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*First South Farm Credit, ACA*

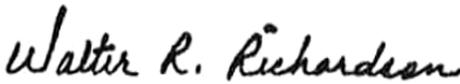
# THIRD QUARTER 2017

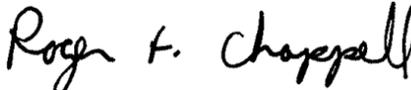
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## CERTIFICATION

The undersigned certify that we have reviewed the September 30, 2017 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.

  
Walter R. Richardson  
Chairman of the Board

  
Roger F. Chappell  
Chief Executive Officer

  
Bryan Applewhite  
Chief Financial Officer

November 8, 2017

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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 September 30, 2017. In making the assessment, management used the framework in *Internal Control — Integrated Framework (2013)*, promulgated by the Committee of Sponsoring Organizations of the Treadway Commission, commonly referred to as the "COSO" criteria.

Based on the assessment performed, the Association's management concluded that as of September 30, 2017, the internal control over financial reporting was effective based upon the COSO criteria. Additionally, based on this assessment, the Association's management determined that there were no material weaknesses in the internal control over financial reporting as of September 30, 2017.



Roger F. Chappell  
Chief Executive Officer



Bryan Applewhite  
Chief Financial Officer

November 8, 2017

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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 September 30, 2017. These comments should be read in conjunction with the accompanying consolidated financial statements, notes to the consolidated financial statements and the 2016 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 September 30, 2017 to December 31, 2016***

The gross loan volume of the Association as of September 30, 2017, was \$2,029,597 as compared to \$1,859,238 at December 31, 2016. Net loans outstanding at September 30, 2017, were \$2,015,888 as compared to \$1,846,772 at December 31, 2016. Net loans accounted for 94.75 percent of total assets at September 30, 2017, as compared to 93.58 percent of total assets at December 31, 2016.

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 \$5,092 at September 30, 2017 from \$6,702 at December 31, 2016, a decrease of \$1,610.

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 September 30, 2017, was \$13,709 compared to \$12,466 at December 31, 2016, and was considered by management to be adequate to cover possible losses.

## **RESULTS OF OPERATIONS**

### ***For the three months ended September 30, 2017***

Net income for the three months ended September 30, 2017, totaled \$8,143, as compared to \$7,410 for the same period in 2016. 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 September 30, 2017 totaled \$4,270, as compared to \$5,044 for the same period of 2016, a decrease of \$774. The decrease is the result of decreased patronage refunds from other Farm Credit institutions of \$701, decreased loan fees of \$111, and decreased fees for financially related services of \$38.

Noninterest expense for the three months ended September 30, 2017 decreased \$458 compared to the same period of 2016. The decrease is primarily attributable to decreased salaries and employee benefits of \$208 along with a decrease in other operating expenses of \$226. The decreases above were offset by an increase in gains on other property owned of \$37.

The Association recorded a provision for loan losses of \$425 for the three months ended September 30, 2017, compared to a provision for loan losses of \$322 for the same period in 2016. The Association recorded a provision for income taxes of \$6 for the three months ended September 30, 2017, compared to a provision for income taxes of \$10 for the same period of 2016.

### ***For the nine months ended September 30, 2017***

Net income for the nine months ended September 30, 2017, totaled \$20,325, as compared to \$18,122 for the same period in 2016. This increase in net income of \$2,203 is primarily due to an increase in overall interest income. Net interest income after the provision for loan losses for the nine months ended September 30, 2017 increased \$3,562 as compared to the same period in 2016. The increase in net interest income after the provision for loan losses was primarily the result of increased growth in the overall loan portfolio.

Noninterest income for the nine months ended September 30, 2017, totaled \$11,736, as compared to \$13,748 for the same period of 2016, a decrease of \$2,012. The decrease is attributable to decreased patronage refunds from other Farm Credit institutions of \$1,776, and a decrease in loan fees of

\$264, offset by an increase in fees for financially related services of \$38. The decrease in patronage refunds from other farm credit institutions primarily relates to the reduction of a large portion of participation loans with AgFirst Farm Credit Bank for the three months and the nine months ended September 30, 2017.

Noninterest expense for the nine months ended September 30, 2017, decreased \$678 compared to the same period of 2016. The decrease in noninterest expense were due to a decrease in salaries and employee benefits of \$490 and a decrease of \$219 in other operating expenses. The above decreases were offset by an increase of \$40 in Insurance Fund premiums, and an increase of \$8 in occupancy and equipment.

The Association recorded provision for loan losses of \$1,285 for the nine months ended September 30, 2017, compared to a provision for loan losses of \$1,200 for the same period in 2016. The Association also recorded a provision for income taxes of \$24 for the nine month periods ended September 30, 2017 and a benefit for income taxes of \$11 for the nine month periods ended September 30, 2016.

## 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 September 30, 2017 was \$1,695,037 as compared to \$1,543,099 at December 31, 2016, an increase of \$151,938. The increase in notes payable from December 31, 2016 to September 30, 2017 is primarily related to seasonal lending within the portfolio.

## CAPITAL RESOURCES

Total members' equity at September 30, 2017 and December 31, 2016 was \$377,401 and \$357,345, respectively. Allocated and unallocated retained earnings changes reflect the impact of normal earnings and patronage payments.

## REGULATORY MATTERS

### Capital

Effective January 1, 2017, the regulatory capital requirements for System Banks and Associations were modified. The new regulations 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. New regulations replaced existing core surplus and total surplus ratios with common equity tier 1 (CET1), tier 1 capital, and total capital risk-based capital ratios. The new regulations also replaced the existing net collateral ratio with a tier 1 leverage ratio and an unallocated retained earnings equivalents (UREE) leverage ratio. The current permanent capital ratio (PCR) remains in effect.

