

FARM CREDIT  
**100**  
ESTABLISHED 1916

FARM CREDIT  
OF SOUTHERN COLORADO



## Here For You. Here For Good.

Through good times and bad, we've been your trusted partner for 100 years.



2015

Annual Report

We are pleased to present our 2015 Farm Credit of Southern Colorado Annual Report of Financial Condition. Farm Credit of Southern Colorado posted solid results in 2015, building upon the positive trends that your farmer/rancher owned cooperative have achieved over the years. These positive trends of sound operations are crucial in allowing us to fulfill our broader mission of serving farmers, ranchers, agriculture, and rural communities.

The Association had very strong operating results in 2015. Net earnings were in excess of \$13.4 million which allows the Association to return \$3.0 million in cash patronage in March 2016, to you our stockholders.

Additional Association highlights for 2015 included:

- Originated 38 new loans for \$5.3 million to new young, beginning, or small farmers or ranchers customers.
- Continued an interest rate discount program for recently discharged military veterans.
- Made a significant sponsorship to Care and Share Food Bank of Southern Colorado to assist in battling rural hunger.
- Moved into a new branch office in Burlington to meet the needs of our customers well into the future.
- Began a remodel project of our Monte Vista branch office.
- Sponsored educational meetings within our lending territory.

At Farm Credit of Southern Colorado, we believe it is our duty to provide a relevant and dependable source of constructive credit and financial services that contribute to the long term success of our members and rural communities. We understand that as customers you expect competitively priced products and services, exceptional customer service, convenient credit delivery, knowledgeable staff, and a dedicated management team. As a member and owner of this cooperative, you also have the added benefit of playing a role in Association governance, earning back patronage, and building an organization to benefit current and future generations of farm and ranch families, all while working with a team of professionals devoted to your success.

The annual report provides detailed documentation supporting the financial results of the Association. We encourage you to read it carefully, and if you have concerns or questions, please feel free to contact us. Thank you for your continued support and for your business.

Sincerely,



Russell Tomky  
President and CEO

**Five-Year Summary of Selected Consolidated Financial Data**

(Dollars in Thousands)

	December 31				
	2015	2014	2013	2012	2011
<b>Statement of Condition Data</b>					
Loans	\$ 930,505	\$ 899,667	\$ 892,623	\$ 812,240	\$ 752,935
Less allowance for loan losses	1,474	1,413	1,555	2,438	4,080
Net loans	929,031	898,254	891,068	809,802	748,855
Investment in CoBank, ACB	29,954	29,423	27,717	27,131	163
Investment in U.S. AgBank, FCB	NA	NA	NA	NA	26,951
Other property owned	1,752	5,398	4,355	1,629	1,311
Other assets	36,985	37,133	30,684	29,232	21,635
<b>Total assets</b>	<b>\$ 997,722</b>	<b>\$ 970,208</b>	<b>\$ 953,824</b>	<b>\$ 867,794</b>	<b>\$ 798,915</b>
Obligations with maturities of one year or less	\$ 13,571	\$ 13,737	\$ 8,910	\$ 8,465	\$ 5,932
Obligations with maturities longer than one year	762,847	744,959	729,197	654,674	601,560
Reserve for unfunded commitments	457	-	-	-	-
<b>Total liabilities</b>	<b>776,875</b>	<b>758,696</b>	<b>738,107</b>	<b>663,139</b>	<b>607,492</b>
Protected borrower stock	-	2	2	2	3
Preferred stock	1,761	2,863	19,004	19,500	15,086
Capital stock	1,375	1,328	1,306	1,297	1,414
Unallocated retained earnings	217,711	207,319	195,405	183,856	174,798
Accumulated other comprehensive income/(loss)	-	-	-	-	122
<b>Total shareholders' equity</b>	<b>220,847</b>	<b>211,512</b>	<b>215,717</b>	<b>204,655</b>	<b>191,423</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 997,722</b>	<b>\$ 970,208</b>	<b>\$ 953,824</b>	<b>\$ 867,794</b>	<b>\$ 798,915</b>

	For the Year Ended December 31				
	2015	2014	2013	2012	2011
<b>Statement of Income Data</b>					
Net interest income	\$ 24,508	\$ 23,769	\$ 23,951	\$ 21,354	\$ 20,122
Patronage distribution from Farm Credit institutions	3,418	3,520	3,322	2,887	7,428
Tax-free recapitalization distribution due to AgBank merger	-	-	-	-	6,887
Provision for credit losses/(Credit loss reversal)	747	17	(765)	3,793	3,620
Noninterest expense, net	13,773	11,819	11,915	8,316	8,412
Provision for income taxes	5	5	5	4	7
<b>Net income</b>	<b>\$ 13,401</b>	<b>\$ 15,448</b>	<b>\$ 16,118</b>	<b>\$ 12,128</b>	<b>\$ 22,398</b>
<b>Comprehensive income</b>	<b>\$ 13,401</b>	<b>\$ 15,448</b>	<b>\$ 16,118</b>	<b>\$ 12,006</b>	<b>\$ 22,362</b>

**Key Financial Ratios****For the Year**

Return on average assets	1.38%	1.61%	1.77%	1.50%	2.95%
Return on average shareholders' equity	6.19%	7.21%	7.56%	6.00%	12.12%
Net interest income as a percentage of average earning assets	2.70%	2.64%	2.80%	2.79%	2.77%
Net charge-offs as a percentage of average net loans	0.03%	0.02%	0.01%	0.71%	0.45%

**At Year End**

Shareholders' equity as a percentage of total assets	22.14%	21.80%	22.62%	23.58%	23.96%
Debt as a ratio to shareholders' equity	3.52:1	3.59:1	3.42:1	3.24:1	3.17:1
Allowance for loan losses as a percentage of loans	0.16%	0.16%	0.17%	0.30%	0.54%
Permanent capital ratio	19.16%	18.97%	20.00%	21.38%	22.25%
Total surplus ratio	18.85%	18.54%	17.86%	19.01%	19.73%
Core surplus ratio	18.85%	18.54%	17.57%	18.53%	19.05%

**Net Income Distribution**

Cash patronage distributions paid	\$ 3,500	\$ 4,500	\$ 3,000	\$ 3,500	\$ 2,500
Cash patronage declared	\$ 3,000	\$ 3,500	\$ 4,500	\$ 3,000	\$ 3,500
Stock dividends paid	\$ 10	\$ 49	\$ 52	\$ 70	\$ 159
Stock dividends declared	\$ 9	\$ 34	\$ 69	\$ 70	\$ 159

# MANAGEMENT'S DISCUSSION AND ANALYSIS

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## INTRODUCTION

The following discussion summarizes the financial position and results of operations of Farm Credit of Southern Colorado, ACA for the year ended December 31, 2015. Comparisons with prior years are included. We have emphasized material known trends, commitments, events, or uncertainties that have impacted, or are reasonably likely to impact our financial condition and results of operations. You should read these comments along with the accompanying consolidated financial statements, footnotes and other sections of this report. The accompanying consolidated financial statements were prepared under the oversight of our Audit Committee. The Management's Discussion and Analysis includes the following sections:

- Business Overview
- Economic Overview
- Loan Portfolio
- Credit Risk Management
- Results of Operations
- Liquidity
- Capital Resources
- Regulatory Matters
- Governance
- Forward-Looking Information
- Critical Accounting Policies and Estimates
- Customer Privacy
- Patron's Consent to Take Patronage Distribution into Income

Our quarterly reports to shareholders are available approximately 40 days after the calendar quarter end and annual reports are available approximately 75 days after the calendar year end. The reports may be obtained free of charge on our website, [www.aglending.com](http://www.aglending.com), or upon request. We are located at 5110 Edison Avenue, Colorado Springs, Colorado 80915 or may be contacted by calling (800) 815-8559 or (719) 570-1087.

## BUSINESS OVERVIEW

### ***Farm Credit System Structure and Mission***

We are one of 74 associations in the Farm Credit System (System), which was created by Congress in 1916 and has served agricultural producers for nearly 100 years. The System mission is to provide sound and dependable credit to American farmers, ranchers, and producers or harvesters of aquatic products and farm-related businesses through a member-owned cooperative system. This is done by making loans and providing financial services. Through its commitment and dedication to agriculture, the System continues to have the largest portfolio of agricultural loans of any lender in the United States. The Farm Credit Administration (FCA) is the System's independent safety and soundness federal regulator and was established to supervise, examine and regulate System institutions.

### ***Our Structure and Focus***

As a cooperative, we are owned by the members we serve. Our territory served extends across a diverse agricultural region of southern Colorado. The counties in our territory are listed in Note 1 of the accompanying consolidated financial statements. We make long-term real estate mortgage loans to farmers, ranchers, rural residents and agribusinesses and production and intermediate-term loans for agricultural production or operating purposes. Additionally, we provide other related services to our borrowers, such as credit life insurance, multi-peril crop and crop hail insurance, fee appraisals, vehicle and equipment leasing, advance conditional payment accounts and an investment stock program. Our success begins with our extensive agricultural experience and knowledge of the market and is dependent on the level of satisfaction we provide to our borrowers.

As part of the System, we obtain the funding for our lending and operations from a Farm Credit Bank. Our funding bank, CoBank, ACB (CoBank), is a cooperative of which we are a member. CoBank, its related associations, and AgVantis, Inc. (AgVantis) are referred to as the District.

We, along with the borrower's investment in our Association, are materially affected by CoBank's financial condition and results of operations. The CoBank quarterly and annual 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 5110 Edison Avenue,

Colorado Springs, Colorado 80915 or by calling (800) 815-8559 or (719) 570-1087. Annual reports are available within 75 days after year end and quarterly reports are available within 40 days after the calendar quarter end.

We purchase technology and other operational services from AgVantis, which is a technology service corporation. Our Services Agreement with AgVantis expired on December 31, 2015. Upon expiration, a new services agreement was effective which expires on December 31, 2018. We are a shareholder in AgVantis, along with all other AgVantis customers. Farm Credit Foundations, a human resource service provider for a number of Farm Credit institutions, provides our payroll and human resource services.

## **ECONOMIC OVERVIEW**

During 2015, economic conditions in our region were mixed. Globally wheat production was very high, which put downward pressure on prices, causing stress for many of our borrowers. Additionally, the dollar continued to strengthen throughout 2015, which has caused U.S. exports to be less competitive in the global market. According to the Wall Street Journal, wheat exports are projected to hit a 44-year low in 2016 due to the strengthening dollar and weak demand. Prices have already collapsed as a result of weak demand and strong world stocks (world wheat supplies), and the continued increase in the strength of the dollar will further stifle the export markets. As a result, wheat dipped under \$4/bu in December, which is below many farmers' cost of production. A rise in the Fed funds rate could further increase the value of the dollar and put even more pressure on export prices. Thus, wheat prices are expected to continue to decline in 2016 and will likely remain low for several years. Wheat is the largest commodity in our portfolio. The weak forecast for wheat markets may be difficult for many of our borrowers.

For corn, reduced corn acreage and more average yields resulted in a smaller crop in 2015, which will help prices for 2016. This will help offset the strengthening dollar and keep corn prices up. Corn prices are projected to recover in 2016 and be about 10-14% higher than in 2015. Corn is the second largest commodity in our portfolio, so this will be beneficial to many of our borrowers.

Beef prices reached the cyclical peak in 2014, and saw some erosion in 2015. The strengthening dollar has contributed to this erosion as exports have decreased and imports have increased. Additionally, the herd rebuilding has tapered off and slaughter rates are expected to increase. Thus, beef production is forecast to be up 3% in 2016. The strengthening dollar is expected to put strain on protein exports, with beef and pork exports down 10-15% in 2016. The combination of these two factors will put stress on prices. Cow/calf prices are projected to drop 18-20% over the coming year.

The Fed raised the Fed Funds Rate in December, which contributed to the strength of the dollar. The strengthening dollar will continue to dampen the export market and put downward pressure on prices, especially wheat and beef. Corn is projected to see some price improvement as a result of lower ending stocks (world corn supplies) and reduced yields worldwide, which will help our corn producers as yields in our territory have been strong.

On average, real estate values in our territory improved during 2015. Some areas experienced declines, but overall, real estate values are higher, and are projected to remain stable in 2016.

Drought conditions improved dramatically in 2015 with heavy rains in late spring/early summer that eliminated the drought designation in our territory as of mid-June. Fall precipitation wasn't quite as plentiful which resulted in some minor drying out. Current drought conditions show just two small areas as "abnormally dry" according to the U.S. Drought Monitor published by NOAA. Winter snows will be pivotal to fully restoring pastures and dry crop lands. The current El Nino has been officially documented as the strongest in recorded history, stronger than the El Nino of '97-'98. A strong El Nino typically results in strong rains on the west coast and drier than average conditions in the Northeast. For Colorado, this could mean up to 140% of average snowfall in the mountains. As of February 4<sup>th</sup>, the snowpack, statewide, is at 116% of average. This will be helpful through the spring and summer. The Seasonal Drought Outlook map indicates that no drought conditions are forecast for Colorado through April.

The Agricultural Act of 2014 (Farm Bill) was signed into law on February 7, 2014. This Farm Bill governs an array of federal farm and food programs, including commodity price and support payments, farm credit, agricultural conservation, research, rural development, and foreign and domestic food programs for five years. The Farm Bill eliminates \$23 billion in mandatory federal spending over a 10-year period, representing a reduction in the U.S. government farm policy support. The Farm Bill repeals direct payments and limits producers to risk management tools that offer protection when they suffer significant losses. The Farm Bill provides continued support for crop insurance programs, strengthens livestock disaster assistance and provides dairy producers with a voluntary margin protection program without imposing government-mandated supply controls.

**LOAN PORTFOLIO**

Total loans outstanding were \$930.5 million at December 31, 2015, an increase of \$30.8 million, or 3.4%, from loans at December 31, 2014 of \$899.7 million, and an increase of \$37.9 million, or 4.2%, from loans at December 31, 2013 of \$892.6 million. The increase in loans was due to modest growth in our core portfolio, partially offset by a small decrease in our participations purchased portfolio. The types of loans outstanding at December 31 are reflected in the following table.

<i>(dollars in thousands)</i>	2015		2014		2013	
	Volume	Percent	Volume	Percent	Volume	Percent
Real estate mortgage loans	<b>\$546,271</b>	<b>58.8%</b>	\$536,720	59.7%	\$541,593	60.7%
Production and intermediate-term loans	<b>166,406</b>	<b>17.9%</b>	158,656	17.6%	150,684	16.9%
Agribusiness loans to:						
Cooperatives	<b>16,553</b>	<b>1.8%</b>	16,285	1.8%	14,409	1.6%
Process and marketing	<b>109,038</b>	<b>11.7%</b>	99,853	11.1%	96,776	10.8%
Farm related business	<b>11,418</b>	<b>1.2%</b>	11,148	1.2%	11,282	1.3%
Communication loans	<b>24,064</b>	<b>2.6%</b>	23,258	2.6%	20,712	2.3%
Energy loans	<b>42,711</b>	<b>4.6%</b>	43,731	4.9%	51,393	5.8%
Water/Waste water	<b>4,120</b>	<b>0.4%</b>	—	—	—	—
Agricultural export finance loans	<b>8,528</b>	<b>0.9%</b>	8,530	0.9%	3,996	0.4%
Rural residential real estate loans	<b>121</b>	<b>—</b>	164	0.1%	411	—
Mission-related loans	<b>1,275</b>	<b>0.1%</b>	1,322	0.1%	1,367	0.2%
<b>Total</b>	<b>\$930,505</b>	<b>100.0%</b>	<b>\$899,667</b>	<b>100.0%</b>	<b>\$892,623</b>	<b>100.0%</b>

Real estate mortgage loans outstanding increased to \$546.3 million, compared with \$536.7 million at year-end 2014, primarily due to a few large loans booked during 2015, as well as numerous new smaller loans. Long-term mortgage loans are primarily used to purchase, refinance or improve real estate. These loans have maturities ranging from 5 to 40 years. Real estate mortgage loans are also made to rural homeowners. By federal regulation, a real estate mortgage loan must be secured by a first lien and may only be made in an amount up to 85% of the original appraised value of the property, or up to 97% of the appraised value, if the loan is guaranteed by certain state, federal, or other governmental agencies. Under our current underwriting standards, we loan less than the regulatory limit of 85% of the appraised value of the property.

The production and intermediate-term loans increased 4.9% to \$166.4 million compared with 2014 loans of \$158.7 million, primarily due to new loans made during 2015, coupled with draws on existing lines of credit. Production loans are used to finance the ongoing operating needs of agricultural producers. Production loans generally match the borrower's normal production and marketing cycle, which is typically 12 months. Intermediate-term loans are generally used to finance depreciable capital assets of a farm or ranch. Intermediate-term loans are written for a specific term, 1 to 15 years, with most loans being less than 10 years.

Process and marketing loans increased by 9.2% to \$109.0 million compared to \$99.9 million at year end 2014. This increase was primarily due to the addition of a few large participation purchased loans as well as several smaller participations purchased loans and draws on existing operating lines.

Increases were also noted in cooperatives, farm related, communication and water/waste water loan volume while there were decreases in energy, agriculture export finance, rural residential real estate and mission related loan volume. At December 31, 2015 approximately 94% of agribusiness, and 100% of communication, energy, water and waste water and agricultural export finance volume were a result of loan participations.

***Portfolio Diversification***

While we make loans and provide financially related services to qualified borrowers in agricultural and rural sectors and to certain related entities, our loan portfolio is diversified by loan participations purchased and sold, geographic locations served, commodities financed and loan size as illustrated in the following four tables.

We purchase loan participations from other System and non-System entities to generate additional earnings and diversify risk related to existing commodities financed and our geographic area served. In addition, we sell a portion of certain large loans to other System entities to reduce risk and comply with lending limits we have established.

To increase our market share of broadly syndicated participation loans, we are a party to a shared lending operation known as the Commercial Finance Group (CFG). The agreement includes our Association together with Premier Farm Credit, ACA; Farm Credit of East Central Oklahoma, ACA; and several associations in the AgriBank District. Along with these associations, we pool our resources to coordinate and enhance the marketing, originating and

servicing of large, complex commercial and mortgage loans, as well as diversify risk. This agreement essentially replaced the Agribusiness Finance Group (AFG), which was a similar agreement that terminated in 2011. The AFG agreement included our Association and three other District Associations. The remaining participations through AFG will terminate at maturity or renewal.

Our volume of participations purchased and sold as of December 31 follows.

<i>(dollars in thousands)</i>	2015	2014	2013
Participations purchased with AFG	\$ 23,809	\$ 27,463	\$ 32,571
Participations purchased with CFG	174,292	165,835	161,750
Participations purchased with other Farm Credit institutions	49,875	55,708	59,900
Participations purchased with non-Farm Credit institutions	2,258	2,378	2,493
Total participations purchased	\$ 250,234	\$ 251,384	\$ 256,714
Participations sold to other Farm Credit institutions	\$ 17,897	\$ 14,149	\$ 20,418–
Total participations sold	\$ 17,897	\$ 14,149	\$ 20,418

We have no loans sold with recourse, retained subordinated participation interests in loans sold, or interests in pools of subordinated participation interests that are held in lieu of retaining a subordinated participation interest in the loans sold.

The geographic distribution of loans by county at December 31 follows. As previously mentioned we purchase loan participations outside our territory, which are included in Other – Colorado and Other in the following table.

	2015	2014	2013
Adams	1.56%	1.59%	1.78%
Alamosa	2.29%	2.25%	2.14%
Arapahoe	2.49%	1.85%	2.27%
Baca	2.99%	2.73%	2.28%
Bent	1.15%	1.34%	1.37%
Cheyenne	4.19%	3.66%	3.05%
Conejos	0.75%	0.77%	0.92%
Douglas	1.89%	2.00%	2.01%
El Paso	1.15%	1.13%	0.84%
Elbert	4.19%	3.85%	3.51%
Fremont	0.31%	0.35%	0.91%
Jefferson	1.33%	1.50%	1.18%
Kiowa	1.55%	1.38%	1.36%
Kit Carson	20.03%	20.06%	20.62%
Las Animas	0.84%	1.20%	1.16%
Lincoln	4.43%	4.45%	4.64%
Otero	2.03%	2.59%	2.44%
Prowers	2.45%	2.50%	2.33%
Pueblo	1.07%	1.15%	1.27%
Rio Grande	2.81%	2.66%	2.73%
Saguache	2.35%	1.80%	1.62%
Other – Colorado	8.81%	9.39%	8.98%
Other	29.34%	29.80%	30.59%
Total	100.00%	100.00%	100.00%

We are party to a Territorial Approval Agreement (Agreement) with two other associations in the states of Colorado and Kansas. These Agreements eliminate territorial restrictions and allows associations that are a party to the Agreements to make loans in any other association's territory regardless of a borrower's place of residence, location of operations, location of loan security or location of headquarters. These Agreements can be terminated upon the earlier to occur of:

- 1) the time when either association has withdrawn as a party to the Agreement with 30 days written notice, or
- 2) when requested by FCA.

We are a party to an Agreement Providing Territorial Concurrence (Agreement) with Farm Credit Services of America. This Agreement eliminates territorial restrictions and allows either party to make loans through its dealer network in the other's territory.

The following table shows the primary agricultural commodities produced by our borrowers based on the Standard Industrial Classification System (SIC) published by the federal government. This system is used to assign commodity or industry categories based on the primary business of the customer. A primary business category is assigned when the commodity or industry accounts for 50% or more of the total value of sales for a business; however, a large percentage of agricultural operations typically includes more than one commodity.

