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*Farm Credit of Northwest Florida, ACA*

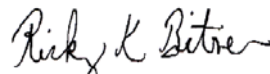
# THIRD QUARTER 2019

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## CERTIFICATION

The undersigned certify that we have reviewed the September 30, 2019 quarterly report of Farm Credit of Northwest Florida, ACA, that the report has been prepared under the oversight of the Audit Committee of the Board of Directors and in accordance with all applicable statutory or regulatory requirements, and that the information contained herein is true, accurate, and complete to the best of our knowledge and belief.



Ricky K. Bitner  
Chief Executive Officer



John P. Mottice  
Chief Financial Officer



Richard Terry  
Chairman of the Board

November 8, 2019

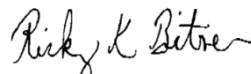
# Report on Internal Control Over Financial Reporting

The Association's principal executives and principal financial officers, or persons performing similar functions, are responsible for establishing and maintaining adequate internal control over financial reporting for the Association's Consolidated Financial Statements. For purposes of this report, "internal control over financial reporting" is defined as a process designed by, or under the supervision of, the Association's principal executives and principal financial officers, or persons performing similar functions, and effected by its Board of Directors, management and other personnel. This process provides reasonable assurance regarding the reliability of financial reporting information and the preparation of the Consolidated Financial Statements for external purposes in accordance with accounting principles generally accepted in the United States of America.

Internal control over financial reporting includes those policies and procedures that: (1) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of the Association, (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial information in accordance with accounting principles generally accepted in the United States of America and that receipts and expenditures are being made only in accordance with authorizations of management and directors of the Association, and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Association's assets that could have a material effect on its Consolidated Financial Statements.

The Association's management has completed an assessment of the effectiveness of internal control over financial reporting as of September 30, 2019. In making the assessment, management used the framework in *Internal Control — Integrated Framework (2013)*, promulgated by the Committee of Sponsoring Organizations of the Treadway Commission, commonly referred to as the "COSO" criteria.

Based on the assessment performed, the Association's management concluded that as of September 30, 2019, the internal control over financial reporting was effective based upon the COSO criteria. Additionally, based on this assessment, the Association's management determined that there were no material weaknesses in the internal control over financial reporting as of September 30, 2019.



Ricky K. Bitner  
Chief Executive Officer



John P. Mottice  
Chief Financial Officer

November 8, 2019

# Management's Discussion and Analysis of Financial Condition and Results of Operations

*(dollars in thousands)*

The following commentary reviews the financial condition and results of operations of Farm Credit of Northwest Florida, ACA (the Association) for the period ending September 30, 2019. These comments should be read in conjunction with the accompanying consolidated financial statements, notes to the consolidated financial statements and the 2018 Annual Report of the Association.

## **LOAN PORTFOLIO**

The Association provides funds to farmers, rural homeowners and farm-related businesses for the financing of short- and intermediate-term loans and long-term real estate mortgage loans. The Association's loan portfolio is diversified over a range of agricultural commodities including forestry, row crops, livestock, peanuts, horticulture, dairies and rural homes. Farm size varies and many of the borrowers in the region have diversified farming operations. This factor, along with the numerous opportunities for non-farm income in the area, somewhat reduces the level of dependency on any single commodity.

The gross loan volume of the Association as of September 30, 2019, was \$278,389, a decrease of \$10,026 or 3.48 percent as compared to \$288,415 at December 31, 2018. Net loans outstanding (gross loans net of the allowance for loan losses) as of September 30, 2019, were \$273,860, a decrease of \$10,026 or 3.53 percent as compared to \$283,886 at December 31, 2018. Net loans accounted for 96.26 percent of total assets as of September 30, 2019, as compared to 95.86 percent of total assets at December 31, 2018. The decrease in loan volume was due primarily to decreases in originated loans and nonaccrual loans, and an increase in loan participations sold, partially offset by an increase in participations purchased.

Portfolio credit quality increased during the first nine months of 2019. Loans classified under the Farm Credit Administration's Uniform Loan Classification System as "acceptable" or "other assets especially mentioned" were 96.34 percent of total loans and accrued interest as of September 30, 2019, as compared to 96.29 percent at December 31, 2018.

Nonaccrual loans were \$1,522 as of September 30, 2019, a decrease of \$1,090 or 41.73 percent as compared to \$2,612 at December 31, 2018. The decrease reflects the liquidation of two accounts, the addition of two new accounts, and collections on multiple loans.

The Association maintains an allowance for loan losses at a level considered adequate by management to provide for probable and estimable losses inherent in the loan portfolio as of the report date. The allowance for loan losses is increased through provisions for loan losses and loan recoveries and is decreased through loan charge-offs and allowance reversals. The Association's Risk Management Committee, which is comprised of senior management and a member of the Board of Directors, evaluates the adequacy of the allowance on a quarterly basis. The evaluation considers factors which include, but are not limited to, loan loss experience, portfolio quality, loan portfolio composition, commodity prices, agricultural production conditions, and general economic conditions.

The allowance for loan losses as of September 30, 2019, was \$4,529, unchanged from \$4,529 at December 31, 2018. Activity during the first nine months of 2019 reflected recoveries of \$690, charge-offs of \$495 and reversals of the allowance of \$195. The allowance for loan losses as of September 30, 2019, was considered by management to be adequate to cover probable and estimable losses inherent in the loan portfolio. The allowance represented 1.63 percent of gross loan volume as of September 30, 2019.

Other property owned was \$14 as of September 30, 2019, a decrease of \$104 or 88.14 percent compared to \$118 at December 31, 2018. During the first nine months of 2019, activity included the acquisition and sale of real estate and equipment. Other property owned as of September 30, 2019, consisted of equipment.

Accounts receivable were \$1,397 as of September 30, 2019, a decrease of \$2,110 or 60.17 percent as compared to \$3,507 at December 31, 2018. Accounts receivable consist of general receivables as well as patronage receivables from AgFirst Farm Credit Bank (AgFirst or the Bank) and other Farm Credit institutions. The decrease was due primarily to the fact that patronage receivables at December 31, 2018, included four quarters of accrued patronage as well as special patronage from AgFirst, as compared to three quarters of accrued patronage at September 30, 2019.

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## RESULTS OF OPERATIONS

### *For the three months ending September 30, 2019*

Net income for the three months ending September 30, 2019, totaled \$1,315, as compared to net income of \$1,304 for the same period in 2018, an increase of \$11 or 0.84 percent. Components of the increase in net income are discussed further in the following paragraphs.

Interest income for the three months ending September 30, 2019, was \$3,846, a decrease of \$90 or 2.29 percent as compared to \$3,936 for the same period in 2018. The decrease was due to lower average loans outstanding, partially offset by higher interest rates.

Interest expense for the three months ending September 30, 2019, was \$1,621, a decrease of \$75 or 4.42 percent as compared to \$1,696 for the same period in 2018. The decrease was due to lower average balances on the Association's notes payable to AgFirst, partially offset by higher interest rates.

Net interest income before provision (or reversal) for loan losses for the three months ending September 30, 2019, was \$2,225, a decrease of \$15 or 0.67 percent as compared to \$2,240 for the same period in 2018. The decrease was due to lower average loans outstanding, partially offset by higher interest earnings on the Association's loanable funds credit with AgFirst.

There was a reversal of the allowance for loan losses in the amount of \$44 for the three months ending September 30, 2019, as compared to a reversal of \$26 for the three months ending September 30, 2018.

Noninterest income for the three months ending September 30, 2019, totaled \$573, an increase of \$17 or 3.06 percent as compared to \$556 for the same period in 2018. Increased gains on sales of rural home loans and other noninterest income were partially offset by reduced loan fees, patronage refunds, and losses on other transactions.

