COMPETING ON A NEW PLAYING FIELD: NON-TRADITIONAL LENDERS

William Bennett

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William Bennett

Corporate Credit Manager, MFA Incorporated, Columbia, Missouri

AGMO organized
February 18, 1965

Ownership:

MFA Incorporated ...... 94%
MFA Local Exchanges .... 6%

Criteria For Doing Business With AGMO

- Board President and Secretary must sign a Membership and Discounting Agreement.
- Location must purchase stock in AGMO. Stock is $100.00 a share. One share is needed for each $1,000.00 of loan value (10% investment).

Criteria For Doing Business With AGMO

- Location must be an affiliate of MFA Incorporated.
- Location Board of Directors must pass a resolution to do business.

Total Loan with CoBank

$25,000,000

Total Dollar Amount of Applications Received Last Year

$38,952,295

Largest Loan Approved

$3,280,000

Average Size of Approved Loan

$ 17,708
<table>
<thead>
<tr>
<th></th>
<th>No.</th>
<th>%</th>
<th>Dollar Volume</th>
<th>%</th>
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<tbody>
<tr>
<td>Acceptable</td>
<td>30</td>
<td>71</td>
<td>$4,393,507</td>
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<td>OAEM</td>
<td>7</td>
<td>17</td>
<td>403,105</td>
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<tr>
<td>Substandard</td>
<td>5</td>
<td>12</td>
<td>309,700</td>
<td>6.1</td>
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<td>Doubtful</td>
<td>----</td>
<td>----</td>
<td>----</td>
<td>----</td>
</tr>
<tr>
<td>Loss</td>
<td>----</td>
<td>----</td>
<td>----</td>
<td>----</td>
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<tr>
<td>Total Loans</td>
<td>42</td>
<td>100</td>
<td>$5,106,312</td>
<td>100</td>
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