SIC Category	December 31		
	2015	2014	2013
Cattle	22.36%	22.30%	21.36%
Wheat	18.59%	18.16%	18.55%
Corn	15.97%	16.04%	15.02%
Potatoes	5.09%	5.14%	5.61%
Hay	4.81%	4.75%	4.72%
Power	4.00%	4.83%	5.54%
Timber	3.77%	3.21%	5.21%
Other	25.41%	25.57%	23.99%
Total	100.00%	100.00%	100.00%

Our loan portfolio contains a concentration of cattle, wheat and corn producers. The majority of our cattle producers fall into one of three categories: cow/calf producers, grazing stockers and fed cattle. Each has distinct risk profiles which provides for additional diversity. As of December 31, 2015, borrowers with cow/calf producers as their primary product comprised 13.57% of the portfolio, fed cattle were 4.03% and grazing stockers were 3.77%. Cattle producers that did not fall into one of these three sub-categories comprised 0.99% of the portfolio. Our concentration of wheat producers increased to 18.59%. Our concentration of corn producers declined to 15.97%. The Other category reflects 25.41% of the volume and is comprised of more than 75 separate commodity groups, the largest of these representing 2.73% of the total.

Repayment ability of our borrowers is closely related to the production and profitability of the commodities they raise. If a loan fails to perform, restructuring and/or other servicing alternatives are influenced by the underlying value of the collateral which is impacted by industry economics. Our future performance would be negatively impacted by adverse agricultural conditions. The degree of the adverse impact would be correlated to the commodities negatively affected and the magnitude and duration of the adverse agricultural conditions to our borrowers.

In addition to commodity diversification noted in the previous table, further diversification is also achieved from loans to rural residents and part-time farmers which typically derive most of their earnings from non-agricultural sources. These borrowers are less subject to agricultural cycles and would likely be more affected by weaknesses in the general economy. Of our outstanding loan volume at December 31, 2015, 10.6% consists of borrowers that are non-farm income dependent, an increase from 9.4% for 2014, and a decrease from 11.5% for 2013.

The principal balance outstanding at December 31, 2015 for loans \$250 thousand or less accounted for 20.3% of loan volume and 73.6% of the number of loans. Credit risk on small loans, in many instances, may be reduced by non-farm income sources. The following table details loan principal by dollar size at December 31.

(dollars in thousands)	2015		2014		2013	
	Amount outstanding	Number of loans	Amount outstanding	Number of loans	Amount outstanding	Number of loans
\$1 - \$250	\$ 188,707	2,420	\$ 180,921	2,350	\$ 173,174	2,342
\$251 - \$500	150,605	426	143,484	410	126,572	364
\$501 - \$1,000	180,309	252	160,706	232	161,094	230
\$1,001 - \$5,000	342,035	179	349,455	178	353,421	178
\$5,001 - \$25,000	68,849	10	65,101	9	78,362	11
Total	\$ 930,505	3,287	\$ 899,667	3,179	\$ 892,623	3,125

Approximately 9.52% of our loans outstanding are attributable to ten borrowers. Due to their size, the loss of any of these loans or the failure of any of these loans to perform would adversely affect the portfolio and our future operating results.

Credit guarantees with government agencies of \$15.8 million at year-end 2015, \$13.4 million at year-end 2014 and \$11.6 million at year-end 2013 were outstanding.

**Credit Commitments**

We may participate in financial instruments with off-balance-sheet risk to satisfy the financing needs of our borrowers. These financial instruments include commitments to extend credit. The instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in our consolidated financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. We may also participate in standby letters of credit to satisfy the financing needs of our borrowers. These standby letters of credit are irrevocable agreements to guarantee payments of specified financial obligations. The following table summarizes the maturity distribution of unfunded credit commitments on loans at December 31, 2015.

<i>(dollars in thousands)</i>	<b>Less than 1 year</b>	<b>1 – 3 years</b>	<b>3 – 5 years</b>	<b>Over 5 years</b>	<b>Total</b>
Commitments to extend credit	\$ 60,603	\$ 86,323	\$ 66,745	\$ 17,262	\$ 230,933
Standby letters of credit	3,338	51	32	48	3,469
<b>Total commitments</b>	<b>\$ 63,941</b>	<b>\$ 86,374</b>	<b>\$ 66,777</b>	<b>\$ 17,310</b>	<b>\$ 234,402</b>

Since many of these commitments are expected to expire without being drawn upon, the total commitments do not necessarily represent future cash requirements. However, these credit-related financial instruments have off-balance-sheet credit risk because their amounts are not reflected on the Consolidated Statement of Condition until funded or drawn upon. The credit risk associated with issuing commitments and letters of credit is substantially the same as that involved in extending loans to borrowers and we apply the same credit policies to these commitments. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on our credit evaluation of the borrower. We consider potential losses related to unfunded commitments, and a reserve for unfunded commitments is included in the liabilities section of the Consolidated Statement of Condition if necessary. The related provision for the reserve for unfunded commitment is included as a part of the provision for credit losses on the Consolidated Statement of Comprehensive Income.

**High Risk Assets**

Nonperforming loan volume is comprised of nonaccrual loans, restructured loans, and loans 90 days past due still accruing interest and are referred to as impaired loans. High risk assets consist of impaired loans and other property owned. Comparative information regarding high risk assets in the portfolio, including accrued interest, follows:

<i>(dollars in thousands)</i>	<b>2015</b>	<b>2014</b>	<b>2013</b>
Nonaccrual loans:			
Real estate mortgage	<b>\$ 4,503</b>	\$ 10,363	\$ 5,195
Production and intermediate-term	<b>1,907</b>	2,837	3
Communication	<b>1,333</b>	1,419	1,498
<b>Total nonaccrual loans</b>	<b>7,743</b>	14,619	6,696
Accruing restructured loans:			
Real estate mortgage	<b>100</b>	103	–
Production and intermediate-term	<b>124</b>	440	148
<b>Total accruing restructured loans</b>	<b>224</b>	543	148
Accruing loans 90 days past due:			
Real estate mortgage	<b>457</b>	–	–
<b>Total impaired loans</b>	<b>8,424</b>	15,162	6,844
Other property owned	<b>1,752</b>	5,398	4,355
<b>Total high risk assets</b>	<b>\$ 10,176</b>	\$ 20,560	\$ 11,199
Nonaccrual loans to total loans	<b>0.83%</b>	1.63%	0.75%
Impaired loans to total loans	<b>0.91%</b>	1.69%	0.77%
High risk assets to total loans	<b>1.09%</b>	2.29%	1.25%
High risk assets to total shareholders' equity	<b>4.61%</b>	9.72%	5.19%

Total high risk assets decreased \$10.4 million, or 50.5%, to \$10.2 million at December 31, 2015 compared with year-end 2014. The reduction in high risk assets was due to payoffs and pay downs of nonaccrual loans, nonaccrual loans upgraded to accrual status, and the disposal of a portion of our other property owned.

Nonaccrual loans represent all loans where there is a reasonable doubt as to collection of all principal and/or interest. Nonaccrual volume decreased \$6.9 million compared with December 31, 2014 due to the upgrade of one loan complex to accrual status and the pay down or payoff of three other loan complexes. These payoffs/pay downs are offset by the transfer of six other loan complexes to nonaccrual status. Two loan complexes comprise 66% of the nonaccrual loan volume. Over 75% of the nonaccrual loan volume is secured by real estate. The following table provides additional information on nonaccrual loans as of December 31.

<i>(dollars in thousands)</i>	2015	2014	2013
Nonaccrual loans current as to principal and interest	\$ 5,594	\$ 13,146	\$ 4,646
Cash basis nonaccrual loans	\$ 3,257	\$ –	\$ –
Restructured loans in nonaccrual status	\$ 2,649	\$ 2,886	\$ 1,498

Accruing restructured loans including related accrued interest decreased \$319 thousand during 2015 primarily as a result of the payoff of one loan and payments made on the other loans. The accruing restructured loans include only the year-end balances of loans and related accrued interest on which monetary concessions have been granted to borrowers and that are in accrual status. Accruing restructured loans do not include loans on which monetary concessions have been granted but which remain in nonaccrual status.

There is one loan 90 days past due and still accruing interest. This loan, although 90 days delinquent, remains in accrual status due to an FSA guarantee.

Other property owned is real or personal property that has been acquired through foreclosure, deed in lieu of foreclosure or other means. We had other property owned of \$1.8 million at December 31, 2015, compared with \$5.4 million at December 31, 2014 and \$4.4 million at December 31, 2013. At the end of 2014, we held property from two borrowers. One of these properties was disposed of during 2015. There was no new property acquired in 2015.

High risk asset volume is increasing as we continue to experience more stress in the portfolio. We will work on resolving the credit issues with the current high risk assets while monitoring the overall credit quality of the portfolio. We will proactively work with individual borrowers as we see issues arise.

### **Credit Quality**

We review the credit quality of the loan portfolio on an on-going basis as part of our risk management practices. Each loan is classified according to the Uniform Classification System (UCS), which is used by all System institutions. Following are the classification definitions.

- Acceptable – Assets are expected to be fully collectible and represent the highest quality.
- Other Assets Especially Mentioned (OAEM) – Assets are currently collectible but exhibit some potential weakness.
- Substandard – Assets exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful – Assets exhibit similar weaknesses as substandard assets. However, doubtful assets have additional weaknesses in existing facts that make collection in full highly questionable.
- Loss – Assets are not considered collectible.

The following table presents statistics based on UCS related to the credit quality of the loan portfolio, including accrued interest at December 31.

	2015	2014	2013
Acceptable	94.93%	96.52%	97.45%
OAEM	3.28%	1.59%	1.39%
Substandard	1.79%	1.89%	1.16%
Total	100.00%	100.00%	100.00%

During 2015, overall credit quality improved. Loans classified as Acceptable and OAEM were 98.21% at December 31, 2015, 98.11% at December 31, 2014 and 98.84% at December 31, 2013. We had no loans classified as Doubtful or Loss for any of the three years presented. The financial position of most agricultural producers strengthened during the past decade, and most of our borrowers have maintained generally strong financial positions. As such, our credit quality is anticipated to remain sound in the near term. However, agriculture remains a cyclical business that is heavily influenced by production, operating costs and commodity prices. Each of these can be significantly impacted by uncontrollable events. If less favorable economic conditions continue, it will likely lead to weakening in the loan portfolio. Loan delinquencies (accruing loans 30 days or more past due) as a percentage of accruing loans

increased, however, remained at a low level of 0.60% at December 31, 2015, compared with 0.06% at December 31, 2014 and 0.07% at December 31, 2013.

### Allowance for Loan Losses

We maintain an allowance for loan losses at a level consistent with the probable and estimable losses inherent in the loan portfolio identified by management. The allowance for loan losses at each period end was considered to be adequate to absorb probable losses existing in the loan portfolio. Because the allowance for loan losses considers factors such as current agricultural and economic conditions, loan loss experience, portfolio quality and loan portfolio composition, there will be a direct impact to the allowance for loan losses and our income statement when there is a change in any of those factors. The following table provides relevant information regarding the allowance for loan losses as of December 31.

<i>(dollars in thousands)</i>	2015	2014	2013
Balance at beginning of year	\$ 1,413	\$ 1,555	\$ 2,438
Charge-offs:			
Real estate mortgage	318	22	–
Production and intermediate-term	79	418	512
Total charge-offs	397	440	512
Recoveries:			
Production and intermediate-term	168	281	360
Agribusiness	–	–	34
Total recoveries	168	281	394
Net charge-offs	229	159	118
Provision for loan losses/(Loan loss reversals)	290	17	(765)
Balance at December 31	\$ 1,474	\$ 1,413	\$ 1,555
Net charge-offs to average net loans	0.03%	0.02%	0.01%

The following table presents the allowance for loan losses by loan type as of December 31.

<i>(dollars in thousands)</i>	2015	2014	2013
Real estate mortgage	\$ 446	\$ 252	\$ 598
Production and intermediate-term	335	421	161
Agribusiness	381	449	328
Communication	56	52	312
Energy	242	231	148
Water/Waste water	3	–	–
Agricultural export finance	7	5	5
Mission-related	4	3	3
Total	\$ 1,474	\$ 1,413	\$ 1,555

The allowance for loan losses increased \$61 thousand from December 31, 2014, to \$1.5 million at December 31, 2015. The increase in allowance for loan losses was primarily due to the provision for loan losses totaling \$290 thousand that was recorded due to an increase in management reserves. Stress testing, based on various factors, is used to determine the level of management allowance warranted. Net charge-offs of \$229 thousand were recorded during 2015. Of the total charge-offs of \$397 thousand, 80.1% was related to one loan. Of the total recoveries of \$168 thousand, 96.1% was related to one nonaccrual loan complex that had previously been fully charged-off. Overall, charge-off activity remains low relative to the size of our loan portfolio. During 2014, our allowance for loan losses decreased \$142 thousand from 2013 primarily due to net charge-offs offset by the provision for loan losses totaling \$17 thousand. Comparative allowance for loan losses coverage as a percentage of loans and certain other credit quality indicators as of December 31 are presented in the following table.

	2015	2014	2013
Allowance as a percentage of:			
Loans	0.16%	0.16%	0.17%
Impaired loans	17.50%	9.32%	22.72%
Nonaccrual loans	19.04%	9.67%	23.22%

The dollar amount of the allowance for loan losses has increased by \$61 thousand, however, the dollar amount of total impaired loans decreased by \$6.7 million and nonaccrual loans decreased by \$6.9 million, resulting in a higher allowance as a percentage of impaired and nonaccrual loans.

We maintain a separate reserve for unfunded commitment, which is included in Liabilities on our 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 commitment follows:

	2015
Balance at beginning of year	\$ -
Provision for unfunded commitments	457
Total	\$ 457

**Young, Beginning and Small Farmers and Ranchers Program**

As part of the Farm Credit System, we are committed to providing sound and dependable credit and related services to young, beginning and small (YBS) farmers and ranchers. We have a strong belief that the future of agriculture and the future of our organization are dependent upon the success of Young, Beginning and Small farmers and ranchers. We will provide lending products, financial services, training opportunities, sponsorships and staff expertise to YBS farmers and ranchers. The following are FCA regulatory definitions for YBS farmers and ranchers.

- Young Farmer: A farmer, rancher, or producer or harvester of aquatic products who was age 35 or younger as of the date the loan was originally made.
- Beginning Farmer: A farmer, rancher, or producer or harvester of aquatic products who had 10 years or less farming or ranching experience as of the date the loan was originally made.
- Small Farmer: A farmer, rancher, or producer or harvester of aquatic products who normally generated less than \$250 thousand in annual gross sales of agricultural or aquatic products at the date the loan was originally made.

The following table outlines our percentage of YBS loans as a percentage of the number of loans in our loan portfolio while the USDA column represents the percent of farmers and ranchers classified as YBS within our territory per the 2012 USDA Agricultural Census, which is the most current data available. Due to FCA regulatory definitions, a farmer/rancher may be included in multiple categories as they would be included in each category in which the definition was met.

	USDA	2015	2014	2013
Young	8.51%	<b>16.15%</b>	16.31%	15.75%
Beginning	37.32%	<b>19.62%</b>	19.09%	17.75%
Small	92.85%	<b>29.31%</b>	30.99%	32.67%

Note that several differences exist in definitions between USDA statistics and our data due to our use of FCA definitions. Young farmers are defined as 34 years old and younger by the USDA, while FCA definitions include farmers 35 years old and younger. Beginning farmers are defined by FCA as those with 10 years or less farming experience; however, the USDA identifies beginning farmers as on their current farm less than 10 years. This may include both beginning farmers and experienced farmers who have recently changed farmsteads. Our percentages are based on the number of loans in our portfolio, while the USDA percentages are based on the number of farmers and ranchers. While these definition differences do exist, the information will be utilized as it is the best comparative information available.

We establish annual marketing goals to increase market share of loans to YBS farmers and ranchers. Our goals are as follows:

- Offer related services either directly or in coordination with others that are responsive to the needs of YBS farmers and ranchers in our territory;
- Take full advantage of opportunities for coordinating credit and services offered with other System institutions in the territory and other governmental and private sources of credit who offer credit and services to those who qualify as YBS farmers and ranchers in our territory; and,
- Implement effective outreach programs to attract YBS farmers and ranchers.

As a part of our marketing strategy, we utilize USDA and other loan guarantee programs wherever it is advantageous to a YBS customer. During 2015, we sponsored several education programs that target YBS farmers and ranchers

and numerous leadership development activities for agricultural organizations. In 2013, the Board approved a \$50,000 donation over five years to the Colorado FFA Foundation to assist in the building of a new Agricultural Education Building at Colorado State University (CSU). For 2016, we have established the following qualitative goals:

- Annually, continue to provide surplus computers to FFA Chapters and Young Farmer organizations.
- Continue to work with the Farm Services Agencies in providing training for YBS customers.

Quarterly reports are provided to our Board of Directors detailing the number, volume and credit quality of our YBS customers. We have developed quantitative targets to monitor our progress.

- Originate 40 or more new loans to new customers, for a total of \$5.5 million or greater.
- Set aside \$3.0 million of capital to fund loans to new Young and Beginning farmers and ranchers in our territory.
  - This capital allocation will fund \$15.75 million of loans and,
  - Allow for a special priced rate of 0.50% below the normal qualifying rate for new young farmer and rancher loans.

For 2015, the goal was to originate 102 or more new YBS loans to new customers, for a total of \$21.3 million or greater. Actual results were 38 new loans for a total of \$5.3 million to new customers meeting any one of the three YBS criteria.

The following chart reflects the 2015 quantitative objectives and results for YBS lending.

<b>New Loans</b>	<b>Number Goal</b>	<b>Number Results</b>	<b>Volume Goal</b>	<b>Volume Results</b>
Young	180	153	\$ 37,000	\$ 35,614
Beginning	218	200	\$ 50,000	\$ 50,034
Small	275	227	\$ 40,000	\$ 27,332
<b>Existing Loans</b>				
Young	640	645	\$ 125,900	\$ 130,425
Beginning	750	784	\$ 176,500	\$ 177,857
Small	1,215	1,171	\$ 172,500	\$ 161,960

2016 YBS quantitative objectives follow.

<b>New Loans</b>	<b>Number Goal</b>	<b>Volume Goal</b>
Young	159	\$ 37,000
Beginning	210	\$ 52,000
Small	245	\$ 40,000
<b>Existing Loans</b>		
Young	670	\$ 135,600
Beginning	815	\$ 185,000
Small	1,215	\$ 168,000

To ensure that credit and services offered to our YBS farmers and ranchers are provided in a safe and sound manner and within our risk-bearing capacity, we utilize customized loan underwriting standards, loan guarantee programs, and other credit enhancement programs. Additionally, we are actively involved in developing and sponsoring educational opportunities, leadership training, business financial training and insurance services for YBS farmers and ranchers.

### **CREDIT RISK MANAGEMENT**

Credit risk arises from the potential failure of a borrower to meet repayment obligations that result in a financial loss to the lender. Credit risk exists in our loan portfolio and also in our unfunded loan commitments and standby letters of credit. Credit risk is actively managed on an individual and portfolio basis through application of sound lending and underwriting standards, policies and procedures.

Underwriting standards are utilized to determine an applicant's operational, financial, and managerial resources available for repaying debt within the terms of the note and loan agreement. Underwriting standards include among other things, an evaluation of:

- character – borrower integrity and credit history;
- capacity – repayment capacity of the borrower based on cash flows from operations or other sources of income;
- collateral – to protect the lender in the event of default and also serve as a secondary source of loan repayment;
- capital – ability of the operation to survive unanticipated risks; and,
- conditions – intended use of the loan funds, terms, restrictions, etc.

Processes for information gathering, balance sheet and income statement verification, loan analysis, credit approvals, disbursements of proceeds and subsequent loan servicing actions are established and followed. Underwriting standards vary by industry and are updated periodically to reflect market and industry conditions.

By regulation, we cannot have loan commitments to one borrower for more than 15% of our permanent capital. Additionally, we set our own lending limits to manage loan concentration risk. Lending limits have been established on a loan by loan basis for all customer complexes that exceed 5% of permanent capital. We utilize a tool that considers factors such as financial position, financial statement quality, enterprise concentrations and collateral. We have adopted an individual lending limit maximum of 10% of permanent capital for our highest quality borrowers.

We have established internal lending delegations to properly control the loan approval process. Delegations to staff are based on our risk-bearing ability, loan size, complexity, type and risk, as well as the expertise and position of the credit staff member. Larger and more complex loans or loans perceived to have higher risk are typically approved by a loan committee of our most experienced and knowledgeable credit staff.

The majority of our lending is first mortgage real estate loans which must be secured by a first lien on real estate. Production and intermediate-term lending accounts for most of the remaining volume and is typically secured by livestock, crops and equipment. Collateral evaluations are completed in compliance with FCA and Uniform Standards of Professional Appraisal Practices requirements. All property is appraised at market value. All collateral evaluations must be performed by a qualified appraiser. Certain appraisals must be performed by individuals with a state certification or license.

We use a two-dimensional risk rating model (Model) based on the Farm Credit System's Combined System Risk Rating Guidance. The Model estimates each loan's probability of default (PD) and loss given default (LGD). PD estimates the probability that a borrower will experience a default within twelve months from the date of determination. LGD provides an estimation of the anticipated loss with respect to a specific financial obligation of a borrower assuming a default has occurred or will occur within the next twelve months. The Model uses objective and subjective criteria to identify inherent strengths, weaknesses, and risks in each loan. PDs and LGDs are utilized in loan and portfolio management processes and are utilized for the allowance for loan losses estimate.