Noninterest expense for the three months ending September 30, 2019, totaled \$1,527, an increase of \$9 or 0.59 percent as compared to \$1,518 for the same period in 2018. The increase reflects higher salaries and employee benefits, partially offset by decreases in other noninterest expense categories.

### *For the nine months ending September 30, 2019*

Net income for the nine months ending September 30, 2019, totaled \$3,959 as compared to net income of \$4,079 for the same period in 2018, a decrease of \$120 or 2.94 percent. Components of the decrease in net income are discussed further in the following paragraphs.

Interest income for the nine months ending September 30, 2019, was \$11,633, an increase of \$618 or 5.61 percent as compared to \$11,015 for the same period in 2018. The increase was due to

higher interest rates and higher average loans outstanding, partially offset by decreased interest income on nonaccrual loans.

Interest expense for the nine months ending September 30, 2019, was \$4,979, an increase of \$510 or 11.41 percent as compared to \$4,469 for the same period in 2018. The increase was due to higher interest rates, partially offset by lower average balances on the Association's notes payable to AgFirst.

Net interest income before provision (or reversal) for loan losses for the nine months ending September 30, 2019, was \$6,654, an increase of \$108 or 1.65 percent as compared to \$6,546 for the same period in 2018. The increase was due to higher average loans outstanding and higher interest earnings on the Association's loanable funds credit with AgFirst, partially offset by lower net interest spread on outstanding loans and lower interest income on nonaccrual loans.

There was a reversal of the allowance for loan losses of \$195 for the nine months ending September 30, 2019, as compared to a reversal of \$91 for the nine months ending September 30, 2018.

Noninterest income for the nine months ending September 30, 2019, totaled \$1,714, a decrease of \$78 or 4.35 percent as compared to \$1,792 for the same period in 2018. Increased patronage refunds and other noninterest income were more than offset by reduced loan fees, gains on sales of rural home loans, losses on other transactions, and insurance fund refunds from the Farm Credit System Insurance Corporation (FCSIC).

Noninterest expense for the nine months ending September 30, 2019, totaled \$4,604, an increase of \$254 or 5.84 percent as compared to \$4,350 for the same period in 2018. The increase reflects higher salaries and employee benefits and other operating expenses, partially offset by lower insurance fund premiums and losses on other property owned.

## FUNDING SOURCES

The principal source of funds for the Association is the borrowing relationship established with AgFirst through the General Financing Agreement (GFA). The GFA utilizes the Association's credit and fiscal performance as criteria for establishing a line of credit on which the Association may draw funds. The funds are advanced by the Bank to the Association in the form of notes payable. The notes payable are segmented into variable rate and fixed rate sections. The variable rate note is utilized by the Association to fund variable rate loan advances and operating funds requirements. The fixed rate note is used specifically to fund fixed rate loan advances made by the Association.

Notes payable to AgFirst as of September 30, 2019, were \$194,188, a decrease of \$10,669 or 5.21 percent as compared to \$204,857 at December 31, 2018. The decrease is primarily the

result of decreased loan volume. The Association had no lines of credit with third parties as of September 30, 2019.

## CAPITAL RESOURCES

Total members' equity as of September 30, 2019, was \$85,983, an increase of \$2,177 or 2.60 percent as compared to \$83,806 at December 31, 2018. Total capital stock and participation certificates were \$1,108 as of September 30, 2019, an increase of \$58 or 5.52 percent as compared to \$1,050 at December 31, 2018.

Farm Credit Administration (FCA) regulations require all Farm Credit institutions to maintain minimum capital ratios. Effective

January 1, 2017, the regulatory capital requirements for Farm Credit System banks and associations were modified. The new regulations ensure that the System's capital requirements are comparable to the Basel III framework and the standardized approach that the federal banking regulatory agencies have adopted. New regulations replaced core surplus and total surplus ratios with common equity tier 1 (CET1) capital, tier 1 capital and total capital risk-based capital ratios. The new regulations also include a tier 1 leverage ratio and an unallocated retained earnings equivalents (UREE) leverage ratio. The permanent capital ratio remains in effect.

As of September 30, 2019, the Association was in compliance with all minimum regulatory capital ratios.

The following table sets forth the minimum regulatory capital ratios, which were effective January 1, 2017, and the Association's capital ratios as of September 30, 2019:

Ratio	Minimum Requirement	Capital Conservation Buffer*	Minimum Requirement with Capital Conservation Buffer	Capital Ratios as of September 30, 2019
Risk-adjusted ratios:				
CET1 Capital Ratio	4.5%	1.875%	6.375%	28.81%
Tier 1 Capital Ratio	6.0%	1.875%	7.875%	28.81%
Total Capital Ratio	8.0%	1.875%	9.875%	30.06%
Permanent Capital Ratio	7.0%	0.0%	7.0%	29.17%
Non risk-adjusted:				
Tier 1 Leverage Ratio	4.0%	1.0%	5.0%	29.86%
UREE Leverage Ratio	1.5%	0.0%	1.5%	28.56%

\* The capital conservation buffers have a 3 year phase-in period and will become fully effective January 1, 2020. Risk-adjusted ratio minimums will increase 0.625% each year until fully phased in. There is no phase-in period for the tier 1 leverage ratio.

If the capital ratios fall below minimum regulatory requirements, including the buffer amounts, capital distributions (equity redemptions, dividends, and patronage) and discretionary senior executive bonuses are restricted or prohibited without prior FCA approval.

## REGULATORY MATTERS

On April 3, 2019, the Farm Credit Administration issued a proposed rule that would clarify the factors that System institutions should consider when categorizing high-risk loans and placing them in nonaccrual status. The rule would also revise the criteria by which loans are reinstated to accrual status, and would revise the application of the criteria to certain loans in nonaccrual status to distinguish between the types of risk that cause loans to be placed in nonaccrual status. The public comment period ended on June 3, 2019.

On September 18, 2019, the Farm Credit Administration issued a proposed rule to amend its investment regulations to allow System associations to purchase and hold the portion of certain loans that non-System lenders originate and sell in the secondary market, and that the USDA unconditionally guarantees or insures as to timely payment of principal and interest. The rule would authorize associations to buy investments to augment the liquidity of rural credit markets, reduce the capital burden on community banks and other non-

System lenders who choose to sell their USDA guaranteed portions of loans, and to enhance the ability of associations to manage risk. The public comment period ends on November 18, 2019.

On September 23, 2019, the Farm Credit Administration issued a proposed rule that would ensure the System's capital requirements, including certain regulatory disclosures, reflect the current expected credit losses methodology, which revises the accounting for credit losses under U.S. generally accepted accounting principles. The proposed rule identifies which credit loss allowances under CECL are eligible for inclusion in a System institution's regulatory capital. Credit loss allowances related to loans, lessor's net investments in leases, and held-to-maturity debt securities would be included in a System institution's Tier 2 capital up to 1.25% of the System institution's total risk weighted assets. Credit loss allowances for available-for-sale debt securities and purchased credit impaired assets would not be eligible for inclusion in a System institution's Tier 2 capital. In addition, the proposed regulation does not include a transition phase-in period for the CECL day 1 cumulative effect

adjustment to retained earnings on a System institution's regulatory capital ratios. The public comment period ends on November 22, 2019.

## RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

Please refer to Note 1, *Organization, Significant Accounting Policies, and Recently Issued Accounting Pronouncements*, in the Notes to the Consolidated Financial Statements, and the 2018 Annual Report to Shareholders for recently issued accounting pronouncements. Additional information is provided in the following table.

