# Farm Credit of Western Oklahoma, ACA



Quarterly Report September 30, 2018

condition and results of ope and the CoBank quarterly s www.cobank.com, or may	erations of CoBank, ACB, (C shareholders' reports are ava / be obtained at no charge b	oBank). The 2017 CoBank ailable free of charge by ac y contacting us at Farm Cre	edit of Western Oklahoma, ACA,
3302 Williams Avenue, Wo	oodward, Oklahoma 73801, c	or by calling 580-256-3465	or toll free 1-800-299-3465.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Unaudited)

The following discussion summarizes the financial position and results of operations of Farm Credit of Western Oklahoma, ACA for the nine months ended September 30, 2018, with comparisons to prior periods. You should read these comments along with the accompanying financial statements and footnotes and the 2017 Annual Report to Shareholders. The accompanying financial statements were prepared under the oversight of our Audit Committee.

Most of our lending territory experienced various levels of drought during the first half of 2018, which led to spring wildfire activity impacting the Western and Northwestern regions of our lending territory. The wildfires primarily affected the welfare of livestock, rural structures and rangeland. Following the wildfire activity, adequate moisture fell on much of the area and stimulated pasture growth while improving rangeland quality; although fences, infrastructure, and the loss of various structures across the region will take time to replace. Even more recently, significant rainfall activity has occurred over the majority of our lending territory and has set the stage for ample fall and winter moisture conditions for many of our customers. The outlook for fall planting continues to improve which should be a factor of economic strength to the agriculture producers in our region.

The USDA rates the majority of growing crop conditions across the state of Oklahoma as fair to good and also rates a large amount of the topsoil moisture conditions in Oklahoma as being adequate at this time. Cash grain commodity prices continue to be under pressure, as they have been for several years. Current world trade uncertainties coupled with plentiful production and strong grain inventories are contributing to the downward price pressure. Cattle futures have experienced volatility during 2018, but opportunities for profitability have been present intermittently. Given the volatility, the need for price protection for stocker cattle operators has been prevalent during 2018, but opportunities for profitability has been evident across our customer base.

The total impact on the real estate market from the volatility in commodity prices, the rising interest rate environment and the narrowing of profitability margins in the agricultural sector has yet to be seen in totality. The uncertainty of continued strength in the value of agricultural real estate is also an economic concern to the agricultural industry. Average real estate values in Oklahoma continue to show signs of strength when compared to real estate values nation-wide, but Management will continue to evaluate the sustainability of this market strength over time. USDA National Agriculture Statistics indicates that Oklahoma farm real estate values have increased by 5.26% in 2018, but the continuation of Oklahoma real estate appreciation remains in question given the other factors previously mentioned. Although land values are still increasing on average state-wide, there are pockets of weakness that have been noted and both current and future land value studies will indicate to what level the current farm economy will impact land values across the region. Although concern over the rural economic environment persists, given the present-day commodity prices and the volatility therein over the past few years, significant equities remain across our customer base. Off-farm income has been negatively impacted by the downturn in the oil and gas economy and it is evident that the volatility and weakness in this market continues, yet it appears that activity and profitability in that subset of the economy continues to gain traction. During this period of volatility, solid financial managers will have the upper hand and a higher level of financial management is expected from our customer base in order to maintain profitability by working to control expenses while maintaining liquidity.

#### **LOAN PORTFOLIO**

Loans outstanding at September 30, 2018, totaled \$778.6 million, an increase of \$23.1 million, or 3.06%, from loans of \$755.5 million at December 31, 2017. The increase was primarily due to new real estate loans during the period, offset by a reduction in the production and intermediate-term loan portfolio impacted primarily by seasonal repayments on operating lines of credit.

#### **RESULTS OF OPERATIONS**

Net income for the nine months ended September 30, 2018, was \$9.6 million, an increase of \$817 thousand, or 9.28%, from the same period ended one year ago. The increase was primarily due to an increase in noninterest income and a decrease in provision for credit losses resulting in a credit loss reversal, partially offset by a decrease in net interest income and an increase in other noninterest expense.

