Third Quarter



# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

(Unaudited)

The following discussion summarizes the financial position and results of operations of High Plains Farm Credit, ACA for the nine months ended September 30, 2023, with comparisons to prior periods. The accompanying financial statements were prepared under the oversight of our Audit Committee. You should read these comments along with the accompanying financial statements and footnotes and the 2022 Annual Report to Shareholders.

High Plains Farm Credit's annual and quarterly reports to stockholders are available on the Association's website, HighPlainsFarmCredit.com or can be obtained free of charge by contacting the Association's headquarters at (620) 285-6978. Annual reports are available 75 days after year-end and quarterly reports are available 40 days after each calendar quarter-end. The financial condition and results of operations of CoBank, ACB (CoBank), materially affect the risk associated with stockholder investments in High Plains Farm Credit, ACA. Stockholders of High Plains Farm Credit, ACA may obtain copies of CoBank's financial statements free of charge by visiting CoBank's website, CoBank.com, or by contacting the Larned headquarters office located at 605 Main, Larned, KS 67550-0067, or by phone at (620) 285-6978.

## **CURRENT MARKET CONDITIONS**

The U.S. drought monitor indicates conditions ranging from "abnormally dry" to "extreme" in our territory. Portions of the territory received much needed rain during the third quarter, helping to ease the prolonged drought conditions. However, some areas have yet to receive adequate rainfall. Commodity prices cooled during the quarter, with weakening demand for grain and feed exports.

The fed cattle market continued to see gains, with record high cash markets and weights nearly even with last year. Hay market prices remained steady to declining in our territory, as some areas continued demand and limited supplies support the market.

The real estate market was relatively quiet, however some producers still looked for opportunities to expand acreage. Increased demand with limited supply has resulted in some strong sales across land types with many cash buyers as interest rates remain elevated. Buyers are primarily local producers with growing influence from recreational buyers on pasture and Conservation Reserve Program (CRP) sales.

While the U.S. economy remains healthy, supply chain disruptions, labor shortages, fuel prices, inflation, rising interest rates, weather related events, and recession pressures remain a concern. The steady strengthening of labor markets and increased consumer spending through the current year have led to economic growth. The rural economy continues to benefit from the strong U.S. economy, driving higher levels of spending and investment by businesses and consumers. The Russia/Ukraine conflict continues to create additional volatility and uncertainty in the markets. Although inflation has continued to decline through 2023, the Fed has indicated that it will continue to fight inflationary pressure with interest rate hikes and restrictive monetary policies. The anticipation of a tighter monetary policy is contributing to a stronger dollar and changes in the shape of the yield curve.

## **LOAN PORTFOLIO**

Loans outstanding at September 30, 2023, totaled \$1.75 billion, an increase of \$207.6 million, or 13.5%, from loans of \$1.54 billion at December 31, 2022. The increase was primarily due to increased loan participation purchase opportunities to diversify our portfolio and increased loan demand from existing and new borrowers.

Advance conditional payments totaled \$16.6 million at September 30, 2023, a decrease of \$21.9 million, or 56.9% from \$38.6 million at December 31, 2022. Advance conditional payment accounts are generally impacted by seasonal conditions. Typically, stockholders apply excess cash to these accounts to be utilized within their operation later in the year.

## **RESULTS OF OPERATIONS**

High Plains Farm Credit, ACA posted strong financial results for the nine-month period ending September 30, 2023. Net income for the nine months ended September 30, 2023, was \$30.4 million, an increase of \$5.8 million, or 23.7%, from the same period ended one year ago. This was mainly due to increases in net interest income and noninterest income offset by an increase in noninterest expense. Additional details provided below.

For the nine months ended September 30, 2023, net interest income was \$36.6 million, an increase of \$7.0 million, or 23.6%, compared with the nine months ended September 30, 2022. Net interest income increased as a result of loan volume growth and increased earnings on equity due to rising interest rates.

The provision for credit losses for the nine months ended September 30, 2023, was \$477 thousand, an increase of \$885 thousand from the credit loss reversal for the same period ended one year ago. The provision for credit losses increased primarily as a result of an increase in new loan volume, unfunded commitments, and a partial charge-off of specific reserve on one operating loan in the second quarter.

Noninterest income increased \$1.9 million during the first nine months of 2023 compared with the first nine months of 2022 primarily due to an increase of \$1.1 million in patronage received from Farm Credit institutions and a \$508 thousand gain recognized from the sale of the Dodge City building. Patronage distribution from Farm Credit institutions increased mainly due to loan growth.

Mineral income is distributed quarterly by CoBank with \$514 thousand received during the first nine months of 2023. The decrease, as compared with the first nine months of 2022, is due to a decrease in the price paid for production.

During the first nine months of 2023, noninterest expense increased \$2.1 million to \$15.4 million, primarily due to an increase in salaries and benefits (\$1.7 million), other noninterest expense (\$215 thousand), occupancy and equipment (\$146 thousand), and purchased services from AgVantis (\$125 thousand). Salaries and benefits increased due to merit increases and the addition of staff in different departments of the Association to assist with Association loan growth and administration of the Farm Credit Capital Group (FCCG). The latter reason also contributing to the increase in occupancy and equipment and purchased services from AgVantis. Farm Credit System Insurance Corporation (FCSIC) premiums decreased \$16 thousand for the nine months ended September 30, 2023 compared with the same period in 2022 primarily due to a decrease in the insurance premium accrual assessment rate on Systemwide adjusted insured debt from 20 basis points to 18 basis points.

## **CAPITAL RESOURCES**

Our shareholders' equity at September 30, 2023, was \$341.4 million, an increase from \$299.2 million at December 31, 2022. This increase is due to net income, net stock issuances, and the cumulative impact of the adoption of the new standard on current expected credit losses (CECL). These were partially offset by preferred stock dividends declared.

