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*First South Farm Credit, ACA*


# FIRST QUARTER 2018

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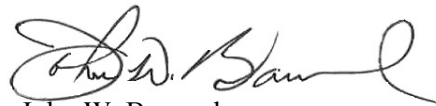
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## CERTIFICATION

The undersigned certify that we have reviewed the March 31, 2018 quarterly report of First South Farm Credit, ACA, that the report has been prepared under the oversight of the Audit Committee of the Board of Directors and in accordance with all applicable statutory or regulatory requirements, and that the information contained herein is true, accurate, and complete to the best of our knowledge and belief.



Michael W. Patrick  
Chairman of the Board



John W. Barnard  
Chief Executive Officer



Bryan Applewhite  
Chief Financial Officer

May 9, 2018

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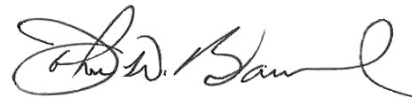
*First South Farm Credit, ACA*

# Report on Internal Control Over Financial Reporting

The Association's principal executives and principal financial officers, or persons performing similar functions, are responsible for establishing and maintaining adequate internal control over financial reporting for the Association's Consolidated Financial Statements. For purposes of this report, "internal control over financial reporting" is defined as a process designed by, or under the supervision of the Association's principal executives and principal financial officers, or persons performing similar functions, and effected by its Board of Directors, management and other personnel. This process provides reasonable assurance regarding the reliability of financial reporting information and the preparation of the Consolidated Financial Statements for external purposes in accordance with accounting principles generally accepted in the United States of America.

Internal control over financial reporting includes those policies and procedures that: (1) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of the Association, (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial information in accordance with accounting principles generally accepted in the United States of America, and that receipts and expenditures are being made only in accordance with authorizations of management and directors of the Association, and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Association's assets that could have a material effect on its Consolidated Financial Statements. The Association's management has completed an assessment of the effectiveness of internal control over financial reporting as of March 31, 2018. In making the assessment, management used the framework in *Internal Control — Integrated Framework (2013)*, promulgated by the Committee of Sponsoring Organizations of the Treadway Commission, commonly referred to as the "COSO" criteria.

Based on the assessment performed, the Association's management concluded that as of March 31, 2018, the internal control over financial reporting was effective based upon the COSO criteria. Additionally, based on this assessment, the Association's management determined that there were no material weaknesses in the internal control over financial reporting as of March 31, 2018.



John W. Barnard  
Chief Executive Officer



Bryan Applewhite  
Chief Financial Officer

May 9, 2018

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*First South Farm Credit, ACA*

# Management's Discussion and Analysis of Financial Condition and Results of Operations

*(dollars in thousands)*

The following commentary reviews the financial condition and results of operations of *First South Farm Credit, ACA* (Association) for the period ended March 31, 2018. These comments should be read in conjunction with the accompanying consolidated financial statements, notes to the consolidated financial statements and the 2017 Annual Report of the Association. The accompanying consolidated financial statements were prepared under the oversight of the Audit Committee of the Board of Directors.

## **LOAN PORTFOLIO**

The Association provides funds to farmers, rural homeowners and farm-related businesses for financing of short and intermediate-term loans and long-term real estate mortgage loans. The Association's loan portfolio is diversified over a range of agricultural commodities including poultry, cotton, livestock and forestry. Farm size varies and many of the borrowers in the region have diversified farming operations. This factor, along with the numerous opportunities for non-farm income in the area, somewhat reduces the level of dependency on any single commodity.

### ***Comparison of March 31, 2018 to December 31, 2017***

The gross loan volume of the Association as of March 31, 2018, was \$1,944,971 as compared to \$1,976,968 at December 31, 2017. Net loans outstanding at March 31, 2018, were \$1,931,531 as compared to \$1,963,350 at December 31, 2017. Net loans accounted for 95.03 percent of total assets at March 31, 2018, as compared to 93.61 percent of total assets at December 31, 2017.

There is an inherent risk in the extension of any type of credit. Portfolio credit quality continues to be maintained at an acceptable level and credit administration remains satisfactory. Nonaccrual loans decreased to \$4,490 at March 31, 2018 from \$6,405 at December 31, 2017, a decrease of \$1,915.

Association management maintains an allowance for loan losses in an amount considered sufficient to absorb possible losses in the loan portfolio based on current and expected future conditions. The allowance for loan losses at March 31, 2018, was \$13,440 compared to \$13,618 at December 31, 2017, and was considered by management to be adequate to cover possible losses.

## **RESULTS OF OPERATIONS**

### ***For the three months ended March 31, 2018***

Net income for the three months ended March 31, 2018, totaled \$8,280, as compared to \$5,657 for the same period in 2017. The increase in net income primarily relates to increased interest income due to overall growth in the association's loan portfolio. A more detailed explanation of other changes will be discussed below.

Noninterest income for the three months ended March 31, 2018 totaled \$4,821, as compared to \$3,695 for the same period of 2017, an increase of \$1,126. The increase is almost entirely the result of an Insurance Fund refund of \$1,051 in the currently reported quarter. Increased patronage refunds from other Farm Credit institutions of \$69 and increased loan fees of \$53 also contributed to the rise in current noninterest income. The above were offset by a decrease in fees for financially related services of \$47.

Noninterest expense for the three months ended March 31, 2018 decreased \$237 compared to the same period of 2017. The decrease is primarily attributable to decreased other operating expenses of \$226 along with decreased Insurance Fund premiums of \$181. The above decreases were offset by increases of \$133, \$25 and \$12 in salaries and employee benefits, occupancy and equipment, and losses on other property owned, respectively.

The Association did not record a provision for loan loss for the three months ended March 31, 2018, compared to a provision for loan losses of \$410 for the same period in 2017. The Association recorded a benefit from income taxes of \$60 for the three months ended March 31, 2018, compared to a benefit from income taxes of \$7 for the same period of 2017.

## **FUNDING SOURCES**

The principal source of funds for the Association is the borrowing relationship established with the AgFirst Farm Credit Bank (Bank) through a General Financing Agreement. The General Financing Agreement utilizes the Association's credit and fiscal performance as criteria for establishing a line of credit on which the Association may draw funds. The Bank advances funds to the Association in the form of notes payable. The notes payable are segmented into variable rate and fixed rate sections. The variable rate note is utilized by the Association to fund

variable rate loan advances and operating funds requirements. The fixed rate note is used specifically to fund fixed rate loan advances made by the Association. The total notes payable to the Bank at March 31, 2018 was \$1,572,097 as compared to

\$1,639,346 at December 31, 2017, a decrease of \$67,249. The decrease in notes payable from December 31, 2017 to March 31, 2018 is primarily related to seasonal lending within the portfolio.