The Model's 14-point probability of default scale provides for nine acceptable categories, one OAEM category, two substandard categories, one doubtful category and one loss category; each carrying a distinct percentage of default probability. The Model's LGD scale provides 6 categories, A through F, that have the following anticipated principal loss and range of economic loss expectations:

- A 0% anticipated principal loss; 0% to 5% range of economic loss
- B 0% to 3% anticipated principal loss; >5% to 15% range of economic loss
- C > 3% to 7% anticipated principal loss; >15% to 20% range of economic loss
- D > 7% to 15% anticipated principal loss; >20% to 25% range of economic loss
- E > 15% to 40% anticipated principal loss; >25% to 50% range of economic loss
- F above 40% anticipated loss; above 50% range of economic loss

## **RESULTS OF OPERATIONS**

### ***Earnings Summary***

In 2015, we recorded net income of \$13.4 million, compared with \$15.4 million in 2014, and \$16.1 million in 2013. The decrease in 2015 was primarily due to increased provision for credit losses, higher salary and employee benefit expense and higher losses on other property owned. The decrease in 2014 was due to provision for loan losses for 2014 versus a reversal for 2013, partially offset by higher noninterest income in 2014. The following table presents the changes in the significant components of net income from the previous year.

<i>(dollars in thousands)</i>	<b>2015 vs. 2014</b>	<b>2014 vs. 2013</b>
Net income, prior year	<b>\$ 15,448</b>	\$ 16,118
Increase/(Decrease) from changes in:		
Interest income	<b>996</b>	(209)
Interest expense	<b>(257)</b>	27
Net interest income	<b>739</b>	(182)
Provision for credit losses	<b>(730)</b>	(782)
Noninterest income	<b>(573)</b>	367
Noninterest expense	<b>(1,483)</b>	(73)
Total decrease in net income	<b>(2,047)</b>	(670)
Net income, current year	<b>\$ 13,401</b>	\$ 15,448

Return on average assets decreased to 1.38% from 1.61% in 2014, and return on average shareholders' equity decreased to 6.19% from 7.21% in 2014, primarily as a result of decreased net income.

### **Net Interest Income**

Net interest income for 2015 was \$24.5 million compared with \$23.8 million for 2014 and \$24.0 million for 2013. Net interest income is our principal source of earnings and is impacted by interest earning asset volume, yields on assets and cost of debt. The increase in net interest income was largely due to an increase in interest income recognized on nonaccrual loans. The following table provides an analysis of the individual components of the change in net interest income during 2015 and 2014.

<i>(dollars in thousands)</i>	<b>2015 vs. 2014</b>	<b>2014 vs. 2013</b>
Net interest income, prior year	<b>\$ 23,769</b>	\$ 23,951
Increase/(Decrease) in net interest income from changes in:		
Interest rates earned	<b>(46)</b>	(608)
Interest rates paid	<b>48</b>	911
Volume of interest-bearing assets and liabilities	<b>109</b>	950
Interest income on nonaccrual loans	<b>628</b>	(1,435)
Increase/(Decrease) in net interest income	<b>739</b>	(182)
Net interest income, current year	<b>\$ 24,508</b>	\$ 23,769

The following table illustrates net interest margin and the average interest rates on loans and debt cost and interest rate spread.

	<b>For the Year Ended December 31</b>		
	<b>2015</b>	2014	2013
Net interest margin	<b>2.70%</b>	2.64%	2.80%
Interest rate on:			
Average loan volume	<b>4.33%</b>	4.27%	4.51%
Average debt	<b>1.98%</b>	1.99%	2.12%
Interest rate spread	<b>2.35%</b>	2.28%	2.39%

The increase in interest rate spread resulted from a 6 basis point increase in interest rates on average loan volume and a 1 basis point decrease in interest rates on average debt. The increase in net interest margin was due to the change in spread and foregone interest received from the payoff of nonaccrual loans.

### **Provision for Credit Losses/(Credit Loss Reversals)**

We monitor our loan portfolio and unfunded commitments on a regular basis to determine if any increase through provision for credit losses or decrease through a credit loss reversal in our allowance for loan losses or reserve for unfunded commitment is warranted based on our assessment of the probable and estimable losses inherent in our loan portfolio and unfunded commitments. We recorded net provision for credit losses of \$747 thousand in 2015, compared with net provision for credit losses of \$17 thousand in 2014 and net credit loss reversals of \$765 thousand in 2013. The provision for credit losses recorded during 2015 was due to stress testing on the portfolio which helped management assess the impact of the various factors, resulting in an increase in management reserves. The provision for loan losses recorded in 2014 was primarily due to an adjustment to management reserves for historical trends and softening crop prices, partially offset by a decrease in specific reserves. The loan loss reversals recorded in 2013 were primarily due to improved credit quality.

**Noninterest Income**

During 2015, we recorded noninterest income of \$5.4 million, compared with \$5.9 million in 2014 and \$5.6 million in 2013. Patronage distributions from CoBank are our primary source of noninterest income. Patronage is accrued in the year earned and then received from CoBank in the following year. CoBank patronage is distributed in cash and stock. Patronage earned from CoBank was \$3.4 million in 2015, \$3.3 million in 2014 and \$3.1 million in 2013.

We received a patronage distribution from AgVantis, based on our services purchased from AgVantis during 2015. We received a Notice of Allocation with our total patronage of \$48 thousand, which includes cash patronage of \$10 thousand compared with cash patronage of \$40 thousand for 2014 and \$41 thousand for 2013. The balance of the allocation is recorded in other assets. Additionally, we received a cash patronage of \$7 thousand from Farm Credit Foundations, the organization that provides our payroll and human resource services. This compares with \$4 thousand recorded in 2014 and \$8 thousand in 2013. Patronage from these two entities and CoBank is included in patronage distribution from Farm Credit institutions on the Consolidated Statement of Comprehensive Income.

We received mineral income of \$1.2 million during 2015, which is distributed to us quarterly by CoBank. We received \$1.5 million in 2014 and \$1.3 million in 2013.

Noninterest income also includes loan fees, financially related services income and other noninterest income. Loan fees in 2015 were \$505 thousand, a decrease of \$43 thousand from 2014, primarily due to less fee based loan activity in our participations purchased portfolio. Other noninterest income of \$101 thousand decreased from 2014 primarily due to a gain recorded in 2014 related to the sale of the Burlington branch office building.

**Noninterest Expense**

Noninterest expense for 2015 increased \$1.5 million, or 10.42%, to \$15.7 million compared with 2014 and \$1.6 million, or 10.99% compared with 2013. Noninterest expense for each of the three years ended December 31 is summarized as follows:

<i>(dollars in thousands)</i>	<b>Percent of Change</b>				
	<b>2015</b>	2014	2013	<b>2015/2014</b>	2014/2013
Salaries & employee benefits	<b>\$ 8,517</b>	\$ 7,962	\$ 8,045	<b>6.97%</b>	(1.03%)
Occupancy & equipment	<b>1,227</b>	1,011	936	<b>21.36%</b>	8.01%
Purchased services from AgVantis	<b>1,270</b>	1,016	940	<b>25.00%</b>	8.09%
Supervisory & examination costs	<b>302</b>	297	271	<b>1.68%</b>	9.59%
Other	<b>2,458</b>	2,765	2,657	<b>(11.10%)</b>	4.06%
Total operating expense	<b>13,774</b>	13,051	12,849	<b>5.54%</b>	1.57%
Losses on other property owned	<b>1,020</b>	343	652	<b>197.38%</b>	(47.39%)
Farm Credit Insurance Fund premium	<b>918</b>	835	655	<b>9.94%</b>	27.48%
Total noninterest expense	<b>\$ 15,712</b>	\$ 14,229	\$ 14,156	<b>10.42%</b>	0.52%

For the year ended December 31, 2015, total operating expense increased \$723 thousand, or 5.5%, compared with the year ended December 31, 2014, primarily due to an increase in salaries and employee benefits costs, occupancy and equipment, and purchased services from AgVantis. Salaries and employee benefit cost are higher due to annual raises, higher pension costs and higher medical insurance costs. Occupancy and equipment costs are higher due to increased depreciation, increased property taxes and increased repair and maintenance costs.

Losses on other property owned of \$1.0 million are related to net losses on the sale of other property owned and expenses related to other property owned. Insurance Fund premium increased \$83 thousand to \$918 thousand due to an increase in the premium rate and an increase in our average note payable to CoBank. Premium rates were 13 basis points during 2015 compared with 12 basis points in 2014 and 10 basis points in 2013.

**Provision for income taxes**

We recorded \$5 thousand in provision for income taxes during 2015, 2014 and 2013. We operate as a Subchapter T cooperative for tax purposes and thus may deduct from taxable income certain amounts that are distributed from net earnings to borrowers. See Note 10 for additional details.

**LIQUIDITY**

Liquidity is necessary to meet our financial obligations. Liquidity is needed to pay our note with CoBank, fund loans and other commitments, and fund business operations in a cost-effective manner. Our liquidity policy is intended to manage short-term cash flow, maximize debt reduction and liquidate nonearning assets. Our direct loan with

CoBank, cash on hand and borrower loan repayments provide adequate liquidity to fund our on-going operations and other commitments.

### **Funding Sources**

Our primary source of liquidity is the ability to obtain funds for our operations through a borrowing relationship with CoBank. Our note payable to CoBank is collateralized by a pledge to CoBank of substantially all of our assets. Substantially all cash received is applied to the note payable and all cash disbursements are drawn on the note payable. The indebtedness is governed by a General Financing Agreement (GFA) with CoBank which matures on May 31, 2018. The annual average principal balance of the note payable to CoBank was \$743.7 million in 2015, \$730.4 million in 2014 and \$688.2 million in 2013.

We plan to continue to fund lending operations through the utilization of our funding arrangement with CoBank, retained earnings from current and prior years and from borrower stock investments. CoBank's primary source of funds is the ability to issue Systemwide Debt Securities to investors through the Federal Farm Credit Bank Funding Corporation. This access has traditionally provided a dependable source of competitively priced debt that is critical for supporting our mission of providing credit to agriculture and rural America. Although financial markets experienced significant volatility in the last few years, we were able to obtain sufficient funding to meet the needs of our customers.

### **Interest Rate Risk**

The interest rate risk inherent in our loan portfolio is substantially mitigated through our funding relationship with CoBank which allows for loans to be match-funded. Borrowings from CoBank match the pricing, maturity, and option characteristics of our loans to borrowers. CoBank manages interest rate risk through the direct loan pricing and its asset/liability management processes. Although CoBank incurs and manages the primary sources of interest rate risk, we may still be exposed to interest rate risk through the impact of interest rate changes on earnings generated from our loanable funds. To stabilize earnings from loanable funds, we have committed excess loanable funds with CoBank at a fixed rate for a specified term as a part of CoBank's Association Equity Positioning Program (AEPP). This enables us to reduce our overall cost of funds with CoBank without significantly increasing our overall interest rate risk position.

### **Funds Management**

We offer variable, fixed, adjustable prime-based and LIBOR-based rate loans to borrowers. Our Asset Liability Committee with oversight from our Board, determines the interest rate charged based on the following factors: 1) the interest rate charged by CoBank; 2) our existing rates and spreads; 3) the competitive rate environment; and 4) our profitability objectives.

We have a relationship with CoBank, and First Tennessee Bank to offer a purchase card program to commercial customers. The purchase cards are similar to credit cards and allow customers to make agricultural-related purchases which are then automatically posted to the customer's loan on a monthly basis. We remit payment to First Tennessee Bank on behalf of the borrowers each month for purchases made with the card.

## **CAPITAL RESOURCES**

Capital supports asset growth and provides protection for unexpected credit and operating losses. Capital is also needed for investments in new products and services. We believe a sound capital position is critical to our long-term financial success due to the volatility and cycles in agriculture. Over the past several years, we have been able to build capital primarily through net income retained after patronage. Shareholders' equity at December 31, 2015 totaled \$220.8 million, compared with \$211.5 million at December 31, 2014 and \$215.7 million at December 31, 2013. The increase of \$9.3 million in shareholders' equity reflects net income, partially offset by patronage refunds, net stock retirements and preferred stock dividends paid. Our capital position is reflected in the following ratio comparisons.

	<b>2015</b>	2014	2013
Debt to shareholders' equity	<b>3.52:1</b>	3.59:1	3.42:1
Shareholders' equity as a percent of net loans	<b>23.77%</b>	23.55%	24.21%
Shareholders' equity as a percent of total assets	<b>22.14%</b>	21.80%	22.62%

Debt to shareholders' equity decreased and shareholders' equity as a percent of net loans and of total assets increased from 2014 primarily due to an increase in unallocated retained earnings.

**Retained Earnings**

Our retained earnings increased \$10.4 million to \$217.7 million at December 31, 2015 from \$207.3 million at December 31, 2014 and increased \$22.3 million from \$195.4 million at December 31, 2013. The increase was a result of net income of \$13.4 million, partially offset by \$3.0 million of patronage distributions declared.

**Patronage Program**

We have a Patronage Program that allows us to distribute our available net earnings to our shareholders. This program provides for the application of net earnings in the manner described in our Bylaws. In addition to determining the amount and method of patronage to be distributed, the Bylaws address increasing surplus to meet capital adequacy standards established by Regulations; increasing surplus to a level necessary to support competitive pricing at targeted earnings levels; and increasing surplus for reasonable reserves. Patronage distributions are based on business done with us during the year. We paid cash patronage of \$3.5 million in 2015, \$4.5 million in 2014 and \$3.0 million in 2013. During 2015, we declared patronage distributions of \$3.0 million to be paid in March 2016.

**Stock**

Our total stock decreased \$1.1 million to \$3.1 million at December 31, 2015, from \$4.2 million at December 31, 2014 and decreased from \$20.3 million at December 31, 2013. The decrease was due to \$1.8 million of stock retirements, partially offset by \$722 thousand of stock issuances. We have a Borrower Level Stock Program which allows stock to be assigned to each borrower instead of each loan. This reduces the stock requirements for borrowers with multiple loans. The current stock requirement for each borrower is the lesser of one thousand dollars or 2.00% of the collective total balance of each borrower's loan(s).

Preferred stock is a one cent, at risk, investment stock that can only be purchased by owners of any class of common stock. Dividends are declared and paid at the discretion of the Board of Directors. Dividends accrue daily at a set investment rate and are declared and paid quarterly by purchase of additional preferred stock in the owner's name.

On December 27, 2013, our Board of Directors terminated the existing H-Stock program and issued a call for retirement of all outstanding shares of Class H Preferred Stock effective June 30, 2014. On April 28, 2014, FCA cleared the revised disclosure document and determined that Class H Preferred Stock issued under the new disclosure document would meet the definition of permanent capital under the FCA capital adequacy regulations. We began issuing Class H Preferred Stock under the revised H-Stock disclosure document July 1, 2014.

**Capital Plan and Regulatory Requirements**

Our Board of Directors establishes a formal capital adequacy plan that addresses capital goals in relation to risks. The capital adequacy plan assesses the capital level necessary for financial viability and to provide for growth. Our plan is updated annually and approved by our Board of Directors. FCA regulations require the plan consider the following factors in determining optimal capital levels, including:

- Regulatory capital requirements;
- Asset quality;
- Needs of our customer base; and,
- Other risk-oriented activities, such as funding and interest rate risks, contingent and off-balance sheet liabilities and other conditions warranting additional capital.

FCA regulations establish minimum capital standards expressed as a ratio of capital to assets, taking into account relative risk factors for all System institutions. In general, the regulations provide for a relative risk weighting of assets and establish a minimum ratio of permanent capital, total surplus and core surplus to risk-weighted assets. Our capital ratios as of December 31 and the FCA minimum requirements follow.

	Regulatory Minimum	2015	2014	2013
Permanent capital ratio	7.00%	<b>19.16%</b>	18.97%	20.00%
Total surplus ratio	7.00%	<b>18.85%</b>	18.54%	17.86%
Core surplus ratio	3.50%	<b>18.85%</b>	18.54%	17.57%

The increase in our permanent capital ratio is primarily a result of an increase in unallocated retained earnings. The decrease in the permanent capital ratio from 2013 to 2014, was the result of a \$16.1 million decrease in preferred stock. As of December 31, 2015, we exceeded the regulatory minimum capital ratios and are expected to do so throughout 2016. However, the minimum ratios established were not meant to be adopted as the optimum capital level, so we have established goals in excess of the regulatory minimum. As of December 31, 2015, we have exceeded our goals. Due to our strong capital position, we will continue to be able to retire at-risk stock.

### **Building Projects**

In 2015 we completed the construction of a new Burlington branch lending office. We moved into the new branch lending office in January 2015. The former Burlington branch lending office was sold in November 2014 for a gain of \$186 thousand. In 2014, we completed a remodel of the La Junta branch lending office. In 2013, we completed the construction of a new combined administrative and branch lending office in Colorado Springs. The funding source for these building projects was from capital.

### **REGULATORY MATTERS**

As of December 31, 2015, we had no enforcement actions in effect and FCA took no enforcement actions on us during the year.

On May 8, 2014, the FCA Board approved a proposed rule to modify the regulatory capital requirements for System banks, including CoBank, and Associations. The stated objectives of the proposed rule are as follows:

- To modernize capital requirements while ensuring that institutions continue to hold sufficient regulatory capital to fulfill their mission as government-sponsored enterprises;
- To ensure that the System's capital requirements are comparable to the Basel III framework and the standardized approach that the federal banking regulatory agencies have adopted, but also to ensure that the rules recognize the cooperative structure and the organization of the System;
- To make System regulatory capital requirements more transparent; and
- To meet certain requirements of the Dodd-Frank Wall Street Reform and Consumer Protection Act (the "Dodd-Frank Act").

As currently drafted, the proposed rule would, among other things, eliminate the core surplus and total surplus requirements and introduce common equity tier 1, tier 1 and total capital (tier 1 + tier 2) risk-based capital ratio requirements. The proposal would add a minimum tier 1 leverage ratio for all System institutions, which would replace the existing net collateral ratio for system banks. In addition, the proposal would establish a capital conservation buffer, modify and expand risk weightings and, for System banks only, require additional public disclosures. The revisions to the risk weightings of exposures would include alternatives to the use of credit ratings, as required by the Dodd-Frank Act.

The initial public comment period for the proposed capital rule ended on February 16, 2015. The FCA reopened the comment period from June 26, 2015 to July 10, 2015. While uncertainty exists as to the final form of the proposed rule, based on our preliminary assessment, we do not believe the new rule will impose any significant constraints on our business strategies or growth prospects.

### **GOVERNANCE**

#### **Board of Directors**

We are governed by a twelve member board that provides direction and oversees our management. Of these directors, ten are elected by the shareholders and two are appointed by the elected directors. Our Board of Directors represents the interests of our shareholders. The Board of Directors meets regularly to perform the following functions, among others:

- selects, evaluates and compensates the chief executive officer;
- approves the strategic plan, capital plan, financial plan and the annual operating budget;
- oversees the lending operations;
- directs management on significant issues; and,
- oversees the financial reporting process, communications with shareholders and our legal and regulatory compliance.

#### **Director Independence**

All directors must exercise sound judgment in deciding matters in our interest. All our directors are independent from the perspective that none of our management or staff serves as Board members. However, we are a financial services cooperative, and the Farm Credit Act and FCA Regulations require our elected directors to have a loan relationship with us.

The elected directors, as borrowers, have a vested interest in ensuring our Association remains strong and successful. However, our borrowing relationship could be viewed as having the potential to compromise the independence of an elected director. For this reason, the Board has established independence criteria to ensure that a loan relationship does not compromise the independence of our Board. Annually, in conjunction with our

independence analysis and reporting on our loans to directors, each director provides financial information and any other documentation and/or assertions needed for the Board to determine the independence of each Board member.

#### ***Audit Committee***

The Audit Committee reports to the Board of Directors. The Audit Committee is composed of six members of the Board of Directors. During 2015, twelve meetings were held. The Audit Committee responsibilities generally include, but are not limited to:

- oversight of the financial reporting risk and the accuracy of the quarterly and annual shareholder reports;
- the oversight of the system of internal controls related to the preparation of quarterly and annual shareholder reports;
- the review and assessment of the impact of accounting and auditing developments on the consolidated financial statements; and,
- the establishment and maintenance of procedures for the receipt, retention and treatment of confidential and anonymous submission of concerns, regarding accounting, internal accounting controls or auditing matters.

The Audit Committee is responsible for the oversight of credit risk, including lending and underwriting standards and assesses the conditions that may materially impact the loan portfolio.

#### ***Human Resource Committee***

The Human Resource Committee is responsible for the oversight of employee and director compensation. The Human Resource Committee is composed of seven members of the Board of Directors. The Committee annually reviews, evaluates and recommends to the full Board for approval the compensation policies, programs and plans for senior officers and employees including benefits programs.

#### ***Building Committees***

In 2014, we had two temporary building committees that were responsible for the oversight of the construction or remodel of facilities. The Burlington Building Committee was comprised of three members of the Board of Directors. The La Junta Building Committee was comprised of two members of the Board of Directors. With the completions of these two projects the committees completed their purposes and no longer met in 2015.

#### ***Other Governance***

The Board has monitored the requirements of public companies under the Sarbanes-Oxley Act. While we are not subject to the requirements of this law, we are striving to implement steps to strengthen governance and financial reporting. We strive to maintain strong governance and financial reporting through the following actions:

- a system for the receipt and treatment of whistleblower complaints;
- a code of ethics all employees to include our President/CEO, Chief Financial Officer and Chief Credit Officer, Chief Operating Officer and Chief Appraisal Officer;
- open lines of communication between the independent auditors, management, and the Audit Committee;
- "plain English" disclosures;
- officer certification of accuracy and completeness of the consolidated financial statements; and,
- information disclosure through our website.