The following Accounting Standards Update (ASU) was issued by the Financial Accounting Standards Board (FASB) but has not yet been adopted:

Summary of Guidance	Adoption and Potential Financial Statement Impact
<b><i>ASU 2016-13 – Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments</i></b>	
<ul style="list-style-type: none"> <li>• Replaces multiple existing impairment standards by establishing a single framework for financial assets to reflect management's estimate of current expected credit losses (CECL) over the complete remaining life of the financial assets.</li> <li>• Changes the present incurred loss impairment guidance for loans to an expected loss model.</li> <li>• The Update also modifies the other-than-temporary impairment model for debt securities to require an allowance for credit impairment instead of a direct write-down, which allows for reversal of credit impairments in future periods based on improvements in credit.</li> <li>• Eliminates existing guidance for purchased credit impaired (PCI) loans, and requires recognition of an allowance for expected credit losses on these financial assets.</li> <li>• Requires a cumulative-effect adjustment to retained earnings as of the beginning of the reporting period of adoption.</li> <li>• Effective for fiscal years beginning after December 15, 2020, and interim periods within those fiscal years. Early application will be permitted for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018.</li> </ul>	<ul style="list-style-type: none"> <li>• Implementation efforts have begun by establishing a cross-discipline governance structure. The implementation includes identification of key interpretive issues, scoping of financial instruments, and assessing existing credit loss forecasting models and processes against the new guidance.</li> <li>• The Association is in the process of evaluating what effects the new guidance may have on its financial statements, which will depend upon the nature and characteristics of the financial instrument portfolios, and the macroeconomic conditions and forecasts at the adoption date.</li> <li>• The guidance is expected to be adopted in first quarter 2021.</li> </ul>

**NOTE:** Shareholder investment in the Association is materially affected by the financial condition and results of operations of AgFirst Farm Credit Bank. Copies of AgFirst's annual and quarterly reports are available upon request free of charge by calling 1-800-845-1745, ext. 2764, or writing Matthew Miller, AgFirst Farm Credit Bank, P.O. Box 1499, Columbia, SC 29202. Information concerning AgFirst Farm Credit Bank can also be obtained at their website, [www.agfirst.com](http://www.agfirst.com). Copies of the Association's annual and quarterly reports are also available upon request free of charge by calling 850-526-4910 ext. 118, or writing John P. Mottice, Chief Financial Officer, Farm Credit of Northwest Florida, ACA, P.O. Box 7000, Marianna, FL 32447, or accessing the website, [www.farmcredit-fl.com](http://www.farmcredit-fl.com). The Association prepares a quarterly report within 40 days after the end of each fiscal quarter, except that no report need be prepared for the fiscal quarter that coincides with the end of the fiscal year of the institution.

# Farm Credit of Northwest Florida, ACA

## Consolidated Balance Sheets

<i>(dollars in thousands)</i>	September 30, 2019 <i>(unaudited)</i>	December 31, 2018 <i>(audited)</i>
<b>Assets</b>		
Loans	\$ 278,389	\$ 288,415
Allowance for loan losses	(4,529)	(4,529)
Net loans	273,860	283,886
Loans held for sale	1,419	488
Accrued interest receivable	2,542	2,734
Equity investments in other Farm Credit institutions	3,316	3,346
Premises and equipment, net	1,833	1,921
Other property owned	14	118
Accounts receivable	1,397	3,507
Other assets	130	140
Total assets	\$ 284,511	\$ 296,140
<b>Liabilities</b>		
Notes payable to AgFirst Farm Credit Bank	\$ 194,188	\$ 204,857
Accrued interest payable	556	604
Patronage refunds payable	173	4,807
Accounts payable	315	344
Other liabilities	3,296	1,722
Total liabilities	198,528	212,334
Commitments and contingencies (Note 7)		
<b>Members' Equity</b>		
Capital stock and participation certificates	1,108	1,050
Retained earnings		
Allocated	38,481	40,321
Unallocated	46,394	42,435
Total members' equity	85,983	83,806
Total liabilities and members' equity	\$ 284,511	\$ 296,140

*The accompanying notes are an integral part of these consolidated financial statements.*

**Farm Credit of Northwest Florida, ACA**  
**Consolidated Statements of**  
**Comprehensive Income**

(unaudited)

<i>(dollars in thousands)</i>	<b>For the Three Months Ended September 30,</b>		<b>For the Nine Months Ended September 30,</b>	
	<b>2019</b>	<b>2018</b>	<b>2019</b>	<b>2018</b>
<b>Interest Income</b>				
Loans	<b>\$ 3,846</b>	<b>\$ 3,936</b>	<b>\$ 11,633</b>	<b>\$ 11,015</b>
<b>Interest Expense</b>				
Notes payable to AgFirst Farm Credit Bank	<b>1,616</b>	1,691	<b>4,964</b>	4,456
Other	<b>5</b>	5	<b>15</b>	13
Total interest expense	<b>1,621</b>	1,696	<b>4,979</b>	4,469
Net interest income	<b>2,225</b>	2,240	<b>6,654</b>	6,546
Provision for (reversal of allowance for) loan losses	<b>(44)</b>	(26)	<b>(195)</b>	(91)
Net interest income after provision for (reversal of allowance for) loan losses	<b>2,269</b>	2,266	<b>6,849</b>	6,637
<b>Noninterest Income</b>				
Loan fees	<b>10</b>	12	<b>36</b>	42
Patronage refunds from other Farm Credit institutions	<b>464</b>	471	<b>1,389</b>	1,345
Gains (losses) on sales of rural home loans, net	<b>86</b>	56	<b>193</b>	221
Gains (losses) on other transactions	<b>(3)</b>	5	<b>(8)</b>	21
Insurance Fund refunds	<b>—</b>	—	<b>56</b>	137
Other noninterest income	<b>16</b>	12	<b>48</b>	26
Total noninterest income	<b>573</b>	556	<b>1,714</b>	1,792
<b>Noninterest Expense</b>				
Salaries and employee benefits	<b>1,058</b>	992	<b>3,167</b>	2,979
Occupancy and equipment	<b>73</b>	76	<b>219</b>	219
Insurance Fund premiums	<b>42</b>	47	<b>129</b>	132
(Gains) losses on other property owned, net	<b>3</b>	26	<b>23</b>	35
Other operating expenses	<b>351</b>	377	<b>1,066</b>	985
Total noninterest expense	<b>1,527</b>	1,518	<b>4,604</b>	4,350
Net income	<b>1,315</b>	1,304	<b>3,959</b>	4,079
Other comprehensive income	<b>—</b>	—	<b>—</b>	—
Comprehensive income	<b>\$ 1,315</b>	<b>\$ 1,304</b>	<b>\$ 3,959</b>	<b>\$ 4,079</b>

*The accompanying notes are an integral part of these consolidated financial statements.*



**Farm Credit of Northwest Florida, ACA**  
**Consolidated Statements of Changes in**  
**Members' Equity**

*(unaudited)*

<i>(dollars in thousands)</i>	Capital Stock and Participation Certificates	Retained Earnings		Total Members' Equity
		Allocated	Unallocated	
Balance at December 31, 2017	\$ 951	\$ 43,942	\$ 38,582	\$ 83,475
Comprehensive income			4,079	4,079
Capital stock/participation certificates issued/(retired), net	72			72
Retained earnings retired		(1,822)		(1,822)
Balance at September 30, 2018	\$ 1,023	\$ 42,120	\$ 42,661	\$ 85,804
<b>Balance at December 31, 2018</b>	<b>\$ 1,050</b>	<b>\$ 40,321</b>	<b>\$ 42,435</b>	<b>\$ 83,806</b>
<b>Comprehensive income</b>			<b>3,959</b>	<b>3,959</b>
<b>Capital stock/participation certificates issued/(retired), net</b>	<b>58</b>			<b>58</b>
<b>Retained earnings retired</b>		<b>(1,840)</b>		<b>(1,840)</b>
<b>Balance at September 30, 2019</b>	<b>\$ 1,108</b>	<b>\$ 38,481</b>	<b>\$ 46,394</b>	<b>\$ 85,983</b>

*The accompanying notes are an integral part of these consolidated financial statements.*

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## *Farm Credit of Northwest Florida, ACA*

# Notes to the Consolidated Financial Statements

(dollars in thousands, except as noted)  
(unaudited)

### **Note 1 — Organization, Significant Accounting Policies, and Recently Issued Accounting Pronouncements**

#### ***Organization***

The accompanying financial statements include the accounts of Farm Credit of Northwest Florida, ACA and its Production Credit Association (PCA) and Federal Land Credit Association (FLCA) subsidiaries (collectively, the Association). A description of the organization and operations, the significant accounting policies followed, and the financial condition and results of operations for the Association as of and for the year ended December 31, 2018, are contained in the 2018 Annual Report to Shareholders. These unaudited interim consolidated financial statements should be read in conjunction with the latest Annual Report to Shareholders.

