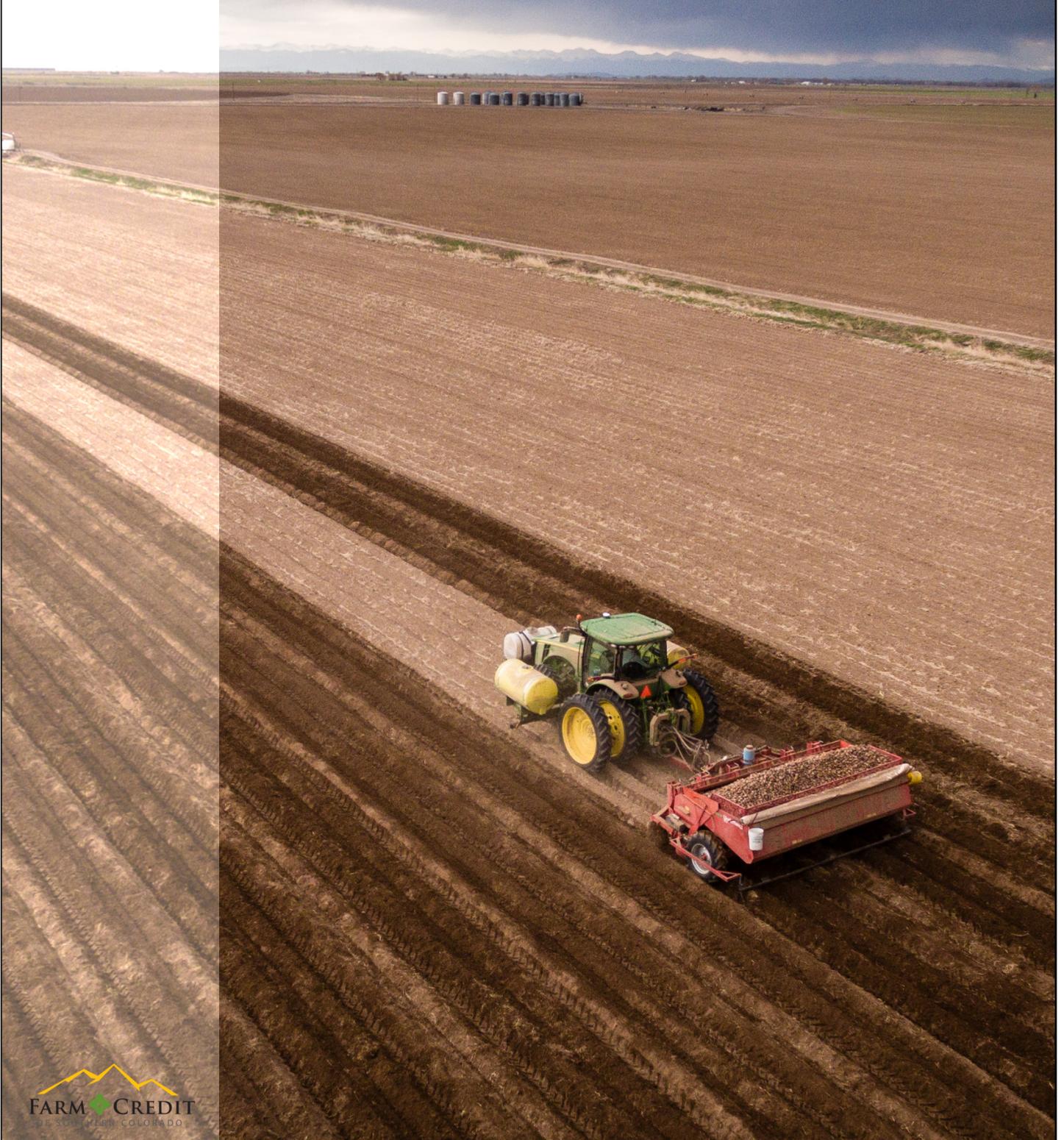


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# Farm Credit of Southern Colorado Third Quarter Report to Shareholders

As of September 30, 2018 (unaudited)