## CAPITAL RESOURCES

Total members' equity at March 31, 2018 and December 31, 2017 was \$406,967 and \$400,335, respectively. Allocated and unallocated retained earnings changes reflect the impact of normal earnings and patronage payments.

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

<b>Ratio</b>	<b>Minimum Requirement</b>	<b>Capital Conservation Buffer*</b>	<b>Minimum Requirement with Capital Conservation Buffer</b>	<b>Capital Ratios as of March 31, 2018</b>
<b>Risk-adjusted ratios:</b>				
CET1 Capital	4.5%	0.625%	5.125%	18.04%
Tier 1 Capital	6.0%	0.625%	6.625%	18.04%
Total Capital	8.0%	0.625%	8.625%	18.97%
Permanent Capital Ratio	7.0%	0.0%	7.0%	18.54%
<b>Non-risk-adjusted:</b>				
Tier 1 Leverage Ratio	4.0%	1.0%	5.0%	18.25%
UREE Leverage Ratio	1.5%	0.0%	1.5%	11.63%

\* - The capital conservation buffers have a 3 year phase-in period and will become fully effective January 1, 2020. Risk-adjusted ratio minimums will increase 0.625% each year until fully phased in. There is no phase-in period for the tier 1 leverage ratio.

If the capital ratios fall below the minimum regulatory requirements, including the buffer amounts, capital distributions (equity redemptions, dividends, and patronage) and discretionary senior executive bonuses are restricted or prohibited without prior FCA approval.

## REGULATORY MATTERS

On July 25, 2014, the FCA published a proposed rule in the Federal Register to revise the requirements governing the eligibility of investments for System banks and associations. The public comment period ended on October 23, 2014. The FCA expects to issue a final regulation in 2018. The stated objectives of the proposed rule are as follows:

- To strengthen the safety and soundness of System banks and associations,
- To ensure that System banks hold sufficient liquidity to continue operations and pay maturing obligations in the event of market disruption,
- To enhance the ability of the System banks to supply credit to agricultural and aquatic producers,
- To comply with the requirements of Section 939A of the Dodd-Frank Act,
- To modernize the investment eligibility criteria for System banks, and
- To revise the investment regulation for System associations to improve their investment management practices so they are more resilient to risk.

## RECENTLY ISSUED ACCOUNTING PRONOUNCEMENTS

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

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

Summary of Guidance	Adoption and Potential Financial Statement Impact
<b>ASU 2016-13 – Financial Instruments – Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments</b>	
<ul style="list-style-type: none"> <li>• Replaces multiple existing impairment standards by establishing a single framework for financial assets to reflect management’s estimate of current expected credit losses (CECL) over the complete remaining life of the financial assets.</li> <li>• Changes the present incurred loss impairment guidance for loans to a CECL model.</li> <li>• The Update also modifies the other-than-temporary impairment model for debt securities to require an allowance for credit impairment instead of a direct write-down, which allows for reversal of credit impairments in future periods based on improvements in credit.</li> <li>• Eliminates existing guidance for purchased credit impaired (PCI) loans, and requires recognition of an allowance for expected credit losses on these financial assets.</li> <li>• Requires a cumulative-effect adjustment to retained earnings as of the beginning of the reporting period of adoption.</li> <li>• Effective for fiscal years beginning after December 15, 2020, and interim periods within those fiscal years. Early application will be permitted for fiscal years, and interim periods within those fiscal years, beginning after December 15, 2018.</li> </ul>	<ul style="list-style-type: none"> <li>• The Association has begun implementation efforts by establishing a cross-discipline governance structure. The Association is currently identifying key interpretive issues, and assessing existing credit loss forecasting models and processes against the new guidance to determine what modifications may be required.</li> <li>• The Association expects that the new guidance will result in an increase in its allowance for credit losses due to several factors, including:               <ol style="list-style-type: none"> <li>1. The allowance related to loans and commitments will most likely increase to cover credit losses over the full remaining expected life of the portfolio, and will consider expected future changes in macroeconomic conditions,</li> <li>2. An allowance will be established for estimated credit losses on debt securities,</li> <li>3. The nonaccretable difference on any PCI loans will be recognized as an allowance, offset by an increase in the carrying value of the related loans.</li> </ol> </li> <li>• The extent of the increase is under evaluation, but will depend upon the nature and characteristics of the Association’s portfolio at the adoption date, and the macroeconomic conditions and forecasts at that date.</li> <li>• The Association expects to adopt the guidance in first quarter 2021.</li> </ul>
<b>ASU 2016-02 – Leases (Topic 842)</b>	
<ul style="list-style-type: none"> <li>• Requires lessees to recognize leases on the balance sheet with lease liabilities and corresponding right-of-use assets based on the present value of lease payments.</li> <li>• Lessor accounting activities are largely unchanged from existing lease accounting.</li> <li>• The Update also eliminates leveraged lease accounting but allows existing leveraged leases to continue their current accounting until maturity, termination or modification.</li> <li>• Also, expands qualitative and quantitative disclosures of leasing arrangements.</li> <li>• Requires adoption using a modified cumulative effect approach wherein the guidance is applied to all periods presented.</li> <li>• Effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years. Early adoption is permitted.</li> </ul>	<ul style="list-style-type: none"> <li>• The practical expedients allow entities to largely account for existing leases consistent with current guidance, except for the incremental balance sheet recognition for lessees.</li> <li>• The Association has started its implementation of the Update which has included an initial evaluation of leasing contracts and activities.</li> <li>• As a lessee the Association is developing its methodology to estimate the right-of-use assets and lease liabilities, which is based on the present value of lease payments but does not expect a material change to the timing of expense recognition.</li> <li>• Given the limited changes to lessor accounting, the Association does not expect material changes to recognition or measurement, but it is early in the implementation process and the impact will continue to be evaluated.</li> <li>• The Association is evaluating existing disclosures and may need to provide additional information as a result of adopting the Update.</li> <li>• The Association expects to adopt the guidance in first quarter 2019 using the modified retrospective method and practical expedients for transition.</li> </ul>

## STOCKHOLDER INVESTMENT

Stockholder investment in the Association is materially affected by the financial condition and results of operations of AgFirst Farm Credit Bank. Copies of AgFirst Farm Credit Bank’s Quarterly and Annual Reports are on the AgFirst website, [www.agfirst.com](http://www.agfirst.com), or may be obtained at no charge by calling 1-800-845-1745, extension 2764, or writing Matthew Miller, AgFirst Farm Credit Bank, P.O. Box 1499, Columbia, SC 29202. Copies of the Association’s Annual and Quarterly reports are also on the Association’s website, [www.firstsouthland.com](http://www.firstsouthland.com), or may be obtained upon request free of charge by calling 1-800-955-1722 or writing Bryan Applewhite, First South Farm Credit, ACA, 574 Highland Colony Parkway, Suite 100, Ridgeland, MS 39157. The Association prepares a quarterly report within 40 days after the end of each fiscal quarter, except that no report need be prepared for the fiscal quarter that coincides with the end of the fiscal year of the institution.

