

**First Quarter
Financial Report
March 31, 2020**



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FARM CREDIT
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Frontier Farm Credit, ACA

Management's Discussion and Analysis of Financial Condition and Results of Operations

The following commentary reviews the consolidated financial position and consolidated results of operations of Frontier Farm Credit, ACA, and its subsidiaries (Frontier Farm Credit). The accompanying consolidated financial statements and notes also contain important information about our financial position and results of operations. You should also read our 2019 Annual Report for a description of our organization, operations and significant accounting policies.

CoBank, ACB's financial condition and results of operations materially affect shareholders' investment in Frontier Farm Credit, ACA. To request a free copy of the combined CoBank, ACB and affiliated associations' financial reports, contact us at PO Box 2409, Omaha, NE 68103-2409, (800) 531-3905 or via email to [\\$sr@frontierfarmcredit.com](mailto:$sr@frontierfarmcredit.com). You may also obtain copies by accessing CoBank, ACB's website at www.cobank.com.

Forward-Looking Information

Any forward-looking statements in this Quarterly Financial Report are based on current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from expectations due to a number of risks and uncertainties. More information about these risks and uncertainties is contained in our 2019 Annual Report. We undertake no duty to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Commodity Review and Outlook Update

Repayment capacity for our loans is largely dependent upon income from corn, soybeans, wheat and cattle.

While crop prices declined over the past quarter, overall financial results for grain producers were generally favorable due to better than expected crop yields, favorable basis levels and additional revenue received from the United States Department of Agriculture Market Facilitation Program payments. Price forecasts for crops have turned negative in large part due to the economic uncertainty associated with COVID-19. Current price levels are reflective of negative profit margins for most producers. National forecasts for planted acres call for significant increase in acreage for both corn and soybeans.

Fed cattle prices trended downward during the first quarter resulting in reduced profitability. The outlook for the beef industry is for negative profit margins in the near term due to economic and logistical disruption created by the COVID-19 pandemic.

Operating loan renewals and the receipt of customer financial information is seasonally concentrated in the first quarter of each calendar year. Our review of customer financial information reflected generally favorable profit levels within the grain producing portfolios but increased levels of stress in the protein sectors. With a higher concentration in the grain sectors, we saw improvement in the overall credit quality of our portfolio with modest levels of provision expense.

Refer to the Commodity Review and Outlook section of Management's Discussion & Analysis in the 2019 Annual Report for further analysis of farmland prices and industry conditions

Refer to the last section of the Management's Discussion & Analysis in this report for further analysis of Other Matters, COVID-19.

Loan Portfolio

Loan volume was stable with a slight decrease of \$551 thousand from year-end, a decrease of 0.03 percent.

We recorded a reversal of \$359 thousand provision for credit losses (net of provision for loan losses and unfunded lending commitments) for the first three months of 2020, as compared with a reversal of \$310 thousand provision during the first three months of 2019. The portfolio experienced improvement in the grain industry partially offset by slight deterioration in nearly all other industries. The allowance for the beef feedlot portfolio was favorably impacted by paydowns. Net recoveries of charge-offs for the first three months of 2020 were \$59 thousand compared to net recoveries of charge-offs of \$10 thousand in the same period a year ago.

The following table summarizes risk assets and delinquency information (dollars in thousands):

| | <u>March 31,</u> <u>2020</u> | <u>December 31,</u> <u>2019</u> |
|--|---------------------------------|------------------------------------|
| Risk loans: | | |
| Nonaccrual | \$ 13,996 | \$ 14,515 |
| Restructured | 724 | 728 |
| 90 days past due still accruing interest* | <u>82</u> | <u>-</u> |
| Total risk loans | <u>14,802</u> | <u>15,243</u> |
| Other property owned, net | - | - |
| Total risk assets | <u>\$ 14,802</u> | <u>\$ 15,243</u> |
| | | |
| Risk loans as a percentage of total loans | 0.72% | 0.74% |
| Nonaccrual loans as a percentage of total loans | 0.68% | 0.70% |
| Current nonaccrual loans as a percentage of total nonaccrual loans | 56.6% | 51.5% |
| Total delinquencies as a percentage of total loans | 0.63% | 0.48% |

*Accruing loans include accrued interest receivable.

Total risk loans have decreased since year-end. The decrease is primarily due to a decrease in nonaccrual loans partially offset by an increase in loans 90 days past due still accruing interest. The decrease in nonaccrual loans is primarily due to accounts in the grain and landlords/investors portfolios partially offset by the fertilizer/chemical portfolio. It is our practice to transfer accruing loans that are past due 90 days or more into nonaccrual unless they are adequately secured and in the process of collection. Based on our analysis, loans 90 days or more past due and still accruing interest were adequately secured and in the process of collection. Risk loans as a percentage of total loans remain at acceptable levels.

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 periodic evaluation of factors such as loan loss history, portfolio quality, estimated collateral values, and current economic and environmental conditions.