## **NOTICE TO STOCKHOLDERS**

The shareholders' investment in Farm Credit of Southern Colorado, ACA is materially affected by the financial condition and results of operations of CoBank, ACB (CoBank). The 2017 CoBank Annual Report to Shareholders, and the CoBank quarterly shareholders' reports are available free of charge by accessing CoBank's website, [www.cobank.com](http://www.cobank.com), or may be obtained at no charge by contacting us at:

### **Farm Credit of Southern Colorado, ACA**

**5110 Edison Avenue, PO Box 75640  
Colorado Springs, Colorado 80970-5640  
Phone Number: 800-815-8559**

**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 Southern Colorado, ACA (Association) for the nine months ended September 30, 2018, with comparisons to prior periods. You should read these comments along with the accompanying financial statements and footnotes and the 2017 Annual Report to Shareholders. The accompanying financial statements were prepared under the oversight of our Audit and Risk Committee.

The Federal Reserve raised the Fed Funds Rate 75 basis points in 2017, and implemented three more rate increases for another 75 basis points in 2018. This put the current Fed Funds rate at 2.00% – 2.25%. At this time, it is anticipated the Fed will likely make one more increase this year, and three increases in 2019. These planned moves are in reaction to the expectation of faster economic growth, higher inflation, and lower unemployment in coming years.

National unemployment remains low, monthly job creation remains strong, and inflation is considered to be under control. U.S. economic growth continues to be strong. The biggest reason is an increase in U.S. consumer spending. Consumer confidence and the unemployment rate are at their best levels since 2000. This is primarily a result of last year's multi-trillion dollar gain in household net worth from stock market gains and double-digit increases in home prices; these events have caused a feeling of increased wealth among U.S. consumers. If consumers continue to spend because they feel wealthier, businesses will ultimately exhaust their current capacity and invest in capital purchases and expansion, further fueling economic growth.

In rural America, conditions are considerably more challenging. Farmers continue to see commodity prices remain low due to large surpluses around the world. Low grain prices are expected to remain under pressure through the remainder of 2018 as supplies have outpaced demand. The U.S. dollar continues to gain strength, which could put stress on the export markets. Crude oil prices are expected to rise due to strong demand; the resulting higher diesel and gasoline prices will add to the expenses incurred by farmers and ranchers.

Farmers are starting to eat into their equity. As farm debt levels continue to climb, the continued increases in interest rates will be additional stress on farmers and ranchers struggling to cover relatively high production costs amid anemic commodity prices.

Due to recent cattle herd expansion in the U.S., beef supplies are growing. Thus, profitability in the cattle sector is starting to level off. Additionally, this sector is heavily reliant on the exports markets. With the increasing value of the dollar and trade agreement negotiations still ongoing, this portion of our portfolio could see stress in the coming year.

Drought conditions in the Association's lending territory are slightly better than the second quarter. The U.S. Drought Monitor is showing drought conditions in our lending territory ranging from moderate to extreme drought. The biggest difference is in the eastern plains, where helpful rains throughout the summer months have eased the drought conditions from extreme in early June to moderate as of September. Unfortunately, the rains came after several fires broke out in various parts of our territory due to the dryness. Luckily, we have not received reports of our borrowers being affected by the fires. All of our branches are reporting that crop yields have been average; this is mostly the result of good sub-soil moisture carryover from 2017 that helped get the crops started strong.

The most current Streamflow Forecasts Summary map is from June 1, 2018. The river basins in our territory were shown to be below 70% of average for that time of year. While we did get some rains on the eastern plains, there wasn't a significant amount of rain to have a meaningful impact on the river basins. This is supported by the Seasonal Drought Outlook map (as of September 20, 2018), which shows drought conditions persisting in our territory through the end of the year. With our producers already stressed due to prolonged drought conditions in recent years, and the continued weak commodity prices, our crop farmers are likely to see more stress in the coming year.

## **LOAN PORTFOLIO**

Loans outstanding at September 30, 2018, totaled \$1.02 billion, an increase of \$39.6 million, or 4.03%, from loans of \$982.0 million at December 31, 2017. The increase is due to increases in both participations purchased and core loans.