#### ***Basis of Presentation***

In the opinion of management, the accompanying consolidated financial statements contain all adjustments necessary for a fair statement of results for the periods presented. These adjustments are of a normal recurring nature, unless otherwise disclosed.

Certain amounts in the prior period's consolidated financial statements may have been reclassified to conform to the current period presentation. Such reclassifications had no effect on the prior period net income or total capital as previously reported.

The results of any interim period are not necessarily indicative of those to be expected for a full year.

#### ***Significant Accounting Policies***

The Association's accounting and reporting policies conform with U.S. generally accepted accounting principles (GAAP) and practices in the financial services industry. To prepare the financial statements in conformity with GAAP, management must make estimates based on assumptions about future economic and market conditions (for example, unemployment, market liquidity, real estate prices, etc.) that affect the reported amounts of assets and liabilities at the date of the financial statements, income and expenses during the reporting period, and the related disclosures. Although these estimates contemplate current conditions and expectations of change in the future, it is reasonably possible that actual conditions may be different than anticipated, which could materially affect results of operations and financial condition.

Management has made significant estimates in several areas, including loans and allowance for loan losses (Note 2, *Loans and Allowance for Loan Losses*), investment securities and

other-than-temporary impairment (Note 3, *Investments*), and financial instruments (Note 5, *Fair Value Measurement*). Actual results could differ from those estimates.

For further details of significant accounting policies, see Note 2, *Summary of Significant Accounting Policies*, from the latest Annual Report.

#### ***Accounting Standards Updates (ASUs) Issued During the Period***

The following ASUs were issued by the Financial Accounting Standards Board (FASB) since the most recent year end:

- In May 2019, the FASB issued ASU 2019-05 Financial Instruments—Credit Losses (Topic 326): Targeted Transition Relief. The amendments in this Update provide entities with an option to irrevocably elect the fair value option applied on an instrument-by-instrument basis for certain financial assets upon the adoption of Topic 326. The fair value option election does not apply to held-to-maturity debt securities. For entities that have not yet adopted the amendments in ASU 2016-13, the effective date and transition methodology for the amendments in this Update are the same as in that Update. Evaluation of any possible effects the guidance may have on the statements of financial condition and results of operations is in progress.
- In April 2019, the FASB issued ASU 2019-04 Codification Improvements to Topic 326 Financial Instruments—Credit Losses, Topic 815 Derivatives and Hedging, and Topic 825 Financial Instruments. The amendments in this Update clarify, correct, and improve various aspects of the guidance in the following Updates related to financial instruments: ASU 2016-01 Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Liabilities, ASU 2016-13 Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments, and ASU 2017-12 Derivatives and Hedging (Topic 815): Targeted Improvements to Accounting for Hedging Activities. The items addressed generally are not expected to have a significant effect on current accounting practice or to create a significant administrative cost for most entities. For entities that have not yet adopted the amendments in ASU 2016-13, the effective dates and transition requirements for the amendments related to this Update are the same as the effective dates and transition requirements in ASU 2016-13. The transition adjustment includes adjustments made as a result of an entity developing or amending its accounting

policy upon adoption of the amendments in this Update for determining when accrued interest receivables are deemed uncollectible and written off. For entities that have adopted the amendments in ASU 2017-12 as of the issuance date of this Update, the effective date is as of the beginning of the first annual period beginning after the issuance date of this Update. For those entities, early adoption is permitted, including adoption on any date on or after the issuance of this Update. The amendments in this Update related to ASU 2016-01 are effective for fiscal years beginning after December 15, 2019, including interim periods within those fiscal years. Early adoption is permitted in any interim period following the issuance of this Update as long as the entity has adopted all of the amendments in ASU 2016-01. The amendments in this Update should be applied on a modified-retrospective transition basis by means of a cumulative-effect adjustment to the opening retained earnings balance in the statement of financial position as of the date an entity adopted all of the amendments in ASU 2016-01. Evaluation of any possible effects the guidance may have on the statements of financial condition and results of operations is in progress.

- In March 2019, the FASB issued ASU 2019-01 Leases (Topic 842): Codification Improvements. The Update addresses potential implementation issues that could arise as organizations implement Topic 842. The amendments in the Update include the following items brought to the Board's attention through interactions with stakeholders: 1. Determining the fair value of the underlying asset by lessors that are not manufacturers or dealers; 2. Presentation on the statement of cash flows—sales-type and direct financing leases; 3. Transition disclosures related to Topic 250, Accounting Changes and Error Corrections. Evaluation of any possible effects the guidance may have on the statements of financial condition and results of operations is in progress.

#### *ASUs Pending Effective Date*

For a detailed description of the ASUs below, see the latest Annual Report.

Potential effects of ASUs issued in previous periods:

- In August 2018, the FASB issued ASU 2018-15 Intangibles—Goodwill and Other—Internal-Use Software (Subtopic 350-40): Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Contract. The amendments align the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that include an internal use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by the amendments in this

Update. The guidance is effective for public business entities for fiscal years beginning after December 15, 2019, and interim periods within those fiscal years. Early adoption is permitted, including adoption in any interim period, for all entities. The amendments should be applied either retrospectively or prospectively to all implementation costs incurred after the date of adoption. Evaluation of any possible effects the guidance may have on the statements of financial condition and results of operations is in progress.

- In August 2018, the FASB issued ASU 2018-13 Disclosure Framework—Changes to the Disclosure Requirements for Fair Value Measurement. The amendments are part of the FASB's disclosure framework project. The project's objective and primary focus are to improve the effectiveness of disclosures in the notes to financial statements by facilitating clear communication of the information required by GAAP that is most important to users of each entity's financial statements. The amendments remove, modify or add certain disclosures contained in the financial statement footnotes related to fair value. Additionally, the guidance is intended to promote the appropriate exercise of discretion by entities when considering fair value measurement disclosures and to clarify that materiality is an appropriate consideration of entities and their auditors when evaluating disclosure requirements. The amendments are effective for all entities for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2019. Certain amendments should be applied prospectively for only the most recent interim or annual period presented in the initial fiscal year of adoption. All other amendments should be applied retrospectively to all periods presented upon their effective date. Early adoption is permitted upon issuance. Entities are permitted to early adopt any removed or modified disclosures upon issuance of this Update and delay adoption of the additional disclosures until their effective date. The removed disclosures were adopted effective with the 2018 Annual Report. Evaluation of any possible effects the additional and modified disclosures guidance may have on the statements of financial condition and results of operations is in progress.
- In June 2016, the FASB issued ASU 2016-13 Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. This Update, and subsequent clarifying guidance issued, is intended to improve financial reporting by requiring timelier recording of credit losses on financial instruments. It requires an organization to measure all expected credit losses for financial assets held at the reporting date. Financial institutions and other organizations will use forward-looking information to estimate their credit losses. Additionally, the ASU amends the accounting for credit losses on available-for-sale debt securities and purchased financial assets with credit deterioration. For public companies that are not SEC filers, it will take effect for

fiscal years beginning after December 15, 2020, and interim periods within those fiscal years. Early application will be permitted for all organizations for fiscal years, and interim periods within those fiscal years, beginning after December 31, 2018. Evaluation of any possible effects the guidance may have on the statements of financial condition and results of operations is in progress.