# First South Farm Credit, ACA

## Consolidated Balance Sheets

<i>(dollars in thousands)</i>	<b>March 31, 2018</b> <i>(unaudited)</i>	<b>December 31, 2017</b> <i>(audited)</i>
<b>Assets</b>		
Cash	\$ 3,390	\$ 9,097
Loans	1,944,971	1,976,968
Allowance for loan losses	(13,440)	(13,618)
Net loans	1,931,531	1,963,350
Accrued interest receivable	16,264	18,789
Equity investments in other Farm Credit institutions	67,435	67,363
Premises and equipment, net	9,979	9,869
Other property owned	472	551
Accounts receivable	3,126	28,099
Other assets	262	261
Total assets	<b>\$ 2,032,459</b>	<b>\$ 2,097,379</b>
<b>Liabilities</b>		
Notes payable to AgFirst Farm Credit Bank	\$ 1,572,097	\$ 1,639,346
Accrued interest payable	3,878	3,911
Patronage refunds payable	55	15,020
Accounts payable	2,205	8,050
Other liabilities	47,257	30,717
Total liabilities	<b>1,625,492</b>	<b>1,697,044</b>
Commitments and contingencies (Note 8)		
<b>Members' Equity</b>		
Capital stock and participation certificates	54,167	54,174
Retained earnings		
Allocated	259,011	261,054
Unallocated	119,362	111,152
Accumulated other comprehensive income (loss)	(25,573)	(26,045)
Total members' equity	<b>406,967</b>	<b>400,335</b>
Total liabilities and members' equity	<b>\$ 2,032,459</b>	<b>\$ 2,097,379</b>

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

# First South Farm Credit, ACA

## Consolidated Statements of Income

(unaudited)

<i>(dollars in thousands)</i>	<b>For the three months ended March 31,</b>	
	<b>2018</b>	<b>2017</b>
<b>Interest Income</b>		
Loans	\$ 24,022	\$ 21,749
<b>Interest Expense</b>		
Notes payable to AgFirst Farm Credit Bank	11,100	9,624
Net interest income	12,922	12,125
Provision for loan losses	—	410
Net interest income after provision for loan losses	12,922	11,715
<b>Noninterest Income</b>		
Loan fees	790	737
Fees for financially related services	(80)	(33)
Patronage refunds from other Farm Credit institutions	3,060	2,991
Insurance Fund refund	1,051	—
Total noninterest income	4,821	3,695
<b>Noninterest Expense</b>		
Salaries and employee benefits	6,588	6,455
Occupancy and equipment	436	411
Insurance Fund premiums	324	505
(Gains) losses on other property owned, net	34	22
Other operating expenses	2,141	2,367
Total noninterest expense	9,523	9,760
Income before income taxes	8,220	5,650
Provision (benefit) for income taxes	(60)	(7)
Net income	\$ 8,280	\$ 5,657

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

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**First South Farm Credit, ACA**  
**Consolidated Statements of**  
**Comprehensive Income**

*(unaudited)*

<i>(dollars in thousands)</i>	For the three months ended March 31,	
	2018	2017
Net income	\$ 8,280	\$ 5,657
<b>Other comprehensive income net of tax</b>		
Employee benefit plans adjustments	472	609
Comprehensive income	\$ 8,752	\$ 6,266

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



**First South Farm Credit, ACA**  
**Consolidated Statements of Changes in**  
**Members' Equity**

*(unaudited)*

<i>(dollars in thousands)</i>	Capital Stock and Participation Certificates	Retained Earnings		Accumulated Other Comprehensive Income (Loss)	Total Members' Equity
		Allocated	Unallocated		
Balance at December 31, 2016	\$ 56,531	\$ 221,800	\$ 108,424	\$ (29,410)	\$ 357,345
Comprehensive income			5,657	609	6,266
Capital stock/participation certificates issued/(retired), net	16				16
Retained earnings retired		(2,217)			(2,217)
Patronage distribution adjustment		(220)	217		(3)
Balance at March 31, 2017	\$ 56,547	\$ 219,363	\$ 114,298	\$ (28,801)	\$ 361,407
<b>Balance at December 31, 2017</b>	<b>\$ 54,174</b>	<b>\$ 261,054</b>	<b>\$ 111,152</b>	<b>\$ (26,045)</b>	<b>\$ 400,335</b>
<b>Comprehensive income</b>			<b>8,280</b>	<b>472</b>	<b>8,752</b>
<b>Capital stock/participation certificates issued/(retired), net</b>	<b>(7)</b>				<b>(7)</b>
<b>Retained earnings retired</b>		<b>(2,109)</b>			<b>(2,109)</b>
<b>Patronage distribution adjustment</b>		<b>66</b>	<b>(70)</b>		<b>(4)</b>
Balance at March 31, 2018	\$ 54,167	\$ 259,011	\$ 119,362	\$ (25,573)	\$ 406,967

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

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*First South Farm Credit, ACA*

# Notes to the Consolidated Financial Statements

*(dollars in thousands, except as noted)  
(unaudited)*

## **Note 1 — Organization, Significant Accounting Policies, and Recently Issued Accounting Pronouncements**

### ***Organization***

The accompanying financial statements include the accounts of First South Farm Credit, ACA and its Production Credit Association (PCA) and Federal Land Credit Association (FLCA) subsidiaries (collectively, the Association). A description of the organization and operations, the significant accounting policies followed, and the financial condition and results of operations for the Association as of and for the year ended December 31, 2017, are contained in the 2017 Annual Report to Shareholders. These unaudited interim consolidated financial statements should be read in conjunction with the latest Annual Report to Shareholders.

### ***Basis of Presentation***

In the opinion of management, the accompanying consolidated financial statements contain all adjustments necessary for a fair statement of results for the periods presented. These adjustments are of a normal recurring nature, unless otherwise disclosed.

Certain amounts in the prior period's consolidated financial statements have been reclassified to conform to the current period presentation. Such reclassifications had no effect on the prior period net income or total capital as previously reported.

The results of any interim period are not necessarily indicative of those to be expected for a full year.

### ***Significant Accounting Policies***

The Association's accounting and reporting policies conform with U.S. generally accepted accounting principles (GAAP) and practices in the financial services industry. To prepare the financial statements in conformity with GAAP, management must make estimates based on assumptions about future economic and market conditions (for example, unemployment, market liquidity, real estate prices, etc.) that affect the reported amounts of assets and liabilities at the date of the financial statements, income and expenses during the reporting period, and the related disclosures. Although these estimates contemplate current conditions and expectations of change in the future, it is reasonably possible that actual conditions may be different than anticipated, which could materially affect results of operations and financial condition.

