |

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States' Individual Goals Based on Last FY's Performance (Continued)

| GOAL 3 - INCREASE THE NUMBER OF LOANS MADE TO SOCIALLY DISADVANTAGED GROUPS (FO AND OL LOANS) BY APPROXIMATELY 20% NATIONALLY | | | | |
|--|-----------------------|---------------------|------------------------|----------------------|
| <u>STATENAME</u> | <u>FY 2000 ACCOMP</u> | <u>FY 2000 GOAL</u> | <u>Diff +/- ACCOMP</u> | <u>FY 2001 GOALS</u> |
| ALABAMA | 80 | 92 | -12 | 92 |
| ALASKA | 13 | 12 | 1 | 13 |
| ARIZONA | 12 | 20 | -8 | 20 |
| ARKANSAS | 245 | 280 | -35 | 280 |
| CALIFORNIA | 219 | 280 | -61 | 280 |
| COLORADO | 55 | 68 | -13 | 68 |
| CONNECTICUT | 9 | 17 | -8 | 17 |
| DELAWARE | 2 | 3 | -1 | 3 |
| FLORIDA | 49 | 70 | -21 | 70 |
| GEORGIA | 119 | 160 | -41 | 160 |
| HAWAII | 27 | 41 | -14 | 41 |
| IDAHO | 76 | 95 | -19 | 95 |
| ILLINOIS | 34 | 43 | -9 | 43 |
| INDIANA | 28 | 70 | -42 | 70 |
| IOWA | 30 | 60 | -30 | 60 |
| KANSAS | 20 | 50 | -30 | 50 |
| KENTUCKY | 112 | 180 | -68 | 180 |
| LOUISIANA | 164 | 200 | -36 | 200 |
| MAINE | 2 | 14 | -12 | 14 |
| MARYLAND | 7 | 12 | -5 | 12 |
| MASSACHUSETTS | 65 | 74 | -9 | 74 |
| MICHIGAN | 56 | 70 | -14 | 70 |
| MINNESOTA | 22 | 50 | -28 | 50 |
| MISSISSIPPI | 156 | 208 | -52 | 208 |
| MISSOURI | 54 | 80 | -26 | 80 |
| MONTANA | 93 | 118 | -25 | 118 |
| NEBRASKA | 81 | 94 | -13 | 94 |
| NEVADA | 10 | 22 | -12 | 22 |
| NEW HAMPSHIRE | 5 | 17 | -12 | 17 |
| NEW JERSEY | 2 | 8 | -6 | 8 |
| NEW MEXICO | 54 | 70 | -16 | 70 |
| NEW YORK | 50 | 70 | -20 | 70 |
| NORTH CAROLINA | 88 | 180 | -92 | 180 |
| NORTH DAKOTA | 29 | 34 | -5 | 34 |
| OHIO | 23 | 50 | -27 | 50 |
| OKLAHOMA | 427 | 400 | 27 | 427 |
| OREGON | 26 | 42 | -16 | 42 |
| PENNSYLVANIA | 20 | 45 | -25 | 45 |
| PUERTO RICO | 45 | 300 | -255 | 300 |
| RHODE ISLAND | 15 | 20 | -5 | 20 |
| SOUTH CAROLINA | 33 | 61 | -28 | 61 |
| SOUTH DAKOTA | 110 | 121 | -11 | 121 |
| TENNESSEE | 93 | 160 | -67 | 160 |
| TEXAS | 199 | 300 | -101 | 300 |
| UTAH | 44 | 75 | -31 | 75 |
| VERMONT | 15 | 22 | -7 | 22 |
| VIRGIN ISLANDS | 0 | 4 | -4 | 4 |
| VIRGINIA | 61 | 91 | -30 | 91 |
| WASHINGTON | 67 | 100 | -33 | 100 |
| WEST VIRGINIA | 38 | 31 | 7 | 38 |
| WEST. PAC. TERR. | 4 | 1 | 3 | 4 |
| WISCONSIN | 68 | 60 | 8 | 68 |
| WYOMING | 20 | 24 | -4 | 24 |
| NATIONAL | 3,376 | 4,769 | (1,393) | 4,769 |