Risk-adjusted assets have been defined by FCA Regulations as the Balance Sheet assets and off-balance-sheet commitments adjusted by various percentages, depending on the level of risk inherent in the various types of assets. The primary changes which generally have the effect of increasing risk-adjusted assets (decreasing risk-based regulatory capital ratios) were as follows:

- Inclusion of off-balance-sheet commitments less than 14 months
- Increased risk-weighting of most loans 90 days past due or in nonaccrual status

Calculation of PCR risk-adjusted assets includes the allowance for loan losses as a deduction from risk-adjusted assets. This differs from the other risk-based capital calculations.

The ratios are calculated using three-month average daily balances, in accordance with FCA regulations, as follows:

- The CET1 ratio is the sum of statutory minimum purchased borrower stock, other required borrower stock held for a minimum of 7 years, allocated equities held for a minimum of 7 years or not subject to revolvement, unallocated retained earnings, paid-in capital, less certain regulatory required deductions including the amount of investments in other System institutions, divided by average risk-adjusted assets.
- The tier 1 capital ratio is CET1 capital plus non-cumulative perpetual preferred stock, divided by average risk-adjusted assets.
- The total capital is tier 1 capital plus other required borrower stock held for a minimum of 5 years, subordinated debt and limited-life preferred stock greater than 5 years to maturity at issuance subject to certain limitations, allowance for loan losses and reserve for unfunded commitments under certain limitations less certain investments in other System institutions under the corresponding deduction approach, divided by average risk-adjusted assets.
- The permanent capital ratio is all at-risk borrower stock, any allocated excess stock, unallocated retained earnings, paid-in capital, subordinated debt and preferred stock

subject to certain limitations, less certain investments in other System institutions, divided by PCR risk-adjusted assets.

- The tier 1 leverage ratio is tier 1 capital, divided by average assets less regulatory deductions to tier 1 capital.

- The UREE leverage ratio is unallocated retained earnings, paid-in capital, and allocated surplus not subject to revolvement less certain regulatory required deductions including the amount of allocated investments in other System institutions divided by average assets less regulatory deductions to tier 1 capital.

The following sets forth the new 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 September 30, 2017</b>
<b>Risk-adjusted ratios:</b>				
CET1 Capital	4.5%	0.625%	5.125%	15.78%
Tier 1 Capital	6.0%	0.625%	6.625%	15.78%
Total Capital	8.0%	0.625%	8.625%	16.67%
Permanent Capital Ratio	7.0%	0.0%	7.0%	16.26%
<b>Non-risk-adjusted:</b>				
Tier 1 Leverage Ratio	4.0%	1.0%	5.0%	15.75%
UREE Leverage Ratio	1.5%	0.0%	1.5%	10.44%

\* - 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.

### **Other 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 2016 Annual Report to Shareholders for recently issued accounting pronouncements. Additional information is provided in the table below.

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

Standard	Summary of Guidance	Effective Date and Potential Financial Statement Impact
ASU 2017-08 – Receivables – Nonrefundable Fees and Other Costs (Subtopic 310-20): <i>Premium Amortization on Purchased Callable Debt Securities</i>	<ul style="list-style-type: none"> <li>• Requires amortization of premiums to the earliest call date on debt securities with call features that are explicit, noncontingent and callable at fixed prices and on preset dates.</li> <li>• Does not impact securities held at a discount; the discount continues to be amortized to the contractual maturity.</li> <li>• Requires adoption on a modified retrospective basis through a cumulative-effect adjustment directly to retained earnings as of the beginning of the period of adoption.</li> </ul>	<ul style="list-style-type: none"> <li>• The investment securities portfolio may include holdings of callable debt securities. The Association is currently evaluating the impact of the Update on the financial statements, which will be affected by any investments in callable debt securities carried at a premium at the time of adoption.</li> <li>• The Association expects to adopt the guidance in first quarter 2019 using the modified retrospective method with a cumulative-effect adjustment to retained earnings as of the beginning of the year of adoption.</li> </ul>
ASU 2016-13 – Financial Instruments – Credit Losses (Topic 326): <i>Measurement of Credit Losses on Financial Instruments</i>	<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 current expected credit loss (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 financial assets purchased with more than insignificant credit deterioration since origination.</li> <li>• Requires a cumulative-effect adjustment to retained earnings as of the beginning of the reporting period of adoption.</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 using the modified retrospective method with a cumulative-effect adjustment to retained earnings as of the beginning of the year of adoption.</li> </ul>

<p>ASU 2016-02 – Leases (Topic 842)</p>	<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>• 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> </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 adoption of 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>
<p>ASU 2016-01 – Financial Instruments – Overall (Subtopic 825-10): <i>Recognition and Measurement of Financial Assets and Financial Liabilities</i></p>	<ul style="list-style-type: none"> <li>• The Update amends the presentation and accounting for certain financial instruments, including liabilities measured at fair value under the fair value option and equity investments.</li> <li>• Requires certain equity instruments be measured at fair value, with changes in fair value recognized in earnings.</li> <li>• The guidance also updates fair value presentation and disclosure requirements for financial instruments measured at amortized cost.</li> </ul>	<ul style="list-style-type: none"> <li>• The Association is currently evaluating any impacts to the financial statements. The Association’s implementation efforts include the identification of securities within the scope of the guidance, the evaluation of the measurement alternative available for equity securities without a readily determinable fair value, and the related impact to accounting policies, presentation, and disclosures.</li> <li>• Any investments in nonmarketable equity investments accounted for under the cost method of accounting (except for other Farm Credit Institution stock) will be accounted for either at fair value with unrealized gains and losses reflected in earnings or, if elected, using an alternative method. The alternative method is similar to the cost method of accounting, except that the carrying value is adjusted (through earnings) for subsequent observable transactions in the same or similar investment. The Association is evaluating which method will be applied to these nonmarketable equity investments.</li> <li>• Additionally, for purposes of disclosing the fair value of loans carried at amortized cost, the Association is evaluating valuation methods to determine the necessary changes to conform to an “exit price” notion as required by the Standard. Accordingly, the fair value amounts disclosed for such loans may change upon adoption.</li> <li>• The Association expects to adopt the guidance in first quarter 2018 with a cumulative-effect adjustment to retained earnings as of the beginning of the year of adoption, except for changes related to nonmarketable equity investments, which is applied prospectively. The Association expects the primary accounting changes will relate to equity investments.</li> </ul>