## **OTHER PROPERTY OWNED**

Other property owned is real or personal property that has been acquired through foreclosure, deed in lieu of foreclosure or other means. We had no other property owned at September 30, 2018, compared with \$2.4 million at December 31, 2017. The decrease in other property owned is due to the sale of the properties.

## **RESULTS OF OPERATIONS**

Net income for the nine months ended September 30, 2018, was \$12.5 million, an increase of \$2.1 million, or 19.63%, from the same period ended one year ago. The increase is primarily due to an increase in net interest income and noninterest income, and a lower provision for credit losses, partially offset by higher noninterest expenses.

Net interest income for the nine months ended September 30, 2018, was \$20.7 million, an increase of \$684 thousand, or 3.42%, compared with the nine months ended September 30, 2017. Net interest income increased as a result of higher average loan volume and a higher return on capital partially offset by lower spread between borrower rates and our cost of funds, particularly on variable rate loans.

The provision for credit losses for the nine months ended September 30, 2018, was \$97 thousand, a decrease of \$409 thousand, or 80.83%, for the same period ended one year ago. The lower provision is a result of a smaller increase in the management reserve needed for the current year as compared to the management reserve needed at the same time last year.

Noninterest income increased \$1.6 million during the first nine months of 2018 compared with the first nine months in 2017 primarily due to a refund of \$678 thousand from Farm Credit System Insurance Corporation (FCSIC). This is our portion of excess funds above the secure base amount in the FCSIC Allocated Insurance Reserve Accounts. Refer to the 2017 Annual Report to Shareholders for additional information. We had an increase of \$109 thousand in loan fees and \$511 thousand from CoBank patronage primarily due to a \$474 thousand special payout of patronage by CoBank. We also had a gain of \$45 thousand due to the sale of vehicles and a \$325 thousand gain from monetization of warrants related to a participation purchase loan which are included in noninterest income. These were partially offset by a decrease in mineral income. We received mineral income of \$499 thousand during the first nine months of 2018, compared to \$511 thousand received for this same period in 2017.

During the first nine months of 2018, noninterest expense increased \$678 thousand to \$13.3 million, primarily due to increases in salaries and employee benefits, occupancy and equipment, purchased services from AgVantis, and other noninterest expenses, partially offset by a decrease in Farm Credit Insurance premiums and a gain on other property owned. The increase in salaries and employee benefits is due to increases in bonuses paid, incentive accruals and pension expenses. The increase in occupancy and equipment is due to increases in property taxes, software, and maintenance expenses. The increase in other noninterest expenses includes increases in consulting and attorney fees to include Board member search costs, training and public and member relations. The decrease in Farm Credit Insurance Fund premium is due to a lower premium rate.

## **CAPITAL RESOURCES**

Our shareholders' equity at September 30, 2018, was \$254.3 million, an increase of \$13.0 million at December 31, 2017. This increase is due to net income, net stock issuances and amortization of pension costs included in the net periodic benefit cost.

## **CHANGES IN LEADERSHIP**

There have been two resignations within the Association during the third quarter. Nick Wedel our Chief Information Security Officer (CISO) resigned and we are using a consultant to fill the role of Information Security Officer until a new CISO is hired. Ricky Sellers, our Interim COO resigned. A VP of Operations position was established to focus on our loan operations function.



**Consolidated Statement of Condition**

(Dollars in Thousands)

	<b>September 30</b>	December 31
	<b>2018</b>	2017
	<b>UNAUDITED</b>	AUDITED
<b>ASSETS</b>		
Loans	\$ 1,021,569	\$ 981,997
Less allowance for loan losses	2,322	2,261
Net loans	1,019,247	979,736
Cash	440	6,886
Accrued interest receivable	19,570	15,796
Investment in CoBank, ACB	31,501	31,487
Premises and equipment, net	12,082	12,172
Other property owned	-	2,378
Prepaid benefit expense	2,135	1,645
Other assets	3,883	4,737
<b>Total assets</b>	<b>\$ 1,088,858</b>	<b>\$ 1,054,837</b>
<b>LIABILITIES</b>		
Note payable to CoBank, ACB	\$ 820,533	\$ 796,825
Advance conditional payments	8,863	5,923
Accrued interest payable	1,721	1,358
Patronage distributions payable	-	3,750
Accrued benefits liability	740	1,018
Reserve for unfunded commitments	381	382
Other liabilities	2,340	4,252
<b>Total liabilities</b>	<b>834,578</b>	<b>813,508</b>
<b>Commitments and Contingencies</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Preferred stock	2,818	2,619
Capital stock	1,445	1,410
Unallocated retained earnings	250,659	238,141
Accumulated other comprehensive income/(loss)	(642)	(841)
<b>Total shareholders' equity</b>	<b>254,280</b>	<b>241,329</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,088,858</b>	<b>\$ 1,054,837</b>

