

# **2016 Annual Report**



**Delta Agricultural Credit  
Association**

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# CONSOLIDATED FIVE-YEAR SUMMARY OF SELECTED FINANCIAL DATA

Delta Agricultural Credit Association

(dollars in thousands)

	2016	2015	2014	2013	2012
<b>Statement of Condition Data</b>					
Loans	\$ 50,458	\$ 49,506	\$ 41,364	\$ 31,886	\$ 30,409
Allowance for loan losses	105	121	69	70	114
Net loans	50,353	49,385	41,295	31,816	30,295
Investment in AgriBank, FCB	1,196	1,196	1,196	1,196	1,196
Other assets	1,550	1,687	1,111	910	964
Total assets	\$ 53,099	\$ 52,268	\$ 43,602	\$ 33,922	\$ 32,455
Obligations with maturities of one year or less	\$ 43,144	\$ 43,157	\$ 35,027	\$ 25,948	\$ 24,841
Total liabilities	43,144	43,157	35,027	25,948	24,841
Protected members' equity	12	12	13	13	14
Capital stock and participation certificates	1,760	1,712	1,827	1,706	1,739
Unallocated surplus	8,183	7,387	6,735	6,255	5,861
Total members' equity	9,955	9,111	8,575	7,974	7,614
Total liabilities and members' equity	\$ 53,099	\$ 52,268	\$ 43,602	\$ 33,922	\$ 32,455
<b>Statement of Income Data</b>					
Net interest income	\$ 1,928	\$ 1,909	\$ 1,525	\$ 1,373	\$ 1,449
Provision for loan losses	5	53	8	34	51
Other expenses, net	987	1,094	917	845	752
Net income	\$ 936	\$ 762	\$ 600	\$ 494	\$ 646
<b>Key Financial Ratios</b>					
Return on average assets	1.7%	1.5%	1.6%	1.4%	1.9%
Return on average members' equity	9.7%	8.6%	7.2%	6.3%	8.7%
Net interest income as a percentage of average earning assets	3.6%	3.9%	4.2%	4.2%	4.5%
Members' equity as a percentage of total assets	18.7%	17.4%	19.7%	23.5%	23.5%
Net charge-offs as a percentage of average loans	0.0%	0.0%	0.0%	0.2%	0.1%
Allowance for loan losses as a percentage of loans	0.2%	0.2%	0.2%	0.2%	0.4%
Permanent capital ratio	22.5%	21.0%	23.3%	23.5%	23.2%
Total surplus ratio	17.8%	16.5%	17.8%	17.8%	17.3%
Core surplus ratio	17.7%	16.3%	16.8%	16.8%	16.4%
<b>Net Income Distributed</b>					
Patronage distributions:					
Cash	\$ 110	\$ 120	\$ 100	\$ 200	\$ 99

# MANAGEMENT'S DISCUSSION AND ANALYSIS

*Delta Agricultural Credit Association*

The following commentary reviews the consolidated financial condition and consolidated results of operations of Delta Agricultural Credit Association (the Association) and its subsidiaries, Delta Agricultural Credit Association, FLCA and Delta Agricultural Credit Association PCA (subsidiaries) and provides additional specific information. The accompanying Consolidated Financial Statements and Notes to the Consolidated Financial Statements also contain important information about our financial condition and results of operations.

The Farm Credit System (System) is a nationwide system of cooperatively owned banks and associations established by Congress to meet the credit needs of American agriculture. As of January 1, 2017, the System consisted of three Farm Credit Banks, one Agricultural Credit Bank, and 73 customer-owned cooperative lending institutions (associations). The System serves all 50 states, Washington D.C., and Puerto Rico. This network of financial cooperatives is owned and governed by the rural customers the System serves.

AgriBank, FCB (AgriBank), a System bank, and its affiliated Associations are collectively referred to as the AgriBank Farm Credit District (AgriBank District or the District). We are an affiliated Association in the District.

The Farm Credit Administration (FCA) is authorized by Congress to regulate the System. The Farm Credit System Insurance Corporation (FCSIC) ensures the timely payment of principal and interest on Systemwide debt obligations and the retirement of protected borrower capital at par or stated value.

Due to the nature of our financial relationship with AgriBank, the financial condition and results of operations of AgriBank materially impact our members' investment. To request free copies of the AgriBank or the AgriBank District financial reports, contact us at:

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P.O. Box 750  
Dermott, AR 71638  
(870) 538-3258  
www.deltaaca.com

AgriBank, FCB  
30 East 7<sup>th</sup> Street, Suite 1600  
St. Paul, MN 55101  
(651) 282-8800  
www.agribank.com  
financialreporting@agribank.com

Our Annual Report is available on our website no later than 75 days after the end of the calendar year and members are provided a copy of such report no later than 90 days after the end of the calendar year. The Quarterly Reports are available on our website no later than 40 days after the end of each calendar quarter. To request free copies of our Annual or Quarterly Reports, contact us as stated above.

## FORWARD-LOOKING INFORMATION

This Annual Report includes forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties, and assumptions that are difficult to predict. Words such as "anticipate", "believe", "estimate", "may", "expect", "intend", "outlook", and similar expressions are used to identify such forward-looking statements. These statements reflect our current views with respect to future events. However, actual results may differ materially from our expectations due to a number of risks and uncertainties which may be beyond our control. These risks and uncertainties include, but are not limited to:

- Political, legal, regulatory, financial markets, international, and economic conditions and developments in the United States (U.S.) and abroad
- Economic fluctuations in the agricultural and farm-related business sectors
- Unfavorable weather, disease, and other adverse climatic or biological conditions that periodically occur and impact agricultural productivity and income
- Changes in U.S. government support of the agricultural industry and the System as a government-sponsored enterprise, as well as investor and rating agency actions relating to events involving the U.S. government, other government-sponsored enterprises, and other financial institutions
- Actions taken by the Federal Reserve System in implementing monetary policy
- Credit, interest rate, and liquidity risks inherent in our lending activities
- Changes in our assumptions for determining the allowance for loan losses and fair value measurements

## AGRICULTURAL AND ECONOMIC CONDITIONS

Our territory is located in rural southeast Arkansas. Crop, timber, and poultry production are the primary agricultural enterprises that influence our association's portfolio. Governmental, economic, environmental, and social forces continue to express volatile traits. Globalization, low interest rates, and volatility forces have become less of an influence on local agriculture and timberland values. The weather pattern for 2016 was less favorable at the closing of the crop production season resulting in erratic crop yields.

The local field crop and cattle economy is experiencing some stress. The field crops have had a couple of years of unbalanced income and expense. The current farm bill and previous strong crop earnings have provided some cushion to the sharp decline of field crop commodity prices. The crop land rents have declined slightly and are basically tied to the equivalence of the predominant share crop rent values. Crop rents are, however, still attractive to land owners. The beef cattle industry also experienced a dramatic drop in live cattle prices in 2016. Beef cattle prices are recovering from the lows in late 2016.

Poultry production continues to show profitable margins but new grower contracts have declined significantly. The overall livestock, poultry, timber, and field crop economies are sustainable. The farm, poultry, and timberland real estate values are stable. Presently, our Farm Credit Association is enjoying a profitable economic environment.

## LOAN PORTFOLIO

### Loan Portfolio

Total loans were \$50.5 million at December 31, 2016, an increase of \$952 thousand from December 31, 2015.

#### Components of Loans

(in thousands)

As of December 31	2016	2015	2014
Accrual loans:			
Real estate mortgage	\$ 36,646	\$ 35,749	\$ 29,035
Production and intermediate term	13,779	13,462	12,236
Rural residential real estate	33	42	48
Nonaccrual loans	--	253	45
Total loans	<u>\$ 50,458</u>	<u>\$ 49,506</u>	<u>\$ 41,364</u>

The increase in total loans from December 31, 2015 was primarily due to an increase in our real estate mortgage portfolio related to poultry enterprise financing.

We offer variable, fixed, and adjustable interest rate loan programs to our borrowers. We determine interest margins charged on each lending program based on cost of funds, credit risk, market conditions, and the need to generate sufficient earnings.

#### Portfolio Distribution

We are chartered to serve certain counties in Arkansas. Approximately 95.9% of our total loan portfolio was in Ashley, Bradley, Chicot, Desha, Drew, and Lincoln counties at December 31, 2016.

#### Agricultural Concentrations

As of December 31	2016	2015	2014
Poultry and eggs	47.7%	45.6%	39.3%
Cash grains	30.9%	33.1%	35.4%
Forestry	6.2%	5.6%	6.6%
Farm supplies	4.0%	5.0%	5.5%
Beef	4.2%	4.5%	6.1%
Fish	1.7%	1.9%	2.1%
Other	5.3%	4.3%	5.0%
Total	<u>100.0%</u>	<u>100.0%</u>	<u>100.0%</u>

Commodities are based on the borrower's primary intended commodity at the time of loan origination and may change due to borrower business decisions as a result of changes in weather, prices, input costs, and other circumstances.

Our production and intermediate term loan portfolio shows some seasonality. Borrowings increase throughout the planting and growing seasons to meet farmers' operating and capital needs. These 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.

#### Portfolio Credit Quality

The credit quality of our portfolio remained stable from December 31, 2015. Adversely classified loans at December 31, 2016 and 2015 were negligible. Adversely classified loans are loans we have identified as showing some credit weakness outside our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, government guarantee programs are used to reduce the risk of loss. At December 31, 2016, \$25.1 million of our loans were, to some level, guaranteed under these government programs.

## Risk Assets

### Components of Risk Assets

(dollars in thousands)

As of December 31	2016	2015	2014
Loans:			
Nonaccrual	\$ --	\$ 253	\$ 45
Accruing restructured	--	--	--
Accruing loans 90 days or more past due	--	--	--
Total risk loans	--	253	45
Other property owned	--	--	--
Total risk assets	\$ --	\$ 253	\$ 45
Total risk loans as a percentage of total loans	--	0.5%	0.1%
Nonaccrual loans as a percentage of total loans	--	0.5%	0.1%
Total delinquencies as a percentage of total loans	--	0.0%	0.1%

Note: Accruing loans include accrued interest receivable.

Our risk assets have decreased from December 31, 2015 and we no longer have any risk assets at December 31, 2016.

The decrease in nonaccrual loans was due to repayments and charge-offs during the second quarter of 2016.

### Allowance for Loan Losses

The allowance for loan losses is an estimate of losses on loans in our portfolio as of the financial statement date. We determine the appropriate level of allowance for loan losses based on the periodic evaluation of factors such as loan loss history, estimated probability of default, estimated loss severity, portfolio quality, and current economic and environmental conditions.

#### Allowance Coverage Ratios

As of December 31	2016	2015	2014
Allowance as a percentage of:			
Loans	0.2%	0.2%	0.2%
Nonaccrual loans	--	47.8%	153.3%
Total risk loans	--	47.8%	153.3%
Adverse assets to risk funds	0.6%	0.3%	0.0%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at December 31, 2016.

Additional loan information is included in Notes 3, 9, 10, and 11 to the accompanying Consolidated Financial Statements.

## RESULTS OF OPERATIONS

### Profitability Information

(dollars in thousands)

For the year ended December 31	2016	2015	2014
Net income	\$ 936	\$ 762	\$ 600
Return on average assets	1.7%	1.5%	1.6%
Return on average members' equity	9.7%	8.6%	7.2%

Changes in the chart above relate directly to:

- Changes in income discussed below
- Changes in assets discussed in the Loan Portfolio section
- Changes in capital discussed in the Capital Adequacy section

### Changes in Significant Components of Net Income

(in thousands)	For the year ended December 31			Increase (decrease) in net income	
	2016	2015	2014	2016 vs 2015	2015 vs 2014
Net interest income	\$ 1,928	\$ 1,909	\$ 1,525	\$ 19	\$ 384
Provision for loan losses	5	53	8	48	(45)
Patronage income	217	108	109	109	(1)
Other income (expense), net	9	(47)	13	56	(60)
Operating expenses	1,212	1,155	1,039	(57)	(116)
Provision for income taxes	1	--	--	(1)	--
Net income	\$ 936	\$ 762	\$ 600	\$ 174	\$ 162

### Net Interest Income

#### Changes in Net Interest Income

(in thousands)	For the year ended December 31	
	2016 vs 2015	2015 vs 2014
Changes in volume	\$ 140	\$ 501
Changes in interest rates	(119)	(119)
Changes in nonaccrual income and other	(2)	2
Net change	\$ 19	\$ 384

We had no net interest income included in income on nonaccrual loans in 2016 and 2014, while we had net interest income included in income on nonaccrual loans that totaled \$2 thousand in 2015. Nonaccrual income is recognized when received in cash, collection of the recorded investment is fully expected, and prior charge-offs have been recovered.

