# Quarterly Report to Stockholders

# Farm Credit of Western Oklahoma, ACA Woodward, Oklahoma

September 30, 2013



The shareholders' investment in the Farm Credit of Western Oklahoma, ACA (Association) is materially affected by the financial condition and results of operations of CoBank, ACB, (CoBank). The 2012 CoBank Annual Report to Shareholders, and the CoBank quarterly shareholders' reports are available free of charge by accessing CoBank's website, <a href="https://www.cobank.com">www.cobank.com</a>, or may be obtained at no charge by contacting the Association at 3302 Williams Avenue, Woodward, Oklahoma 73801 or calling 580-256-3465 or toll-free 1-800-299-3465.

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

(Dollars in Thousands, Except as Noted) (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, 2013, with comparisons to prior periods. You should read these comments along with the accompanying financial statements and footnotes and the 2012 Annual Report to Shareholders. The accompanying financial statements were prepared under the oversight of our Audit Committee.

### LOAN PORTFOLIO

Loans outstanding at September 30, 2013 totaled \$459,822, an increase of \$6,525, or 1.44%, from loans of \$453,297 at December 31, 2012.

### **RESULTS OF OPERATIONS**

Net income for the nine months ended September 30, 2013 was \$4,798, an increase of \$150, or 3.23%, from the same period ended one year ago. The increase is from an increase in net interest income, patronage from CoBank, and mineral income offset by an increase in expenses, provision for loan losses and in 2012 a distribution of \$377 was received from Farm Credit Insurance Fund. There was no distribution made in 2013.

Net interest income for the nine months ended September 30, 2013 was \$9,303, an increase of \$1,000, or 12.04%, compared with September 30, 2012. Net interest income increased as a result of an increase of \$47,067 in average year-to-date loan volume for 2013 versus the same period in 2012 and a lower cost of funds from CoBank.

The provision for loan losses for the nine months ended September 30, 2013 was \$206, an increase of \$47, or 29.56%, from the provision for loan losses for the same period ended one year ago. The provision for loan losses increased primarily as a result of increased loan volume.

Noninterest income decreased \$176 during the first nine months of 2013 compared with the first nine months in 2012. In the second quarter of 2012 we received our allocated portion of a rebate distributed by Farm Credit System Insurance Company (FCSIC) of \$377. There has not been any FCSIC rebate in 2013. This has been partially offset by an increase of mineral income of \$55 and CoBank patronage of \$142.

During the first nine months of 2013, noninterest expense increased \$627 to \$6,151, primarily due to an increase in salaries and benefits, due to annual merit increases and bonuses and an increase in Farm Credit Insurance Fund premiums. This was offset by a decrease of other noninterest expenses.

### CAPITAL RESOURCES

Our shareholders' equity at September 30, 2013 was \$88,888, an increase from \$84,118 at December 31, 2012. This increase is due to net income, slightly offset by net 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.

Jimmie Purvine, Chairman of the Board

November 5, 2013

ohn Grunewald, President/CEO

November 5, 2013

Jamie Shirkey, Sr. V.P. - CFO

November 5, 2013

### **Consolidated Statement of Condition**

(Dollars in Thousands)				
	Sep	tember 30	De	cember 31
		2013		2012
	UN	IAUDITED	A	AUDITED
ASSETS				
Loans	\$	459,822	\$	453,297
Less allowance for loan losses		2,356		2,162
Net loans		457,466		451,135
Cash		3,960		6,247
Accrued interest receivable		9,031		5,707
Investment in CoBank		13,999		13,999
Premises and equipment, net		1,709		1,692
Prepaid benefit expense		162		510
Other assets		1,692		1,943
Total assets	\$	488,019	\$	481,233
LIABILITIES				
Note payable to CoBank	\$	388,615	\$	387,008
Advance conditional payments	•	7,072	•	5,248
Accrued interest payable		2,676		2,937
Patronage distributions payable		_,0:0		1,250
Accrued benefits liability		103		110
Other liabilities		665		562
Total liabilities		399,131		397,115
Commitments and Contingencies				
SHAREHOLDERS' EQUITY		4 0 4 0		4 077
Capital stock		1,349		1,377
Unallocated retained earnings		87,539		82,741
Total shareholders' equity		88,888		84,118
Total liabilities and shareholders' equity	\$	488,019	\$	481,233

