

AGRIBANK DISTRICT 2019 FINANCIAL INFORMATION  
*Unaudited*  
AGRIBANK, FCB AND DISTRICT ASSOCIATIONS

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**AgriBank District Financial Information**  
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*unaudited*

**INTRODUCTION AND DISTRICT OVERVIEW**

AgriBank, FCB (“AgriBank” or “the Bank”) and District Associations (“Associations”) are part of the customer-owned, nationwide Farm Credit System (System or Farm Credit). The System provides loans, leases and financial services to farmers, ranchers and rural businesses across the United States and Puerto Rico. This focus on rural communities and agriculture is the reason Farm Credit was established in 1916, and the System has been delivering on that mission ever since – helping fund America's food, fuel and fiber and supporting the rural communities America's farmers and ranchers call home.

The System is a cooperative structure. Farm Credit's funds are raised by the Federal Farm Credit Banks Funding Corporation (the Funding Corporation) and insured by the Farm Credit System Insurance Corporation (FCSIC or the Insurance Corporation). The Funding Corporation issues a variety of Federal Farm Credit Banks Combined Systemwide Debt Securities with broad ranges of maturities and structures on behalf of the four System Banks. Each System Bank has exposure to Systemwide credit risk because each Bank is joint and severally liable for all Systemwide debt issued. Farm Credit Associations receive funding through one of the System Banks. System entities have specific lending authorities within their chartered territories and are subject to examination and regulation by an independent federal agency, the Farm Credit Administration (FCA).

Under Farm Credit's cooperative structure, AgriBank is primarily owned by 14 local Farm Credit Associations, which provide financial products and services to rural communities and agriculture. AgriBank obtains funds and provides funding and financial solutions to those Associations. AgriBank and the 14 Associations are collectively referred to as the District. The AgriBank District covers a 15-state area stretching from Wyoming to Ohio and Minnesota to Arkansas.

The following commentary reviews the combined financial condition and results of operations of AgriBank and District Associations and provides additional specific information.

**Combined Financial Highlights**  
AgriBank, FCB and District Associations

*(dollars in thousands)*

| <b>As of December 31,</b>  | <b>2019</b>           | 2018           | 2017           |
|--|-----------------------|----------------|----------------|
| Total loans  | <b>\$ 115,179,594</b> | \$ 109,081,975 | \$ 103,583,191 |
| Allowance for loan losses  | <b>519,665</b>        | 490,772        | 436,059        |
| Net loans  | <b>114,659,929</b>    | 108,591,203    | 103,147,132    |
| Total assets   | <b>135,232,861</b>    | 128,599,161    | 122,141,690    |
| Total shareholders' equity   | <b>24,726,836</b>     | 23,490,090     | 22,080,364     |
| <b>For the year ended December 31,</b>   | <b>2019</b>           | 2018           | 2017           |
| Net interest income  | <b>\$ 3,258,773</b>   | \$ 3,095,566   | \$ 2,993,955   |
| Provision for credit losses  | <b>52,018</b>         | 83,034         | 110,041        |
| Net fee income   | <b>67,705</b>         | 65,315         | 62,376         |
| Net income   | <b>2,180,042</b>      | 2,129,503      | 1,923,898      |
| Net interest margin  | <b>2.5 %</b>          | 2.5 %          | 2.6%           |
| Return on average assets   | <b>1.7 %</b>          | 1.7 %          | 1.6%           |
| Return on average shareholders' equity   | <b>8.9 %</b>          | 9.3 %          | 8.9%           |
| Operating expense as a percentage of net interest income and non-interest income | <b>36.5 %</b>         | 35.6 %         | 37.3%          |
| Net loan chargeoffs as a percentage of average loans                             | <b>(0.02)%</b>        | (0.03)%        | (0.03)%        |
| Average loans  | <b>\$ 110,591,563</b> | \$ 104,983,099 | \$ 100,664,064 |
| Average earning assets   | <b>128,219,739</b>    | 121,669,201    | 116,939,357    |
| Average assets   | <b>130,680,585</b>    | 123,897,714    | 119,035,726    |

## MANAGEMENT'S DISCUSSION AND ANALYSIS

### Results of Operations

Net income was \$2.2 billion for the year ended December 31, 2019, an increase of \$50.5 million, or 2.4 percent, compared to the same period of the prior year. Net interest income remained strong due to increased loan volume across the District, partially offset by decreases in non-interest income and increases in non-interest expenses. The decrease in non-interest income was mainly attributable to a lower allocated insurance reserve accounts (AIRA) refund in March 2019 when compared to March 2018, and to a lesser extent, lower mineral income and losses on certain economic hedges. The increase in non-interest expenses was due mainly to higher salaries and incentive compensation expenses and occupancy and equipment costs across the District.

#### **Net Interest Income**

Net interest income increased \$163.2 million, or 5.3 percent, compared to the same period of the prior year, primarily due to increased loan volume and the impact of equity financing. This increase was partially offset by a slight decline in the positive contribution from funding actions.

Net interest margin was 2.5 percent for the year ended December 31, 2019, comparable to the same period of the prior year, as the lending environment remained competitive across the District. The benefit of equity financing, which represents the benefit of non-interest bearing funding, increased due to higher equity volume and higher interest rates. Interest rates on liabilities and earning assets were generally higher year-over-year in 2019; however, there was a substantial decline in market interest rates through the last three quarters of 2019, along with flattening and periodic inversions of the yield curve. While call activity did increase during the third and fourth quarters, the shape of the yield curve, loan refinancing and other funding actions partially offset the impact of these activities, resulting in a slight overall funding benefit decline year-over-year.

#### **Provision for Credit Losses**

The provision for credit losses was \$52.0 million for the year ended December 31, 2019. Any reserves for unfunded commitments and letters of credit are recorded in "Other liabilities" on the Combined Balance Sheets.

The year-over-year fluctuations for the District's provision for credit losses can be impacted by economic stress in individual agricultural sectors. The overall provision decreased compared to the same period of the prior year, primarily due to the reversal of provision recorded at one District Association based on an updated analysis of industry stress. This Association's customers have experienced less stress in the agricultural economy than had been expected. Notwithstanding this reversal of provision, net farm income levels remaining slightly below the 10-year average and credit quality deterioration, primarily in the grain and dairy industries, have resulted in additional provision for credit losses during the year ended December 31, 2019. Overall, loan growth resulted in slight increases in special mention credit quality relative to the District portfolio as a whole, which outpaced the growth in both acceptable and adverse categories compared to the prior year. With commodity prices expected to remain at relatively low levels, grower margins will likely be negatively impacted in 2020 which may result in moderate increases to adverse credit quality and related provision for credit losses across the District.

#### **Non-interest Income**

The decrease in non-interest income was driven by the decreased AIRAs distribution received from the FCSIC during the first quarter of 2019 compared to the same period of the prior year. The AIRAs were established by the FCSIC when premiums collected increased the level of the insurance fund beyond the required secured base amount of 2 percent of insured debt.