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States' Individual Goals Based on Last FY's Performance (Continued)

| <i>GOAL 4 A - REDUCE DIRECT LOAN PROCESSING TIMES BY APPROXIMATELY 5% NATIONALLY</i> | | | | |
|--|--------------------------|-------------------------|-----------------|-------------------------|
| <u>STATENAME</u> | <u>FY2000 ACCOMP</u> | <u>FY 2000 GOAL</u> | <u>Diff +/-</u> | <u>FY 2001 GOAL</u> |
| ALABAMA | 19 | 15 | -4 | 15 |
| ALASKA | 41 | 10 | -31 | 10 |
| ARIZONA | 29 | 15 | -14 | 15 |
| ARKANSAS | 3 | 3 | 0 | 3 |
| CALIFORNIA | 17 | 15 | -2 | 15 |
| COLORADO | 18 | 13 | -5 | 13 |
| CONNECTICUT | 11 | 2 | -9 | 2 |
| DELAWARE | 16 | 10 | -6 | 10 |
| FLORIDA | 21 | 18 | -3 | 18 |
| GEORGIA | 20 | 23 | 3 | 20 |
| HAWAII | 48 | 15 | -33 | 15 |
| IDAHO | 16 | 18 | 2 | 16 |
| ILLINOIS | 4 | 3 | -1 | 3 |
| INDIANA | 14 | 12 | -2 | 12 |
| IOWA | 12 | 7 | -5 | 7 |
| KANSAS | 22 | 19 | -3 | 19 |
| KENTUCKY | 13 | 8 | -5 | 8 |
| LOUISIANA | 18 | 15 | -3 | 15 |
| MAINE | 16 | 10 | -6 | 10 |
| MARYLAND | 29 | 10 | -19 | 10 |
| MASSACHUSETTS | 13 | 8 | -5 | 8 |
| MICHIGAN | 23 | 14 | -9 | 14 |
| MINNESOTA | 19 | 17 | -2 | 17 |
| MISSISSIPPI | 9 | 12 | 3 | 9 |
| MISSOURI | 16 | 13 | -3 | 13 |
| MONTANA | 19 | 19 | 0 | 19 |
| NEBRASKA | 13 | 12 | -1 | 12 |
| NEVADA | 34 | 18 | -16 | 18 |
| NEW HAMPSHIRE | 5 | 6 | 1 | 5 |
| NEW JERSEY | 28 | 10 | -18 | 10 |
| NEW MEXICO | 23 | 18 | -5 | 18 |
| NEW YORK | 16 | 17 | 1 | 16 |
| NORTH CAROLINA | 17 | 15 | -2 | 15 |
| NORTH DAKOTA | 21 | 18 | -3 | 18 |
| OHIO | 17 | 8 | -9 | 8 |
| OKLAHOMA | 16 | 15 | -1 | 15 |
| OREGON | 25 | 16 | -9 | 16 |
| PENNSYLVANIA | 16 | 10 | -6 | 10 |
| PUERTO RICO | 38 | 25 | -13 | 25 |
| RHODE ISLAND | 7 | 3 | -4 | 3 |
| SOUTH CAROLINA | 7 | 8 | 1 | 7 |
| SOUTH DAKOTA | 15 | 16 | 1 | 15 |
| TENNESSEE | 9 | 8 | -1 | 8 |
| TEXAS | 22 | 25 | 3 | 22 |
| UTAH | 22 | 14 | -8 | 14 |
| VERMONT | 11 | 5 | -6 | 5 |
| VIRGIN ISLANDS | 0 | 7 | 7 | 0 |
| VIRGINIA | 18 | 16 | -2 | 16 |
| WASHINGTON | 33 | 19 | -14 | 19 |
| WEST VIRGINIA | 17 | 14 | -3 | 14 |
| WEST. PAC. TERR. | 10 | 10 | 0 | 10 |
| WISCONSIN | 14 | 12 | -2 | 12 |
| WYOMING | 11 | 12 | 1 | 11 |
| NATIONAL | 16 | 15 | -1 | 15 |