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

**Consolidated Statement of Comprehensive Income**

(Dollars in Thousands)

UNAUDITED	For the three months ended September 30		For the nine months ended September 30	
	2018	2017	2018	2017
<b>INTEREST INCOME</b>				
Loans	\$ 12,839	\$ 11,383	\$ 36,607	\$ 32,702
<b>Total interest income</b>	<b>12,839</b>	<b>11,383</b>	<b>36,607</b>	<b>32,702</b>
<b>INTEREST EXPENSE</b>				
Note payable to CoBank	5,766	4,576	15,869	12,683
Other	19	4	46	11
<b>Total interest expense</b>	<b>5,785</b>	<b>4,580</b>	<b>15,915</b>	<b>12,694</b>
Net interest income	7,054	6,803	20,692	20,008
(Credit loss reversals)/Provision for credit losses	(111)	71	97	506
Net interest income after credit loss reversals/ provision for credit losses	7,165	6,732	20,595	19,502
<b>NONINTEREST INCOME</b>				
Financially related services income	47	46	124	116
Loan fees	192	88	395	286
Patronage refund from Farm Credit Institutions	1,395	906	3,171	2,660
Farm Credit Insurance Fund distribution	-	-	678	-
Mineral income	218	168	499	511
Other noninterest income	10	8	413	63
<b>Total noninterest income</b>	<b>1,862</b>	<b>1,216</b>	<b>5,280</b>	<b>3,636</b>
<b>NONINTEREST EXPENSE</b>				
Salaries and employee benefits	2,504	2,321	7,604	7,055
Occupancy and equipment	336	308	1,089	955
Purchased services from AgVantis, Inc.	483	398	1,436	1,302
(Gains)/Losses on other property owned, net	(138)	205	(155)	246
Farm Credit Insurance Fund premium	176	277	512	807
Supervisory and examination costs	112	95	286	266
Other noninterest expense	962	640	2,555	2,018
<b>Total noninterest expense</b>	<b>4,435</b>	<b>4,244</b>	<b>13,327</b>	<b>12,649</b>
Income before income taxes	4,592	3,704	12,548	10,489
Provision for income taxes	3	1	6	5
<b>Net income</b>	<b>4,589</b>	<b>3,703</b>	<b>12,542</b>	<b>10,484</b>
<b>OTHER COMPREHENSIVE INCOME</b>				
Amortization of retirement credits	67	-	199	-
<b>Comprehensive income</b>	<b>\$ 4,656</b>	<b>\$ 3,703</b>	<b>\$ 12,741</b>	<b>\$ 10,484</b>

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

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

(Dollars in Thousands)

UNAUDITED	Preferred Stock	Capital Stock	Unallocated Retained Earnings	Accumulated Other Comprehensive Income/(Loss)	Total Shareholders' Equity
<b>Balance at December 31, 2016</b>	\$ 1,879	\$ 1,407	\$ 228,177	\$ -	\$ 231,463
Comprehensive income			10,484	-	10,484
Stock issued	842	100			942
Stock retired	(11)	(94)			(105)
Preferred stock dividends	10		(11)		(1)
<b>Balance at September 30, 2017</b>	\$ 2,720	\$ 1,413	\$ 238,650	\$ -	\$ 242,783
<b>Balance at December 31, 2017</b>	\$ 2,619	\$ 1,410	\$ 238,141	\$ (841)	\$ 241,329
Comprehensive income			12,542	199	12,741
Stock issued	300	128			428
Stock retired	(120)	(93)			(213)
Preferred stock dividends	19		(24)		(5)
<b>Balance at September 30, 2018</b>	\$ 2,818	\$ 1,445	\$ 250,659	\$ (642)	\$ 254,280