<p>ASU 2014-09 – Revenue from Contracts With Customers (Topic 606) and subsequent related Updates</p>	<ul style="list-style-type: none"> <li>• Requires that revenue from contracts with customers be recognized upon transfer of control of a good or service, and transfers of nonfinancial assets, in an amount equaling the consideration expected to be received.</li> <li>• Changes the accounting for certain contract costs, including whether they may be offset against revenue in the Statements of Income, and requires additional disclosures about revenue and contract costs.</li> <li>• May be adopted using a full retrospective approach or a modified, cumulative-effect approach wherein the guidance is applied only to existing contracts as of the date of initial application, and to new contracts transacted after that date.</li> </ul>	<ul style="list-style-type: none"> <li>• The Association’s revenue is the sum of net interest income and noninterest income. The scope of the guidance explicitly excludes net interest income as well as many other revenues for financial assets and liabilities including loans, leases, securities, and derivatives. Accordingly, the majority of the Association’s revenues will not be affected.</li> <li>• The Association is performing an assessment of revenue contracts as well as working with industry participants on matters of interpretation and application. Accounting policies will not change materially since the principles of revenue recognition from the Update are largely consistent with existing guidance and current practices. The Association has not identified material changes to the timing or amount of revenue recognition.</li> <li>• The Association expects a minor change to the presentation of costs for certain underwriting activities which will be presented in expenses rather than the current presentation against the related revenues. The Association will provide qualitative disclosures of performance obligations related to revenue recognition and will continue to evaluate disaggregation for significant categories of revenue in the scope of the guidance.</li> <li>• The Association expects to adopt the guidance in first quarter 2018 using the modified retrospective method with a cumulative-effect adjustment to opening retained earnings.</li> </ul>
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## 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>	September 30, 2017 <i>(unaudited)</i>	December 31, 2016 <i>(audited)</i>
<b>Assets</b>		
Cash	\$ 2,290	\$ 6,574
Loans	2,029,597	1,859,238
Allowance for loan losses	(13,709)	(12,466)
Net loans	2,015,888	1,846,772
Accrued interest receivable	22,564	17,804
Investments in other Farm Credit institutions	67,350	67,303
Premises and equipment, net	9,490	9,101
Other property owned	543	1,098
Accounts receivable	9,243	24,627
Other assets	289	273
Total assets	\$ 2,127,657	\$ 1,973,552
<b>Liabilities</b>		
Notes payable to AgFirst Farm Credit Bank	\$ 1,695,037	\$ 1,543,099
Accrued interest payable	3,833	3,249
Patronage refunds payable	20	10,706
Accounts payable	5,470	6,767
Other liabilities	45,896	52,386
Total liabilities	1,750,256	1,616,207
Commitments and contingencies (Note 8)		
<b>Members' Equity</b>		
Capital stock and participation certificates	56,685	56,531
Retained earnings		
Allocated	219,423	221,800
Unallocated	128,875	108,424
Accumulated other comprehensive income (loss)	(27,582)	(29,410)
Total members' equity	377,401	357,345
Total liabilities and members' equity	\$ 2,127,657	\$ 1,973,552

*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>	For the three months ended September 30,		For the nine months ended September 30,	
	2017	2016	2017	2016
<b>Interest Income</b>				
Loans	\$ 25,217	\$ 21,899	\$ 70,375	\$ 61,092
<b>Interest Expense</b>				
Notes payable to AgFirst Farm Credit Bank	11,629	9,459	31,836	26,200
Net interest income	13,588	12,440	38,539	34,892
Provision for loan losses	425	322	1,285	1,200
Net interest income after provision for loan losses	13,163	12,118	37,254	33,692
<b>Noninterest Income</b>				
Loan fees	584	695	2,004	2,268
Fees for financially related services	421	383	439	401
Patronage refunds from other Farm Credit institutions	3,265	3,966	9,303	11,079
Total noninterest income	4,270	5,044	11,746	13,748
<b>Noninterest Expense</b>				
Salaries and employee benefits	6,530	6,738	20,082	20,572
Occupancy and equipment	396	411	1,208	1,200
Insurance Fund premiums	583	629	1,632	1,592
(Gains) losses on other property owned, net	26	(11)	74	91
Other operating expenses	1,749	1,975	5,655	5,874
Total noninterest expense	9,284	9,742	28,651	29,329
Income before income taxes	8,149	7,420	20,349	18,111
Provision (benefit) for income taxes	6	10	24	(11)
Net income	\$ 8,143	\$ 7,410	\$ 20,325	\$ 18,122