Continued on the next page

States' Individual Goals Based on Last FY's Performance (Continued)

| GOAL 4B - REDUCE GUARANTEED PROCESSING TIMES BY APPROXIMATELY 15% NATIONALLY | | | | |
|---|---------------------------|-------------------------|-----------------|--------------------------|
| <u>STATENAME</u> | <u>FY 2000 ACCOMP</u> | <u>FY 2000 GOAL</u> | <u>Diff +/-</u> | <u>FY 2001 GOALS</u> |
| ALABAMA | 5 | 5 | 0 | 5 |
| ALASKA | N/A | 10 | N/A | 10 |
| ARIZONA | 22 | 10 | -12 | 10 |
| ARKANSAS | 5 | 4 | -1 | 4 |
| CALIFORNIA | 5 | 9 | 4 | 5 |
| COLORADO | 9 | 6 | -3 | 6 |
| CONNECTICUT | 1 | 3 | 2 | 1 |
| DELAWARE | 6 | 9 | 3 | 6 |
| FLORIDA | 9 | 8 | -1 | 8 |
| GEORGIA | 8 | 8 | 0 | 8 |
| HAWAII | 3 | 10 | 7 | 3 |
| IDAHO | 6 | 7 | 1 | 6 |
| ILLINOIS | 3 | 3 | 0 | 3 |
| INDIANA | 5 | 5 | 0 | 5 |
| IOWA | 6 | 5 | -1 | 5 |
| KANSAS | 11 | 10 | -1 | 10 |
| KENTUCKY | 3 | 5 | 2 | 3 |
| LOUISIANA | 6 | 6 | 0 | 6 |
| MAINE | 3 | 9 | 6 | 3 |
| MARYLAND | 2 | 6 | 4 | 2 |
| MASSACHUSETTS | 9 | 4 | -5 | 4 |
| MICHIGAN | 5 | 6 | 1 | 5 |
| MINNESOTA | 11 | 9 | -2 | 9 |
| MISSISSIPPI | 11 | 8 | -3 | 8 |
| MISSOURI | 9 | 8 | -1 | 8 |
| MONTANA | 13 | 10 | -3 | 10 |
| NEBRASKA | 8 | 7 | -1 | 7 |
| NEVADA | 8 | 9 | 1 | 8 |
| NEW HAMPSHIRE | 9 | 5 | -4 | 5 |
| NEW JERSEY | 5 | 9 | 4 | 5 |
| NEW MEXICO | 8 | 10 | 2 | 8 |
| NEW YORK | 10 | 9 | -1 | 9 |
| NORTH CAROLINA | 7 | 8 | 1 | 7 |
| NORTH DAKOTA | 9 | 9 | 0 | 9 |
| OHIO | 4 | 6 | 2 | 4 |
| OKLAHOMA | 7 | 9 | 2 | 7 |
| OREGON | 11 | 4 | -7 | 4 |
| PENNSYLVANIA | 7 | 5 | -2 | 5 |
| PUERTO RICO | 7 | 8 | 1 | 7 |
| RHODE ISLAND | 1 | 3 | 2 | 1 |
| SOUTH CAROLINA | 6 | 5 | -1 | 5 |
| SOUTH DAKOTA | 7 | 7 | 0 | 7 |
| TENNESSEE | 5 | 5 | 0 | 5 |
| TEXAS | 10 | 10 | 0 | 10 |
| UTAH | 14 | 10 | -4 | 10 |
| VERMONT | 10 | 7 | -3 | 7 |
| VIRGIN ISLANDS | N/A | 10 | N/A | 10 |
| VIRGINIA | 8 | 6 | -2 | 6 |
| WASHINGTON | 7 | 7 | 0 | 7 |
| WEST VIRGINIA | 7 | 10 | 3 | 7 |
| WEST. PAC. TERR. | N/A | 10 | N/A | 10 |
| WISCONSIN | 6 | 8 | 2 | 6 |
| WYOMING | 8 | 7 | -1 | 7 |
| NATIONAL | 7 | 8 | 1 | 7 |