Net interest income for the nine months ended September 30, 2018, was \$15.1 million, a decrease of \$518 thousand, or 3.32%, compared with the nine months ended September 30, 2017. Net interest income decreased primarily as a result of decreased spreads on accrual loans.

The credit loss reversal for the nine months ended September 30, 2018, was \$66 thousand, compared with the provision for credit losses of \$631 thousand for the same period one year ago. The provision for credit losses decreased as a result of reduced risk in certain loans and a reduction in the subjective allowance, offset partially by an increase in the reserve for unfunded commitment.

Noninterest income increased \$858 thousand during the first nine months of 2018 compared with the first nine months in 2017 primarily due to a refund of \$503 thousand from Farm Credit System Insurance Corporation (FCSIC). This is our portion of excess funds above the secure base amount in the FCSIC Allocated Insurance Reserve Accounts. Refer to the 2017 Annual Report to Shareholders for additional information. Noninterest income was further increased by additional patronage refunds of \$356 thousand received from CoBank. Mineral income of \$327 thousand was recognized during the first nine months of 2018. Of this amount, \$298 thousand was received from CoBank.

During the first nine months of 2018, noninterest expense increased \$220 thousand to \$8.9 million, primarily due to an increase in other noninterest expenses, consisting primarily of increased purchased services, public and member relations as well as advertising and training. The increase was also impacted by increased costs from our service provider, AgVantis, partially offset by a decrease in salaries and employee benefits and a reduction in FCSIC premiums.

#### CAPITAL RESOURCES

Our shareholders' equity at September 30, 2018, was \$161.0 million, an increase from \$151.4 million at December 31, 2017. This increase is due to net income and the amortization of pension costs included in the net periodic benefit cost, offset by stock reductions.

#### **OTHER MATTERS**

The undersigned certify they have reviewed this report, this report has been prepared in accordance with all applicable statutory or regulatory requirements and the information contained herein is true, accurate, and complete to the best of his or her knowledge and belief.

John Grunewald President/CEO

November 2<sup>nd</sup>, 2018

Jamey B. Mitchell CFO

November 2<sup>nd</sup>, 2018

Alan Schenk

Chairman of the Board November 2<sup>nd</sup>, 2018

## **Consolidated Statement of Condition**

(Dollars in Thousands)				
	Sep	tember 30	De	cember 31
		2018		2017
	UN	NAUDITED	,	AUDITED
ASSETS				
Loans	\$	778,618	\$	755,515
Less allowance for loan losses		2,249		2,394
Net loans		776,369		753,121
Cash		1,996		4,687
Accrued interest receivable		17,166		12,037
Investment in CoBank, ACB		25,467		25,467
Premises and equipment, net		5,163		5,152
Prepaid benefit expense		2,196		1,742
Other assets		3,807		4,430
Total assets	\$	832,164	\$	806,636
LIABILITIES				
Note payable to CoBank, ACB	\$	657,299	\$	641,234
Advance conditional payments		9,353		6,144
Accrued interest payable		1,353		1,125
Patronage distributions payable		-		2,500
Accrued benefits liability		263		269
Reserve for unfunded commitments		469		407
Other liabilities		2,444		3,600
Total liabilities		671,181		655,279
Commitments and Contingencies				
SHAREHOLDERS' EQUITY				
Capital stock		1,968		1,971
Additional paid-in capital		33,619		33,619
Unallocated retained earnings		125,459		115,842
Accumulated other comprehensive (loss)/income		(63)		(75)
Total shareholders' equity		160,983		151,357
Total liabilities and shareholders' equity	\$	832,164	\$	806,636