Management has made significant estimates in several areas, including loans and allowance for loan losses (Note 2, *Loans and Allowance for Loan Losses*), investment securities and other-than-temporary impairment (Note 3, *Investments*), and

financial instruments (Note 6, *Fair Value Measurement*). Actual results could differ from those estimates.

For further details of significant accounting policies, see Note 2, *Summary of Significant Accounting Policies*, from the latest Annual Report.

### ***Accounting Standards Updates (ASUs) Issued During the Period***

The following ASUs were issued by the Financial Accounting Standards Board (FASB) since the most recent year end:

- In February 2018, the FASB issued ASU 2018-03 Technical Corrections and Improvements to Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. The amendments in this Update include items brought to the Board's attention by stakeholders. The amendments clarify certain aspects of the guidance issued in Update 2016-01 as described below. The amendments are effective for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years beginning after June 15, 2018. All entities may early adopt these amendments for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years, as long as they have adopted Update 2016-01.
- In February 2018, the FASB issued ASU 2018-02 Income Statement—Reporting Comprehensive Income (Topic 220): Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income. The guidance allows a reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the Tax Cuts and Jobs Act. The amendments eliminate the stranded tax effects resulting from the Tax Cuts and Jobs Act and are intended to improve the usefulness of information reported to financial statement users. However, because the amendments only relate to the reclassification of the income tax effects of the Tax Cuts and Jobs Act, the underlying guidance that requires that the effect of a change in tax laws or rates be included in income from continuing operations is not affected. The Update also requires certain disclosures about stranded tax effects. The guidance is effective for all entities for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. Early adoption is permitted.

### *ASUs Pending Effective Date*

For a detailed description of the ASUs below, see the latest Annual Report.

Potential effects of ASUs issued in previous periods:

- In March 2017, the FASB issued ASU 2017-08 Receivables—Nonrefundable Fees and Other Costs (Subtopic 310-20): Premium Amortization on Purchased Callable Debt Securities. The guidance relates to certain callable debt securities and shortens the amortization period for any premium to the earliest call date. The Update will be effective for interim and annual periods beginning after December 15, 2018 for public business entities. Early adoption is permitted. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.
- In February 2017, the FASB issued ASU 2017-06—Plan Accounting: Defined Benefit Pension Plans (Topic 960), Defined Contribution Pension Plans (Topic 962), Health and Welfare Benefit Plans (Topic 965): Employee Benefit Plan Master Trust Reporting (a consensus of the Emerging Issues Task Force). This Update amended the guidance related to employee benefit plan master trust reporting. The new guidance provides for presentation within the plan's financial statements of its interest in a master trust as a single line item; disclosure of the master trust's investments by general type as well as by the dollar amount of the plan's interest in each type; disclosure of the master trust's other assets and liabilities and the balances related to the plan; and elimination of required disclosures for Section 401(h) accounts that are already provided by the associated defined benefit plan. The amendments are effective for fiscal years beginning after December 15, 2018. Early adoption is permitted. The Association does not expect these amendments to have a material effect on its financial statements.
- In June 2016, the FASB issued ASU 2016-13 Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments. This Update is intended to improve financial reporting by requiring timelier recording of credit losses on financial instruments. It requires an organization to measure all expected credit losses for financial assets held at the reporting date. Financial institutions and other organizations will use forward-looking information to better estimate their credit losses. Additionally, the ASU amends the accounting for credit losses on available-for-sale debt securities and purchased financial assets with credit deterioration. For public companies that are not SEC filers, it will take effect for fiscal years beginning after December 15, 2020, and interim periods within those fiscal years. Early application will be permitted for all organizations for fiscal years, and interim periods within those fiscal years, beginning after

December 15, 2018. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.

- In February 2016, the FASB issued ASU 2016-02 Leases (Topic 842). This Update, and subsequent clarifying guidance issued, requires organizations that lease assets to recognize on the balance sheet the assets and liabilities for the rights and obligations created by those leases. Leases will be classified as either finance leases or operating leases. This distinction will be relevant for the pattern of expense recognition in the income statement. The amendments will be effective for fiscal years beginning after December 15, 2018, including interim periods within those fiscal years for public business entities. Early adoption is permitted. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.

### *Accounting Standards Effective During the Period*

There were no changes in the accounting principles applied from the latest Annual Report, other than any discussed below.

No recently adopted accounting guidance issued by the FASB had a significant effect on the current period reporting. See the most recent Annual Report for a detailed description of each of the standards below:

- In March 2017, the FASB issued ASU 2017-07 Compensation—Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost related to the income statement presentation of the components of net periodic benefit cost for an entity's sponsored defined benefit pension and other postretirement plans. The amendments were effective January 1, 2018 for the Association. Adoption in 2018 did not have a material effect on the Association's financial statements, but did require reclassification of service costs to Other Operating Expenses.
- In February 2017, the FASB issued ASU 2017-05 Other Income—Gains and Losses from the Derecognition of Nonfinancial Assets (Subtopic 610-20): Clarifying the Scope of Asset Derecognition Guidance and Accounting for Partial Sales of Nonfinancial Assets. The Update clarifies whether certain transactions are within the scope of the guidance on derecognition and the accounting for partial sales of nonfinancial assets, and defines the term in substance nonfinancial asset. The amendments conform the derecognition guidance on nonfinancial assets with the model for transactions in the new revenue standard. The amendments were effective January 1, 2018 for the Association. Adoption in 2018 had no impact on the statements of financial condition and results of operations of the Association.

- In January 2017, the FASB issued ASU 2017-01 Business Combinations (Topic 805): Clarifying the Definition of a Business. The amendments provide a more robust framework to use in determining when a set of assets and activities is a business. They also support more consistency in applying the guidance, reduce the costs of application, and make the definition of a business more operable. The ASU was effective January 1, 2018 for the Association. The amendments were applied prospectively. Adoption of the guidance in 2018 had no impact on the statements of financial condition and results of operations.
- In January 2016, the FASB issued ASU 2016-01 Financial Instruments—Overall (Subtopic 825-10): Recognition and Measurement of Financial Assets and Financial Liabilities. The Update was intended to improve the recognition and measurement of financial instruments. The new guidance makes targeted improvements to existing GAAP.

#### Transition Information

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

#### Transition Information

- The Association identified ancillary revenues affected by this Update and adopted the guidance on January 1, 2018.
- The amendments were applied using the modified retrospective approach.
- The Association elected to only apply the guidance to contracts that were not completed at the date of initial application.
- Subtopics 610-20 on gains and losses from the derecognition of nonfinancial assets, and 340-40 on other assets and deferred costs-contracts with customers were adopted using the same transition options.
- Adoption did not have an impact on the Association's financial condition or results of operations.
- The new standard did result in enhanced disclosures about revenue (see Note 9, *Revenue from Contracts with Customers*).