Net interest margin (net interest income as a percentage of average earning assets) was 3.6%, 3.9%, and 4.2% in 2016, 2015, and 2014, respectively. We expect margins to further compress in the future if interest rates continue to rise and competition increases.

### Provision for Loan Losses

The fluctuation in the provision for loan losses was related to our estimate of losses in our portfolio for the applicable years. The decrease in the provision for loan losses in 2016 was related to the reduction in risk assets. Additional discussion is included in Note 3 to the accompanying Consolidated Financial Statements.

### Patronage Income

We received patronage income based on the average balance of our note payable to AgriBank. The patronage rates were 25.6 basis points, 26.0 basis points, and 33.5 basis points in 2016, 2015, and 2014, respectively. We recorded patronage income of \$117 thousand, \$99 thousand, and \$98 thousand in 2016, 2015, and 2014, respectively.

We also received patronage related to an increase in the wholesale spread on our note payable.

We received another component of patronage, referred to as equalization income, from AgriBank. The quarterly average balance of stock in excess of our AgriBank required investment was used to determine this amount. Additionally, we earned equalization on any stock investment in AgriBank required to be held when our growth exceeded a targeted growth rate. The equalization rate is targeted at the average cost of funds for all affiliated Associations as a group. Equalization income totaled \$4 thousand, \$6 thousand, and \$8 thousand in 2016, 2015, and 2014, respectively.

Patronage and equalization distributions for the programs discussed above are declared solely at the discretion of AgriBank's Board of Directors.

### Other Income, Net

The change in other income (expense), net was primarily related to the decrease in wholesale lending fees on poultry construction escrow account balances.

## Operating Expenses

### Components of Operating Expenses

(dollars in thousands)

For the year ended December 31	2016	2015	2014
Salaries and employee benefits	\$ 776	\$ 786	\$ 695
Purchased and vendor services	191	173	152
Communications	23	12	11
Occupancy and equipment	34	37	36
Advertising and promotion	34	35	30
Examination	20	20	20
Farm Credit System insurance	45	27	24
Other	89	65	71
Total operating expenses	\$ 1,212	\$ 1,155	\$ 1,039
Operating rate	2.3%	2.4%	2.8%

Purchased and vendor services increased primarily due to an increase in Human Resources services purchased.

Other expenses increased primarily due to an increase in abstract and filing fees.

We have been notified by our regulator, the FCA, that our examination fees are expected to substantially increase in 2017.

FCSIC insurance expense increased in 2016 primarily due to an increase in the premium rate charged by FCSIC on accrual loans from 13 basis points in 2015 to 16 basis points for the first half and 18 basis points for the second half of 2016. The FCSIC has announced premiums will decrease to 15 basis points for 2017. The FCSIC Board meets periodically throughout the year to review premium rates and has the ability to change these rates at any time.

## FUNDING AND LIQUIDITY

We borrow from AgriBank, under a note payable, in the form of a line of credit, as described in Note 5 to the accompanying Consolidated Financial Statements. This line of credit is our primary source of liquidity and is used to fund operations and meet current obligations. At December 31, 2016, we had \$17.2 million available under our line of credit. We generally apply excess cash to this line of credit.

### Note Payable Information

(dollars in thousands)

For the year ended December 31	2016	2015	2014
Average balance	\$ 45,689	\$ 38,226	\$ 29,352
Average interest rate	2.3%	1.9%	1.6%

The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as we are a stockholder of AgriBank, we expect this borrowing relationship to continue into the foreseeable future. Our other source of lendable funds is from unallocated surplus.

## CAPITAL ADEQUACY

Total members' equity increased \$844 thousand from December 31, 2015, primarily due to net income for the year and an increase in capital stock and participation certificates partially offset by patronage distribution accruals.

### Members' Equity Position Information

(dollars in thousands)

As of December 31	2016	2015	2014	Regulatory Minimums
Members' equity	\$ 9,955	\$ 9,111	\$ 8,575	
Surplus as a percentage of members' equity	82.2%	81.1%	78.5%	
Permanent capital ratio	22.5%	21.0%	23.3%	7.0%
Total surplus ratio	17.8%	16.5%	17.8%	7.0%
Core surplus ratio	17.7%	16.3%	16.8%	3.5%

Our capital plan is designed to maintain an adequate amount of surplus and allowance for loan losses which represents our reserve for adversity prior to impairment of stock. We manage our capital to allow us to meet member needs and protect member interests, both now and in the future.

Additional discussion of these regulatory ratios, along with discussion of new regulations and capital requirements which became effective January 1, 2017 are included in the Regulatory Matters section and in Note 6 to the accompanying Consolidated Financial Statements.



In addition to these regulatory requirements, we establish an optimum common equity tier 1 (CET1) target. This target allows us to maintain a capital base adequate for future growth and investment in new products and services. The target is subject to revision as circumstances change. As of December 31, 2016, our optimum minimum CET1 target was 9% as defined in our 2017 capital plan. We anticipate that we will exceed all regulatory requirements, including the capital conservation buffer. Further, we expect we will be within a reasonable range of our optimum target for capital adequacy.

The changes in our capital ratios reflect changes in capital and assets. Refer to the Loan Portfolio for further discussion of the changes in assets. Additional members' equity information is included in Note 6 to the accompanying Consolidated Financial Statements.

## **RELATIONSHIP WITH AGRIBANK**

### **Borrowing**

We borrow from AgriBank to fund our lending operations in accordance with the Farm Credit Act. Approval from AgriBank is required for us to borrow elsewhere. A General Financing Agreement (GFA), as discussed in Note 5 to the accompanying Consolidated Financial Statements, governs this lending relationship.

The components of cost of funds under the GFA include:

- A marginal cost of debt component
- A spread component, which includes cost of servicing, cost of liquidity, and bank profit
- A risk premium component, if applicable

In the periods presented, we were not subject to the risk premium component. Effective January 1, 2017, we are subject to a 2 basis point risk premium. If we meet certain measures by the end of 2017, we are able to earn back all or a portion of the 2017 risk premium amount. Certain factors may impact our cost of funds, which primarily includes market interest rate changes impacting marginal cost of debt as well as changes to pricing methodologies impacting the spread components described above.

The marginal cost of debt approach simulates matching the cost of underlying debt with similar terms as the anticipated terms of our loans to borrowers. This approach substantially protects us from market interest rate risk. We may occasionally engage in funding strategies that result in limited interest rate risk with approval by AgriBank's Asset Liability Committee.

### **Investment**

We are required to invest in AgriBank capital stock as a condition of borrowing. This investment may be in the form of purchased stock or stock representing distributed AgriBank surplus. As of December 31, 2016, we were required by AgriBank to maintain an investment equal to 2.25% of the average quarterly balance of our note payable to AgriBank plus an additional 1.0% on growth that exceeded a targeted rate. AgriBank's current bylaws allow AgriBank to increase the required investment to 4.0%. In December 2016, AgriBank's Board approved the 2017 capital plan, which amended the required stock investments for affiliated Associations, effective January 1, 2017. The new required investment will be the lesser of 4.0% or a multiple component calculation based on a percentage of our average quarterly balance of our note payable to AgriBank with a higher percentage on balances above a sustainable growth rate and includes a component for additional investments under the asset pool program. The 2017 component requirements are currently 2.25% on average note payable, with an additional 4.5% on growth in excess of a 5.5% sustainable growth rate and an 8% investment under the asset pool program.

At December 31, 2016, our entire investment in AgriBank consisted of stock representing distributed AgriBank surplus. For the periods presented in this report, we have received no dividend income on this stock investment and we do not anticipate any in future years.

### **Patronage**

We receive different types of discretionary patronage from AgriBank, which is paid in cash. AgriBank's Board of Directors sets the level of:

- Patronage on our note payable with AgriBank
- Equalization income based on our excess stock or growth required stock investment in AgriBank

### **Purchased Services**

We purchase various services from AgriBank including certain financial and retail systems, financial reporting services, technology services, and insurance services.

The total cost of services we purchased from AgriBank was \$79 thousand, \$72 thousand, and \$67 thousand in 2016, 2015, and 2014, respectively. Costs of services purchased from AgriBank are partially dependent on the number of clients, if the number of clients decreases, the cost of services may increase.

### **Impact on Members' Investment**

Due to the nature of our financial relationship with AgriBank, the financial condition and results of operations of AgriBank materially impact our members' investment.

## OTHER RELATIONSHIPS AND PROGRAMS

### Relationships with Other Farm Credit Institutions

**Insight Technology Unit:** We participate in the Insight Technology Unit (Insight) with certain other AgriBank District associations to facilitate the development and maintenance of certain retail technology systems essential to providing credit to our borrowers. Insight is governed by representatives of each participating association. The expenses are shared pro rata based on the number of loans and leases of each participant.

**Farm Credit Foundations:** We have a relationship with Farm Credit Foundations (Foundations) which involves purchasing human resource information systems, and benefit, payroll, and workforce management services. As of December 31, 2016, 2015, and 2014, our investment in Foundations was \$7 thousand. The total cost of services we purchased from Foundations was \$47 thousand, \$39 thousand, and \$36 thousand in 2016, 2015, and 2014, respectively.

## REGULATORY MATTERS

### Regulatory Capital Requirements

Effective January 1, 2017, the regulatory capital requirements for System banks and associations were modified. The stated objectives of the revised requirements are to:

- Modernize capital requirements while ensuring that institutions continue to hold sufficient regulatory capital to fulfill their mission as a government-sponsored enterprise
- Ensure that the System's capital requirements are comparable to the Basel III framework and the standardized approach that the federal banking regulatory agencies have adopted, but also to ensure that the rules recognize the cooperative structure and the organization of the System
- Make System regulatory capital requirements more transparent
- Meet the requirements of section 939A of the Dodd-Frank Wall Street Reform and Consumer Protection Act

The final rule replaced existing core surplus and total surplus ratios with common equity tier 1, tier 1 capital, and total capital risk-based capital ratios. The final rule also added a tier 1 leverage ratio and an unallocated retained earnings equivalents leverage ratio. The permanent capital ratio continues to remain in effect with the final rule. Refer to Note 6 to the accompanying Consolidated Financial Statements for additional information regarding these ratios.

### Investment Securities Eligibility

On June 12, 2014, the FCA Board approved a proposed rule to revise the requirements governing the eligibility of investments for System banks and associations. The stated objectives of the proposed rule are to:

- Strengthen the safety and soundness of System Banks and Associations
- Ensure that System Banks hold sufficient liquidity to continue operations and pay maturing obligations in the event of market disruption
- Enhance the ability of the System Banks to supply credit to agricultural and aquatic producers
- Comply with the requirements of section 939A of the Dodd-Frank Wall Street Reform and Consumer Protection Act
- Modernize the investment eligibility criteria for System Banks
- Revise the investment regulation for System Associations to improve their investment management practices so they are more resilient to risk

The public comment period ended on October 23, 2014. The FCA has not issued any further information regarding this proposed rule.

# REPORT OF MANAGEMENT

*Delta Agricultural Credit Association*

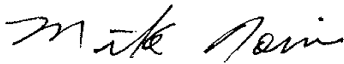


We prepare the Consolidated Financial Statements of Delta Agricultural Credit Association (the Association) and are responsible for their integrity and objectivity, including amounts that must necessarily be based on judgments and estimates. The Consolidated Financial Statements have been prepared in conformity with accounting principles generally accepted in the United States of America. The Consolidated Financial Statements, in our opinion, fairly present the financial condition of the Association. Other financial information included in the Annual Report is consistent with that in the Consolidated Financial Statements.

To meet our responsibility for reliable financial information, we depend on accounting and internal control systems designed to provide reasonable, but not absolute assurance that assets are safeguarded and transactions are properly authorized and recorded. Costs must be reasonable in relation to the benefits derived when designing accounting and internal control systems. Financial operations audits are performed to monitor compliance. PricewaterhouseCoopers LLP, our independent auditors, audit the Consolidated Financial Statements. They also conduct a review of internal controls to the extent necessary to comply with auditing standards generally accepted in the United States of America. The Farm Credit Administration also performs examinations for safety and soundness as well as compliance with applicable laws and regulations.

The Board of Directors has overall responsibility for our system of internal control and financial reporting. The Board of Directors and its Audit Committee consults regularly with us and meets periodically with the independent auditors and other auditors to review the scope and results of their work. The independent auditors have direct access to the Board of Directors, which is composed solely of directors who are not officers or employees of the Association.

The undersigned certify we have reviewed the Association's Annual Report, which has been prepared in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.