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

## **Consolidated Statement of Comprehensive Income**

(Dollars in Thousands)								
	F	or the thr	ee m	onths		For the ni	ne m	onths
	е	nded Sep	temb	er 30	(	ended Sep	oteml	ber 30
UNAUDITED	:	2018		2017		2018		2017
INTEREST INCOME								
Loans	\$	9,457	\$	8,572	\$	27,128	\$	25,728
Total interest income		9,457		8,572		27,128		25,728
INTEREST EXPENSE								
Note payable to CoBank		4,322		3,456		11,956		10,046
Other		32		25		85		77
Total interest expense		4,354		3,481		12,041		10,123
Net interest income		5,103		5,091		15,087		15,605
(Credit loss reversals)/Provision for credit losses		(42)		83		(66)		631
Net interest income after (credit loss reversals)/								
provision for credit losses		5,145		5,008		15,153		14,974
NONINTEREST INCOME								
Financially related services income		6		6		11		15
Loan fees		4		(5)		4		7
Patronage refund from Farm Credit Institutions		1,099		702		2,498		2,142
Farm Credit Insurance Fund distribution		-		-		503		-
Mineral income		136		102		327		322
Other noninterest income		4		2		48		47
Total noninterest income		1,249		807		3,391		2,533
NONINTEREST EXPENSE								
Salaries and employee benefits		1,540		1,362		4,338		4,449
Occupancy and equipment		151		128		427		436
Purchased services from AgVantis, Inc.		462		388		1,377		1,263
Farm Credit Insurance Fund premium		128		206		375		636
Supervisory and examination costs		60		58		204		198
Other noninterest expense		623		588		2,206		1,725
Total noninterest expense		2,964		2,730		8,927		8,707
Net income		3,430		3,085		9,617		8,800
OTHER COMPREHENSIVE INCOME								
Amortization of retirement costs		4		3		12		10
Comprehensive income	\$	3,434	\$	3,088	\$	9,629	\$	8,810

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

## **Consolidated Statement of Changes in Shareholders' Equity**

(Dollars in Thousands)											
	_			ditional	Unallocated		0	mulated ther	Total		
UNAUDITED		apital Stock	Paid-In Capital		Retained Earnings		•	rehensive ne/(Loss)	Sna	reholders' Equity	
Balance at December 31, 2016	\$	2,002	\$	33,619	\$	106,610	\$	(65)	\$	142,166	
Comprehensive income						8,800		10		8,810	
Stock issued		106								106	
Stock retired		(124)								(124)	
Balance at September 30, 2017	\$	1,984	\$	33,619	\$	115,410	\$	(55)	\$	150,958	
Balance at December 31, 2017	\$	1,971	\$	33,619	\$	115,842	\$	(75)	\$	151,357	
Comprehensive income						9,617		12		9,629	
Stock issued		126								126	
Stock retired		(129)								(129)	
Balance at September 30, 2018	\$	1,968	\$	33,619	\$	125,459	\$	(63)	\$	160,983	

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

#### **NOTES TO FINANCIAL STATEMENTS**

(Dollars in Thousands, Except as Noted) (Unaudited)

#### **NOTE 1 - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES**

A description of the organization and operations of Farm Credit of Western Oklahoma, ACA (the Association), the significant accounting policies followed, and the financial condition and results of operations as of and for the year ended December 31, 2017, are contained in the 2017 Annual Report to Shareholders. These unaudited third quarter 2018 financial statements should be read in conjunction with the 2017 Annual Report to Shareholders.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2017, as contained in the 2017 Annual Report to Shareholders.

In the opinion of management, the unaudited financial information is complete and reflects all adjustments, consisting of normal recurring adjustments, necessary for a fair statement of results for the interim periods. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2018. Descriptions of the significant accounting policies are included in the 2017 Annual Report to Shareholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

In August 2018, the Financial Accounting Standards Board (FASB) issued guidance entitled "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Cost." The guidance aligns 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 this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2019. The guidance also requires an entity (customer) to expense the capitalized implementation costs of a hosting arrangement that is a service contract over the term of the hosting arrangement. It further specifies where to present expense and payments in the financial statements. Early adoption is permitted. The guidance is to be applied on a retrospective or prospective basis to all implementation costs incurred after the date of adoption. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

In August 2018, the FASB issued guidance entitled "Disclosure Framework — Changes to the Disclosure Requirements for Defined Benefit Plans." The guidance modifies the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans. This guidance becomes effective for fiscal years ending after December 15, 2020. Early adoption is permitted. The guidance is to be applied on a retrospective basis for all periods. The adoption of this guidance will not impact the Association's financial condition or its results of operations, but will impact the employee benefit plan disclosures.