*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>	<b>For the three months ended September 30,</b>		<b>For the nine months ended September 30,</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Net income	\$ 8,143	\$ 7,410	\$ 20,325	\$ 18,122
<b>Other comprehensive income net of tax</b>				
Employee benefit plans adjustments	609	553	1,828	1,660
Comprehensive income	\$ 8,752	\$ 7,963	\$ 22,153	\$ 19,782

*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, 2015	\$ 58,523	\$ 203,534	\$ 106,358	\$ (27,473)	\$ 340,942
Comprehensive income			18,122	1,660	19,782
Capital stock/participation certificates issued/(retired), net	(38)				(38)
Retained earnings retired		(3,157)			(3,157)
Patronage distribution adjustment		(197)	195		(2)
Balance at September 30, 2016	\$ 58,485	\$ 200,180	\$ 124,675	\$ (25,813)	\$ 357,527
<b>Balance at December 31, 2016</b>	<b>\$ 56,531</b>	<b>\$ 221,800</b>	<b>\$ 108,424</b>	<b>\$ (29,410)</b>	<b>\$ 357,345</b>
<b>Comprehensive income</b>			<b>20,325</b>	<b>1,828</b>	<b>22,153</b>
<b>Capital stock/participation certificates issued/(retired), net</b>	<b>154</b>				<b>154</b>
<b>Retained earnings retired</b>		<b>(2,226)</b>			<b>(2,226)</b>
<b>Patronage distribution adjustment</b>		<b>(151)</b>	<b>126</b>		<b>(25)</b>
<b>Balance at September 30, 2017</b>	<b>\$ 56,685</b>	<b>\$ 219,423</b>	<b>\$ 128,875</b>	<b>\$ (27,582)</b>	<b>\$ 377,401</b>

*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, 2016, are contained in the 2016 Annual Report to Shareholders. These unaudited interim consolidated financial statements should be read in conjunction with the latest Annual Report to Shareholders.

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

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

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

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

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

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

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

financial instruments (Note 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 Annual Report:

- 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 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 will be effective for the Association for interim and annual periods beginning after December 15, 2017 for public business entities. Early adoption is permitted. The Association does not expect these amendments to have a material effect on its financial statements.
- 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) which 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 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 recognition standard. The amendments will be effective for reporting periods beginning after December 15, 2017 for public business entities. 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 January 2017, the FASB issued ASU 2017-04 Intangibles—Goodwill and Other (Topic 350): Simplifying the Test for Goodwill Impairment. The Update simplifies the accounting for goodwill impairment for public business entities and other entities that have goodwill reported in their financial statements and have not elected the private company alternative for the subsequent measurement of goodwill. The amendment removes Step 2 of the goodwill impairment test. Goodwill impairment will now be the amount by which a reporting unit's carrying value exceeds its fair value, not to exceed the carrying amount of goodwill. The effective date and transition requirements for the technical corrections will be effective for reporting periods beginning after December 15, 2020 for public business entities that are not SEC filers. Early adoption is permitted for interim or annual goodwill impairment tests performed on testing dates after January 1, 2017. 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 January 2017, the FASB issued ASU 2017-03 Accounting Changes and Error Corrections (Topic 250) and Investments—Equity Method and Joint Ventures (Topic 323): Amendments to SEC Paragraphs Pursuant to Staff Announcements at the September 22, 2016 and November 17, 2016 EITF Meetings (SEC Update). The ASU incorporates recent SEC guidance about disclosing, under SEC SAB Topic 11.M, the effect on financial statements of adopting the revenue, leases, and credit losses standards. The Update was effective upon issuance.

Application of this guidance is not expected to have a material impact on the Association's financial condition or results of operations.

#### *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:

- 2017-01 Business Combinations (Topic 805): Clarifying the Definition of a Business. In January, 2017, the FASB issued this update to provide a more robust framework to use in determining when a set of assets and activities is a business. It supports more consistency in applying the guidance, reduces the costs of application, and makes the definition of a business more operable. For public business entities, the ASU is effective for annual periods beginning after December 15, 2017, including interim periods within those periods. The amendments should be applied prospectively. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.
- 2016-16 Income Taxes (Topic 740) - Intra-Entity Transfers of Assets Other Than Inventory: In October, 2016, the FASB issued this Update that requires an entity to recognize the income tax consequences of an intra-entity transfer of an asset other than inventory when the transfer occurs. For public business entities, the amendments are effective, on a modified retrospective basis, for annual reporting periods beginning after December 15, 2017, including interim reporting periods within those annual reporting periods. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.
- 2016-13 Financial Instruments—Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments: In June, 2016, the FASB issued this Update 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.

- 2016-02 Leases (Topic 842): In February, 2016, the FASB issued this Update which 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.
- 2016-01 Financial Instruments – Overall (Subtopic 825-10) Recognition and Measurement of Financial Assets and Financial Liabilities: In January, 2016, the FASB issued this Update which is intended to improve the recognition and measurement of financial instruments. The new guidance makes targeted improvements to existing GAAP. The ASU will be effective for fiscal years beginning after December 15, 2017, including interim periods within those fiscal years for public business entities. The Association is in the process of evaluating what effects the guidance may have on the statements of financial condition and results of operations.
- 2014-09 Revenue from Contracts with Customers (Topic 606): In May 2014, the FASB issued this guidance to change the recognition of revenue from contracts with customers. The core principle of the new 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. This guidance also includes 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 has issued several additional Updates that generally provide clarifying guidance where there was the potential for diversity in practice, or address the cost and complexity of applying Topic 606. The guidance and all related updates will be effective for reporting periods beginning after December 15, 2017 for public business entities. Early application is not permitted. The amendments are to be applied retrospectively. The Association has identified ancillary revenues that will be affected by this Update. However, because financial instruments are not within the scope of the guidance, it is expected that adoption will not have a material impact on the Association's financial condition or results of operations, but may result in additional disclosures.

