
AgCarolina Farm Credit, ACA
THIRD QUARTER 2018

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CERTIFICATION

The undersigned certify that we have reviewed the September 30, 2018 quarterly report of AgCarolina Farm Credit, 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.



Paul A. Drake
Chairman of the Board



David W. Corum
President
Chief Executive Officer



Matthew J. Currin
Senior Vice President
Chief Financial Officer

November 8, 2018

AgCarolina Farm Credit, ACA

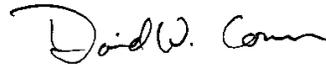
Report on Internal Control Over Financial Reporting

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, 2018. 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, 2018, 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, 2018.



David W. Corum
President
Chief Executive Officer



Matthew J. Currin
Senior Vice President
Chief Financial Officer

November 8, 2018

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 AgCarolina Farm Credit, ACA (Association) for the nine months ended September 30, 2018. These comments should be read in conjunction with the accompanying financial statements, notes to the financial statements and the 2017 annual report of the Association.

LOAN PORTFOLIO

The Association provides funds to farmers, rural homeowners, and farm-related businesses for financing of short and intermediate-term loans and long-term real estate mortgage loans. The five predominant commodities in the portfolio are tobacco, forestry, poultry, soybeans and corn, which constitute \$676,300 or 56.00 percent, of the loan portfolio as of September 30, 2018. Other major farm commodities include swine, cotton, and sweet potatoes. 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 a given commodity.

The net loan volume of the Association as of September 30, 2018 was \$1,194,210, an increase of \$73,710 or 6.58 percent as compared to \$1,120,500 at December 31, 2017. Net loans accounted for 95.49 percent of total assets at September 30, 2018 as compared to 94.51 percent of total assets at December 31, 2017. The increase in net loan volume during the reporting period is primarily attributed to seasonal lending. The short-term portfolio, which is heavily influenced by operating-type loans, normally reaches a peak in August and declines in the fall and winter months as farm commodities are marketed and proceeds are applied to the operating loans.

There is an inherent risk in the extension of any type of credit. Portfolio credit quality continues to be maintained at an acceptable level, however, and credit administration remains satisfactory. Nonaccrual loans remained flat at \$26,927 from December 31, 2017 to September 30, 2018. The balance has fluctuated during this time but has remained flat due to offsetting transfers of loans in to nonaccrual and transfers out of nonaccrual, including one large liquidation.

Association management maintains an allowance for loan losses at a level considered sufficient to absorb possible losses in the loan portfolio based on current and expected future

conditions. The allowance for loan losses at September 30, 2018 was \$13,528, as compared to \$12,271 at December 31, 2017, an increase of \$1,257. The main reason for this increase was an allowance provision of \$779 and net recoveries of \$478. The ratio of the allowance for loan losses to total loans at September 30, 2018 was 1.12 percent, which was slightly higher than the prior year end. The allowance was considered by management to be adequate to cover possible losses.

Other property owned was \$20 as of September 30, 2018, which was down \$88 from the outstanding balance of \$108 at December 31, 2017. The decrease was the result of the sale of one property and the write down of another.

RESULTS OF OPERATIONS

For the three months ended September 30, 2018

Net income for the three months ended September 30, 2018 totaled \$5,471, an increase of \$107 or 1.99 percent, as compared to the same period of 2017. The primary reasons for the increase in net income as compared to the previous period is due to an increase in net interest income which was related to the collection of a large nonaccrual loan and a decrease in the provision for loan losses.

For the three months ended September 30, 2018, total interest income increased by \$1,699 compared to the same period of 2017. The increase in interest income is mainly due to increased nonaccrual loan interest income related to the income from a nonaccrual loan liquidation as well as increased market rates. Interest income from nonaccrual loans was \$173 for the three months ended September 30, 2018, an increase of \$153 from the same period of 2017. Interest expense increased \$1,095 for the three months ended September 30, 2018, as compared to the same period of 2017. The increase in interest expense is mainly attributed to the increase in the direct note due to loan volume growth as well as increased interest rates.

Noninterest income for the three months ended September 30, 2018 totaled \$2,551 as compared to \$2,542 for the same period of 2017, an increase of \$9. The overall increase is primarily due to gains on other transactions and an increase in patronage refunds, which was offset by a decrease in loan fees and fees for financially related services. Loan fees and fees for financially related services decreased a combined \$47 for the period as compared to the prior year.

Noninterest expense for the three months ended September 30, 2018 was \$5,022, an increase of \$269, or 5.65 percent as compared to the same period of 2017. This increase is due to increases in Salaries and employee benefits of \$331 and other operating expenses of \$101. These were offset by decreases in Insurance Fund premiums of \$135 and a decrease of \$13 in losses on other property owned.

For the nine months ended September 30, 2018

Net income for the nine months ended September 30, 2018 totaled \$17,523, an increase of \$3,145, or 21.87 percent, as compared to the same period of 2017. The primary reasons for the increase in net income were increases in net interest income of \$2,861, an increase in noninterest income of \$442, and a decrease in provision for loan losses of \$489. At September 30, 2018, total interest income increased by \$5,431 compared to the same period in 2017. The increase in interest income is mainly due to an increase in nonaccrual interest income and an increase in interest rates.

Interest income from nonaccrual loans was \$2,382 as of September 30, 2018, an increase of \$1,764 from the same period of 2017. Interest expense increased \$2,570 for the first nine months in 2018, as compared to the same period of 2017. The increase in interest expense is attributed to the increase in the direct note as a result of loan growth as well as increased interest rates.