In August 2018, the FASB issued guidance entitled "Disclosure Framework — Changes to the Disclosure Requirements for Fair Value Measurement." The guidance modifies the requirements on fair value measurements by removing, modifying or adding to the disclosures. This guidance becomes effective for interim and annual periods beginning after December 15, 2019. Early adoption is permitted and an entity is permitted to early adopt any removal or modified disclosures and delay adoption of the additional disclosures until their effective date. The adoption of this guidance will not impact the Association's financial condition or its results of operations, but will impact the fair value measurements disclosures.

In February 2018, the FASB issued guidance entitled "Income Statement — Reporting Comprehensive Income — Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income." This guidance allows for the reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the recently issued tax legislation, Tax Cuts and Jobs Act (TCJA) that lowered the federal corporate tax rate from 35 percent to 21 percent. The amount of the reclassification shall include the effect of the change in the tax rate on gross deferred tax amounts and related valuation allowances at the date of enactment of the TCJA related to items remaining in accumulated other comprehensive income. The guidance becomes effective for financial statements issued for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years.

Early adoption is permitted. The Association early adopted this standard during the first quarter of 2018, and there was no impact on the Association's financial condition or results of operations.

In March 2017, the FASB issued guidance entitled "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost." The guidance requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. Other components are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not materially impact the Association's financial condition or results of operations.

In August 2016, the FASB issued guidance entitled "Classification of Certain Cash Receipts and Cash Payments." The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations.

In June 2016, the FASB issued guidance entitled "Measurement of Credit Losses on Financial Instruments." The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to available-for-sale securities would also be recorded through an allowance for credit losses. For public business entities that are not U.S. Securities and Exchange Commission filers this guidance becomes effective for interim and annual periods beginning after December 15, 2020, with early application permitted. The Association is evaluating the impact of adoption on its financial condition and results of operations.

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. In July 2018, the FASB issued an update entitled "Leases – Targeted Improvements," which provides entities with an additional (and optional) transition method to adopt the new leases standard. Under this new 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. An entity that elects this additional transition method must provide the required disclosures of the now current standard for all prior periods presented. The guidance and related amendments in this update become effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association has evaluated this guidance and determined that the financial impact to the Association will be nominal.

In January 2016, the FASB issued guidance entitled "Recognition and Measurement of Financial Assets and Liabilities." The guidance affects, among other things, the presentation and disclosure requirements for financial instruments. For public entities, the guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments carried at amortized cost. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations but did impact the Association's fair value disclosures.

In May 2014, the FASB issued guidance entitled, "Revenue from Contracts with Customers." The guidance governs revenue recognition from contracts with customers and requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the FASB are excluded from the scope of this new revenue recognition guidance. The guidance sets forth the requirement for new and enhanced disclosures. The Association adopted the new standard effective January 1, 2018, using the modified retrospective approach. As the majority of the Association's revenues are not subject to the new guidance, the adoption of the guidance did not have a material impact on the financial position, results of operations, equity or cash flows.

#### NOTE 2 - LOANS AND ALLOWANCE FOR LOAN LOSSES

A summary of loans follows.

	September 30, 2018	December 31, 2017
Real estate mortgage	\$ 516,664	\$ 489,012
Production and intermediate-term	246,045	254,198
Agribusiness	14,024	10,032
Rural Infrastructure	1,130	1,256
Rural residential real estate	755	1,017
Total Loans	\$ 778,618	\$ 755,515

The Association purchases and sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following table presents information regarding the balances of participations purchased and sold at September 30, 2018:

	Other Farm Credit Institutions					Non-Farr Institu		Total				
	Pu	rchased	Sold		Purchased		Sold		Pι	ırchased		Sold
Real estate mortgage	\$	40,656	\$	21,506	\$	824	\$	-	\$	41,480	\$	21,506
Production and intermediate-term		21,043		8,321		-		-		21,043		8,321
Agribusiness		5,648		-		-		-		5,648		-
Rural infrastructure		1,130		-		-		-		1,130		-
Total	\$	68,477	\$	29,827	\$	824	\$	-	\$	69,301	\$	29,827