### *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:

- 2016-18 Statement of Cash Flows (Topic 230): Restricted Cash. In November, 2016, the FASB issued this Update to clarify that amounts generally described as restricted cash and restricted cash equivalents should be included with cash and cash equivalents when reconciling the beginning-of-period and end-of-period total amounts shown on the statement of cash flows. The amendments are effective for public business entities for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years. Early adoption is permitted using a retrospective transition method to each period presented. The Association elected retrospective early adoption of this guidance. The criteria of the standard were not significantly different from the Association's policy in place at adoption. Application of the guidance had no impact on the Association's Statements of Cash Flows.
- 2016-17 Consolidation (Topic 810) - Interests Held through Related Parties That Are under Common Control: In October, 2016, the FASB issued this Update to amend the consolidation guidance on how a reporting entity that is the single decision maker of a variable interest entity (VIE) should treat indirect interests in the entity held through related parties that are under common control with the reporting entity when determining whether it is the primary beneficiary of that VIE. The amendments are effective for public business entities for fiscal years beginning after December 15, 2016, including interim periods within those fiscal years. Application of the guidance had no impact on the Association's financial statements.
- 2016-15 Statement of Cash Flows (Topic 230) - Classification of Certain Cash Receipts and Cash Payments (a consensus of the Emerging Issues Task Force): In August, 2016, the FASB issued this Update to eliminate diversity in practice in how certain cash receipts and cash payments are presented and classified in the statement of cash flows. The Update addresses eight specific cash flow issues with the objective of reducing existing diversity in practice. The amendments are effective for public business entities for fiscal years beginning after December 15, 2017, and interim periods within those fiscal years. Early adoption is permitted, including adoption in an interim period. An entity that elects early adoption must adopt all of the amendments in the same period. The amendments are to be applied using a retrospective transition method to each period presented. The Association elected retrospective early adoption of

this guidance. The criteria of the standard were not significantly different from the Association's policy in place at adoption. Application of the guidance had no impact on the Association's Statements of Cash Flows.

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.

## 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

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:

	September 30, 2017	December 31, 2016
Real estate mortgage	\$ 1,471,761	\$ 1,433,647
Production and intermediate-term	482,907	344,258
Loans to cooperatives	3,381	4,209
Processing and marketing	44,473	47,402
Farm-related business	9,841	8,707
Communication	8,276	12,105
Rural residential real estate	8,958	8,910
Total Loans	<u>\$ 2,029,597</u>	<u>\$ 1,859,238</u>

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

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

	September 30, 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	\$ 5,323	\$ 11,301	\$ —	\$ —	\$ 32,788	\$ —	\$ 38,111	\$ 11,301
Production and intermediate-term	11,819	18,287	—	—	426	—	12,245	18,287
Loans to cooperatives	3,385	—	—	—	—	—	3,385	—
Processing and marketing	15,484	23,978	3,042	8,100	—	—	18,526	32,078
Farm-related business	229	—	—	—	—	—	229	—
Communication	8,241	—	—	—	—	—	8,241	—
Rural residential real estate	—	—	—	—	124	—	124	—
Total	<u>\$ 44,481</u>	<u>\$ 53,566</u>	<u>\$ 3,042</u>	<u>\$ 8,100</u>	<u>\$ 33,338</u>	<u>\$ —</u>	<u>\$ 80,861</u>	<u>\$ 61,666</u>

	December 31, 2016							
	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	\$ 5,422	\$ 11,308	\$ —	\$ —	\$ 40,230	\$ —	\$ 45,652	\$ 11,308
Production and intermediate-term	1,672	11,209	—	—	508	—	2,180	11,209
Loans to cooperatives	3,991	—	222	—	—	—	4,213	—
Processing and marketing	14,782	23,978	3,726	9,945	—	—	18,508	33,923
Communication	12,045	—	—	—	—	—	12,045	—
Rural residential real estate	—	—	—	—	173	—	173	—
Total	<u>\$ 37,912</u>	<u>\$ 46,495</u>	<u>\$ 3,948</u>	<u>\$ 9,945</u>	<u>\$ 40,911</u>	<u>\$ —</u>	<u>\$ 82,771</u>	<u>\$ 56,440</u>

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

September 30, 2017				
	Due less than 1 year	Due 1 Through 5 years	Due after 5 years	Total
Real estate mortgage	\$ 36,614	\$ 395,952	\$ 1,039,195	\$ 1,471,761
Production and intermediate-term	214,276	206,439	62,192	482,907
Loans to cooperatives	-	3,381	-	3,381
Processing and marketing	15,684	19,215	9,574	44,473
Farm-related business	1,532	5,669	2,640	9,841
Communication	-	4,584	3,692	8,276
Rural residential real estate	453	1,623	6,882	8,958
Total Loans	\$ 268,559	\$ 636,863	\$ 1,124,175	\$ 2,029,597
Percentage	13.23%	31.38%	55.39%	100.00%

