

**HERITAGE LAND BANK, ACA**

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**2018  
Quarterly Report  
Second Quarter**



**For the Quarter Ended June 30, 2018**

## REPORT OF MANAGEMENT

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



Bill Tandy, Chief Executive Officer  
*July 30, 2018*



Roger Claxton, Chairman, Board of Directors  
*July 30, 2018*



Heath Gattis, Chief Financial Officer  
*July 30, 2018*

## HERITAGE LAND BANK, ACA MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the financial performance of the Heritage Land Bank, ACA (Agricultural Credit Association), referred to as the Association, for the quarter ended June 30, 2018. These comments should be read in conjunction with the accompanying financial statements and the December 31, 2017 Annual Report to Stockholders.

The Association is a member of the Farm Credit System (System), a nationwide network of cooperatively owned financial institutions established by and subject to the provisions of the Farm Credit Act of 1971, as amended, and the regulations of the Farm Credit Administration (FCA) promulgated thereunder.

The consolidated financial statements comprise the operations of the ACA and its wholly-owned subsidiaries. The consolidated financial statements were prepared under the oversight of the Association's audit committee.

### Significant Events:

The Association's Board of Directors is committed to returning earnings in the form of a patronage distribution. In December 2017, the Board of Directors declared a cash patronage distribution of approximately \$3.1 million from 2017 profits that was paid March 1, 2018. The patronage distribution equated to 65 basis points (.65 percent). Including the patronage paid in 2018, the aggregate amount paid and allocated to its stockholders for the past 20 years will exceed \$44.4 million.

### Loan Portfolio:

Total loans outstanding at June 30, 2018, including nonaccrual loans, were \$498,218,195 compared to \$482,939,554 at December 31, 2017, reflecting an increase of 3.2 percent. Nonaccrual loans as a percentage of total loans outstanding were 0.1 percent at June 30, 2018 and December 31, 2017.

The Association recorded \$82,858 in recoveries and no charge-offs for the quarter ended June 30, 2018, and \$21,084 in recoveries and no charge-offs for the same period in 2017. The Association's allowance for loan losses was 1.0 percent of total loans outstanding as of June 30, 2018 and December 31, 2017.

### Risk Exposure:

High-risk assets include nonaccrual loans, loans that are past due 90 days or more and still accruing interest, formally restructured loans and other property owned. The following table illustrates the Association's components and trends of high-risk assets.

	June 30, 2018		December 31, 2017	
	Amount	%	Amount	%
Nonaccrual	\$ 420,072	15.3%	\$ 495,754	17.8%
Formally restructured	425,475	15.5%	427,893	15.3%
Other property owned, net	1,905,473	69.2%	1,867,347	66.9%
Total	\$ 2,751,020	100.0%	\$ 2,790,994	100.0%

## Investments:

During the second quarter of 2018, the Association did not exchange any mortgage loans that previously were covered under a long-term standby commitment to purchase agreement with Federal Agricultural Mortgage Corporation (Farmer Mac) for a Farmer Mac guaranteed agricultural mortgage-backed security. The Association continues to service Farmer Mac loans. These investments in guaranteed securities are included in this report's Consolidated Balance Sheet as investments.

## Results of Operations:

The Association had net income of \$1,546,186 and \$3,449,523 for the three and six months ended June 30, 2018, as compared to net income of \$1,897,484 and \$3,191,401 for the same periods in 2017, reflecting a decrease of 18.5 and an increase of 8.1 percent, respectively. Net interest income was \$3,338,684 and \$6,715,499 for the three and six months ended June 30, 2018, compared to \$3,730,750 and \$6,657,682 for the same periods in 2017.

	Six months ended:			
	June 30, 2018		June 30, 2017	
	Average Balance	Interest	Average Balance	Interest
Loans	\$ 480,076,795	\$ 12,037,973	\$ 436,045,736	\$ 10,910,843
Investments	267,198	7,430	391,197	9,429
Total interest-earning assets	480,343,993	12,045,403	436,436,933	10,920,272
Interest-bearing liabilities	406,118,287	5,329,904	365,887,005	4,262,590
Impact of capital	\$ 74,225,706		\$ 70,549,928	
Net interest income		\$ 6,715,499		\$ 6,657,682

	2018	2017
	Average Yield	Average Yield
Yield on loans	5.06%	5.05%
Yield on investments	5.61%	4.86%
Total yield on interest-earning assets	5.06%	5.05%
Cost of interest-bearing liabilities	2.65%	2.35%
Interest rate spread	2.41%	2.70%
Net interest income as a percentage of average earning assets	2.82%	3.08%

	Six months ended:		
	June 30, 2018 vs. June 30, 2017		
	Increase (decrease) due to		
	Volume	Rate	Total
Interest income - loans	\$ 1,101,751	\$ 25,379	\$ 1,127,130
Interest income - investments	(2,989)	990	(1,999)
Total interest income	1,098,762	26,369	1,125,131
Interest expense	468,693	598,621	1,067,314
Net interest income	\$ 630,069	\$ (572,252)	\$ 57,817

Interest income for the three and six months ended June 30, 2018, increased by \$149,841 and \$1,125,131, or 2.5 and 10.3 percent respectively, from the same periods of 2017, primarily due to increases in yields on earning assets and an increase in average loan volume. Interest expense for the three and six months ended June 30, 2018, increased by \$541,907 and \$1,067,314, or 24.4 and 25.0 percent, from the same periods of 2017 due to an increase in interest rates offset by an increase in average debt volume. Average loan volume for the second quarter of 2018 was \$482,587,788, compared to \$444,184,221 in the second quarter of 2017. The average net interest rate spread on the loan portfolio for the second quarter of 2018 was 2.41 percent, compared to 2.99 percent in the second quarter of 2017.

The Association's return on average assets for the six months ended June 30, 2018, was 1.41 percent compared to 1.44 percent for the same period in 2017. The Association's return on average equity for the six months ended June 30, 2018, was 8.72 percent, compared to 8.41 percent for the same period in 2017.

### Liquidity and Funding Sources:

The Association secures the majority of its lendable funds from the Farm Credit Bank of Texas (Bank), which obtains its funds through the issuance of System-wide obligations and with lendable equity. The following schedule summarizes the Association's borrowings.