#### ***Accounting Standards Effective During the Period***

There were no changes in the accounting principles applied from the latest Annual Report, other than any discussed below.

No recently adopted accounting guidance issued by the FASB had a significant effect on the current period reporting. See the most recent Annual Report for a detailed description of each of the standards below:

- In February 2018, the FASB issued ASU 2018-02 Income Statement—Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. The guidance allows a reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the Tax Cuts and Jobs Act. The amendments eliminate the stranded tax effects resulting from the Tax Cuts and Jobs Act and are intended to improve the usefulness of information reported to financial statement users. However, because the amendments only relate to the reclassification of the income tax effects of the Tax Cuts and Jobs Act, the underlying guidance that requires that the effect of a change in tax laws or rates be included in income from continuing operations is not affected. The Update also requires certain disclosures about stranded tax effects. The guidance was effective for all entities for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. Adoption of this guidance had no impact on the statements of financial condition and results of operations.
- In March 2017, the FASB issued ASU 2017-08 Receivables—Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities. The guidance relates to certain callable debt securities and shortens the amortization period for any premium to the earliest call date. The Update was effective for interim and annual periods beginning after December 15, 2018, for public business entities. Adoption of this guidance had no impact on the statements of financial condition and results of operations.
- In February 2016, the FASB issued ASU 2016-02 Leases (Topic 842). This Update, and subsequent clarifying guidance issued, requires organizations that lease assets to recognize on the balance sheet the assets and liabilities for the rights and obligations created by those leases. Leases will be classified as either finance leases or operating leases. This distinction will be relevant for the pattern of

expense recognition in the income statement. Lessor accounting activities are largely unchanged from existing lease accounting. The Update also eliminates leveraged lease accounting but allows existing leveraged leases to continue their current accounting until maturity, termination or modification. The amendments were effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years, for public business entities.

#### **Transition Information**

- The guidance was adopted using the optional modified retrospective method and practical expedients for transition. Under this transition method, an entity initially applies the new leases standard at the adoption date and recognizes a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption.
- The package of practical expedients was elected, which allowed existing leases to be largely accounted for consistent with current guidance, except for the incremental balance sheet recognition for lessees.
- There will not be a material change to the timing of future expense recognition.
- Upon adoption, a cumulative-effect adjustment to equity of less than \$1 was recorded. In addition, a Right of Use Asset in the amount of \$6 and Lease Liability in the amount of \$6 were recognized.
- Given the limited changes to lessor accounting, there were no material changes to recognition or measurement.

#### **Note 2 — Loans and Allowance for Loan Losses**

The Association maintains an allowance for loan losses at a level considered adequate by management to provide for probable and estimable losses inherent in the loan portfolio as of the report date. The allowance for loan losses is increased through provisions for loan losses and loan recoveries and is decreased through loan charge-offs and allowance reversals. A review of individual loans in each respective portfolio is performed periodically to determine the appropriateness of risk ratings and to ensure loss exposure to the Association has been identified. See Note 3, *Loans and Allowance for Loan Losses*, from the latest Annual Report for further discussion.

Credit risk arises from the potential inability of an obligor to meet its repayment obligation. The Association manages credit risk associated with lending activities through an assessment of the credit risk profile of an individual obligor. The Association sets its own underwriting standards and lending policies that provide direction to loan officers and are approved by the Board of Directors.

A summary of loans outstanding at period end follows:

	September 30, 2019	December 31, 2018
Real estate mortgage	\$ 192,988	\$ 202,015
Production and intermediate-term	64,214	66,787
Loans to cooperatives	857	1,463
Processing and marketing	6,901	5,184
Farm-related business	3,867	3,814
Communication	1,356	1,411
Power and water/waste disposal	1,451	1,450
Rural residential real estate	5,712	5,345
International	1,043	946
Total loans	<u>\$ 278,389</u>	<u>\$ 288,415</u>

A substantial portion of the Association's lending activities is collateralized, and exposure to credit loss associated with lending activities is reduced accordingly.

The Association may purchase or sell participation interests with other parties in order to diversify risk, manage loan volume, and comply with Farm Credit Administration (FCA) regulations. The following tables present the principal balance of participation loans at periods ended:

	September 30, 2019							
	Within AgFirst District		Within Farm Credit System		Outside Farm Credit System		Total	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Real estate mortgage	\$ 14,873	\$ 51,496	\$ -	\$ 393	\$ 198	\$ -	\$ 15,071	\$ 51,889
Production and intermediate-term	2,788	5,467	-	-	-	-	2,788	5,467
Loans to cooperatives	861	-	-	-	-	-	861	-
Processing and marketing	6,737	-	-	-	-	-	6,737	-
Farm-related business	264	-	-	-	-	-	264	-
Communication	1,358	-	-	-	-	-	1,358	-
Power and water/waste disposal	1,454	-	-	-	-	-	1,454	-
International	1,045	-	-	-	-	-	1,045	-
Total	<u>\$ 29,380</u>	<u>\$ 56,963</u>	<u>\$ -</u>	<u>\$ 393</u>	<u>\$ 198</u>	<u>\$ -</u>	<u>\$ 29,578</u>	<u>\$ 57,356</u>

	December 31, 2018							
	Within AgFirst District		Within Farm Credit System		Outside Farm Credit System		Total	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Real estate mortgage	\$ 11,931	\$ 45,422	\$ -	\$ 563	\$ 207	\$ -	\$ 12,138	\$ 45,985
Production and intermediate-term	2,746	5,197	-	-	2,140	-	4,886	5,197
Loans to cooperatives	1,468	-	-	-	-	-	1,468	-
Processing and marketing	4,998	-	-	-	-	-	4,998	-
Communication	1,414	-	-	-	-	-	1,414	-
Power and water/waste disposal	1,454	-	-	-	-	-	1,454	-
International	947	-	-	-	-	-	947	-
Total	<u>\$ 24,958</u>	<u>\$ 50,619</u>	<u>\$ -</u>	<u>\$ 563</u>	<u>\$ 2,347</u>	<u>\$ -</u>	<u>\$ 27,305</u>	<u>\$ 51,182</u>

A significant source of liquidity for the Association is the repayment of loans. The following table presents the contractual maturity distribution of loans by loan type at the latest period end:

	September 30, 2019			
	Due Less Than 1 Year	Due 1 Through 5 Years	Due After 5 Years	Total
Real estate mortgage	\$ 9,394	\$ 35,721	\$ 147,873	\$ 192,988
Production and intermediate-term	9,884	35,910	18,420	64,214
Loans to cooperatives	-	857	-	857
Processing and marketing	133	1,592	5,176	6,901
Farm-related business	89	3,514	264	3,867
Communication	-	1,356	-	1,356
Power and water/waste disposal	-	1,451	-	1,451
Rural residential real estate	111	186	5,415	5,712
International	-	98	945	1,043
Total loans	<u>\$ 19,611</u>	<u>\$ 80,685</u>	<u>\$ 178,093</u>	<u>\$ 278,389</u>
Percentage	7.05%	28.98%	63.97%	100.00%

The recorded investment in a receivable is the face amount increased or decreased by applicable accrued interest, unamortized premium, discount, finance charges, or acquisition costs and may also reflect a previous direct write-down of the investment.