The following table shows loans and related accrued interest classified under the Farm Credit Administration Uniform

	September 30, 2018	December 31, 2017
Real estate mortgage		
Acceptable	94.08%	93.32%
OAEM	2.08%	2.83%
Substandard	3.84%	3.85%
Total	100.00%	100.00%
Production and intermediate-term		
Acceptable	89.61%	89.27%
OAEM	4.05%	5.39%
Substandard	6.34%	5.34%
Total	100.00%	100.00%
Agribusiness		
Acceptable	99.94%	99.92%
OAEM	0.06%	0.08%
Total	100.00%	100.00%
Rural infrastructure		
Acceptable	100.00%	100.00%
Total	100.00%	100.00%
Rural residential real estate		
Acceptable	100.00%	100.00%
Total	100.00%	100.00%
Total Loans		
Acceptable	92.78%	92.06%
OAEM	2.66%	3.65%
Substandard	4.56%	4.29%
Total	100.00%	100.00%

High risk assets consist of impaired loans and other property owned. These nonperforming assets (including related accrued interest) and related credit quality are as follows:

(dollars in thousands)	September 30, 2018	December 31, 2017
Nonaccrual loans Real estate mortgage Production and intermediate-term	\$ 2,153 1,963	\$ 3,006 2,234
Total nonaccrual loans	\$ 4,116	\$ 5,240
Accruing restructured loans Real estate mortgage	\$ 87	\$ 87
Total accruing restructured loans	\$ 87	\$ 87
Accruing loans 90 days past due Real estate mortgage Production and intermediate-term	\$ 408 683	\$ 132 10
Total accruing loans 90 days past due	\$ 1,091	\$ 142
Total impaired loans	\$ 5,294	\$ 5,469

The Association had no other property owned for the periods presented.

Additional impaired loan information is as follows:

		Sep	tem	ber 30, 2	2018		December 31, 2017					
			L	Inpaid					Unpaid			
	Re	Recorded		Principal		elated	Recorded		Principal		Related	
	Inve	estment	В	alance	Allo	wance	Inve	estment	Balance		Allo	wance
Impaired loans with a related allowance for credit losses:												
Production and intermediate-term	\$	1,602	\$	2,151	\$	413	\$	1,621	\$	1,591	\$	353
Total	\$	1,602	\$	2,151	\$	413	\$	1,621	\$	1,591	\$	353
Impaired loans with no related allowance for credit losses:												
Real estate mortgage	\$	2,648	\$	2,641			\$	3,225	\$	3,200		
Production and intermediate-term		1,044		2,355				623		2,512		
Total	\$	3,692	\$	4,996			\$	3,848	\$	5,712		
Total impaired loans:												
Real estate mortgage	\$	2,648	\$	2,641	\$	-	\$	3,225	\$	3,200	\$	-
Production and intermediate-term		2,646		4,506		413		2,244		4,103		353
Total	\$	5,294	\$	7,147	\$	413	\$	5,469	\$	7,303	\$	353

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

	Fo	r the Three Septembe			For the Three Months Ended September 30, 2017					
		verage ired Loans		t Income		verage ired Loans		Income gnized		
Impaired loans with a related allowance for credit losses:		,								
Production and intermediate-term	\$	\$ 1,612		\$ -		\$ 2,937		-		
Total	\$	\$ 1,612		-	\$	2,937	\$	-		
Impaired loans with no related allowance for credit losses:										
Real estate mortgage Production and intermediate-term	\$	2,649 1,030	\$ 7 4		\$	1,266 627	\$	6 21		
Total	\$	3,679	\$	11	\$	1,893	\$	27		
Total impaired loans: Real estate mortgage Production and intermediate-term	\$	2,649 2,642	\$	7 4	\$	1,266 3,564	\$	6 21		
Total	\$	5,291	\$	11	\$	4,830	\$	27		