FY 2001 Milestone Targeting (Goals) for Each State

| STATE | -A- BASE RATE ON 9/30/96 | ADJUSTED BASE RATE FOR 9/30/96 | -B- DLQ MILE- STONE 9/30/01 | -C- CURRENT P & I \$ DLQ RATE 12/31/00 |
|----------------|--------------------------------------|--|---|--|
| ALABAMA | 3.9 | 10.0 | 7.0 | 3.3 |
| ALASKA | .3 | 10.0 | 7.0 | 2.5 |
| ARIZONA | 49.7 | 49.7 | 34.8 | 37.4 |
| ARKANSAS | 17.5 | 17.5 | 12.3 | 9.6 |
| CALIFORNIA | 44.0 | 44.0 | 30.8 | 28.6 |
| COLORADO | 16.0 | 16.0 | 11.2 | 9.6 |
| CONNECTICUT | 11.1 | 11.1 | 7.8 | 12.1 |
| DELAWARE | 5.6 | 10.0 | 7.0 | 10.6 |
| FLORIDA | 41.0 | 41.0 | 28.7 | 15.1 |
| GEORGIA | 26.5 | 26.5 | 18.6 | 15.0 |
| GUAM | 11.1 | 11.1 | 7.8 | 15.6 |
| HAWAII | 11.8 | 11.8 | 8.3 | 13.4 |
| IDAHO | 15.5 | 15.5 | 10.8 | 7.7 |
| ILLINOIS | 5.7 | 10.0 | 7.0 | 3.5 |
| INDIANA | 10.8 | 10.8 | 7.5 | 4.0 |
| IOWA | 4.5 | 10.0 | 7.0 | 2.4 |
| KANSAS | 6.8 | 10.0 | 7.0 | 3.6 |
| KENTUCKY | 5.7 | 10.0 | 7.0 | 2.6 |
| LOUISIANA | 41.9 | 41.9 | 29.3 | 16.3 |
| MAINE | 13.9 | 13.9 | 9.8 | 11.1 |
| MARYLAND | 14.7 | 14.7 | 10.3 | 12.1 |
| MASSACHUSETTS | 10.4 | 10.4 | 7.3 | 11.9 |
| MICHIGAN | 13.9 | 13.9 | 9.7 | 4.3 |
| MINNESOTA | 12.1 | 12.1 | 8.5 | 7.7 |
| MISSISSIPPI | 46.5 | 46.5 | 32.5 | 41.4 |
| MISSOURI | 6.3 | 10.0 | 7.0 | 3.3 |
| MONTANA | 17.5 | 17.5 | 12.2 | 7.5 |
| NEBRASKA | 11.2 | 11.2 | 7.9 | 5.7 |
| NEVADA | 19.0 | 19.0 | 13.3 | 10.2 |
| NEW HAMPSHIRE | 3.5 | 10.0 | 7.0 | 3.7 |
| NEW JERSEY | 29.9 | 29.9 | 20.9 | 32.5 |
| NEW MEXICO | 12.8 | 12.8 | 9.0 | 9.9 |
| NEW YORK | 22.4 | 22.4 | 15.7 | 16.1 |
| NORTH CAROLINA | 16.4 | 16.4 | 11.5 | 10.1 |
| NORTH DAKOTA | 13.9 | 13.9 | 9.7 | 7.1 |
| OHIO | 17.6 | 17.6 | 12.3 | 11.6 |
| OKLAHOMA | 18.7 | 18.7 | 13.1 | 9.6 |
| OREGON | 15.2 | 15.2 | 10.7 | 7.0 |
| PENNSYLVANIA | 6.6 | 10.0 | 7.0 | 5.7 |
| PUERTO RICO | 16.3 | 16.3 | 11.4 | 12.7 |
| RHODE ISLAND | 13.9 | 13.9 | 9.7 | 13.4 |
| SOUTH CAROLINA | 27.3 | 27.3 | 19.1 | 15.1 |
| SOUTH DAKOTA | 10.1 | 10.1 | 7.1 | 3.6 |
| TENNESSEE | 13.2 | 13.2 | 9.3 | 7.2 |
| TEXAS | 36.8 | 36.8 | 25.7 | 34.1 |
| UTAH | 4.0 | 10.0 | 7.0 | 2.4 |
| VERMONT | 5.4 | 10.0 | 7.0 | 5.2 |
| VIRGIN ISLANDS | 13.1 | 13.1 | 9.2 | 13.3 |
| VIRGINIA | 21.6 | 21.6 | 15.1 | 14.6 |
| WASHINGTON | 13.5 | 13.5 | 9.5 | 6.9 |
| WEST VIRGINIA | 9.6 | 10.0 | 7.0 | 7.5 |
| WISCONSIN | 8.4 | 10.0 | 7.0 | 1.8 |
| WYOMING | 6.9 | 10.0 | 7.0 | 8.1 |
| | 19.8 | 20.7 | 14.5 | 12.2 |