The decrease in non-interest income was further impacted by mark to market losses recorded on certain economic hedges and decreased mineral income compared to the prior year. These economic hedges, related to AgriBank's mineral income, were initiated and increased in value during the fourth quarter of 2018, when oil prices decreased; however, as oil prices rebounded during 2019, the value decreased resulting in current year losses, partially offsetting the gains recognized in 2018. These losses are classified as "Other (loss) income" on the Combined Statements of Income. These derivatives matured in November 2019 and no similar derivatives were outstanding as of December 31, 2019.

## Non-interest Expense

Overall, non-interest expense increased, primarily driven by increased salaries and benefits expense. The increase in salaries and benefits expense was primarily due to an increase in employees in the District as well as annual merit increases. Additionally, increases in variable incentives, driven by performance measures exceeding expectations at many Associations across the District, contributed to higher non-interest expense compared to the prior year.

## Loan Portfolio

| <b>District Loans by Loan Type</b>    |                       |                       |                       |
|---------------------------------------|-----------------------|-----------------------|-----------------------|
| (in thousands)                        |                       |                       |                       |
| <b>December 31,</b>                   | <b>2019</b>           | <b>2018</b>           | <b>2017</b>           |
| Real estate mortgage                  | \$ 62,386,625         | \$ 59,810,146         | \$ 57,593,060         |
| Production and intermediate-term      | 27,943,774            | 26,888,339            | 26,358,352            |
| Agribusiness:                         |                       |                       |                       |
| Loans to cooperatives                 | 1,304,557             | 1,227,755             | 1,678,219             |
| Processing and marketing              | 12,251,764            | 10,552,428            | 8,530,420             |
| Farm-related businesses               | 1,431,031             | 1,288,785             | 1,123,160             |
| Rural infrastructure:                 |                       |                       |                       |
| Power                                 | 1,230,179             | 1,175,525             | 1,068,921             |
| Communications                        | 2,138,173             | 1,761,466             | 1,320,603             |
| Water/Wastewater                      | 236,016               | 103,438               | 60,669                |
| Rural residential real estate         | 2,655,840             | 2,708,589             | 2,745,807             |
| Agricultural export finance           | 345,638               | 320,434               | 277,685               |
| Lease receivables                     | 203,767               | 207,450               | 277,074               |
| Loans to other financing institutions | 631,038               | 549,113               | 593,677               |
| Mission related investments           | 2,421,192             | 2,488,507             | 1,955,544             |
| Total                                 | <u>\$ 115,179,594</u> | <u>\$ 109,081,975</u> | <u>\$ 103,583,191</u> |

District loans increased \$6.1 billion, or 5.6 percent, from December 31, 2018. The increase in total loans was primarily due to growth in the real estate mortgage and production and intermediate-term sectors related to new originations throughout the year and in the agribusiness sector related to capital markets lending.

Consistent with prior years, production and intermediate-term loan volume increased in December 2019 as certain borrowers purchased inputs for next year's production for tax-planning purposes. The loan portfolio exhibits some seasonality relating to the patterns of operating loans made to crop producers. Operating loans are normally at their lowest levels following the harvest and then increase in the spring and throughout the rest of the year as borrowers fund operating needs. The degree of seasonality exhibited by the loan portfolio is diminished primarily due to growth in real estate mortgage, agribusiness and part-time farmer sectors.

## **Portfolio Diversification**

Loan concentrations exist when there are amounts loaned to multiple borrowers engaged in similar activities, or within close proximity, which could cause them to be similarly impacted by economic or other conditions. While the amounts represent the maximum potential credit risk as it relates to recorded loan principal, a substantial portion of the District's lending activities is collateralized and, accordingly, the credit risk associated with lending activities is considerably less than the recorded loan principal and is considered in the allowance for loan losses.

While the District has concentrations in crops, these crops represent staple commodities of agriculture – corn, soybeans and wheat. To some extent, there is further concentration in crops related to the investor real estate sector, as these loans are typically made for the purchase of land that is rented for crop production. However, the concentration in crops is geographically diverse, with multiple states being significant producers of these important commodities. While the commodity distribution represents the primary commodity of the borrower, many of the crop producers may also have livestock operations or other forms of diversification.

Certain District Associations have diversified the concentration in agricultural production loans through rural residential real estate and part-time farmer loans, as well as agribusiness loans. Rural residential real estate, investor real estate and part-time farmer borrowers generally have significant off-farm sources of income, and, therefore, are less subject to cycles in agriculture. These borrowers are typically more susceptible to changes in the general economy, and the condition of the general economy will influence the credit quality of these segments of the portfolio.

Grain and livestock producers are somewhat subject to a counter-cyclical diversification effect. High grain prices are generally favorable to crop producers; however, livestock producers are adversely affected through higher feed costs. Conversely, low grain prices are generally negative to crop producers, but tend to improve the profitability for those livestock producers who purchase most or all of their feed. Severe fluctuations in commodity prices can negatively impact all District producers. During 2019, certain grain and livestock producers across the District experienced additional financial stress as a result of continued low net farm income.

| <b>Commodity Concentrations</b> |              |             |             |
|---------------------------------|--------------|-------------|-------------|
| <b>December 31,</b>             | <b>2019</b>  | <b>2018</b> | <b>2017</b> |
| Crops                           | <b>43 %</b>  | 44 %        | 45 %        |
| Cattle                          | <b>9 %</b>   | 9 %         | 9 %         |
| Dairy                           | <b>7 %</b>   | 7 %         | 7 %         |
| Investor real estate            | <b>6 %</b>   | 7 %         | 7 %         |
| Food products                   | <b>6 %</b>   | 6 %         | 5 %         |
| Other                           | <b>29 %</b>  | 27 %        | 27 %        |
| Total                           | <b>100 %</b> | 100 %       | 100 %       |

Other commodities consist primarily of loans in the pork, timber, poultry, rural residential real estate, and grain marketing and farm supply sectors, none of which represented more than 5 percent of the District loan portfolio.

| <b>Geographic Concentrations</b> |             |             |             |
|----------------------------------|-------------|-------------|-------------|
| <b>December 31,</b>              | <b>2019</b> | <b>2018</b> | <b>2017</b> |
| Iowa                             | 11 %        | 11 %        | 11 %        |
| Illinois                         | 9 %         | 9 %         | 10 %        |
| Minnesota                        | 8 %         | 8 %         | 9 %         |
| Nebraska                         | 8 %         | 8 %         | 8 %         |
| Indiana                          | 6 %         | 6 %         | 6 %         |
| Michigan                         | 6 %         | 6 %         | 6 %         |
| Wisconsin                        | 6 %         | 6 %         | 6 %         |
| Ohio                             | 5 %         | 6 %         | 6 %         |
| South Dakota                     | 5 %         | 6 %         | 5 %         |
| Other                            | 36 %        | 34 %        | 33 %        |
| Total                            | 100 %       | 100 %       | 100 %       |

Other states consist primarily of loans in Missouri, North Dakota, Tennessee, Arkansas and Kentucky, none of which represented more than 5 percent of the District loan portfolio.