Noninterest income for the nine months ended September 30, 2018 totaled \$8,816 as compared to \$8,374 for the same period of 2017, an increase of \$442. The increase is primarily due to an increase in the Insurance Fund refund and gains on sales of premises and equipment related to the sale of a vacant branch building, which were offset by a \$283 reduction in loan fees and fees for financially related services.

Noninterest expense for the nine months ended September 30, 2018 was \$15,493, an increase of \$644 as compared to the same period of 2017. Salaries and employee benefits totaled \$11,144 for the nine months ended September 30, 2018, for an increase of \$947 or 9.29 percent, as compared to the same period of 2017. The increase is primarily due to increased salaries for additional hiring in the third quarter.

LIQUIDITY AND FUNDING SOURCES

Liquidity

Liquidity management is the process whereby funds are made available to meet all financial commitments including the extension of credit, payment of operating expenses and payment of debt obligations. The Association receives access to funds through its borrowing relationship with AgFirst Farm Credit Bank (Bank) and from income generated by operations. Sufficient liquid funds have been available to meet all financial obligations.

Funding Sources

The principal source of funds for the Association is the borrowing relationship established with the Bank through a General Financing Agreement. The General Financing Agreement 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.

The total notes payable to the Bank at September 30, 2018 was \$959,775 as compared to \$885,588 at December 31, 2017. The 8.38 percent increase during the period was a result of an increase in loan volume since December 31, 2017.

The Association has no lines of credit outstanding with third parties as of September 30, 2018.

CAPITAL RESOURCES

Total members' equity at September 30, 2018, increased 6.95 percent to \$280,790 from the December 31, 2017, total of \$262,549. The increase is attributed to the net of an increase in retained earnings related to net income and a slight increase in preferred stock. Preferred stock was \$33,028 as of September 30, 2018, as compared to \$32,020 on December 31, 2017, for an increase of 3.15 percent.

Farm Credit Administration (FCA) regulations require all Farm Credit institutions to maintain minimum capital ratios, which are shown in the table below. As of September 30, 2018, all capital ratios were well above the minimum regulatory requirements.

If the capital ratios fall below the 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.

The following sets forth the regulatory capital ratios, which were effective January 1, 2017:

Ratio	Minimum Requirement	Capital Conservation Buffer*	Minimum Requirement with Capital Conservation Buffer	Capital Ratios as of September 30, 2018
Risk-adjusted ratios:				
CET1 Capital	4.5%	0.625%	5.125%	18.69%
Tier 1 Capital	6.0%	0.625%	6.625%	18.69%
Total Capital	8.0%	0.625%	8.625%	19.76%
Permanent Capital Ratio	7.0%	0.0%	7.0%	21.66%
Non-risk-adjusted:				
Tier 1 Leverage Ratio	4.0%	1.0%	5.0%	18.83%
UREE Leverage Ratio	1.5%	0.0%	1.5%	18.98%

* - 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.

REGULATORY MATTERS

On May 10, 2018, the Farm Credit Administration adopted a final rule that amends the regulations governing investments of System banks and associations. The final rule strengthens eligibility criteria for the investments the banks may purchase and hold. It also implements Section 939A of the Dodd-Frank Act by removing references to and requirements for credit ratings and substitutes the eligibility requirement with other appropriate standards of credit worthiness. In addition, it grants associations greater flexibility regarding the risk management purposes for investments and limits the type and amount of investments that an association may hold. Only securities that are issued by, or are unconditionally guaranteed or insured as to the timely payment of principal and interest by, the U.S. government or its agencies are eligible for association risk management purposes. An association may purchase and hold investments not to exceed 10 percent of its 90-day average daily balance of outstanding loans on the last business day of the quarter. The final rule will become effective January 1, 2019.

RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

Please refer to Note 1, *Organization, Significant Accounting Policies, and Recently Issued Accounting Pronouncements*, in the Notes to the Financial Statements, and the 2017 Annual Report to Shareholders for recently issued accounting pronouncements. Additional information is provided in the table below.

The following ASUs were issued by the Financial Accounting Standards Board (FASB) but have not yet been adopted:

Summary of Guidance	Adoption and Potential Financial Statement Impact
ASU 2016-13 – Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments	
<ul style="list-style-type: none"> 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. Changes the present incurred loss impairment guidance for loans to a CECL model. 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. Eliminates existing guidance for purchased credit impaired (PCI) loans, and requires recognition of an allowance for expected credit losses on these financial assets. Requires a cumulative-effect adjustment to retained earnings as of the beginning of the reporting period of adoption. 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. 	<ul style="list-style-type: none"> The Association has begun implementation efforts by establishing a cross-discipline governance structure. The Association is currently identifying key interpretive issues, and assessing existing credit loss forecasting models and processes against the new guidance to determine what modifications may be required. The Association expects that the new guidance will result in an increase in its allowance for credit losses due to several factors, including: <ol style="list-style-type: none"> The allowance related to loans and commitments will most likely increase to cover credit losses over the full remaining expected life of the portfolio, and will consider expected future changes in macroeconomic conditions, An allowance will be established for estimated credit losses on any debt securities, The nonaccretable difference on any PCI loans will be recognized as an allowance, offset by an increase in the carrying value of the related loans. The extent of the increase is under evaluation, but will depend upon the nature and characteristics of the Association’s portfolio at the adoption date, and the macroeconomic conditions and forecasts at that date. The Association expects to adopt the guidance in first quarter 2021.