### **FORWARD-LOOKING INFORMATION**

Our discussion contains forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Words such as "anticipates," "believes," "could," "estimates," "may," "should," and "will," or other variations of these terms are intended to identify forward-looking statements. These statements are based on assumptions and analyses made in light of experience and other historical trends, current conditions, and expected future developments. However, actual results and developments may differ materially from our expectations and predictions due to a number of risks and uncertainties, many of which are beyond our control. These risks and uncertainties include, but are not limited to:

- political, legal, regulatory and economic conditions and developments in the United States and abroad;
- economic fluctuations in the agricultural, rural utility, international, and farm-related business sectors;
- weather, disease, and other adverse climatic or biological conditions that periodically occur that impact agricultural productivity and income;
- changes in United States government support of the agricultural industry and/or the Farm Credit System; and,
- actions taken by the Federal Reserve System in implementing monetary policy.

## **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Our consolidated financial statements are based on accounting principles generally accepted in the United States of America. Our significant accounting policies are critical to the understanding of our results of operations and financial position because some accounting policies require us to make complex or subjective judgments and estimates that may affect the value of certain assets or liabilities. We consider these policies critical because we have to make judgments about matters that are inherently uncertain. For a complete discussion of significant accounting policies, see Note 2 of the accompanying consolidated financial statements. The development and selection of critical accounting policies, and the related disclosures, have been reviewed by our Audit Committee. A summary of critical policies relating to the determination of the allowance for loan losses follows.

### ***Allowance for Loan Losses***

The allowance for loan losses is our best estimate of the amount of probable loan losses existing in and inherent in our loan portfolio as of the balance sheet date. The allowance for loan losses is increased through provisions for loan losses and loan recoveries and is decreased through loan loss reversals and loan charge-offs. Additionally, we provide line of credit financing to our customers. We have established a reserve for unfunded commitment to cover probable losses. This reserve is reported as a liability in our consolidated balance sheet. The reserve for unfunded commitment is increased through provisions for the reserve for unfunded commitments and is decreased through reversals of the reserve for unfunded commitments. Provision for loan losses and provision for reserve for unfunded commitments are referred to as provision for credit losses on the Consolidated Statement of Comprehensive Income. We determine the allowance for loan losses and the reserve for unfunded commitment based on a regular evaluation of the loan and commitment portfolios, which generally considers recent historical charge-off experience adjusted for relevant factors.

Loans are evaluated based on the borrower's overall financial condition, resources, and payment record; the prospects for support from any financially responsible guarantor; and, if appropriate, the estimated net realizable value of any collateral. The allowance for loan losses attributable to these loans is established by a process that estimates the probable loss inherent in the loans, taking into account various historical factors, internal risk ratings, regulatory oversight, and geographic, industry and other factors.

Changes in the factors we consider in the evaluation of losses in the loan portfolio could occur for various credit related reasons and could result in a change in the allowance for loan losses, which would have a direct impact on the provision for loan losses and results of operations. See Notes 2 and 3 to the accompanying consolidated financial statements for detailed information regarding the allowance for loan losses.

## **CUSTOMER PRIVACY**

FCA regulations require that borrower information be held in confidence by Farm Credit institutions, their directors, officers and employees. FCA regulations and our Standards of Conduct Policies specifically restrict Farm Credit institution directors and employees from disclosing information not normally contained in published reports or press releases about the institution or its borrowers or members. These regulations also provide Farm Credit institutions clear guidelines for protecting their borrowers' nonpublic information.

## **PATRON'S CONSENT TO TAKE PATRONAGE DISTRIBUTION INTO INCOME**

Our Bylaws under Section 735.6 states that each holder of our stock consent to take into account, as income, at its stated dollar amount as provided in 26 U.S.C. Section 1385, the amount of his or her respective distribution paid as qualified written notice of allocation, which may include stock, allocated surplus, and/or the amount of any distribution that has been applied to the patron's indebtedness as provided in Section 735.4 and 735.5 of our Bylaws.

Consent under this section shall be continuing in effect, provided that consent pursuant to the first paragraph of this section shall cease to be effective with respect to patronage of a distributee occurring after the distributee has ceased to hold stock in us. Consent obtained under this section may be revoked in writing, provided that such revocation shall become effective only with respect to patronage occurring on or after the first day of our first fiscal year beginning after the revocation is filed with us.

## REPORT OF MANAGEMENT

The consolidated financial statements of Farm Credit of Southern Colorado, ACA (Association) are prepared by management, who is responsible for their integrity and objectivity, including amounts that must necessarily be based on judgments and estimates. The consolidated financial statements have been prepared in conformity with generally accepted accounting principles appropriate in the circumstances, and in the opinion of management, fairly present the financial condition of the Association. Other financial information included in the 2015 annual report is consistent with that in the financial statements.

To meet its responsibility for reliable financial information, management depends on the Association's accounting and internal control systems, which have been designed to provide reasonable, but not absolute, assurance that assets are safeguarded and transactions are properly authorized and recorded. To monitor compliance, management engaged Ann Wagner to perform audits of the accounting records, review accounting systems and internal controls, and recommend improvements as appropriate. The Association is also examined by the Farm Credit Administration.

The Audit Committee of the Board of Directors has overall responsibility for the Association's system of internal control and financial reporting. The Audit Committee consults regularly with management and reviews the results of the examinations by the various entities named above. The independent auditors have direct access to the Audit Committee.

The undersigned certify the Farm Credit of Southern Colorado, ACA Annual Report has been reviewed and prepared 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.



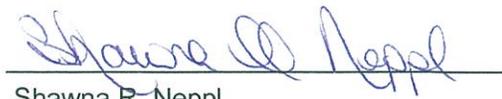
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Gary Pautler  
Chairman of the Board



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Russell Tomky  
President and Chief Executive Officer



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Shawna R. Neppel  
Chief Financial Officer

March 15, 2016

## **AUDIT COMMITTEE REPORT**

The Audit Committee (Committee) includes six (6) members from the Board of Directors of Farm Credit of Southern Colorado, ACA (Association). In 2015, twelve (12) Committee meetings were held. The Committee oversees the scope of the Association's internal audit program, the independence of the outside auditors, the adequacy of the Association's system of internal controls and procedures, and the adequacy of management's action with respect to recommendations arising from those auditing activities. The Committee's responsibilities are described more fully in the Internal Control Policy and the Audit Committee Charter. The Committee approved the appointment of PricewaterhouseCoopers, LLP (PwC) as the Association's independent auditors for 2015.

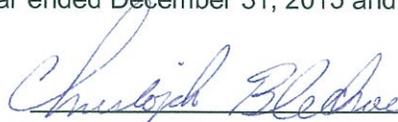
The fees for professional services rendered for the Association by its independent auditor, PwC, during 2015 were \$41,100 for audit services, \$7,300 for tax services.

The Committee reviewed the non-audit services provided by PwC and concluded these services were not incompatible with maintaining the independent auditor's independence.

Management is responsible for the Association's internal controls and the preparation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America. PwC is responsible for performing an independent audit of the Association's consolidated financial statements in accordance with auditing standards generally accepted in the United States of America and to issue a report thereon. The Committee's responsibilities include monitoring and overseeing these processes.

In this context, the Committee reviewed and discussed the Association's Quarterly Reports and the Association's audited financial statements for the year ended December 31, 2015 (the "Financial Statements") with management. The Committee also reviews with PwC the matters required to be discussed by Statements on Auditing Standards. Both PwC and the Association's internal auditors directly provide reports on significant matters to the Committee.

Based on the foregoing review and discussions and relying thereon, the Committee recommended that the Board of Directors include the Financial Statements in the Association's Annual Report to Shareholders for the year ended December 31, 2015 and for filing with the Farm Credit Administration.



\_\_\_\_\_  
Christopher Bledsoe, Chairman of the Audit Committee

### Audit Committee Members

Paul Prentice, Vice Chairman, Gary Pautler, Rosalie Martinez, Steve Wertz, Mark Peterson

March 15, 2016



## Independent Auditor's Report

To the Board of Directors of  
Farm Credit of Southern Colorado, ACA

We have audited the accompanying consolidated financial statements of Farm Credit of Southern Colorado, ACA, and its subsidiaries (the "Association"), which comprise the consolidated statement of condition as of December 31, 2015, 2014 and 2013, and the related consolidated statements of comprehensive income, of changes in shareholders' equity, and of cash flows for the years then ended.

### ***Management's Responsibility for the Consolidated Financial Statements***

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on the consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Company's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Farm Credit of Southern Colorado, ACA, and its subsidiaries as of December 31, 2015, 2014 and 2013, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

A handwritten signature in black ink that reads "PricewaterhouseCoopers LLP".

March 15, 2016

**Consolidated Statement of Condition**

(Dollars in Thousands)

	<b>December 31</b>		
	<b>2015</b>	<b>2014</b>	<b>2013</b>
<b>ASSETS</b>			
Loans	\$ 930,505	\$ 899,667	\$ 892,623
Less allowance for loan losses	1,474	1,413	1,555
Net loans	929,031	898,254	891,068
Cash	5,691	7,389	4,834
Accrued interest receivable	13,309	11,826	11,440
Investment in CoBank, ACB	29,954	29,423	27,717
Premises and equipment, net	13,254	13,134	9,916
Other property owned	1,752	5,398	4,355
Prepaid benefit expense	433	602	640
Other assets	4,298	4,182	3,854
<b>Total assets</b>	<b>\$ 997,722</b>	<b>\$ 970,208</b>	<b>\$ 953,824</b>
<b>LIABILITIES</b>			
Note payable to CoBank, ACB	\$ 761,665	\$ 740,334	\$ 722,756
Advance conditional payments	7,108	7,144	1,261
Accrued interest payable	1,182	4,625	6,441
Patronage distributions payable	3,000	3,500	4,500
Accrued benefits liability	202	204	210
Reserve for unfunded commitments	457	-	-
Other liabilities	3,261	2,889	2,939
<b>Total liabilities</b>	<b>776,875</b>	<b>758,696</b>	<b>738,107</b>
<b>Commitments and Contingencies (See Note 14)</b>			
<b>SHAREHOLDERS' EQUITY</b>			
Protected borrower stock	-	2	2
Preferred stock	1,761	2,863	19,004
Capital stock	1,375	1,328	1,306
Unallocated retained earnings	217,711	207,319	195,405
<b>Total shareholders' equity</b>	<b>220,847</b>	<b>211,512</b>	<b>215,717</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 997,722</b>	<b>\$ 970,208</b>	<b>\$ 953,824</b>

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

## Consolidated Statement of Comprehensive Income

(Dollars in Thousands)

	For the Year Ended December 31		
	2015	2014	2013
<b>INTEREST INCOME</b>			
Loans	\$ 39,394	\$ 38,398	\$ 38,607
<b>Total interest income</b>	<b>39,394</b>	<b>38,398</b>	<b>38,607</b>
<b>INTEREST EXPENSE</b>			
Note payable to CoBank, ACB	14,881	14,626	14,655
Other	5	3	1
<b>Total interest expense</b>	<b>14,886</b>	<b>14,629</b>	<b>14,656</b>
Net interest income	24,508	23,769	23,951
Provision for credit losses/(Credit loss reversal)	747	17	(765)
Net interest income after provision for credit losses/(credit loss reversal)	23,761	23,752	24,716
<b>NONINTEREST INCOME</b>			
Financially related services income	137	134	171
Loan fees	505	548	652
Patronage distribution from Farm Credit institutions	3,418	3,520	3,322
Mineral income	1,196	1,465	1,334
Other noninterest income	101	263	84
<b>Total noninterest income</b>	<b>5,357</b>	<b>5,930</b>	<b>5,563</b>
<b>NONINTEREST EXPENSE</b>			
Salaries and employee benefits	8,517	7,962	8,045
Occupancy and equipment	1,227	1,011	936
Purchased services from AgVantis, Inc.	1,270	1,016	940
Losses on other property owned, net	1,020	343	652
Farm Credit Insurance Fund premium	918	835	655
Supervisory and examination costs	302	297	271
Other noninterest expense	2,458	2,765	2,657
<b>Total noninterest expense</b>	<b>15,712</b>	<b>14,229</b>	<b>14,156</b>
Income before income taxes	13,406	15,453	16,123
Provision for income taxes	5	5	5
<b>Net income/Comprehensive income</b>	<b>\$ 13,401</b>	<b>\$ 15,448</b>	<b>\$ 16,118</b>

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

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

(Dollars in Thousands)

	Protected Borrower Stock	Preferred Stock	Capital Stock	Unallocated Retained Earnings	Total Shareholders' Equity
<b>Balance at December 31, 2012</b>	\$ 2	\$ 19,500	\$ 1,297	\$ 183,856	\$ 204,655
Comprehensive income				16,118	16,118
Stock issued	-	48,697	330		49,027
Stock retired	-	(49,245)	(321)		(49,566)
Preferred stock dividends		52		(69)	(17)
Patronage distributions: Cash				(4,500)	(4,500)
<b>Balance at December 31, 2013</b>	2	19,004	1,306	195,405	215,717
Comprehensive income				15,448	15,448
Stock issued	-	15,061	216		15,277
Stock retired	-	(31,251)	(194)		(31,445)
Preferred stock dividends		49		(34)	15
Patronage distributions: Cash				(3,500)	(3,500)
<b>Balance at December 31, 2014</b>	2	2,863	1,328	207,319	211,512
Comprehensive income				13,401	13,401
Stock issued	-	525	197		722
Stock retired	(2)	(1,637)	(150)		(1,789)
Preferred stock dividends		10		(9)	1
Patronage distributions: Cash				(3,000)	(3,000)
<b>Balance at December 31, 2015</b>	\$ -	\$ 1,761	\$ 1,375	\$ 217,711	\$ 220,847

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

**Consolidated Statement of Cash Flows**

(Dollars in Thousands)

	2015	2014	2013
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income	\$ 13,401	\$ 15,448	\$ 16,118
Adjustments to reconcile net income to net cash provided by/(used in) operating activities:			
Depreciation	704	552	536
Provision for credit losses/(Credit loss reversal)	747	17	(765)
Patronage stock from CoBank	(17)	(6)	(12)
Allocated patronage from AgVantis	(38)	(158)	(163)
Gains on sales of premises and equipment	(13)	(186)	(2)
Losses on sale of other property owned	757	15	82
Carrying value adjustment for other property owned	-	338	434
Change in assets and liabilities:			
Increase in accrued interest receivable	(1,483)	(386)	(1,692)
Decrease in prepaid benefit expense	169	38	85
Increase in other assets	(61)	(164)	(437)
(Decrease)/Increase in accrued interest payable	(3,443)	(1,816)	278
Decrease in accrued benefits liability	(2)	(6)	(5)
Increase/(Decrease) in other liabilities	373	(35)	(719)
Total adjustments	(2,307)	(1,797)	(2,380)
Net cash provided by operating activities	11,094	13,651	13,738
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Increase in loans, net	(31,067)	(10,988)	(85,689)
Increase in investment in CoBank	(531)	(1,706)	(586)
Expenditures for premises and equipment, net	(811)	(3,584)	(917)
Proceeds from sales of other property owned	2,889	2,389	1,946
Net cash used in investing activities	(29,520)	(13,889)	(85,246)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Net draw on note payable to CoBank	21,331	17,578	74,245
(Decrease)/Increase in advance conditional payments	(36)	5,883	(348)
Protected borrower stock retired	(2)	-	-
Preferred stock retired	(1,637)	(31,251)	(49,245)
Preferred stock issued	525	15,061	48,697
Capital stock retired	(150)	(194)	(321)
Capital stock issued	197	216	330
Cash patronage distributions paid	(3,500)	(4,500)	(3,000)
Net cash provided by financing activities	16,728	2,793	70,358
Net (decrease)/increase in cash	(1,698)	2,555	(1,150)
Cash at beginning of year	7,389	4,834	5,984
Cash at end of year	\$ 5,691	\$ 7,389	\$ 4,834
<b>SUPPLEMENTAL CASH INFORMATION:</b>			
Cash paid during the year for:			
Interest	\$ 18,329	\$ 16,445	\$ 14,378
Income taxes	\$ 5	\$ 7	\$ 4
<b>SUPPLEMENTAL SCHEDULE OF NON-CASH INVESTING AND FINANCING ACTIVITIES:</b>			
Patronage stock from CoBank	\$ 17	\$ 6	\$ 12
Allocated patronage from AgVantis	\$ 38	\$ 158	\$ 163
Loans transferred to other property owned	\$ -	\$ 3,785	\$ 5,188
Net charge-offs	\$ 229	\$ 159	\$ 118
Patronage distributions payable	\$ 3,000	\$ 3,500	\$ 4,500
Stock dividends paid	\$ 10	\$ 49	\$ 52
Stock dividends declared	\$ 9	\$ 34	\$ 69

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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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(Dollars in Thousands, Except as Noted)

### **NOTE 1 – ORGANIZATION AND OPERATIONS**

- A. Organization: Farm Credit of Southern Colorado, ACA and its subsidiaries, Farm Credit of Southern Colorado, FLCA, (Federal Land Credit Association (FLCA)) and Farm Credit of Southern Colorado, PCA, (Production Credit Association (PCA)), (collectively called “the Association”) are member-owned cooperatives which provide credit and credit-related services to or for the benefit of eligible borrowers/shareholders for qualified agricultural purposes in the counties of Alamosa, Arapahoe, Archuleta, Baca, Bent, Chaffee, Cheyenne, Conejos, Costilla, Crowley, Custer, Douglas, El Paso, Elbert, Fremont, Hinsdale, Huerfano, Kiowa, Kit Carson, Lake, Las Animas, Lincoln, Mineral, Otero, Park, Prowers, Pueblo, Rio Grande, Saguache, Teller, and the southern half of Jefferson in the state of Colorado.

The Association is a lending institution of the Farm Credit System (System), a nationwide system of cooperatively owned banks and associations, which was established by Acts of Congress to meet the credit needs of American agriculture and is subject to the provisions of the Farm Credit Act of 1971, as amended (the Farm Credit Act). The System is comprised of three Farm Credit Banks, one Agricultural Credit Bank and 74 associations.

CoBank, ACB (funding bank) its related associations and AgVantis, Inc. (AgVantis) are collectively referred to as the District. CoBank provides the funding to associations within the District and is responsible for supervising certain activities of the District Associations. AgVantis, which is owned by the entities it serves, provides technology and other operational services to certain associations and to CoBank. The CoBank District consists of CoBank, 23 Agricultural Credit Associations (ACA), which each have two wholly owned subsidiaries, (a FLCA and a PCA), one FLCA and AgVantis.

ACA parent companies provide financing and related services through their FLCA and PCA subsidiaries. Generally, the FLCA makes secured long-term agricultural real estate and rural home mortgage loans and the PCA makes short- and intermediate-term loans for agricultural production or operating purposes.

The Farm Credit Administration (FCA) is delegated authority by Congress to regulate the System Banks and Associations. The FCA examines the activities of System institutions to ensure their compliance with the Farm Credit Act, FCA regulations and safe and sound banking practices.

The Farm Credit Act established the Farm Credit System Insurance Corporation (Insurance Corporation) to administer the Farm Credit Insurance Fund (Insurance Fund). By law, the Insurance Fund is required to be used (1) to ensure the timely payment of principal and interest on Systemwide debt obligations (Insured Debt), (2) to ensure the retirement of protected stock at par or stated value, and (3) for other specified purposes. The Insurance Fund is also available for discretionary use by the Insurance Corporation in providing assistance to certain troubled System institutions and to cover the operating expenses of the Insurance Corporation. Each System Bank is required to pay premiums, which may be passed on to the Associations, into the Insurance Fund based on its annual average outstanding insured debt adjusted to reflect the reduced risk on loans or investments guaranteed by federal or state governments until the assets in the Insurance Fund reach the “secure base amount,” which is defined in the Farm Credit Act as 2.0 percent of the aggregate Insured Debt or such other percentage of the Insured Debt as the Insurance Corporation, in its sole discretion, determines to be actuarially sound. When the amount in the Insurance Fund exceeds the secure base amount, the Insurance Corporation is required to reduce premiums, as necessary to maintain the Insurance Fund at the 2.0 percent level. As required by the Farm Credit Act, as amended, the Insurance Corporation may return excess funds above the secure base amount to System institutions. The Bank passes this premium expense and the return of excess funds as applicable through to each Association based on the Association’s average adjusted note payable with the Bank.

- B. Operations: The Farm Credit Act sets forth the types of authorized lending activity, persons eligible to borrow, and financial services which can be provided by the Association. The Association is authorized to provide, either directly or in participation with other lenders, credit, credit commitments and related services to eligible borrowers. Eligible borrowers include farmers, ranchers, producers or harvesters of aquatic products, their cooperatives, rural residents and farm-related businesses.

The Association also offers credit life insurance, multi-peril crop and crop hail insurance, fee appraisals, vehicle and equipment leasing, advance conditional payment accounts and an investment stock program.

The Association's financial condition may be impacted by factors affecting CoBank. The CoBank Annual Report is available free of charge on CoBank's website, [www.cobank.com](http://www.cobank.com); or may be obtained at no charge by contacting the Association at 5110 Edison Avenue, Colorado Springs, Colorado 80915, or at PO Box 75640, Colorado Springs, Colorado 80970-5640, or by calling (800) 815-8559 or (719) 570-1087. Upon request, Association shareholders will be provided with a copy of the CoBank Annual Report. The CoBank Annual Report discusses the material aspects of CoBank's and District's financial condition, changes in financial condition, and results of operations.

## **NOTE 2 – SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting and reporting policies of the Association conform to accounting principles generally accepted in the United States of America (GAAP) and prevailing practices within the banking industry. The preparation of financial statements in conformity with GAAP requires Association management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results may differ from these estimates. Significant estimates are discussed in these footnotes as applicable.

The consolidated financial statements include the accounts of Farm Credit of Southern Colorado, FLCA and Farm Credit of Southern Colorado, PCA. All significant inter-company transactions have been eliminated in consolidation. Recently issued accounting pronouncements follow.