### **Loan Quality**

The primary credit quality indicator utilized by the Bank and Associations is the FCA Uniform Loan Classification System, which categorizes loans into five categories. The categories are defined as follows:

- Acceptable – assets are expected to be fully collectible and represent the highest quality.
- Other assets especially mentioned (Special Mention) – 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 and related accrued interest classified under the Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable.

| <b>District Loan Quality</b> |             |             |             |
|------------------------------|-------------|-------------|-------------|
| <b>December 31,</b>          | <b>2019</b> | <b>2018</b> | <b>2017</b> |
| Acceptable                   | 90.8 %      | 91.1 %      | 92.2 %      |
| Special Mention              | 4.4 %       | 4.0 %       | 3.6 %       |
| Substandard/Doubtful         | 4.8 %       | 4.9 %       | 4.2 %       |
| Total                        | 100 %       | 100 %       | 100 %       |

The credit quality of the District loan portfolio remained sound at December 31, 2019. Substandard/Doubtful loans, collectively called adverse loans, are loans AgriBank and District Associations have identified as showing some credit weakness outside the credit standards. Overall, loan growth resulted in slight increases in special mention credit quality relative to the District portfolio as a whole, which outpaced the growth in both acceptable and adverse categories compared to the prior year. With commodity prices expected to remain at relatively low levels, grower margins will likely be negatively impacted in 2020 which may result in moderate increases to adverse credit quality and related provision for credit losses across the District. No loans were categorized as loss as of December 31, 2019, 2018 or 2017.

Overall, Bank and District Association managements did not expect nor did the portfolios experience significant deterioration in credit quality through 2019. Due to continued erosion of farm sector working capital, agricultural economic stress (primarily driven by low commodity prices) and uncertain trade policy, the downturn in credit quality has worsened within many sectors of the District's retail portfolio and has impacted retail borrower working capital. Given continued projected stress in the agriculture industry and the product mix within this retail portfolio, adverse credit quality and related allowance for loan losses and provision for loan losses may continue to increase.

| <b>Nonperforming Assets</b>                     |              |             |             |
|---|--------------|-------------|-------------|
| (in thousands)                                  |              |             |             |
| <b>December 31,</b>                             | <b>2019</b>  | <b>2018</b> | <b>2017</b> |
| <b>Nonaccrual Loans:</b>                        |              |             |             |
| Real estate mortgage                            | \$ 482,613   | \$ 454,787  | \$ 433,708  |
| Production and intermediate-term                | 257,621      | 224,889     | 256,946     |
| Agribusiness                                    | 67,218       | 60,166      | 18,381      |
| Rural infrastructure                            | 23,683       | 27,120      | —           |
| Rural residential real estate                   | 25,903       | 28,375      | 32,639      |
| Other   | 1,131        | 1,321       | 4,010       |
| Total nonaccrual loans                          | \$ 858,169   | \$ 796,658  | \$ 745,684  |
| <b>Accruing Restructured Loans:</b>             |              |             |             |
| Real estate mortgage                            | \$ 61,335    | \$ 59,329   | \$ 62,231   |
| Production and intermediate-term                | 16,315       | 17,867      | 24,483      |
| Agribusiness                                    | 3,937        | 3,004       | 3,173       |
| Rural residential real estate                   | 1,706        | 1,947       | 1,989       |
| Total accruing restructured loans               | \$ 83,293    | \$ 82,147   | \$ 91,876   |
| <b>Accruing Loans 90 Days or More Past Due:</b> |              |             |             |
| Real estate mortgage                            | \$ 3,010     | \$ 8,954    | \$ 1,119    |
| Production and intermediate-term                | 4,751        | 5,695       | 6,953       |
| Agribusiness                                    | 395          | —           | —           |
| Rural residential real estate                   | 84           | 337         | 563         |
| Other   | 38,303       | 27,257      | 17,518      |
| Total accruing loans 90 days or more past due   | \$ 46,543    | \$ 42,243   | \$ 26,153   |
| Total nonperforming loans                       | 988,005      | 921,048     | 863,713     |
| Other property owned                            | 31,492       | 47,267      | 12,295      |
| Total nonperforming assets                      | \$ 1,019,497 | \$ 968,315  | \$ 859,858  |

Note: Accruing loans include accrued interest receivable.

The Other category is primarily composed of certain assets originated under the Mission Related Investment authority and finance leases.

Overall, the increase in nonperforming assets has been driven primarily by declines in net farm income levels for certain borrowers within the District. Based on current forecasts for net farm income levels in certain agricultural production sectors, risk assets are expected to continue to rise. Nonperforming assets have primarily been concentrated in the real estate mortgage and production and intermediate-term sectors during the periods presented.

The increase in nonaccrual loans was mainly due to loans concentrated in the dairy, general crops, and ethanol sectors; offset by initiatives to remedy troubled accounts.



The increase in accrual loans 90 days or more past due was primarily due to increases in Mission Related loans, which are generally guaranteed by the United States Department of Agriculture, becoming 90 days or more past due at December 31, 2019, when compared to the same period of the prior year.

### Aging Analysis of Loans

| (in thousands)                   |                     |                          |                   |  |                       |  |
|----------------------------------|---------------------|--------------------------|-------------------|--|-----------------------|--|
| <b>As of December 31, 2019</b>   | 30-89 Days Past Due | 90 Days or More Past Due | Total Past Due    | Not Past Due or Less Than 30 Days Past Due | Total                 |  |
| Real estate mortgage             | \$ 158,010          | \$ 150,728               | \$ 308,738        | \$ 62,884,100                              | \$ 63,192,838         |  |
| Production and intermediate-term | 144,023             | 113,407                  | 257,430           | 28,159,618                                 | 28,417,048            |  |
| Agribusiness                     | 7,266               | 16,221                   | 23,487            | 15,028,558                                 | 15,052,045            |  |
| Rural infrastructure             | —                   | —                        | —                 | 3,611,039                                  | 3,611,039             |  |
| Rural residential real estate    | 43,215              | 5,843                    | 49,058            | 2,621,022                                  | 2,670,080             |  |
| Other                            | 118,637             | 39,258                   | 157,895           | 3,463,088                                  | 3,620,983             |  |
| <b>Total</b>                     | <b>\$ 471,151</b>   | <b>\$ 325,457</b>        | <b>\$ 796,608</b> | <b>\$ 115,767,425</b>                      | <b>\$ 116,564,033</b> |  |