Mike Norris  
Chairperson of the Board  
Delta Agricultural Credit Association



Mark W. Kaufman  
Chief Executive Officer  
Delta Agricultural Credit Association



Mary Ann Johnson  
Chief Financial Officer  
Delta Agricultural Credit Association

March 8, 2017

# REPORT OF AUDIT COMMITTEE

Delta Agricultural Credit Association



The Consolidated Financial Statements were prepared under the oversight of the Audit Committee. The Audit Committee is composed of the entire Board of Directors of Delta Agricultural Credit Association (the Association). The Audit Committee oversees the scope of the Association's internal audit program, the approval, and independence of PricewaterhouseCoopers LLP (PwC) as independent auditors, the adequacy of the Association's system of internal controls and procedures, and the adequacy of management's actions with respect to recommendations arising from those auditing activities. The Audit Committee's responsibilities are described more fully in the Internal Control Policy and the Audit Committee Charter.

Management is responsible for internal controls and the preparation of the Consolidated Financial Statements in accordance with accounting principles generally accepted in the United States of America. PwC is responsible for performing an independent audit of the Consolidated Financial Statements in accordance with auditing standards generally accepted in the United States of America and to issue their report based on their audit. The Audit Committee's responsibilities include monitoring and overseeing these processes.

In this context, the Audit Committee reviewed and discussed the audited Consolidated Financial Statements for the year ended December 31, 2016, with management. The Audit Committee also reviewed with PwC the matters required to be discussed by Statement on Auditing Standards AU-C 260, *The Auditor's Communication with Those Charged with Governance*, and both PwC and the internal auditors directly provided reports on any significant matters to the Audit Committee.

The Audit Committee had discussions with and received written disclosures from PwC confirming its independence. The Audit Committee also reviewed the non-audit services provided by PwC, if any, and concluded these services were not incompatible with maintaining PwC's independence. The Audit Committee discussed with management and PwC any other matters and received any assurances from them as the Audit Committee deemed appropriate.

Based on the foregoing review and discussions, and relying thereon, the Audit Committee recommended that the Board of Directors include the audited Consolidated Financial Statements in the Annual Report for the year ended December 31, 2016.



Mike Norris  
Chairperson of the Audit Committee  
Delta Agricultural Credit Association

Members of the Audit Committee are:

Al Beaty  
Bruce Bond  
C. Randal Cox  
Kim Ellington  
Joe Mencer  
Mike Norris

March 8, 2017



## Report of Independent Auditors

To the Board of Directors of Delta Agricultural Credit Association,

We have audited the accompanying Consolidated Financial Statements of Delta Agricultural Credit Association (the Association) and its subsidiaries, which comprise the consolidated statements of condition as of December 31, 2016, 2015 and 2014, and the related consolidated statements of income, changes in members' equity and cash flows for the years then ended.

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

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

### ***Auditors' Responsibility***

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

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

### ***Opinion***

In our opinion, the Consolidated Financial Statements referred to above present fairly, in all material respects, the financial position of Delta Agricultural Credit Association and its subsidiaries as of December 31, 2016, 2015 and 2014, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*PricewaterhouseCoopers LLP*

March 8, 2017

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# CONSOLIDATED STATEMENTS OF CONDITION

Delta Agricultural Credit Association

(in thousands)

As of December 31	2016	2015	2014
<b>ASSETS</b>			
Loans	\$ 50,458	\$ 49,506	\$ 41,364
Allowance for loan losses	105	121	69
Net loans	50,353	49,385	41,295
Investment in AgriBank, FCB	1,196	1,196	1,196
Accrued interest receivable	1,184	1,414	832
Other assets	366	273	279
Total assets	\$ 53,099	\$ 52,268	\$ 43,602
<b>LIABILITIES</b>			
Note payable to AgriBank, FCB	\$ 42,561	\$ 41,109	\$ 31,481
Accrued interest payable	256	212	141
Patronage distribution payable	140	110	120
Other liabilities	187	1,726	3,285
Total liabilities	43,144	43,157	35,027
Contingencies and commitments (Note 10)			
<b>MEMBERS' EQUITY</b>			
Protected members' equity	12	12	13
Capital stock and participation certificates	1,760	1,712	1,827
Unallocated surplus	8,183	7,387	6,735
Total members' equity	9,955	9,111	8,575
Total liabilities and members' equity	\$ 53,099	\$ 52,268	\$ 43,602

The accompanying notes are an integral part of these Consolidated Financial Statements.

# CONSOLIDATED STATEMENTS OF INCOME

Delta Agricultural Credit Association

(in thousands)

For the year ended December 31	2016	2015	2014
<b>Interest income</b>	\$ 2,966	\$ 2,646	\$ 1,984
<b>Interest expense</b>	1,038	737	459
Net interest income	1,928	1,909	1,525
<b>Provision for loan losses</b>	5	53	8
Net interest income after provision for loan losses	1,923	1,856	1,517
<b>Other income</b>			
Patronage income	217	108	109
Financially related services income	3	4	3
Fee income (loss), net	3	(54)	6
Miscellaneous income, net	3	3	4
Total other income	226	61	122
<b>Operating expenses</b>			
Salaries and employee benefits	776	786	695
Other operating expenses	436	369	344
Total operating expenses	1,212	1,155	1,039
Income before income taxes	937	762	600
<b>Provision for income taxes</b>	1	--	--
Net income	\$ 936	\$ 762	\$ 600

The accompanying notes are an integral part of these Consolidated Financial Statements.

## CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

Delta Agricultural Credit Association

(in thousands)

	Protected Members' Equity	Capital Stock and Participation Certificates	Unallocated Surplus	Total Members' Equity
Balance as of December 31, 2013	\$ 13	\$ 1,706	\$ 6,255	\$ 7,974
Net income	--	--	600	600
Unallocated surplus designated for patronage distributions	--	--	(120)	(120)
Capital stock and participation certificates issued	--	358	--	358
Capital stock and participation certificates retired	--	(237)	--	(237)
Balance as of December 31, 2014	13	1,827	6,735	8,575
Net income	--	--	762	762
Unallocated surplus designated for patronage distributions	--	--	(110)	(110)
Capital stock and participation certificates issued	--	275	--	275
Capital stock and participation certificates retired	(1)	(390)	--	(391)
Balance as of December 31, 2015	12	1,712	7,387	9,111
Net income	--	--	936	936
Unallocated surplus designated for patronage distributions	--	--	(140)	(140)
Capital stock and participation certificates issued	--	353	--	353
Capital stock and participation certificates retired	--	(305)	--	(305)
<b>Balance as of December 31, 2016</b>	<b>\$ 12</b>	<b>\$ 1,760</b>	<b>\$ 8,183</b>	<b>\$ 9,955</b>

The accompanying notes are an integral part of these Consolidated Financial Statements.



# CONSOLIDATED STATEMENTS OF CASH FLOWS

Delta Agricultural Credit Association

(in thousands)

For the year ended December 31	2016	2015	2014
<b>Cash flows from operating activities</b>			
Net income	\$ 936	\$ 762	\$ 600
Depreciation on premises and equipment	9	9	8
Provision for loan losses	5	53	8
Changes in operating assets and liabilities:			
Decrease (increase) in accrued interest receivable	214	(603)	(208)
(Increase) decrease in other assets	(99)	10	(3)
Increase in accrued interest payable	44	71	42
(Decrease) increase in other liabilities	(1,539)	(1,559)	3,145
Net cash (used in) provided by operating activities	(430)	(1,257)	3,592
<b>Cash flows from investing activities</b>			
Increase in loans, net	(835)	(8,129)	(9,238)
Purchases of premises and equipment, net	(2)	(13)	(12)
Net cash used in investing activities	(837)	(8,142)	(9,250)
<b>Cash flows from financing activities</b>			
Increase in note payable to AgriBank, FCB, net	1,452	9,628	5,872
Patronage distributions paid	(110)	(120)	(100)
Capital stock and participation certificates retired, net	(75)	(109)	(114)
Net cash provided by financing activities	1,267	9,399	5,658
Net change in cash	--	--	--
Cash at beginning of year	--	--	--
Cash at end of year	\$ --	\$ --	\$ --
<b>Supplemental schedule of non-cash activities</b>			
Stock financed by loan activities	\$ 354	\$ 275	\$ 358
Stock applied against loan principal	230	281	122
Stock applied against interest	1	1	1
Interest transferred to loans	15	20	13
Patronage distributions payable to members	140	110	120
<b>Supplemental information</b>			
Interest paid	\$ 994	\$ 666	\$ 417
Taxes paid (received)	1	--	(1)

The accompanying notes are an integral part of these Consolidated Financial Statements.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

*Delta Agricultural Credit Association*

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## **NOTE 1: ORGANIZATION AND OPERATIONS**

### **Farm Credit System and District**

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The Farm Credit System (System) is a nationwide system of cooperatively owned banks and associations established by Congress to meet the credit needs of American agriculture. As of January 1, 2017, the System consisted of three Farm Credit Banks (FCB), one Agricultural Credit Bank (ACB), and 73 customer-owned cooperative lending institutions (associations). AgriBank, FCB (AgriBank), a System bank, and its affiliated Associations are collectively referred to as the AgriBank Farm Credit District (AgriBank District or the District). At January 1, 2017, the District consisted of 17 Agricultural Credit Associations (ACA) that each have wholly-owned Federal Land Credit Association (FLCA) and Production Credit Association (PCA) subsidiaries.

FLCAs are authorized to originate long-term real estate mortgage loans. PCAs are authorized to originate short-term and intermediate-term loans. ACAs are authorized to originate long-term real estate mortgage loans and short-term and intermediate-term loans either directly or through their subsidiaries. Associations are authorized to provide lease financing options for agricultural purposes and are also authorized to purchase and hold certain types of investments. AgriBank provides funding to all associations chartered within the District.

Associations are authorized to provide, either directly or in participation with other lenders, credit and related services to eligible borrowers. Eligible borrowers may include farmers, ranchers, producers or harvesters of aquatic products, rural residents, and farm-related service businesses. In addition, associations can participate with other lenders in loans to similar entities. Similar entities are parties that are not eligible for a loan from a System lending institution, but have operations that are functionally similar to the activities of eligible borrowers.

The Farm Credit Administration (FCA) is authorized by Congress to regulate the System banks and associations. We are examined by the FCA and certain association actions are subject to the prior approval of the FCA and/or AgriBank.

The Farm Credit Act established the Farm Credit System Insurance Corporation (FCSIC) to administer the Farm Credit Insurance Fund (Insurance Fund). The Insurance Fund is used to ensure the timely payment of principal and interest on Farm Credit Systemwide debt obligations, to ensure the retirement of protected borrower capital at par or stated value, and for other specified purposes.

At the discretion of the FCSIC, the Insurance Fund is also available to provide assistance to certain troubled System institutions and for the operating expenses of the FCSIC. Each System bank is required to pay premiums into the Insurance Fund until the assets in the Insurance Fund equal 2.0% of the aggregated insured obligations adjusted to reflect the reduced risk on loans or investments guaranteed by federal or state governments. This percentage of aggregate obligations can be changed by the FCSIC, at its sole discretion, to a percentage it determines to be actuarially sound. The basis for assessing premiums is debt outstanding with adjustments made for nonaccrual loans and impaired investment securities which are assessed a surcharge while guaranteed loans and investment securities are deductions from the premium base. AgriBank, in turn, assesses premiums to District associations each year based on similar factors.

### **Association**

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Delta Agricultural Credit Association (the Association) and its subsidiaries, Delta Agricultural Credit Association, FLCA and Delta Agricultural Credit Association, PCA (subsidiaries) are lending institutions of the System. We are a customer-owned cooperative providing credit and credit-related services to, or for the benefit of, eligible members for qualified agricultural purposes in the counties of Ashley, Bradley, Chicot, Desha, Drew and part of Lincoln in the state of Arkansas.

We borrow from AgriBank and provide financing and related services to our members. Our ACA holds all the stock of the FLCA and PCA subsidiaries.

We offer credit life insurance to borrowers and those eligible to borrow.

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

### **Accounting Principles and Reporting Policies**

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Our accounting and reporting policies conform to accounting principles generally accepted in the United States of America (GAAP) and the prevailing practices within the financial services industry. Preparing financial statements in conformity with GAAP requires us to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the Consolidated Financial Statements and the reported amounts of revenues and expenses during the period. Actual results could differ from those estimates.

### **Principles of Consolidation**

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The Consolidated Financial Statements present the consolidated financial results of Delta Agricultural Credit Association and its subsidiaries. All material intercompany transactions and balances have been eliminated in consolidation.

## Significant Accounting Policies

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**Loans:** Loans are carried at their principal amount outstanding net of any unearned income, cumulative charge-offs, unamortized deferred fees and costs on originated loans, and unamortized premiums or discounts on purchased loans. Loan interest is accrued and credited to interest income based upon the daily principal amount outstanding. Origination fees, net of related costs, are deferred and recognized over the life of the loan as an adjustment to net interest income. The net amount of loan fees and related origination costs are not material to the Consolidated Financial Statements taken as a whole.