FILE: DAFLP(LSGL001)
DATE: 01/09/01

FSA - FARM LOAN PRGMS - NATIONAL SUMMARY
FY 1997 TO 2001 FLP LOAN SERVICING GOAL 1
REDUCE DIRECT LOAN DELINQUENCY PERCENTAGE RATE
BY 30 PERCENT OVER THE NEXT 5 YEARS: SEE NOTE BELOW
AS OF: 12/31/00

SOURCE: FSA-KCMO FOCUS REPORT *RC540* DATA BASES.
FOR INTERNAL DISTRIBUTION ONLY

GPRA ESTABLISHES A 30 PERCENT REDUCTION OVER 5 YEARS.
GPRA FOR FY2001 IS 14.5%

NOTE: MINIMUM DELINQUENCY BASE IS 10 PERCENT.

FIGURES SHOWN FOR FY 97 & 98 BASED UPON PREVIOUSLY APPROVED RATIOS.

Continued on the next page

FY 2001 Milestone Targeting (Goals) for Each State (Continued)

| STATE | -A- LOSS RATE ENDING 09/30/96 | ADJUST- ED LOSS RATE 09/30/96 | -B- LOSS MILE- STONE 09/30/01 | -C- CURRENT LOSS RATE 12/31/00 |
|----------------|---|---|---|--|
| ALABAMA | 1.2 | 3.0 | 1.9 | .3 |
| ARIZONA | 37.3 | 37.3 | 24.3 | .6 |
| ARKANSAS | 8.6 | 8.6 | 5.6 | .0 |
| CALIFORNIA | 28.2 | 28.2 | 18.3 | .6 |
| COLORADO | 3.5 | 3.5 | 2.3 | .2 |
| CONNECTICUT | 8.6 | 8.6 | 5.6 | .0 |
| FLORIDA | 24.5 | 24.5 | 15.9 | 1.3 |
| GEORGIA | 15.2 | 15.2 | 9.9 | .5 |
| HAWAII | .1 | 3.0 | 1.9 | .0 |
| IDAHO | 11.9 | 11.9 | 7.8 | .0 |
| ILLINOIS | 2.9 | 3.0 | 1.9 | .1 |
| INDIANA | 4.7 | 4.7 | 3.1 | 1.0 |
| IOWA | 1.9 | 3.0 | 1.9 | .4 |
| KANSAS | 2.7 | 3.0 | 1.9 | .2 |
| KENTUCKY | 2.9 | 3.0 | 1.9 | .5 |
| LOUISIANA | 23.1 | 23.1 | 15.0 | .4 |
| MAINE | 3.7 | 3.7 | 2.4 | 1.7 |
| MARYLAND | 2.9 | 3.0 | 1.9 | .0 |
| MASSACHUSETTS | 1.7 | 3.0 | 1.9 | .0 |
| MICHIGAN | 3.9 | 3.9 | 2.5 | .0 |
| MINNESOTA | 3.9 | 3.9 | 2.5 | .4 |
| MISSISSIPPI | 19.2 | 19.2 | 12.5 | 2.9 |