  

| <b>As of December 31, 2018</b>   | 30-89 Days Past Due | 90 Days or More Past Due | Total Past Due    | Not Past Due or Less Than 30 Days Past Due | Total                 |  |
|----------------------------------|---------------------|--------------------------|-------------------|--|-----------------------|--|
| Real estate mortgage             | \$ 162,493          | \$ 116,328               | \$ 278,821        | \$ 60,293,800                              | \$ 60,572,621         |  |
| Production and intermediate-term | 211,265             | 109,034                  | 320,299           | 27,020,582                                 | 27,340,881            |  |
| Agribusiness                     | 6,230               | 3,808                    | 10,038            | 13,119,852                                 | 13,129,890            |  |
| Rural infrastructure             | —                   | —                        | —                 | 3,046,431                                  | 3,046,431             |  |
| Rural residential real estate    | 17,977              | 7,626                    | 25,603            | 2,697,941                                  | 2,723,544             |  |
| Other                            | 53,471              | 28,162                   | 81,633            | 3,502,208                                  | 3,583,841             |  |
| <b>Total</b>                     | <b>\$ 451,436</b>   | <b>\$ 264,958</b>        | <b>\$ 716,394</b> | <b>\$ 109,680,814</b>                      | <b>\$ 110,397,208</b> |  |

  

| <b>As of December 31, 2017</b>   | 30-89 Days Past Due | 90 Days or More Past Due | Total Past Due    | Not Past Due or Less Than 30 Days Past Due | Total                 |  |
|----------------------------------|---------------------|--------------------------|-------------------|--|-----------------------|--|
| Real estate mortgage             | \$ 151,533          | \$ 96,941                | \$ 248,474        | \$ 58,034,097                              | \$ 58,282,571         |  |
| Production and intermediate-term | 145,404             | 117,615                  | 263,019           | 26,449,591                                 | 26,712,610            |  |
| Agribusiness                     | 1,029               | 7,183                    | 8,212             | 11,370,607                                 | 11,378,819            |  |
| Rural infrastructure             | —                   | —                        | —                 | 2,456,008                                  | 2,456,008             |  |
| Rural residential real estate    | 19,956              | 9,173                    | 29,129            | 2,732,696                                  | 2,761,825             |  |
| Other                            | 66,149              | 19,836                   | 85,985            | 3,031,924                                  | 3,117,909             |  |
| <b>Total</b>                     | <b>\$ 384,071</b>   | <b>\$ 250,748</b>        | <b>\$ 634,819</b> | <b>\$ 104,074,923</b>                      | <b>\$ 104,709,742</b> |  |

Note: Accruing loans include accrued interest receivable.

The Other category is composed of certain assets originated under the Mission Related Investment authority, loans to other financing institutions, agricultural export finance and finance leases.

Past due loans have increased and are reflective of the overall credit quality in the portfolios.

## Changes in Allowance for Loan Losses and Year End Recorded Investments by Loan Type

| (in thousands)   | Real Estate<br>Mortgage | Production<br>and<br>Intermediate-<br>Term | Agribusiness  | Rural<br>Infrastructure | Rural<br>Residential<br>Real Estate | Other        | Total         |
|--|-------------------------|--|---------------|-------------------------|-------------------------------------|--------------|---------------|
| Allowance for loan losses:                                   |                         |  |               |                         |                                     |              |               |
| As of December 31, 2018                                      | \$ 226,295              | \$ 161,872                                 | \$ 72,745     | \$ 16,728               | \$ 7,767                            | \$ 5,365     | \$ 490,772    |
| Provision for (reversal of) credit losses                    | 3,286                   | 31,623                                     | 18,901        | 1,363                   | (940)                               | (2,215)      | 52,018        |
| Loan recoveries  | 2,989                   | 7,692                                      | 895           | —                       | 359                                 | —            | 11,935        |
| Loan charge-offs   | (2,598)                 | (23,732)                                   | (4,398)       | —                       | (588)                               | —            | (31,316)      |
| Reclassification from (to) reserve for unfunded commitments* | —                       | (3,744)                                    | —             | —                       | —                                   | —            | (3,744)       |
| Balance as of December 31, 2019                              | \$ 229,972              | \$ 173,711                                 | \$ 88,143     | \$ 18,091               | \$ 6,598                            | \$ 3,150     | \$ 519,665    |
| As of December 31, 2019                                      |                         |  |               |                         |                                     |              |               |
| Ending balance: individually evaluated for impairment        | 20,123                  | 33,373                                     | 24,873        | 7,606                   | 330                                 | 22           | 86,327        |
| Ending balance: collectively evaluated for impairment        | 209,849                 | 140,338                                    | 63,270        | 10,485                  | 6,268                               | 3,128        | 433,338       |
| <b>Recorded investment in loans outstanding:</b>             |                         |  |               |                         |                                     |              |               |
| Ending balance as of December 31, 2019                       | \$ 63,192,838           | \$ 28,417,048                              | \$ 15,052,045 | \$ 3,611,039            | \$ 2,670,080                        | \$ 3,620,983 | \$116,564,033 |
| Ending balance: individually evaluated for impairment        | 546,958                 | 278,687                                    | 71,550        | 23,683                  | 27,693                              | 39,434       | 988,005       |
| Ending balance: collectively evaluated for impairment        | 62,645,880              | 28,138,361                                 | 14,980,495    | 3,587,356               | 2,642,387                           | 3,581,549    | 115,576,028   |

| (in thousands)   | Real Estate<br>Mortgage | Production<br>and<br>Intermediate-<br>Term | Agribusiness  | Rural<br>Infrastructure | Rural<br>Residential<br>Real Estate | Other        | Total         |
|--|-------------------------|--|---------------|-------------------------|-------------------------------------|--------------|---------------|
| Allowance for loan losses:                                   |                         |  |               |                         |                                     |              |               |
| As of December 31, 2017                                      | \$ 196,748              | \$ 156,184                                 | \$ 54,817     | \$ 14,030               | \$ 8,965                            | \$ 5,315     | \$ 436,059    |
| Provision for (reversal of) credit losses                    | 36,757                  | 26,062                                     | 17,360        | 3,171                   | (366)                               | 50           | 83,034        |
| Loan recoveries  | 4,314                   | 5,582                                      | 688           | —                       | 582                                 | —            | 11,166        |
| Loan charge-offs   | (11,524)                | (24,020)                                   | (120)         | (473)                   | (1,414)                             | —            | (37,551)      |
| Reclassification from (to) reserve for unfunded commitments* | —                       | (1,936)                                    | —             | —                       | —                                   | —            | (1,936)       |
| Balance as of December 31, 2018                              | \$ 226,295              | \$ 161,872                                 | \$ 72,745     | \$ 16,728               | \$ 7,767                            | \$ 5,365     | \$ 490,772    |
| As of December 31, 2018                                      |                         |  |               |                         |                                     |              |               |
| Ending balance: individually evaluated for impairment        | 20,866                  | 30,214                                     | 25,351        | 7,619                   | 520                                 | 127          | 84,697        |
| Ending balance: collectively evaluated for impairment        | 205,428                 | 131,658                                    | 47,394        | 9,109                   | 7,247                               | 5,239        | 406,075       |
| <b>Recorded investment in loans outstanding:</b>             |                         |  |               |                         |                                     |              |               |
| Ending balance as of December 31, 2018                       | \$ 60,572,621           | \$ 27,340,881                              | \$ 13,129,890 | \$ 3,046,431            | \$ 2,723,543                        | \$ 3,583,842 | \$110,397,208 |
| Ending balance: individually evaluated for impairment        | 523,070                 | 248,451                                    | 63,170        | 27,120                  | 30,659                              | 28,578       | 921,048       |
| Ending balance: collectively evaluated for impairment        | 60,049,551              | 27,092,430                                 | 13,066,720    | 3,019,311               | 2,692,884                           | 3,555,264    | 109,476,160   |