## **BUILDING PROJECTS**

High Plains Farm Credit continues to expand products and services for stockholders, which gives rise to a need for infrastructure commensurate with our current and future growth. In October 2020, the Board of Directors approved the purchase of a lot for a future building location in Dodge City. The building was completed and occupied in April 2023. In May 2022, the Board of Directors approved the purchase and remodeling of a building in Hays to be completed in 2024. Both projects are being funded primarily through the sale of existing buildings and financing with CoBank.

## **OTHER MATTERS**

Effective January 1, 2023, our Association adopted the new standard on current expected credit losses (CECL), under which the allowance is measured based on management's best estimate of current expected credit losses over the remaining contractual life of the loan. Prior periods presented reflect measurement of the allowance based on management's estimate of probable incurred credit losses. For more information, see Note 1 – Organization and Significant Accounting Policies.

On March 5, 2021, the United Kingdom's Financial Conduct Authority (UKFCA) formally announced that all London Interbank Offered Rate (LIBOR) tenors will either be discontinued or no longer be representative immediately after December 31, 2021. As a result, the UKFCA has closely worked with market participants and regulatory authorities around the world to ensure that alternatives to LIBOR are available and that existing contracts can be transitioned onto these alternatives to safeguard financial stability and market integrity.

At September 30, 2023, our Association did not hold any legacy LIBOR indexed loans in our portfolio and these developments did not have a material impact on the Association and our borrowers. We have adopted a transition plan to reduce LIBOR exposures and stop the inflow of new LIBOR volume. Management has documented and worked through the LIBOR transition plan with our funding bank and service provider to address the phase out of LIBOR rates, including any updates to processes and loan servicing technology.

The undersigned certify they have reviewed this report, this report has been prepared in accordance with all applicable statutory or regulatory requirements, and the information contained herein is true, accurate, and complete to the best of his or her knowledge and belief.

//signature on file// Matt Thielen Chairperson of the Board November 9, 2023	//signature on file// Melvin E. Kitts Chairperson of the Audit Committee November 9, 2023
//signature on file//	//signature on file//
Kevin D. Swayne	John T. Booze
President & Chief Executive Officer	Chief Financial Officer
November 9, 2023	November 9, 2023

## **Consolidated Statement of Condition**

(Dollars in Thousands)						
	Santambar 20		D	acombar 21		
	Se	ptember 30 2023	December 31			
		INAUDITED		2022 AUDITED		
ACCETC		MAUDITED		AUDITED		
ASSETS	ø	4 746 0E4	¢	1 520 111		
Loans Less allowance for loan losses	\$	1,746,054	\$	1,538,441		
Net loans		1,345 1,744,709		2,696 1,535,745		
Cash		7,184		37,411		
Accrued interest receivable		7,104 32,141		19,934		
Investment in CoBank, ACB		43,985		45,734		
Premises and equipment, net		13,444		11,341		
Prepaid benefit expense		5,016		5,341		
Other assets		86,935		11,198		
Total assets	\$	1,933,414	\$	1,666,704		
Total assets	Ψ	1,000,414	Ψ	1,000,704		
LIABILITIES						
Note payable to CoBank, ACB	\$	1,554,398	\$	1,293,938		
Advance conditional payments		16,648		38,588		
Accrued interest payable		4,857		3,389		
Patronage distributions payable		-		15,400		
Accrued benefits liability		55		61		
Deferred tax liability		665		418		
Reserve for unfunded commitments		472		734		
Other liabilities		14,918		15,013		
Total liabilities	\$	1,592,013	\$	1,367,541		
Commitments and Contingencies						
SHAREHOLDERS' EQUITY						
Preferred stock		13,687		2,638		
Capital stock		1,785		1,767		
Additional paid-in capital		69,380		69,380		
Unallocated retained earnings		256,549		225,378		
Total shareholders' equity		341,401		299,163		
Total liabilities and shareholders' equity	\$	1,933,414	\$	1,666,704		

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

# Consolidated Statement of Comprehensive Income

(Dollars in Thousands)					
	For the thi	ree months	For the ni	ne months	
	ended Se	otember 30	ended Se	tember 30	
UNAUDITED	2023	2022	<b>2023</b> 202		
INTEREST INCOME					
Loans	\$ 26,832	\$ 16,759	\$ 73,770	\$ 44,479	
Total interest income	26,832	16,759	73,770	44,479	
INTEREST EXPENSE					
Note payable to CoBank, ACB	13,902	6,597	36,707	14,745	
Other	170	77	487	148	
Total interest expense	14,072	6,674	37,194	14,893	
Net interest income	12,760	10,085	36,576	29,586	
Provision for credit losses/(Credit loss reversals)	139	(79)	477	(408)	
Net interest income after provision for credit losses/credit loss reversals	12,621	10,164	36,099	29,994	
NONINTEREST INCOME					
Financially related services income	165	144	378	303	
Loan fees	208	155	573	416	
Patronage distribution from Farm Credit institutions	2,585	2,012	7,320	6,233	
Mineral income	130	261	514	629	
Other noninterest income	121	64	986	319	
Total noninterest income	3,209	2,636	9,771	7,900	
NONINTEREST EXPENSE					
Salaries and employee benefits	2,670	2,223	7,806	6,152	
Occupancy and equipment	247	228	748	602	
Purchased services from AgVantis, Inc.	744	702	2,231	2,106	
Farm Credit Insurance Fund premium	629	595	1,797	1,813	
Supervisory and examination costs	126	121	378	361	
Other noninterest expense	952	943	2,472	2,257	
Total noninterest expense	5,368	4,812	15,432	13,291	
Net income/Comprehensive income	\$ 10,462	\$ 7,988	\$ 30,438	\$ 24,603	