	<b>June 30, 2018</b>	December 31, 2017
Note payable to the Bank	\$ <b>426,031,357</b>	\$ 409,033,718
Accrued interest on note payable	<b>944,306</b>	866,381
Total	<b>\$ 426,975,663</b>	<b>\$ 409,900,099</b>

The Association operates under a general financing agreement (GFA) with the Bank. The current GFA is effective through September 30, 2020. The primary source of liquidity and funding for the Association is a direct loan from the Bank. The outstanding balance of \$426,031,357 as of June 30, 2018, is recorded as a liability on the Association's balance sheet. The note carried a weighted average interest rate of 2.79 percent at June 30, 2018. The indebtedness is collateralized by a pledge of substantially all of the Association's assets to the Bank and is governed by the GFA. The increase in note payable to the Bank and related accrued interest payable since December 31, 2017, is due to the Association's increase in loan volume. The Association's own funds, which represent the amount of the Association's loan portfolio funded by the Association's equity, were \$71,537,557 at June 30, 2018. The maximum amount the Association may borrow from the Bank as of June 30, 2018, was \$497,823,917 as defined by the GFA. The indebtedness continues in effect until the expiration date of the GFA, which is September 30, 2020, unless sooner terminated by the Bank upon the occurrence of an event of default, or by the Association, in the event of a breach of this agreement by the Bank, upon giving the Bank 30 calendar days' prior written notice, or in all other circumstances, upon giving the Bank 120 days' prior written notice.

### Capital Resources:

The Association's capital position increased by \$1,856,941 at June 30, 2018, compared to December 31, 2017. The Association's debt as a percentage of members' equity was 5.38:1 as of June 30, 2018, compared to 5.32:1 as of December 31, 2017.

Farm Credit Administration regulations require us to maintain minimums for various regulatory capital ratios. New regulations became effective January 1, 2017, which replaced the previously required core surplus and total surplus ratios with common equity tier 1, tier 1 capital, and total capital risk-based capital ratios. The new regulations also added tier 1 leverage and unallocated retained earnings and equivalents (UREE) ratios. The permanent capital ratio continues to remain in effect, with some modifications to align with the new regulations. As of June 30, 2018, the Association exceeded all regulatory capital requirements.

### Significant Recent Accounting Pronouncements:

In February 2018, the Financial Accounting Standards Board (FASB) issued guidance entitled "Income Statement — Reporting Comprehensive Income — Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income." This guidance allows for the reclassification from accumulated other comprehensive income to retained earnings

for stranded tax effects resulting from the recently issued tax legislation, Tax Cuts and Jobs Act (TCJA) that lowered the federal corporate tax rate from 35% to 21%. The amount of the reclassification shall include the effect of the change in the tax rate on gross deferred tax amounts and related valuation allowances at the date of enactment of the TCJA related to items remaining in accumulated other comprehensive income. The guidance becomes effective for financial statements issued for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

In August 2017, the FASB issued guidance entitled "Targeted Improvements to Accounting for Hedging Activities." The guidance better aligns an entity's risk management activities and financial reporting for hedging relationships through changes to both the designation and measurement guidance for qualifying hedging relationships and the presentation of hedge results. The amendments in this guidance require an entity to present the earnings effect of the hedging instrument in the same income statement line item in which the earnings effect of the hedged item is reported. This guidance also addresses the timing of effectiveness testing, qualitative and quantitative effectiveness testing and components that can be excluded from effectiveness testing. This guidance becomes effective for interim and annual periods beginning after December 15, 2018. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

In March 2017, the FASB issued guidance entitled "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost." The guidance requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. Other components are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition but did change the classification of certain items in the results of operations.

In August 2016, the FASB issued guidance entitled "Classification of Certain Cash Receipts and Cash Payments." The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations but did change the classification of certain items in the statement of cash flows.

In June 2016, the FASB issued guidance entitled "Measurement of Credit Losses on Financial Instruments." 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. For public business entities that are not U.S. Securities and Exchange Commission filers this guidance becomes effective for interim and annual periods beginning after December 15, 2020, with early application permitted. The Association is evaluating the impact of adoption on its financial condition and results of operations.

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association is evaluating the impact of adoption on its financial condition and results of operations.

In January 2016, the FASB issued guidance entitled "Recognition and Measurement of Financial Assets and Liabilities." The guidance affects, among other things, the presentation and disclosure requirements for financial instruments. For public entities, the guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments carried at amortized cost. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations but did impact the Association's fair value disclosures.

In May 2014, the FASB issued guidance entitled, "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. The guidance sets forth the requirement for new and enhanced disclosures. The Association adopted the new standard-effective January 1, 2018, using the modified retrospective approach. As the majority of the Association's revenues are not subject to the new guidance, the adoption of the guidance did not have a material impact on the financial position, results of operations, equity or cash flows.

**Relationship with the Farm Credit Bank of Texas:**

The Association's financial condition may be impacted by factors that affect the Bank. The financial condition and results of operations of the Bank may materially affect the stockholder's investment in the Association. The Management's Discussion and Analysis and Notes to Financial Statements contained in the 2017 Annual Report of Heritage Land Bank, ACA more fully describe the Association's relationship with the Bank.

The Texas Farm Credit District's (District) annual and quarterly stockholder reports, as well as those of the Bank, are available free of charge, upon request. These reports can be obtained by writing to Farm Credit Bank of Texas, The Ag Agency, P.O. Box 202590, Austin, Texas 78720, or by calling (512) 483-9204. Copies of the District's quarterly and annual stockholder reports also can be requested by e-mail at [fcb@farmcreditbank.com](mailto:fcb@farmcreditbank.com). The annual and quarterly stockholder reports for the Bank and the District are also available on its website at [www.farmcreditbank.com](http://www.farmcreditbank.com).

The Association's quarterly stockholder reports are also available free of charge, upon request. These reports can be obtained by writing to Heritage Land Bank, ACA, 4608 Kinsey Drive, Tyler, Texas 75703, or calling (903) 534-9204. The annual and quarterly stockholder reports for the Association are also available on its website at [heritagelandbank.com](http://heritagelandbank.com). Copies of the Association's quarterly stockholder reports can also be requested by e-mailing [stephanie.king@heritagelandbank.com](mailto:stephanie.king@heritagelandbank.com).