On January 5, 2016, the Financial Accounting Standards Board (FASB) issued guidance entitled "Financial Instruments-Overall: Recognition and Measurement of Financial Assets and Financial Liabilities." Changes to the current GAAP model primarily affect accounting for equity investments, financial liabilities under the fair value option, and the presentation and disclosure requirement for financial instruments. The accounting for financial instruments, such as loans, investments in debt securities, and financial liabilities is largely unchanged. For disclosure purposes, entities that are not public business entities will no longer be required to disclose the fair value of financial instruments carried at amortized cost. Entities that are not public business entities can early adopt the provision permitting the omission of fair value disclosure for financial instruments at amortized cost. For December 31, 2015, the Association has elected to early adopt this disclosure guidance.

In August 2014, the Financial Accounting Standards Board (FASB) issued guidance entitled "Presentation of Financial Statements – Going Concern." The guidance governs management's responsibility to evaluate whether there is substantial doubt about an entity's ability to continue as a going concern and to provide related footnote disclosures. This guidance requires management to perform interim and annual assessments of an entity's ability to continue as a going concern within one year after the date the financial statements are issued or within one year after the financial statements are available to be issued, when applicable. Substantial doubt exists if it is probable that the entity will be unable to meet its obligations for the assessed period. This guidance becomes effective for interim and annual periods ending after December 15, 2016 and early application is permitted. Management will be required to make its initial assessment as of December 31, 2016.

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. In this regard, a majority of our contracts would be excluded from the scope of this new guidance. In August 2015, the FASB issued an update that defers this guidance by one year, which results in the new revenue standard becoming effective for interim and annual reporting periods beginning after December 15, 2017. The Association is in the process of reviewing contracts to determine the effect if any, on our financial condition or results of operations.

Below is a summary of our significant accounting policies.

- A. **Loans and Allowance for Loan Losses:** Long-term real estate mortgage loans generally have original maturities ranging from five to 40 years. Substantially all short- and intermediate-term loans made for agricultural production or operating purposes have maturities of ten years or less. Loans are carried at their principal amount outstanding adjusted for charge-offs and deferred loan fees or costs. Interest on loans is accrued and credited to interest income based upon the daily principal amount outstanding. Loan origination fees and direct loan origination costs are capitalized and the net fee or cost is amortized over the life of the related loan as an adjustment to yield.

Impaired loans are loans for which it is probable that principal and interest will not be collected according to the contractual terms of the loan and are generally considered substandard or doubtful, which is in accordance with the loan rating model, as described below. Impaired loans include nonaccrual loans,

restructured loans and loans past due 90 days or more and still accruing interest. A loan is considered contractually past due when any principal repayment or interest payment required by the loan contract is not received on or before the due date. A loan shall remain contractually past due until it is formally restructured or until the entire amount past due, including principal, accrued interest, and penalty interest incurred is collected in full or otherwise discharged.

Impaired loans are generally placed in nonaccrual status when principal or interest is delinquent for 90 days or more (unless adequately collateralized and in the process of collection) or when circumstances indicate that collection of principal and/or interest is in doubt. Additionally, all loans over 180 days past due are placed in nonaccrual status. When a loan is placed in nonaccrual status, accrued interest deemed uncollectible is reversed (if accrued in the current year) and/or included in the recorded nonaccrual balance (if accrued in prior years). Loans are charged-off at the time they are determined to be uncollectible.

A restructured loan constitutes a troubled debt restructuring if for economic or legal reasons related to the debtor's financial difficulties the Association grants a concession to the debtor that it would not otherwise consider.

When loans are in nonaccrual status, loan payments are generally applied against the recorded nonaccrual balance. A nonaccrual loan may, at times, be maintained on a cash basis. As a cash basis nonaccrual loan, the recognition of interest income from cash payments received is allowed when the collectability of the recorded investment in the loan is no longer in doubt and the loan does not have a remaining unrecovered charge-off associated with it. Nonaccrual loans may be returned to accrual status when all contractual principal and interest is current, the borrower has demonstrated payment performance, there are no unrecovered prior charge-offs and collection of future payments is no longer in doubt. If previously unrecognized interest income exists at the time the loan is transferred to accrual status, cash received at the time of or subsequent to the transfer is first recorded as interest income until such time as the recorded balance equals the contractual indebtedness of the borrower.

In cases where a borrower experiences financial difficulties and the Association makes certain monetary concessions to the borrower through modifications to the contractual term of the loan, the loan is classified as a restructured loan. If the borrower's ability to meet the revised payment schedule is uncertain, the loan is classified as a nonaccrual loan.

The Association purchases loan participations from other System and non-System entities to generate additional earnings and diversify risk. Additionally, the Association sells a portion of certain large loans to other System entities to reduce risk and comply with established lending limits. Loans are accounted for following the accounting requirements for sale treatment.

The Association uses a two-dimensional loan rating model based on internally generated combined System risk rating guidance that incorporates a 14-point risk-rating scale to identify and track the probability of borrower default and a separate scale addressing loss given default over a period of time. Probability of default is the probability that a borrower will experience a default within 12 months from the date of the determination of the risk rating. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the borrower is past due more than 90 days. The loss given default is management's estimate as to the anticipated economic loss on a specific loan assuming default has occurred or is expected to occur within the next 12 months.

Each of the probability of default categories carries a distinct percentage of default probability. The 14-point risk rating scale provides for granularity of the probability of default, especially in the acceptable ratings. There are nine acceptable categories that range from a borrower of the highest quality to a borrower of minimally acceptable quality. The probability of default between 1 and 9 is very narrow and would reflect almost no default to a minimal default percentage. The probability of default grows more rapidly as a loan moves from a "9" to other assets especially mentioned and grows significantly as a loan moves to a substandard (viable) level. A substandard (non-viable) rating indicates that the probability of default is almost certain.

The credit risk rating methodology is a key component of the Association's allowance for loan losses evaluation, and is generally incorporated into its loan underwriting standards and internal lending limit. The allowance for loan losses is maintained at a level considered adequate by management to provide for probable and estimable losses inherent in the loan portfolio. The allowance is increased through provision for loan losses and loan recoveries and is decreased through loan loss reversals and loan charge-offs. The allowance is based on a periodic evaluation of the loan portfolio by management in which numerous factors are considered, including economic conditions, environmental conditions, loan portfolio composition,

collateral value, portfolio quality, current production conditions and prior loan loss experience. The allowance for loan losses encompasses various judgments, evaluations and appraisals with respect to the loans and their underlying collateral that, by their nature, contain elements of uncertainty, imprecision and variability. Changes in the agricultural economy and environment and their impact on borrower repayment capacity will cause various judgments, evaluations and appraisals to change over time. Accordingly, actual circumstances could vary significantly from the Association's expectations and predictions of those circumstances. Management considers the following macro-economic factors in determining and supporting the level of allowance for loan losses: the concentration of lending in agriculture, combined with uncertainties associated with farmland values, commodity prices, exports, government assistance programs, regional economic effects and weather-related influences.

The allowance for loan losses includes components for loans individually evaluated for impairment and loans collectively evaluated for impairment. Generally, for loans individually evaluated, the allowance for loan losses represents the difference between the recorded investment in the loan and the present value of the cash flows expected to be collected discounted at the loan's effective interest rate, or at the fair value of the collateral, if the loan is collateral dependent. For those loans collectively evaluated for impairment, the allowance for loan losses is determined using the risk-rating model as previously discussed.

- B. Cash: Cash, as included in the consolidated financial statements, represents cash on hand and on deposit at financial institutions. At times, cash deposits may be in excess of federally insured limits.
- C. Investment in CoBank: The Association's required investment in CoBank is in the form of Class A Stock. The minimum required investment is 4.00 percent of the prior year's average direct loan volume. The investment in CoBank is comprised of patronage based stock and purchased stock. The requirement for capitalizing patronage-based participation loans sold to CoBank is 8.00 percent of the prior ten-year average of such participations sold to CoBank.
- D. Premises and Equipment: Land is carried at cost. Premises and equipment are carried at cost less accumulated depreciation. Depreciation is provided on the straight-line method over the estimated useful lives of the assets. Estimated useful life for buildings ranges from 20 to 50 years and ranges from 1 to 10 years for furniture, equipment and automobiles. Gains and losses on dispositions are reflected in current operating results. Maintenance and repairs are expensed and improvements above certain thresholds are capitalized.
- E. Other Property Owned: Other property owned, consisting of real and personal property acquired through foreclosure or deed in lieu of foreclosure, is recorded at fair value less estimated selling costs upon acquisition. Any initial reduction in the carrying amount of a loan to the fair value of the collateral received is charged to the allowance for loan losses. On at least an annual basis, revised estimates to the fair value are reported as adjustments to the carrying amount of the asset, provided that such adjusted value is not in excess of the carrying amount at acquisition. Income and expenses from operations and carrying value adjustments are included in net gains/(losses) on other property owned in the Consolidated Statement of Comprehensive Income.
- F. Other Assets and Other Liabilities: Other assets are comprised primarily of accounts receivable, prepaid expenses, and investment in Farm Credit institutions. Significant components of other liabilities primarily include accounts payable and employee benefits.
- G. Advance Conditional Payments: The Association is authorized under the Farm Credit Act to accept advance payments from borrowers. To the extent the borrower's access to such advance payments is restricted, the advance conditional payments are netted against the borrower's related loan balance. Unrestricted advance conditional payments are included in liabilities. Restricted advance conditional payments are primarily associated with mortgage loans, while non-restricted are primarily related to production and intermediate-term loans and insurance proceeds on mortgage loans. Advance conditional payments are not insured. Interest is generally paid by the Association on advance conditional payments.
- H. Employee Benefit Plans: Substantially all employees of the Association participate in the Ninth Farm Credit District Pension Plan (Pension Plan) and/or the Farm Credit Foundations Defined Contribution/401(k) Plan (401(k) Plan). The Pension Plan is a non-contributory defined benefit plan. Benefits are based on compensation and years of service. The Association recognizes its proportional share of expense and contributes its proportional share of funding. The Pension Plan was closed to employees beginning January 1, 2007.

The 401(k) Plan has two components. Employees who do not participate in the Pension Plan may receive benefits through the Employer Contribution portion of the Defined Contribution Plan. In this plan, the Association provides a monthly contribution based on a defined percentage of the employee's salary. Employees may also participate in a Salary Deferral Plan governed by Section 401(k) of the Internal Revenue code. The Association matches a certain percentage of employee contributions. All defined contribution costs are expensed in the same period that participants earn employer contributions.

The Association also participates in the Farm Credit Foundations Retiree Medical Plan. These postretirement benefits (other than pensions) are provided to eligible retired employees of the Association. The anticipated costs of these benefits were accrued during the period of the employee's active service. The authoritative accounting guidance requires the accrual of the expected cost of providing postretirement benefits during the years that the employee renders service necessary to become eligible for these benefits.

- I. Patronage Distribution from CoBank: Patronage distributions from CoBank are accrued by the Association in the year earned.
- J. Income Taxes: As previously described, the ACA holding company conducts its business activities through two wholly owned subsidiaries. Long-term mortgage lending activities are operated through a wholly owned FLCA subsidiary which is exempt from federal and state income tax. Short- and intermediate-term lending activities are operated through a wholly owned PCA subsidiary. Operating expenses are allocated to each subsidiary based on estimated relative service. All significant transactions between the subsidiaries and the parent company have been eliminated in consolidation. The ACA, along with the PCA subsidiary, is subject to income taxes. The Association accounts for income taxes under the liability method. Accordingly, deferred taxes are recognized for estimated taxes ultimately payable or recoverable based on federal, state or local laws.

The Association is eligible to operate as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, the Association can exclude from taxable income amounts distributed as qualified patronage refunds in the form of cash, stock or allocated retained earnings. Provisions for income taxes are made only on those earnings that will not be distributed as qualified patronage distributions. Deferred taxes are recorded on the tax effect of all temporary differences based on the assumption that such temporary differences are retained by the Association and will therefore impact future tax payments. A valuation allowance is provided against deferred tax assets to the extent that it is more likely than not (over 50 percent probability), based on management's estimate, the deferred tax assets will not be realized. The consideration of valuation allowances involves various estimates and assumptions as to future taxable earnings, including the effects of the Association's expected patronage program, which reduces taxable earnings.

Deferred income taxes have not been recorded by the Association on stock patronage distributions received from the Bank prior to January 1, 1993, the adoption date of accounting guidance on income taxes. Association management's intent is to permanently invest these and other undistributed earnings in CoBank, or if converted to cash, to pass through any such earnings to Association borrowers through qualified patronage allocations.

The Association has not provided deferred income taxes on amounts allocated to the Association which relate to the Bank's post-1992 earnings to the extent that such earnings will be passed through to Association borrowers through qualified patronage allocations. Additionally, deferred income taxes have not been provided on the Bank's post-1992 unallocated earnings.

On December 31, 2011, AgBank, in anticipation of its January 1, 2012 merger with CoBank, recapitalized and distributed stock to its Association members. Deferred taxes have not been recorded by the Association on that distribution as management's intent, if that stock is ever converted to cash, is to pass through any related earnings to Association borrowers through qualified patronage allocations.

- K. Fair Value Measurement: Accounting guidance defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. It describes three levels of inputs that may be used to measure fair value:

Level 1 — Quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets include assets held in trust funds which relate to the Association's deferred compensation plan and supplemental retirement plan. The trust

funds include investments that are actively traded and have quoted net asset values that are observable in the marketplace.

Level 2 — Observable inputs other than quoted prices included within Level 1 that are observable for the asset or liability either directly or indirectly. Level 2 inputs include the following: (a) quoted prices for similar assets or liabilities in active markets; (b) quoted prices for identical or similar assets or liabilities in markets that are not active so that they are traded less frequently than exchange-traded instruments, the prices are not current or principal market information is not released publicly; (c) inputs other than quoted prices that are observable such as interest rates and yield curves, prepayment speeds, credit risks and default rates; and, (d) inputs derived principally from or corroborated by observable market data by correlation or other means.

Level 3 — Unobservable inputs are those that are supported by little or no market activity and that are significant to the determination of the fair value of the assets or liabilities. These unobservable inputs reflect the reporting entity's own assumptions about factors that market participants would use in pricing the asset or liability. Level 3 assets and liabilities include financial instruments whose values are determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. Level 3 assets include loans and other property owned.

The fair value disclosures are presented in Note 15.

- L. Off-balance-sheet credit exposures: Commitments to extend credit are agreements to lend to customers, generally having fixed expiration dates or other termination clauses that may require payment of a fee. Commercial letters of credit are conditional commitments issued to guarantee the performance of a customer to a third party. These letters of credit are issued to facilitate commerce and typically result in the commitment being funded when the underlying transaction is consummated between the customer and third party. The credit risk associated with commitments to extend credit and commercial letters of credit is essentially the same as that involved with extending loans to customers and is subject to normal credit policies. Collateral may be obtained based on management's assessment of the customer's creditworthiness.

### **NOTE 3 – LOANS AND ALLOWANCE FOR LOAN LOSSES**

A summary of loans follows.

	<b>December 31</b>		
	<b>2015</b>	<b>2014</b>	<b>2013</b>
Real estate mortgage	<b>\$ 546,271</b>	\$ 536,720	\$ 541,593
Production and intermediate-term Agribusiness:	<b>166,406</b>	158,656	150,684
Loans to cooperatives	<b>16,553</b>	16,285	14,409
Process and marketing	<b>109,038</b>	99,853	96,776
Farm related business	<b>11,418</b>	11,148	11,282
Communication	<b>24,064</b>	23,258	20,712
Energy	<b>42,711</b>	43,731	51,393
Water/waste water	<b>4,120</b>	–	–
Agricultural export finance	<b>8,528</b>	8,530	3,996
Rural residential real estate	<b>121</b>	164	411
Mission-related	<b>1,275</b>	1,322	1,367
<b>Total loans</b>	<b>\$ 930,505</b>	\$ 899,667	\$ 892,623

The Association purchases or sells loan participations with other parties in order to diversify risk, manage loan volume and comply with FCA regulations. The following table presents information regarding participations purchased and sold as of December 31, 2015:

	Other Farm Credit Institutions		Non-Farm Credit Institutions		Total	
	Purchased	Sold	Purchased	Sold	Purchased	Sold
Real estate mortgage	\$ 35,834	\$ 16,808	\$ 2,258	\$ –	\$ 38,092	\$ 16,808
Production and intermediate-term	4,218	1,089	–	–	4,218	1,089
Agribusiness	128,501	–	–	–	128,501	–
Communication	24,064	–	–	–	24,064	–
Energy	42,711	–	–	–	42,711	–
Water/waste water	4,120	–	–	–	4,120	–
Agricultural export finance	8,528	–	–	–	8,528	–
<b>Total</b>	<b>\$ 247,976</b>	<b>\$ 17,897</b>	<b>\$ 2,258</b>	<b>\$ –</b>	<b>\$ 250,234</b>	<b>\$ 17,897</b>

The Association's concentration of credit risk in various agricultural commodities is shown in the following table.

SIC Category	2015		2014		2013	
	Amount	Percent	Amount	Percent	Amount	Percent
Cattle	\$ 208,061	22.36%	\$ 200,626	22.30%	\$ 190,664	21.36%
Wheat	172,981	18.59%	163,379	18.16%	165,582	18.55%
Corn	148,602	15.97%	144,307	16.04%	134,072	15.02%
Potatoes	47,363	5.09%	46,243	5.14%	50,076	5.61%
Hay	44,757	4.81%	42,734	4.75%	42,132	4.72%
Power	37,220	4.00%	43,454	4.83%	49,451	5.54%
Timber	35,080	3.77%	28,879	3.21%	46,507	5.21%
Other	236,441	25.41%	230,045	25.57%	214,139	23.99%
<b>Total</b>	<b>\$ 930,505</b>	<b>100.00%</b>	<b>\$ 899,667</b>	<b>100.00%</b>	<b>\$ 892,623</b>	<b>100.00%</b>

While the percentages shown in the previous table represent the relative amounts of the Association's potential credit risk as it relates to recorded loan principal, a substantial portion of the Association's loans are collateralized. Accordingly, the Association's exposure to credit loss associated with lending activities is considerably less than the recorded loan balances. An estimate of the Association's current loss exposure is indicated in the consolidated financial statements in the allowance for loan losses.

The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the borrower. Collateral held varies, but typically includes farmland and income-producing property, such as crops and livestock, as well as receivables. Long-term real estate loans are secured by first liens on the underlying real property. Federal regulations state that long-term real estate loans are not to exceed 85 percent (97 percent if guaranteed or enhanced by a government agency) of the property's appraised value. However, a decline in a property's market value subsequent to loan origination or advances, or other actions necessary to protect the financial interest of the Association in the collateral, may result in loan to value ratios in excess of the regulatory maximum.

Credit enhancements with federal government agencies of \$15,789 at year-end 2015, \$13,445 at year-end 2014 and \$11,624 at year-end 2013 were outstanding. These credit enhancements consist primarily of loans in the USDA FSA Guaranteed Loan Program. To incent the Association to make certain loans we could not normally underwrite, the USDA typically will guarantee 90% of the loss on the debt. This program is a valuable tool used to manage credit to young/beginning/small borrowers, as well as high risk credit groups. Using the program creates constructive credit for both the borrower and the lender.

One credit quality indicator utilized by the Association is the Farm Credit Administration Uniform Loan Classification System that categorizes loans into five categories. The categories are defined as follows:

- Acceptable – assets are expected to be fully collectible and represent the highest quality,
- Other assets especially mentioned (OAE) – assets are currently collectible but exhibit some potential weakness,
- Substandard – assets exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan,

- Doubtful – assets exhibit similar weaknesses to substandard assets; however, doubtful assets have additional weaknesses in existing factors, conditions and values that make collection in full highly questionable; and,
- Loss – assets are considered uncollectible.

The following table shows loans and related accrued interest classified under the FCA Uniform Loan Classification system as a percentage of total loans and related accrued interest receivable by loan type as of December 31.

	2015	2014	2013
Real estate mortgage			
Acceptable	<b>94.36%</b>	96.18%	97.20%
OAEM	<b>3.60%</b>	1.84%	1.77%
Substandard	<b>2.04%</b>	1.98%	1.03%
Total	<b>100.00%</b>	100.00%	100.00%
Production and intermediate-term			
Acceptable	<b>96.13%</b>	96.89%	99.52%
OAEM	<b>2.57%</b>	1.27%	0.46%
Substandard	<b>1.30%</b>	1.84%	0.02%
Total	<b>100.00%</b>	100.00%	100.00%
Agribusiness			
Acceptable	<b>95.96%</b>	98.13%	95.57%
OAEM	<b>2.56%</b>	0.29%	1.72%
Substandard	<b>1.48%</b>	1.58%	2.71%
Total	<b>100.00%</b>	100.00%	100.00%
Communication			
Acceptable	<b>94.46%</b>	93.90%	92.77%
Substandard	<b>5.54%</b>	6.10%	7.23%
Total	<b>100.00%</b>	100.00%	100.00%
Energy			
Acceptable	<b>92.78%</b>	95.34%	100.00%
OAEM	<b>7.22%</b>	4.66%	–
Total	<b>100.00%</b>	100.00%	100.00%
Water/Waste water			
Acceptable	<b>100.00%</b>	–	–
Total	<b>100.00%</b>	–	–
Agricultural export finance			
Acceptable	<b>100.00%</b>	100.00%	100.00%
Total	<b>100.00%</b>	100.00%	100.00%
Rural residential real estate			
Acceptable	<b>100.00%</b>	100.00%	100.00%
Total	<b>100.00%</b>	100.00%	100.00%
Mission related			
Acceptable	<b>100.00%</b>	100.00%	100.00%
Total	<b>100.00%</b>	100.00%	100.00%
Total Loans			
Acceptable	<b>94.93%</b>	96.52%	97.45%
OAEM	<b>3.28%</b>	1.59%	1.39%
Substandard	<b>1.79%</b>	1.89%	1.16%
Total	<b>100.00%</b>	100.00%	100.00%

Impaired loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms. The following presents information relating to impaired loans including accrued interest.