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

## Consolidated Statement of Changes in Shareholders' Equity

(Dollars in Thousands)

UNAUDITED	Preferred Stock	Capital Stock	Additional Paid-In Capital	Unallocated Retained Earnings	Total Shareholders' Equity
Balance at December 31, 2021	\$ 3,021	\$ 1,796	\$ 69,380	\$ 207,543	\$ 281,740
Comprehensive income				24,603	24,603
Stock issued	185	95			280
Stock retired	(818)	(120)			(938)
Preferred stock dividends declared	-			(36)	(36)
Balance at September 30, 2022	\$ 2,388	\$ 1,771	\$ 69,380	\$ 232,110	\$ 305,649
Balance at December 31, 2022	\$ 2,638	\$ 1,767	\$ 69,380	\$ 225,378	\$ 299,163
Comprehensive income				30,438	30,438
Stock issued	14,148	67			14,215
Stock retired	(3,099)	(49)			(3,148)
Preferred stock dividends declared	-			(448)	(448)
Cumulative effect of CECL adoption				1,181	1,181
Balance at September 30, 2023	\$ 13,687	\$ 1,785	\$ 69,380	\$ 256,549	\$ 341,401

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

## **NOTES TO FINANCIAL STATEMENTS**

(Unaudited)

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

A description of the organization and operations of High Plains Farm Credit, ACA (the Association), the significant accounting policies followed, and the financial condition and results of operations as of and for the year ended December 31, 2022, are contained in the 2022 Annual Report to Shareholders. These unaudited third quarter 2023 financial statements should be read in conjunction with the 2022 Annual Report to Shareholders.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2022, as contained in the 2022 Annual Report to Shareholders.

In the opinion of management, all adjustments, consisting of normal recurring adjustments necessary for a fair statement of results for the interim periods, have been made. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2023. Descriptions of the significant accounting policies are included in the 2022 Annual Report to Shareholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

## **Recently Adopted or Issued Accounting Pronouncements**

The Association adopted the Financial Accounting Standards Board (FASB) updated guidance entitled "Financial Instruments – Credit Losses: Troubled Debt Restructurings and Vintage Disclosure" on January 1, 2023. This guidance requires the creditor to determine whether a modification results in a new loan or a continuation of an existing loan, among other disclosures specific to modifications with borrowers that are experiencing financial difficulties. The update eliminated the accounting guidance for troubled debt restructurings by creditors and requires disclosure of current period gross write-offs by year of origination for financing receivables and net investments in leases on a prospective basis.

The Association also adopted the FASB guidance entitled "Measurement of Credit Losses on Financial Instruments" (CECL) and other subsequently issued accounting standards updates related to credit losses on January 1, 2023. This guidance replaced the current incurred loss impairment methodology with a single allowance framework that estimates the current expected credit losses over the remaining contractual life for all financial assets measured at amortized cost and certain off-balance sheet credit exposures. This guidance is applied on a modified retrospective basis. This framework requires management to consider in its estimate of the allowance for credit losses (ACL) relevant historical events, current conditions, and reasonable and supportable forecasts that consider macroeconomic conditions. The adoption of this guidance did not have a material impact on our financial statements.

The following table presents the balance sheet impact to the allowance for credit losses and capital upon adoption of this guidance on January 1, 2023.

(dollars in thousands)	Decem	December 31, 2022 CECL Adoption Impact			January 1, 2023		
Assets: Allowance for credit losses on loans Deferred tax assets	\$	2,696 -	\$	(1,125) -	\$	1,571 -	
Liabilities: Allowance for credit losses on unfunded commitments Deferred tax liabilities	\$	734 418	\$	(303) 247	\$	431 665	
Retained earnings: Unallocated retained earnings, net of tax	\$ 2	225,378	\$	1,181	\$ 2	226,559	

In March 2020, the FASB issued guidance entitled "Facilitation of the Effects of Reference Rate Reform on Financial Reporting." The guidance provided optional expedients and exceptions for applying GAAP to contracts and other transactions affected by reference rate reform. The guidance simplifies the accounting evaluation of contract modifications that replace a reference rate affected by reference rate reform and contemporaneous modifications of

other contracts related to the replacement of the reference rate. In December 2022, the FASB issued ASU 2022-06, "Reference Rate Reform (Topic 848): Deferral of the Sunset Date of Topic 848". This ASU defers the sunset date of the guidance in Topic 848 on reference rate reform from December 31, 2022 to December 31, 2024. This ASU is effective upon issuance. The adoption of this guidance did not have a material impact on our financial statements.

#### **Loans and Allowance for Credit Losses**

Loans are generally carried at their principal amount outstanding adjusted for charge-offs, deferred loan fees, or costs. Loan origination fees and direct loan origination costs are netted and capitalized, and the net fee or cost is amortized over the average life of the related loan as an adjustment to interest income. Interest on loans is accrued and credited to interest income based on the daily principal amount outstanding.

#### Nonaccrual Loans

Nonaccrual loans are loans for which there is reasonable doubt that all principal and interest will not be collected according to the original contractual terms and are generally considered substandard or doubtful, which is in accordance with the loan rating model, as described below. A loan is considered contractually past due when any principal repayment or interest payment required by the loan instrument is not received on or before the due date. A loan shall remain contractually past due until it is modified or until the entire amount past due, including principal, accrued interest, and penalty interest incurred as the result of past due status, is collected or otherwise discharged in full

Consistent with prior practice, loans are generally placed in nonaccrual status when principal or interest is delinquent for 90 days (unless adequately secured and in the process of collection), circumstances indicate that collection of principal and interest is in doubt or legal action, including foreclosure or other forms of collateral conveyance, has been initiated to collect the outstanding principal and interest. At the time a loan is placed in nonaccrual status, accrued interest that is considered uncollectible is reversed (if accrued in the current year) and/or included in the recorded nonaccrual balance (if accrued in prior years). Loans are charged-off at the time they are determined to be uncollectible.