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

## **Consolidated Statement of Comprehensive Income**

(Dollars in Thousands)

	 or the thr	 	For the nine months ended September 30			
UNAUDITED	2013	2012		2013		2012
INTEREST INCOME						
Loans	\$ 4,986	\$ 4,737	\$	14,789	\$	14,014
Total interest income	4,986	4,737		14,789		14,014
INTEREST EXPENSE						
Note payable to CoBank	1,791	1,864		5,431		5,653
Other	17	19		55		58
Total interest expense	1,808	1,883		5,486		5,711
Net interest income	3,178	2,854		9,303		8,303
(Loan loss reversal)/provision for loan losses	(47)	(32)		206		159
Net interest income after loan loss reversal/provision for loan losses	3,225	2,886		9,097		8,144
NONINTEREST INCOME						
Financially related services income	9	9		20		25
Loan fees	7	13		20		14
Patronage refund from Farm Credit Institutions	435	410		1,288		1,146
Farm Credit Insurance Fund distribution	-	-		-		377
Mineral income	207	89		465		410
Other noninterest income	2	4		59		56
Total noninterest income	660	525		1,852		2,028
NONINTEREST EXPENSE						
Salaries and employee benefits	990	820		3,598		3,013
Occupancy and equipment	87	95		253		240
Purchased services from AgVantis, Inc.	176	175		527		520
Farm Credit Insurance Fund premium	89	41		258		117
Supervisory and examination costs	38	38		113		115
Other noninterest expense	401	372		1,402		1,519
Total noninterest expense	1,781	1,541		6,151		5,524
Net income/Comprehensive income	\$ 2,104	\$ 1,870	\$	4,798	\$	4,648

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

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

(Dollars in Thousands)

UNAUDITED	Borr	ected ower ock	Capital Stock	ι	Jnallocated Retained Earnings	Sh	Total areholders' Equity
Balance at December 31, 2011	\$	3	\$ 1,383	\$	77,722	\$	79,108
Comprehensive income					4,648		4,648
Stock issued		-	126				126
Stock retired		(3)	(126)				(129)
Balance at September 30, 2012	\$	-	\$ 1,383	\$	82,370	\$	83,753
Balance at December 31, 2012	\$	-	\$ 1,377	\$	82,741	\$	84,118
Comprehensive income					4,798		4,798
Stock issued		-	76				76
Stock retired		-	(104)				(104)
Balance at September 30, 2013	\$	-	\$ 1,349	\$	87,539	\$	88,888

The accompanying notes are an integral part of these 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, 2012, are contained in the 2012 Annual Report to Shareholders. These unaudited third quarter 2013 financial statements should be read in conjunction with the 2012 Annual Report to Shareholders.

In December 2011, the Financial Accounting Standards Board (FASB) issued guidance entitled, "Balance Sheet – Disclosures about Offsetting Assets and Liabilities." The guidance requires an entity to disclose information about offsetting and related arrangements to enable users of its financial statements to understand the effect of those arrangements on its financial position. This includes the effect or potential effect of rights of setoff associated with an entity's recognized assets and recognized liabilities. The requirements apply to recognized financial instruments and derivative instruments that are offset in accordance with the rights of offset set forth in accounting guidance and for those recognized financial instruments and derivative instruments that are subject to an enforceable master netting arrangement or similar agreement, irrespective of whether they are offset or not. This guidance is to be applied retrospectively for all comparative periods and is effective for annual reporting periods beginning on or after January 1, 2013, and interim periods within those annual periods. The adoption of this guidance did not impact the financial condition or results of operations, but resulted in additional disclosures.

In February 2013, the FASB issued guidance, "Reporting of Amounts Reclassified out of Accumulated Other Comprehensive Income." The guidance requires entities to present either parenthetically on the face of the financial statements or in the notes to the financial statements, significant amounts reclassified from each component of accumulated other comprehensive income and the income statement line items affected by the reclassification. The guidance is effective for public entities for annual periods beginning after December 15, 2012 and for non-public entities for annual periods beginning after December 15, 2013. The adoption of this guidance will not impact the financial condition or results of operations, but will result in additional disclosures.

The accompanying financial statements contain all adjustments necessary for a fair presentation of the interim financial condition and results of operations, and conform with generally accepted accounting principles and prevailing practices within the banking industry. The results for the nine months ended September 30, 2013 are not necessarily indicative of the results to be expected for the year ended December 31, 2013.