| (in thousands)   | Real Estate<br>Mortgage | Production<br>and<br>Intermediate-<br>Term | Agribusiness  | Rural<br>Infrastructure | Rural<br>Residential<br>Real Estate | Other        | Total         |
|--|-------------------------|--|---------------|-------------------------|-------------------------------------|--------------|---------------|
| Allowance for loan losses:                                   |                         |  |               |                         |                                     |              |               |
| As of December 31, 2016                                      | \$ 158,779              | \$ 154,488                                 | \$ 47,067     | \$ 11,907               | \$ 10,220                           | \$ 4,293     | \$ 386,754    |
| Provision for (reversal of) credit losses                    | 55,770                  | 39,793                                     | 10,595        | 3,307                   | (541)                               | 1,117        | 110,041       |
| Loan recoveries  | 1,905                   | 10,993                                     | 3,816         | —                       | 612                                 | —            | 17,326        |
| Loan charge-offs   | (13,128)                | (29,695)                                   | (2,730)       | —                       | (1,274)                             | —            | (46,827)      |
| Adjustment due to merger                                     | (9,657)                 | (19,395)                                   | (3,931)       | (1,184)                 | (52)                                | (96)         | (34,315)      |
| Reclassification from (to) reserve for unfunded commitments* | —                       | 3,080                                      | —             | —                       | —                                   | —            | 3,080         |
| Balance as of December 31, 2017                              | \$ 193,669              | \$ 159,264                                 | \$ 54,817     | \$ 14,030               | \$ 8,965                            | \$ 5,314     | \$ 436,059    |
| As of December 31, 2017                                      |                         |  |               |                         |                                     |              |               |
| Ending balance: individually evaluated for impairment        | 13,638                  | 27,116                                     | 4,352         | —                       | 1,156                               | 813          | 47,075        |
| Ending balance: collectively evaluated for impairment        | 180,031                 | 132,148                                    | 50,465        | 14,030                  | 7,809                               | 4,501        | 388,984       |
| <b>Recorded investment in loans outstanding:</b>             |                         |  |               |                         |                                     |              |               |
| Ending balance as of December 31, 2017                       | \$ 58,282,571           | \$ 26,712,610                              | \$ 11,378,819 | \$ 2,456,008            | \$ 2,761,825                        | \$ 3,117,909 | \$104,709,742 |
| Ending balance: individually evaluated for impairment        | 497,058                 | 288,382                                    | 21,554        | —                       | 35,191                              | 21,528       | 863,713       |
| Ending balance: collectively evaluated for impairment        | 57,785,513              | 26,424,228                                 | 11,357,265    | 2,456,008               | 2,726,634                           | 3,096,380    | 103,846,028   |

\*Represents reclassifications between the allowance for loan losses and the reserve for unfunded commitments as a result of advances on or repayments of seasonal lines of credit or other loans.

## Investments

To maintain alignment with new FCA regulations effective January 1, 2019, certain financial instruments held by one District Association were reclassified from "Investment securities" to "Loans" in the Combined Statements of Condition. This reclassification was applied to December 31, 2018 and 2017 balances to conform to this revised presentation resulting in investments decreasing by \$1.4 billion and \$1.1 billion, respectively, and loans increasing by the same amounts.

AgriBank is responsible for meeting the District's funding, liquidity and asset/liability management needs. While access to the unsecured debt capital markets remains the District's primary source of liquidity, the Bank also maintains a secondary source of liquidity through a high-quality investment portfolio and other short-term liquid assets. The Bank typically holds these investments on an available-for-sale basis. Refer to the AgriBank 2019 Annual Report for additional information about the Bank's investment portfolio. District Associations have regulatory authority to enter into certain guaranteed investments, typically mortgage-backed or asset-backed securities, and are typically held to maturity. Refer to individual District Associations' 2019 annual reports for specific information about the investments at the District Associations. Investment securities held by AgriBank and District Associations are primarily debt securities that increase in value as interest rates fall.

| <b>Investment Information</b>     |                      |                   |                   |                      |
|-----------------------------------|----------------------|-------------------|-------------------|----------------------|
| (in thousands)                    | <b>Amortized</b>     | <b>Unrealized</b> | <b>Unrealized</b> | <b>Fair</b>          |
| <b>As of December 31, 2019</b>    | <b>Cost</b>          | <b>Gains</b>      | <b>Losses</b>     | <b>Value</b>         |
| AgriBank investments              | \$ 14,366,148        | \$ 32,148         | \$ 30,138         | \$ 14,368,158        |
| District Association investments  | 1,693,091            | 29,356            | 6,258             | 1,716,189            |
| <b>Total District investments</b> | <b>\$ 16,059,239</b> | <b>\$ 61,504</b>  | <b>\$ 36,396</b>  | <b>\$ 16,084,347</b> |
| (in thousands)                    | <b>Amortized</b>     | <b>Unrealized</b> | <b>Unrealized</b> | <b>Fair</b>          |
| <b>As of December 31, 2018</b>    | <b>Cost</b>          | <b>Gains</b>      | <b>Losses</b>     | <b>Value</b>         |
| AgriBank investments              | \$ 14,080,602        | \$ 9,739          | \$ 92,599         | \$ 13,997,742        |
| District Association investments  | 1,096,230            | 6,748             | 17,550            | 1,085,428            |
| <b>Total District investments</b> | <b>\$ 15,176,832</b> | <b>\$ 16,487</b>  | <b>\$ 110,149</b> | <b>\$ 15,083,170</b> |
| (in thousands)                    | <b>Amortized</b>     | <b>Unrealized</b> | <b>Unrealized</b> | <b>Fair</b>          |
| <b>As of December 31, 2017</b>    | <b>Cost</b>          | <b>Gains</b>      | <b>Losses</b>     | <b>Value</b>         |
| AgriBank investments              | \$ 14,461,641        | \$ 8,842          | \$ 84,028         | \$ 14,386,455        |
| District Association investments  | 1,035,941            | 5,081             | 12,918            | 1,028,104            |
| <b>Total District investments</b> | <b>\$ 15,497,582</b> | <b>\$ 13,923</b>  | <b>\$ 96,946</b>  | <b>\$ 15,414,559</b> |

## District Capital

AgriBank and District Associations believe a sound capital position is critical to long-term financial stability. AgriBank and District Associations maintain adequate capital to protect against unanticipated losses as well as to meet the District's growth needs. Total shareholders' equity increased \$1.2 billion, primarily resulting from net income for the year ended December 31, 2019, partially offset by patronage distributions declared.