When loans are in nonaccrual status, interest payments received in cash are generally recognized as interest income if the collectability of the loan principal is fully expected and certain other criteria are met. Otherwise, payments received on nonaccrual loans are applied against the recorded investment in the loan asset. Nonaccrual loans are returned to accrual status if all contractual principal and interest is current, the borrower is fully expected to fulfill the contractual repayments terms, and after remaining current as to principal and interest for a sustained period or have a recent repayment pattern demonstrating future repayment capacity to make on-time payments. If previously unrecognized interest income exists at the time the loan is transferred to accrual status, cash received at the time of or subsequent to the transfer should first be recorded as interest income until such time as the recorded balance equals the contractual indebtedness of the borrower.

## Accrued Interest Receivable

The Association elected to continue classifying accrued interest on loans in accrued interest receivable and not as part of loans on the Consolidated Statement of Condition. The Association has also elected to not estimate an allowance on interest receivable balances because the nonaccrual policies in place provide for the accrual of interest to cease on a timely basis when all contractual amounts are not expected.

## Loan Modifications to Borrowers Experiencing Financial Difficulty

Loan modifications may be granted to borrowers experiencing financial difficulty. Modifications can be in the form of one or a combination of principal forgiveness, interest rate reduction, other-than-insignificant payment delay or term extension. Covenant waivers and modifications of contingent acceleration clauses are not considered term extensions.

## Collateral-Dependent Loans

Collateral-dependent loans are loans secured by collateral, including but not limited to agricultural real estate, crop inventory, equipment, and livestock. CECL requires an Association to measure the expected credit losses based on fair value of the collateral at the reporting date when the Association determines that foreclosure is probable. Additionally, CECL allows a fair value practical expedient as a measurement approach for loans when the repayment is expected to be provided substantially through the operation or sale of the collateral when the borrower is experiencing financial difficulties. Under the practical expedient measurement approach, the expected credit losses is based on the difference between the fair value of the collateral less estimated costs to sell and the amortized cost basis of the loan.

#### Allowance for Credit Losses

Effective January 1, 2023, the ACL represents the estimated current expected credit losses over the remaining contractual life of the loans measured at amortized cost and certain off-balance sheet credit exposures. The ACL takes into consideration relevant information about past events, current conditions, and reasonable and supportable

macroeconomic forecasts of future conditions. The contractual term excludes expected extensions, renewals, and modifications, unless the extension or renewal options are not unconditionally cancellable. The ACL comprises:

- the allowance for credit losses on loans (ACLL) and
- the allowance for credit losses on unfunded commitments, which is presented separately on the Consolidated Statement of Condition.

Determining the appropriateness of the allowance is complex and requires judgment by management about the effect of matters that are inherently uncertain. Subsequent evaluations of the loan portfolio, considering macroeconomic conditions, forecasts, and other factors prevailing at the time, may result in significant changes in the ACL in those future periods.

Methodology for Allowance for Credit Losses on Loans

The ACLL represents management's estimate of credit losses over the remaining expected life of loans. Loans are evaluated on the amortized cost basis, including premiums, discounts, and fair value adjustments.

The Association employs a disciplined process and methodology to establish its ACLL that has two basic components: first, an asset-specific component involving individual loans that do not share risk characteristics with other loans and the measurement of expected credit losses for such individual loans; and second, a pooled component for estimated expected credit losses for pools of loans that share similar risk characteristics.

Asset-specific loans are generally collateral-dependent loans (including those loans for which foreclosure is probable) and nonaccrual loans. For an asset-specific loan, expected credit losses are measured as the difference between the amortized cost basis in the loan and the present value of expected future cash flows discounted at the loan's effective interest rate except that, for collateral-dependent loans, credit loss is measured as the difference between the amortized cost basis in the loan and the fair value of the underlying collateral. The fair value of the collateral is adjusted for the estimated cost to sell if repayment or satisfaction of a loan is dependent on the sale (rather than only on the operation) of the collateral. In accordance with the Association's appraisal policy, the fair value of collateral-dependent loans is based upon independent third-party appraisals or on collateral valuations prepared by in-house appraisers. When an updated appraisal or collateral valuation is received, management reassesses the need for adjustments to the loan's expected credit loss measurements and, where appropriate, records an adjustment. If the calculated expected credit loss is determined to be permanent, fixed, or non-recoverable, the credit loss portion of the loan will be charged off against the allowance for credit losses.

In estimating the pooled component of the ACLL for loan pools that share common risk characteristics, loans are evaluated collectively and segregated into loan pools considering the risk associated with the specific pool. Relevant risk characteristics include loan type, commodity, credit quality rating, delinquency category, or business segment or a combination of these classes. The allowance is determined based on a quantitative calculation of the expected life-of-loan loss percentage for each loan category by considering the probability of default and the severity of loss given default. Loss given default is determined for each pool based on the aggregate net lifetime losses incurred within that pool. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the loan is 90 days or more past due. Due to limited loss history across the portfolio, the Association used peer data within their quantitative adjustment component for loan pools that have experienced minimal loss history.