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

**NOTES TO FINANCIAL STATEMENTS**  
(Dollars in Thousands, Except as Noted)  
(Unaudited)

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

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

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

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

In August 2018, the Financial Accounting Standards Board (FASB) issued guidance entitled "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Cost." The guidance aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that include an internal-use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2019. The guidance also requires an entity (customer) to expense the capitalized implementation costs of a hosting arrangement that is a service contract over the term of the hosting arrangement. It further specifies where to present expense and payments in the financial statements. Early adoption is permitted. The guidance is to be applied on a retrospective or prospective basis to all implementation costs incurred after the date of adoption. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

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

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

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

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

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

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

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

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. In July 2018, the FASB issued an update entitled "Leases – Targeted Improvements," which provides entities with an additional (and optional) transition method to adopt the new leases standard. Under this new transition method, an entity initially applies the new leases standard at the adoption date and recognizes a cumulative-effect adjustment to the opening balance of retained earnings in the period of adoption. An entity that elects this additional transition method must provide the required disclosures of the now current standard for all prior periods presented. The guidance and related amendments in this update become effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association has evaluated the impact of adoption and does not expect it to have a material impact on its financial condition and results of operations.

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

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

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

A summary of loans follows.

	September 30, 2018	December 31, 2017
Real estate mortgage	\$ 608,815	\$ 573,590
Production and intermediate-term	170,181	180,294
Agribusiness	154,094	147,501
Rural Infrastructure	77,107	70,877
Rural residential real estate	56	57
Mission-related	1,130	1,172
Agricultural export finance	10,186	8,506
Lease receivables	-	-
<b>Total Loans</b>	<b>\$ 1,021,569</b>	<b>\$ 981,997</b>

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

	Other Farm Credit Institutions		Non-Farm Credit Institutions		Total	
	Purchased	Sold	Purchased	Sold	Purchased	Sold
Real estate mortgage	\$ 38,066	\$ 24,284	\$ 2,902	\$ -	\$ 40,968	\$ 24,284
Production and intermediate-term	20,739	-	-	-	20,739	-
Agribusiness	145,896	-	-	-	145,896	-
Rural infrastructure	77,107	-	-	-	77,107	-
Rural residential real estate	-	-	-	-	-	-
Mission-related	-	-	-	-	-	-
Agricultural export finance	10,186	-	-	-	10,186	-
Lease receivables	-	-	-	-	-	-
<b>Total</b>	<b>\$ 291,994</b>	<b>\$ 24,284</b>	<b>\$ 2,902</b>	<b>\$ -</b>	<b>\$ 294,896</b>	<b>\$ 24,284</b>

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:

	<b>September 30, 2018</b>	December 31, 2017
Real estate mortgage		
Acceptable	<b>92.58%</b>	91.90%
OAEM	<b>3.09%</b>	2.55%
Substandard	<b>4.33%</b>	5.55%
Total	<b>100.00%</b>	100.00%
Production and intermediate-term		
Acceptable	<b>91.22%</b>	91.01%
OAEM	<b>5.03%</b>	4.31%
Substandard	<b>3.75%</b>	4.68%
Total	<b>100.00%</b>	100.00%
Agribusiness		
Acceptable	<b>97.50%</b>	99.10%
OAEM	<b>0.94%</b>	0.32%
Substandard	<b>1.56%</b>	0.58%
Total	<b>100.00%</b>	100.00%
Rural infrastructure		
Acceptable	<b>100.00%</b>	100.00%
Total	<b>100.00%</b>	100.00%
Rural residential real estate		
Acceptable	<b>100.00%</b>	100.00%
Total	<b>100.00%</b>	100.00%
Mission-related		
Acceptable	<b>100.00%</b>	100.00%
Total	<b>100.00%</b>	100.00%
Agricultural export finance		
Acceptable	<b>100.00%</b>	100.00%
Total	<b>100.00%</b>	100.00%
Total Loans		
Acceptable	<b>93.72%</b>	93.46%
OAEM	<b>2.83%</b>	2.34%
Substandard	<b>3.45%</b>	4.20%
Total	<b>100.00%</b>	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.