The following table shows the recorded investment of loans, classified under the FCA Uniform Loan Classification System, as a percentage of the recorded investment of total loans by loan type as of:

	September 30, 2019	December 31, 2018		September 30, 2019	December 31, 2018
<b>Real estate mortgage:</b>			<b>Communication:</b>		
Acceptable	96.26%	96.68%	Acceptable	100.00%	100.00%
OAEM	1.63	1.44	OAEM	—	—
Substandard/doubtful/loss	2.11	1.88	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Production and intermediate-term:</b>			<b>Power and water/waste disposal:</b>		
Acceptable	91.60%	91.24%	Acceptable	—%	100.00%
OAEM	0.83	0.40	OAEM	100.00	—
Substandard/doubtful/loss	7.57	8.36	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Loans to cooperatives:</b>			<b>Rural residential real estate:</b>		
Acceptable	80.71%	100.00%	Acceptable	98.22%	97.88%
OAEM	19.29	—	OAEM	0.13	0.17
Substandard/doubtful/loss	—	—	Substandard/doubtful/loss	1.65	1.95
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Processing and marketing:</b>			<b>International:</b>		
Acceptable	100.00%	100.00%	Acceptable	100.00%	100.00%
OAEM	—	—	OAEM	—	—
Substandard/doubtful/loss	—	—	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Farm-related business:</b>			<b>Total loans:</b>		
Acceptable	69.96%	67.22%	Acceptable	94.44%	95.17%
OAEM	0.31	1.27	OAEM	1.90	1.12
Substandard/doubtful/loss	29.73	31.51	Substandard/doubtful/loss	3.66	3.71
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>

The following tables provide an aging analysis of the recorded investment of past due loans as of:

	September 30, 2019					
	30 Through 89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	
Real estate mortgage	\$ 565	\$ 321	\$ 886	\$ 193,816	\$ 194,702	
Production and intermediate-term	86	267	353	64,620	64,973	
Loans to cooperatives	—	—	—	858	858	
Processing and marketing	—	—	—	6,927	6,927	
Farm-related business	—	—	—	3,878	3,878	
Communication	—	—	—	1,356	1,356	
Power and water/waste disposal	—	—	—	1,452	1,452	
Rural residential real estate	—	—	—	5,741	5,741	
International	—	—	—	1,044	1,044	
Total	\$ 651	\$ 588	\$ 1,239	\$ 279,692	\$ 280,931	

	December 31, 2018					
	30 Through 89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	
Real estate mortgage	\$ 837	\$ 321	\$ 1,158	\$ 202,820	\$ 203,978	
Production and intermediate-term	308	1,033	1,341	66,142	67,483	
Loans to cooperatives	—	—	—	1,469	1,469	
Processing and marketing	—	—	—	5,205	5,205	
Farm-related business	1,154	—	1,154	2,687	3,841	
Communication	—	—	—	1,411	1,411	
Power and water/waste disposal	—	—	—	1,452	1,452	
Rural residential real estate	9	—	9	5,353	5,362	
International	—	—	—	948	948	
Total	\$ 2,308	\$ 1,354	\$ 3,662	\$ 287,487	\$ 291,149	

Nonperforming assets (including related accrued interest as applicable) and related credit quality statistics at period end were as follows:

	September 30, 2019	December 31, 2018
<b>Nonaccrual loans:</b>		
Real estate mortgage	\$ 490	\$ 708
Production and intermediate-term	988	1,855
Rural residential real estate	44	49
Total	<u>\$ 1,522</u>	<u>\$ 2,612</u>
<b>Accruing restructured loans:</b>		
Real estate mortgage	\$ 1,765	\$ 1,815
Production and intermediate-term	169	172
Total	<u>\$ 1,934</u>	<u>\$ 1,987</u>
<b>Accruing loans 90 days or more past due:</b>		
Total	\$ -	\$ -
Total nonperforming loans	\$ 3,456	\$ 4,599
Other property owned	14	118
Total nonperforming assets	<u>\$ 3,470</u>	<u>\$ 4,717</u>
Nonaccrual loans as a percentage of total loans	0.55%	0.91%
Nonperforming assets as a percentage of total loans and other property owned	1.25%	1.63%
Nonperforming assets as a percentage of capital	<u>4.04%</u>	<u>5.63%</u>

The following table presents information related to the recorded investment of impaired loans at period end. Impaired loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms of the loan.

	September 30, 2019	December 31, 2018
<b>Impaired nonaccrual loans:</b>		
Current as to principal and interest	\$ 934	\$ 978
Past due	588	1,634
Total	<u>\$ 1,522</u>	<u>\$ 2,612</u>
<b>Impaired accrual loans:</b>		
Restructured	\$ 1,934	\$ 1,987
90 days or more past due	-	-
Total	<u>\$ 1,934</u>	<u>\$ 1,987</u>
Total impaired loans	<u>\$ 3,456</u>	<u>\$ 4,599</u>
Additional commitments to lend	\$ -	\$ -

The following tables present additional impaired loan information at period end. Unpaid principal balance represents the contractual principal balance of the loan.

	September 30, 2019			Three Months Ended September 30, 2019		Nine Months Ended September 30, 2019	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>Impaired loans:</b>							
<b>With a related allowance for credit losses:</b>							
Production and intermediate-term	\$ 1,092	\$ 1,206	\$ 65	\$ 1,103	\$ 12	\$ 1,205	\$ 44
Total	<u>\$ 1,092</u>	<u>\$ 1,206</u>	<u>\$ 65</u>	<u>\$ 1,103</u>	<u>\$ 12</u>	<u>\$ 1,205</u>	<u>\$ 44</u>
<b>With no related allowance for credit losses:</b>							
Real estate mortgage	\$ 2,255	\$ 2,258	\$ -	\$ 2,275	\$ 24	\$ 2,486	\$ 91
Production and intermediate-term	65	63	-	65	-	71	2
Rural residential real estate	44	74	-	45	1	48	2
Total	<u>\$ 2,364</u>	<u>\$ 2,395</u>	<u>\$ -</u>	<u>\$ 2,385</u>	<u>\$ 25</u>	<u>\$ 2,605</u>	<u>\$ 95</u>
<b>Total impaired loans:</b>							
Real estate mortgage	\$ 2,255	\$ 2,258	\$ -	\$ 2,275	\$ 24	\$ 2,486	\$ 91
Production and intermediate-term	1,157	1,269	65	1,168	12	1,276	46
Rural residential real estate	44	74	-	45	1	48	2
Total	<u>\$ 3,456</u>	<u>\$ 3,601</u>	<u>\$ 65</u>	<u>\$ 3,488</u>	<u>\$ 37</u>	<u>\$ 3,810</u>	<u>\$ 139</u>

Impaired loans:	December 31, 2018			Year Ended December 31, 2018	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>With a related allowance for credit losses:</b>					
Production and intermediate-term	\$ 1,084	\$ 1,203	\$ 47	\$ 1,212	\$ 56
Rural residential real estate	49	76	5	55	3
Total	\$ 1,133	\$ 1,279	\$ 52	\$ 1,267	\$ 59
<b>With no related allowance for credit losses:</b>					
Real estate mortgage	\$ 2,523	\$ 2,524	\$ –	\$ 2,820	\$ 131
Production and intermediate-term	943	983	–	1,054	49
Total	\$ 3,466	\$ 3,507	\$ –	\$ 3,874	\$ 180
<b>Total impaired loans:</b>					
Real estate mortgage	\$ 2,523	\$ 2,524	\$ –	\$ 2,820	\$ 131
Production and intermediate-term	2,027	2,186	47	2,266	105
Rural residential real estate	49	76	5	55	3
Total	\$ 4,599	\$ 4,786	\$ 52	\$ 5,141	\$ 239

A summary of changes in the allowance for loan losses and recorded investment in loans for each reporting period follows:

	Real Estate Mortgage	Production and Intermediate-term	Agribusiness*	Communication	Power and Water/Waste Disposal	Rural Residential Real Estate	International	Total
<b>Activity related to the allowance for credit losses:</b>								
Balance at June 30, 2019	\$ 3,141	\$ 1,041	\$ 191	\$ 23	\$ 24	\$ 94	\$ 15	\$ 4,529
Charge-offs	–	–	–	–	–	–	–	–
Recoveries	–	1	43	–	–	–	–	44
Provision for loan losses	–	–	(44)	(1)	–	(1)	2	(44)
Balance at September 30, 2019	\$ 3,141	\$ 1,042	\$ 190	\$ 22	\$ 24	\$ 93	\$ 17	\$ 4,529
Balance at December 31, 2018	\$ 3,184	\$ 1,035	\$ 166	\$ 22	\$ 23	\$ 84	\$ 15	\$ 4,529
Charge-offs	(199)	(296)	–	–	–	–	–	(495)
Recoveries	239	368	43	–	–	40	–	690
Provision for loan losses	(83)	(65)	(19)	–	1	(31)	2	(195)
Balance at September 30, 2019	\$ 3,141	\$ 1,042	\$ 190	\$ 22	\$ 24	\$ 93	\$ 17	\$ 4,529
Balance at June 30, 2018	\$ 3,214	\$ 992	\$ 218	\$ 24	\$ 24	\$ 81	\$ 16	\$ 4,569
Charge-offs	–	(104)	–	–	–	–	–	(104)
Recoveries	2	65	–	–	–	23	–	90
Provision for loan losses	(110)	120	(8)	(2)	(2)	(23)	(1)	(26)
Balance at September 30, 2018	\$ 3,106	\$ 1,073	\$ 210	\$ 22	\$ 22	\$ 81	\$ 15	\$ 4,529
Balance at December 31, 2017	\$ 3,106	\$ 1,140	\$ 224	\$ 25	\$ 25	\$ 66	\$ 16	\$ 4,602
Charge-offs	(14)	(153)	–	–	–	–	–	(167)
Recoveries	20	96	1	–	–	68	–	185
Provision for loan losses	(6)	(10)	(15)	(3)	(3)	(53)	(1)	(91)
Balance at September 30, 2018	\$ 3,106	\$ 1,073	\$ 210	\$ 22	\$ 22	\$ 81	\$ 15	\$ 4,529
<b>Allowance on loans evaluated for impairment:</b>								
Individually	\$ –	\$ 65	\$ –	\$ –	\$ –	\$ –	\$ –	\$ 65
Collectively	3,141	977	190	22	24	93	17	4,464
Balance at September 30, 2019	\$ 3,141	\$ 1,042	\$ 190	\$ 22	\$ 24	\$ 93	\$ 17	\$ 4,529
Individually	\$ –	\$ 47	\$ –	\$ –	\$ –	\$ 5	\$ –	\$ 52
Collectively	3,184	988	166	22	23	79	15	4,477
Balance at December 31, 2018	\$ 3,184	\$ 1,035	\$ 166	\$ 22	\$ 23	\$ 84	\$ 15	\$ 4,529
<b>Recorded investment in loans evaluated for impairment:</b>								
Individually	\$ 2,255	\$ 1,157	\$ –	\$ –	\$ –	\$ 44	\$ –	\$ 3,456
Collectively	192,447	63,816	11,663	1,356	1,452	5,697	1,044	277,475
Balance at September 30, 2019	\$ 194,702	\$ 64,973	\$ 11,663	\$ 1,356	\$ 1,452	\$ 5,741	\$ 1,044	\$ 280,931
Individually	\$ 2,523	\$ 2,027	\$ –	\$ –	\$ –	\$ 49	\$ –	\$ 4,599
Collectively	201,455	65,456	10,515	1,411	1,452	5,313	948	286,550
Balance at December 31, 2018	\$ 203,978	\$ 67,483	\$ 10,515	\$ 1,411	\$ 1,452	\$ 5,362	\$ 948	\$ 291,149

\*Includes the loan types: Loans to cooperatives, Processing and marketing, and Farm-related business.



A restructuring of a debt constitutes a troubled debt restructuring (TDR) if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. The following tables present additional information about pre-modification and post-modification outstanding recorded investment and the effects of the modifications that occurred during the periods presented. There were no new TDRs that occurred during the three and nine months ended September 30, 2019 and the three months ended September 30, 2018.

Outstanding Recorded Investment	Nine Months Ended September 30, 2018					Charge-offs
	Interest Concessions	Principal Concessions	Other Concessions	Total		
<b>Pre-modification:</b>						
Real estate mortgage	\$ 133	\$ –	\$ –	\$ 133		
Production and intermediate-term	–	717	–	717		
Total	\$ 133	\$ 717	\$ –	\$ 850		
<b>Post-modification:</b>						
Real estate mortgage	\$ 133	\$ –	\$ –	\$ 133	\$ –	
Production and intermediate-term	–	708	–	708	–	
Total	\$ 133	\$ 708	\$ –	\$ 841	\$ –	

Interest concessions may include interest forgiveness and interest deferment. Principal concessions may include principal forgiveness, principal deferment, and maturity extension. Other concessions may include additional compensation received which might be in the form of cash or other assets.

There were no TDRs that occurred during the previous twelve months and for which there was a subsequent payment default during the periods presented. Payment default is defined as a payment that was thirty days or more past due.

The following table provides information at period end on outstanding loans restructured in troubled debt restructurings. These loans are included as impaired loans in the impaired loan table:

	Total TDRs		Nonaccrual TDRs	
	September 30, 2019	December 31, 2018	September 30, 2019	December 31, 2018
Real estate mortgage	\$ 1,765	\$ 1,815	\$ –	\$ –
Production and intermediate-term	786	915	617	743
Total loans	\$ 2,551	\$ 2,730	\$ 617	\$ 743
Additional commitments to lend	\$ –	\$ –		

The following table presents information as of period end:

	September 30, 2019
Carrying amount of foreclosed residential real estate properties held as a result of obtaining physical possession	\$ –
Recorded investment of consumer mortgage loans secured by residential real estate for which formal foreclosure proceedings are in process	\$ –

### Note 3 — Investments

#### Equity Investments in Other Farm Credit System Institutions

Equity investments in other Farm Credit System institutions are generally nonmarketable investments consisting of stock and participation certificates, allocated surplus, and reciprocal investments in other institutions regulated by the FCA. These investments are carried at cost and evaluated for impairment based on the ultimate recoverability of the par value rather than by recognizing temporary declines in value.

Associations are required to maintain ownership in AgFirst (AgFirst or the Bank) in the form of Class B or Class C stock as determined by the Bank. The Bank may require additional capital contributions to maintain its capital requirements. The Association owned 1.01 percent of the issued stock of the Bank as of September 30, 2019, net of any reciprocal investment. As of that date, the Bank's assets totaled \$34.6 billion and

shareholders' equity totaled \$2.5 billion. The Bank's earnings were \$192 million for the first nine months of 2019. In addition, the Association held investments of \$578 related to other Farm Credit institutions.

### Note 4 — Debt

#### Notes Payable to AgFirst Farm Credit Bank

The Association's indebtedness to the Bank represents borrowings by the Association to fund its earning assets. This indebtedness is collateralized by a pledge of substantially all of the Association's assets. The contractual terms of the revolving line of credit are contained in the General Financing Agreement (GFA). The GFA also defines Association performance criteria for borrowing from the Bank, which includes borrowing base margin, earnings and capital covenants, among others.

## Note 5 — Fair Value Measurement

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability in an orderly transaction between market participants in the principal or most advantageous market for the asset or liability.

Accounting guidance establishes a hierarchy for disclosure of fair value measurements to maximize the use of observable inputs, that is, inputs that reflect the assumptions market participants would use in pricing an asset or liability based on market data obtained from sources independent of the reporting entity. The hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. A financial instrument's categorization within the hierarchy tiers is based upon the lowest level of input that is significant to the fair value measurement.

The classifications within the fair value hierarchy are as follows:

Level 1 inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2 inputs include quoted prices for similar assets and liabilities in active markets; quoted prices in markets that are not active; and inputs that are observable, or can be corroborated, for substantially the full term of the asset or liability.