#### **Note 2 — Loans and Allowance for Loan Losses**

The Association maintains an allowance for loan losses at a level considered adequate by management to provide for probable and estimable losses inherent in the loan portfolio as of the report date. The allowance for loan losses is increased through provisions for loan losses and loan recoveries and is decreased through loan charge-offs and allowance reversals. A review of individual loans in each respective portfolio is performed periodically to determine the appropriateness of risk ratings and to ensure loss exposure to the Association has been identified. See Note 3, *Loans and Allowance for Loan Losses*, from the latest Annual Report for further discussion.

Credit risk arises from the potential inability of an obligor to meet its repayment obligation. The Association manages credit risk associated with lending activities through an assessment of the credit risk profile of an individual obligor. The Association sets its own underwriting standards and lending policies that provide direction to loan officers and are approved by the board of directors.

A summary of loans outstanding at period end follows:

	March 31, 2018	December 31, 2017
Real estate mortgage	\$ 1,522,037	\$ 1,498,148
Production and intermediate-term	322,598	383,514
Loans to cooperatives	6,871	3,368
Processing and marketing	59,411	62,001
Farm-related business	12,623	8,561
Communication	8,462	8,357
Power and water/waste disposal	3,708	3,717
Rural residential real estate	9,261	9,302
Total loans	<u>\$ 1,944,971</u>	<u>\$ 1,976,968</u>

A substantial portion of the Association's lending activities is collateralized, and exposure to credit loss associated with lending activities is reduced accordingly.

The Association may purchase or sell participation interests with other parties in order to diversify risk, manage loan volume, and comply with Farm Credit Administration (FCA) regulations. The following tables present the principal balance of participation loans at periods ended:

	March 31, 2018							
	Within AgFirst District		Within Farm Credit System		Outside Farm Credit System		Total	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Real estate mortgage	\$ 6,007	\$ 16,457	\$ -	\$ -	\$ 28,883	\$ -	\$ 34,890	\$ 16,457
Production and intermediate-term	1,742	12,659	30	-	416	-	2,188	12,659
Loans to cooperatives	6,887	-	-	-	-	-	6,887	-
Processing and marketing	16,789	22,794	18,594	7,573	-	-	35,383	30,367
Communication	8,435	-	-	-	-	-	8,435	-
Power and water/waste disposal	3,718	-	-	-	-	-	3,718	-
Rural residential real estate	-	-	-	-	44	-	44	-
Total	<u>\$ 43,578</u>	<u>\$ 51,910</u>	<u>\$ 18,624</u>	<u>\$ 7,573</u>	<u>\$ 29,343</u>	<u>\$ -</u>	<u>\$ 91,545</u>	<u>\$ 59,483</u>

	December 31, 2017							
	Within AgFirst District		Within Farm Credit System		Outside Farm Credit System		Total	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Real estate mortgage	\$ 6,417	\$ 11,998	\$ -	\$ -	\$ 31,658	\$ -	\$ 38,075	\$ 11,998
Production and intermediate-term	10,696	16,382	-	-	421	-	11,117	16,382
Loans to cooperatives	3,385	-	-	-	-	-	3,385	-
Processing and marketing	16,404	22,793	13,328	12,115	-	-	29,732	34,908
Communication	8,323	-	-	-	-	-	8,323	-
Power and water/waste disposal	3,728	-	-	-	-	-	3,728	-
Rural residential real estate	-	-	-	-	123	-	123	-
Total	<u>\$ 48,953</u>	<u>\$ 51,173</u>	<u>\$ 13,328</u>	<u>\$ 12,115</u>	<u>\$ 32,202</u>	<u>\$ -</u>	<u>\$ 94,483</u>	<u>\$ 63,288</u>

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

	March 31, 2018			
	Due less than 1 year	Due 1 Through 5 years	Due after 5 years	Total
	Real estate mortgage	\$ 46,929	\$ 424,606	\$ 1,050,502
Production and intermediate-term	104,557	167,289	50,752	322,598
Loans to cooperatives	-	6,871	-	6,871
Processing and marketing	30,453	19,884	9,074	59,411
Farm-related business	4,822	4,574	3,227	12,623
Communication	207	4,581	3,674	8,462
Power and water/waste disposal	-	-	3,708	3,708
Rural residential real estate	298	1,939	7,024	9,261
Total loans	<u>\$ 187,266</u>	<u>\$ 629,744</u>	<u>\$ 1,127,961</u>	<u>\$ 1,944,971</u>
Percentage	<u>9.63%</u>	<u>32.38%</u>	<u>57.99%</u>	<u>100.00%</u>

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

The following table shows the recorded investment of loans, classified under the FCA Uniform Loan Classification System, as a percentage of the recorded investment of total loans by loan type as of:

	March 31, 2018	December 31, 2017		March 31, 2018	December 31, 2017
<b>Real estate mortgage:</b>			<b>Communication:</b>		
Acceptable	96.39%	96.94%	Acceptable	100.00%	100.00%
OAEM	2.81	2.19	OAEM	—	—
Substandard/doubtful/loss	0.80	0.87	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Production and intermediate-term:</b>			<b>Power and water/waste disposal:</b>		
Acceptable	90.79%	91.17%	Acceptable	100.00%	100.00%
OAEM	7.21	6.36	OAEM	—	—
Substandard/doubtful/loss	2.00	2.47	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Loans to cooperatives:</b>			<b>Rural residential real estate:</b>		
Acceptable	100.00%	100.00%	Acceptable	99.40%	99.39%
OAEM	—	—	OAEM	0.60	0.61
Substandard/doubtful/loss	—	—	Substandard/doubtful/loss	—	—
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Processing and marketing:</b>			<b>Total loans:</b>		
Acceptable	100.00%	100.00%	Acceptable	95.63%	95.94%
OAEM	—	—	OAEM	3.41	2.85
Substandard/doubtful/loss	—	—	Substandard/doubtful/loss	0.96	1.21
	<u>100.00%</u>	<u>100.00%</u>		<u>100.00%</u>	<u>100.00%</u>
<b>Farm-related business:</b>					
Acceptable	97.75%	95.37%			
OAEM	2.25	4.63			
Substandard/doubtful/loss	—	—			
	<u>100.00%</u>	<u>100.00%</u>			

The following tables provide an aging analysis of the recorded investment of past due loans as of:

	March 31, 2018					
	30 Through 89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment 90 Days or More Past Due and Accruing Interest
	Real estate mortgage	\$ 3,249	\$ 1,264	\$ 4,513	\$ 1,529,435	\$ 1,533,948
Production and intermediate-term	2,528	417	2,945	323,479	326,424	—
Loans to cooperatives	—	—	—	6,879	6,879	—
Processing and marketing	—	—	—	59,663	59,663	—
Farm-related business	—	—	—	12,820	12,820	—
Communication	—	—	—	8,466	8,466	—
Power and water/waste disposal	—	—	—	3,711	3,711	—
Rural residential real estate	235	—	235	9,089	9,324	—
Total	\$ 6,012	\$ 1,681	\$ 7,693	\$ 1,953,542	\$ 1,961,235	\$ —

	December 31, 2017					
	30 Through 89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment 90 Days or More Past Due and Accruing Interest
	Real estate mortgage	\$ 4,715	\$ 1,747	\$ 6,462	\$ 1,505,256	\$ 1,511,718
Production and intermediate-term	1,620	1,753	3,373	384,972	388,345	—
Loans to cooperatives	—	—	—	3,369	3,369	—
Processing and marketing	—	—	—	62,203	62,203	—
Farm-related business	—	—	—	8,667	8,667	—
Communication	—	—	—	8,361	8,361	—
Power and water/waste disposal	—	—	—	3,719	3,719	—
Rural residential real estate	326	—	326	9,049	9,375	—
Total	\$ 6,661	\$ 3,500	\$ 10,161	\$ 1,985,596	\$ 1,995,757	\$ —

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

	March 31, 2018	December 31, 2017
<b>Nonaccrual loans:</b>		
Real estate mortgage	\$ 2,122	\$ 2,820
Production and intermediate-term	2,368	3,585
Total	<u>\$ 4,490</u>	<u>\$ 6,405</u>
<b>Accruing restructured loans:</b>		
Real estate mortgage	\$ 1,699	\$ 1,711
Production and intermediate-term	1,614	1,631
Total	<u>\$ 3,313</u>	<u>\$ 3,342</u>
<b>Accruing loans 90 days or more past due:</b>		
Total	<u>\$ -</u>	<u>\$ -</u>
Total nonperforming loans	\$ 7,803	\$ 9,747
Other property owned	472	551
Total nonperforming assets	<u>\$ 8,275</u>	<u>\$ 10,298</u>
Nonaccrual loans as a percentage of total loans	0.23%	0.32%
Nonperforming assets as a percentage of total loans and other property owned	0.43%	0.52%
Nonperforming assets as a percentage of capital	<u>2.03%</u>	<u>2.57%</u>

The following table presents information related to the recorded investment of impaired loans at period end. Impaired loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms of the loan.

	March 31, 2018	December 31, 2017
<b>Impaired nonaccrual loans:</b>		
Current as to principal and interest	\$ 2,051	\$ 2,162
Past due	2,439	4,243
Total	<u>\$ 4,490</u>	<u>\$ 6,405</u>
<b>Impaired accrual loans:</b>		
Restructured	\$ 3,313	\$ 3,342
90 days or more past due	-	-
Total	<u>\$ 3,313</u>	<u>\$ 3,342</u>
Total impaired loans	<u>\$ 7,803</u>	<u>\$ 9,747</u>
Additional commitments to lend	<u>\$ -</u>	<u>\$ -</u>

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

Impaired loans:	March 31, 2018			Three Months Ended March 31, 2018	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>With a related allowance for credit losses:</b>					
Production and intermediate-term	\$ 626	\$ 626	\$ 349	\$ 685	\$ 38
Total	<u>\$ 626</u>	<u>\$ 626</u>	<u>\$ 349</u>	<u>\$ 685</u>	<u>\$ 38</u>
<b>With no related allowance for credit losses:</b>					
Real estate mortgage	\$ 3,821	\$ 5,600	\$ -	\$ 4,186	\$ 235
Production and intermediate-term	3,356	4,506	-	3,677	207
Total	<u>\$ 7,177</u>	<u>\$ 10,106</u>	<u>\$ -</u>	<u>\$ 7,863</u>	<u>\$ 442</u>
<b>Total:</b>					
Real estate mortgage	\$ 3,821	\$ 5,600	\$ -	\$ 4,186	\$ 235
Production and intermediate-term	3,982	5,132	349	4,362	245
Total	<u>\$ 7,803</u>	<u>\$ 10,732</u>	<u>\$ 349</u>	<u>\$ 8,548</u>	<u>\$ 480</u>

Impaired loans:	December 31, 2017			Year Ended December 31, 2017	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>With a related allowance for credit losses:</b>					
Production and intermediate-term	\$ 639	\$ 642	\$ 222	\$ 861	\$ 42
Total	\$ 639	\$ 642	\$ 222	\$ 861	\$ 42
<b>With no related allowance for credit losses:</b>					
Real estate mortgage	\$ 4,531	\$ 6,306	\$ –	\$ 6,100	\$ 295
Production and intermediate-term	4,577	5,798	–	6,160	297
Total	\$ 9,108	\$ 12,104	\$ –	\$ 12,260	\$ 592
<b>Total:</b>					
Real estate mortgage	\$ 4,531	\$ 6,306	\$ –	\$ 6,100	\$ 295
Production and intermediate-term	5,216	6,440	222	7,021	339
Total	\$ 9,747	\$ 12,746	\$ 222	\$ 13,121	\$ 634

A summary of changes in the allowance for loan losses and recorded investment in loans for each reporting period follows:

	Real Estate Mortgage	Production and Intermediate-term	Agribusiness*	Communication	Power and Water/Waste Disposal	Rural Residential Real Estate	Total
<b>Activity related to the allowance for credit losses:</b>							
Balance at December 31, 2017	\$ 9,588	\$ 3,528	\$ 390	\$ 43	\$ 19	\$ 50	\$ 13,618
Charge-offs	(14)	(164)	–	–	–	–	(178)
Recoveries	–	–	–	–	–	–	–
Provision for loan losses	294	(336)	38	2	1	1	–
Balance at March 31, 2018	\$ 9,868	\$ 3,028	\$ 428	\$ 45	\$ 20	\$ 51	\$ 13,440
Balance at December 31, 2016	\$ 9,050	\$ 2,980	\$ 325	\$ 64	\$ –	\$ 47	\$ 12,466
Charge-offs	(6)	2	–	–	–	–	(4)
Recoveries	–	–	–	–	–	–	–
Provision for loan losses	534	(196)	62	7	–	3	410
Balance at March 31, 2017	\$ 9,578	\$ 2,786	\$ 387	\$ 71	\$ –	\$ 50	\$ 12,872
<b>Allowance on loans evaluated for impairment:</b>							
Individually	\$ –	\$ 349	\$ –	\$ –	\$ –	\$ –	\$ 349
Collectively	9,868	2,679	428	45	20	51	13,091
Balance at March 31, 2018	\$ 9,868	\$ 3,028	\$ 428	\$ 45	\$ 20	\$ 51	\$ 13,440
Individually	\$ –	\$ 222	\$ –	\$ –	\$ –	\$ –	\$ 222
Collectively	9,588	3,306	390	43	19	50	13,396
Balance at December 31, 2017	\$ 9,588	\$ 3,528	\$ 390	\$ 43	\$ 19	\$ 50	\$ 13,618
<b>Recorded investment in loans evaluated for impairment:</b>							
Individually	\$ 3,821	\$ 3,982	\$ –	\$ –	\$ –	\$ –	\$ 7,803
Collectively	1,530,127	322,442	79,362	8,466	3,711	9,324	1,953,432
Balance at March 31, 2018	\$ 1,533,948	\$ 326,424	\$ 79,362	\$ 8,466	\$ 3,711	\$ 9,324	\$ 1,961,235
Individually	\$ 4,260	\$ 5,216	\$ –	\$ –	\$ –	\$ –	\$ 9,476
Collectively	1,507,458	383,129	74,239	8,361	3,719	9,375	1,986,281
Balance at December 31, 2017	\$ 1,511,718	\$ 388,345	\$ 74,239	\$ 8,361	\$ 3,719	\$ 9,375	\$ 1,995,757

