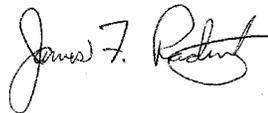


For: State and County Offices

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

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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-KCNO 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(LSGL003) 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-KCHO 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)

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

	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

SOURCE: FSA-KCMO FOCUS REPORT * MAC * DATA BASE.
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