The pooled component of the ACLL also considers factors for each loan pool to adjust for differences between the historical period used to calculate historical default and loss severity rates and expected conditions over the remaining lives of the loans in the portfolio related to:

- lending policies and procedures,
- national, regional, and local economic business conditions, and developments that affect the collectability of the portfolio, including the condition of various markets.
- the nature of the loan portfolio, including the terms of the loans,
- the experience, ability, and depth of the lending management and other relevant staff,
- the volume and severity of past due and adversely classified or graded loans and the volume of nonaccrual loans.
- the quality of the loan review and process,
- the value of underlying collateral for collateral-dependent loans,
- the existence and effect of any concentrations of credit and changes in the level of such concentrations, and,
- the effect of external factors such as competition and legal and regulatory requirements on the level of estimated credit losses in the existing portfolio.

The Association uses a single economic scenario over reasonable and supportable forecast period of 12 months. Subsequent to the forecast period, the Association reverts to long run historical loss experience beyond the 12 months, utilizing an accumulated quarter method, to inform the estimate of losses for the remaining contractual life of the loan portfolio.

The economic forecasts are updated on a quarterly basis and incorporate macroeconomic variables, including agricultural commodity prices, unemployment rates, Gross Domestic Product (GDP) annual growth rates, government spending to GDP, real consumer spending. United States exports, inflation, and Fed Funds rates.

In addition to the quantitative calculation, the Association considers the imprecision inherent in the process and methodology, emerging risk assessments, and other subjective factors, which may lead to a management adjustment to the modeled ACLL results. Expected credit loss estimates also include consideration of expected cash recoveries on loans previously charged-off or expected recoveries on collateral-dependent loans where recovery is expected through sale of the collateral.

Prior to January 1, 2023, the allowance for loan losses was maintained at a level considered adequate to provide for probable losses existing in and inherent in the loan portfolio. The allowance was based on a periodic evaluation of the loan portfolio in which numerous factors are considered, including economic conditions, collateral values, borrowers' financial conditions, loan portfolio composition, and prior loan loss experience. The allowance for loan losses encompassed various judgments, evaluations, and appraisals with respect to the loans and their underlying collateral that, by their nature, contain elements of uncertainty and imprecision. Changes in the agricultural economy and their impact on borrower repayment capacity would cause these various judgments, evaluations, and appraisals to change over time. Management considered a number of factors in determining and supporting the levels of the allowances for loan losses, which include, but are not limited to, the concentration of lending in agriculture, combined with uncertainties associated with farmland values, commodity prices, exports, government assistance programs, regional economic effects, and weather-related influences.

## Allowance for Credit Losses on Unfunded Commitments

The Association evaluates the need for an allowance for credit losses on unfunded commitments under CECL and if required, an amount is recognized and reported separately on the Consolidated Statement of Condition. The amount of expected losses is determined by calculating a commitment usage factor over the contractual period for exposures that are not unconditionally cancellable by the Association and applying the loss factors used in the ACLL methodology to the results of the usage calculation. No allowance for credit losses is recorded for commitments that are unconditionally cancellable.

## NOTE 2 - LOANS AND ALLOWANCE FOR CREDIT LOSSES

A summary of loans follows.

(dollars in thousands)	Septe	ember 30, 2023	Dece	mber 31, 2022
Real estate mortgage	\$	880,168	\$	862,824
Production and intermediate-term		577,420		500,725
Agribusiness		154,076		121,440
Rural infrastructure		129,042		53,382
Rural residential real estate		60		70
Agricultural export finance		5,288		-
Total loans	\$	1,746,054	\$	1,538,441

The Association purchases and sells participation interests with other parties in order to diversify risk, manage loan volume, and comply with Farm Credit Administration regulations. Loan participation activity increased primarily due to our involvement with the Farm Credit Capital Group (FCCG), formerly known as the AgVantis Participations Partners (APP) group. The following table presents information regarding the balances of participations purchased and sold at September 30, 2023:

	Other Farm Credit Institutions			Non-Farm Credit Institutions					Total			
(dollars in thousands)	F	Purchased	Sold		Р	urchased	Sold		Purchased			Sold
Real estate mortgage	\$	107,305	\$	101,770	\$	894	\$	-	\$	108,199	\$	101,770
Production and intermediate-term		211,862		611,795		68,527		337		280,389		612,132
Agribusiness		290,374		352,444		159,518		1,255		449,892		353,699
Rural infrastructure		531,602		402,560		-		-		531,602		402,560
Agricultural export finance		12,816		7,529		-		-		12,816		7,529
Total	\$	1,153,959	\$	1,476,098	\$	228,939	\$	1,592	\$	1,382,898	\$	1,477,690

## **Credit Quality**

Credit risk arises from the potential inability of an obligor to meet its payment obligation and exists in our outstanding loans, letters of credit, and unfunded loan commitments. The Association manages credit risk associated with the retail lending activities through an analysis of the credit risk profile of an individual borrower using its own set of underwriting standards and lending policies, approved by its board of directors, which provides direction to its loan officers. The retail credit risk management process begins with an analysis of the borrower's credit history, repayment capacity, financial position, and collateral, which includes an analysis of credit scores for smaller loans. Repayment capacity focuses on the borrower's ability to repay the loan based on cash flows from operations or other sources of income, including off-farm income. Real estate mortgage loans must be secured by first liens on the real estate (collateral). As required by Farm Credit Administration regulations, each institution that makes loans on a secured basis must have collateral evaluation policies and procedures. Real estate mortgage loans may be made only in amounts up to 85% of the original appraised value of the property taken as security or up to 97% of the appraised value if guaranteed by a state, federal, or other governmental agency. The actual loan to appraised value when loans are made is generally lower than the statutory maximum percentage. Loans other than real estate mortgage may be made on a secured or unsecured basis.