## Accumulated Other Comprehensive Loss

(in thousands)

| December 31,                               | 2019         | 2018         | 2017         |
|--|--------------|--------------|--------------|
| Unrealized loss on investment securities   | \$ 2,010     | \$ (82,857)  | \$ (75,184)  |
| Derivatives and hedging activity           | (78,520)     | 34,005       | (10,121)     |
| Employee benefit plans activity            | (479,891)    | (473,623)    | (508,251)    |
| Total accumulated other comprehensive loss | \$ (556,401) | \$ (522,475) | \$ (593,556) |

The increase in accumulated other comprehensive loss (AOCL) in 2019 primarily relates to increased unrealized losses on pay fixed derivative instruments designated as cash flow hedges that decrease in value when interest rates fall. Conversely, the decreasing interest rate environment during the year ended December 31, 2019, resulted in increased fair values of certain investment securities helping to offset the overall increase in AOCL.

The Farm Credit Administration sets minimum regulatory capital requirements for Banks and Associations.

## Regulatory Capital Requirements and Ratios

| As of December 31, 2019                   | Primary Components of Numerator   | Regulatory Minimums | Minimum with Buffer <sup>(1)</sup> | Bank   | District Associations |
|---|---|---------------------|------------------------------------|--------|-----------------------|
| <b>Risk adjusted:</b>                     |   |                     |                                    |        |                       |
| Common equity tier 1 capital ratio (CET1) | Unallocated retained earnings (URE), common cooperative equities (qualifying capital stock and allocated equity)  | 4.5 %               | 7.0 %                              | 17.1 % | 15.0 % - 24.8%        |
| Tier 1 capital ratio                      | CET1 capital, non-cumulative perpetual preferred stock  | 6.0 %               | 8.5 %                              | 17.8 % | 15.5 % - 24.8%        |
| Total capital ratio                       | Tier 1 capital, allowance for loan losses <sup>(3)</sup> , common cooperative equities <sup>(4)</sup> and term preferred stock and subordinated debt <sup>(5)</sup> | 8.0 %               | 10.5 %                             | 17.9 % | 15.9 % - 25.1%        |
| Permanent capital ratio                   | Retained earnings, common stock, non-cumulative perpetual preferred stock and subordinated debt, subject to certain limits  | 7.0 %               | 7.0 %                              | 17.8 % | 15.9 % - 25.2%        |
| <b>Non-risk adjusted:</b>                 |   |                     |                                    |        |                       |
| Tier 1 leverage ratio                     | Tier 1 capital  | 4.0 %               | 5.0 %                              | 5.5 %  | 15.4 % - 21.7%        |
| UREE leverage ratio                       | URE and URE Equivalents   | 1.5 %               | 1.5 %                              | 3.0 %  | 14.8 % - 23.0%        |

<sup>(1)</sup> The 2.5% capital conservation buffer over risk-adjusted ratio minimums was phased in over three years under the FCA capital requirements. The phase in period ended on December 31, 2019.

<sup>(2)</sup> Equities outstanding 7 or more years

<sup>(3)</sup> Capped at 1.25% of risk-adjusted assets

<sup>(4)</sup> Outstanding 5 or more years, but less than 7 years

<sup>(5)</sup> Outstanding 5 or more years

## Employee Benefit Plans

Eligible employees of AgriBank as well as eligible employees of certain District Associations participate in various defined benefit retirement plans. The retirement plans are noncontributory, and the benefits are based on salary and years of service. As of January 1, 2007, the Bank and Associations froze participation in their defined benefit pension plans and offered defined contribution retirement plans to all employees hired subsequent to the freeze. In addition, AgriBank and certain District Associations provide certain healthcare and other postretirement benefits to eligible retired employees. Employees may become eligible for healthcare and other postretirement benefits if they reach normal retirement age while working for AgriBank or the District Associations.

## District Retirement Plans

| (in thousands)<br><b>December 31, 2019</b>         | Pension Benefits |               | Other<br>Benefits |
|--|------------------|---------------|-------------------|
|  | Qualified        | Non-qualified |                   |
| Projected benefit obligation                       | \$ 1,421,126     | \$ 45,015     | \$ 21,832         |
| Fair value of plan assets                          | 1,200,332        | —             | —                 |
| Unfunded status                                    | (220,794)        | (45,015)      | (21,832)          |
| Accumulated benefit obligation                     | \$ 1,298,942     | \$ 38,723     | N/A               |
| Assumptions used to determine benefit obligations: |                  |               |                   |
| Discount rate                                      | 3.3%             | 2.7%          | 2.20% - 3.21%     |
| Expected long-term rate of return                  | 5.8%             | N/A           | N/A               |
| Rate of compensation increase <sup>(1)(2)</sup>    | 6.8%             | 6.8%          | N/A               |

<sup>(1)</sup> Beginning in 2019 the rate of compensation increase for the pension benefits was modified to an age-based scale beginning at 6.8%, decreasing ultimately to 3.5%

<sup>(2)</sup> Beginning in 2019, the AgriBank District Pension Restoration Plan (non-qualified) generally follows the same rate of compensation increase assumption as the AgriBank District Restoration Plan unless an alternative assumption is deemed necessary for an individual participating entity. Alternative assumption elections were not material to the District combined non-qualified plan.