\*Includes the loan types; Loans to cooperatives, Processing and marketing, and Farm-related business.

A restructuring of a debt constitutes a troubled debt restructuring (TDR) if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. There were no new TDRs that occurred during the periods presented.

Interest concessions may include interest forgiveness and interest deferment. Principal concessions may include principal forgiveness, principal deferment, and maturity extension. Other concessions may include additional compensation received which might be in the form of cash or other assets.

There were no TDRs that occurred during the previous twelve months and for which there was a subsequent payment default during the periods presented. Payment default is defined as a payment that was thirty days or more past due.



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

	Total TDRs		Nonaccrual TDRs	
	March 31, 2018	December 31, 2017	March 31, 2018	December 31, 2017
Real estate mortgage	\$ 1,767	\$ 1,780	\$ 68	\$ 69
Production and intermediate-term	1,614	1,631	—	—
Total loans	\$ 3,381	\$ 3,411	\$ 68	\$ 69
Additional commitments to lend	\$ —	\$ —		

The following table presents information as of period end:

	March 31, 2018
Carrying amount of foreclosed residential real estate properties held as a result of obtaining physical possession	\$ —
Recorded investment of consumer mortgage loans secured by residential real estate for which formal foreclosure proceedings are in process	\$ —

### Note 3 — Investments

#### *Equity Investments in Other Farm Credit System Institutions*

Equity investments in other Farm Credit System institutions are generally nonmarketable investments consisting of stock and participation certificates, allocated surplus, and reciprocal investments in other institutions regulated by the FCA. These investments are carried at cost and evaluated for impairment based on the ultimate recoverability of the par value rather than by recognizing temporary declines in value.

Associations are required to maintain ownership in AgFirst (AgFirst or the Bank) in the form of Class B or Class C stock as determined by the Bank. The Bank may require additional capital contributions to maintain its capital requirements. The Association owned 8.20 percent of the issued stock of the Bank as of March 31, 2018 net of any reciprocal investment. As of that date, the Bank's assets totaled \$32.0 billion and

shareholders' equity totaled \$2.3 billion. The Bank's earnings were \$79 million for the first three months of 2018. In addition, the Association held investments of \$1,384 related to other Farm Credit institutions.

### Note 4 — Debt

#### *Notes Payable to AgFirst Farm Credit Bank*

The Association's indebtedness to the Bank represents borrowings by the Association to fund its earning assets. This indebtedness is collateralized by a pledge of substantially all of the Association's assets. The contractual terms of the revolving line of credit are contained in the General Financing Agreement (GFA). The GFA also defines Association performance criteria for borrowing from the Bank, which includes borrowing base margin, earnings and capital covenants, among others.

### Note 5 — Members' Equity

#### *Accumulated Other Comprehensive Income*

	Changes in Accumulated Other Comprehensive Income by Component (a)	
	2018	2017
<b>Employee Benefit Plans:</b>		
Balance at beginning of period	\$ (26,045)	\$ (29,410)
Other comprehensive income before reclassifications	—	—
Amounts reclassified from AOCI	472	609
Net current period other comprehensive income	472	609
Balance at end of period	\$ (25,573)	\$ (28,801)

	Reclassifications Out of Accumulated Other Comprehensive Income (b)		
	2018	2017	Income Statement Line Item
<b>Defined Benefit Pension Plans:</b>			
Periodic pension costs	\$ (472)	\$ (609)	See Note 7.
Net amounts reclassified	\$ (472)	\$ (609)	

(a) Amounts in parentheses indicate debits to AOCI.

(b) Amounts in parentheses indicate debits to profit/loss.

## Note 6 — Fair Value Measurement

Fair value is defined as the exchange price that would be received for an asset or paid to transfer a liability in an orderly transaction between market participants in the principal or most advantageous market for the asset or liability.

Accounting guidance establishes a hierarchy for disclosure of fair value measurements to maximize the use of observable inputs, that is, inputs that reflect the assumptions market participants would use in pricing an asset or liability based on market data obtained from sources independent of the reporting entity. The hierarchy is based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. A financial instrument's categorization within the hierarchy tiers is based upon the lowest level of input that is significant to the fair value measurement.

The classifications within the fair value hierarchy are as follows:

Level 1 inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets.

Level 2 inputs include quoted prices for similar assets and liabilities in active markets; quoted prices in markets that are not active; and inputs that are observable, or can be corroborated, for substantially the full term of the asset or liability.

Level 3 inputs are unobservable and supported by little or no market activity. Valuation is determined using pricing models, discounted cash flow methodologies, or similar techniques, and could include significant management judgment or estimation. Level 3 assets and liabilities also could include instruments whose price has been adjusted based on dealer quoted pricing that is different than the third-party valuation or internal model pricing.

For a complete discussion of the inputs and other assumptions considered in assigning various assets and liabilities to the fair value hierarchy levels, see the latest Annual Report to Shareholders.

There were no Level 3 assets or liabilities measured at fair value on a recurring basis for the periods presented. The Association had no transfers of assets or liabilities into or out of Level 1 or Level 2 during the periods presented.

Fair values are estimated at each period end date for assets and liabilities measured at fair value on a recurring basis. Other Financial Instruments are not measured at fair value in the statement of financial position, but their fair values are estimated as of each period end date. The following tables summarize the carrying amounts of these assets and liabilities at period end, and their related fair values.