The Association uses a two-dimensional risk rating model based on an internally generated combined System risk rating guidance that incorporates a 14-point probability of default rating scale to identify and track the probability of borrower default and a separate scale addressing loss given default. Probability of default is the probability that a borrower will experience a default during the life of the loan. The loss given default is management's estimate as to the anticipated principal loss on a specific loan assuming default occurs during the remaining life of the loan. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the loan is 90 days or more past due. This credit risk rating process incorporates objective and subjective criteria to identify inherent strengths, weaknesses, and risks in a particular relationship. The Association reviews, at least on an annual basis, or when a credit action is taken, the probability of default category.

Each of the probability of default categories carries a distinct percentage of default probability. The probability of default rate between one and nine of the acceptable categories is very narrow and would reflect almost no default to a minimal default percentage. The probability of default rate grows more rapidly as a loan moves from acceptable to other assets especially mentioned and grows significantly as a loan moves to a substandard (viable) level. A substandard (nonviable) rating indicates that the probability of default is almost certain. These categories are defined as follows:

- Acceptable assets are expected to be fully collectible and represent the highest quality.
- Other assets especially mentioned (OAEM) assets are currently collectible but exhibit some potential weakness.
- Substandard assets exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful assets exhibit similar weaknesses to substandard assets; however, doubtful assets have additional weaknesses in existing factors, conditions, and values that make collection in full highly questionable.
- Loss assets are considered uncollectible.

The following table shows loans under the Farm Credit Administration Uniform Loan Classification System as a percentage of total loans by loan type as of:

	<b>September 30, 2023</b>	December 31, 2022 <sup>1</sup>
Real estate mortgage		
Acceptable	95.94%	96.32%
OAEM	2.95%	2.31%
Substandard	1.11%	1.37%
Total	100.00%	100.00%
Production and intermediate-term		
Acceptable	97.75%	97.80%
OAEM	1.84%	1.52%
Substandard	0.41%	0.68%
Total	100.00%	100.00%
Agribusiness		
Acceptable	95.84%	100.00%
OAEM	1.40%	-
Substandard	2.76%	-
Total	100.00%	100.00%
Rural infrastructure		
Acceptable	100.00%	100.00%
Total	100.00%	100.00%
Rural residential real estate		
Acceptable	65.86%	70.41%
OAEM	34.14%	29.59%
Total	100.00%	100.00%
Agricultural export finance		
Acceptable	100.00%	-
Total	100.00%	-
Total Loans		
Acceptable	96.84%	97.21%
OAEM	2.22%	1.79%
Substandard	0.94%	1.00%
Total	100.00%	100.00%

<sup>&</sup>lt;sup>1</sup> Prior to the adoption of CECL on January 1, 2023, loans were presented with accrued interest receivable.

Accrued interest receivable on all accruing loans at September 30, 2023 has been excluded from the amortized cost of loans and reported separately in the Consolidated Statement of Condition.

Nonperforming assets consist of nonaccrual loans, accruing loans 90 days or more past due, and other property owned. The following table shows these nonperforming assets and related credit quality statistics as follows:

(dollars in thousands)	Septem	ber 30, 2023	Deceml	ber 31, 2022
Nonaccrual loans Real estate mortgage Production and intermediate-term	\$	896 519	\$	1,061 1,805
Total nonaccrual loans	\$	1,415	\$	2,866
Accruing restructured loans Real estate mortgage Total accruing restructured loans Total nonperforming loans	\$	1,415	\$ \$ \$	508 508 3,374
Total nonperforming assets <sup>1</sup>	\$	1,415	\$	3,374
Nonaccrual loans to total loans Nonperforming assets' to total loans and other property owned Nonperforming assets' to total shareholders' equity		0.08% 0.08% 0.41%		0.19% 0.22% 1.13%

<sup>&</sup>lt;sup>1</sup> Prior to the adoption of CECL on January 1, 2023, nonperforming assets included accruing restructured loans

The Association had no accruing loans 90 days past due or other property owned for the periods presented.

The following tables provide the amortized cost for nonaccrual loans with and without a related allowance for loan losses.

		ber 30, 2023			
(dollars in thousands)	 ed Cost owance		tized Cost t Allowance	•	Total
Nonaccrual loans Real estate mortgage Production and intermediate-term	\$ -	\$	896 519	\$	896 519
Total	\$ -	\$	1,415	\$	1,415

The Association recognized no interest income on nonaccrual loans during the three and nine months ended September 30, 2023

The following tables provide an age analysis of past due loans at amortized cost.

					Septe	mber 30, 2023				
									Re	ecorded
									Inv	estment
						Not Past			A	ccruing
						Due or			Lo	ans 90
	30-	89	90 Days or	1		less than			D	ays or
	Da	ys	More Past		Total	30 Days			Mo	re Past
(dollars in thousands)	Past Due		Due	F	Past Due	Past Due	Total Loans			Due
Real estate mortgage	\$	366	\$ -	\$	366	\$ 879,802	\$	880,168	\$	-
Production and intermediate-term		288	-		288	577,132		577,420		-
Agribusiness		-	-		-	154,076		154,076		-
Rural infrastructure		-	-		-	129,042		129,042		-
Rural residential real estate		-	-		-	60		60		-
Agricultural export finance		-	-		-	5,288		5,288		-
Total	\$	654	\$ -	\$	654	\$ 1,745,400	\$	1,746,054	\$	-

Prior to the adoption of CECL, the age analysis of past due loans included accrued interest as follows:

					Dece	mber 31, 2022				
									Recorded	
									Investment	
						Not Past			Accruing	
						Due or			Loans 90	
	3	30-89 90 Days or				less than			Days or	
	[	Days	More Past		Total	30 Days			More Past	
(dollars in thousands)	Pa	st Due	Due		Past Due	Past Due	Total Loans		Due	
Real estate mortgage	\$	1,646	\$ -		1,646	\$ 874,213	\$	875,859	\$ -	
Production and intermediate-term		-	-	1	-	507,021		507,021	-	
Agribusiness		-	-	1	-	121,949		121,949	-	
Rural infrastructure	-		-	1	-	53,476		53,476	-	
Rural residential real estate		-	-		-	70		70	-	
Total	\$	1,646	\$ -	. 9	1,646	\$ 1,556,729	\$	1,558,375	\$ -	

## **Allowance for Credit Losses**

The credit risk rating methodology is a key component of the Association's allowance for credit losses evaluation and is generally incorporated into the Association's loan underwriting standards and internal lending limits. In addition, borrower and commodity concentration lending and leasing limits have been established by the Association to manage credit exposure. The regulatory limit to a single borrower or lessee is 15% of the Association's lending and leasing limit base, but the Association's board of directors has generally established more restrictive lending limits. This limit applies to Associations with long-term and short- and intermediate-term lending authorities.

Effective January 1, 2023, the Association adopted the CECL accounting guidance as described in Note 1. A summary of changes in the allowance for loan losses is as follows:

(dollars in thousands)	lance at e 30,2023	Char	ge-offs	Rec	overies	Loan (Loa	sion for Losses/ n Loss ersals)	ance at ber 30, 2023
Real estate mortgage	\$ 275	\$	-	\$		\$	(2)	\$ 273
Production and intermediate-term	521		-		-		(11)	510
Agribusiness	52		-		-		23	75
Rural infrastructure	473		-		-		14	487
Rural residential real estate	1		-		-		(1)	-
Total	\$ 1,322	\$	-	\$	-	\$	23	\$ 1,345

(1) (1) (1) (1) (1) (1) (1) (1) (1) (1)	Dece	lance at ember 31,	E	mulative iffect of CECL	alance at anuary 1,					for Los (Loa	vision Loan sses/ n Loss	Septe	ance at mber 30,
(dollars in thousands)		2022	A	doption	2023	Cha	rge-offs	Reco	/eries	Rev	ersals)	2	2023
Real estate mortgage	\$	461	\$	(310)	\$ 151	\$		\$	-	\$	122	\$	273
Production and intermediate-term		1,997		(838)	1,159		662		-		13		510
Agribusiness		184		(55)	129		-		-		(54)		75
Rural infrastructure		54		77	131		-		-		356		487
Rural residential real estate		-		1	1		-		-		(1)		-
Total	\$	2,696	\$	(1,125)	\$ 1,571	\$	662	\$	-	\$	436	\$	1,345

(dollars in thousands)	 lance at 30,2022	Char	ge-offs	Reco	overies	Loan (Loa	ision for Losses/ an Loss versals)	 ance at per 30, 2022
Real estate mortgage	\$ 489	\$		\$		\$	(37)	\$ 452
Production and intermediate-term	1,466		-		-		(45)	1,421
Agribusiness	290		-		-		(111)	179
Rural infrastructure	39		-		-		8	47
Total	\$ 2,284	\$	-	\$	-	\$	(185)	\$ 2,099

(dollars in thousands)	ance at per 31, 2021	Char	ge-offs	Red	coveries	Loan (Loa	rision for Losses/ an Loss rersals)	 ance at ber 30, 2022
Real estate mortgage	\$ 564	\$	-	\$	-	\$	(112)	\$ 452
Production and intermediate-term	1,592		-		-		(171)	1,421
Agribusiness	239		-		-		(60)	179
Rural infrastructure	50		-		-		(3)	47
Total	\$ 2,445	\$	-	\$	-	\$	(346)	\$ 2,099

For periods prior to January 1, 2023, the allowance for loan losses was based on probable and estimable losses inherent in the loan portfolio.

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

(dollars in thousands)	 ee Months Ended ber 30, 2023	 e Months Ended per 30, 2023
Balance at beginning of period Cumulative Effect of CECL Adoption	\$ 356	\$ 734 (303)
Balance at January 1		\$ 431
Provision for/(Reversal of) reserves for unfunded commitment	116	41
Total	\$ 472	\$ 472

(dollars in thousands)	ee Months Ended ber 30, 2022	ne Months Ended aber 30, 2022
Balance at beginning of period Provision for reserves for	\$ 577	\$ 745
unfunded commitment	106	(62)
Total	\$ 683	\$ 683

## Loan Modifications to Borrowers Experiencing Financial Difficulties

Loan modifications may be granted to borrowers experiencing financial difficulty. Qualifying disclosable modifications are one or a combination of principal forgiveness, interest rate reduction, forbearance, other-than-insignificant payment deferral or term extension. Covenant waivers and modifications of contingent acceleration clauses are not considered term extensions. Other-than-insignificant payment deferrals may provide the borrower with a temporary payment extension, which has been defined as cumulative or individual forbearance or payment delay greater than or equal to 6 months. These deferred payments may be capitalized into the principal balance of the loan and amortized with no extension of maturity or with the deferred payment due at the time of original maturity.

The following tables show the amortized cost basis at September 30, 2023 for loan modifications granted to borrowers experiencing financial difficulty, disaggregated by loan type and type of modification granted.