| MISSOURI | 4.0 | 4.0 | 2.6 | .2 |
| MONTANA | 3.5 | 3.5 | 2.3 | .0 |
| NEBRASKA | 2.0 | 3.0 | 1.9 | .6 |
| NEVADA | 9.1 | 9.1 | 5.9 | .0 |
| NEW HAMPSHIRE | .0 | 3.0 | 1.9 | .0 |
| NEW JERSEY | .0 | 3.0 | 1.9 | .0 |
| NEW MEXICO | 3.9 | 3.9 | 2.6 | .3 |
| NEW YORK | 4.3 | 4.3 | 2.8 | 1.0 |
| NORTH CAROLINA | 6.0 | 6.0 | 3.9 | .8 |
| NORTH DAKOTA | 3.9 | 3.9 | 2.6 | .2 |
| OHIO | 7.3 | 7.3 | 4.8 | .9 |
| OKLAHOMA | 5.7 | 5.7 | 3.7 | .2 |
| OREGON | 4.3 | 4.3 | 2.8 | .1 |
| PENNSYLVANIA | 2.3 | 3.0 | 1.9 | .1 |
| PUERTO RICO | 1.0 | 3.0 | 1.9 | .0 |
| SOUTH CAROLINA | 12.4 | 12.4 | 8.0 | .3 |
| SOUTH DAKOTA | 3.9 | 3.9 | 2.5 | .3 |
| TENNESSEE | 6.1 | 6.1 | 3.9 | .2 |
| TEXAS | 9.5 | 9.5 | 6.2 | 1.6 |
| UTAH | 1.5 | 3.0 | 1.9 | .2 |
| VERMONT | .6 | 3.0 | 1.9 | .0 |
| VIRGINIA | 12.4 | 12.4 | 8.1 | .3 |
| WASHINGTON | 4.1 | 4.1 | 2.7 | .8 |
| WEST VIRGINIA | 2.0 | 3.0 | 1.9 | .0 |
| WISCONSIN | 5.5 | 5.5 | 3.6 | .3 |
| WYOMING | 2.0 | 3.0 | 1.9 | .1 |
| | 8.9 | 9.1 | 5.9 | .6 |

FILE: DAFLP(LSGL002)
DATE: 01/09/01

FSA - FARM LOAN PRGMS - NATIONAL SUMMARY
FY 1997 TO 2001 FLP LOAN SERVICING GOAL 2
REDUCE LOSS RATE ON DIRECT LOANS BY 35 PERCENT
OVER THE NEXT 5 YEARS: SEE NOTE BELOW
AS OF: 12/31/00

SOURCE: FSA-KCMO FOCUS REPORT *RC540* DATA BASE
FOR INTERNAL DISTRIBUTION ONLY

GPRA ESTABLISHES A 35 PERCENT REDUCTION OVER 5 YEARS.
GPRA FOR FY2001 IS 5.9%

NOTE: MINIMUM LOSS RATE BASE IS 3 PERCENT.

FIGURES SHOWN FOR FY 97 & 98 BASED UPON PREVIOUSLY APPROVED RATIOS.

Continued on the next page

FY 2001 Milestone Targeting (Goals) for Each State (Continued)