ASU 2016-02 – Leases (Topic 842)

<ul style="list-style-type: none"> • Requires lessees to recognize leases on the balance sheet with lease liabilities and corresponding right-of-use assets based on the present value of lease payments. • 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. • Also, expands qualitative and quantitative disclosures of leasing arrangements. • Requires adoption using a modified cumulative effect approach wherein the guidance is applied to all periods presented. A recent amendment provides 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. • Effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. Early adoption is permitted. 	<ul style="list-style-type: none"> • The practical expedients allow entities to largely account for existing leases consistent with current guidance, except for the incremental balance sheet recognition for lessees. • The Association has started its implementation of the Update which has included an initial evaluation of leasing contracts and activities. • As a lessee the Association is developing its methodology to estimate the right-of-use assets and lease liabilities, which is based on the present value of lease payments but does not expect a material change to the timing of expense recognition. • Given the limited changes to lessor accounting, the Association does not expect material changes to recognition or measurement, but the implementation process and the impact will continue to be evaluated. • The Association is evaluating existing disclosures and may need to provide additional information as a result of adopting the Update. • The Association expects to adopt the guidance in first quarter 2019 using the optional modified retrospective method and practical expedients for transition.
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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. Copies of the Association’s annual and quarterly reports are also available upon request free of charge by calling 1-919-250-9500, writing Matthew J. Currin, AgCarolina Farm Credit, ACA, P. O. Box 14789, Raleigh, NC 27620, or accessing the website, www.agcarolina.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.

AgCarolina Farm Credit, ACA

Consolidated Balance Sheets

<i>(dollars in thousands)</i>	September 30, 2018 <i>(unaudited)</i>	December 31, 2017 <i>(audited)</i>
Assets		
Cash	\$ 1,073	\$ 5,853
Loans	1,207,738	1,132,771
Allowance for loan losses	(13,528)	(12,271)
Net loans	1,194,210	1,120,500
Accrued interest receivable	21,595	15,808
Equity investments in other Farm Credit institutions	12,940	12,950
Premises and equipment, net	10,522	10,158
Other property owned	20	108
Accounts receivable	5,587	15,919
Other assets	4,730	4,316
Total assets	\$ 1,250,677	\$ 1,185,612
Liabilities		
Notes payable to AgFirst Farm Credit Bank	\$ 959,775	\$ 885,588
Accrued interest payable	2,479	2,061
Patronage refunds payable	107	20,435
Accounts payable	816	2,084
Other liabilities	6,710	12,895
Total liabilities	969,887	923,063
Commitments and contingencies (Note 7)		
Members' Equity		
Capital stock and participation certificates	36,525	35,474
Retained earnings		
Allocated	159,431	159,279
Unallocated	84,834	67,796
Total members' equity	280,790	262,549
Total liabilities and members' equity	\$ 1,250,677	\$ 1,185,612

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

AgCarolina Farm Credit, ACA
Consolidated Statements of
Comprehensive Income

(unaudited)

<i>(dollars in thousands)</i>	For the three months ended September 30,		For the nine months ended September 30,	
	2018	2017	2018	2017
Interest Income				
Loans	\$ 15,552	\$ 13,853	\$ 44,559	\$ 39,128
Interest Expense				
Notes payable to AgFirst Farm Credit Bank	7,372	6,277	19,577	17,007
Net interest income	8,180	7,576	24,982	22,121
Provision for loan losses	234	—	779	1,268
Net interest income after provision for loan losses	7,946	7,576	24,203	20,853
Noninterest Income				
Loan fees	388	444	2,033	2,187
Fees for financially related services	26	16	100	229
Patronage refunds from other Farm Credit institutions	1,981	1,950	5,562	5,573
Gains (losses) on sales of premises and equipment, net	5	20	136	52
Gains (losses) on other transactions	151	112	249	333
Insurance Fund refund	—	—	736	—
Total noninterest income	2,551	2,542	8,816	8,374
Noninterest Expense				
Salaries and employee benefits	3,579	3,248	11,144	10,197
Occupancy and equipment	232	247	732	804
Insurance Fund premiums	216	352	603	978
(Gains) losses on other property owned, net	—	13	(24)	13
Other operating expenses	995	893	3,037	2,856
Total noninterest expense	5,022	4,753	15,492	14,848
Income before income taxes	5,475	5,365	17,527	14,379
Provision for income taxes	4	1	4	1
Net income	5,471	5,364	17,523	14,378
Other comprehensive income	—	—	—	—
Comprehensive income	\$ 5,471	\$ 5,364	\$ 17,523	\$ 14,378

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

AgCarolina Farm Credit, 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, 2016	\$ 46,646	\$ 150,444	\$ 67,062	\$ 264,152
Comprehensive income			14,378	14,378
Capital stock/participation certificates issued/(retired), net	(9,906)			(9,906)
Dividends declared/paid	333		(333)	—
Patronage distribution adjustment		109	(216)	(107)
Balance at September 30, 2017	\$ 37,073	\$ 150,553	\$ 80,891	\$ 268,517
Balance at December 31, 2017	\$ 35,474	\$ 159,279	\$ 67,796	\$ 262,549
Comprehensive income			17,523	17,523
Capital stock/participation certificates issued/(retired), net	718			718
Dividends declared/paid	333		(333)	—
Patronage distribution adjustment		152	(152)	—
Balance at September 30, 2018	\$ 36,525	\$ 159,431	\$ 84,834	\$ 280,790

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

AgCarolina Farm Credit, 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 AgCarolina Farm Credit, ACA and its Production Credit Association (PCA) and Federal Land Credit Association (FLCA) subsidiaries (collectively, the Association). A full 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, 2017, are contained in the 2017 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 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.
- 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. Entities may early adopt the provisions in whole upon issuance or may early adopt any removed or modified disclosures upon issuance and delay adoption of the additional disclosures until their effective date.