	Fo	or the Nine I Septembe			For the Nine Months Ended September 30, 2017					
		verage ired Loans		t Income		verage ired Loans		: Income gnized		
Impaired loans with a related allowance for credit losses:										
Production and intermediate-term	\$	1,666	\$	\$ -		\$ 2,368		-		
Total	\$	\$ 1,666		-	\$	2,368	\$	-		
Impaired loans with no related allowance for credit losses:										
Real estate mortgage	\$	2,910	\$	83	\$	850	\$	-		
Production and intermediate-term		378		4		534		30		
Total	\$	3,288	\$	87	\$	1,384	\$	30		
Total impaired loans:										
Real estate mortgage	\$	2,910	\$	83	\$	850	\$	-		
Production and intermediate-term		2,044		4		2,902		30		
Total	\$	4,954	\$	87	\$	3,752	\$	30		

The following tables provide an age analysis of past due loans (including accrued interest).

September 30, 2018	89 Days st Due	Days or ore Past Due	То	otal Past Due	or	t Past Due less than Days Past Due	R	ecorded estment in Loans	Inve Ac Loa Da Moi	corded estment cruing ans 90 ays or re Past Due
Real estate mortgage	\$ 2,252	\$ 2,424	\$	4,676	\$	523,302	\$	527,978	\$	408
Production and intermediate-term	117	2,575		2,692		249,113		251,805		683
Agribusiness	-	-		-		14,108		14,108		-
Rural infrastructure	-	-		-		1,131		1,131		-
Rural residential real estate	-	-		-		762		762		-
Total	\$ 2,369	\$ 4,999	\$	7,368	\$	788,416	\$	795,784	\$	1,091

December 31, 2017	9 Days t Due	Мо	Days or re Past Due	otal Past Due	or	t Past Due less than Days Past Due	R	ecorded estment in Loans	Inve Ac Los Da Mo	corded estment cruing ans 90 ays or re Past Due
Real estate mortgage	\$ 285	\$	897	\$ 1,182	\$	495,565	\$	496,747	\$	132
Production and intermediate-term	237		1,631	1,868		256,569		258,437		10
Agribusiness	-		-	-		10,090		10,090		-
Rural infrastructure	-		-	-		1,257		1,257		-
Rural residential real estate	-		-	-		1,021		1,021		-
Total	\$ 522	\$	2,528	\$ 3,050	\$	764,502	\$	767,552	\$	142

A summary of changes in the allowance for loan losses is as follows:

	 ance at 30, 2018	Char	ge-offs	Reco	veries	Loan I (Loai	rovision for oan Losses/ (Loan Loss Reversals)		lance at ember 30, 2018
Real estate mortgage	\$ 331	\$	-	\$	-	\$	45	\$	376
Production and intermediate-term	1,882		18		4		(46)		1,822
Agribusiness	22		-		-		19		41
Rural infrastructure	11		-		-		(1)		10
Total	\$ 2,246	\$	18	\$	4	\$	17	\$	2,249

	alance at cember 31, 2017	Char	ge-offs	Reco	overies	Loan (Loa	ision for Losses/ an Loss ersals)	Septe	ance at ember 30, 2018
Real estate mortgage	\$ 367	\$	-	\$	-	\$	9	\$	376
Production and intermediate-term	1,993		27		10		(154)		1,822
Agribusiness	27		-		-		14		41
Rural infrastructure	7		-		-		3		10
Total	\$ 2,394	\$	27	\$	10	\$	(128)	\$	2,249

	Balance at June 30, 2017		Char	ge-offs	offs Recoveries		Loan l (Loar	sion for Losses/ n Loss ersals)	Balance at September 30, 2017	
Real estate mortgage	\$	379	\$	-	\$	-	\$	32	\$	411
Production and intermediate-term		2,654		17		3		32		2,672
Agribusiness		22		-		-		5		27
Rural infrastructure		10		-		-		(1)		9
Total	\$	3,065	\$	17	\$	3	\$	68	\$	3,119