	September 30, 2018	December 31, 2017
Nonaccrual loans		
Real estate mortgage	\$ 9,397	\$ 10,723
Production and intermediate-term	443	1,586
Total nonaccrual loans	\$ 9,840	\$ 12,309
Accruing restructured loans		
Real estate mortgage	\$ 509	\$ 519
Production and intermediate-term	821	717
Total accruing restructured loans	\$ 1,330	\$ 1,236
Accruing loans 90 days past due		
Real estate mortgage	\$ 5,852	\$ -
Total accruing loans 90 days past due	\$ 5,852	\$ -
Total impaired loans	\$ 17,022	\$ 13,545
Other property owned	-	2,378
Total high risk assets	\$ 17,022	\$ 15,923

Additional impaired loan information is as follows:

	September 30, 2018			December 31, 2017		
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Recorded Investment	Unpaid Principal Balance	Related Allowance
Impaired loans with no related allowance for credit losses:						
Real estate mortgage	\$ 15,758	\$ 16,722		\$ 11,242	\$ 15,274	
Production and intermediate-term	1,264	5,607		2,303	6,894	
Total	\$ 17,022	\$ 22,329	\$ -	\$ 13,545	\$ 22,168	\$ -

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

There were no impaired loans with a related allowance for credit losses for the periods presented.

	For the Three Months Ended September 30, 2018		For the Three Months Ended September 30, 2017	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
Impaired loans with no related allowance for credit losses:				
Real estate mortgage	\$ 17,283	\$ 35	\$ 3,799	\$ -
Production and intermediate-term	1,524	129	975	1
Agribusiness	9			
Total	\$ 18,816	\$ 164	\$ 4,774	\$ 1

There were no impaired loans with a related allowance for credit losses for the periods presented.

	For the Nine Months Ended September 30, 2018		For the Nine Months Ended September 30, 2017	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:				
Real estate mortgage	\$ 184	\$ -	\$ -	\$ -
Total	\$ 184	\$ -	\$ -	\$ -
Impaired loans with no related allowance for credit losses:				
Real estate mortgage	\$ 15,099	\$ -	\$ 5,587	\$ 127
Production and intermediate-term Agribusiness	1,766 3	- -	1,843 -	39 -
Total	\$ 16,868	\$ -	\$ 7,430	\$ 166
Total impaired loans:				
Real estate mortgage	\$ 15,283	\$ -	\$ 5,587	\$ 127
Production and intermediate-term Agribusiness	1,766 3	- -	1,843 -	39 -
Total	\$ 17,052	\$ -	\$ 7,430	\$ 166

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

	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or less than 30 Days Past Due	Recorded Investment in Loans	Recorded Investment Accruing Loans 90 Days or More Past Due
<b>September 30, 2018</b>						
Real estate mortgage	\$ 43	\$ 6,108	\$ 6,151	\$ 616,678	\$ 622,829	\$ 5,852
Production and intermediate-term Agribusiness	20	394	414	174,256	174,670	-
Rural infrastructure	-	-	-	154,817	154,817	-
Rural residential real estate	-	-	-	77,422	77,422	-
Mission-related	-	-	-	58	58	-
Agricultural export finance	-	-	-	1,132	1,132	-
	-	-	-	10,211	10,211	-
Total	\$ 63	\$ 6,502	\$ 6,565	\$ 1,034,574	\$ 1,041,139	\$ 5,852

	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or less than 30 Days Past Due	Recorded Investment in Loans	Recorded Investment Accruing Loans 90 Days or More Past Due
<b>December 31, 2017</b>						
Real estate mortgage	\$ 778	\$ -	\$ 778	\$ 583,492	\$ 584,270	\$ -
Production and intermediate-term Agribusiness	1,815	212	2,027	182,285	184,312	-
Rural infrastructure	-	-	-	148,278	148,278	-
Rural residential real estate	1	-	1	71,173	71,174	-
Mission-related	-	-	-	58	58	-
Agricultural export finance	-	-	-	1,174	1,174	-
	-	-	-	8,527	8,527	-
Total	\$ 2,594	\$ 212	\$ 2,806	\$ 994,987	\$ 997,793	\$ -