**HERITAGE LAND BANK, ACA**  
**CONSOLIDATED BALANCE SHEET**

	<b>June 30, 2018 (unaudited)</b>	<b>December 31, 2017</b>
<b><u>ASSETS</u></b>		
Cash	\$ 1,446,776	\$ 1,026,770
Investments	218,551	307,296
Loans	498,218,195	482,939,554
Less: allowance for loan losses	5,004,128	4,900,864
Net loans	<u>493,214,067</u>	<u>478,038,690</u>
Accrued interest receivable	2,572,452	2,254,169
Investment in and receivable from the Farm Credit Bank of Texas:		
Capital stock	7,529,080	7,529,080
Other	990,000	458,666
Other property owned, net	1,905,473	1,867,347
Premises and equipment, net	3,397,409	3,039,363
Other assets	306,407	258,594
Total assets	<u>\$ 511,580,215</u>	<u>\$ 494,779,975</u>
<b><u>LIABILITIES</u></b>		
Note payable to the Farm Credit Bank of Texas	\$ 426,031,357	\$ 409,033,718
Accrued interest payable	944,306	866,381
Drafts outstanding	50,275	119,775
Dividends payable	1,728,917	3,112,377
Other liabilities	2,645,124	3,324,429
Total liabilities	<u>431,399,979</u>	<u>416,456,680</u>
<b><u>MEMBERS' EQUITY</u></b>		
Capital stock and participation certificates	2,379,860	2,317,035
Unallocated retained earnings	77,955,595	76,156,072
Accumulated other comprehensive loss	(155,219)	(149,812)
Total members' equity	<u>80,180,236</u>	<u>78,323,295</u>
Total liabilities and members' equity	<u>\$ 511,580,215</u>	<u>\$ 494,779,975</u>

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



**HERITAGE LAND BANK, ACA**

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

(unaudited)

	Quarter Ended		Six Months Ended	
	June 30,		June 30,	
	2018	2017	2018	2017
<b><u>INTEREST INCOME</u></b>				
Loans	\$ 6,099,400	\$ 5,948,387	\$ 12,037,973	\$ 10,910,843
Investments	3,411	4,583	7,430	9,429
Total interest income	<u>6,102,811</u>	<u>5,952,970</u>	<u>12,045,403</u>	<u>10,920,272</u>
<b><u>INTEREST EXPENSE</u></b>				
Note payable to the Farm Credit Bank of Texas	<u>2,764,127</u>	<u>2,222,220</u>	<u>5,329,904</u>	<u>4,262,590</u>
Net interest income	<u>3,338,684</u>	<u>3,730,750</u>	<u>6,715,499</u>	<u>6,657,682</u>
<b><u>PROVISION FOR LOAN LOSSES</u></b>				
	-	-	-	-
Net interest income after provision for loan losses	<u>3,338,684</u>	<u>3,730,750</u>	<u>6,715,499</u>	<u>6,657,682</u>
<b><u>NONINTEREST INCOME</u></b>				
Income from the Farm Credit Bank of Texas:				
Patronage income	545,301	335,094	1,086,972	997,878
Loan fees	22,357	45,085	(4,672)	58,624
Refunds from Farm Credit System				
Insurance Corporation	-	-	299,740	4,102
Financially related services income	468	458	901	983
Other noninterest income	67,140	20,677	88,702	46,153
Total noninterest income	<u>635,266</u>	<u>401,314</u>	<u>1,471,643</u>	<u>1,107,740</u>
<b><u>NONINTEREST EXPENSES</u></b>				
Salaries and employee benefits	1,346,007	1,309,017	2,809,842	2,561,528
Directors' expense	74,974	73,443	132,590	158,098
Purchased services	111,908	73,510	202,605	150,267
Travel	64,888	48,299	120,950	110,894
Occupancy and equipment	173,039	147,705	343,036	324,036
Communications	42,145	40,358	86,329	78,414
Advertising	137,663	131,673	281,618	304,190
Public and member relations	249,120	171,112	325,992	289,274
Supervisory and exam expense	42,565	38,500	85,130	77,000
Insurance Fund premiums	98,374	144,359	196,779	282,097
Loss on other property owned, net	4,337	2,556	7,453	135,780
Other noninterest expense	82,744	54,048	145,295	102,443
Total noninterest expenses	<u>2,427,764</u>	<u>2,234,580</u>	<u>4,737,619</u>	<u>4,574,021</u>
<b>NET INCOME</b>	<u>1,546,186</u>	<u>1,897,484</u>	<u>3,449,523</u>	<u>3,191,401</u>
Other comprehensive income:				
Change in postretirement benefit plans	(2,704)	(4,519)	(5,407)	(4,519)
<b>COMPREHENSIVE INCOME</b>	<u>\$ 1,543,482</u>	<u>\$ 1,892,965</u>	<u>\$ 3,444,116</u>	<u>\$ 3,186,882</u>

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

**HERITAGE LAND BANK, ACA**

**CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY**  
(unaudited)

	<b>Capital Stock/ Participation Certificates</b>	<b>Retained Earnings Unallocated</b>	<b>Accumulated Other Comprehensive Income (Loss)</b>	<b>Total Members' Equity</b>
Balance at December 31, 2016	\$ 2,110,740	\$ 72,941,069	\$ 76,116	\$ 75,127,925
Net income	-	3,191,401	-	3,191,401
Other comprehensive income	-	-	(4,519)	(4,519)
Capital stock/participation certificates and allocated retained earnings issued	250,305	-	-	250,305
Capital stock/participation certificates and allocated retained earnings retired	(147,010)	-	-	(147,010)
Patronage distributions declared	-	(746,126)	-	(746,126)
Balance at June 30, 2017	<u>\$ 2,214,035</u>	<u>\$ 75,386,344</u>	<u>\$ 71,597</u>	<u>\$ 77,671,976</u>
Balance at December 31, 2017	\$ 2,317,035	\$ 76,156,072	\$ (149,812)	\$ 78,323,295
Net income	-	3,449,523	-	3,449,523
Other comprehensive income	-	-	(5,407)	(5,407)
Capital stock/participation certificates and allocated retained earnings issued	222,120	-	-	222,120
Capital stock/participation certificates and allocated retained earnings retired	(159,295)	-	-	(159,295)
Patronage distributions declared	-	(1,650,000)	-	(1,650,000)
<b>Balance at June 30, 2018</b>	<u><b>\$ 2,379,860</b></u>	<u><b>\$ 77,955,595</b></u>	<u><b>\$ (155,219)</b></u>	<u><b>\$ 80,180,236</b></u>

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

**HERITAGE LAND BANK, ACA**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
(UNAUDITED)

**NOTE 1 — ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES:**

The Heritage Land Bank, ACA (Agricultural Credit Association), referred to as the Association, is a member-owned cooperative that provides credit and credit-related services to or for the benefit of eligible borrowers/stockholders for qualified agricultural purposes. The Association serves the counties of Anderson, Angelina, Cherokee, Collin, Dallas, Henderson, Hunt, Nacogdoches, Panola, Rockwall, Rusk, Sabine, San Augustine, Shelby, Smith and Tarrant in the state of Texas. The Association is a lending institution of the Farm Credit System (System), which was established by Acts of Congress to meet the needs of American agriculture.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2017, as contained in the 2017 Annual Report to Stockholders.