Generally we place loans in nonaccrual status when principal or interest is delinquent for 90 days or more (unless the loan is well secured and in the process of collection) or circumstances indicate that full collection is not expected.

When a loan is placed in nonaccrual status, we reverse current year accrued interest to the extent principal plus accrued interest before the transfer exceeds the net realizable value of the collateral. Any unpaid interest accrued in a prior year is capitalized to the recorded investment of the loan, unless the net realizable value is less than the recorded investment in the loan, then it is charged-off against the allowance for loan losses. Any cash received on nonaccrual loans is applied to reduce the recorded investment in the loan, except in those cases where the collection of the recorded investment is fully expected and the loan does not have any unrecovered prior charge-offs. In these circumstances interest is credited to income when cash is received. Loans are charged-off at the time they are determined to be uncollectible. Nonaccrual loans may be returned to accrual status when principal and interest are current, prior charge-offs have been recovered, the ability of the borrower to fulfill the contractual repayment terms is fully expected, the borrower has demonstrated payment performance, and the loan is not classified as doubtful or loss.

In situations where, for economic or legal reasons related to the borrower's financial difficulties, we grant a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan is classified as a troubled debt restructuring, also known as a formally restructured loan for regulatory purposes. A concession is generally granted in order to minimize economic loss and avoid foreclosure. Concessions vary by program and borrower and may include interest rate reductions, term extensions, payment deferrals, or an acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. Loans classified as troubled debt restructurings are considered risk loans (as defined below).

Loans that are sold as participations are transferred as entire financial assets, groups of entire financial assets, or participating interests in the loans. The transfers of such assets or participating interests are structured such that control over the transferred assets, or participating interests have been surrendered and that all of the conditions have been met to be accounted for as a sale.

**Allowance for Loan Losses:** The allowance for loan losses is an estimate of losses in our loan portfolio as of the financial statement date. We determine the appropriate level of allowance for loan losses based on periodic evaluation of factors such as loan loss history, estimated probability of default, estimated loss severity, portfolio quality, and current economic and environmental conditions.

Loans in our portfolio that are considered impaired are analyzed individually to establish a specific allowance. A loan is impaired when it is probable that all amounts due will not be collected according to the contractual terms of the loan agreement. We generally measure impairment based on the net realizable value of the collateral. Risk loans include nonaccrual loans, accruing restructured loans, and accruing loans 90 days or more past due. All risk loans are considered to be impaired loans.

We record a specific allowance to reduce the carrying amount of the risk loan by the amount the recorded investment exceeds the net realizable value of collateral. When we deem a loan to be uncollectible, we charge the loan principal and prior year(s) accrued interest against the allowance for loan losses. Subsequent recoveries, if any, are added to the allowance for loan losses.

An allowance is recorded for probable and estimable credit losses as of the financial statement date for loans that are not individually assessed as impaired. We use a two-dimensional loan risk rating model that incorporates a 14-point rating scale to identify and track the probability of borrower default and a separate 6-point scale addressing the loss severity. The combination of estimated default probability and loss severity is the primary basis for recognition and measurement of loan collectability of these pools of loans. These estimated losses may be adjusted for relevant current environmental factors.

Changes in the allowance for loan losses consist of provision activity, recorded in "Provision for loan losses" in the Consolidated Statements of Income, recoveries, and charge-offs.

**Investment in AgriBank:** Our stock investment in AgriBank is on a cost plus allocated equities basis.

**Premises and Equipment:** The carrying amount of premises and equipment is at cost, less accumulated depreciation and is included in "Other assets" in the Consolidated Statements of Condition. Calculation of depreciation is generally on the straight-line method over the estimated useful lives of the assets. Gains or losses on disposition are included in "Miscellaneous income, net" in the Consolidated Statements of Income. Depreciation and maintenance and repair expenses are included in "Other operating expenses" in the Consolidated Statements of Income and improvements are capitalized.

**Post-Employment Benefit Plans:** The District has various post-employment benefit plans in which our employees participate. Expenses related to these plans are included in "Salaries and employee benefits" in the Consolidated Statements of Income.

Certain employees participate in the AgriBank District Retirement Plan. The plan is comprised of two benefit formulas. At their option, employees hired prior to October 1, 2001 are on the cash balance formula or on the final average pay formula. Benefits eligible employees hired between October 1, 2001 and December 31, 2006 are on the cash balance formula. Effective January 1, 2007, the AgriBank District Retirement Plan was closed to new employees. The AgriBank District Retirement Plan utilizes the "Projected Unit Credit" actuarial method for financial reporting and funding purposes.

We also provide certain health insurance benefits to eligible retired employees according to the terms of those benefit plans. The anticipated cost of these benefits is accrued during the employees' active service period.

The defined contribution plan allows eligible employees to save for their retirement either pre-tax, post-tax, or both, with an employer match on a percentage of the employee's contributions. We provide benefits under this plan for those employees that do not participate in the AgriBank District Retirement Plan in the form of a fixed percentage of salary contribution in addition to the employer match. Employer contributions are expensed when incurred.

**Income Taxes:** The ACA and PCA accrue federal and state income taxes. Deferred tax assets and liabilities are recognized for future tax consequences of temporary differences between the carrying amounts and tax basis of assets and liabilities. Deferred tax assets are recorded if the deferred tax asset is more likely than not to be realized. If the realization test cannot be met, the deferred tax asset is reduced by a valuation allowance. The expected future tax consequences of uncertain income tax positions are accrued.

The FLCA is exempt from federal and other taxes to the extent provided in the Farm Credit Act.

**Patronage Program:** We accrue patronage distributions according to a prescribed formula approved by the Board of Directors. Generally, we pay the accrued patronage during the first quarter after year end.

**Off-Balance Sheet Credit Exposures:** Commitments to extend credit are agreements to lend to customers, generally having fixed expiration dates or other termination clauses. Any reserve for unfunded lending commitments is based on management's best estimate of losses inherent in these instruments, but the commitments have not yet disbursed. Factors such as likelihood of disbursement and likelihood of losses given disbursement are utilized in determining a reserve, if needed. Based on our assessment, any reserve is recorded in "Other liabilities" in the Consolidated Statements of Condition and a corresponding loss is recorded in "Provision for credit losses" in the Consolidated Statements of Income. However, no such reserve was necessary as of December 31, 2016, 2015, or 2014.

**Cash:** For purposes of reporting cash flow, cash includes cash on hand.

**Fair Value Measurement:** The accounting guidance describes three levels of inputs that may be used to measure fair value.

Level 1 — Unadjusted quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date.

Level 2 — Observable inputs other than quoted prices included within Level 1 that are observable for the asset or liability either directly or indirectly. Level 2 inputs include:

- Quoted prices for similar assets or liabilities in active markets
- Quoted prices for identical or similar assets or liabilities in markets that are not active so that they are traded less frequently than exchange-traded instruments, quoted prices that are not current, or principal market information that is not released publicly
- Inputs that are observable such as interest rates and yield curves, prepayment speeds, credit risks, and default rates
- Inputs derived principally from or corroborated by observable market data by correlation or other means

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

#### Recently Issued or Adopted Accounting Pronouncements

We have assessed the potential impact of accounting standards that have been issued by the Financial Accounting Standards Board (FASB) and have determined the following standards to be applicable to our business:

Standard	Description	Effective date and financial statement impact
In June 2016, the FASB issued ASU 2016-13 "Financial Instruments – Credit Losses."	The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to available-for-sale securities would also be recorded through an allowance for credit losses.	The guidance is effective for nonpublic entities for annual reporting periods beginning after December 15, 2020 and interim periods within annual periods beginning after December 15, 2021. Early adoption is permitted as of annual reporting periods beginning after December 15, 2018, including interim periods within those annual periods. We are currently evaluating the impact of the guidance on our financial condition, results of operations, cash flows, and financial statement disclosures.
In February 2016, the FASB issued ASU 2016-02 "Leases."	The guidance modifies the recognition and accounting for lessees and lessors and requires expanded disclosures regarding assumptions used to recognize revenue and expenses related to leases.	The guidance is effective for nonpublic entities for annual reporting periods beginning after December 15, 2019 and interim periods the subsequent year. Early adoption is permitted and modified retrospective adoption is required. We are currently evaluating the impact of the guidance on our financial condition, results of operations, cash flows, and financial statement disclosures.

Standard	Description	Effective date and financial statement impact
In January 2016, the FASB issued ASU 2016-01 "Recognition and Measurement of Financial Assets and Financial Liabilities."	The guidance is intended to enhance the reporting model for financial instruments to provide users of financial statements with more decision-useful information. The amendments address certain aspects of recognition, measurement, presentation, and disclosure of financial statements.	The guidance is effective for nonpublic entities for annual reporting periods beginning after December 15, 2018 and interim periods with annual periods beginning after December 15, 2019. Certain disclosure changes are permitted to be immediately adopted for annual reporting periods that have not yet been made available for issuance. Nonpublic entities are no longer required to include certain fair value of financial instruments disclosures as part of these disclosure changes. We have immediately adopted this guidance and have excluded such disclosures from our Notes to Consolidated Financial Statements. Early adoption is permitted for interim and annual reporting periods beginning after December 15, 2017 for other applicable sections of the guidance. We are currently evaluating the impact of the remaining guidance on our financial condition, results of operations, cash flows, and financial statement disclosures.
In February 2015, the FASB issued ASU 2015-02 "Consolidation-Amendments to the Consolidation Analysis."	The guidance modifies the assessment of Variable Interest Entity (VIE) characteristics as well as the assessment of related parties. Additional clarifying guidance was issued in October 2016 under ASU 2016-17 "Consolidation-Interests Held through Related Parties That are under Common Control."	The guidance is effective for nonpublic entities for annual reporting after December 15, 2016 and interim periods within annual periods beginning after December 15, 2017. Early adoption is allowed, including in any interim period. The adoption of this guidance did not have a material impact on our financial condition, results of operations, cash flows, and financial statement disclosures.
In August 2014, the FASB issued ASU 2014-15 "Presentation of Financial Statements-Going Concern."	The guidance requires management to perform interim and annual assessments of an entity's ability to continue as a going concern within one year after the date the Financial Statements are issued or within one year after the Financial Statements are available to be issued, when applicable. Substantial doubt to continue as a going concern exists if it is probable that the entity will be unable to meet its obligations for the assessed period.	This guidance became effective for all entities for interim and annual periods ending after December 15, 2016. The adoption of this guidance did not have a material impact on our financial condition, results of operations, cash flows, or financial statement disclosures.
In May 2014, the FASB issued ASU 2014-09 "Revenue from Contracts with Customers."	The guidance governs revenue recognition from contracts with customers and requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the FASB are excluded from the scope of this new revenue recognition guidance. In this regard, a majority of our contracts would be excluded from the scope of this new guidance.	The guidance is effective for nonpublic entities for annual reporting periods beginning after December 15, 2017 and interim periods within annual periods beginning after December 15, 2018. In March 2016, the FASB issued ASUs 2016-08 and 2016-10 which provided further clarifying guidance on the previously issued standard. We are in the process of reviewing contracts to determine the effect, if any, on our financial condition and results of operations.

**NOTE 3: LOANS AND ALLOWANCE FOR LOAN LOSSES****Loans by Type**

(dollars in thousands)

As of December 31	2016		2015		2014	
	Amount	%	Amount	%	Amount	%
Real estate mortgage	\$ 36,647	72.6%	\$ 35,749	72.2%	\$ 29,035	70.2%
Production and intermediate term	13,778	27.3%	13,715	27.7%	12,281	29.7%
Rural residential real estate	33	0.1%	42	0.1%	48	0.1%
Total	\$ 50,458	100.0%	\$ 49,506	100.0%	\$ 41,364	100.0%

**Portfolio Concentrations**

Concentrations exist when there are amounts loaned to multiple borrowers engaged in similar activities, which could cause them to be similarly impacted by economic conditions. We lend primarily within agricultural industries.

As of December 31, 2016, volume plus commitments to our ten largest borrowers totaled an amount equal to 18.8% of total loans and commitments.