- In July 2018, the FASB issued ASU 2018-11 Leases (Topic 842): Targeted Improvements. The amendments are intended to reduce costs and ease implementation of the leases standard for financial statement preparers. It addresses certain areas identified as possible sources of unnecessary cost or complexity in the standard. Specifically, the amendments provide an option to apply the transition provisions of the new standard at its adoption date instead of at the earliest comparative period presented in its financial statements and a practical expedient that permits lessors to not separate nonlease components from the associated lease component if certain conditions are met. For entities that have not adopted Topic 842 before the issuance of this Update, the effective date and transition requirements for the amendments related to separating components of a contract are the same as the effective date and transition requirements in ASU 2016-02.
- In July 2018, the FASB issued ASU 2018-10 Codification Improvements to Topic 842, Leases. The amendments affect narrow aspects of the guidance issued in ASU 2016-02. Specifically, the Update corrects, clarifies or changes inconsistent language to improve application of the guidance in ASU 2016-02. For entities that have not adopted Topic 842, the effective date and transition requirements will be the same as the effective date and transition requirements in ASU 2016-02.
- In July 2018, the FASB issued ASU 2018-09 Codification Improvements. The amendments affect a wide variety of Topics in the Codification. They apply to all reporting entities within the scope of the affected accounting guidance. The Board has an ongoing project on its agenda about improvements to clarify the Codification or to correct unintended application of guidance. Those items generally are not expected to have a significant effect on current accounting practice. The transition and effective date guidance is based on the facts and circumstances of each amendment.
- In February 2018, the FASB issued ASU 2018-03 Technical Corrections and Improvements to Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. The amendments in this Update include items brought to

the Board's attention by stakeholders. The amendments clarify certain aspects of the guidance issued in Update 2016-01. The amendments are effective for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years beginning after June 15, 2018. All entities may early adopt these amendments for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years, as long as they have adopted Update 2016-01.

- 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 is effective for all entities for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. Early adoption is permitted.

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 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 will be effective for interim and annual periods beginning after December 15, 2018 for public business entities. Early adoption is permitted. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.
- In June 2016, the FASB issued ASU 2016-13 Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. This Update 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

better 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 15, 2018. The Association is in the process of evaluating what effects the guidance may have 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. The amendments will be effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years for public business entities. Early adoption is permitted. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.

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 2017, the FASB issued ASU 2017-05 Other Income—Gains and Losses from the Derecognition of Nonfinancial Assets (Subtopic 610-20): Clarifying the Scope of Asset Derecognition Guidance and Accounting for Partial Sales of Nonfinancial Assets. The Update clarifies whether certain transactions are within the scope of the guidance on derecognition and the accounting for partial sales of nonfinancial assets, and defines the term in substance nonfinancial asset. The amendments conform the derecognition guidance on nonfinancial assets with the model for transactions in the new revenue standard. The amendments were effective January 1, 2018 for the Association. Adoption in 2018 had no impact on the statements of financial condition and results of operations of the Association.
- In January 2017, the FASB issued ASU 2017-01 Business Combinations (Topic 805): Clarifying the Definition of a Business. The amendments provide a more robust framework to use in determining when a set of assets and activities is a business. They also support more consistency in applying the guidance, reduce the costs of

application, and make the definition of a business more operable. The ASU was effective January 1, 2018 for the Association. The amendments were applied prospectively. Adoption of the guidance in 2018 had no impact on the statements of financial condition and results of operations.

- In January 2016, the FASB issued ASU 2016-01 Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. The Update was intended to improve the recognition and measurement of financial instruments. The new guidance makes targeted improvements to existing GAAP.

Transition Information

- The Association identified investment securities affected by this Update and adopted the guidance on January 1, 2018.
 - The amendments related to equity securities without readily determinable fair values were applied prospectively to equity investments that existed as of the date of adoption.
 - Application of the amendments did not require a cumulative effect adjustment.
 - Adoption did not have an impact on the Association's financial condition or results of operations.
 - The new standard did result in changes to certain disclosures.
- In May 2014, the FASB issued ASU 2014-09 Revenue from Contracts with Customers (Topic 606). This guidance changed the recognition of revenue from contracts with customers. The core principle of the guidance is that an entity should recognize revenue to reflect the transfer of goods and services to customers in an amount equal to the consideration the entity receives or expects to receive. The guidance also included expanded disclosure requirements that result in an entity providing users of financial statements with comprehensive information about the nature, amount, timing, and uncertainty of revenue and cash flows arising from the entity's contracts with customers. Based on input received from stakeholders, the FASB issued several additional Updates that generally provided clarifying guidance where there was the potential for diversity in practice, or address the cost and complexity of applying Topic 606.

Transition Information

- The Association identified ancillary revenues affected by this Update and adopted the guidance on January 1, 2018.
- The amendments were applied using the modified retrospective approach.
- The Association elected to only apply the guidance to contracts that were not completed at the date of initial application.

- Subtopics 610-20 on gains and losses from the derecognition of nonfinancial assets, and 340-40 on other assets and deferred costs-contracts with customers were adopted using the same transition options.
- Adoption did not have an impact on the Association's financial condition or results of operations.
- The new standard did result in enhanced disclosures about revenue (see Note 8, *Revenue from Contracts with Customers*).

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.