In the opinion of management, the accompanying consolidated financial statements contain all adjustments necessary for a fair presentation of the interim financial condition and results of operations and conform with generally accepted accounting principles (GAAP), except for the inclusion of a statement of cash flows. GAAP require a business enterprise that provides a set of financial statements reporting both financial position and results of operations to also provide a statement of cash flows for each period for which results of operations are provided. In regulations issued by FCA, Associations have the option to exclude statements of cash flows in interim financial statements. Therefore, the Association has elected not to include a statement of cash flows in these consolidated financial statements. These interim financial statements should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2017, as contained in the 2017 Annual Report to Stockholders. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2017. Descriptions of the significant accounting policies are included in the 2017 Annual Report to Stockholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

In February 2018, the Financial Accounting Standards Board (FASB) issued guidance entitled “Income Statement — Reporting Comprehensive Income — Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income.” This guidance allows for the reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the recently issued tax legislation, Tax Cuts and Jobs Act (TCJA) that lowered the federal corporate tax rate from 35% to 21%. The amount of the reclassification shall include the effect of the change in the tax rate on gross deferred tax amounts and related valuation allowances at the date of enactment of the TCJA related to items remaining in accumulated other comprehensive income. The guidance becomes effective for financial statements issued for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. Early adoption is permitted. The Association is evaluating the impact of adoption on the Association’s financial condition and its results of operations.

In August 2017, the Financial Accounting Standards Board (FASB) issued guidance entitled “Targeted Improvements to Accounting for Hedging Activities.” The guidance better aligns an entity’s risk management activities and financial reporting for hedging relationships through changes to both the designation and measurement guidance for qualifying hedging relationships and the presentation of hedge results. The amendments in this guidance require an entity to present the earnings effect of the hedging instrument in the same income statement line item in which the earnings effect of the hedged item is reported. This guidance also addresses the timing of effectiveness testing, qualitative and quantitative effectiveness testing and components that can be excluded from effectiveness testing. This guidance becomes effective for interim and annual periods beginning after December 15, 2018. The Association is evaluating the impact of adoption on the Association’s financial condition and its results of operations.

In March 2017, the FASB issued guidance entitled “Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost.” The guidance requires that an employer report the service cost component in the same line

item or items as other compensation costs arising from services rendered by the pertinent employees during the period. Other components are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition but did change the classification of certain items in the results of operations.

In August 2016, the FASB issued guidance entitled "Classification of Certain Cash Receipts and Cash Payments." The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations but did change the classification of certain items in the statement of cash flows.

In June 2016, FASB issued guidance entitled "Measurement of Credit Losses on Financial Instruments." 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. For public business entities that are not U.S. Securities and Exchange Commission filers this guidance becomes effective for interim and annual periods beginning after December 15, 2020, with early application permitted. The Association is evaluating the impact of adoption on its financial condition and results of operations.

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association is evaluating the impact of adoption on its financial condition and results of operations.

In January 2016, the FASB issued guidance entitled "Recognition and Measurement of Financial Assets and Liabilities." This guidance affects, among other things, the presentation and disclosure requirements for financial instruments. For public entities, the guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments carried at amortized cost. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association's financial condition or its results of operations but did impact the Association's fair value disclosures.

In May 2014, the FASB issued guidance entitled, "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. The guidance sets forth the requirement for new and enhanced disclosures. The Association has determined that the effect of the adoption is not material to its financial condition or results of operations and will not change its current recognition practices.

The consolidated financial statements comprise the operations of the ACA and its wholly-owned subsidiaries. The preparation of these consolidated financial statements requires the use of management's estimates. The results for the quarter ended June 30, 2018, are not necessarily indicative of the results to be expected for the year ended December 31, 2018. Certain amounts in the prior period's financial statements have been reclassified to conform to current financial statement presentation.

**NOTE 2 — INVESTMENTS:**

The following is a summary of Farmer Mac agricultural mortgage-backed securities:

	<b>June 30, 2018</b>			
	<b>Amortized Cost</b>	<b>Gross Unrealized Losses</b>	<b>Fair Value</b>	<b>Weighted Average Yield</b>
Agricultural mortgage-backed securities	\$ 218,551	\$ (2,298)	\$ 216,253	5.07 %

  

	<b>December 31, 2017</b>			
	<b>Amortized Cost</b>	<b>Gross Unrealized Losses</b>	<b>Fair Value</b>	<b>Weighted Average Yield</b>
Agricultural mortgage-backed securities	\$ 307,296	\$ (643)	\$ 306,653	5.09 %

**NOTE 3 — LOANS AND ALLOWANCE FOR LOAN LOSSES:**

A summary of loans follows:

Loan Type	<b>June 30, 2018 Amount</b>	December 31, 2017 Amount
Production agriculture:		
Real estate mortgage	<b>\$ 438,694,974</b>	\$ 421,346,572
Production and intermediate term	<b>14,655,695</b>	15,759,254
Rural residential real estate	<b>33,749,666</b>	35,614,588
Agribusiness:		
Processing and marketing	<b>9,568,027</b>	8,802,964
Farm-related business	<b>1,350,962</b>	647,988
Loans to cooperatives	<b>2,635</b>	102,469
Mission-related investments	<b>154,204</b>	358,881
Lease receivables	<b>42,032</b>	44,668
Communication	-	262,170
Total	<b>\$ 498,218,195</b>	<b>\$ 482,939,554</b>

The Association purchases or sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following table presents information regarding the balances of participations purchased and sold at June 30, 2018:

	<u>Other Farm Credit Institutions</u>		<u>Non-Farm Credit Institutions</u>		<u>Total</u>	
	<u>Participations Purchased</u>	<u>Participations Sold</u>	<u>Participations Purchased</u>	<u>Participations Sold</u>	<u>Participations Purchased</u>	<u>Participations Sold</u>
Real estate mortgage	\$ 294,111	\$ 69,913,672	\$ -	\$ -	\$ 294,111	\$ 69,913,672
Agribusiness	5,819,027	1,284,670	-	-	5,819,027	1,284,670
Total	<b>\$ 6,113,138</b>	<b>\$ 71,198,342</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 6,113,138</b>	<b>\$ 71,198,342</b>

Nonperforming assets (including related accrued interest) and related credit quality statistics are as follows:

	<b>June 30, 2018</b>	December 31, 2017
<b>Nonaccrual loans:</b>		
Real estate mortgage	\$ 368,309	\$ 439,536
Rural residential real estate	51,762	56,034
Production and intermediate term	1	184
Total nonaccrual loans	<u>420,072</u>	<u>495,754</u>
<b>Accruing restructured loans:</b>		
Real estate mortgage	425,475	425,680
Production and intermediate term	-	2,213
Rural residential real estate	-	-
Total accruing restructured loans	<u>425,475</u>	<u>427,893</u>
Total nonperforming loans	845,547	923,647
Other property owned	1,905,473	1,867,347
Total nonperforming assets	<u>\$ 2,751,020</u>	<u>\$ 2,790,994</u>

One credit quality indicator utilized by the Association is the Farm Credit Administration Uniform Loan Classification System that categorizes loans into five categories. The categories are defined as follows:

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

The following table shows loans and related accrued interest as a percentage of total loans and related accrued interest receivable by loan type as of:

	<b>June 30, 2018</b>	December 31, 2017
Real estate mortgage		
Acceptable	97.7 %	97.6 %
OAEM	0.7	0.3
Substandard/doubtful	1.6	2.1
	<b>100.0</b>	100.0
Production and intermediate term		
Acceptable	98.5	98.5
OAEM	0.5	0.5
Substandard/doubtful	1.0	1.0
	<b>100.0</b>	100.0
Agribusiness		
Acceptable	100.0	100.0
OAEM	-	-
Substandard/doubtful	-	-
	<b>100.0</b>	100.0
Communication		
Acceptable	-	100.0
OAEM	-	-
Substandard/doubtful	-	-
	-	100.0
Rural residential real estate		
Acceptable	99.8	99.7
OAEM	-	-
Substandard/doubtful	0.2	0.3
	<b>100.0</b>	100.0
Lease receivables		
Acceptable	100.0	100.0
OAEM	-	-
Substandard/doubtful	-	-
	<b>100.0</b>	100.0
Mission-related investments		
Acceptable	100.0	100.0
OAEM	-	-
Substandard/doubtful	-	-
	<b>100.0</b>	100.0
Total loans		
Acceptable	98.0	97.8
OAEM	0.6	0.3
Substandard/doubtful	1.4	1.9
	<b>100.0 %</b>	<b>100.0 %</b>

The following tables provide an age analysis of past due loans (including accrued interest) as of:

June 30, 2018	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment >90 Days and Accruing
Real estate mortgage	\$ 1,726,613	\$ 50,427	\$ 1,777,040	\$ 439,061,497	\$ 440,838,537	\$ -
Rural residential real estate	12,381	-	12,381	33,820,411	33,832,792	-
Production and intermediate term	305,037	-	305,037	14,649,719	14,954,756	-
Processing and marketing	-	-	-	9,597,721	9,597,721	-
Farm-related business	-	-	-	1,367,248	1,367,248	-
Mission-related investments	-	-	-	154,926	154,926	-
Lease receivables	-	-	-	42,032	42,032	-
Loans to cooperatives	-	-	-	2,635	2,635	-
<b>Total</b>	<b>\$ 2,044,031</b>	<b>\$ 50,427</b>	<b>\$ 2,094,458</b>	<b>\$ 498,696,189</b>	<b>\$ 500,790,647</b>	<b>\$ -</b>

December 31, 2017	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment >90 Days and Accruing
Real estate mortgage	\$ 6,826,071	\$ 54,793	\$ 6,880,864	\$ 416,377,348	\$ 423,258,212	\$ -
Rural residential real estate	12,924	-	12,924	35,678,475	35,691,399	-
Production and intermediate term	169,566	184	169,750	15,830,277	16,000,027	-
Processing and marketing	-	-	-	8,823,040	8,823,040	-
Farm-related business	-	-	-	650,451	650,451	-
Mission-related investments	-	-	-	359,910	359,910	-
Communication	-	-	-	263,651	263,651	-
Loans to cooperatives	-	-	-	102,365	102,365	-
Lease receivables	-	-	-	44,668	44,668	-
<b>Total</b>	<b>\$ 7,008,561</b>	<b>\$ 54,977</b>	<b>\$ 7,063,538</b>	<b>\$ 478,130,185</b>	<b>\$ 485,193,723</b>	<b>\$ -</b>

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

A restructuring of a debt constitutes a troubled debt restructuring if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. Troubled debt restructurings are undertaken in order to improve the likelihood of recovery on the loan and may include, but are not limited to, forgiveness of principal or interest, interest rate reductions that are lower than the current market rate for new debt with similar risk, or significant term or payment extensions.

As of June 30, 2018, the total recorded investment of troubled debt restructured loans was \$566,135, including \$140,660 classified as nonaccrual and \$425,475 classified as accrual, with no specific allowance for loan loss. Commitments to lend funds to borrowers whose loan terms have been modified in a troubled debt restructuring were \$4,251 at June 30, 2018 and \$34,841 at December 31, 2017.

In restructurings where principal is forgiven, the amount of the forgiveness is immediately charged off. In restructurings where accrued interest is forgiven, the interest is reversed (if current year interest) or charged off (if prior year interest). There were no charge-offs recorded for the quarter ending June 30, 2018.

The predominant form of concession granted for troubled debt restructuring includes extensions and/or rearranging of terms. Other types of modifications include extension of the term, principal or accrued interest reductions, interest rate decreases and delayed payments, among others. At times, these terms might be offset with incremental payments, collateral or new borrower guarantees, in which case we assess all of the modified terms to determine if the overall modification qualifies as a troubled debt restructuring.



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

	Loans Modified as TDRs		TDRs in Nonaccrual Status*	
	June 30, 2018	December 31, 2017	June 30, 2018	December 31, 2017
Real estate mortgage	\$ 566,135	\$ 574,986	\$ 140,660	\$ 149,306
Production and intermediate term	-	2,397	-	184
Total	\$ 566,135	\$ 577,383	\$ 140,660	\$ 149,490

\*represents the portion of loans modified as TDRs that are in nonaccrual status

Additional impaired loan information is as follows:

	June 30, 2018			December 31, 2017		
	Recorded Investment	Unpaid Principal Balance <sup>a</sup>	Related Allowance	Recorded Investment	Unpaid Principal Balance <sup>a</sup>	Related Allowance
Impaired loans with a related allowance for credit losses:						
Real estate mortgage	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Production and intermediate term	-	-	-	-	-	-
Processing and marketing	-	-	-	-	-	-
Rural residential real estate	-	-	-	38,721	38,721	4,669
Total	\$ -	\$ -	\$ -	\$ 38,721	\$ 38,721	\$ 4,669
Impaired loans with no related allowance for credit losses:						
Real estate mortgage	\$ 788,574	\$ 789,878	\$ -	\$ 862,870	\$ 864,179	\$ -
Production and intermediate term	-	721,591	-	2,385	775,055	-
Processing and marketing	-	5,115,441	-	-	-	-
Rural residential real estate	51,762	51,762	-	17,313	17,313	-
Total	\$ 840,336	\$ 6,678,672	\$ -	\$ 882,568	\$ 1,656,547	\$ -
Total impaired loans:						
Real estate mortgage	\$ 788,574	\$ 789,878	\$ -	\$ 862,870	\$ 864,179	\$ -
Production and intermediate term	-	721,591	-	2,385	775,055	-
Processing and marketing	-	5,115,441	-	-	-	-
Rural residential real estate	51,762	51,762	-	56,034	56,034	4,669
Total	\$ 840,336	\$ 6,678,672	\$ -	\$ 921,289	\$ 1,695,268	\$ 4,669

<sup>a</sup> Unpaid principal balance represents the recorded principal balance of the loan.