While these concentrations represent our maximum potential credit risk, as it relates to recorded loan principal, a substantial portion of our lending activities are collateralized. This reduces our exposure to credit loss associated with our lending activities. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the borrower. Collateral held varies, but typically includes farmland and income-producing property, such as crops and livestock. Long-term real estate loans are secured by the first liens on the underlying real property. FCA regulations state that long-term real estate loans are not to exceed 85% (97% if guaranteed by a government agency) of the property's appraised value at origination and our underwriting standards generally limit lending to no more than 85% at origination. However, a decline in a property's market value subsequent to loan origination or advances, or other actions necessary to protect the financial interest of the lender in the collateral, may result in loan-to-value ratios in excess of the regulatory maximum. The District has an internally maintained database which uses market data to estimate market values of collateral for a significant portion of the real estate mortgage portfolio. We consider credit risk exposure in establishing the allowance for loan losses.

**Participations**

We may purchase or sell participation interests with other parties in order to diversify risk, manage loan volume, or comply with the FCA Regulations or General Financing Agreement (GFA) limitations.

**Participations Sold**

(in thousands)

As of December 31	Other Farm Credit Institutions		
	Total Participations Sold		
	2016	2015	2014
Real estate mortgage	\$ (710)	\$ (739)	\$ (142)
Production and intermediate term	(3,424)	(3,172)	(2,810)
Total	\$ (4,134)	\$ (3,911)	\$ (2,952)

We did not have any participation interests purchased as of December 31, 2016, 2015, or 2014.

**Credit Quality and Delinquency**

We utilize the FCA Uniform Classification System to categorize loans into five credit quality categories. The categories are:

- Acceptable – loans are non-criticized loans representing the highest quality. They are expected to be fully collectible. This category is further differentiated into various probabilities of default.
- Other assets especially mentioned (Special Mention) – are currently collectible but exhibit some potential weakness. These loans involve increased credit risk, but not to the point of justifying a substandard classification.
- Substandard – loans exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful – loans exhibit similar weaknesses as substandard loans. Doubtful loans have additional weaknesses in existing factors, conditions, and values that make collection in full highly questionable.
- Loss – loans are considered uncollectible.

We had no loans categorized as loss at December 31, 2016, 2015, or 2014.

### Credit Quality of Loans

(dollars in thousands)	Acceptable		Special Mention		Substandard/ Doubtful		Total	
	Amount	%	Amount	%	Amount	%	Amount	%
<b>As of December 31, 2016</b>								
Real estate mortgage	\$ 37,596	100.0%	\$ --	--	\$ --	--	\$ 37,596	100.0%
Production and intermediate term	13,957	99.6%	--	--	56	0.4%	14,013	100.0%
Rural residential real estate	33	100.0%	--	--	--	--	33	100.0%
Total	<u>\$ 51,586</u>	<u>99.9%</u>	<u>\$ --</u>	<u>--</u>	<u>\$ 56</u>	<u>0.1%</u>	<u>\$ 51,642</u>	<u>100.0%</u>
<b>As of December 31, 2015</b>								
Real estate mortgage	\$ 36,977	100.0%	\$ --	--	\$ --	--	\$ 36,977	100.0%
Production and intermediate term	13,876	99.8%	25	0.2%	--	--	13,901	100.0%
Rural residential real estate	42	100.0%	--	--	--	--	42	100.0%
Total	<u>\$ 50,895</u>	<u>100.0%</u>	<u>\$ 25</u>	<u>--</u>	<u>\$ --</u>	<u>--</u>	<u>\$ 50,920</u>	<u>100.0%</u>
<b>As of December 31, 2014</b>								
Real estate mortgage	\$ 29,742	100.0%	\$ --	--	\$ --	--	\$ 29,742	100.0%
Production and intermediate term	12,406	100.0%	--	--	--	--	12,406	100.0%
Rural residential real estate	48	100.0%	--	--	--	--	48	100.0%
Total	<u>\$ 42,196</u>	<u>100.0%</u>	<u>\$ --</u>	<u>--</u>	<u>\$ --</u>	<u>--</u>	<u>\$ 42,196</u>	<u>100.0%</u>

Note: Accruing loans include accrued interest receivable.

### Aging Analysis of Loans

(in thousands)	90 Days or More Past Due		Total Past Due		Not Past Due or Less than 30 Days Past Due		Total
<b>As of December 31, 2016</b>							
Real estate mortgage	\$ --	\$ --	\$ --	\$ 37,596	\$ 37,596	\$ 37,596	
Production and intermediate term	--	--	--	14,013	14,013	14,013	
Rural residential real estate	--	--	--	33	33	33	
Total	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>	<u>\$ 51,642</u>	<u>\$ 51,642</u>	<u>\$ 51,642</u>	
<b>As of December 31, 2015</b>							
Real estate mortgage	\$ --	\$ --	\$ --	36,977	36,977	36,977	
Production and intermediate term	--	--	--	13,901	13,901	13,901	
Rural residential real estate	--	--	--	42	42	42	
Total	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>	<u>\$ 50,920</u>	<u>\$ 50,920</u>	<u>\$ 50,920</u>	
<b>As of December 31, 2014</b>							
Real estate mortgage	\$ --	\$ --	\$ --	29,742	29,742	29,742	
Production and intermediate term	45	45	45	12,361	12,406	12,406	
Rural residential real estate	--	--	--	48	48	48	
Total	<u>\$ 45</u>	<u>\$ 45</u>	<u>\$ 45</u>	<u>\$ 42,151</u>	<u>\$ 42,196</u>	<u>\$ 42,196</u>	

Note: Accruing loans include accrued interest receivable.

There were no loans 90 days or more past due and still accruing interest at December 31, 2016, 2015, and 2014.

## Risk Loans

Risk loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms. Interest income recognized and cash payments received on nonaccrual risk loans are applied as described in Note 2.

### Risk Loan Information

(in thousands)

As of December 31	2016	2015	2014
<b>Nonaccrual loans:</b>			
Current as to principal and interest	\$ --	\$ 253	\$ --
Past due	--	--	45
Total nonaccrual loans	--	253	45
Accruing restructured loans	--	--	--
Accruing loans 90 days or more past due	--	--	--
Total risk loans	\$ --	\$ 253	\$ 45
Volume with specific reserves	\$ --	\$ 253	\$ 45
Volume without specific reserves	--	--	--
Total risk loans	\$ --	\$ 253	\$ 45
Total specific reserves	\$ --	\$ 23	\$ --
<b>For the year ended December 31</b>			
	2016	2015	2014
Income on accrual risk loans	\$ --	\$ 2	\$ --
Income on nonaccrual loans	--	2	--
Total income on risk loans	\$ --	\$ 4	\$ --
Average recorded risk loans	\$ 96	\$ 131	\$ 151

Note: Accruing loans include accrued interest receivable.

The decrease in nonaccrual loans was due to repayments and charge-offs during the second quarter of 2016.

### Nonaccrual Loans by Loan Type

(in thousands)

As of December 31	2016	2015	2014
Production and intermediate term	\$ --	\$ 253	\$ 45
Total	\$ --	\$ 253	\$ 45

### Additional Impaired Loan Information by Loan Type

(in thousands)	As of December 31, 2016			For the year ended December 31, 2016	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized
<b>Impaired loans with a related allowance for loan losses:</b>					
Production and intermediate term	\$ --	\$ --	\$ --	\$ 57	\$ --
Total	\$ --	\$ --	\$ --	\$ 57	\$ --
<b>Impaired loans with no related allowance for loan losses:</b>					
Production and intermediate term	\$ --	\$ 21	\$ --	\$ 39	\$ --
Total	\$ --	\$ 21	\$ --	\$ 39	\$ --
<b>Total impaired loans:</b>					
Production and intermediate term	\$ --	\$ 21	\$ --	\$ 96	\$ --
Total	\$ --	\$ 21	\$ --	\$ 96	\$ --



	As of December 31, 2015			For the year ended December 31, 2015	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for loan losses:					
Production and intermediate term	\$ 253	\$ 249	\$ 23	\$ 110	\$ --
Total	\$ 253	\$ 249	\$ 23	\$ 110	\$ --
Impaired loans with no related allowance for loan losses:					
Real estate mortgage	\$ --	\$ --	\$ --	\$ 21	\$ 1
Production and intermediate term	--	--	--	--	3
Total	\$ --	\$ --	\$ --	\$ 21	\$ 4
Total impaired loans:					
Real estate mortgage	\$ --	\$ --	\$ --	\$ 21	\$ 1
Production and intermediate term	253	249	23	110	3
Total	\$ 253	\$ 249	\$ 23	\$ 131	\$ 4

	As of December 31, 2014			For the year ended December 31, 2014	
	Recorded Investment	Unpaid Principal Balance	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for loan losses:					
Production and intermediate term	\$ 45	\$ 50	\$ --	\$ 118	\$ --
Total	\$ 45	\$ 50	\$ --	\$ 118	\$ --
Impaired loans with no related allowance for loan losses:					
Real estate mortgage	\$ --	\$ --	\$ --	\$ 33	\$ --
Production and intermediate term	--	19	--	--	--
Total	\$ --	\$ 19	\$ --	\$ 33	\$ --
Total impaired loans:					
Real estate mortgage	\$ --	\$ --	\$ --	\$ 33	\$ --
Production and intermediate term	45	69	--	118	--
Total	\$ 45	\$ 69	\$ --	\$ 151	\$ --

The recorded investment in the loan is the unpaid principal amount increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, and acquisition costs and may also reflect a previous direct charge-off of the investment.

Unpaid principal balance represents the contractual principal balance of the loan.

We did not have any material commitments to lend additional money to borrowers whose loans were at risk at December 31, 2016.

### Troubled Debt Restructurings (TDRs)

There were no TDRs that were outstanding or occurred during the years ended December 31, 2016, 2015, or 2014.

### Allowance for Loan Losses

#### Changes in Allowance for Loan Losses

(in thousands)

For the year ended December 31	2016	2015	2014
Balance at beginning of year	\$ 121	\$ 69	\$ 70
Provision for loan losses	5	53	8
Loan recoveries	1	--	2
Loan charge-offs	(22)	(1)	(11)
Balance at end of year	\$ 105	\$ 121	\$ 69

The decrease in provision for loan losses is due to the reduction in nonaccrual loan volume, due to repayments and charge-offs during the second quarter of 2016.

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

(in thousands)	Real Estate Mortgage	Production and Intermediate Term	Rural Residential Real Estate	Total
<b>Allowance for loan losses:</b>				
Balance as of December 31, 2015	\$ 55	\$ 66	\$ --	\$ 121
Provision for (reversal of) loan losses	(14)	19	--	5
Loan recoveries	--	1	--	1
Loan charge-offs	--	(22)	--	(22)
Balance as of December 31, 2016	<u>\$ 41</u>	<u>\$ 64</u>	<u>\$ --</u>	<u>\$ 105</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>
Ending balance: collectively evaluated for impairment	<u>\$ 41</u>	<u>\$ 64</u>	<u>\$ --</u>	<u>\$ 105</u>
<b>Recorded investment in loans outstanding:</b>				
Ending balance as of December 31, 2016	<u>\$ 37,596</u>	<u>\$ 14,013</u>	<u>\$ 33</u>	<u>\$ 51,642</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>
Ending balance: collectively evaluated for impairment	<u>\$ 37,596</u>	<u>\$ 14,013</u>	<u>\$ 33</u>	<u>\$ 51,642</u>
<hr/>				
	Real Estate Mortgage	Production and Intermediate Term	Rural Residential Real Estate	Total
<b>Allowance for loan losses:</b>				
Balance as of December 31, 2014	\$ 64	\$ 5	\$ --	\$ 69
(Reversal of) provision for loan losses	(9)	62	--	53
Loan charge-offs	--	(1)	--	(1)
Balance as of December 31, 2015	<u>\$ 55</u>	<u>\$ 66</u>	<u>\$ --</u>	<u>\$ 121</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ 23</u>	<u>\$ --</u>	<u>\$ 23</u>
Ending balance: collectively evaluated for impairment	<u>\$ 55</u>	<u>\$ 43</u>	<u>\$ --</u>	<u>\$ 98</u>
<b>Recorded investment in loans outstanding:</b>				
Ending balance as of December 31, 2015	<u>\$ 36,977</u>	<u>\$ 13,901</u>	<u>\$ 42</u>	<u>\$ 50,920</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ 253</u>	<u>\$ --</u>	<u>\$ 253</u>
Ending balance: collectively evaluated for impairment	<u>\$ 36,977</u>	<u>\$ 13,648</u>	<u>\$ 42</u>	<u>\$ 50,667</u>
<hr/>				
	Real Estate Mortgage	Production and Intermediate Term	Rural Residential Real Estate	Total
<b>Allowance for loan losses:</b>				
Balance as of December 31, 2013	\$ 67	\$ 3	\$ --	\$ 70
(Reversal of) provision for loan losses	(1)	9	--	8
Loan recoveries	--	2	--	2
Loan charge-offs	(2)	(9)	--	(11)
Balance as of December 31, 2014	<u>\$ 64</u>	<u>\$ 5</u>	<u>\$ --</u>	<u>\$ 69</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>	<u>\$ --</u>
Ending balance: collectively evaluated for impairment	<u>\$ 64</u>	<u>\$ 5</u>	<u>\$ --</u>	<u>\$ 69</u>
<b>Recorded investment in loans outstanding:</b>				
Ending balance as of December 31, 2014	<u>\$ 29,742</u>	<u>\$ 12,406</u>	<u>\$ 48</u>	<u>\$ 42,196</u>
Ending balance: individually evaluated for impairment	<u>\$ --</u>	<u>\$ 45</u>	<u>\$ --</u>	<u>\$ 45</u>
Ending balance: collectively evaluated for impairment	<u>\$ 29,742</u>	<u>\$ 12,361</u>	<u>\$ 48</u>	<u>\$ 42,151</u>

The recorded investment in the loan is the unpaid principal amount increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, and acquisition costs and may also reflect a previous direct charge-off of the investment.