| FILE: DAFCP(LSGLO03) DATE: 01/29/01 | | FSA - FARM LN PRGMS - NATIONAL SUMMARY FY 1997 TO 2001 FLP LOAN SERVICING GOAL 3 MAINTAIN GUARANTEED LOSS RATE ON LOANS: SEE NOTE BELOW AS OF: 12/31/00 | | |
|--|---|--|--|--|
| STATE | -A- GUAR LOSS BASE 09/30/96 | ADJUSTED GUAR LOSS RATE 09/30/96 | -B- GUAR LOSS MILESTONE 09/30/01 | -C- CURRENT GUAR LOSS 12/31/00 |
| ALABAMA | .247 | 2.000 | 1.800 | -.000 |
| ALASKA | .000 | 2.000 | 1.800 | .000 |
| ARIZONA | .000 | 2.000 | 1.800 | .000 |
| ARKANSAS | .518 | 2.000 | 1.800 | -.415 |
| CALIFORNIA | .497 | 2.000 | 1.800 | .000 |
| COLORADO | .367 | 2.000 | 1.800 | -.378 |
| CONNECTICUT | .000 | 2.000 | 1.800 | .000 |
| DELAWARE | .000 | 2.000 | 1.800 | .458 |
| FLORIDA | .856 | 2.000 | 1.800 | -.121 |
| GEORGIA | .819 | 2.000 | 1.800 | .202 |
| HAWAII | .000 | 2.000 | 1.800 | .000 |
| IDAHO | .716 | 2.000 | 1.800 | .008 |
| ILLINOIS | .398 | 2.000 | 1.800 | .040 |
| INDIANA | .534 | 2.000 | 1.800 | .083 |
| IOWA | .223 | 2.000 | 1.800 | .059 |
| KANSAS | .313 | 2.000 | 1.800 | -.089 |
| KENTUCKY | .313 | 2.000 | 1.800 | -.000 |
| LOUISIANA | 2.875 | 2.875 | 2.588 | .753 |
| MAINE | .000 | 2.000 | 1.800 | .000 |
| MARYLAND | .309 | 2.000 | 1.800 | -.002 |
| MASSACHUSETTS | 4.978 | 4.978 | 4.480 | .000 |
| MICHIGAN | .165 | 2.000 | 1.800 | .053 |
| MINNESOTA | .590 | 2.000 | 1.800 | .125 |
| MISSISSIPPI | 1.181 | 2.000 | 1.800 | .591 |
| MISSOURI | .227 | 2.000 | 1.800 | .084 |
| MONTANA | .033 | 2.000 | 1.800 | -.001 |
| NEBRASKA | .153 | 2.000 | 1.800 | .041 |
| NEVADA | -.005 | 2.000 | 1.800 | .000 |
| NEW HAMPSHIRE | 2.856 | 2.856 | 2.570 | .000 |
| NEW JERSEY | 2.605 | 2.605 | 2.344 | .000 |
| NEW MEXICO | .408 | 2.000 | 1.800 | .371 |
| NEW YORK | .424 | 2.000 | 1.800 | .026 |
| NORTH CAROLINA | .010 | 2.000 | 1.800 | -.001 |
| NORTH DAKOTA | .358 | 2.000 | 1.800 | .129 |
| OHIO | .319 | 2.000 | 1.800 | .000 |
| OKLAHOMA | 1.713 | 2.000 | 1.800 | .137 |
| OREGON | 1.275 | 2.000 | 1.800 | -.129 |
| PENNSYLVANIA | .273 | 2.000 | 1.800 | .202 |
| PUERTO RICO | 1.884 | 2.000 | 1.800 | .000 |
| RHODE ISLAND | .000 | 2.000 | 1.800 | .000 |
| SOUTH CAROLINA | 1.035 | 2.000 | 1.800 | .423 |
| SOUTH DAKOTA | .255 | 2.000 | 1.800 | .039 |
| TENNESSEE | 2.161 | 2.161 | 1.945 | .274 |
| TEXAS | .596 | 2.000 | 1.800 | .997 |
| UTAH | .350 | 2.000 | 1.800 | .000 |
| VERMONT | .304 | 2.000 | 1.800 | .052 |
| VIRGINIA | .480 | 2.000 | 1.800 | .000 |
| WASHINGTON | .544 | 2.000 | 1.800 | .673 |
| WEST VIRGINIA | 1.029 | 2.000 | 1.800 | .050 |
| WISCONSIN | .560 | 2.000 | 1.800 | .009 |
| WYOMING | 1.091 | 2.000 | 1.800 | .169 |
| TOTAL | .619 | 2.047 | 1.843 | .180 |

SOURCE: FSA-KCMO FOCUS *GUAR* DATABASES: FY96, 97, 98, 99, 00, & 01
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NOTE: MINIMUM LOSS RATE BASE IS 2 PERCENT.
FIGURES SHOWN FOR FY 97 & 98 BASED UPON PREVIOUSLY APPROVED RATIOS.