	For the Three Months Ended				For the Six Months Ended			
	June 30, 2018		June 30, 2017		June 30, 2017		June 30, 2016	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:								
Real estate mortgage	\$ -	\$ -	\$ 189,690	\$ -	\$ -	\$ -	\$ 188,219	\$ -
Production and intermediate term	-	-	-	-	-	-	-	-
Rural residential real estate	-	-	22,581	-	-	-	15,461	148
Total	\$ -	\$ -	\$ 212,271	\$ -	\$ -	\$ -	\$ 203,680	\$ 148
Impaired loans with no related allowance for credit losses:								
Real estate mortgage	\$ 835,494	\$ 8,160	\$ 921,284	\$ 534,538	\$ 846,277	\$ 15,605	\$ 1,013,559	\$ 549,097
Production and intermediate term	-	2,000	12,316	176	29	3,500	14,280	407
Rural residential real estate	52,607	-	-	-	53,687	-	-	-
Total	\$ 888,101	\$ 10,160	\$ 933,600	\$ 534,714	\$ 899,993	\$ 19,105	\$ 1,027,839	\$ 549,504
Total impaired loans:								
Real estate mortgage	\$ 835,494	\$ 8,160	\$ 1,110,974	\$ 534,538	\$ 846,277	\$ 15,605	\$ 1,201,778	\$ 549,097
Production and intermediate term	-	2,000	12,316	176	29	3,500	14,280	407
Rural residential real estate	52,607	-	22,581	-	53,687	-	15,461	148
Total	\$ 888,101	\$ 10,160	\$ 1,145,871	\$ 534,714	\$ 899,993	\$ 19,105	\$ 1,231,519	\$ 549,652

A summary of changes in the allowance for loan losses and period end recorded investment in loans is as follows:

	Real Estate Mortgage	Production and Intermediate Term	Agribusiness	Communications	Rural Residential Real Estate	Lease Receivables	Mission-Related Investments	Total
<b>Allowance for Credit Losses:</b>								
Balance at March 31, 2018	\$ 2,429,067	\$ 846,867	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ 2,744	\$ 4,921,270
Charge-offs	-	-	-	-	-	-	-	-
Recoveries	-	82,858	-	-	-	-	-	82,858
Balance at June 30, 2018	\$ 2,429,067	\$ 929,725	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ 2,744	\$ 5,004,128
Balance at December 31, 2017	\$ 2,429,067	\$ 826,461	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ 2,744	\$ 4,900,864
Charge-offs	-	-	-	-	-	-	-	-
Recoveries	-	103,264	-	-	-	-	-	103,264
Balance at June 30, 2018	\$ 2,429,067	\$ 929,725	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ 2,744	\$ 5,004,128
Ending Balance:								
Individually evaluated for impairment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Collectively evaluated for impairment	2,429,067	929,725	1,619,584	4,840	18,168	-	2,744	5,004,128
Balance at June 30, 2018	\$ 2,429,067	\$ 929,725	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ 2,744	\$ 5,004,128
Balance at March 31, 2017	\$ 2,330,403	\$ 708,934	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ -	\$ 4,681,929
Charge-offs	-	-	-	-	-	-	-	-
Recoveries	-	21,084	-	-	-	-	-	21,084
Balance at June 30, 2017	\$ 2,330,403	\$ 730,018	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ -	\$ 4,703,013
Balance at December 31, 2016	\$ 2,328,403	\$ 684,237	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ -	\$ 4,655,232
Charge-offs	-	-	-	-	-	-	-	-
Recoveries	2,000	45,781	-	-	-	-	-	47,781
Balance at June 30, 2017	\$ 2,330,403	\$ 730,018	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ -	\$ 4,703,013
Ending Balance:								
Individually evaluated for impairment	\$ 15,217	\$ -	\$ -	\$ -	\$ 2,023	\$ -	\$ -	\$ 17,240
Collectively evaluated for impairment	2,315,186	730,018	1,619,584	4,840	16,145	-	-	4,685,773
Balance at June 30, 2017	\$ 2,330,403	\$ 730,018	\$ 1,619,584	\$ 4,840	\$ 18,168	\$ -	\$ -	\$ 4,703,013
<b>Recorded Investments in Loans Outstanding:</b>								
Ending Balance at June 30, 2018	\$ 440,838,537	\$ 14,954,756	\$ 10,967,604	\$ -	\$ 33,832,792	\$ 42,032	\$ 154,926	\$ 500,790,647
Individually evaluated for impairment	\$ 788,574	\$ -	\$ -	\$ -	\$ 51,762	\$ -	\$ -	\$ 840,336
Collectively evaluated for impairment	\$ 440,049,963	\$ 14,954,756	\$ 10,967,604	\$ -	\$ 33,781,030	\$ 42,032	\$ 154,926	\$ 499,950,311
Ending Balance at December 31, 2017	\$ 423,258,212	\$ 16,000,027	\$ 9,575,856	\$ 263,651	\$ 35,691,399	\$ 44,668	\$ 359,910	\$ 485,193,723
Individually evaluated for impairment	\$ 862,870	\$ 2,385	\$ -	\$ -	\$ 56,034	\$ -	\$ -	\$ 921,289
Collectively evaluated for impairment	\$ 422,395,342	\$ 15,997,642	\$ 9,575,856	\$ 263,651	\$ 35,635,365	\$ 44,668	\$ 359,910	\$ 484,272,434

## NOTE 4 — CAPITAL:

The Association's board of directors has established a Capital Adequacy Plan (Plan) that includes the capital targets that are necessary to achieve the Association's capital adequacy goals as well as the minimum permanent capital standards. The Plan monitors projected dividends, equity retirements and other actions that may decrease the Association's permanent capital. In addition to factors that must be considered in meeting the minimum standards, the board of directors also monitors the following factors: capability of management; quality of operating policies, procedures and internal controls; quality and quantity of earnings; asset quality and the adequacy of the allowance for losses to absorb potential loss within the loan and lease portfolios; sufficiency of liquid funds; needs of an association's customer base; and any other risk-oriented activities, such as funding and interest rate risk, potential obligations under joint and several liability, contingent and off-balance-sheet liabilities or other conditions warranting additional capital. At least quarterly, management reviews the Association's goals and objectives with the board.