	<b>December 31</b>		
	<b>2015</b>	2014	2013
Nonaccrual loans:			
Current as to principal and interest	<b>\$ 5,594</b>	\$ 13,145	\$ 4,646
Past due	<b>2,149</b>	1,474	2,050
Total nonaccrual loans	<b>7,743</b>	14,619	6,696
Impaired accrual loans:			
Restructured	<b>224</b>	543	148
Accrual loans 90 days or more past due	<b>457</b>	-	-
Total impaired accrual loans	<b>681</b>	543	148
Total impaired loans	<b>\$ 8,424</b>	\$ 15,162	\$ 6,844

There were no material commitments to lend additional funds to debtors whose loans were classified impaired for the years presented.

High risk assets consist of impaired loans and other property owned. The following table presents these in a more detailed manner than the previous table. These nonperforming assets (including related accrued interest) are as follows:

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2015</b>	2014	2013
Nonaccrual loans			
Real estate mortgage	<b>\$ 4,503</b>	\$ 10,363	\$ 5,195
Production and intermediate-term	<b>1,907</b>	2,837	3
Communication	<b>1,333</b>	1,419	1,498
Total nonaccrual loans	<b>7,743</b>	14,619	6,696
Accruing restructured loans			
Real estate mortgage	<b>100</b>	103	-
Production and intermediate-term	<b>124</b>	440	148
Total accruing restructured loans	<b>224</b>	543	148
Accruing loans 90 days past due			
Real estate mortgage	<b>457</b>	-	-
Total impaired loans	<b>8,424</b>	15,162	6,844
Other property owned	<b>1,752</b>	5,398	4,355
Total high risk assets	<b>\$ 10,176</b>	\$ 20,560	\$ 11,199

Additional impaired loan information is as follows:

	Recorded Investment at 12/31/15	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 254	\$ 592	\$ 76	\$ 173	\$ -
Production and intermediate-term	10	11	-	2,214	-
Total	\$ 264	\$ 603	\$ 76	\$ 2,387	\$ -
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 4,806	\$ 4,776		\$ 10,748	\$ 651
Production and intermediate-term	2,021	6,582		674	61
Agribusiness:					
Processing and marketing	-	-		32	12
Communication	1,333	1,666		1,376	-
Total	\$ 8,160	\$ 13,024		\$ 12,830	\$ 724
Total impaired loans:					
Real estate mortgage	\$ 5,060	\$ 5,368	\$ 76	\$ 10,921	\$ 651
Production and intermediate-term	2,031	6,593	-	2,888	61
Agribusiness:					
Processing and marketing	-	-	-	32	12
Communication	1,333	1,666	-	1,376	-
Total	\$ 8,424	\$ 13,627	\$ 76	\$ 15,217	\$ 724

	Recorded Investment at 12/31/14	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ -	\$ -	\$ -	\$ 1,878	\$ -
Production and intermediate-term	2,347	2,347	222	982	28
Communication	-	-	-	534	-
Total	\$ 2,347	\$ 2,347	\$ 222	\$ 3,394	\$ 28
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 10,466	\$ 10,518		\$ 5,919	\$ 12
Production and intermediate-term	930	6,083		474	17
Communication	1,419	1,614		937	48
Total	\$ 12,815	\$ 18,215		\$ 7,330	\$ 77
Total impaired loans:					
Real estate mortgage	\$ 10,466	\$ 10,518	\$ -	\$ 7,797	\$ 12
Production and intermediate-term	3,277	8,430	222	1,456	45
Communication	1,419	1,614	-	1,471	48
Total	\$ 15,162	\$ 20,562	\$ 222	\$ 10,724	\$ 105

	Recorded Investment at 12/31/13	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 4,646	\$ 4,687	\$ 390	\$ 792	\$ -
Production and intermediate-term Communication	-	-	-	701	-
	1,498	1,500	255	1,150	-
<b>Total</b>	<b>\$ 6,144</b>	<b>\$ 6,187</b>	<b>\$ 645</b>	<b>\$ 2,643</b>	<b>\$ -</b>
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 549	\$ 564		\$ 7,691	\$ 1,484
Production and intermediate-term Agribusiness:	151	5,207		734	26
Processing and marketing	-	-		-	2
<b>Total</b>	<b>\$ 700</b>	<b>\$ 5,771</b>		<b>\$ 8,425</b>	<b>\$ 1,512</b>
Total impaired loans:					
Real estate mortgage	\$ 5,195	\$ 5,251	\$ 390	\$ 8,483	\$ 1,484
Production and intermediate-term Agribusiness:	151	5,207	-	1,435	26
Processing and marketing	-	-	-	-	2
Communication	1,498	1,500	255	1,150	-
<b>Total</b>	<b>\$ 6,844</b>	<b>\$ 11,958</b>	<b>\$ 645</b>	<b>\$ 11,068</b>	<b>\$ 1,512</b>

\* Unpaid principal balance represents the recorded principal balance of the loan

Interest income is recognized and cash payments are applied on nonaccrual impaired loans as described in Note 2. The following table presents interest income recognized on impaired loans.

	Year Ended December 31		
	2015	2014	2013
Interest income recognized on:			
Nonaccrual loans	\$ 682	\$ 55	\$1,489
Restructured accrual loans	12	47	23
Accrual loans 90 days or more past due	30	3	-
<b>Interest income recognized on impaired loans</b>	<b>\$ 724</b>	<b>\$ 105</b>	<b>\$1,512</b>

Interest income on nonaccrual and accruing restructured loans that would have been recognized under the original terms of the loans follows.

	Year Ended December 31		
	2015	2014	2013
Interest income which would have been recognized under the original loan terms	\$1,111	\$ 986	\$ 967
Less: interest income recognized	694	102	1,512
<b>Interest income not recognized/(recognized)</b>	<b>\$ 417</b>	<b>\$ 884</b>	<b>\$ (545)</b>

The following table provides 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 Outstanding	Recorded Investment > 90 Days and Accruing
<b>December 31, 2015</b>						
Real estate mortgage	\$ 3,773	\$ 991	\$ 4,764	\$ 550,760	\$ 555,524	\$ 457
Production and intermediate-term	2,728	46	2,774	166,783	169,557	—
Agribusiness	267	—	267	137,466	137,733	—
Communication	—	—	—	24,082	24,082	—
Energy	—	—	—	42,823	42,823	—
Water and waste disposal	—	—	—	4,121	4,121	—
Rural residential real estate	—	—	—	122	122	—
Mission-related	—	—	—	1,278	1,278	—
Agricultural export finance	—	—	—	8,574	8,574	—
<b>Total</b>	<b>\$ 6,768</b>	<b>\$ 1,037</b>	<b>\$ 7,805</b>	<b>\$ 936,009</b>	<b>\$ 943,814</b>	<b>\$ 457</b>

	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 Outstanding	Recorded Investment > 90 Days and Accruing
<b>December 31, 2014</b>						
Real estate mortgage	\$ 148	\$ —	\$ 148	\$ 544,879	\$ 545,027	\$ —
Production and intermediate-term	1,824	6	1,830	159,286	161,116	—
Agribusiness	—	—	—	128,049	128,049	—
Communication	—	—	—	23,272	23,272	—
Energy	—	—	—	43,927	43,927	—
Rural residential real estate	—	—	—	166	166	—
Mission-related	—	—	—	1,325	1,325	—
Agricultural export finance	—	—	—	8,611	8,611	—
<b>Total</b>	<b>\$ 1,972</b>	<b>\$ 6</b>	<b>\$ 1,978</b>	<b>\$ 909,515</b>	<b>\$ 911,493</b>	<b>\$ —</b>

	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 Outstanding	Recorded Investment > 90 Days and Accruing
<b>December 31, 2013</b>						
Real estate mortgage	\$ —	\$ 549	\$ 549	\$ 549,373	\$ 549,922	\$ —
Production and intermediate-term	601	3	604	152,407	153,011	—
Agribusiness	—	—	—	123,064	123,064	—
Communication	—	1,498	1,498	19,225	20,723	—
Energy	—	—	—	51,517	51,517	—
Rural residential real estate	—	—	—	418	418	—
Mission-related	—	—	—	1,370	1,370	—
Agricultural export finance	—	—	—	4,038	4,038	—
<b>Total</b>	<b>\$ 601</b>	<b>\$ 2,050</b>	<b>\$ 2,651</b>	<b>\$ 901,412</b>	<b>\$ 904,063</b>	<b>\$ —</b>

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.

A restructuring of a debt constitutes a troubled debt restructuring (TDR) if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. The Association may grant a concession and restructure the debt in an effort to protect as much of the investment as possible. Usually the concessions are in the form of an interest rate concession. In doing so, the Association expects to obtain more cash or other value from the debt or to increase the possibility of receipt, by granting the concession than by not granting it. Since these assets are high risk assets and carry more risk of collectability, they are specifically analyzed in the quarterly allowance for loan loss report.

The following table presents additional information regarding troubled debt restructurings (whether accrual or nonaccrual) that occurred during the year.

	Year Ended December 31					
	2015		2014		2013	
	Outstanding Recorded Investment					
	Pre-modification	Post-modification	Pre-modification	Post-modification	Pre-modification	Post-modification
Real estate mortgage	\$ -	\$ -	\$ 100	\$ 100	\$ -	\$ -
Production and intermediate-term	-	-	2,100	3,000	-	-
Communication	-	-	-	-	1,503	1,503
Total	\$ -	\$ -	\$ 2,200	\$ 3,100	\$ 1,503	\$ 1,503

Note: 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 loan receivable.

The following table presents information regarding troubled debt restructurings that occurred within the previous 12 months of that year and for which there was a payment default during the period.

	Recorded Investment at December 31		
	2015	2014	2013
Real estate mortgage	\$ -	\$ 100	\$ -
Production and intermediate-term	-	2,043	-
Total	\$ -	\$ 2,143	\$ -

Additional commitments to lend to borrowers whose loans have been modified in TDRs were \$82 at December 31, 2015, \$135 at December 31, 2014 and \$100 at December 31, 2013.

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 at December 31.

	Loans modified as TDRs			TDRs in Nonaccrual Status*		
	2015	2014	2013	2015	2014	2013
Real estate mortgage	\$ 100	\$ 103	\$ -	\$ -	\$ -	\$ -
Production and intermediate-term	1,439	1,907	148	1,316	1,468	-
Communication	1,333	1,419	1,498	1,333	1,419	1,498
Total	\$ 2,872	\$ 3,429	\$ 1,646	\$ 2,649	\$ 2,887	\$ 1,498

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

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

	Balance at December 31, 2014	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2015
Real estate mortgage	\$ 252	\$ 318	\$ -	\$ 512	\$ 446
Production and intermediate-term	421	79	168	(175)	335
Agribusiness	449	-	-	(68)	381
Communication	52	-	-	4	56
Energy	231	-	-	11	242
Water/waste water	-	-	-	3	3
Mission-related	3	-	-	1	4
Agricultural export finance	5	-	-	2	7
Total	\$ 1,413	\$ 397	\$ 168	\$ 290	\$ 1,474

	Balance at December 31, 2013	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2014
Real estate mortgage	\$ 598	\$ 22	\$ –	\$ (324)	\$ 252
Production and intermediate-term	161	418	281	397	421
Agribusiness	328	–	–	121	449
Communication	312	–	–	(260)	52
Energy	148	–	–	83	231
Mission-related	3	–	–	–	3
Agricultural export finance	5	–	–	–	5
<b>Total</b>	<b>\$ 1,555</b>	<b>\$ 440</b>	<b>\$ 281</b>	<b>\$ 17</b>	<b>\$ 1,413</b>

	Balance at December 31, 2012	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2013
Real estate mortgage	\$ 208	\$ –	\$ –	\$ 390	\$ 598
Production and intermediate-term	1,046	512	360	(733)	161
Agribusiness	871	–	34	(577)	328
Communication	105	–	–	207	312
Energy	198	–	–	(50)	148
Mission-related	4	–	–	(1)	3
Agricultural export finance	6	–	–	(1)	5
<b>Total</b>	<b>\$ 2,438</b>	<b>\$ 512</b>	<b>\$ 394</b>	<b>\$ (765)</b>	<b>\$ 1,555</b>

	Allowance for Credit Losses Ending Balance at December 31, 2015		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2015	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ 76	\$ 370	\$ 5,060	\$ 550,464
Production and intermediate-term	–	335	2,031	167,526
Agribusiness	–	381	–	137,733
Communication	–	56	1,333	22,749
Energy	–	242	–	42,823
Water and waste disposal	–	3	–	4,121
Rural residential real estate	–	–	–	122
Mission-related	–	4	–	1,278
Agricultural export finance	–	7	–	8,574
<b>Total</b>	<b>\$ 76</b>	<b>\$ 1,398</b>	<b>\$ 8,424</b>	<b>\$ 935,390</b>

	Allowance for Credit Losses Ending Balance at December 31, 2014		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2014	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ –	\$ 252	\$ 11,857	\$ 533,170
Production and intermediate-term	222	199	3,462	157,654
Agribusiness	–	449	1,266	126,783
Communication	–	52	1,419	21,853
Energy	–	231	–	43,927
Rural residential real estate	–	–	–	166
Mission-related	–	3	–	1,325
Agricultural export finance	–	5	–	8,611
<b>Total</b>	<b>\$ 222</b>	<b>\$ 1,191</b>	<b>\$ 18,004</b>	<b>\$ 893,489</b>

	Allowance for Credit Losses Ending Balance at December 31, 2013		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2013	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ 390	\$ 208	\$ 5,195	\$ 544,727
Production and intermediate-term	–	161	812	152,199
Agribusiness	–	328	2,716	120,348
Communication	255	57	1,498	19,225
Energy	–	148	–	51,517
Rural residential real estate	–	–	–	418
Mission-related	–	3	–	1,370
Agricultural export finance	–	5	–	4,038
<b>Total</b>	<b>\$ 645</b>	<b>\$ 910</b>	<b>\$ 10,221</b>	<b>\$ 893,842</b>

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:

	<b>Year Ended December 31, 2015</b>
Balance at beginning of period	\$ –
Provision for unfunded commitments	457
<b>Total</b>	<b>\$ 457</b>

#### **NOTE 4 – INVESTMENT IN COBANK**

At December 31, 2015, the Association's investment in CoBank is in the form of Class A stock with a par value of \$100.00 per share. The Association is required to own stock in CoBank to capitalize its direct loan balance and participation loans sold to CoBank. The current requirement for capitalizing its direct loan from CoBank is 4.00 percent of the Association's prior year average direct loan balance. The 2015 requirement for capitalizing patronage-based participation loans sold to CoBank is 8.00 percent of the Association's prior ten-year average balance of such participations sold to CoBank. Under the current CoBank capital plan applicable to such participations sold, patronage from CoBank related to these participations sold is paid 75 percent cash and 25 percent Class A stock. The capital plan is evaluated annually by CoBank's board of directors and management and is subject to change.

CoBank may require the holders of its equities to subscribe for such additional capital as may be needed to meet its capital requirements for its joint and several liability under the Farm Credit Act and regulations. In making such a capital call, CoBank shall take into account the financial condition of each such holder and such other considerations, as it deems appropriate.

The Association owned approximately 1.03 percent of the outstanding common stock of CoBank at December 31, 2015.

**NOTE 5 – PREMISES AND EQUIPMENT**

Premises and equipment consisted of the following.

	<b>December 31</b>		
	<b>2015</b>	2014	2013
Land	<b>\$ 916</b>	\$ 916	\$ 969
Buildings and leasehold improvements	<b>12,350</b>	8,899	8,839
Furniture, equipment and automobiles	<b>2,922</b>	2,670	2,476
Construction in progress	<b>38</b>	3,072	74
	<b>16,226</b>	15,557	12,358
Less: accumulated depreciation	<b>2,972</b>	2,423	2,442
Total	<b>\$ 13,254</b>	\$ 13,134	\$ 9,916

**NOTE 6 – OTHER PROPERTY OWNED**

Losses on other property owned, net as reflected on the Consolidated Statement of Comprehensive Income consisted of the following.

	<b>December 31</b>		
	<b>2015</b>	2014	2013
Losses on sale, net	<b>\$ 757</b>	\$ 15	\$ 82
Carrying value adjustments	–	338	434
Operating expense/(income), net	<b>263</b>	(10)	136
Losses on other property owned, net	<b>\$ 1,020</b>	\$ 343	\$ 652

**NOTE 7 – NOTE PAYABLE TO COBANK**

The Association's indebtedness to CoBank represents borrowings by the Association to fund its loan portfolio. This indebtedness is collateralized by a pledge of substantially all of the Association's assets and is governed by a General Financing Agreement (GFA). The GFA and promissory note are subject to periodic renewals in the normal course of business. The GFA matures on May 31, 2018. Management expects renewal of the GFA at that time. The Association was in compliance with the terms and conditions of the GFA as of December 31, 2015. Substantially all borrower loans are match-funded with CoBank. Payments and disbursements are made on the note payable to CoBank on the same basis the Association collects payments from and disburses on borrower loans. The interest rate may periodically be adjusted by CoBank based on the terms and conditions of the borrowing. The weighted average interest rate was 2.00 percent for the year ended December 31, 2015, compared with 2.00 percent at December 31, 2014, and 2.13 percent at December 31, 2013.

The Association has the opportunity to commit loanable funds with CoBank under a variety of programs at either fixed or variable rates for specified timeframes. Participants in the program receive a credit on the committed loanable funds balance classified as a reduction of interest expense. These committed funds are netted against the note payable to the Bank. The average committed funds as of December 31 are as follows:

	<b>2015</b>	2014	2013
Average committed funds	<b>\$ 173,424</b>	\$ 173,385	\$ 170,394
Average rates	<b>0.30%</b>	0.20%	0.18%

Under the Farm Credit Act, the Association is obligated to borrow only from CoBank, unless CoBank gives approval to borrow elsewhere. CoBank, consistent with FCA regulations, has established limitations on the Association's ability to borrow funds based on specified factors or formulas relating primarily to credit quality and financial condition. At December 31, 2015, the Association's notes payable was within the specified limitations.

**NOTE 8 – SHAREHOLDERS' EQUITY**

Descriptions of the Association's capitalization, protection mechanisms, regulatory capitalization requirements and restrictions, and equities are provided below.

A. Protected Borrower Stock

Protection of certain stock is provided under the Farm Credit Act which requires the Association, when retiring protected stock, to retire it at par or stated value regardless of its book value. Protected stock includes stock and allocated equities which were outstanding as of January 6, 1988, or were issued or allocated prior to October 6, 1988. If the Association is unable to retire protected stock at par value or stated value, amounts required to retire this stock would be obtained from the Insurance Fund.

B. Capital Stock

In accordance with the Farm Credit Act, each borrower is required to invest in the Association as a condition of borrowing. The borrower normally acquires ownership of the stock at the time the loan is made, but usually does not make a cash investment. Generally, the aggregate par value of the stock is added to the principal amount of the related loan obligation. The Association has a first lien on the stock owned by its borrowers. At the discretion of the Board of Directors, retirement of such equities will generally be at the lower of par or book value, and repayment of a loan does not automatically result in retirement of the corresponding stock.

Capitalization bylaws allow stock requirements to range from the lesser of one thousand dollars or 2.00 percent of the amount of the loan to 10.00 percent of the loan. The Board of Directors has the authority to change the minimum required stock level of a shareholder as long as the change is within this range. Currently, the Association has a stock requirement of the lesser of one thousand dollars or 2.00 percent of the amount of the collective total balance of each borrower's loan(s).

C. Regulatory Capitalization Requirements and Restrictions

The FCA's capital adequacy regulations require the Association to maintain permanent capital of 7.00 percent of average risk-adjusted assets. Failure to meet the requirement can initiate certain mandatory and possibly additional discretionary actions by FCA that, if undertaken, could have a direct material effect on the Association's consolidated financial statements. The Association is prohibited from reducing permanent capital by retiring stock or making certain other distributions to shareholders unless the prescribed capital standard is met. The FCA regulations also require other additional minimum standards for capital be maintained. These standards require all System institutions to achieve and maintain ratios of total surplus as a percentage of average risk-adjusted assets of 7.00 percent and of core surplus (generally unallocated surplus) as a percentage of average risk-adjusted assets of 3.50 percent. At December 31, 2015, the Association's permanent capital ratio was 19.16 percent, total surplus ratio was 18.85 percent and core surplus ratio was 18.85 percent.

An existing regulation empowers FCA to direct a transfer of funds or equities by one or more System institutions to another System institution under specified circumstances. This regulation has not been utilized to date. The Association has not been called upon to initiate any transfers and is not aware of any proposed action under this regulation.

D. Description of Equities

The following paragraphs describe the attributes of each class of stock authorized by the Association bylaws and indicates the number of shares outstanding at December 31, 2015. Unless otherwise indicated all classes of stock have a par value of \$5.00.

Class A Common Stock (Nonvoting, at-risk, no shares outstanding) – Issued in exchange for Class B Common Stock or Class C Common Stock; as a patronage refund; as a dividend; or in exchange for allocated surplus. Retirement is at the sole discretion of the Board of Directors.

Class B Common Stock (Voting, at-risk, 271,258 shares outstanding) – Issued solely to, and shall be acquired by, borrowers and other applicants who are farmers, ranchers, or producers or harvesters of aquatic products and who are eligible to vote. Class B Common Stock may also be held by those borrowers who exchanged one share of Class F Common Stock for one share of Class B Common Stock. Each Class B Common shareholder shall hold at least one share as long as the holder continues business with the Association. Within two years after the holder terminates its relationship with the Association, any outstanding Class B Common Stock shall be converted to Class A Common Stock. Retirement is at the sole discretion of the Board of Directors.