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

A summary of loans follows.

	September 30, 2013	December 31, 2012		
Real estate mortgage	\$ 303,491	\$ 300,101		
Production and intermediate-term	144,373	137,879		
Agribusiness:				
Loans to cooperatives	5,814	8,345		
Processing and marketing	3,689	4,356		
Farm-related business	747	1,022		
Rural residential real estate	1,708	1,594		
Total loans	\$ 459,822	\$ 453,297		

The Association purchases or 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 during the quarter ended September 30, 2013:

	Other Far	m Credit		Non-Far	m Cre	dit				
	Institu	Institutions			utions		Total			
	Purchased	Sold	Purchased		Sold		Purchased	Sold		
Real estate mortgage	\$ 30,536	\$ 11,389	\$	263	\$		\$ 30,799	\$ 11,389		
Production and intermediate-term	26,470	4,514					26,470	4,514		
Agribusiness	3,689					97	3,689	97		
Total	\$ 60,695	\$ 15,903	\$	263	\$	97	\$ 60,958	\$ 16,000		

The following table shows loans and related accrued interest classified under the Farm Credit Administration Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable by loan type as of:

	September 30, 2013	December 31, 2012
Real estate mortgage		
Acceptable	99.30%	98.50%
OAEM	0.52%	1.44%
Substandard	0.18%	0.06%
Total	100.00%	100.00%
Production and intermediate-term		
Acceptable	97.62%	97.94%
OAEM	0.85%	1.84%
Substandard	1.53%	0.22%
Total	100.00%	100.00%
Agribusiness		
Acceptable	87.14%	84.19%
OAEM	0.88%	8.29%
Substandard	11.98%	7.52%
Total	100.00%	100.00%
Rural residential real estate		
Acceptable	100.00%	100.00%
Total	100.00%	100.00%
Total Loans		
Acceptable	98.51%	97.90%
OAEM	0.63%	1.77%
Substandard	0.86%	0.33%
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, 2013	December 31, 2012
Nonaccrual loans		
Real estate mortgage	\$ 171	\$ 171
Production and intermediate-term		37
Total high risk assets	\$ 171	\$ 208

The Association had no accruing restructured loans, accruing loans 90 days past due or other property owned for the periods presented.

Additional impaired loan information is as follows:

		Sep	<b>ber 30, 2</b> Inpaid	December 31, 2012 Unpaid							
	Recorded Principal I		 ated vance			Principal Balance			ated vance		
Total impaired loans:											
Real estate mortgage	\$	171	\$	181	\$ 	\$	171	\$	181	\$	
Production and intermediate-term				1,478			37		1,498		
Total	\$	171	\$	1,659	\$ 	\$	208	\$	1,679	\$	

	Fo	r the Three Septembe			For the Three Months Ended September 30, 2012			
	Average Interest Income Impaired Loans Recognized					Interest Incom Recognized		
Total impaired loans:								
Real estate mortgage Production and intermediate-term Agribusiness:	\$	171 1	\$		\$	1,025 107	\$	42 5
Loans to cooperatives Rural residential real estate						89 		
Total	\$	172	\$		\$	1,221	\$	47

	Fo	or the Nine I Septembe	 	F		Months Ended er 30, 2012		
	Average Interest Income Impaired Loans Recognized			verage ired Loans	Interest Income Recognized			
Total impaired loans:								
Real estate mortgage	\$	171	\$ 	\$	1,162	\$	55	
Production and intermediate-term Agribusiness:		20			205		12	
Loans to cooperatives					100			
Rural residential real estate							2	
Total	\$	191	\$ 	\$	1,467	\$	69	

The Association had no impaired loans with a related allowance.

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

September 30, 2013	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or less than 30 Days Past Due	Total Loans	Recorded Investment Accruing Loans 90 Days or More Past Due
Real estate mortgage	\$ 200	\$	\$ 200	\$ 309,597	\$ 309,797	\$
Production and intermediate-term	1,474		1,474	145,495	146,969	
Agribusiness				10,364	10,364	
Rural residential real estate				1,723	1,723	
Total	\$ 1,674	\$	\$ 1,674	\$ 467,179	\$ 468,853	\$

December 31, 2012

Real estate mortgage	\$ 40	\$ 	\$ 40	\$ 303,664	\$ 303,704	\$ 
Production and intermediate-term	162	37	199	139,730	139,929	
Agribusiness	8		8	13,759	13,767	
Rural residential real estate				1,604	1,604	
Total	\$ 210	\$ 37	\$ 247	\$ 458,757	\$ 459,004	\$ 

Note: The recorded investment in the 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 investment.