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

A summary of loans outstanding at period end follows:

	September 30, 2018	December 31, 2017
Real estate mortgage	\$ 640,793	\$ 634,025
Production and intermediate-term	474,373	414,378
Loans to cooperatives	2,033	2,659
Processing and marketing	42,110	37,056
Farm-related business	12,455	8,796
Communication	1,849	1,946
Power and water/waste disposal	98	66
Rural residential real estate	34,027	33,845
Total loans	<u>\$ 1,207,738</u>	<u>\$ 1,132,771</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, 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	\$ 11,594	\$ 51,457	\$ —	\$ 879	\$ —	\$ —	\$ 11,594	\$ 52,336
Production and intermediate-term	12,414	58,669	3,475	197,670	—	—	15,889	256,339
Loans to cooperatives	2,033	—	—	—	—	—	2,033	—
Processing and marketing	14,979	15,668	467	—	—	—	15,446	15,668
Farm-related business	605	—	257	—	—	—	862	—
Communication	1,853	—	—	—	—	—	1,853	—
Power and water/waste disposal	100	—	—	—	—	—	100	—
Total	<u>\$ 43,578</u>	<u>\$ 125,794</u>	<u>\$ 4,199</u>	<u>\$ 198,549</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 47,777</u>	<u>\$ 324,343</u>

	December 31, 2017							
	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	\$ 6,722	\$ 45,545	\$ —	\$ 1,041	\$ —	\$ —	\$ 6,722	\$ 46,586
Production and intermediate-term	17,838	61,315	3,173	183,569	—	—	21,011	244,884
Loans to cooperatives	2,661	—	—	—	—	—	2,661	—
Processing and marketing	12,686	13,967	427	—	—	—	13,113	13,967
Farm-related business	568	104	290	—	—	—	858	104
Communication	1,951	—	—	—	—	—	1,951	—
Power and water/waste disposal	68	—	—	—	—	—	68	—
Total	<u>\$ 42,494</u>	<u>\$ 120,931</u>	<u>\$ 3,890</u>	<u>\$ 184,610</u>	<u>\$ —</u>	<u>\$ —</u>	<u>\$ 46,384</u>	<u>\$ 305,541</u>

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

	September 30, 2018			
	Due less than 1 year	Due 1 Through 5 years	Due after 5 years	Total
Real estate mortgage	\$ 16,281	\$ 96,168	\$ 528,344	\$ 640,793
Production and intermediate-term	238,944	186,306	49,123	474,373
Loans to cooperatives	-	1,633	400	2,033
Processing and marketing	6,490	26,134	9,486	42,110
Farm-related business	3,876	5,692	2,887	12,455
Communication	-	1,849	-	1,849
Power and water/waste disposal	-	98	-	98
Rural residential real estate	828	2,175	31,024	34,027
Total loans	\$ 266,419	\$ 320,055	\$ 621,264	\$ 1,207,738
Percentage	22.06%	26.50%	51.44%	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, 2018	December 31, 2017		September 30, 2018	December 31, 2017
Real estate mortgage:			Farm-related business:		
Acceptable	87.41%	85.88%	Acceptable	97.09%	97.96%
OAEM	6.08	6.98	OAEM	1.77	1.01
Substandard/doubtful/loss	6.51	7.14	Substandard/doubtful/loss	1.14	1.03
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
Production and intermediate-term:			Communication:		
Acceptable	86.54%	84.64%	Acceptable	100.00%	100.00%
OAEM	5.46	8.38	OAEM	-	-
Substandard/doubtful/loss	8.00	6.98	Substandard/doubtful/loss	-	-
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
Loans to cooperatives:			Power and water/waste disposal		
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>
Processing and marketing:			Rural residential real estate:		
Acceptable	97.32%	96.17%	Acceptable	97.59%	97.46%
OAEM	-	1.77	OAEM	1.09	1.12
Substandard/doubtful/loss	2.68	2.06	Substandard/doubtful/loss	1.32	1.42
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
			Total loans:		
			Acceptable	87.83%	86.25%
			OAEM	5.42	7.08
			Substandard/doubtful/loss	6.75	6.67
				<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, 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	\$ 4,280	\$ 6,089	\$ 10,369	\$ 642,551	\$ 652,920
Production and intermediate-term	900	8,009	8,909	474,459	483,368
Loans to cooperatives	-	-	-	2,041	2,041
Processing and marketing	-	709	709	41,562	42,271
Farm-related business	-	60	60	12,567	12,627
Communication	-	-	-	1,850	1,850
Power and water/waste disposal	-	-	-	98	98
Rural residential real estate	255	38	293	33,865	34,158
Total	\$ 5,435	\$ 14,905	\$ 20,340	\$ 1,208,993	\$ 1,229,333

	December 31, 2017				
	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	\$ 1,700	\$ 4,332	\$ 6,032	\$ 636,850	\$ 642,882
Production and intermediate-term	1,763	6,118	7,881	413,142	421,023
Loans to cooperatives	-	-	-	2,662	2,662
Processing and marketing	-	767	767	36,417	37,184
Farm-related business	-	-	-	8,863	8,863
Communication	-	-	-	1,947	1,947
Power and water/waste disposal	-	-	-	66	66
Rural residential real estate	70	38	108	33,844	33,952
Total	\$ 3,533	\$ 11,255	\$ 14,788	\$ 1,133,791	\$ 1,148,579