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

	Balance at June 30, 2018	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2018
Real estate mortgage	\$ 740	\$ -	\$ -	\$ (142)	\$ 598
Production and intermediate-term	599	6	-	(46)	547
Agribusiness	723	-	-	95	818
Rural infrastructure	353	-	-	(14)	339
Mission-related	13	-	-	-	13
Agricultural export finance	8	-	-	(1)	7
Total	\$ 2,436	\$ 6	\$ -	\$ (108)	\$ 2,322

	Balance at December 31, 2017	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2018
Real estate mortgage	\$ 675	\$ -	\$ -	\$ (77)	\$ 598
Production and intermediate-term	557	37	-	27	547
Agribusiness	693	-	-	125	818
Rural infrastructure	317	-	-	22	339
Mission-related	13	-	-	-	13
Agricultural export finance	6	-	-	1	7
Total	\$ 2,261	\$ 37	\$ -	\$ 98	\$ 2,322

	Balance at June 30, 2017	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2017
Real estate mortgage	\$ 549	\$ -	\$ -	\$ 100	\$ 649
Production and intermediate-term	478	3	4	73	552
Agribusiness	614	-	-	(66)	548
Rural infrastructure	292	-	-	(25)	267
Mission-related	5	-	-	-	5
Agricultural export finance	8	-	-	-	8
Total	\$ 1,946	\$ 3	\$ 4	\$ 82	\$ 2,029

	Balance at December 31, 2016	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at September 30, 2017
Real estate mortgage	\$ 429	\$ -	\$ -	\$ 220	\$ 649
Production and intermediate-term	388	19	5	178	552
Agribusiness	443	-	-	105	548
Rural infrastructure	265	-	-	2	267
Mission-related	4	-	-	1	5
Agricultural export finance	6	-	-	2	8
Total	\$ 1,535	\$ 19	\$ 5	\$ 508	\$ 2,029

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

	For the Three Months Ended September 30		For the Nine Months Ended September 30	
	2018	2017	2018	2017
Balance at beginning of period (Reversal of reserve for unfunded commitments)	\$ 384	\$ 279	\$ 382	\$ 270
	(3)	(11)	(1)	(2)
<b>Total</b>	<b>\$ 381</b>	<b>\$ 268</b>	<b>\$ 381</b>	<b>\$ 268</b>

Additional information on the allowance for credit losses follows:

	Allowance for Credit Losses Ending Balance at September 30, 2018		Recorded Investments in Loans Outstanding Ending Balance at September 30, 2018	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ 4	\$ 594	\$ 21,350	\$ 601,479
Production and intermediate-term	20	527	1,468	173,202
Agribusiness	15	803	330	154,487
Rural infrastructure	-	339	-	77,422
Rural residential real estate	-	-	-	58
Mission-related	-	13	-	1,132
Agricultural export finance	-	7	-	10,211
<b>Total</b>	<b>\$ 39</b>	<b>\$ 2,283</b>	<b>\$ 23,148</b>	<b>\$ 1,017,991</b>

	Allowance for Credit Losses Ending Balance at December 31, 2017		Recorded Investments in Loans Outstanding Ending Balance at December 31, 2017	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ -	\$ 675	\$ 11,242	\$ 573,028
Production and intermediate-term	-	557	2,303	182,009
Agribusiness	-	693	-	148,278
Rural infrastructure	-	317	-	71,174
Rural residential real estate	-	-	-	58
Mission-related	-	13	-	1,174
Agricultural export finance	-	6	-	8,527
Lease receivables	-	-	-	-
<b>Total</b>	<b>\$ -</b>	<b>\$ 2,261</b>	<b>\$ 13,545</b>	<b>\$ 984,248</b>

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 table presents additional information regarding troubled debt restructurings that occurred during the periods.