- Class C Common Stock (Nonvoting, at-risk, 3,661 shares outstanding) – Class C Common Stock may be issued to borrowers or applicants who are: (a) rural residents, including persons eligible to hold voting stock, to capitalize rural housing loans; (b) persons or organizations furnishing farm-related services; (c) other persons or organizations who are eligible to borrow from or participate with the Association but who are not eligible to hold voting stock. Class C Common Stock may be issued to any person who is not a shareholder but who is eligible to borrow from the Association for the purpose of qualifying such person for technical assistance, financially related services and leasing services offered by the Association. Within two years after the holder terminates its relationship with the Association, any outstanding Class C Common Stock shall be converted to Class A Common Stock. Retirement is at the sole discretion of the Board of Directors.
- Class D Common Stock (Nonvoting, at-risk, no shares outstanding, par value of one thousand dollars) – Issued to CoBank or to any person through direct sale.
- Class E Preferred Stock (Nonvoting, at-risk, no shares outstanding, par value as may be determined by any agreement of financial assistance between the Association and CoBank) - Issued only to CoBank in consideration of financial assistance to the Association from CoBank. Retirement is at the sole discretion of the Board of Directors.
- Class F Common Stock (Voting, protected, no shares outstanding) – Shall be issued to those individuals and entities who held the same class of stock in a predecessor to the Association. The Association shall not issue any additional Class F Common Stock. Each Class F Common shareholder shall hold at least one share as long as the holder continues business with the Association. Within two years after the holder terminates its relationship with the Association, any outstanding Class F Common Stock shall be converted to Class G Common Stock. Retirement is at the sole discretion of the Board of Directors.
- Class G Common Stock (Nonvoting, protected, no shares outstanding) – Issued only to those individuals and entities who held the same class of stock in a predecessor to the Association and as necessary for conversions from Class F Common Stock. No further shares of Class G Common Stock will be issued. It must be retired upon repayment of the loan.
- Class H Preferred Stock (Nonvoting, at-risk, 176,119,621 shares outstanding, par value of one cent) – Issued to and may be acquired only by owners of any class of Common Stock and who have an outstanding loan with the Association.

On December 27, 2013 our Board of Directors terminated the existing H-Stock program and issued a call for retirement of all outstanding shares of Class H Preferred Stock effective June 30, 2014. On April 28, 2014, FCA cleared the revised disclosure document and determined that Class H Preferred Stock issued under the new disclosure document would meet the definition of permanent capital under the FCA capital adequacy regulation. We began issuing Class H Preferred Stock under the revised H-Stock disclosure document July 1, 2014.

The changes in the number of shares of protected and capital stock outstanding during 2015 are summarized in the following table.

<i>Shares in whole numbers</i>	Protected	Preferred	Capital
Balance outstanding at January 1, 2015	410	286,298,298	265,506
Issuances	–	53,452,392	39,245
Retirements	(410)	(163,631,069)	(29,832)
Balance outstanding at December 31, 2015	–	176,119,621	274,919

E. Patronage and/or Dividends

Dividends may be declared and paid to holders of Class H Stock on a quarterly basis based on a dividend rate determined by the Board of Directors. Dividends paid on the stock will be applied towards the purchase of additional shares of the stock at par value.

Dividends may be declared or patronage distributions allocated to holders of Class B, C, F and G Stock out of the whole or any part of net earnings which remain at the end of the fiscal year, as the Board of Directors may determine, in accordance with the regulations for banks and associations of the System. Additionally, patronage distributions may be allocated to System institutions, with or for whom the Association conducts

specified business transactions. However, distributions and retirements are precluded by regulation until the minimum capital adequacy standards have been attained. Amounts not distributed are retained as unallocated retained earnings. The Association made a cash patronage distribution of \$3,500 in 2015, \$4,500 in 2014 and \$3,000 in 2013. The Association declared a \$3,000 cash patronage to be distributed in 2016.

In the event of liquidation or dissolution of the Association, any assets of the Association remaining after payment or retirement of all liabilities shall be distributed to retire stock in the following order of priority: First, to the holders of all classes of Class E Preferred Stock (if any) until an amount equal to the aggregate par value of all such shares then issued and outstanding has been distributed to such holders; second, to the holders of all classes of Class H Preferred Stock until an amount equal to the aggregate par value of all such shares then issued and outstanding has been distributed to such holders; third, to the holders, pro rata, of all classes of common stock, until an amount equal to the aggregate par value of all such shares then issued and outstanding has been distributed to such holders; fourth, any remaining assets of the Association after such distributions shall be distributed to present and former members and other patrons on a patronage basis, to the extent practicable.

At each year end, the Board of Directors evaluates whether to retain the Association's net income to strengthen its capital position or to distribute a portion of the net income to customers by declaring a qualified/cash patronage refund. For 2015, the Association allocated 22.43 percent of its patronage-sourced net income to its patrons.

**NOTE 9 – PATRONAGE DISTRIBUTION FROM FARM CREDIT INSTITUTIONS**

Patronage income recognized from Farm Credit institutions to the Association follows.

	2015	2014	2013
CoBank	\$ 3,363	\$ 3,318	\$ 3,110
AgVantis	48	198	204
Farm Credit Foundations	7	4	8
<b>Total</b>	<b>\$ 3,418</b>	<b>\$ 3,520</b>	<b>\$ 3,322</b>

Patronage distributed from CoBank was in cash and stock. The amount earned in 2015 was accrued and will be paid by CoBank in March 2016. The amount earned and accrued in 2014 and 2013 was paid by CoBank in March of the following year.

Patronage distribution from AgVantis was in the form of a Notice of Allocation; 20 percent was distributed in cash with the balance of the allocation recorded as an investment in AgVantis which is recorded in other assets in the year received.

Patronage distributed by Farm Credit Foundations was in cash and was recorded in the year received. Farm Credit Foundations, a human resource service provider for a number of Farm Credit institutions, provides our payroll and human resource services.

**NOTE 10 – INCOME TAXES**

The provision for income taxes follows.

	Year Ended December 31		
	2015	2014	2013
Current:			
Federal	\$ 4	\$ 4	\$ 4
State	1	1	1
<b>Provision for income taxes</b>	<b>\$ 5</b>	<b>\$ 5</b>	<b>\$ 5</b>

The provision for income tax differs from the amount of income tax determined by applying the applicable U.S. statutory federal income tax rate to pretax income as follows.

	<b>Year Ended December 31</b>		
	<b>2015</b>	2014	2013
Federal tax at statutory rate	<b>\$ 4,558</b>	\$ 5,254	\$ 5,482
State tax, net	<b>1</b>	1	1
Effect of non-taxable FLCA subsidiary	<b>(4,490)</b>	(5,460)	(5,609)
Change in valuation allowance	<b>51</b>	215	132
Qualified patronage refunds to borrowers	<b>(110)</b>	-	-
Other	<b>(5)</b>	(5)	(1)
<b>Provision for income taxes</b>	<b>\$ 5</b>	\$ 5	\$ 5

Deferred tax assets and liabilities are comprised of the following.

	<b>December 31</b>		
	<b>2015</b>	2014	2013
Deferred income tax assets:			
Allowance for loan losses	<b>\$ 170</b>	\$ 168	\$ 50
Nonaccrual loan interest	<b>724</b>	634	444
Gain on other property owned	<b>229</b>	228	161
Net operating loss carryforward	<b>1,808</b>	1,808	1,901
Charitable contribution carryover	<b>4</b>	4	3
<b>Gross deferred tax assets</b>	<b>2,935</b>	2,842	2,559
Deferred tax asset valuation allowance	<b>(2,651)</b>	(2,595)	(2,360)
Deferred income tax liabilities:			
Depreciation	<b>(17)</b>	(13)	(13)
Bank patronage allocation	<b>(264)</b>	(231)	(183)
Loss on other property owned	<b>-</b>	-	-
Sale of fixed assets	<b>(1)</b>	(1)	(1)
Gain on installment sales	<b>(2)</b>	(2)	(2)
<b>Gross deferred tax liability</b>	<b>(284)</b>	(247)	(199)
<b>Net deferred tax asset</b>	<b>\$ -</b>	\$ -	\$ -

The calculation of deferred tax assets and liabilities involves various management estimates and assumptions as to future taxable earnings, including the amount of non-patronage income and patronage income retained. The expected future tax rates are based upon enacted tax laws.

The Association recorded a valuation allowance of \$2,651 in 2015, \$2,595 in 2014 and \$2,360 in 2013. The Association will continue to evaluate the realizability of the deferred tax assets and adjust the valuation allowance accordingly. At December 31, 2015, the Association had federal and state net operating loss carryforward tax benefit of \$1,808 that expire from 2032 to 2033.

The Association has no uncertain tax positions as of December 31, 2015, 2014 or 2013. The Association recognizes interest and penalties related to unrecognized tax positions as an adjustment to income tax expense. The tax years that remain open for federal and major state income tax jurisdictions are 2012 and forward.

## **NOTE 11 – EMPLOYEE BENEFIT PLANS**

Certain employees participate in the Ninth Retirement Plan, a multi-employer defined benefit retirement plan. The Department of Labor has determined the plan to be a governmental plan; therefore, the plan is not subject to the provisions of the Employee Retirement Income Security Act of 1974, as amended (ERISA). As the plan is not subject to ERISA, the plan's benefits are not insured by the Pension Benefit Guaranty Corporation. Accordingly, the amount of accumulated benefits that participants would receive in the event of the plan's termination is contingent on the sufficiency of the plan's net assets to provide benefits at that time. This Plan is noncontributory and covers eligible employees. The assets, liabilities, and costs of the plan are not segregated by participating entities. As such, plan assets are available for any of the participating employers' retirees at any point in time. Additionally, if a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers. Further, if the Association chooses to stop participating in the plan, the Association may be required to pay an amount based on the underfunded status of the plan, referred to as a withdrawal liability. Because of the multi-employer nature of the plan, any individual employer is not able to unilaterally change the provisions of the plan. If an employee moves to another employer within the same plan, the employee benefits under the plan

transfer. Benefits are based on salary and years of service. There is no collective bargaining agreement in place as part of this plan.

The defined benefit pension plan reflects an unfunded liability totaling \$89.2 million at December 31, 2015. The pension benefits funding status reflects the net of the fair value of the plan assets and the projected benefit obligation at the date of these consolidated financial statements. The projected benefit obligation is the actuarial present value of all benefits attributed by the pension benefit formula to employee service rendered prior to the measurement date based on assumed future compensation levels. The projected benefit obligation of the plan was \$244.3 million at December 31, 2015, \$242.1 million at December 31, 2014 and \$203.2 million at December 31, 2013. The fair value of the plan assets was \$155.1 million at December 31, 2015, \$152.3 million at December 31, 2014 and \$144.7 million at December 31, 2013. The amount of the pension benefits funding status is subject to many variables including performance of plan assets and interest rate levels. Therefore, changes in assumptions could significantly affect these estimates.

Costs are determined for each individual employer based on costs directly related to its current employees as well as an allocation of the remaining costs based proportionately on the estimated projected liability of the employer under this plan. The Association recognizes its proportional share of expense and contributes a proportional share of funding. Total plan expense for participating employers was \$16.1 million in 2015, \$12.9 million in 2014 and \$15.8 million in 2013. The Association's allocated share of plan expenses included in salaries and employee benefits was \$1.1 million in 2015, \$827 in 2014, and \$1.1 million in 2013. Participating employers contributed \$13.6 million in 2015, \$11.1 million in 2014 and \$14.6 million in 2013 to the plan. The Association's allocated share of these pension contributions was \$944 in 2015, \$789 in 2014, and \$1.0 million in 2013. While the plan is a governmental plan and is not subject to minimum funding requirements, the employers contribute amounts necessary on an actuarial basis to provide the plan with sufficient assets to meet the benefits to be paid to participants. The amount of the total employer contributions expected to be paid into the pension plans during 2016 is \$11.6 million. The Association's allocated share of these pension contributions is expected to be \$858. The amount ultimately to be contributed and the amount ultimately recognized as expense as well as the timing of those contributions and expenses, are subject to many variables including performance of plan assets and interest rate levels. These variables could result in actual contributions and expenses being greater than or less than anticipated.

Postretirement benefits other than pensions are provided through the Farm Credit Foundations Retiree Medical Plan to retired employees of the Association. Benefits provided are determined on a graduated scale based on years of service. The anticipated costs of these benefits were accrued during the period of the employee's active service. Postretirement benefits expense (primarily health care benefits) included in salaries and employee benefits were \$9 in 2015, \$7 in 2014 and \$11 in 2013. These expenses are equal to the Association's cash contributions for each year.

The Association also participates in the Farm Credit Foundations Defined Contribution/401(k) Plan. Employees who do not participate in the Pension Plan may receive benefits through the Employer Contribution portion of the Contribution Plan. In this plan, the Association provides a monthly contribution based on a defined percentage of the employee's salary. Employees may also participate in a Salary Deferral Plan governed by Section 401(k) of the Internal Revenue Code. The Association matches a certain percentage of employee contributions to the plan. Employer contributions to the Contribution Plan were \$391 in 2015 and 2014 and \$388 in 2013.

## **NOTE 12 – RELATED PARTY TRANSACTIONS**

In the ordinary course of business, the Association enters into loan transactions with officers and directors of the Association, their immediate families and other organizations with which such persons may be associated. Such loans are subject to special approval requirements contained in the FCA regulations and are made on the same terms, including interest rates, amortization schedules and collateral, as those prevailing at the time for comparable transactions with unrelated borrowers.

The Association has a policy that loans to directors and senior officers must be maintained at an Acceptable or Other Assets Especially Mentioned (OAEM) credit classification. If the loan falls below the OAEM credit classification, corrective action must be taken and the loan brought back to either Acceptable or OAEM within a year. If not, the director or senior officer must resign from the Board of Directors or employment.

Loan information to related parties for the years ended December 31 is shown below.

	2015	2014	2013
New loans	\$ 9,901	\$ 11,595	\$ 13,030
Repayments	\$ 10,611	\$ 11,006	\$ 11,686
Ending balance	\$ 15,448	\$ 16,538	\$ 15,848

At December 31, 2015, there were two agricultural loans to one director considered to have more than a normal risk of collectability based on loss trends and projected repayment capacity. Both loans were made in the ordinary course of business. At December 31, 2015, the total amount outstanding was \$1,007 and neither were past due. Both loans were paid off in full on January 19, 2016. In the opinion of management, there were no other loans outstanding to officers and directors at December 31, 2015 that involved more than a normal risk of collectability.

The Association also has business relationships with certain other System entities. The Association paid \$1.3 million in 2015, \$1.0 million in 2014, and \$940 in 2013 to AgVantis for technology services and nothing in 2015, \$81 in 2014 and \$88 in 2013 to CoBank for operational services. One Association officer, elected by AgVantis' owners, serves as an AgVantis director. The Association paid \$128 in 2015, and \$119 in 2014 and 2013 to Foundations for human resource services.

### **NOTE 13 – REGULATORY ENFORCEMENT MATTERS**

There are no regulatory enforcement actions in effect for the Association.

### **NOTE 14 – COMMITMENTS AND CONTINGENCIES**

The Association has various commitments outstanding and contingent liabilities. With regard to contingent liabilities, there are no actions pending against the Association in which claims for monetary damages are asserted.

The Association may participate in financial instruments with off-balance sheet risk to satisfy the financing needs of its borrowers and to manage their exposure to interest-rate risk. These financial instruments include commitments to extend credit. The instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the consolidated financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. At December 31, 2015, \$230,933 of commitments to extend credit were outstanding.

Since many of these commitments are expected to expire without being drawn upon, the total commitments do not necessarily represent future cash requirements. However, these credit-related financial instruments have off-balance-sheet credit risk because their amounts are not reflected on the Consolidated Statement of Condition until funded or drawn upon. The credit risk associated with issuing commitments is substantially the same as that involved in extending loans to borrowers and management applies the same credit policies to these commitments. Upon fully funding a commitment, the credit risk amounts are equal to the contract amounts, assuming that borrowers fail completely to meet their obligations and the collateral or other security is of no value. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the borrower.

The Association also participates in standby letters of credits to satisfy the financing needs of its borrowers. These letters of credit are irrevocable agreements to guarantee payments of specified financial obligations. At December 31, 2015, \$3,469 of standby letters of credit were outstanding with a nominal fair value. Outstanding standby letters of credit have expiration dates ranging from 2016 to 2024. The maximum potential amount of future payments the Association is required to make under the guarantees is \$3,469.

### **NOTE 15 – 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 an orderly transaction between market participants in the principal or most advantageous market for the asset or liability. The fair value measurement is not an indication of liquidity. See Note 2 for additional information.

The Association has no assets or liabilities measured at fair value on a recurring basis for the periods presented. During the three years presented, the Association recorded no transfers in or out of Levels 1, 2, or 3. Assets measured at fair value on a non-recurring basis at December 31 for each of the fair value hierarchy values are summarized as follows.

	Fair Value Measurement Using			Total Fair Value	Total Losses
	Level 1	Level 2	Level 3		
<b>2015</b>					
Loans	\$ –	\$ –	\$ 3,387	\$ 3,387	\$ 83
Other property owned	\$ –	\$ –	\$ 2,071	\$ 2,071	\$ –
<b>2014</b>					
Loans	\$ –	\$ –	\$ 3,543	\$ 3,543	\$ 181
Other property owned	\$ –	\$ –	\$ 5,950	\$ 5,950	\$ –
<b>2013</b>					
Loans	\$ –	\$ –	\$ 5,502	\$ 5,502	\$ 352
Other property owned	\$ –	\$ –	\$ 5,175	\$ 5,175	\$ 434

The Association has no liabilities measured at fair value on a non-recurring basis for any of the periods presented.

### Valuation Techniques

As more fully discussed in Note 2, 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. Fair values of financial instruments represent the estimated amount to be received to sell an asset or paid to transfer or extinguish a liability in active markets among willing participants at the reporting date. Due to the uncertainty of expected cash flows resulting from financial instruments, the use of different assumptions and valuation methodologies could significantly affect the estimated fair value amounts. Accordingly, certain of the estimated fair values may not be indicative of the amounts for which the financial instruments could be exchanged in a current or future market transaction. The following presents a brief summary of the valuation techniques used by the Association for assets and liabilities subject to fair value measurement:

#### Loans

For impaired loans measured on a non-recurring basis, the fair value is based upon the underlying collateral since the loans are collateral-dependent loans for which real estate is the collateral. The fair value measurement process uses independent appraisals and other market-based information, but in many cases it also requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters. As a result, these fair value measurements fall within Level 3 of the hierarchy. When the value of the real estate, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established and the net loan is reported at its fair value.

#### 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. As a result, these fair value measurements fall within Level 3 of the hierarchy. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. Like impaired loans, it is not practicable to provide specific information on inputs for other property owned as each collateral property is unique.

## **NOTE 16 – QUARTERLY FINANCIAL INFORMATION (UNAUDITED)**

Quarterly results of operations for the years ended December 31, 2015, 2014 and 2013, follow.

	2015				
	First	Second	Third	Fourth	Total
Net interest income	\$ 5,868	\$ 5,816	\$ 6,110	\$ 6,714	\$ 24,508
Provision for credit losses/(Credit loss reversal)	481	692	31	(457)	747
Noninterest expense, net	2,649	2,245	3,108	2,358	10,360
<b>Net income</b>	<b>\$ 2,738</b>	<b>\$ 2,879</b>	<b>\$ 2,971</b>	<b>\$ 4,813</b>	<b>\$ 13,401</b>

	2014				
	First	Second	Third	Fourth	Total
Net interest income	\$ 5,843	\$ 6,098	\$ 5,993	\$ 5,835	\$ 23,769
(Loan loss reversal)/Provision for loan losses	(13)	(495)	1,433	(908)	17
Noninterest expense, net	1,865	1,516	1,881	3,042	8,304
Net income	\$ 3,991	\$ 5,077	\$ 2,679	\$ 3,701	\$ 15,448

	2013				
	First	Second	Third	Fourth	Total
Net interest income	\$ 5,489	\$ 5,704	\$ 7,002	\$ 5,756	\$ 23,951
(Loan loss reversal)/Provision for loan losses	(483)	(293)	(43)	54	(765)
Noninterest expense, net	2,146	1,590	1,651	3,211	8,598
Net income	\$ 3,826	\$ 4,407	\$ 5,394	\$ 2,491	\$ 16,118

### **NOTE 17 – SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through March 15, 2016 which is the date the financial statements were issued, and no material subsequent events were identified.

# DISCLOSURE INFORMATION REQUIRED BY FARM CREDIT ADMINISTRATION REGULATIONS

(Amounts in Whole Dollars)

## **DESCRIPTION OF BUSINESS**

The description of the territory served, persons eligible to borrow, types of lending activities engaged in and financial services offered, and related Farm Credit organizations required to be disclosed in this section is incorporated herein by reference from Note 1 to the financial statements, "Organization and Operations," included in this annual report to shareholders.

The description of significant developments that had or could have a material impact on earnings or interest rates to borrowers, acquisitions or dispositions of material assets, material changes in the manner of conducting the business, seasonal characteristics, and concentrations of assets, if any, required to be disclosed in this section, is incorporated herein by reference from "Management's Discussion and Analysis" (MD&A) included in this annual report to shareholders.