Level 3 inputs are unobservable and supported by little or no market activity. Valuation is determined using pricing models, discounted cash flow methodologies, or similar techniques, and could include significant management judgment or estimation. Level 3 assets and liabilities also could include instruments whose price has been adjusted based on dealer quoted pricing that is different than the third-party valuation or internal model pricing.

For a complete discussion of the inputs and other assumptions considered in assigning various assets and liabilities to the fair value hierarchy levels, see the latest Annual Report to Shareholders.

There were no Level 3 assets or liabilities measured at fair value on a recurring basis for the periods presented. The Association had no transfers of assets or liabilities into or out of Level 1 or Level 2 during the periods presented.

Fair values are estimated at each period end date for assets and liabilities measured at fair value on a recurring basis. Other Financial Instruments are not measured at fair value in the statement of financial position, but their fair values are estimated as of each period end date. The following tables summarize the carrying amounts of these assets and liabilities at period end, and their related fair values.

	September 30, 2019				
	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
<b>Recurring Measurements</b>					
<b>Assets:</b>					
Assets held in trust	\$ 3	\$ 3	\$ —	\$ —	\$ 3
Recurring Assets	\$ 3	\$ 3	\$ —	\$ —	\$ 3
<b>Liabilities:</b>					
Recurring Liabilities	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Nonrecurring Measurements</b>					
<b>Assets:</b>					
Impaired loans	\$ 1,027	\$ —	\$ —	\$ 1,027	\$ 1,027
Other property owned	14	—	—	16	16
Nonrecurring Assets	\$ 1,041	\$ —	\$ —	\$ 1,043	\$ 1,043
<b>Other Financial Instruments</b>					
<b>Assets:</b>					
Cash	\$ —	\$ —	\$ —	\$ —	\$ —
Loans	274,252	—	—	274,401	274,401
Other Financial Assets	\$ 274,252	\$ —	\$ —	\$ 274,401	\$ 274,401
<b>Liabilities:</b>					
Notes payable to AgFirst Farm Credit Bank	\$ 194,188	\$ —	\$ —	\$ 194,682	\$ 194,682
Other Financial Liabilities	\$ 194,188	\$ —	\$ —	\$ 194,682	\$ 194,682

December 31, 2018

	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
<b>Recurring Measurements</b>					
<b>Assets:</b>					
Assets held in trust	\$ 2	\$ 2	\$ -	\$ -	\$ 2
Recurring Assets	\$ 2	\$ 2	\$ -	\$ -	\$ 2
<b>Liabilities:</b>					
Recurring Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Nonrecurring Measurements</b>					
<b>Assets:</b>					
Impaired loans	\$ 1,081	\$ -	\$ -	\$ 1,081	\$ 1,081
Other property owned	118	-	-	131	131
Nonrecurring Assets	\$ 1,199	\$ -	\$ -	\$ 1,212	\$ 1,212
<b>Other Financial Instruments</b>					
<b>Assets:</b>					
Cash	\$ -	\$ -	\$ -	\$ -	\$ -
Loans	283,293	-	-	278,609	278,609
Other Financial Assets	\$ 283,293	\$ -	\$ -	\$ 278,609	\$ 278,609
<b>Liabilities:</b>					
Notes payable to AgFirst Farm Credit Bank	\$ 204,857	\$ -	\$ -	\$ 202,990	\$ 202,990
Other Financial Liabilities	\$ 204,857	\$ -	\$ -	\$ 202,990	\$ 202,990

### SENSITIVITY TO CHANGES IN SIGNIFICANT UNOBSERVABLE INPUTS

Discounted cash flow or similar modeling techniques are generally used to determine the recurring fair value measurements for Level 3 assets and liabilities. Use of these techniques requires determination of relevant inputs and assumptions, some of which represent significant unobservable inputs as indicated in the tables that follow. Accordingly, changes in these unobservable inputs may have a significant impact on fair value.

Certain of these unobservable inputs will (in isolation) have a directionally consistent impact on the fair value of the instrument for a given change in that input. Alternatively, the fair value of the instrument may move in an opposite direction for a given change in another input. Where multiple inputs are used within the valuation technique of an asset or liability, a change in one input in a certain direction may be offset by an opposite change in another input having a potentially muted impact to the overall fair value of that particular instrument. Additionally, a change in one unobservable input may result in a change to another unobservable input (that is, changes in

certain inputs are interrelated with one another), which may counteract or magnify the fair value impact.

#### Inputs to Valuation Techniques

Management determines the Association's valuation policies and procedures. The Bank performs the majority of the Association's valuations, and its valuation processes are calibrated annually by an independent consultant. The fair value measurements are analyzed on a quarterly basis. For other valuations, documentation is obtained for third party information, such as pricing, and periodically evaluated alongside internal information and pricing that is available. Quoted market prices are generally not available for the instruments presented below.

Accordingly, fair values are based on judgments regarding anticipated cash flows, future expected loss experience, current economic conditions, risk characteristics of various financial instruments, and other factors. These estimates involve uncertainties and matters of judgment, and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

#### Quantitative Information about Recurring and Nonrecurring Level 3 Fair Value Measurements

	Fair Value	Valuation Technique(s)	Unobservable Input	Range
Impaired loans and other property owned	\$ 1,043	Appraisal	Income and expense	*
			Comparable sales	*
			Replacement cost	*
			Comparability adjustments	*

\* Ranges for this type of input are not useful because each collateral property is unique.

#### Information about Other Financial Instrument Fair Value Measurements

	Valuation Technique(s)	Input
Cash	Carrying value	Par/principal and appropriate interest yield
Loans	Discounted cash flow	Prepayment forecasts
		Probability of default
		Loss severity
Notes payable to AgFirst Farm Credit Bank	Discounted cash flow	Prepayment forecasts
		Probability of default
		Loss severity

## Note 6 — Employee Benefit Plans

The following is a table of retirement and other postretirement benefit expenses for the Association:

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
Pension	\$ 63	\$ 79	\$ 175	\$ 236
401(k)	57	58	190	179
Other postretirement benefits	25	18	78	72
Total	\$ 145	\$ 155	\$ 443	\$ 487

The following is a table of retirement and other postretirement benefit contributions for the Association:

	Actual YTD Through 9/30/19	Projected Contributions For Remainder of 2019	Projected Total Contributions 2019
	Pension	\$ —	\$ 233
Other postretirement benefits	78	27	105
Total	\$ 78	\$ 260	\$ 338

Contributions in the above table include allocated estimates of funding for multi-employer plans in which the Association participates. These amounts may change when a total funding amount and allocation is determined by the respective Plan's Sponsor Committee. Also, market conditions could impact discount rates and return on plan assets which could change contributions necessary before the next plan measurement date of December 31, 2019.

Further details regarding employee benefit plans are contained in the 2018 Annual Report to Shareholders.

## Note 7 — Commitments and Contingent Liabilities

From time to time, legal actions are pending against the Association in which claims for money damages are asserted. On at least a quarterly basis, the Association assesses its liabilities and contingencies in connection with outstanding legal proceedings utilizing the latest information available. While the outcome of legal proceedings is inherently uncertain, on the basis of information presently available, management, after consultation with legal counsel, is of the opinion that the ultimate liability, if any, from these actions would not be material in relation to the financial position of the Association. Because it is not probable that the Association will incur a loss or the loss is not estimable, no liability has been recorded for any claims that may be pending.

## Note 8 — Subsequent Events

The Association evaluated subsequent events and determined that, except as described below, there were none requiring disclosure through November 8, 2019, which was the date the financial statements were issued.

On October 21, 2019, AgFirst's Board of Directors indicated an intention to declare, in December 2019, a special patronage distribution. The Association will receive between approximately \$826 and \$936 which will be recorded as patronage refunds from other Farm Credit institutions.