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

	September 30, 2018	December 31, 2017
Nonaccrual loans:		
Real estate mortgage	\$ 14,718	\$ 16,500
Production and intermediate-term	11,279	9,854
Processing and marketing	709	767
Farm-related business	60	-
Rural residential real estate	161	179
Total	\$ 26,927	\$ 27,300
Accruing restructured loans:		
Real estate mortgage	\$ 2,304	\$ 2,087
Production and intermediate-term	346	15
Total	\$ 2,650	\$ 2,102
Accruing loans 90 days or more past due:		
Production and intermediate-term	\$ 3,381	\$ -
Total	\$ 3,381	\$ -
Total nonperforming loans	\$ 32,958	\$ 29,402
Other property owned	20	108
Nonperforming assets	\$ 32,978	\$ 29,510
Nonaccrual loans as a percentage of total loans	2.23%	2.41%
Nonperforming assets as a percentage of total loans and other property owned	2.73%	2.60%
Nonperforming assets as a percentage of capital	11.74%	11.24%

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, 2018	December 31, 2017
Impaired nonaccrual loans:		
Current as to principal and interest	\$ 15,072	\$ 14,628
Past due	11,855	12,672
Total	\$ 26,927	\$ 27,300
Impaired accrual loans:		
Restructured	\$ 2,650	\$ 2,102
90 days or more past due	3,381	-
Total	\$ 6,031	\$ 2,102
Total impaired loans	\$ 32,958	\$ 29,402
Additional commitments to lend	\$ 139	\$ -

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

Impaired loans:	September 30, 2018			Three Months Ended September 30, 2018		Nine Months Ended September 30, 2018	
	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
With a related allowance for credit losses:							
Real estate mortgage	\$ 2,436	\$ 2,449	\$ 514	\$ 2,255	\$ 15	\$ 2,133	\$ 182
Production and intermediate-term	3,417	3,896	1,899	3,162	21	2,992	256
Processing and marketing	—	—	—	—	—	—	—
Rural residential real estate	—	—	—	—	—	—	—
Total	\$ 5,853	\$ 6,345	\$ 2,413	\$ 5,417	\$ 36	\$ 5,125	\$ 438
With no related allowance for credit losses:							
Real estate mortgage	\$ 14,586	\$ 17,839	\$ —	\$ 13,500	\$ 89	\$ 12,773	\$ 1,092
Production and intermediate-term	11,589	12,920	—	10,727	71	10,149	867
Processing and marketing	709	809	—	656	4	621	53
Farm-related business	60	60	—	56	—	52	4
Rural residential real estate	161	347	—	149	1	141	12
Total	\$ 27,105	\$ 31,975	\$ —	\$ 25,088	\$ 165	\$ 23,736	\$ 2,028
Total:							
Real estate mortgage	\$ 17,022	\$ 20,288	\$ 514	\$ 15,755	\$ 104	\$ 14,906	\$ 1,274
Production and intermediate-term	15,006	16,816	1,899	13,889	92	13,141	1,123
Processing and marketing	709	809	—	656	4	621	53
Farm-related business	60	60	—	56	—	52	4
Rural residential real estate	161	347	—	149	1	141	12
Total	\$ 32,958	\$ 38,320	\$ 2,413	\$ 30,505	\$ 201	\$ 28,861	\$ 2,466

Impaired loans:	December 31, 2017			Year Ended December 31, 2017	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans
With a related allowance for credit losses:					
Real estate mortgage	\$ 4,326	\$ 5,859	\$ 1,330	\$ 4,047	\$ 136
Production and intermediate-term	1,147	1,704	326	1,073	36
Processing and marketing	—	—	—	—	—
Rural residential real estate	—	—	—	—	—
Total	\$ 5,473	\$ 7,563	\$ 1,656	\$ 5,120	\$ 172
With no related allowance for credit losses:					
Real estate mortgage	\$ 14,261	\$ 17,268	\$ —	\$ 13,341	\$ 447
Production and intermediate-term	8,722	10,200	—	8,159	274
Processing and marketing	767	810	—	718	24
Rural residential real estate	179	355	—	167	6
Total	\$ 23,929	\$ 28,633	\$ —	\$ 22,385	\$ 751
Total:					
Real estate mortgage	\$ 18,587	\$ 23,127	\$ 1,330	\$ 17,388	\$ 583
Production and intermediate-term	9,869	11,904	326	9,232	310
Processing and marketing	767	810	—	718	24
Rural residential real estate	179	355	—	167	6
Total	\$ 29,402	\$ 36,196	\$ 1,656	\$ 27,505	\$ 923