### Regulatory Capitalization Requirements

Risk-adjusted:	Regulatory Conservation			As of	As of
	Minimums	Buffer	Total	June 30, 2018	December 31, 2017
Common equity tier 1 ratio	4.50%	2.50%	7.00%	<b>15.48%</b>	15.70%
Tier 1 capital ratio	6.00%	2.50%	8.50%	<b>15.48%</b>	15.70%
Total capital ratio	8.00%	2.50%	10.50%	<b>16.57%</b>	16.79%
Permanent capital ratio	7.00%	0.00%	7.00%	<b>15.65%</b>	15.87%
Non-risk-adjusted:					
Tier 1 leverage ratio	4.00%	1.00%	5.00%	<b>14.75%</b>	14.92%
UREE leverage ratio	1.50%	0.00%	1.50%	<b>15.81%</b>	15.77%

The components of the Association's risk-adjusted capital, based on 90-day average balances, were as follows at June 30, 2018 and December 31, 2017, respectively:

June 30, 2018	Common equity tier 1 ratio	Tier 1 capital ratio	Total capital ratio	Permanent capital ratio
Numerator:				
Unallocated retained earnings	\$ 76,969,717	\$ 76,969,717	\$ 76,969,717	\$ 76,969,717
Common Cooperative Equities:				
Statutory minimum purchased borrower stock	2,346,864	2,346,864	2,346,864	2,346,864
Allocated equities:				
Nonqualified allocated equities not subject to retirement	675	675	675	675
Allowance for loan losses and reserve for credit losses subject to certain limitations			5,075,674	
Regulatory Adjustments and Deductions:				
Amount of allocated investments in other System institutions	(7,529,080)	(7,529,080)	(7,529,080)	(7,529,080)
	<u>\$ 71,788,176</u>	<u>\$ 71,788,176</u>	<u>\$ 76,863,850</u>	<u>\$ 71,788,176</u>
Denominator:				
Risk-adjusted assets excluding allowance	\$ 471,266,556	\$ 471,266,556	\$ 471,266,556	\$ 471,266,556
Regulatory Adjustments and Deductions:				
Regulatory deductions included in total capital	(7,529,080)	(7,529,080)	(7,529,080)	(7,529,080)
Allowance for loan losses				(4,975,674)
	<u>\$ 463,737,476</u>	<u>\$ 463,737,476</u>	<u>\$ 463,737,476</u>	<u>\$ 458,761,802</u>

December 31, 2017	Common equity tier 1 ratio	Tier 1 capital ratio	Total capital ratio	Permanent capital ratio
Numerator:				
Unallocated retained earnings	\$ 76,194,302	\$ 76,194,302	\$ 76,194,302	\$ 76,194,302
Common Cooperative Equities:				
Statutory minimum purchased borrower stock	2,298,379	2,298,379	2,298,379	2,298,379
Allocated equities:				
Nonqualified allocated equities not subject to retirement	-	-	-	-
Allowance for loan losses and reserve for credit losses subject to certain limitations	-	-	5,009,166	-
Regulatory Adjustments and Deductions:				
Amount of allocated investments in other System institutions	(6,409,089)	(6,409,089)	(6,409,089)	(6,409,089)
	<u>\$ 72,083,592</u>	<u>\$ 72,083,592</u>	<u>\$ 77,092,758</u>	<u>\$ 72,083,592</u>
Denominator:				
Risk-adjusted assets excluding allowance	\$ 465,625,839	\$ 465,625,839	\$ 465,625,839	\$ 465,625,839
Regulatory Adjustments and Deductions:				
Regulatory deductions included in total capital	(6,409,089)	(6,409,089)	(6,409,089)	(6,409,089)
Allowance for loan losses	-	-	-	(4,890,344)
	<u>\$ 459,216,750</u>	<u>\$ 459,216,750</u>	<u>\$ 459,216,750</u>	<u>\$ 454,326,406</u>

The components of the Association's non-risk-adjusted capital, based on 90-day average balances, were as follows at June 30, 2018 and December 31, 2017, respectively:

	June 30, 2018		December 31, 2017	
	Tier 1 leverage ratio	UREE leverage ratio	Tier 1 leverage ratio	UREE leverage ratio
Numerator:				
Unallocated retained earnings	<b>\$ 76,969,717</b>	<b>\$ 76,969,717</b>	\$ 76,194,302	\$ 76,194,302
Common Cooperative Equities:				
Statutory minimum purchased borrower stock	<b>2,346,864</b>	-	2,298,379	-
Allocated equities:				
Nonqualified allocated equities not subject to retirement	<b>675</b>	<b>675</b>	-	-
Regulatory Adjustments and Deductions:				
Amount of allocated investments in other System institutions	<b>(7,529,080)</b>	-	(6,409,089)	-
	<u><b>\$ 71,788,176</b></u>	<u><b>\$ 76,970,392</b></u>	<u>\$ 72,083,592</u>	<u>\$ 76,194,302</u>
Denominator:				
Total Assets	<b>\$ 494,853,053</b>	<b>\$ 494,853,053</b>	\$ 489,823,769	\$ 489,823,769
Regulatory Adjustments and Deductions:				
Regulatory deductions included in tier 1 capital	<b>(8,064,917)</b>	<b>(8,064,917)</b>	(6,742,030)	(6,742,030)
	<u><b>\$ 486,788,136</b></u>	<u><b>\$ 486,788,136</b></u>	<u>\$ 483,081,739</u>	<u>\$ 483,081,739</u>

An additional component of equity is accumulated other comprehensive income, which is reported as follows:

	June 30, 2018	June 30, 2017
<b>Nonpension postretirement benefits</b>	<b>\$ (155,219)</b>	<b>\$ 71,597</b>

The Association's accumulated other comprehensive (loss) income relates entirely to its nonpension other postretirement benefits. Amortization of prior service credits and of actuarial loss are reflected in "Salaries and employee benefits" in the Consolidated Statement of Comprehensive Income.

The following table summarizes the changes in accumulated other comprehensive (loss) income for the six months ended June 30:

	<u>2018</u>	<u>2017</u>
Accumulated other comprehensive (loss) income at January 1	\$(149,812)	\$ 76,116
Amortization of prior service credits included in salaries and employee benefits	(6,777)	(4,519)
Amortization of actuarial loss included in salaries and employee benefits	<u>1,370</u>	<u>-</u>
Other comprehensive loss, net of tax	<u>(5,407)</u>	<u>(4,519)</u>
Accumulated other comprehensive (loss) income at June 30	<u><u>\$(155,219)</u></u>	<u><u>\$ 71,597</u></u>

#### NOTE 5 — INCOME TAXES:

Heritage Land Bank, ACA conducts its business activities through two wholly-owned subsidiaries. Long-term mortgage lending activities are conducted through a wholly-owned FLCA subsidiary which is exempt from federal and state income tax. Short- and intermediate-term lending activities are conducted through a wholly-owned PCA subsidiary. The PCA subsidiary and the ACA holding company are subject to income tax. Heritage Land Bank, ACA operates as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, Heritage Land Bank, ACA can exclude from taxable income amounts distributed as qualified patronage dividends in the form of cash, stock or allocated retained earnings. Provisions for income taxes are made only on those taxable earnings that will not be distributed as qualified patronage dividends. Deferred taxes are recorded at the tax effect of all temporary differences based on the assumption that such temporary differences are retained by the institution and will therefore impact future tax payments. A valuation allowance is provided against deferred tax assets to the extent that it is more likely than not (more than 50 percent probability), based on management's estimate, that they will not be realized.