	Balance at December 31, 2016		Charge-offs		Recoveries		Provision for Loan Losses/ (Loan Loss Reversals)		Balance at September 30 2017	
Real estate mortgage	\$	293	\$	-	\$	-	\$	118	\$	411
Production and intermediate-term		2,295		34		9		402		2,672
Agribusiness		25		-		-		2		27
Rural infrastructure		10		-		-		(1)		9
Total	\$	2,623	\$	34	\$	9	\$	521	\$	3,119

The Association maintains a separate reserve for unfunded commitments, which is included in Liabilities on the Association's Consolidated Statement of Condition. The related provision for the reserve for unfunded commitments is included as part of the provision for credit losses on the Consolidated Statement of Comprehensive Income, along with the provision for loan losses. A summary of changes in the reserve for unfunded commitments follows:

		For the Three Months Ended September 30				For the Ni Ended Ser		-
	2	<b>2018</b> 2017			2	018	2	.017
Balance at beginning of period Provision for unfunded commitments/ (Reversal of reserve for unfunded commitments)	\$	\$ 528		469 15	\$	407 62	\$	374 110
Total	\$	(59) 469	\$	484	\$ 469		\$	484

Additional information on the allowance for credit losses follows:

	Losses Endir	e for Credit ng Balance at er 30, 2018	Outstanding Er	tments in Loans ding Balance at er 30, 2018
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage Production and intermediate-term Agribusiness	\$ - 413 -	\$ 376 1,409 41	\$ 2,648 2,646	\$ 525,330 249,159 14,108
Rural infrastructure Rural residential real estate	-	10	-	1,131 762
Total	\$ 413	\$ 1,836	\$ 5,294	\$ 790,490

		Allowance sses Endir Decembe	e at	Recorded Investments in Loans Outstanding Ending Balance at December 31, 2017					
	Individ evalua impair	ted for	Collectively evaluated for impairment			vidually uated for airment	eva	lectively luated for airment	
Real estate mortgage	\$	-	\$	367	\$	3,225	\$	493,522	
Production and intermediate-term		353		1,640		2,244		256,193	
Agribusiness		-		27		-		10,090	
Rural infrastructure	- 7			-		1,257			
Rural residential real estate					-		1,021		
Total	\$ 353 \$ 2,041			\$	5,469	\$	762,083		

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 Association recorded no TDRs during the nine months ended September 30, 2018. The Association had no TDRs within the previous 12 months and for which there were subsequent payment defaults during the first nine months of 2018 and 2017.

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

		Loans mod	lified as TD	Rs	TDRs in Nonaccrual Status*					
	Septe	September 30,		nber 31,	Septem	ber 30,	Decem	ber 31,		
	2	2018		017	20	18	2017			
Real estate mortgage	\$	\$ 87		87	\$	-	\$	-		
Total	\$	87	\$ 87		\$	-	\$	-		

<sup>\*</sup> Represents the portion of loans modified as TDRs (first column) that are in nonaccrual status.

#### **NOTE 3 - CAPITAL**

A summary of select capital ratios based on a three-month average and minimums set by the Farm Credit Administration follows.

	As of September 30, 2018	As of December 31, 2017	Regulatory Minimums	Capital Convservation Buffer	Total
Risk Adjusted:					
Common equity tier 1 ratio	17.56%	16.83%	4.5%	2.5%*	7.0%
Tier 1 capital ratio	17.56%	16.83%	6.0%	2.5%*	8.5%
Total capital ratio	17.93%	17.31%	8.0%	2.5%*	10.5%
Permanent capital ratio	17.61%	16.90%	7.0%	-	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio Unallocated retained earnings	16.63%	15.95%	4.0%	1.0%	5.0%
and equivalents leverage ratio	18.10%	17.42%	1.5%	-	1.5%

<sup>\*</sup> The 2.5% capital conservation buffer over risk-adjusted ratio minimums will be phased in over three years under the FCA capital requirements.

If capital ratios fall below the regulatory minimum plus buffer amounts, capital distributions (equity redemptions, cash dividend payments, and cash patronage payments) and discretionary senior executive bonuses are restricted or prohibited without prior FCA approval. The current regulations establish a three-year phase-in of the capital conservation buffer, which began on January 1, 2017. There will be no phase-in of the leverage buffer.