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	Total
Activity related to the allowance for credit losses:							
Balance at June 30, 2018	\$ 6,270	\$ 6,073	\$ 467	\$ 17	\$ 1	\$ 299	\$ 13,127
Charge-offs	(1)	(1)	–	–	–	–	(2)
Recoveries	–	169	–	–	–	–	169
Provision for loan losses	148	28	48	–	–	10	234
Balance at September 30, 2018	\$ 6,417	\$ 6,269	\$ 515	\$ 17	\$ 1	\$ 309	\$ 13,528
Balance at December 31, 2017	\$ 7,271	\$ 4,217	\$ 450	\$ 18	\$ 1	\$ 314	\$ 12,271
Charge-offs	(29)	(47)	–	–	–	–	(76)
Recoveries	103	451	–	–	–	–	554
Provision for loan losses	(928)	1,648	65	(1)	–	(5)	779
Balance at September 30, 2018	\$ 6,417	\$ 6,269	\$ 515	\$ 17	\$ 1	\$ 309	\$ 13,528
Balance at June 30, 2017	\$ 7,452	\$ 4,957	\$ 295	\$ 18	\$ 1	\$ 315	\$ 13,038
Charge-offs	–	(44)	–	–	–	–	(44)
Recoveries	–	7	–	–	–	–	7
Provision for loan losses	(279)	282	6	–	–	(9)	–
Balance at September 30, 2017	\$ 7,173	\$ 5,202	\$ 301	\$ 18	\$ 1	\$ 306	\$ 13,001
Balance at December 31, 2016	\$ 7,345	\$ 4,136	\$ 307	\$ 17	\$ –	\$ 338	\$ 12,143
Charge-offs	(52)	(482)	–	–	–	(27)	(561)
Recoveries	8	143	–	–	–	–	151
Provision for loan losses	(128)	1,405	(6)	1	1	(5)	1,268
Balance at September 30, 2017	\$ 7,173	\$ 5,202	\$ 301	\$ 18	\$ 1	\$ 306	\$ 13,001
Allowance on loans evaluated for impairment:							
Individually	\$ 514	\$ 1,899	\$ –	\$ –	\$ –	\$ –	\$ 2,413
Collectively	5,903	4,370	515	17	1	309	11,115
Balance at September 30, 2018	\$ 6,417	\$ 6,269	\$ 515	\$ 17	\$ 1	\$ 309	\$ 13,528
Individually	\$ 1,330	\$ 326	\$ –	\$ –	\$ –	\$ –	\$ 1,656
Collectively	5,941	3,891	450	18	1	314	10,615
Balance at December 31, 2017	\$ 7,271	\$ 4,217	\$ 450	\$ 18	\$ 1	\$ 314	\$ 12,271
Recorded investment in loans evaluated for impairment:							
Individually	\$ 17,021	\$ 15,004	\$ 769	\$ –	\$ –	\$ 161	\$ 32,955
Collectively	635,899	468,364	56,170	1,850	98	33,997	1,196,378
Balance at September 30, 2018	\$ 652,920	\$ 483,368	\$ 56,939	\$ 1,850	\$ 98	\$ 34,158	\$ 1,229,333
Individually	\$ 18,587	\$ 9,869	\$ 767	\$ –	\$ –	\$ 179	\$ 29,402
Collectively	624,295	411,154	47,942	1,947	66	33,773	1,119,177
Balance at December 31, 2017	\$ 642,882	\$ 421,023	\$ 48,709	\$ 1,947	\$ 66	\$ 33,952	\$ 1,148,579

*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.

Outstanding Recorded Investment	Three Months Ended September 30, 2018				
	Interest Concessions	Principal Concessions	Other Concessions	Total	Charge-offs
Pre-modification:					
Real estate mortgage	\$ 299	\$ –	\$ –	\$ 299	
Production and intermediate-term	91	–	–	91	
Total	\$ 390	\$ –	\$ –	\$ 390	
Post-modification:					
Real estate mortgage	\$ 299	\$ –	\$ –	\$ 299	\$ –
Production and intermediate-term	341	–	–	341	(4)
Total	\$ 640	\$ –	\$ –	\$ 640	\$ (4)

Nine Months Ended September 30, 2018					
Outstanding Recorded Investment	Interest	Principal	Other	Total	Charge-offs
	Concessions	Concessions	Concessions		
Pre-modification:					
Real estate mortgage	\$ 299	\$ 469	\$ –	\$ 768	
Production and intermediate-term	91	265	–	356	
Total	\$ 390	\$ 734	\$ –	\$ 1,124	
Post-modification:					
Real estate mortgage	\$ 299	\$ 441	\$ –	\$ 740	\$ –
Production and intermediate-term	341	265	–	606	(4)
Total	\$ 640	\$ 706	\$ –	\$ 1,346	\$ (4)

Three Months Ended September 30, 2017					
Outstanding Recorded Investment	Interest	Principal	Other	Total	Charge-offs
	Concessions	Concessions	Concessions		
Pre-modification:					
Production and intermediate-term	\$ –	\$ 13	\$ –	\$ 13	
Total	\$ –	\$ 13	\$ –	\$ 13	
Post-modification:					
Production and intermediate-term	\$ –	\$ 13	\$ –	\$ 13	\$ (10)
Total	\$ –	\$ 13	\$ –	\$ 13	\$ (10)

Nine Months Ended September 30, 2017					
Outstanding Recorded Investment	Interest	Principal	Other	Total	Charge-offs
	Concessions	Concessions	Concessions		
Pre-modification:					
Real estate mortgage	\$ –	\$ 2,200	\$ –	\$ 2,200	
Production and intermediate-term	–	1,107	198	1,305	
Processing and marketing	–	786	–	786	
Total	\$ –	\$ 4,093	\$ 198	\$ 4,291	
Post-modification:					
Real estate mortgage	\$ –	\$ 2,078	\$ –	\$ 2,078	\$ –
Production and intermediate-term	–	929	198	1,127	(11)
Processing and marketing	–	786	–	786	–
Total	\$ –	\$ 3,793	\$ 198	\$ 3,991	\$ (11)

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, 2018	December 31, 2017	September 30, 2018	December 31, 2017
Real estate mortgage	\$ 5,746	\$ 10,353	\$ 3,442	\$ 8,266
Production and intermediate-term	1,976	1,767	1,630	1,752
Processing and marketing	709	767	709	767
Total loans	\$ 8,431	\$ 12,887	\$ 5,781	\$ 10,785
Additional commitments to lend	\$ 101	\$ –		

The following table presents information as of period end:

	September 30, 2018
Carrying amount of foreclosed residential real estate properties held as a result of obtaining physical possession	\$ 20
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 4.64 percent of the issued stock of the Bank as of September 30, 2018 net of any reciprocal investment. As of that date, the Bank's assets totaled \$32.7 billion and shareholders' equity totaled \$2.4 billion. The Bank's earnings were \$227 million for the first nine months of 2018. In addition, the Association held investments of \$681 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 could also 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, 2018					
	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
Recurring Measurements					
Assets held in trust funds	\$ 2,915	\$ 2,915	\$ –	\$ –	\$ 2,915
Assets held in mutual funds	1,721	1,721	–	–	1,721
Recurring Assets	<u>\$ 4,636</u>	<u>\$ 4,636</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 4,636</u>
Liabilities:					
Recurring Liabilities	\$ –	\$ –	\$ –	\$ –	\$ –
Nonrecurring Measurements					
Assets:					
Impaired loans*	\$ 4,649	\$ –	\$ –	\$ 4,649	\$ 4,649
Other property owned	20	–	–	23	23
Nonrecurring Assets	<u>\$ 4,669</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 4,672</u>	<u>\$ 4,672</u>
Other Financial Instruments					
Assets:					
Cash	\$ 1,073	\$ 1,073	\$ –	\$ –	\$ 1,073
Loans	1,189,561	–	–	1,155,979	1,155,979
Accounts receivable	5,587	5,587	–	–	5,587
Other Financial Assets	<u>\$ 1,196,221</u>	<u>\$ 6,660</u>	<u>\$ –</u>	<u>\$ 1,155,979</u>	<u>\$ 1,162,639</u>
Liabilities:					
Notes payable to AgFirst Farm Credit Bank	\$ 959,775	\$ –	\$ –	\$ 939,929	\$ 939,929
Other Financial Liabilities	<u>\$ 959,775</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 939,929</u>	<u>\$ 939,929</u>

December 31, 2017					
	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
Recurring Measurements					
Assets:					
Assets held in trust funds	\$ 2,562	\$ 2,562	\$ –	\$ –	\$ 2,562
Assets held in mutual funds	1,677	1,677	–	–	1,677
Recurring Assets	<u>\$ 4,239</u>	<u>\$ 4,239</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 4,239</u>
Liabilities:					
Recurring Liabilities	\$ –	\$ –	\$ –	\$ –	\$ –
Nonrecurring Measurements					
Assets:					
Impaired loans**	\$ 9,173	\$ –	\$ –	\$ 9,173	\$ 9,173
Other property owned	108	–	–	108	108
Nonrecurring Assets	<u>\$ 9,281</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 9,281</u>	<u>\$ 9,281</u>
Other Financial Instruments					
Assets:					
Cash	\$ 5,853	\$ 5,853	\$ –	\$ –	\$ 5,853
Loans	1,111,327	–	–	1,088,950	1,088,950
Accounts receivable	15,919	15,919	–	–	15,919
Other Financial Assets	<u>\$ 1,133,099</u>	<u>\$ 21,772</u>	<u>\$ –</u>	<u>\$ 1,088,950</u>	<u>\$ 1,110,722</u>
Liabilities:					
Notes payable to AgFirst Farm Credit Bank	\$ 885,588	\$ –	\$ –	\$ 874,272	\$ 874,272
Other Financial Liabilities	<u>\$ 885,588</u>	<u>\$ –</u>	<u>\$ –</u>	<u>\$ 874,272</u>	<u>\$ 874,272</u>

*Carrying value of impaired loans is the balance of loans with a related specific reserve (\$5,853) less related specific reserves (\$2,413) associated with impaired loans plus impaired loans with no specific reserve with an associated charge-off (\$1,209).

**Carrying value of impaired loans is the balance of loans with a related specific reserve (\$5,473) less related specific reserves (\$1,656) associated with impaired loans plus impaired loans with no specific reserve with an associated charge-off (\$5,356).

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	\$ 4,672	Appraisal	Income and expense	*
			Comparable sales	*
			Replacement cost	*
			Comparability adjustments	*
			Collateral discounts	10-50%

* 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,	
	2018	2017	2018	2017
Pension	\$ 516	\$ 392	\$ 1,549	\$ 1,177
401(k)	163	145	545	501
Other postretirement benefits	86	91	287	290
Total	\$ 765	\$ 628	\$ 2,381	\$ 1,968

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

	Actual YTD Through 9/30/18	Projected Contributions For Remainder of 2018	Projected Total Contributions 2018
Pension	\$ —	\$ 2,066	\$ 2,066
Other postretirement benefits	287	111	398
Total	\$ 287	\$ 2,177	\$ 2,464

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, 2018.

Further details regarding employee benefit plans are contained in the 2017 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 — Revenue from Contracts with Customers

On January 1, 2018, Accounting Standards Update 2014-09 Revenue from Contracts with Customers (Topic 606) became effective. The core principle of the new standard is that companies should 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.

The Association maintains contracts with customers to provide support services in various areas such as accounting, lending transactions, consulting, insurance, and information technology. The Association does not generally incur costs to obtain contracts. As most of the contracts are to provide access to expertise or system capacity that the Association maintains, there are no material incremental costs to fulfill these contracts that should be capitalized. Total revenue recognized from contracts with customers was as follows:

	Three Months Ended September 30, 2018		Nine Months Ended September 30, 2018
Revenue recognized from contracts with customers:			
At a point in time	\$ 63	\$	236
Over time	11		58
Total	<u>\$ 74</u>	<u>\$</u>	<u>294</u>

Note 9 — Subsequent Events

The Association evaluated subsequent events and determined that, except as described below, there were none requiring disclosure through November 8, 2018, which was the date the financial statements were issued.

On October 15, 2018, AgFirst's Board of Directors indicated an intention to declare, in December 2018, a special patronage distribution. The Association will receive between approximately \$5,668 and \$6,699 which will be recorded as patronage refunds from other Farm Credit institutions.