



November 2009

Oregon FSA Guaranteed Lender Meetings

Update & Briefing Sessions

The Farm Service Agency (FSA) is pleased to announce four regional “update” meetings for agricultural lenders and other interested parties familiar with FSA’s guaranteed loan program. The meetings will update participants on recent changes in the guaranteed loan program and review servicing options. The meetings will be held December 9, 10, 15, and 16, 2009.

Program Background



The FSA Guaranteed Loan Program enables agricultural lenders to more broadly serve their farm and ranch customers in need of agricultural credit. It also helps lenders manage the risk inherent in certain portions of their agricultural loan portfolios. FSA accomplishes this by providing loan guarantees to agricultural lenders who make farm loans to eligible applicants operating family-sized farms. The loans must meet certain qualifying criteria to be eligible for guarantees, and the guarantee can cover up to 90 or 95 percent of any principal and interest loss on the loan.

FSA may guarantee loans that eligible agricultural lenders make to family farmers and ranchers for farm ownership, real estate improvement, livestock and equipment purchase, or operating purposes. The guarantee can be for either a fixed loan amount, or for a revolving line of credit for current annual operating purposes. After the guaranteed loan is made, FSA monitors the lender’s servicing of the guaranteed loan or line of credit.

Lender Meeting Schedule

| Meeting Schedule | |
|-------------------------|-----------|
| Dec. 9 | Ontario |
| Dec. 10 | Pendleton |
| Dec. 15 | Roseburg |
| Dec. 16 | Salem |

Agricultural loan officers, relationship managers, special credits personnel, and other interested parties that have attended previous FSA guaranteed loan training sessions, and are experienced in the FSA’s guaranteed loan program, are invited to attend the nearest FSA guaranteed loan briefing session. The four regional morning briefing meetings will be held in Ontario on December 9, Pendleton on December 10, Roseburg on December 15, and Salem on December 16, 2009. Each meeting will begin at 9:00 am, and will conclude at noon.

These briefing sessions are designed specifically for loan officers and others who have attended previous training sessions, have experience with the FSA guaranteed loan program, and are seeking current information and guidance on originating credits, servicing their guaranteed loan portfolio, or dealing with more complex issues.

Specific briefing locations and other details are shown on the reverse.

**Contacts and
Directions to Lender Meetings**

Interested individuals are encouraged to contact their local FSA County Office or Ms. Tami Hiltz in the Oregon State FSA Office for additional information. Ms. Hiltz can be reached at (503) 692-1973, ext. 247. Those needing more specific directions to the locations may call Maria Lopez in Ontario at (541) 889-9689, Virginia Lundberg in Pendleton at (541) 278-8049, Lora Surmeyer in Salem at (503) 399-5741, or Dana Mahlberg in Roseburg at (541) 673-6071.

Locations and Facilities

The specific site and address of the facility for each meeting date is shown below. Each half-day meeting begins at 9:00 am.

Dates, Locations, and Facilities

| Date | Location | Facility and Address |
|------------------------|-----------------|---|
| Dec. 9 9:00 - Noon | Ontario, OR | Oregon Department of Transportation Oregon Office Conference Room 1390 SE 1st Avenue Ontario, OR (541-889-8558) <i>(Exit 376 off I-84. East on E. Idaho Ave/Hiway 30 toward Payette, Right on SE Kendall Road, Left on SE 1st Avenue)</i> |
| Dec. 10 9:00 - Noon | Pendleton, OR | Oxford Suites Towne II Meeting Room 2400 S.W. Court Pendleton, OR (541-276-6000) <i>(Exit 209 off I-84. Take a Left turn on Hiway 395, then Right onto SW 20th Street. Left on SW Court Place.)</i> |
| Dec. 15 9:00 - Noon | Roseburg, OR | Douglas County USDA Service Center Conference Room 2440 NW Troost Street, Suite 201 Roseburg, OR (541-673-6071) <i>(Take Garden Valley Exit - Exit 125 - off I-5. Go West on Garden Valley Blvd. approx. 2 mi. Turn right on Troost Street)</i> |
| Dec. 16 9:00 - Noon | Salem, OR | Marion County USDA Service Center Tom McCall & Willamette Conf. Rooms 650 Hawthorne Avenue, SE Salem, OR (503-399-5741) <i>(Exit 253 off I-5. Turn West on Hiway 22, then Right on Hawthorne Ave, SE)</i> |

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