			Term Ex	ktension			
	For	the Three Mo	nths Ended	For the Nine Months Ended			
(dollars in thousands)	Septeml	ber 30, 2023	% of Total Loans	Septeml	ber 30, 2023	% of Total Loans	
Production and intermediate-term	\$	251	0.04%	\$	1,377	0.24%	
Total	\$	251	0.04%	\$	1,377	0.24%	

		Combination	n - Interest Rate R	eduction a	nd Term Ext	ension	
	For	the Three Mo	nths Ended	For the Nine Months Ended			
(dollars in thousands)	Septemb	ber 30, 2023	% of Total Loans	Septemb	er 30, 2023	% of Total Loans	
Production and intermediate-term	\$	151	0.03%	\$	151	0.03%	
Total	\$	151	0.03%	\$	151	0.03%	

Accrued interest receivable related to loan modifications granted to borrowers experiencing financial difficulty as of the three and nine months ended September 30, 2023 was \$64 thousand.

The following table describes the financial effect of the modifications made to borrowers experiencing financial difficulty during the three and nine months ended September 30, 2023:

	Weighted-Average Te	rm Extension (in days)		
	For the Three Months Ended	For the Nine Months Ended		
	September 30, 2023 September			
Production and intermediate-term	366	665		

	Combination – Interest Rate Reduction and Term Extension
	For the Three Months Ended September 30, 2023
Production and intermediate-term	Reduced weighted average interest rates from 9.98% to 9.45% and added a weighted average of 2,557 days to the life of loans
	Combination – Interest Rate Reduction and Term Extension
	For the Nine Months Ended September 30, 2023
Production and intermediate-term	Reduced weighted average interest rates from 9.98% to 9.45% and added a weighted average of 2,557 days to the life of loans

The following table sets forth an aging analysis of loans to borrowers experiencing financial difficulty that were modified on or after January 1, 2023, the date of the adoption of the guidance noted above, through September 30, 2023:

	Paym	ent Status	of Loans M	odified in l	Past Nine N	/lonths
	30-89 Days 90 Days				90 Days	or More
(dollars in thousands)	Current		Past Due		Past Due	
Production and intermediate-term	\$	1,528	\$	-	\$	-
Total	\$	1,528	\$	-	\$	-

## **Troubled Debt Restructuring**

Prior to January 1, 2023, the adoption of updated FASB guidance on loan modifications, a restructuring of a loan constituted a troubled debt restructuring, also known as formally restructured, if the creditor for economic or legal reasons related to the borrower's financial difficulties granted a concession to the borrower that it would not otherwise consider. Concessions varied by program and were borrower-specific and could include interest rate reductions, term extensions, payment deferrals, or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may have been forgiven. When a restructured loan constituted a troubled debt restructuring, these loans were included within our impaired loans under nonaccrual or accruing restructured loans.

The Association had no TDRs within the previous 12 months and for which there were subsequent payment defaults at December 31, 2022.

The following table provides information on outstanding loans restructured in troubled debt restructurings.

	Loans mod	ified as TDRs	TDRs in Nonaccrual Status*			
(dollars in thousands)	Decembe	er 31, 2022	December 31, 2022			
Real estate mortgage	\$	508	\$	-		
Total	\$	508	\$	-		

<sup>\*</sup> Represents the portion of loans modified as troubled debt restructurings that were in nonaccrual status.

## **NOTE 3 - CAPITAL**

Our Association's unallocated retained earnings for the quarter ended September 30, 2023 reflects an increase from the cumulative effect of a change in accounting principle for CECL on January 1, 2023. The impact of adoption was not material to the Association's capital ratios. A summary of select capital ratios based on a three-month average and minimums set by the Farm Credit Administration follows.

	As of September 30, 2023	As of December 31, 2022	Regulatory Minimums	Capital Conservation Buffer	Total
Risk Adjusted:					
Common equity tier 1 ratio	14.18%	15.22%	4.5%	2.5%	7.0%
Tier 1 capital ratio	14.18%	15.22%	6.0%	2.5%	8.5%
Total capital ratio	14.27%	15.39%	8.0%	2.5%	10.5%
Permanent capital ratio	14.82%	15.40%	7.0%	-	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio Unallocated retained earnings	15.45%	16.29%	4.0%	1.0%	5.0%
and equivalents leverage ratio	15.35%	16.18%	1.5%	-	1.5%

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

There was no activity within or reclassifications out of accumulated other comprehensive income/loss for the periods presented.

## **NOTE 4 - FAIR VALUE MEASUREMENTS**

Accounting guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability. See Note 2 of the 2022 Annual Report to Shareholders for a more complete description.

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

	Fair Value Measurement Using					Total Fair		
(dollars in thousands)	Le	vel 1	Lev	el 2	Lev	el 3	Va	alue
Assets held in nonqualified benefits trusts								
September 30, 2023	\$	34	\$	-	\$	-	\$	34
December 31, 2022	\$	10	\$	-	\$	-	\$	10

The Association had no liabilities measured at fair value on a recurring basis at September 30, 2023 or December 31, 2022

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

	Fair Value Measurement Using					Total Fair		
(dollars in thousands)	Level 1		Level 2		Level 3		Value	
September 30, 2023 Loans	\$	-	\$	-	\$	-	\$	-
December 31, 2022								
Loans	\$	-	\$	-	\$	1,131	\$	1,131

The Association had no liabilities measured at fair value on a non-recurring basis at September 30, 2023 or December 31, 2022.

## **Valuation Techniques**

As more fully discussed in Note 2 of the 2022 Annual Report to Shareholders, accounting guidance establishes a fair value hierarchy, which requires an Association to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following presents a brief summary of the valuation techniques used by the Association for assets and liabilities, subject to fair value measurement.

## Assets Held in Non-Qualified Benefits Trusts

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

## Loans Evaluated for Impairment

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

## **NOTE 5 - SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through November 9, 2023, which is the date the financial statements were issued, and no material subsequent events were identified.