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

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

	September 30, 2017	December 31, 2016		September 30, 2017	December 31, 2016
<b>Real estate mortgage:</b>			<b>Farm-related business:</b>		
Acceptable	96.71%	96.43%	Acceptable	97.62%	100.00%
OAEM	2.49	2.59	OAEM	2.38	-
Substandard/doubtful/loss	0.80	0.98	Substandard/doubtful/loss	-	-
	100.00%	100.00%		100.00%	100.00%
<b>Production and intermediate-term:</b>			<b>Communication:</b>		
Acceptable	90.45%	89.54%	Acceptable	100.00%	100.00%
OAEM	7.04	8.80	OAEM	-	-
Substandard/doubtful/loss	2.51	1.66	Substandard/doubtful/loss	-	-
	100.00%	100.00%		100.00%	100.00%
<b>Loans to cooperatives:</b>			<b>Rural residential real estate:</b>		
Acceptable	100.00%	94.73%	Acceptable	100.00%	99.91%
OAEM	-	-	OAEM	-	0.09
Substandard/doubtful/loss	-	5.27	Substandard/doubtful/loss	-	-
	100.00%	100.00%		100.00%	100.00%
<b>Processing and marketing:</b>			<b>Total Loans:</b>		
Acceptable	100.00%	100.00%	Acceptable	95.32%	95.23%
OAEM	-	-	OAEM	3.50	3.67
Substandard/doubtful/loss	-	-	Substandard/doubtful/loss	1.18	1.10
	100.00%	100.00%		100.00%	100.00%

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

September 30, 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	\$ 3,502	\$ 1,067	\$ 4,569	\$ 1,481,751	\$ 1,486,320	\$ -
Production and intermediate-term	506	1,737	2,243	488,228	490,471	-
Loans to cooperatives	-	-	-	3,381	3,381	-
Processing and marketing	-	-	-	44,668	44,668	-
Farm-related business	-	-	-	9,995	9,995	-
Communication	-	-	-	8,280	8,280	-
Rural residential real estate	119	-	119	8,927	9,046	-
Total	\$ 4,127	\$ 2,804	\$ 6,931	\$ 2,045,230	\$ 2,052,161	\$ -

**December 31, 2016**

	<b>30 Through 89 Days Past Due</b>	<b>90 Days or More Past Due</b>	<b>Total Past Due</b>	<b>Not Past Due or Less Than 30 Days Past Due</b>	<b>Total Loans</b>	<b>Recorded Investment 90 Days or More Past Due and Accruing Interest</b>
Real estate mortgage	\$ 2,033	\$ 3,658	\$ 5,691	\$ 1,441,218	\$ 1,446,909	\$ -
Production and intermediate-term	418	702	1,120	347,400	348,520	-
Loans to cooperatives	-	-	-	4,213	4,213	-
Processing and marketing	-	-	-	47,515	47,515	-
Farm-related business	-	-	-	8,774	8,774	-
Communication	-	-	-	12,111	12,111	-
Rural residential real estate	191	-	191	8,809	9,000	-
Total	\$ 2,642	\$ 4,360	\$ 7,002	\$ 1,870,040	\$ 1,877,042	\$ -

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

	<b>September 30, 2017</b>	<b>December 31, 2016</b>
<b>Nonaccrual loans:</b>		
Real estate mortgage	\$ 1,789	\$ 4,070
Production and intermediate-term	3,303	2,624
Rural residential real estate	-	8
Total	\$ 5,092	\$ 6,702
<b>Accruing restructured loans:</b>		
Real estate mortgage	\$ 5,377	\$ 6,521
Production and intermediate-term	2,943	2,180
Total	\$ 8,320	\$ 8,701
<b>Accruing loans 90 days or more past due:</b>		
Total	\$ -	\$ -
Total nonperforming loans	\$ 13,412	\$ 15,403
Other property owned	543	1,098
Total nonperforming assets	\$ 13,955	\$ 16,501
Nonaccrual loans as a percentage of total loans	0.25%	0.36%
Nonperforming assets as a percentage of total loans and other property owned	0.69%	0.89%
Nonperforming assets as a percentage of capital	3.70%	4.62%

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.

	<b>September 30, 2017</b>	<b>December 31, 2016</b>
<b>Impaired nonaccrual loans:</b>		
Current as to principal and interest	\$ 2,130	\$ 2,251
Past due	2,962	4,451
Total	\$ 5,092	\$ 6,702
<b>Impaired accrual loans:</b>		
Restructured	\$ 8,320	\$ 8,701
90 days or more past due	-	-
Total	\$ 8,320	\$ 8,701
Total impaired loans	\$ 13,412	\$ 15,403
Additional commitments to lend	\$ -	\$ -

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

	September 30, 2017			Quarter Ended September 30, 2017		Nine Months Ended September 30, 2017	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>Impaired loans:</b>							
<b>With a related allowance for credit losses:</b>							
Production and intermediate-term	\$ 184	\$ 187	\$ 23	\$ 185	\$ 2	\$ 185	\$ 7
Total	\$ 184	\$ 187	\$ 23	\$ 185	\$ 2	\$ 185	\$ 7
<b>With no related allowance for credit losses:</b>							
Real estate mortgage	\$ 7,166	\$ 8,866	\$ –	\$ 7,206	\$ 76	\$ 7,194	\$ 262
Production and intermediate-term	6,062	7,158	–	6,095	65	6,085	221
Total	\$ 13,228	\$ 16,024	\$ –	\$ 13,301	\$ 141	\$ 13,279	\$ 483
<b>Total:</b>							
Real estate mortgage	\$ 7,166	\$ 8,866	\$ –	\$ 7,206	\$ 76	\$ 7,194	\$ 262
Production and intermediate-term	6,246	7,345	23	6,280	67	6,270	228
Total	\$ 13,412	\$ 16,211	\$ 23	\$ 13,486	\$ 143	\$ 13,464	\$ 490