**NOTE 4: INVESTMENT IN AGRIBANK**

As of December 31, 2016, we were required by AgriBank to maintain an investment equal to 2.25% of the average quarterly balance of our note payable to AgriBank plus an additional 1.0% on growth that exceeded a targeted rate. In December 2016, AgriBank's Board approved the 2017 capital plan, which amended the required stock investments for affiliated Associations, effective January 1, 2017. The new required investment will be the lesser of 4.0% or a multiple component calculation based on a percentage of average wholesale loan balances with a higher percentage on balances above a sustainable growth rate and includes a component for additional investments under the asset pool program. The 2017 component requirements are currently 2.25% on average loan balances/commitments, with an additional 4.5% on growth in excess of a 5.5% sustainable growth rate and an 8% investment under the asset pool program.

### Investment in AgriBank

(in thousands)

As of December 31	2016	2015	2014
Required stock investment	\$ 1,120	\$ 1,021	\$ 736
Allocated excess stock investment	76	175	460
Total investment	\$ 1,196	\$ 1,196	\$ 1,196

Excess stock investment is recorded when the required investment in AgriBank is lower than our permanent investment. See Note 7 for discussion of the permanent investment.

### NOTE 5: NOTE PAYABLE TO AGRIBANK

Our note payable to AgriBank represents borrowings, in the form of a line of credit, to fund our loan portfolio. The line of credit is governed by a GFA and our assets serve as collateral.

#### Note Payable Information

(dollars in thousands)

As of December 31	2016	2015	2014
Line of credit	\$ 60,000	\$ 56,000	\$ 46,000
Outstanding principal under the line of credit	42,561	41,109	31,481
Interest rate	2.3%	2.1%	1.8%

Our note payable matures March 31, 2017, at which time the note will be renegotiated.

The GFA provides for limitations on our ability to borrow funds based on specified factors or formulas relating primarily to outstanding balances, credit quality, and financial condition. At December 31, 2016, and throughout the year, we materially complied with the GFA terms and were not declared in default under any GFA covenants or provisions.

### NOTE 6: MEMBERS' EQUITY

#### Capitalization Requirements

In accordance with the Farm Credit Act, each borrower is required to invest in us as a condition of obtaining a loan. As authorized by the Agricultural Credit Act and our capital bylaws, our Board of Directors has adopted a capital plan that establishes a stock purchase requirement for obtaining a loan of 2.0% of the customer's total loan(s) or one thousand dollars, whichever is less for mortgage loans or intermediate-term loans and 5.0% of the loan amount for commercial loans. The Board of Directors may increase the amount of required investment to the extent authorized in the capital bylaws. The borrower acquires ownership of the capital stock at the time the loan is made. The aggregate par value of the stock is added to the principal amount of the related obligation. We retain a first lien on the stock or participation certificates owned by customers.

#### Protection Mechanisms

Under the Farm Credit Act, certain borrower equity is protected. We are required to retire protected borrower equity at par or stated value regardless of its book value. Protected borrower equity includes capital stock and participation certificates that were outstanding as of January 6, 1988, or were issued prior to October 6, 1988 as a requirement for obtaining a loan. If we were to be unable to retire protected borrower equity at par value or stated value, the FCSIC would provide the amounts needed to retire this equity.

#### Regulatory Capitalization Requirements

##### Select Capital Ratios

As of December 31	2016	2015	2014	Regulatory Minimums
Permanent capital ratio	22.5%	21.0%	23.3%	7.0%
Total surplus ratio	17.8%	16.5%	17.8%	7.0%
Core surplus ratio	17.7%	16.3%	16.8%	3.5%

These ratios are calculated in accordance with FCA Regulations and are discussed below:

- The permanent capital ratio is average at-risk capital plus any allocated excess stock divided by average risk-adjusted assets.
- The total surplus ratio is average unallocated surplus less any deductions made in the computation of permanent capital divided by average risk-adjusted assets.
- The core surplus ratio is average unallocated surplus less any deductions made in the computation of total surplus and less any allocated excess stock investment in AgriBank divided by average risk-adjusted assets.

Risk-adjusted assets have been defined by FCA Regulations as the Statement of Condition assets and off-balance-sheet commitments adjusted by various percentages, depending on the level of risk inherent in the various types of assets.

Effective January 1, 2017, the regulatory capital requirements for System Banks and Associations were modified. The final rule replaced existing core surplus and total surplus ratios with common equity tier 1, tier 1 capital, and total capital risk-based capital ratios. The final rule also added a tier 1 leverage ratio and an unallocated retained earnings equivalents (UREE) leverage ratio. The permanent capital ratio continues to remain in effect with the final rule.

#### FCA Revised Capital Requirements

	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:			
Common equity tier 1 ratio	4.5%	2.5%	7.0%
Tier 1 capital ratio	6.0%	2.5%	8.5%
Total capital ratio	8.0%	2.5%	10.5%
Non-risk-adjusted:			
Tier 1 leverage ratio	4.0%	1.0%	5.0%
UREE leverage ratio	1.5%	0.0%	1.5%

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

Regulatory capital included any allocated investment in AgriBank that is in excess of the required investment under an allotment agreement with AgriBank. We included 6.4%, 14.6%, and 38.5% of our investment in AgriBank as capital at December 31, 2016, 2015, and 2014, respectively. These changes did not have a material impact on our regulatory capital ratios. Effective January 1, 2017, the regulatory capital requirements allow for allotment agreements for only the permanent capital ratio and, as such, any stock in excess of our AgriBank required investment will not be included in the common equity tier 1, tier 1 capital, total capital, or leverage ratios.

#### Description of Equities

The following represents information regarding classes and number of shares of stock outstanding. All shares are stated at a \$5.00 par value.

As of December 31	Number of Shares		
	2016	2015	2014
Class A common stock (protected)	2,354	2,354	2,583
Class B common stock (at-risk)	1,536	1,536	5,080
Class C common stock (at-risk)	350,523	340,876	360,307

Under our bylaws, we are also authorized to issue Class D and Class E common stock, Series 2 participation certificates and Class F preferred stock. Each of these classes of stock is at-risk and nonvoting with a \$5.00 par value per share. Currently, no stock of these classes has been issued.

Only holders of Class C common stock have voting rights. Our bylaws do not prohibit us from paying dividends on any classes of stock. However, no dividends have been declared to date.

Our bylaws generally permit stock and participation certificates to be retired at the discretion of our Board of Directors and in accordance with our capitalization plans, provided prescribed capital standards have been met. At December 31, 2016, we exceeded the prescribed standards. We do not anticipate any significant changes in capital that would affect the normal retirement of stock.

In the event of our liquidation or dissolution, according to our bylaws, any remaining assets after payment or retirement of all liabilities will be distributed first, prorata to holders of Class F preferred stock, and second, prorata to all holders of common stock and participation certificates.

In the event of impairment, losses will be absorbed first, prorata by holders of all classes of common stock and participation certificates and then prorata by holders of Class F preferred stock; however, protected stock will be retired at par value regardless of impairment.

All classes of stock are transferable to other customers who are eligible to hold such class as long as we meet the regulatory minimum capital requirements.

#### Patronage Distributions

We accrued patronage distributions of \$140 thousand, \$110 thousand, and \$120 thousand at December 31, 2016, 2015, and 2014, respectively. Generally, the patronage distributions are paid in cash during the first quarter after year end. The Board of Directors may authorize a distribution of earnings provided we meet all statutory and regulatory requirements.

The FCA Regulations prohibit patronage distributions to the extent they would reduce our permanent capital ratio below the minimum permanent capital adequacy standards. Additionally, effective January 1, 2017, patronage distributions may be restricted or prohibited without prior FCA approval if capital ratios fall below the total requirements, including the buffer amounts. We do not foresee any events that would result in this prohibition in 2017.

**NOTE 7: INCOME TAXES****Provision for Income Taxes**

<b>Provision for Income Taxes</b>			
(dollars in thousands)			
For the year ended December 31	2016	2015	2014
Current:			
Federal	\$ 1	\$ --	\$ --
State	--	--	--
Total current	\$ 1	\$ --	\$ --
Deferred:			
Federal	\$ (6)	\$ 1	\$ 4
State	--	--	--
Increase (decrease) in valuation allowance	6	(1)	(4)
Total deferred	--	--	--
Provision for income taxes	\$ 1	\$ --	\$ --
Effective tax rate	0.1%	0.0%	0.0%

**Reconciliation of Taxes at Federal Statutory Rate to Provision for Income Taxes**

(in thousands)			
For the year ended December 31	2016	2015	2014
Federal tax at statutory rates	\$ 318	\$ 259	\$ 204
State tax, net	1	--	1
Patronage distributions	(46)	(37)	(41)
Effect of non-taxable entity	(265)	(220)	(158)
Increase (decrease) in valuation allowance	6	(1)	(4)
Other	(13)	(1)	(2)
Provision for income taxes	\$ 1	\$ --	\$ --

**Deferred Income Taxes**

Tax laws require certain items to be included in our tax returns at different times than the items are reflected on our Consolidated Statements of Income. Some of these items are temporary differences that will reverse over time. We record the tax effect of temporary differences as deferred tax assets and liabilities netted on our Consolidated Statements of Condition.

**Deferred Tax Assets and Liabilities**

(in thousands)			
As of December 31	2016	2015	2014
Allowance for loan losses	\$ 10	\$ 10	\$ 7
Postretirement benefit accrual	14	14	15
Other assets	13	7	10
Total deferred tax assets	37	31	32
Valuation allowance	(37)	(31)	(32)
Deferred tax assets, net	\$ --	\$ --	\$ --
Gross deferred tax assets	\$ 37	\$ 31	\$ 32

A valuation reserve for the deferred tax assets was necessary at December 31, 2016, 2015, and 2014 because we determined that the deferred tax asset was not completely realizable due to our minimal current tax liability over the past several years, caused primarily by the patronage program.

We have not provided for deferred income taxes on patronage allocations received from AgriBank prior to 1993. Such allocations, distributed in the form of stock, are subject to tax only upon conversion to cash. Our intent is to permanently maintain this investment in AgriBank. With respect to the AgriBank stock distributed in 2002, the Board of Directors has passed a resolution that, should this stock ever be converted to cash, creating a tax liability, an equal amount will be distributed to patrons at that time under our patronage program. Our total permanent investment in AgriBank is \$1.2 million. Additionally, we have not provided deferred income taxes on accumulated FLCA earnings of \$3.9 million as it is our intent to permanently maintain this equity in the FLCA or to distribute the earnings to stockholders in a manner that results in no additional tax liability to us.

Our income tax returns are subject to review by various United States taxing authorities. We record accruals for items that we believe may be challenged by these taxing authorities. However, we had no uncertain income tax positions at December 31, 2016. In addition, we believe we are no longer subject to income tax examinations for years prior to 2013.

## NOTE 8: EMPLOYEE BENEFIT PLANS

### Pension and Post-Employment Benefit Plans

Complete financial information for the pension and post-employment benefit plans may be found in the Combined AgriBank and affiliated Associations 2016 Annual Report (District financial statements).

The Farm Credit Foundations Plan Sponsor and Trust Committees provide oversight of the benefit plans. These governance committees are comprised of elected or appointed representatives (senior leadership and/or Board of Director members) from the participating organizations. The Coordinating Committee (a subset of the Plan Sponsor Committee comprised of AgriBank District representatives) is responsible for decisions regarding retirement benefits at the direction of the AgriBank District participating employers. The Trust Committee is responsible for fiduciary and plan administrative functions.