| (in thousands)<br><b>December 31, 2018</b>         | Pension Benefits |               | Other<br>Benefits |
|--|------------------|---------------|-------------------|
|  | Qualified        | Non-qualified |                   |
| Projected benefit obligation                       | \$ 1,272,063     | \$ 41,204     | \$ 20,600         |
| Fair value of plan assets                          | 997,613          | —             | —                 |
| Unfunded status                                    | (274,450)        | (41,204)      | (20,600)          |
| Accumulated benefit obligation                     | \$ 1,125,682     | \$ 33,215     | N/A               |
| Assumptions used to determine benefit obligations: |                  |               |                   |
| Discount rate                                      | 4.4%             | 4.0%          | 3.5% - 4.3%       |
| Expected long-term rate of return                  | 6.8%             | N/A           | N/A               |
| Rate of compensation increase                      | 5.3%             | 5.3%          | N/A               |

| (in thousands)<br><b>December 31, 2017</b>         | Pension Benefits |               | Other<br>Benefits |
|--|------------------|---------------|-------------------|
|  | Qualified        | Non-qualified |                   |
| Projected benefit obligation                       | \$ 1,371,013     | \$ 37,189     | \$ 21,044         |
| Fair value of plan assets                          | 1,018,497        | —             | —                 |
| Unfunded status                                    | (352,516)        | (37,189)      | (21,044)          |
| Accumulated benefit obligation                     | \$ 1,184,550     | \$ 29,844     | N/A               |
| Assumptions used to determine benefit obligations: |                  |               |                   |
| Discount rate                                      | 3.7%             | 3.1%          | 2.9% - 3.7%       |
| Expected long-term rate of return                  | 6.8%             | N/A           | N/A               |
| Rate of compensation increase                      | 5.3%             | 5.3%          | N/A               |

## Other Matters

District Associations and AgriBank conducted research related to repositioning many business services offered by AgriBank into a separate entity jointly owned by AgriBank and participating Associations. The long-term strategic objective of this initiative is to increase scale, improve operating efficiency, and enhance technology and business services. The FCA recently provided regulatory approval for the formation of the separate service entity, SunStream Business Services (SunStream) under Section 4.25 of the Farm Credit Act. Effective April 1, 2020, SunStream will be owned AgriBank and 11 District Associations and will provide services to its owners and certain other Farm Credit Institutions. SunStream will be combined in the AgriBank District financial information. All intra-District transactions will be eliminated upon combination, resulting in no significant change to the District-wide financial position or results of operations.

During the year ended December 31, 2019, management of one District Association concluded that a material weakness existed in their internal control over financial reporting. This material weakness was with regard to the Association's monitoring of regulatory compliance and covenant requirements of their General Financing Agreement with AgriBank. The Association has taken action to remediate the deficiency and enhance their monitoring of regulatory and covenant requirements. This material weakness was not deemed to have a material effect on the District as a whole.

### Select Information on AgriBank District Associations

(in thousands)

| As of December 31, 2019                       | Wholesale<br>Loan Amount | % of Wholesale<br>Portfolio | Total Assets         | Total<br>Allowance<br>and Capital | Total<br>Regulatory<br>Capital Ratio | Nonperforming <sup>(1)</sup><br>as a % of Total<br>Loans | Return on<br>Assets |
|---|--------------------------|-----------------------------|----------------------|-----------------------------------|--------------------------------------|--|---------------------|
| Farm Credit Services of America               | \$24,780,930             | 27.8%                       | \$31,268,565         | \$6,075,179                       | 17.2 %                               | 0.9 %  | 2.2 %               |
| Farm Credit Mid-America                       | 19,634,081               | 22.1%                       | 25,003,283           | 5,019,456                         | 21.2 %                               | 1.3 %  | 1.8 %               |
| Compeer Financial <sup>(2)</sup>              | 17,940,024               | 20.2%                       | 22,183,933           | 3,885,914                         | 16.0 %                               | 0.8 %  | 1.9 %               |
| GreenStone Farm Credit Services               | 7,748,606                | 8.7%                        | 9,728,263            | 1,874,166                         | 17.6 %                               | 0.8 %  | 2.2 %               |
| AgCountry Farm Credit Services <sup>(2)</sup> | 6,248,820                | 7.0%                        | 8,181,525            | 1,826,798                         | 18.9 %                               | 0.3 %  | 2.0 %               |
| FCS Financial                                 | 3,577,406                | 4.0%                        | 4,562,212            | 930,616                           | 18.4 %                               | 0.3 %  | 1.9 %               |
| Farm Credit Illinois                          | 3,441,433                | 3.9%                        | 4,521,527            | 1,026,913                         | 20.2 %                               | 0.2 %  | 1.7 %               |
| AgHeritage Farm Credit Services               | 1,181,941                | 1.3%                        | 1,525,315            | 331,664                           | 18.4 %                               | 0.7 %  | 2.0 %               |
| Farm Credit Services of Western Arkansas      | 1,146,921                | 1.3%                        | 1,490,409            | 307,469                           | 20.2 %                               | 0.9 %  | 1.9 %               |
| Farm Credit Services of North Dakota          | 1,017,166                | 1.1%                        | 1,350,450            | 324,633                           | 20.1 %                               | 0.6 %  | 2.0 %               |
| Farm Credit Services of Mandan                | 1,016,564                | 1.1%                        | 1,310,132            | 279,874                           | 17.8 %                               | 0.2 %  | 2.1 %               |
| Farm Credit Midsouth                          | 742,342                  | 0.8%                        | 990,889              | 235,696                           | 20.2 %                               | 0.1 %  | 2.0 %               |
| Farm Credit Southeast Missouri                | 557,241                  | 0.6%                        | 732,634              | 162,411                           | 20.9 %                               | 0.1 %  | 2.3 %               |
| Delta Agricultural Credit Association         | 34,665                   | 0.1%                        | 45,029               | 9,987                             | 25.1 %                               | 0.7 %  | 0.8 %               |
| Total   | <u>\$89,068,140</u>      | <u>100.0%</u>               | <u>\$112,894,166</u> | <u>\$22,290,776</u>               |                                      |  |                     |

<sup>(1)</sup> Nonperforming loans are comprised of nonaccrual loans, accruing restructured loans and accruing loans 90 days or more past due.

<sup>(2)</sup> Loan amounts do not include fair value adjustments due to merger.

**Combined Balance Sheets**  
AgriBank, FCB and District Associations

(unaudited)

(in thousands)