	December 31, 2016			Year Ended December 31, 2016	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized on Impaired Loans
<b>Impaired loans:</b>					
<b>With a related allowance for credit losses:</b>					
Real estate mortgage	\$ 233	\$ 253	\$ 20	\$ 213	\$ 10
Production and intermediate-term	1,830	1,992	160	1,677	81
Total	\$ 2,063	\$ 2,245	\$ 180	\$ 1,890	\$ 91
<b>With no related allowance for credit losses:</b>					
Real estate mortgage	\$ 10,358	\$ 12,059	\$ –	\$ 9,493	\$ 455
Production and intermediate-term	2,974	3,871	–	2,725	130
Rural residential real estate	8	8	–	7	–
Total	\$ 13,340	\$ 15,938	\$ –	\$ 12,225	\$ 585
<b>Total:</b>					
Real estate mortgage	\$ 10,591	\$ 12,312	\$ 20	\$ 9,706	\$ 465
Production and intermediate-term	4,804	5,863	160	4,402	211
Rural residential real estate	8	8	–	7	–
Total	\$ 15,403	\$ 18,183	\$ 180	\$ 14,115	\$ 676

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	Rural Residential Real Estate	Total
<b>Activity related to the allowance for credit losses:</b>						
Balance at June 30, 2017	\$ 9,355	\$ 3,428	\$ 373	\$ 77	\$ 49	\$ 13,282
Charge-offs	(1)	(4)	—	—	—	(5)
Recoveries	7	—	—	—	—	7
Provision for loan losses	6	502	(52)	(32)	1	425
Balance at September 30, 2017	\$ 9,367	\$ 3,926	\$ 321	\$ 45	\$ 50	\$ 13,709
Balance at December 31, 2016	\$ 9,050	\$ 2,980	\$ 325	\$ 64	\$ 47	\$ 12,466
Charge-offs	(48)	(1)	—	—	—	(49)
Recoveries	7	—	—	—	—	7
Provision for loan losses	358	947	(4)	(19)	3	1,285
Balance at September 30, 2017	\$ 9,367	\$ 3,926	\$ 321	\$ 45	\$ 50	\$ 13,709
Balance at June 30, 2016	\$ 7,804	\$ 3,339	\$ 284	\$ 58	\$ 46	\$ 11,531
Charge-offs	(32)	(28)	—	—	—	(60)
Recoveries	1	300	—	—	—	301
Provision for loan losses	373	(75)	23	1	—	322
Balance at September 30, 2016	\$ 8,146	\$ 3,536	\$ 307	\$ 59	\$ 46	\$ 12,094
Balance at December 31, 2015	\$ 7,494	\$ 2,774	\$ 269	\$ 75	\$ 25	\$ 10,637
Charge-offs	(33)	(28)	—	—	—	(61)
Recoveries	1	317	—	—	—	318
Provision for loan losses	684	473	38	(16)	21	1,200
Balance at September 30, 2016	\$ 8,146	\$ 3,536	\$ 307	\$ 59	\$ 46	\$ 12,094
<b>Allowance on loans evaluated for impairment:</b>						
Individually	\$ —	\$ 23	\$ —	\$ —	\$ —	\$ 23
Collectively	9,367	3,903	321	45	50	13,686
Balance at September 30, 2017	\$ 9,367	\$ 3,926	\$ 321	\$ 45	\$ 50	\$ 13,709
Individually	\$ 20	\$ 160	\$ —	\$ —	\$ —	\$ 180
Collectively	9,030	2,820	325	64	47	12,286
Balance at December 31, 2016	\$ 9,050	\$ 2,980	\$ 325	\$ 64	\$ 47	\$ 12,466
<b>Recorded investment in loans evaluated for impairment:</b>						
Individually	\$ 7,167	\$ 6,246	\$ —	\$ —	\$ —	\$ 13,413
Collectively	1,479,153	484,225	58,044	8,280	9,046	2,038,748
Balance at September 30, 2017	\$ 1,486,320	\$ 490,471	\$ 58,044	\$ 8,280	\$ 9,046	\$ 2,052,161
Individually	\$ 10,588	\$ 4,802	\$ —	\$ —	\$ 8	\$ 15,398
Collectively	1,436,321	343,718	60,502	12,111	8,992	1,861,644
Balance at December 31, 2016	\$ 1,446,909	\$ 348,520	\$ 60,502	\$ 12,111	\$ 9,000	\$ 1,877,042

\*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	
	September 30, 2017	December 31, 2016	September 30, 2017	December 31, 2016
Real estate mortgage	\$ 5,448	\$ 6,599	\$ 71	\$ 78
Production and intermediate-term	2,943	2,180	—	—
Total Loans	\$ 8,391	\$ 8,779	\$ 71	\$ 78
Additional commitments to lend	\$ —	\$ —	—	—

The following table presents information as of period end:

	<u>September 30, 2017</u>	
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

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

The Association is required to maintain ownership in AgFirst Farm Credit Bank (AgFirst or the Bank) of Class B and Class C stock as determined by the Bank. The Bank may require additional capital contributions to maintain its capital requirements. The Association owned 7.50 percent of the issued stock of the Bank as of September 30, 2017 net of any reciprocal investment. As of that date, the Bank's assets totaled \$32.1 billion and shareholders' equity totaled \$2.5 billion. The Bank's earnings were \$247 million for the first nine months of 2017. In addition, the Association held investments of \$1,298 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*

	<u>Changes in Accumulated Other Comprehensive Income by Component (a)</u>			
	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>	
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>
<b>Employee Benefit Plans:</b>				
Balance at beginning of period	\$ (28,191)	\$ (26,366)	\$ (29,410)	\$ (27,473)
Other comprehensive income before reclassifications	–	–	–	–
Amounts reclassified from AOCI	609	553	1,828	1,660
Net current period other comprehensive income	609	553	1,828	1,660
Balance at end of period	\$ (27,582)	\$ (25,813)	\$ (27,582)	\$ (25,813)

	<u>Reclassifications Out of Accumulated Other Comprehensive Income (b)</u>				
	<u>Three Months Ended September 30,</u>		<u>Nine Months Ended September 30,</u>		<u>Income Statement Line Item</u>
	<u>2017</u>	<u>2016</u>	<u>2017</u>	<u>2016</u>	
<b>Defined Benefit Pension Plans:</b>					
Periodic pension costs	\$ (609)	\$ (553)	\$ (1,828)	\$ (1,660)	See Note 7.
Net amounts reclassified	\$ (609)	\$ (553)	\$ (1,828)	\$ (1,660)	

(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. Fair values are estimated at least annually, or when information suggests a significant change in value, for assets measured at fair value on a nonrecurring 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.