**Pension Plan:** Certain employees participate in the AgriBank District Retirement Plan, a District-wide multi-employer defined benefit retirement plan. The Department of Labor has determined the plan to be a governmental plan; therefore, the plan is not subject to the provisions of the Employee Retirement Income Security Act of 1974, as amended (ERISA). As the plan is not subject to ERISA, the plan's benefits are not insured by the Pension Benefit Guaranty Corporation. Accordingly, the amount of accumulated benefits that participants would receive in the event of the plan's termination is contingent on the sufficiency of the plan's net assets to provide benefits at that time. This Plan is noncontributory and covers certain eligible District employees. The assets, liabilities, and costs of the plan are not segregated by participating entities. As such, plan assets are available for any of the participating employers' retirees at any point in time. Additionally, if a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers. Further, if we choose to stop participating in the plan, we may be required to pay an amount based on the underfunded status of the plan. Because of the nature of the plan, any individual employer is not able to unilaterally change the provisions of the plan. If an employee transfers to another employer within the same plan, the employee benefits under the plan transfer. Benefits are based on salary and years of service. There is no collective bargaining agreement in place as part of this plan.

#### AgriBank District Retirement Plan Information

(in thousands)

As of December 31	2016	2015	2014
Unfunded liability	\$ 374,305	\$ 453,825	\$ 423,881
Projected benefit obligation	1,269,625	1,255,259	1,234,960
Fair value of plan assets	895,320	801,434	811,079
Accumulated benefit obligation	1,096,913	1,064,133	1,051,801
<b>For the year ended December 31</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Total plan expense	\$ 53,139	\$ 63,800	\$ 45,827
Our allocated share of plan expenses	86	94	64
Contributions by participating employers	90,000	62,722	52,032
Our allocated share of contributions	140	93	72

The unfunded liability reflects the net of the fair value of the plan assets and the projected benefit obligation at the date of these Consolidated Financial Statements. The projected benefit obligation is the actuarial present value of all benefits attributed by the pension benefit formula to employee service rendered prior to the measurement date based on assumed future compensation levels. The accumulated benefit obligation is the actuarial present value of the benefits attributed to employee service rendered before the measurement date and based on current employee service and compensation. The funding status is subject to many variables including performance of plan assets and interest rate levels. Therefore, changes in assumptions could significantly affect these estimates.

Costs are determined for each individual employer based on costs directly related to their current employees as well as an allocation of the remaining costs based proportionately on the estimated projected liability of the employer under this plan. We recognize our proportional share of expense and contribute a proportional share of funding. Our allocated share of plan expenses is included in "Salaries and employee benefits" in the Consolidated Statements of Income.

Benefits paid to participants in the District were \$56.4 million in 2016. While the plan is a governmental plan and is not subject to minimum funding requirements, the employers contribute amounts necessary on an actuarial basis to provide the plan with sufficient assets to meet the benefits to be paid to participants. The amount of the total District employer contributions expected to be paid into the pension plan during 2017 is \$90.0 million. Our allocated share of these pension contributions is expected to be \$147 thousand. The amount ultimately to be contributed and the amount ultimately recognized as expense as well as the timing of those contributions and expenses, are subject to many variables including performance of plan assets and interest rate levels. These variables could result in actual contributions and expenses being greater than or less than the amounts reflected in the District financial statements.

**Retiree Medical Plans:** District employers also provide certain health insurance benefits to eligible retired employees according to the terms of the benefit plans. The anticipated costs of these benefits are accrued during the period of the employee's active status.

#### Retiree Medical Plan Information

(in thousands)

For the year ended December 31	2016	2015	2014
Postretirement benefit expense	\$ 3	\$ 6	\$ 3
Our cash contributions	7	7	7

Postretirement benefit costs are included in "Salaries and employee benefits" in the Consolidated Statements of Income. Our cash contributions are equal to the benefits paid.

#### Defined Contribution Plans

We participate in a District-wide defined contribution plan. For employees hired before January 1, 2007, employee contributions are matched dollar for dollar up to 2.0% and 50 cents on the dollar on the next 4.0% on both pre-tax and post-tax contributions. The maximum employer match is 4.0%. For employees hired after December 31, 2006, we contribute 3.0% of the employee's compensation and will match employee contributions dollar for dollar up to a maximum of 6.0% on both pre-tax and post-tax contributions. The maximum employer contribution is 9.0%.

Employer contribution expenses for the defined contribution plan, included in "Salaries and employee benefits" in the Consolidated Statements of Income, were \$26 thousand, \$24 thousand, and \$22 thousand in 2016, 2015, and 2014, respectively. These expenses were equal to our cash contributions for each year.

#### NOTE 9: RELATED PARTY TRANSACTIONS

In the ordinary course of business, we may enter into loan transactions with our officers, directors, their immediate family members, and other organizations with which such persons may be associated. Such transactions may be subject to special approval requirements contained in the FCA Regulations and are made on the same terms, including interest rates, amortization schedules, and collateral, as those prevailing at the time for comparable transactions with other persons. In our opinion, none of these loans outstanding at December 31, 2016 involved more than a normal risk of collectability.

#### Related Party Loans Information

(in thousands)	2016	2015	2014
As of December 31:			
Total related party loans	\$ 3,789	\$ 4,233	\$ 3,741
For the year ended December 31:			
Advances to related parties	\$ 10,551	\$ 6,975	\$ 9,095
Repayments by related parties	10,878	6,545	9,475

The related parties can be different each year end primarily due to changes in the composition of the Board of Directors and the mix of organizations with which such persons may be associated. Advances and repayments on loans in the preceding chart are related to those considered related parties at year end.

As discussed in Note 5, we borrow from AgriBank, in the form of a line of credit, to fund our loan portfolio.

We purchase various services from AgriBank including certain financial and retail systems, financial reporting services, technology services, insurance services, and internal audit services. The total cost of services we purchased from AgriBank was \$79 thousand, \$72 thousand, and \$67 thousand in 2016, 2015, and 2014, respectively.

We also purchase human resource information systems, benefit, payroll, and workforce management services from Farm Credit Foundations (Foundations). As of December 31, 2016, 2015, and 2014, our investment in Foundations was \$7 thousand. The total cost of services purchased from Foundations was \$47 thousand, \$39 thousand, and \$36 thousand in 2016, 2015, and 2014, respectively.

#### NOTE 10: CONTINGENCIES AND COMMITMENTS

In the normal course of business, we have various contingent liabilities and commitments outstanding, which may not be reflected in the Consolidated Financial Statements. We do not anticipate any material losses because of these contingencies or commitments.

We may be named as a defendant in certain lawsuits or legal actions in the normal course of business. At the date of these Consolidated Financial Statements, our management team was not aware of any material actions. However, management cannot ensure that such actions or other contingencies will not arise in the future.

We have commitments to extend credit to satisfy the financing needs of our borrowers. These financial instruments involve, to varying degrees, elements of credit risk that may be recognized in the financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the loan contract. At December 31, 2016, we had commitments to extend credit of \$11.2 million.

Commitments to extend credit generally have fixed expiration dates or other termination clauses and we may require payment of a fee. If commitments to extend credit remain unfulfilled or have not expired, they may have credit risk not recognized in the financial statements. Many of the commitments to

extend credit will expire without being fully drawn upon. Therefore, the total commitments do not necessarily represent future cash requirements. The credit risk involved in issuing these financial instruments is essentially the same as that involved in extending loans to borrowers and we apply the same credit policies. The amount of collateral obtained, if deemed necessary by us upon extension of credit, is based on management's credit evaluation of the borrower.

#### NOTE 11: FAIR VALUE MEASUREMENTS

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for the asset or liability. Accounting guidance also establishes a fair value hierarchy, with three input levels that may be used to measure fair value. Refer to Note 2 for a more complete description of the three input levels.

We did not have any assets or liabilities measured at fair value on a recurring basis at December 31, 2016, 2015, or 2014.

#### Non-Recurring

We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis.

##### Assets Measured at Fair Value on a Non-recurring Basis

(in thousands)

As of December 31, 2016	Fair Value Measurement Using			Total Fair Value	Total Gains
	Level 1	Level 2	Level 3		
Impaired loans	\$ --	\$ --	\$ --	\$ --	\$ 1

As of December 31, 2015	Fair Value Measurement Using			Total Fair Value	Total (Losses)
	Level 1	Level 2	Level 3		
Impaired loans	\$ --	\$ 242	\$ --	\$ 242	\$ (24)

As of December 31, 2014	Fair Value Measurement Using			Total Fair Value	Total Gains
	Level 1	Level 2	Level 3		
Impaired loans	\$ --	\$ 48	\$ --	\$ 48	\$ 2

#### Valuation Techniques

**Impaired loans:** Represents the carrying amount and related write-downs of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. 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. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses independent appraisals and other market-based information, they are classified as Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters, they are classified as Level 3.

#### NOTE 12: SUBSEQUENT EVENTS

We have evaluated subsequent events through March 8, which is the date the Consolidated Financial Statements were available to be issued. There have been no material subsequent events that would require recognition in our 2016 Consolidated Financial Statements or disclosures in the Notes to Consolidated Financial Statements.



# DISCLOSURE INFORMATION REQUIRED BY REGULATIONS

*Delta Agricultural Credit Association*  
(Unaudited)

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## Description of Business

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General information regarding the business is incorporated herein by reference from Note 1 to the accompanying Consolidated Financial Statements.

The description of significant business developments, if any, is incorporated herein by reference from the "Management's Discussion and Analysis" section of the accompanying Consolidated Financial Statements.

## Description of Property

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### Property Information

Location	Description	Usage
Dermott, AR	Owned	Headquarters
Monticello, AR	Leased	Branch

## Legal Proceedings

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Information regarding legal proceedings is discussed in Notes 10 to the accompanying Consolidated Financial Statements. We were not subject to any enforcement actions as of December 31, 2016.

## Description of Capital Structure

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Information regarding our capital structure is discussed in Note 6 to the accompanying Consolidated Financial Statements.

## Description of Liabilities

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Information regarding liabilities is discussed in Notes 5, 6, 7, 8, and 10 to the accompanying Consolidated Financial Statements.

## Selected Financial Data

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The "Consolidated Five-Year Summary of Selected Financial Data" is presented at the beginning of the accompanying Consolidated Financial Statements.

## Management's Discussion and Analysis

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Information regarding any material aspects of our financial condition, changes in financial condition, and results of operations are discussed in the "Management's Discussion and Analysis" section of the accompanying Consolidated Financial Statements.

## Board of Directors

### Board of Directors as of December 31, 2016, including business experience during the last five years

Name	Term	Principal Occupation and Other Affiliations
<b>Al Beaty</b> Outside Director Service Began: 1990	1/2015-1/2018	<b>Principal Occupation:</b> Retired <b>Other Affiliations:</b> Director: Drew County Farm Bureau, involved in insurance sales
<b>Bruce Bond</b> Service Began: 2014	3/2014 - 3/2017	<b>Principal Occupation:</b> Self-employed cotton and grain farmer <b>Other Affiliations:</b> Director: Lake Village Seed and Tire, a farm supply store Director: Crooked Bayou Watershed, involved in drainage management Director: Eudora Western Drainage District, involved in drainage management
<b>C. Randall Cox</b> Vice Chairperson Service Began: 1997	3/2015 - 3/2018	<b>Principal Occupation:</b> Retired cotton and grain farmer
<b>Kim Ellington</b> Service Began: 2004	3/2016 - 3/2019	<b>Principal Occupation:</b> Self-employed grain and sod farmer
<b>Joe Mencer</b> Service Began: 2011	3/2015 - 3/2018	<b>Principal Occupation:</b> Self-employed cotton and grain farmer <b>Other Affiliations:</b> Director: USA Rice Federation, involved in rice promotion Director: AR Rice Federation, involved in rice promotion Director: Arkansas Boll Weevil Eradication Foundation, involved in boll weevil eradication Director: Chicot County Farm Bureau, involved in insurance sales Director: Lake Village Seed and Tire, a farm supply store Director: Chicot County Conservation District, involved in soil and water conservation Director: Delta Grain and Gin, involved in cotton ginning Director: Pendleton Gin, involved in cotton ginning Director: Agricultural Council of Arkansas, involved in Arkansas agricultural promotions
<b>Mike Norris</b> Chairperson Service Began: 2002	3/2015 - 3/2018	<b>Principal Occupation:</b> Self-employed cotton and grain farmer <b>Other Affiliations:</b> Director: Pendleton Gin, involved in cotton ginning

Pursuant to our bylaws, directors are paid a per diem of \$125 per day for attendance at board meetings and other special meetings. Directors serving on the loan committee are paid a per diem of \$75 per day. Directors are also provided with \$100 thousand 24-hour Accidental Death and Dismemberment insurance coverage while traveling on association business. The annual premium cost to us is \$20 per director.