	March 31, 2018				
	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
<b>Recurring Measurements</b>					
<b>Assets:</b>					
Recurring Assets	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Liabilities:</b>					
Recurring Liabilities	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Nonrecurring Measurements</b>					
<b>Assets:</b>					
Impaired loans	\$ 277	\$ —	\$ —	\$ 277	\$ 277
Other property owned	472	—	—	543	543
Nonrecurring Assets	\$ 749	\$ —	\$ —	\$ 820	\$ 820
<b>Other Financial Instruments</b>					
<b>Assets:</b>					
Cash	\$ 3,390	\$ 3,390	\$ —	\$ —	\$ 3,390
Loans	1,931,254	—	—	1,872,759	1,872,759
Other Financial Assets	\$ 1,934,644	\$ 3,390	\$ —	\$ 1,872,759	\$ 1,876,149
<b>Liabilities:</b>					
Notes payable to AgFirst Farm Credit Bank	\$ 1,572,097	\$ —	\$ —	\$ 1,539,723	\$ 1,539,723
Other Financial Liabilities	\$ 1,572,097	\$ —	\$ —	\$ 1,539,723	\$ 1,539,723

December 31, 2017

	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
<b>Recurring Measurements</b>					
<b>Assets:</b>					
Recurring Assets	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Liabilities:</b>					
Recurring Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Nonrecurring Measurements</b>					
<b>Assets:</b>					
Impaired loans	\$ 417	\$ -	\$ -	\$ 417	\$ 417
Other property owned	551	-	-	634	634
Nonrecurring Assets	\$ 968	\$ -	\$ -	\$ 1,051	\$ 1,051
<b>Other Financial Instruments</b>					
<b>Assets:</b>					
Cash	\$ 9,097	\$ 9,097	\$ -	\$ -	\$ 9,097
Loans	1,962,933	-	-	1,922,942	1,922,942
Other Financial Assets	\$ 1,972,030	\$ 9,097	\$ -	\$ 1,922,942	1,932,039
<b>Liabilities:</b>					
Notes payable to AgFirst Farm Credit Bank	\$ 1,639,346	\$ -	\$ -	\$ 1,620,777	\$ 1,620,777
Other Financial Liabilities	\$ 1,639,346	\$ -	\$ -	\$ 1,620,777	\$ 1,620,777

### SENSITIVITY TO CHANGES IN SIGNIFICANT UNOBSERVABLE INPUTS

Discounted cash flow or similar modeling techniques are generally used to determine the recurring fair value measurements for Level 3 assets and liabilities. Use of these techniques requires determination of relevant inputs and assumptions, some of which represent significant unobservable inputs as indicated in the tables that follow. Accordingly, changes in these unobservable inputs may have a significant impact on fair value.

Certain of these unobservable inputs will (in isolation) have a directionally consistent impact on the fair value of the instrument for a given change in that input. Alternatively, the fair value of the instrument may move in an opposite direction for a given change in another input. Where multiple inputs are used within the valuation technique of an asset or liability, a change in one input in a certain direction may be offset by an opposite change in another input having a potentially muted impact to the overall fair value of that particular instrument. Additionally, a change in one unobservable input may result in a change to another unobservable input (that is, changes in

certain inputs are interrelated with one another), which may counteract or magnify the fair value impact.

#### Inputs to Valuation Techniques

Management determines the Association's valuation policies and procedures. The Bank performs the majority of the Association's valuations, and its valuation processes are calibrated annually by an independent consultant. The fair value measurements are analyzed on a quarterly basis. For other valuations, documentation is obtained for third party information, such as pricing, and periodically evaluated alongside internal information and pricing that is available.

Quoted market prices are generally not available for the instruments presented below. Accordingly, fair values are based on judgments regarding anticipated cash flows, future expected loss experience, current economic conditions, risk characteristics of various financial instruments, and other factors. These estimates involve uncertainties and matters of judgment, and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

#### Quantitative Information about Recurring and Nonrecurring Level 3 Fair Value Measurements

	Fair Value	Valuation Technique(s)	Unobservable Input	Range
Impaired loans and other property owned	\$ 820	Appraisal	Income and expense	*
			Comparable sales	*
			Replacement costs	*
			Comparability adjustments	*

\* Ranges for this type of input are not useful because each collateral property is unique.

#### Information about Other Financial Instrument Fair Value Measurements

	Valuation Technique(s)	Input
Cash	Carrying Value	Par/Principal and appropriate interest yield
Loans	Discounted cash flow	Prepayment forecasts
		Probability of default
		Loss severity
Notes payable to AgFirst Farm Credit Bank	Discounted cash flow	Prepayment forecasts
		Probability of default
		Loss severity

## Note 7 — Employee Benefit Plans

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

	Three Months Ended March 31,	
	2018	2017
Pension	\$ 697	\$ 897
401(k)	233	222
Other postretirement benefits	180	159
Total	\$ 1,110	\$ 1,278

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

	Actual YTD Through 3/31/18	Projected Contributions For Remainder of 2018	Projected Total Contributions 2018
Pension	\$ —	\$ 2,980	\$ 2,980
Other postretirement benefits	180	520	700
Total	\$ 180	\$ 3,500	\$ 3,680

Other postretirement benefit contributions in the above table include allocated estimates of funding for a multi-employer plan in which the Association participates. These amounts may change when a total funding amount and allocation is determined by the respective Plan's Sponsor Committee. Also, market conditions could impact discount rates and return on plan assets which could change contributions necessary before the next plan measurement date of December 31, 2018.

Further details regarding employee benefit plans are contained in the 2017 Annual Report to Shareholders.

## Note 8 — Commitments and Contingent Liabilities

From time to time, legal actions are pending against the Association in which claims for money damages are asserted. On at least a quarterly basis, the Association assesses its liabilities and contingencies in connection with outstanding legal proceedings utilizing the latest information available. While the outcome of legal proceedings is inherently uncertain, on the basis of information presently available, management, after consultation with legal counsel, is of the opinion that the ultimate liability, if any, from these actions, would not be material in relation to the financial position of the Association. Because it is not probable that the Association will incur a loss or the loss is not estimable, no liability has been recorded for any claims that may be pending.

## Note 9 — Revenue from Contracts with Customers

On January 1, 2018, Accounting Standards Update 2014-09 Revenue from Contracts with Customers (Topic 606) became effective. The core principle of the new standard is that companies should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

The Association maintains contracts with customers to provide support services in various areas such as accounting, lending transactions, consulting, insurance, and information technology. The Association does not generally incur costs to obtain contracts. As most of the contracts are to provide access to expertise or system capacity that the Association maintains, there are no material incremental costs to fulfill these contracts that should be capitalized. Total revenue recognized from contracts with customers was \$28 for the three months ended March 31, 2018.

## Note 10 — Subsequent Events

The Association evaluated subsequent events and determined there were none requiring disclosure through May 9, 2018, which was the date the financial statements were issued.