	For the Nine Months Ended			
	September 30, 2018		September 30, 2017	
	Pre-modification Outstanding Recorded Investment*	Post-modification Outstanding Recorded Investment*	Pre-modification Outstanding Recorded Investment*	Post-modification Outstanding Recorded Investment*
Troubled debt restructurings:				
Production and intermediate-term	-	-	891	891
<b>Total</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 891</b>	<b>\$ 891</b>

\* Pre-modification represents the recorded investment in the loan receivable just prior to restructuring and post-modification represents the recorded investment in the loan receivable immediately following the restructuring. The recorded investment is the face amount of the loan receivable 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.

The association had no TDRs within the previous 12 months and for which there were no subsequent payment defaults during the first nine months of 2018 and 2017.

Additional commitments to lend to borrowers whose loans have been modified in troubled debt restructurings was \$501 at September 30, 2018 and \$463 at December 31, 2017.

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

	Loans modified as TDRs		TDRs in Nonaccrual Status*	
	September 30, 2018	December 31, 2017	September 30, 2018	December 31, 2017
Real estate mortgage	\$ 509	\$ -	\$ -	\$ -
Production and intermediate-term	821	519	-	-
Rural infrastructure	-	717	-	-
<b>Total</b>	<b>\$ 1,330</b>	<b>\$ 1,236</b>	<b>\$ -</b>	<b>\$ -</b>

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

### NOTE 3 - CAPITAL

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

	As of September 30, 2018	As of December 31, 2017	Regulatory Minimums	Capital Conservation Buffer	Total
<b>Risk Adjusted:</b>					
Common equity tier 1 ratio	19.56%	19.52%	4.5%	2.5%*	7.0%
Tier 1 capital ratio	19.56%	19.52%	6.0%	2.5%*	8.5%
Total capital ratio	19.81%	19.74%	8.0%	2.5%*	10.5%
Permanent capital ratio	19.86%	19.81%	7.0%	-	7.0%
<b>Non-risk-adjusted:</b>					
Tier 1 leverage ratio	20.57%	20.35%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	21.20%	20.94%	1.5%	-	1.5%

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

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

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

	For the Three Months Ended September 30		For the Nine Months Ended September 30	
	2018	2017	2018	2017
Pension and other benefit plans:				
Beginning balance	\$ (709)	\$ -	\$ (841)	\$ -
Amounts reclassified from accumulated other comprehensive loss	67	-	199	-
Net current period other comprehensive income	67	-	199	-
Ending balance	\$ (642)	\$ -	\$ (642)	\$ -

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

	Amount Reclassified from Accumulated Other Comprehensive Income/(Loss)		Location of Gain/Loss Recognized in Statement of Income
	For the Three Months Ended September 30		
	2018	2017	
Pension and other benefit plans:			
Net actuarial loss	\$ 67	\$ -	Salaries and employee benefits
Total reclassifications	\$ 67	\$ -	

	Amount Reclassified from Accumulated Other Comprehensive Income/(Loss)		Location of Gain/Loss Recognized in Statement of Income
	For the Nine Months Ended September 30		
	2018	2017	
Pension and other benefit plans:			
Net actuarial loss	\$ 199	\$ -	Salaries and employee benefits
Total reclassifications	\$ 199	\$ -	

#### NOTE 4 - INCOME TAXES

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

#### NOTE 5 - FAIR VALUE MEASUREMENTS

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

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

	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Assets held in nonqualified benefits trusts				
<b>September 30, 2018</b>	\$ 6	\$ -	\$ -	\$ 6
December 31, 2017	\$ -	\$ -	\$ -	\$ -

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

The association had no assets or liabilities measure at fair value on a recurring basis at December 31, 2017.

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

	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
<b>September 30, 2018</b>				
<b>Other property owned</b>	\$ -	\$ -	\$ -	\$ -
December 31, 2017				
Other property owned	\$ -	\$ -	\$ 2,565	\$ 2,565

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

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

### Valuation Techniques

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

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

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

#### *Other Property Owned*

Other property owned measured on a non-recurring basis is generally classified as Level 3. The process for measuring the fair value of other property owned involves the use of appraisals or other market-based information. Costs to sell represent transaction costs and are not included as a component of the asset's fair value.

### NOTE 6 - SUBSEQUENT EVENTS

The Association has evaluated subsequent events through November 5, 2018, which is the date the financial statements were issued, and no material subsequent events were identified.