Information regarding compensation paid to each director who served during 2016 follows:

Name	Number of Days Served		Compensation Paid for Service on a Board Committee	Name of Committee	Total Compensation Paid in 2016
	Board Meetings	Other Official Activities			
Al Beaty, Outside Director	7.0	2.0	\$ --		\$ 1,125
Bruce Bond	5.0	3.0	--		1,000
C. Randall Cox, Vice Chairperson	7.0	14.0	825	Loan	2,075
Kim Ellington	6.0	1.0	--		875
Joe Mencer	7.0	3.0	--		1,250
Mike Norris, Chairperson	7.0	14.0	825	Loan	2,075
					<u>\$ 8,400</u>

## Senior Officers

### Senior Officers as of December 31, 2016, including business experience during the last five years

Name and Position	Business experience and other business interests
<b>Mark W. Kaufman</b>	Chief Executive Officer (CEO), since June 2002
<b>Keith Hunter</b>	Vice President (VP), since January 2005 <b>Other business affiliations:</b> Director: Chicot County Conservation District, involved in soil and water conservation
<b>Mary Ann Johnson</b>	Chief Financial Officer (CFO), since January 1990

### Senior Officer Compensation

We believe the design and governance of our CEO, senior officer, and highly compensated individuals compensation program is consistent with the highest standards of risk management and provides total compensation that promotes our mission to ensure a safe, sound, and dependable source of credit and related services for agriculture and rural America.

The CEO, senior officer, and highly compensated individuals are compensated with a mix of direct cash and retirement plans generally available to all employees. We do not offer any short-term or long-term incentives to our CEO, senior officers, or highly compensated individuals.

**Base Salary:** The CEO, senior officer, and highly compensated individuals base salaries reflect the officer's experience and level of responsibility. Base salaries are subject to review and approval by our Board of Directors and are subject to adjustment based on changes in responsibilities or competitive market conditions.

**Retirement Plans:** We have various post-employment benefit plans which are generally available to all association employees, including the CEO, senior officers, and highly compensated individuals based on dates of service to the association and are not otherwise differentiated by position, unless specifically stated. Information regarding the post-employment benefit plans is included in Notes 2 and 8 to the accompanying Consolidated Financial Statements.

**Other Components of Compensation:** Additionally, compensation associated with any group term life insurance premiums, disability insurance premiums, or other taxable reimbursements may be made available to the CEO and senior officers based on job criteria or similar plans available to all employees.

#### Compensation to the CEO, Senior Officers, and Highly Compensated Individuals

(in thousands)						
Name	Year	Salary	Deferred/ Perquisites	Other	Total	
Mark W. Kaufman, CEO	2016	\$ 105	\$ 1	\$ 58	\$ 164	
Mark W. Kaufman, CEO	2015	99	1	92	192	
Mark W. Kaufman, CEO	2014	96	1	127	224	
Aggregate Number of Senior Officers and Highly Compensated Individuals, excluding CEO						
Four	2016	\$ 286	\$ 1	\$ 126	\$ 413	
Four	2015	284	1	81	366	
Four	2014	270	1	116	387	

The amount in the "Other" category in the preceding table primarily includes:

- Employer match on defined contribution plans available to all employees.
- Changes in the value of pension benefits. The change in value of the pension benefits is defined as the change in the vested portion of the present value of the accumulated benefit obligation from December 31 of the prior year to December 31 of the most recent year for the District-wide Pension Plan and the Pension Restoration Plan, as applicable, as disclosed in Note 8 to the accompanying Consolidated Financial Statements. This change in value does not represent cash payments made by the Association during the year, but rather is an estimate of the change in the Association's future obligations under the pension plan. The change in the value of the pension benefits is highly sensitive to discount rates used to value the plan liabilities to participants.

No tax reimbursements are made to the CEO, senior officer, and highly compensated individuals.

The value of the pension benefits from December 31, 2015 to December 31, 2016 changed primarily due to interest cost, accumulation of an additional year of credited service by plan participants, and changes in actuarial assumptions.

Members may request information on the compensation to the individuals included in the preceding table during 2016.

Effective April 29, 2015, the Farm Credit Administration Board adopted a final rule changing the determination of employees that could be considered highly compensated employees. While not final as of December 31, 2014, employees disclosed for 2014 in the above chart were determined based on the final rule.

### Pension Benefits Attributable to the CEO, Senior Officers, and Highly Compensated Individuals

(dollars in thousands)

2016		Years of	Present Value	Payments
Name	Plan	Credited Service	of Accumulated	Made During the
			Benefits	Reporting Period
Mark W. Kaufman, CEO	AgriBank District Retirement Plan	39.9	\$ 834	\$ --
Aggregate Number of Senior Officers/Highly Compensated Individuals, excluding CEO				
Three	AgriBank District Retirement Plan	23.1	\$ 602	\$ --

The change in composition of the aggregate senior officer and highly compensated individuals can have a significant impact on the calculation of the accumulated pension benefits.

Effective January 1, 2007, the AgriBank District Retirement Plan was closed to new employees. Therefore, any employee starting employment with the AgriBank District after that date is not eligible to be in the plan.

### Transactions with Senior Officers and Directors

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Information regarding related party transactions is discussed in Note 9 to the accompanying Consolidated Financial Statements.

### Travel, Subsistence, and Other Related Expenses

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Directors and senior officers are reimbursed for reasonable travel, subsistence, and other related expenses associated with business functions. A copy of our policy for reimbursing these costs is available by contacting us at:

P.O. Box 750  
Dermott, AR 71638  
(870) 538-3258  
www.deltaaca.com

The total directors' travel, subsistence, and other related expenses were \$13 thousand, \$13 thousand, and \$12 thousand in 2016, 2015, and 2014, respectively.

### Involvement in Certain Legal Proceedings

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No events occurred during the past five years that are material to evaluating the ability or integrity of any person who served as a director or senior officer on January 1, 2017 or at any time during 2016.

### Member Privacy

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The FCA Regulations protect members' nonpublic personal financial information. Our directors and employees are restricted from disclosing information about our association or our members not normally contained in published reports or press releases.

### Relationship with Qualified Public Accountant

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There were no changes in independent auditors since the last Annual Report to members and we are in agreement with the opinion expressed by the independent auditors. The total fees paid during 2016 were \$8 thousand. The fees paid were for audit services.

### Financial Statements

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The "Report of Management", "Report of Audit Committee", "Report of Independent Auditors", "Consolidated Financial Statements", and "Notes to Consolidated Financial Statements" are presented prior to this portion of the accompanying Consolidated Financial Statements.

### Young, Beginning, and Small Farmers and Ranchers

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Information regarding credit and services to young, beginning, and small farmers and ranchers, and producers or harvesters of aquatic products is discussed in an addendum to this Annual Report.

# YOUNG, BEGINNING, AND SMALL FARMERS AND RANCHERS

*Delta Agricultural Credit Association*

*(Unaudited)*

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We have specific programs in place to serve the credit and related needs of young, beginning, and small farmers and ranchers (YBS) in our territory. The definitions of YBS as developed by the Farm Credit Administration (FCA) follow:

- Young: A farmer, rancher, or producer or harvester of aquatic products who is age 35 or younger as of the loan transaction date.
- Beginning: A farmer, rancher, or producer or harvester of aquatic products who has 10 years or less farming or ranching experience as of the loan transaction date.
- Small: A farmer, rancher, or producer or harvester of aquatic products who normally generates less than \$250 thousand in annual gross sales of agricultural or aquatic products.

Our Demographic Study Revision for farmers, ranchers, and producers of aquatic products is based on our information from the end of fourth quarter 2015. The source of YBS information for the comparison of Young, Beginning, and Small Farmers in our territory is the 2012 United States Department of Agriculture Census and the Chicot County Extension Service. Our portfolio statistics are based on number of loans, while the census data is based on number of farms. While the numbers are fairly similar, the difference in methodology should be taken into consideration. In addition, note that our association includes Ashley, Chicot, Desha, Drew, and Lincoln counties. Only 30% of Lincoln County is in our territory.

The total number of Young, Beginning, and Small farmers in our territory was 76 young farmers, 265 beginning farmers, and 306 small farmers. Our Young, Beginning, and Small farmer program consisted of 56 young farmers or 74% of the market, 140 beginning farmers or 53% of the market, and 130 small farmers or 42% of the market in our territory.

There are approximately 30 agricultural lending institution offices in our territory. We make up 7% of the business of these agricultural lending agencies. Our market share of the YBS producers exceeds our physical presence in the community. It is very difficult for a YBS operation to become a viable operation with today's economic, environmental, governmental, and social forces. Efforts have succeeded in creating a larger percentage of YBS numbers in our portfolio than exists in our territory. We will continue to emphasize YBS portfolio growth.

## **Mission Statement**

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Our mission is to provide support for the YBS farmers. As a farmer-owned cooperative, we will promote and assist these farmers with their careers by providing a competitive and dependable source of constructive credit.

## **Quantitative Goals**

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Annual quantitative targets for YBS farmers are to increase our new volume in dollars by 1% and increase our percentage of share in the territory by a minimum of 1%.

Overall, our total portfolio loan numbers and volumes increased in 2016, and the YBS loans ended with increased numbers, territory share percentages, and portfolio percentages. Territory percentages increased in all three YBS categories: Young - 6.0% increase, Beginning - 6.0% increase, and Small - 2.0% increase.

While our 2016 overall numbers increased our gross new business was less than anticipated. The following results of our YBS gross year end loan numbers and volumes to new customers originated in 2016 in comparison to those originated in 2015 were:

- Young - 7.7% decrease in loan numbers; 60.5% decrease in volume
- Beginning - 22.2% decrease in loan numbers; 37.7% decrease in volume
- Small - 15.0% increase in loan numbers; 1.0% decrease in volume

## **Qualitative Goals and Outreach Programs**

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Annual qualitative goals for YBS farmers are to maintain our current borrowers as well as attract new YBS borrowers with an acceptable credit classification. In addition, we want to have 90% of these new and existing loans having a risk rating of 9 or better. This goal was met with 99.5% of our loans having risk ratings of 5-9.

We have developed lending methodologies for YBS farmers. Credit factors have been specifically developed and are in use by the lending staff. The Farm Service Agency (FSA) Guarantee Program is used in many cases to offset credit risk associated with the inadequate collateral or capital exhibited by many YBS farmers.

## **Safety and Soundness of the Program**

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We will review any loan request with the intent to make the loan if the credit and eligibility criteria can be met. We will use the FSA Guarantee Program to reduce risk associated with YBS loans, if applicable. The credit and services offered to YBS farmers are provided in a safe and sound manner.

# FUNDS HELD PROGRAM

*Delta Agricultural Credit Association*  
(Unaudited)

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## **Purpose**

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The purpose of this policy is to establish standardized documentation and procedures on the uses of the Funds Held feature.

## **Policy**

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**Funds Held Account Purpose.** It is the intention of the Association to make available the Funds Held feature to borrowers for the purpose of escrowing available funds to be applied to future scheduled payments of principal, interest payable, and other collateral expenses such as property taxes and insurance.

**Funds Held Account Balance Maximum.** Funds Held principal balance cannot exceed the related loan's outstanding principal balance. Recommended maximum balance not to exceed the equivalent of 50% of the current outstanding principal loan balance.

Interest will accrue on Funds Held at a simple rate of interest that may be changed by the Association from time to time. The interest rate may never exceed the interest rate charged on the related loan. Interest rates are currently reported on each customer's loan statement.

A 1099-INT Form will be sent to borrowers and reported to the IRS in accordance with IRS regulations. Funds Held interest income will be reported on an "accrual basis", as opposed to 1098 Interest Paid reporting which is on a "cash basis".

**Availability of Funds Held Balances for Withdrawal.** The Association wishes to avoid potential abuse of this feature. The Association is not a chartered depository institution. Therefore, a Funds Held account cannot be treated as a deposit account from which funds can be withdrawn on demand. However, withdrawals may be approved by management, on an exception basis, not to exceed FOUR withdrawals per calendar year per loan.

Borrowers shall be provided adequate disclosures regarding:

- The fact that Funds Held balances are uninsured, including an explanation of the risk in the event of liquidation of the institution;
- Limits on amounts that can be paid into Funds Held;
- Interest rates that will be paid; and
- Withdrawal guidelines or restrictions.

## **Responsibility**

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The management will be responsible for monitoring and approving Funds Held withdrawals. The management may delegate Funds Held withdrawal approvals to branch managers.

Association management shall report to the Board of Directors, on an annual basis, information concerning customer's use of the Funds Held account. The Board of Directors will periodically review the adequacy of the provisions of this policy.



**Delta Agricultural Credit Association**

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**P.O. Box 750 • Dermott, AR 71638 • (870) 538-3258**

**Visit us at [www.deltaaca.com](http://www.deltaaca.com)**