Continued on the next page

FY 2001 Milestone Targeting (Goals) for Each State (Continued)

| | FY 1998 BASELINE | PROCESSING GOAL FOR 9/30/01 | CURRENT PROCESSING RATE |
|----------------|---------------------|-----------------------------------|-------------------------------|
| ALABAMA | 80 | 80 | NA |
| ALASKA | 80 | 80 | NA |
| ARIZONA | 80 | 80 | NA |
| ARKANSAS | 80 | 80 | NA |
| CALIFORNIA | 80 | 80 | NA |
| COLORADO | 80 | 80 | NA |
| CONNECTICUT | 80 | 80 | NA |
| DELAWARE | 80 | 80 | NA |
| FLORIDA | 80 | 80 | NA |
| GEORGIA | 80 | 80 | NA |
| GUAM | 80 | 80 | NA |
| HAWAII | 80 | 80 | NA |
| IDAHO | 80 | 80 | NA |
| ILLINOIS | 80 | 80 | NA |
| INDIANA | 80 | 80 | NA |
| IOWA | 80 | 80 | NA |
| KANSAS | 80 | 80 | NA |
| KENTUCKY | 80 | 80 | NA |
| LOUISIANA | 80 | 80 | NA |
| MAINE | 80 | 80 | NA |
| MARYLAND | 80 | 80 | NA |
| MASSACHUSETTS | 80 | 80 | NA |
| MICHIGAN | 80 | 80 | NA |
| MINNESOTA | 80 | 80 | NA |
| MISSISSIPPI | 80 | 80 | NA |
| MISSOURI | 80 | 80 | NA |
| MONTANA | 80 | 80 | NA |
| NEBRASKA | 80 | 80 | NA |
| NEVADA | 80 | 80 | NA |
| NEW HAMPSHIRE | 80 | 80 | NA |
| NEW JERSEY | 80 | 80 | NA |
| NEW MEXICO | 80 | 80 | NA |
| NEW YORK | 80 | 80 | NA |
| NORTH CAROLINA | 80 | 80 | NA |
| NORTH DAKOTA | 80 | 80 | NA |
| OHIO | 80 | 80 | NA |
| OKLAHOMA | 80 | 80 | NA |
| OREGON | 80 | 80 | NA |
| PENNSYLVANIA | 80 | 80 | NA |
| PUERTO RICO | 80 | 80 | NA |
| RHODE ISLAND | 80 | 80 | NA |
| SOUTH CAROLINA | 80 | 80 | NA |
| SOUTH DAKOTA | 80 | 80 | NA |
| TENNESSEE | 80 | 80 | NA |
| TEXAS | 80 | 80 | NA |
| UTAH | 80 | 80 | NA |
| VERMONT | 80 | 80 | NA |
| VIRGIN ISLANDS | 80 | 80 | NA |
| VIRGINIA | 80 | 80 | NA |
| WASHINGTON | 80 | 80 | NA |
| WEST VIRGINIA | 80 | 80 | NA |
| WISCONSIN | 80 | 80 | NA |
| WYOMING | 80 | 80 | NA |
| NATIONAL AVG: | 80 | 80 | NOT AVAILABLE |

FILE: DAFLP(LSGL004)
DATE: 01/30/01

FSA - FARM LOAN PRGMS - NATIONAL SUMMARY
FY 2001 FLP LOAN SERVICING GOAL 4
PROCESS 80% OF PRIMARY LOAN SERVICING REQUESTS WITHIN 60 DAYS
OF RECEIPT OF COMPLETE APPLICATION

SOURCE: FSA-KCMO FOCUS REPORT * MAC * DATA BASE.
* FOR INTERNAL DISTRIBUTION ONLY *