The following tables present the activity in the accumulated other comprehensive loss, net of tax by component:

	1	For the Three Months Ended September 30					ine Months ptember 30	
	<b>2018</b> 2017 <b>2018</b>			2018		2017		
Pension and other benefit plans:								
Beginning balance Amounts reclassified from accumulated other	\$	(67)	\$	(58)	\$	(75)	\$	(65)
comprehensive loss		4		3		12		10
Ending balance	\$	(63)	\$	(55)	\$	(63)	\$	(55)

The following table represents reclassifications out of accumulated other comprehensive income/(loss).

	Accu	Amount Recl mulated Othe Income hree Months	Location of Gain/Loss		
		)18	Recognized in Statement of Income		
Pension and other benefit plans: Net actuarial loss	\$	4	Salaries and employee benefits		
Total reclassifications	<b>\$ 4</b> \$ 3				
		Amount Recl mulated Othe Income			Location of Gain/Loss
	For the N	Vine Months	Ended Sept	ember 30	Recognized in
	20	)18	20	17	Statement of Income
Pension and other benefit plans: Net actuarial loss	\$	12	\$	10	Salaries and employee benefits
Total reclassifications	\$	12	\$	10	

#### **NOTE 4 - INCOME TAXES**

The Tax Cuts and Jobs Act of 2017 enacted in late 2017, among other things, lowered the federal corporate tax rate from 35 percent to 21 percent beginning in 2018. Refer to the 2017 Annual Report to Shareholders for additional information.

#### **NOTE 5 - FAIR VALUE MEASUREMENTS**

Accounting guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability. See Note 2 to the 2017 Annual Report to Shareholders for a more complete description.

Assets measured at fair value on a recurring basis are summarized below:

	Fair Value Measurement Using						Total Fair	
	Le	Level 1 Leve		rel 2	Level 3		Value	
Assets held in nonqualified benefits trusts								
September 30, 2018	\$	429	\$	-	\$	-	\$	429
December 31, 2017	\$	347	\$	-	\$	-	\$	347

During the first nine months of 2018, the Association recorded no transfers in or out of Levels 1, 2, or 3.

The Association had no liabilities measured at fair value on a recurring basis at September 30, 2018 or December 31, 2017.

Assets measured at fair value on a non-recurring basis for each of the fair value hierarchy values are summarized below:

		Fair V	Total Fair				
	Le	Level 1 Level 2		/el 2	Level 3	Value	
September 30, 2018 Loans	\$	-	\$	-	\$ 1,189	\$ 1,189	
December 31, 2017							
Loans	\$	-	\$	-	\$ 1,268	\$ 1,268	

With regard to impaired loans and other property owned, it is not practicable to provide specific information on inputs as each collateral property is unique. System institutions utilize appraisals to value these loans and other property owned and takes into account unobservable inputs such as income and expense, comparable sales, replacement cost and comparability adjustments.

The Association had no liabilities measured at fair value on a non-recurring basis at September 30, 2018 or December 31, 2017.

#### **Valuation Techniques**

As more fully discussed in Note 2 to the 2017 Annual Report to Shareholders, accounting guidance establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following presents a brief summary of the valuation techniques used by the Association for assets and liabilities, subject to fair value measurement.

#### Assets Held in Non-Qualified Benefits Trusts

Assets held in trust funds related to deferred compensation and supplemental retirement plans are classified within Level 1. The trust funds include investments that are actively traded and have quoted net asset values that are observable in the marketplace.

#### Loans Evaluated for Impairment

For impaired loans measured on a non-recurring basis, the fair value is based upon the underlying collateral since the loans are collateral dependent loans for which real estate is the collateral. The fair value measurement process uses

independent appraisals and other market-based information, but in many cases, it also requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters. As a result, these fair value measurements fall within Level 3 of the hierarchy. When the value of the real estate, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established and the net loan is reported at its fair value.

#### **NOTE 6 - SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through November 2<sup>nd</sup> which is the date the financial statements were issued, and no material subsequent events were identified.