## **DESCRIPTION OF PROPERTY**

The following table sets forth certain information regarding the properties of the Association:

Location	Description	Form of Ownership
5110 Edison Avenue Colorado Springs, Colorado	Administrative Office and Lending Office	Owned
549 South Lincoln Burlington, Colorado	Lending Office	Owned
1302 East Third Street La Junta, Colorado	Lending Office	Owned
201 South Fifth Street Lamar, Colorado	Lending Office	Owned
100 East Main Street Limon, Colorado	Lending Office	Owned
159 Washington Street Monte Vista, Colorado	Lending Office	Owned

## **LEGAL PROCEEDINGS AND ENFORCEMENT ACTIONS**

Information required to be disclosed in this section is incorporated herein by reference from Note 13 to the financial statements, "Regulatory Enforcement Matters," and Note 14 to the financial statements, "Commitments and Contingencies," included in this annual report to shareholders.

## **DESCRIPTION OF CAPITAL STRUCTURE**

Information required to be disclosed in this section is incorporated herein by reference from Note 8 to the financial statements, "Shareholders' Equity," included in this annual report to shareholders.

## **DESCRIPTION OF LIABILITIES**

The description of debt outstanding required to be disclosed in this section is incorporated herein by reference from Note 7 to the financial statements, "Note Payable to CoBank," included in this annual report to shareholders.

The description of advance conditional payments is incorporated herein by reference to Note 2 to the financial statements, "Summary of Significant Accounting Policies," to the financial statements, included in this annual report to shareholders.

The description of contingent liabilities required to be disclosed in this section is incorporated herein by reference from Note 14 included in this annual report to shareholders.

## **SELECTED FINANCIAL DATA**

The selected financial data for the five years ended December 31, 2015, required to be disclosed in this section is incorporated herein by reference from the "Five-Year Summary of Selected Consolidated Financial Data," included in this annual report to shareholders.

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

"Management's Discussion and Analysis," which appears within this annual report to shareholders and is required to be disclosed in this section, is incorporated herein by reference.

## **DIRECTORS AND SENIOR OFFICERS**

The following represents certain information regarding the directors and senior officers of the Association.

### ***DIRECTORS***

Gary Pautler: Chairman of the Board serving a three-year term which expires in 2017 and a member of the Association's Audit Committee and Human Resources Committee. Mr. Pautler has been farming since 1967. He is a partner in Pautler Brothers, a family owned irrigated and dryland corn and wheat operation. Mr. Pautler serves as Chairman on the Kit Carson County Planning Commission and is Treasurer of the Stratton Fire Protection District.

Christopher Bledsoe: Vice-Chairman and Appointed Director currently serving a three-year term which expires in 2018 and Chairman of the Association's Audit Committee. Mr. Bledsoe has been farming and ranching for 41 years. He is a partner in and manager of Bledsoe Livestock Co. LLC, which consists of a cow/calf and yearling operation along with raising dryland wheat, corn and feed. He also has a small domestic elk herd. He is currently serving as a Director of the Flagler Co-Op Board and serves on the Kit Carson County Planning Commission.

Carl Keith James: Director currently serving a three-year term which expires in 2016 and Chairman of the Association's Human Resources Committee. Mr. James has been farming since 1973. He has a cow/calf, stocker and wheat operation. Mr. James serves on the Prairie Conservation District Board, and is Chairman of both the Eastern Slope Rural Telephone Association and Lincoln Community Hospital Boards.

Scott Maranville: Director currently serving a three-year term which expires in 2018 and a member of the Association's Human Resources Committee. Mr. Maranville is a partner in Maranville Farms Partnership, a family owned dryland farming operation. He has been there since graduating college 19 years ago. He and his wife also have a cow/calf operation. Mr. Maranville also has an interest in Maranville, LLC and S&B Farms, Inc., both farm and ag related businesses run by the family.

Rosalie Martinez: Director, currently serving a three-year term which expires in 2018 and a member of the Association's Audit Committee. Mrs. Martinez has been engaged in farming and ranching for over 30 years. She is a partner in Rio Vega Ranch, LLC, a cow/calf operation, and a partner in Esperanza Farms, LLC, a farming enterprise which raises potatoes, barley and alfalfa. She is a partner in Ace Hardware of Alamosa and Sierra Vista Lumber Company, LLC, which includes retail sales in hardware, building supplies and steel. She is a partner with her husband, LeRoy, in the family businesses: L&M Auto, which includes car sales, body shop and salvage yard; Valley Finance, a finance company used to finance vehicles sold by L&M Auto, and Martinez Farm, the family farm which raises mostly alfalfa. She is retired from Adams State College where she taught in the School of Business and later held the position Associate Vice President for Administration. Rosalie is currently serving on the San Luis Valley Regional Medical Center Foundation Board, on the Board of Trustees for the San Luis Valley Regional Health Center, and on the Board of the Boys and Girls Clubs of the San Luis Valley. She is also serving on the Honorary Board of the Colorado Women's Hall of Fame, and as Vice President on the Trinidad State Junior College Advisory Council.

John Negley: Director currently serving a three-year term which expires in 2017 and a member of the Association's Human Resource Committee. Mr. Negley has farmed and ranched since 1970. He is a partner in J & L Farms, a family partnership conducting a wheat and cow/calf operation. He serves as Secretary on the Board of Directors for the Kiowa Soil Conservation Board and Secretary for the Eads Hospital Board. He is also a member of the Eads Hospital Executive Board.

Mark Peterson: Director currently serving a three-year term which expires in 2016 and member of the Audit Committee. He is the Association representative to the CoBank, ACB District Farm Credit Council. Mr. Peterson is a partner in a family run farm, Peterson Farms, LLC, farming potatoes and malting barley for Coors. Mr. Peterson is currently serving as Chairman of the Colorado Potato Administrative Committee. He is a Director on the National Potato Council, which is the governmental oversight committee for the potato industry in the US. He serves on the Trade Affairs committee, the US-Mexico Trade affairs sub-committee, and the Legislative and Governmental Affairs Committee.

Paul Prentice: Appointed Director currently serving a three-year term which expires in 2017 and Vice Chairman of the Association's Audit Committee. Dr. Prentice is the founder, President and Chief Economist of Farm Sector Economics, Inc., a consulting firm specializing in macroeconomic linkages to agriculture. He currently serves on the Board of Advisors for Bio-Economic Research Associates. Dr. Prentice currently teaches as a Professor of Economics and Business at Colorado Technical University. He is an Adjunct Scholar at the Ludwig von Mises Institute, a senior Fellow at the Independence Institute, and a Fellow of the Centennial Institute at Colorado Christian University.

Kent Price: Director currently serving a three-year term which expires in 2017 and a member of the Association's Human Resource Committee. Mr. Price is a partner in Price Farms LLC, Price Farms Certified Seed Company LLC, Price Heritage LLC and Expo LLC. His operations include seed and market potatoes, and produce malt barley for Coors. He graduated from Adams State University and has been farming for over 33 years. He is currently secretary/treasurer for the Colorado Certified Potato Growers Association, serves on the San Luis Valley Colorado State University Research Committee, and the San Luis Valley Well Owner's Association. He is an alternate on the Colorado Potato Administration Committee (CPAC) for Saguache County.

Ronald Rehfeld: Director currently serving a three-year term which expires in 2018 and a member of the Association's Human Resources Committee. Mr. Rehfeld has farmed and ranched since 1980. He currently operates a cow/calf and dryland wheat, feed and millet operation. He also backgrounds, feeds and direct markets his beef. Mr. Rehfeld is a Board Member of the Cheyenne County Farm Service Agency County Committee.

Jeffrey Uhland: Director currently serving a three-year term which expires in 2018 and Vice Chairman of the Association's Human Resources Committee. Mr. Uhland is a partner with his brothers in Tri-County Farms, which has a dryland crop and trucking operation. He also actively farms with his two nephews, raising wheat, milo, corn, sunflowers and millet. He is a partner in Colorado Mills, LLC, a sunflower oil and feed processing plant in Lamar, Colorado and is also a partner in Mills West, LLC which runs a trucking operation. He is partner in JAG, Inc. a farming corporation and partner in Kiowa County Investment Group, LLC. He serves on the Kiowa County Weed Board and is an alternate on the Sunflower Administrative Committee.

Steven Wertz: Director currently serving a three-year term which expires in 2016 and a member of the Association's Audit Committee. Mr. Wertz has been farming and ranching since 1979. He currently raises irrigated corn and alfalfa. He is a partner in Wertz Bros. LLP Farms which also raises irrigated corn and alfalfa. He is a partner with JBS Cattle Feeding in a forage and nutrition management program. Mr. Wertz is a member of the Colorado Corn Growers Association, the Colorado Livestock Association, Colorado Farm Bureau, Colorado Cattlemen's Association, Colorado Wheat Growers and was recently appointed to the Colorado Ag Development Authority.

### **SENIOR OFFICERS**

Russell Tomky: President and Chief Executive Officer (CEO) since September 2009. He served as Senior Vice President – Credit from July 2000 to September 2009. Mr. Tomky served as the Senior Vice President of Farm Credit of Colorado Springs FLCA/PCA from March 1994 to June 2000. He also served as the Assistant Vice President – Credit for Farm Credit Services of the Mountain Plains, FLBA/PCA from February 1986 to March 1994. He has been a Farm Credit System employee for thirty-four years. Mr. Tomky is currently a member of the AgVantis Board of Directors.

Linda Iverson: Chief Operating Officer from January 2005 to present. Ms. Iverson served as the Vice President – Operations from January 2003 to January 2005 and was the Vice President – Administration from July 2000 to January 2003. She also served as the Vice President – Administration for Farm Credit of Colorado Springs, FLCA/PCA from November 1999 through June 2000. She has been with the Farm Credit System for twenty-eight years. Ms. Iverson is currently serving on the Audit Committee for Aventa Credit Union.

Shawna R. Neppi: Chief Financial Officer since February 2007. Ms. Neppi served as Vice President/Branch Manager of the Colorado Springs Branch from February 2001 to February 2007. She also served as Assistant Vice President – Risk Management from January 2000 to February 2001. She has been with the Farm Credit System for twenty-three years.

David L. Self: Chief Credit Officer beginning in December 2014, previously Executive Vice President Lending from July 2014 to December 2014; Senior Vice President Lending from November 2009 to July 2014. Mr. Self served as the Vice President – Credit from July 2000 to November 2009. Mr. Self started as a field representative in 1981 and has worked for four different Associations and one Farm Credit Bank. Mr. Self has been employed within the Farm Credit System for thirty-five years.

William A. Barnes: Chief Appraisal Officer since January 2015. He was Senior Vice President – Appraisal Services January 2011 to December 2014. Prior to that he was the Vice President – Appraisals for seventeen years. Mr. Barnes is a Colorado Certified General Appraiser and holds the Accredited Rural Appraiser, (ARA), designation

which is awarded by the American Society of Farm Managers and Rural Appraisers, (ASFMRA), to those members who have had years of experience, are technically trained, have passed a rigid examination and subscribe to a high code of ethics. He has held this designation since 1989. He has been with the Farm Credit System for thirty-six years.

**COMPENSATION OF DIRECTORS AND SENIOR OFFICERS**

Directors of the Association were compensated for services on a per diem basis at the rate of \$500 per day and an additional \$250 preparation time for each Board Meeting (excluding conferences, tours, etc.). The Chairman of the Board and Committee Chairs received an additional \$100 per official meeting. The two Board appointed financial experts received an additional \$100 per official meeting. The Directors were compensated at the rate of \$100 per hour for conference calls. Mileage was compensated at the rate of \$0.575 per mile while on official business.

When Human Resource (HR) and Audit committee meetings were held in conjunction with the regular board meetings, no additional compensation was paid to the directors for those meetings.

Additional information for each director is provided below:

Name	Number of Days Served at		Compensation for			Compensation Paid During 2015
	Board Meetings	Other Official Activities	Board Meetings And Official Duties	Audit Committee	HR Committee	
Gary Paulter	12.0	22.0	\$ 21,800	\$ 1,200	\$ 300	\$ 23,300
Christopher Bledsoe	12.0	20.0	20,600	1,200	300	22,100
Carl Keith James	12.0	5.5	13,200	–	300	13,500
Scott Maranville	10.0	8.5	11,500	–	250	11,750
Rosalie Martinez	12.0	11.0	15,600	1,200	–	16,800
John Negley	12.0	11.0	14,500	–	–	14,500
Mark Peterson	11.0	9.5	12,250	750	–	13,000
Paul Prentice	11.0	11.0	14,750	1,200	–	15,950
Kent Price	11.0	9.5	12,750	–	250	13,000
Ronald Rehfeld	12.0	10.5	14,000	–	250	14,250
Jeffrey Uhland	10.0	9.5	12,000	–	250	12,250
Steven Wertz	12.0	7.0	11,500	1,000	–	12,500
<b>Total Compensation</b>			<b>\$ 174,450</b>	<b>\$ 6,550</b>	<b>\$ 1,900</b>	<b>\$ 182,900</b>

Directors and senior officers are reimbursed for travel, subsistence and other expenses related to Association business according to Association policy. A copy of this policy is available to shareholders upon request. Aggregate reimbursements to directors for travel, subsistence and other related expenses were \$70,623 in 2015, \$90,967 in 2014 and \$101,017 in 2013. Noncash compensation paid to directors as a group was \$708 during 2015.

Information on senior officers and directors who hold Preferred H-Stock follows. The average dividend rate during 2015 on all balances was 0.45%.

Name of the Account	Director or Officer	Title	December 31, 2015 Balance	Purchases during 2015	Retirements during 2015
Gary Paulter	Director	Chairman	\$ 50,270	\$ 220	\$ –
Jeffrey Uhland	Director	Director	\$ –	\$ 200,444	\$ 200,444

Information on chief executive officer (CEO), senior officers and other highly compensated individuals follows. Certain amounts in prior years have been reclassified to conform to the current year's presentation.

CEO Name	Year	Salary	Incentive Compensation	Deferred/Perq	Other	Total
Russell Tomky	2015	\$ 317,784	\$ 35,946	\$ 6,342	\$ 280,534	\$ 640,606
Russell Tomky	2014	\$ 302,646	\$ 47,249	\$ 6,193	\$ 395,750	\$ 751,838
Russell Tomky	2013	\$ 288,452	\$ 53,361	\$ 6,568	\$ 252,558	\$ 600,939

Aggregate Number Of Officers/Highly Compensated Individuals (excluding CEO)	Year	Salary	Incentive Compensation	Deferred/Perq	Other	Total
5	2015	\$ 759,497	\$ 84,456	\$ 11,602	\$ 654,787	\$ 1,510,342
6	2014	\$ 874,772	\$ 127,421	\$ 13,478	\$ 733,221	\$ 1,748,892
6	2013	\$ 769,143	\$ 216,335	\$ 12,306	\$ 91,323	\$ 1,089,107

Disclosure of information on the total compensation paid during the last fiscal year to any senior officer, or to any other officer included in the aggregate, is available to shareholders upon request.

“Other” includes employer match on the defined contribution plan available to all employees, changes in the value of pension benefits and service awards. The change in value of the pension benefits is defined as the vested portion of the present value of the accumulated benefit obligation from December 31 of the prior year, disclosed in Note 11 of the Financial Statements. No tax reimbursements are made to senior officers/highly compensated individuals.

We believe the design and governance of our compensation program is consistent with the highest standards of risk management and provides total compensation that promotes our mission to ensure a safe, sound, and dependable source of credit and related services for agriculture and rural America. Our compensation philosophy aims to provide a competitive total rewards package that will enable us to attract and retain highly qualified officers with the requisite expertise and skills while achieving desired business results aligned with the best interest of our shareholders. The design of our senior officer compensation program supports our risk management goals and includes (1) a balanced mix of base and variable pay, (2) a balanced use of performance measures that are risk-adjusted where appropriate, (3) a pay-for-performance process that allocates individual awards based on both results and how those results were achieved.

Senior officers are compensated with a mix of direct cash as well as retirement plans generally available to all employees. Our Board of Directors determines the appropriate balance of short-term compensation while keeping in mind their responsibilities to our shareholders. Base salary and short-term incentive are intended to be competitive with annual compensation for comparable positions at peer organizations. The Association has one Incentive Plan. The Pay for Performance Incentive Program is available to all employees and payable once a year. This Pay for Performance Incentive Program is designed and intended to promote and reward positive business results in several key performance areas. These typically include credit quality, loan volume growth, return on assets and other key ratios. It is also intended to build and enhance teamwork among all employees and groups of employees for the ultimate benefit of our customers and their Association. Annual Incentive Compensation reflects the amount in the year earned.

Senior officer base salaries reflect the officer’s experience and level of responsibility. Base salaries are subject to review and approval by the Human Resource Committee of our Board of Directors and are subject to adjustment based on changes in responsibilities or competitive market conditions.

Information on pension benefits attributable to the CEO, senior officers and other highly compensated individuals follows.

As of December 31, 2015	Plan	Years of Credited Service	Present Value of Accumulated Benefits	Payments Made During the Reporting Period
CEO				
Russell Tomky	Ninth Pension Plan	35.95	\$ 2,224,445	\$ –
	Nonqualified Pension Restoration Plan	35.95	\$ 511,236	\$ –
Aggregate Number of Senior Officers/ Highly Compensated Individuals	Plan	Average Years of Credited Service	Present Value of Accumulated Benefits	Payments Made During the Reporting Period
5	Ninth Pension Plan	31.77	\$ 5,014,657	\$ –

For the Ninth Pension Plan and the Ninth District Pension Restoration Plan, the average years of service represents an average for the aggregate senior officers and highly compensated employee group included in the Plan.

Retirement Plan Overview – The CEO and certain Senior Officers participate in two defined benefit retirement plans: (a) the Ninth Farm Credit District Pension Plan (the Pension Plan), which is a qualified defined benefit plan and (b) the Ninth District Pension Restoration Plan, which is a nonqualified retirement plan. Additionally, substantially all employees participate in the 401(k) Plan, which has an employer matching contribution.

Qualified Pension Plan – In general, the Pension Plan provides participants with a 50% joint-and-survivor annuity benefit at normal retirement that is equal to 1.50% of average monthly compensation during the 60 consecutive months in which an individual receives his highest compensation (High 60) multiplied by his years of benefit service, plus 0.25% of the amount by which the High 60 exceeds covered compensation multiplied by years of benefit service. The benefit is actuarially adjusted if the individual chooses a different form of distribution than a 50% joint-and-survivor annuity, such as a lump sum distribution. The pension valuation was determined using a blended approach assuming half of the benefits would be paid as a lump sum and half as an annuity at the participants earliest unreduced retirement age. The Pension Plan pays benefits up to the applicable limits under the Internal Revenue Code.

Nonqualified Pension Restoration Plan – The Pension Restoration Plan is unfunded and not qualified for tax purposes. Benefits payable under this plan are equal to the excess of the amount that would be payable under the terms of the Qualified Pension Plan disregarding the limitations imposed under Internal Revenue Code Sections 401(a)(17) and 415, over the pension actually payable under the Qualified Pension Plan. The plan also restores any benefits attributable to nonqualified deferred compensation excluded from the benefit determined under the Qualified Pension Plan. The nonqualified pension restoration valuation was determined using an assumption that benefits would be paid as a lump sum at the participants earliest unreduced retirement age.

### **TRANSACTIONS WITH SENIOR OFFICERS AND DIRECTORS**

The Association's policies on loans to and transactions with its officers and directors, required to be disclosed in this section are incorporated herein by reference from Note 12 to the financial statements, "Related Party Transactions," included in this annual report to shareholders.

### **INVOLVEMENT OF SENIOR OFFICERS AND DIRECTORS IN CERTAIN LEGAL PROCEEDINGS**

There were no matters which came to the attention of management or the Board of Directors regarding involvement of senior officers or current directors in specified legal proceedings which are required to be disclosed in this section.

### **BORROWER PRIVACY STATEMENT**

Since 1972, Farm Credit Administration (FCA) regulations have forbidden the directors and employees of Farm Credit institutions from disclosing personal borrower information to others without borrower consent. The Association does not sell or trade customers' personal information to marketing companies or information brokers. Additional information regarding FCA rules governing the disclosure of customer information can be obtained by contacting the Association.

### **RELATIONSHIP WITH INDEPENDENT AUDITORS**

There were no changes in independent auditors since the prior annual report to shareholders and there were no material disagreements with our independent auditors on any matter of accounting principles or financial statement disclosure during this period.

### **RELATIONSHIP WITH COBANK, ACB (COBANK)**

The Association is materially affected by CoBank's financial condition and results of operations.

The Association's statutory obligation to borrow from CoBank is discussed in Note 7. Financial assistance agreements between the Association and CoBank are discussed in Note 8. Association requirement to invest in CoBank and CoBank's ability to access capital of the Association is discussed in Note 4 to the financial statements, "Investment in CoBank," included in this annual report to shareholders. CoBank's role in mitigating the Association's exposure to interest rate risk is discussed in the MD&A section – Liquidity.

CoBank is required to distribute its Annual Report to shareholders of the Association if the bank experiences a significant event that has a material effect on the Association as defined by FCA regulations.

### **FINANCIAL STATEMENTS**

The financial statements, together with the report thereon of PricewaterhouseCoopers LLP dated March 15, 2016, and the Report of Management, appearing as part of this annual report to shareholders, are incorporated herein by reference.

**COBANK ANNUAL AND QUARTERLY REPORTS TO SHAREHOLDERS**

The shareholders' investment in the Association is materially affected by the financial condition and results of operations of CoBank. Consequently, the Association's annual and quarterly reports should be read in conjunction with CoBank's 2015 Annual and Quarterly Reports to Shareholders. Quarterly reports are available approximately 40 days after the calendar quarter end and annual reports are available approximately 75 days after the calendar year end. A copy of these reports may be obtained free upon request from the Association. The Association is located at 5110 Edison Avenue, Colorado Springs, Colorado 80915, or may be contacted at PO Box 75640, Colorado Springs, Colorado 80970-5640 or by calling (800) 815-8559 or (719) 570-1087. The reports may also be obtained free of charge by visiting CoBank's website at [www.cobank.com](http://www.cobank.com).