#### NOTE 6 — FAIR VALUE MEASUREMENTS:

FASB guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability. See Note 14 to the 2017 Annual Report to Stockholders for a more complete description.

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

<u>June 30, 2018</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Assets held in nonqualified benefit trusts	\$ 25,073	-	-	\$ 25,073
<u>December 31, 2017</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Assets held in nonqualified benefit trusts	-	-	-	-

Assets and liabilities measured at fair value on a nonrecurring basis for each of the fair value hierarchy values are summarized below:

<u>June 30, 2018</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Loans*	\$ -	\$ -	\$ -	\$ -
Other property owned	-	-	1,905,473	1,905,473
<u>December 31, 2017</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Loans*	\$ -	\$ -	\$ 34,052	\$ 34,052
Other property owned	-	-	1,867,347	1,867,347

\*Represents the fair value of certain loans that were evaluated for impairment under authoritative guidance “Accounting by Creditors for Impairment of a Loan.” The fair value was based upon the underlying collateral since these were collateral-dependent loans for which real estate is the collateral.

With regard to impaired loans and other property owned, it is not practicable to provide specific information on inputs as each collateral property is unique. System institutions utilize appraisals to value these loans and other property owned and take into account unobservable inputs such as income and expense, comparable sales, replacement cost, and comparability adjustments.

#### **Sensitivity to Changes in Significant Unobservable Inputs**

For recurring fair value measurements categorized within Level 3 of the fair value hierarchy, the significant unobservable inputs used in the fair value measurement of the mortgage-backed securities are prepayment rates, probability of default and loss severity in the event of default. Significant increases (decreases) in any of those inputs in isolation would result in a significantly lower (higher) fair value measurement.

Generally, a change in the assumption used for the probability of default is accompanied by a directionally similar change in the assumption used for the loss severity and a directionally opposite change in the assumption used for prepayment rates.

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

#### **Valuation Techniques**

As more fully discussed in Note 14 to the 2017 Annual Report to Stockholders, authoritative guidance establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following represent a brief summary of the valuation techniques used for the Association’s assets and liabilities. For a more complete description, see Notes to the 2017 Annual Report to Stockholders.

#### *Investment Securities*

Where quoted prices are available in an active market, available-for-sale securities would be classified as Level 1. If quoted prices are not available in an active market, the fair value of securities is estimated using quoted prices for similar securities received from pricing services, pricing models that utilize observable inputs or discounted cash flows. Generally, these securities would be classified as Level 2. This would include U.S. Treasury, U.S. agency and certain mortgage-backed securities. Where there is limited activity or less transparency around inputs to the valuation, the securities are classified as

Level 3. Securities classified within Level 3 include asset-backed securities and certain mortgage-backed securities, including private label-FHA/VA securities and those issued by Farmer Mac.

*Assets Held in Nonqualified Benefits Trusts*

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

*Loans Evaluated for Impairment*

For certain loans evaluated for impairment under FASB impairment guidance, the fair value is based upon the underlying collateral since the loans are collateral-dependent for which real estate is the collateral. The fair value measurement process uses independent appraisals and other market-based information, but in many cases it also requires significant input based on management’s knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters. As a result, a majority of these loans have fair value measurements that fall within Level 3 of the fair value hierarchy. When the value of the real estate, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established. The fair value of these loans would fall under Level 2 of the hierarchy if the process uses independent appraisals and other market-based information.

*Other Property Owned*

Other property owned is generally classified as Level 3 of the fair value hierarchy. The process for measuring the fair value of the other property owned involves the use of independent appraisals and other market-based information. Costs to sell represent transaction costs and are not included as a component of the asset’s fair value. As a result, these fair value measurements fall within Level 3 of the hierarchy.

*Loans*

Fair value is estimated by discounting the expected future cash flows using the Associations’ current interest rates at which similar loans would be made to borrowers with similar credit risk. The discount rates are based on the Associations’ current loan origination rates as well as management’s estimates of credit risk. Management has no basis to determine whether the fair values presented would be indicative of the value negotiated in an actual sale and could be less.

For purposes of estimating fair value of accruing loans, the loan portfolio is segregated into pools of loans with homogeneous characteristics. Expected future cash flows, primarily based on contractual terms, and interest rates reflecting appropriate credit risk are separately determined for each individual pool.

The fair value of loans in nonaccrual status that are current as to principal and interest is estimated as described above, with appropriately higher interest rates which reflect the uncertainty of continued cash flows. For collateral-dependent impaired loans, it is assumed that collection will result only from the disposition of the underlying collateral.

**NOTE 7 — EMPLOYEE BENEFIT PLANS:**

The following table summarizes the components of net periodic benefit costs of nonpension other postretirement employee benefits for the six months ended June 30:

	Other Benefits	
	2018	2017
Service cost	\$ 10,789	\$ 10,044
Interest cost	26,543	25,146
Amortization of prior service credits	(6,777)	(4,519)
Amortization of net actuarial loss	1,370	-
Net periodic benefit cost	<u>\$ 31,925</u>	<u>\$ 30,671</u>

The Association's liability for the unfunded accumulated obligation for these benefits at June 30, 2018, was \$1,363,813 and is included in "Other Liabilities" in the balance sheet.

The structure of the District's defined benefit pension plan is characterized as multiemployer since the assets, liabilities and cost of the plan are not segregated or separately accounted for by participating employers (banks and associations). The Association recognizes its amortized annual contributions to the plan as an expense. The Association previously disclosed in its financial statements for the year ended December 31, 2017, that it expected to contribute \$52,305 to the District's defined benefit pension plan in 2018. As of June 30, 2018, \$31,925 of contributions have been made. The Association presently anticipates contributing an additional \$31,921 to fund the defined benefit pension plan in 2018 for a total of \$63,846.

**NOTE 8 — COMMITMENTS AND CONTINGENT LIABILITIES:**

The Association is involved in various legal proceedings in the normal course of business. In the opinion of legal counsel and management, there are no legal proceedings at this time that are likely to materially affect the Association.

**NOTE 9 — SUBSEQUENT EVENTS:**

The Association has evaluated subsequent events through July 30, 2018, which is the date the financial statements were issued. There are no other significant events requiring disclosure as of July 30, 2018.