| <b>December 31,</b>  | <b>2019</b>    | <b>2018</b>    | <b>2017</b>    |
|--|----------------|----------------|----------------|
| <b>Assets</b>  |                |                |                |
| Cash   | \$ 740,810     | \$ 670,856     | \$ 571,445     |
| Federal funds and securities purchased under resale agreements | 1,050,000      | 1,698,100      | 676,300        |
| Investments  | 16,061,249     | 15,093,972     | 15,422,396     |
| Loans  | 115,179,594    | 109,081,975    | 103,583,191    |
| Allowance for loan losses                                      | 519,665        | 490,772        | 436,059        |
| Net loans  | 114,659,929    | 108,591,203    | 103,147,132    |
| Accrued interest receivable                                    | 1,433,680      | 1,357,081      | 1,160,514      |
| Premises and equipment, net                                    | 658,150        | 577,523        | 516,331        |
| Other assets   | 629,043        | 610,426        | 647,572        |
| Total assets   | \$ 135,232,861 | \$ 128,599,161 | \$ 122,141,690 |
| <b>Liabilities</b>   |                |                |                |
| Bonds and notes  | \$ 107,118,958 | \$ 102,181,163 | \$ 97,293,981  |
| Member investment bonds  | 1,207,874      | 942,181        | 1,019,963      |
| Accrued interest payable                                       | 408,135        | 405,784        | 288,978        |
| Patronage distribution payable                                 | 879,177        | 732,471        | 549,617        |
| Other liabilities  | 891,881        | 847,472        | 908,787        |
| Total liabilities  | 110,506,025    | 105,109,071    | 100,061,326    |
| <b>Shareholders' equity</b>                                    |                |                |                |
| Preferred stock  | 350,000        | 350,000        | 350,000        |
| Capital stock and participation certificates                   | 315,806        | 311,527        | 294,949        |
| Additional paid-in capital                                     | 2,084,988      | 2,084,988      | 2,084,988      |
| Allocated retained earnings                                    | 374,125        | 426,967        | 523,252        |
| Unallocated retained earnings                                  | 22,083,612     | 20,771,011     | 19,356,250     |
| Accumulated other comprehensive loss                           | (556,401)      | (522,475)      | (593,556)      |
| Noncontrolling interest  | 74,706         | 68,072         | 64,481         |
| Total shareholders' equity                                     | 24,726,836     | 23,490,090     | 22,080,364     |
| Total liabilities and shareholders' equity                     | \$ 135,232,861 | \$ 128,599,161 | \$ 122,141,690 |



**Combined Statements of Income**  
AgriBank, FCB and District Associations

(unaudited)

(in thousands)

| For the year ended December 31,                       | 2019         | 2018         | 2017         |
|---|--------------|--------------|--------------|
| <b>Interest Income</b>                                |              |              |              |
| Loans   | \$ 5,279,393 | \$ 4,824,300 | \$ 4,258,378 |
| Investment securities                                 | 440,817      | 362,395      | 235,645      |
| Total interest income                                 | 5,720,210    | 5,186,695    | 4,494,023    |
| <b>Interest Expense</b>                               | 2,461,437    | 2,091,129    | 1,500,068    |
| Net interest income                                   | 3,258,773    | 3,095,566    | 2,993,955    |
| Provision for credit losses                           | 52,018       | 83,034       | 110,041      |
| Net interest income after provision for credit losses | 3,206,755    | 3,012,532    | 2,883,914    |
| <b>Non-interest income</b>                            |              |              |              |
| Net fee income  | 67,705       | 65,315       | 62,376       |
| Financially related services income                   | 170,924      | 168,686      | 170,708      |
| Net gains on sales of investments and other assets    | 1,986        | 1,504        | 1,537        |
| Mineral income  | 53,638       | 67,185       | 45,795       |
| Allocated Insurance Reserve Accounts                  | 25,526       | 65,941       | —            |
| Other (loss) income                                   | (6,088)      | 9,814        | 17,712       |
| Total non-interest income                             | 313,691      | 378,445      | 298,128      |
| <b>Non-interest expense</b>                           |              |              |              |
| Salaries and employee benefits                        | 773,340      | 734,576      | 734,332      |
| Occupancy and equipment                               | 125,701      | 105,997      | 98,316       |
| Purchased services                                    | 83,207       | 77,180       | 60,363       |
| Farm Credit System Insurance Corporation expense      | 85,533       | 81,201       | 130,437      |
| Other expense   | 240,495      | 241,463      | 215,997      |
| Total non-interest expense                            | 1,308,276    | 1,240,417    | 1,239,445    |
| Income before income taxes                            | 2,212,170    | 2,150,560    | 1,942,597    |
| <b>Provision for income taxes</b>                     | 32,128       | 21,057       | 18,699       |
| Net income  | \$ 2,180,042 | \$ 2,129,503 | \$ 1,923,898 |

## DISTRICT ASSOCIATIONS

Farm Credit Associations provide farmers with the capital they need to support their business success.

AgriBank supports the following 14 Farm Credit Associations that serve rural communities and agriculture in 15 states. Under our cooperative structure, the farmers, ranchers and agribusinesses Farm Credit serves own these local Associations, which in turn are the primary customers and owners of AgriBank.



**AgCountry Farm Credit Services, ACA**  
1900 44th St. S.  
Fargo, ND 58108  
(701) 282-9494  
[www.agcountry.com](http://www.agcountry.com)



**AgHeritage Farm Credit Services, ACA**  
119 E. Third St., Suite 200  
Little Rock, AR 72201  
(800) 299-2290  
[www.agheritagefcs.com](http://www.agheritagefcs.com)



**Compeer Financial, ACA**  
2600 Jenny Wren Trail  
Sun Prairie, WI 53590  
(844) 426-6733  
[www.compeer.com](http://www.compeer.com)



**Delta Agricultural Credit Association**  
118 E. Speedway  
Dermott, AR 71638  
(870) 538-3258  
[www.deltaaca.com](http://www.deltaaca.com)



**FCS Financial, ACA**  
1934 E. Miller St.  
Jefferson City, MO 65101  
(573) 635-7956  
[www.myfcsfinancial.com](http://www.myfcsfinancial.com)



**Farm Credit Illinois, ACA**  
1100 Farm Credit Drive  
Mahomet, IL 61853  
(217) 590-2200  
[www.farmcreditiil.com](http://www.farmcreditiil.com)



**Farm Credit Mid-America, ACA**  
12501 Lakefront Place  
Louisville, KY 40299  
(502) 420-3700  
[www.e-farmcredit.com](http://www.e-farmcredit.com)



**Farm Credit Midsouth, ACA**  
3000 Prosperity Drive  
Jonesboro, AR 72404  
(870) 932-2288  
[www.farmcreditmidsouth.com](http://www.farmcreditmidsouth.com)



**Farm Credit Services of America, ACA**  
5015 S. 118th St.  
Omaha, NE 68137  
(402) 348-3333  
[www.fcsamerica.com](http://www.fcsamerica.com)



**Farm Credit Services of Mandan, ACA**  
1600 Old Red Trail  
Mandan, ND 58554  
(701) 663-6487  
[www.farmcreditmandan.com](http://www.farmcreditmandan.com)



**Farm Credit Services of North Dakota, ACA**  
1400 31st Ave. S.W.  
Minot, ND 58701  
(701) 852-1265  
[www.farmcreditnd.com](http://www.farmcreditnd.com)



**Farm Credit Services of Western Arkansas, ACA**  
3115 W. 2nd Court  
Russellville, AR 72801  
(479) 968-1434  
[www.myaglender.com](http://www.myaglender.com)



**Farm Credit Southeast Missouri, ACA**  
1116 N. Main St.  
Sikeston, MO 63801  
(573) 471-0342  
[www.farmcreditsemo.com](http://www.farmcreditsemo.com)



**GreenStone Farm Credit Services, ACA**  
3515 West Road  
East Lansing, MI 48823  
(800) 968-0061  
[www.greenstonefcs.com](http://www.greenstonefcs.com)