A summary of changes in the allowance for loan losses and period end recorded investment in loans is as follows:

	Balance at June 30, 2013	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2013	
Real estate mortgage	\$ 186	\$	\$	\$ 2	\$ 188	
Production and intermediate-term	2,125	23	32	(44)	2,090	
Agribusiness	81			(5)	76	
Rural residential real estate	2				2	
Total	\$ 2,394	\$ 23	\$ 32	\$ (47)	\$ 2,356	

	Balance at December 31, 2012	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2013	
Real estate mortgage	\$ 182	\$	\$	\$ 6	\$ 188	
Production and intermediate-term	1,908	66	55	193	2,090	
Agribusiness	70			6	76	
Rural residential real estate	2				2	
Total	\$ 2 162	\$ 66	\$ 55	\$ 205	\$ 2,356	

	Balance at June 30, 2012	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2012	
Real estate mortgage	\$ 169	\$	\$ 42	\$ (56)	\$ 155	
Production and intermediate-term	1,961	63	3	21	1,922	
Agribusiness	135			7	142	
Rural residential real estate	6			(4)	2	
Total	\$ 2.271	\$ 63	\$ 45	\$ (32)	\$ 2.221	

	Balance at December 31 2011	, Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2012	
Real estate mortgage	\$ 54	\$ 41	\$ 42	\$ 100	\$ 155	
Production and intermediate-term	2,018	112	24	(8)	1,922	
Agribusiness	73			69	142	
Rural residential real estate	4			(2)	2	
Total	\$ 2,149	\$ 153	\$ 66	\$ 159	\$ 2,221	

		owance fo alance at S		Losses ber 30, 2013		Recorded I Loans O Balance at	utstan	
	Indivi evalua	dually ited for rment	Co eva	ollectively aluated for apairment	Indivi evalua	dually ated for irment	ev	Collectively valuated for mpairment
Real estate mortgage Production and intermediate-term Agribusiness Rural residential real estate	\$	  	\$	188 2,090 76 2	\$	171  	\$	309,626 146,969 10,364 1,723
Total	\$		\$	2,356	\$	171	\$	468,682

	Allo	owance for	Credit L	osses	F	Recorded Ir Loans O		
	Indiv evalu	alance at I idually ated for irment	Col eval	er 31, 2012 lectively uated for pairment	Indiv evalu	Balance at vidually ated for airment	Co eva	ber 31, 2012 ollectively aluated for apairment
Real estate mortgage Production and intermediate-term Agribusiness Rural residential real estate	\$	  	\$	182 1,908 70 2	\$	171 37 	\$	303,533 139,892 13,767 1,604
Total	\$		\$	2,162	\$	208	\$	458,796

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, 2013. The Association had no TDRs within the previous 12 months for which there were payment defaults during the period.

### **NOTE 3 - 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 2012 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							l Fair
	Lev	rel 1	Lev	rel 2	Lev	/el 3	Va	lue
Assets held in nonqualified benefits trusts								
September 30, 2013	\$	14	\$		\$		\$	14
December 31, 2012	\$	3	\$		\$		\$	3

During the first nine months of 2013, 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, 2013 or December 31, 2012.

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

	Fair Value Measurement Using					Total Fair		Т	otal	
	Lev	vel 1	Lev	vel 2	Le	evel 3	V	'alue	Le	osses
September 30, 2013 Loans	\$	_	\$	_	\$	171	\$	171	\$	17
December 31, 2012 Loans	\$	_	\$	_	\$	212	\$	212	\$	99

The Association had no liabilities measured at fair value on a non-recurring basis at September 30, 2013 or December 31, 2012.

### **Valuation Techniques**

As more fully discussed in Note 2 to the 2012 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.

#### Loans

For certain loans evaluated for impairment under accounting guidance, the fair value is based upon the underlying collateral since the loans were 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.

### 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.

### **NOTE 4 - SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through November 5, 2013, which is the date the financial statements were issued, and no material subsequent events were identified.