At or for the Nine Months Ended September 30, 2017						
	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value	Fair Value Effects On Earnings
<b>Recurring Measurements</b>						
<b>Assets:</b>						
Recurring Assets	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Liabilities:</b>						
Recurring Liabilities	\$ —	\$ —	\$ —	\$ —	\$ —	\$ —
<b>Nonrecurring Measurements</b>						
<b>Assets:</b>						
Impaired loans	\$ 161	\$ —	\$ —	\$ 161	\$ 161	\$ 115
Other property owned	543	—	—	625	625	(56)
Nonrecurring Assets	\$ 704	\$ —	\$ —	\$ 786	\$ 786	\$ 59
<b>Other Financial Instruments</b>						
<b>Assets:</b>						
Cash	\$ 2,290	\$ 2,290	\$ —	\$ —	\$ 2,290	
Loans	2,015,727	—	—	1,985,728	1,985,728	
Other Financial Assets	\$ 2,018,017	\$ 2,290	\$ —	\$ 1,985,728	\$ 1,988,018	
<b>Liabilities:</b>						
Notes payable to AgFirst Farm Credit Bank	\$ 1,695,037	\$ —	\$ —	\$ 1,683,004	\$ 1,683,004	
Other Financial Liabilities	\$ 1,695,037	\$ —	\$ —	\$ 1,683,004	\$ 1,683,004	

**At or for the Year Ended December 31, 2016**

	<b>Total Carrying Amount</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total Fair Value</b>	<b>Fair Value Effects On Earnings</b>
<b>Recurring Measurements</b>						
<b>Assets:</b>						
Recurring Assets	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Liabilities:</b>						
Recurring Liabilities	\$ -	\$ -	\$ -	\$ -	\$ -	
<b>Nonrecurring Measurements</b>						
<b>Assets:</b>						
Impaired loans*	\$ 1,883	\$ -	\$ -	\$ 1,883	\$ 1,883	\$ 450
Other property owned	1,098	-	-	1,263	1,263	(102)
Nonrecurring Assets	\$ 2,981	\$ -	\$ -	\$ 3,146	\$ 3,146	\$ 348
<b>Other Financial Instruments</b>						
<b>Assets:</b>						
Cash	\$ 6,574	\$ 6,574	\$ -	\$ -	\$ 6,574	
Loans*	1,844,889	-	-	1,808,574	1,808,574	
Other Financial Assets	\$ 1,851,463	\$ 6,574	\$ -	\$ 1,808,574	1,815,148	
<b>Liabilities:</b>						
Notes payable to AgFirst Farm Credit Bank	\$ 1,543,099	\$ -	\$ -	\$ 1,523,853	\$ 1,523,853	
Other Financial Liabilities	\$ 1,543,099	\$ -	\$ -	\$ 1,523,853	\$ 1,523,853	

\*Subsequent to the issuance of the 2016 Annual Report, management identified errors in the reporting of certain loans measured at fair value on a non-recurring basis using Level 3. Management has evaluated the impact of the errors on the disclosure in this note and concluded that individually and in the aggregate, the errors do not result in a material misstatement of the previously issued financial statements. The Level 3 fair values of impaired loans and loans reported for December 31, 2016 have been revised from the previously reported amounts of \$15,223 and \$1,795,234 to \$1,883 and \$1,808,574, respectively.

**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**

	<b>Fair Value</b>	<b>Valuation Technique(s)</b>	<b>Unobservable Input</b>	<b>Range</b>
Impaired loans and other property owned	\$ 786	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**

	<b>Valuation Technique(s)</b>	<b>Input</b>
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:

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Pension	\$ 897	\$ 903	\$ 2,691	\$ 2,708
401(k)	186	175	590	563
Other postretirement benefits	136	316	455	947
Total	\$ 1,219	\$ 1,394	\$ 3,736	\$ 4,218

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

	<b>Actual YTD Through 9/30/17</b>	<b>Projected Contributions For Remainder of 2017</b>	<b>Projected Total Contributions 2017</b>
	Pension	\$ 2,980	\$ —
Other postretirement benefits	455	164	619
Total	\$ 3,435	\$ 164	\$ 3,599

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, 2017.

Further details regarding employee benefit plans are contained in the 2016 Annual Report to Shareholders. As of March 31, 2017, the AgFirst Farm Credit Cash Balance Retirement Plan had been terminated and all vested benefits had been distributed to participants.

**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 — Subsequent Events**

The Association evaluated subsequent events and determined that, except as described below, there were none requiring disclosure through November 8, 2017, which was the date the financial statements were issued.

On October 16, 2017, AgFirst's Board of Directors indicated an intention to declare, in December 2017, a special patronage distribution. The Association will receive between \$11,979 and \$14,374 which will be recorded as patronage refunds from other Farm Credit institutions.