Comparative allowance coverage of various loan categories follows:

| | <u>March 31,</u> <u>2020</u> | <u>December 31,</u> <u>2019</u> |
|---|---------------------------------|------------------------------------|
| Allowance as a percentage of: | | |
| Total loans | 0.45% | 0.47% |
| Nonaccrual loans | 65.73% | 66.14% |
| Total risk loans | 62.15% | 62.98% |
| Net charge-offs (recoveries) as a percentage of average loans | (0.01%) | - |
| Adverse assets to risk funds* | 29.01% | 32.59% |

*Risk funds includes permanent capital and allowance for loan losses.

Our adversely classified assets decreased during the first three months of 2020, ending the quarter at 5.98 percent of the portfolio, compared to 6.58 percent of the portfolio at December 31, 2019. Adversely classified are assets 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, and in our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at March 31, 2020.

Results of Operations

The following table presents profitability information (dollars in thousands):

| | For the three months ended | |
|-----------------------------------|-----------------------------------|--------------------|
| | March 31, | |
| | <u>2020</u> | <u>2019</u> |
| Net income (in thousands) | \$11,239 | \$10,474 |
| Return on average assets | 2.10% | 2.03% |
| Return on average members' equity | 9.52% | 9.34% |

Changes in these ratios are directly related to the changes in income discussed in this section, changes in assets discussed in the Loan Portfolio section and changes in capital discussed in the Funding, Liquidity and Members' Equity section.

Major components of the changes in net income for the three months ended March 31, 2020 compared to the same period in 2019 are outlined in the following table (in thousands):

| <u>Increase (decrease) in net income</u> | <u>2020 vs. 2019</u> |
|--|-----------------------------|
| Net interest income | (316) |
| Provision for credit losses | 49 |
| Noninterest income | 1,052 |
| Noninterest expense | (20) |
| Total change in net income | <u>\$765</u> |

Net interest income was \$13.5 million for the first three months of 2020 compared to \$13.8 million for the first three months of 2019. The annualized net interest margin was 2.67 percent for the first three months of 2020, compared to 2.85 percent for the same period in 2019.

The effects on net interest income from changes in average volumes and rates are quantified in the following table for the three months ended March 31 (in thousands):

| | <u>2020 vs. 2019</u> |
|-----------------------------|-----------------------------|
| Change in volume | \$475 |
| Change in rates | (650) |
| Change in nonaccrual income | (141) |
| Net change | <u>(\$316)</u> |

The variance in the provision for credit losses reflects our assessment of risk in the loan portfolio.

The increase in noninterest income is primarily due to an increase in loan fees from significant conversion activity due to lower long-term rates. The increase in noninterest expense is primarily due to salary, benefits and other expenses.

The decrease in net interest income is due to conversion activity to lower interest rates and lower cost of funds.

Frontier recorded \$4.7 million of operating expenses under the income and expense sharing provisions of the alliance agreement in the first three months of 2020 compared to \$4.8 million for the first three months of 2019. Refer to Note 1 in our 2019 Annual Report for additional information on the alliance.

Funding, Liquidity and Members' Equity

We borrow from CoBank, ACB under a note payable, in the form of a line of credit. The note payable is collateralized by a pledge of substantially all our assets and is governed by a General Financing Agreement (GFA), which provides for an open-ended revolving line of credit. The GFA matures on May 31, 2020, and we expect renewal at that time. Substantially all borrower loans are match-funded with CoBank, ACB which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as Frontier Farm Credit is a stockholder of CoBank, ACB, we expect this borrowing relationship to continue into the foreseeable future.

The interest rate may periodically be adjusted by CoBank, ACB based on the terms and conditions of the borrowing. CoBank, ACB has established limitations on our ability to borrow funds based on specified factors or formulas relating primarily to credit quality and financial condition. At March 31, 2020 and at December 31, 2019 we were within the specified limitations.

Our members' equity increased to \$482.5 million at March 31, 2020 compared to \$479.9 million at December 31, 2019. The increase was due to the net income recorded for the first three months of 2020.

Farm Credit Administration regulations require us to maintain minimums for our common equity tier 1, tier 1 capital, total capital and permanent capital risk-based capital ratios. In addition, the Farm Credit Administration requires us to maintain minimums for our non-risk-adjusted ratios of tier 1 leverage and unallocated retained earnings and equivalents leverage. Refer to Note 9 in our 2019 Annual Report for a more complete description of these ratios. The capital adequacy ratios are directly impacted by the changes in capital as more fully discussed in this section and the changes in assets as discussed in the Loan Portfolio section.

In January 2020, we implemented the Farm Credit Administration's exclusion of at-risk capital stock that is financed with a noninterest-bearing obligation from Tier 1/Tier 2 regulatory capital; the impact of the change on our regulatory capital ratios was immaterial. Additionally, the balance sheet treatment of the noninterest-bearing receivable was reclassified to contra equity in the amount of \$8.5 million. This change did not have a material impact on our financial condition, results of operations, cash flows or financial statement disclosures.

| | As of March 31, 2020 | As of December 31, 2019 | Regulatory Minimums | Capital Conservation Buffers | Total |
|--|----------------------------|-------------------------------|------------------------|------------------------------------|-------|
| Risk-adjusted: | | | | | |
| Common equity tier 1 ratio | 17.92% | 18.52% | 4.5% | 2.5% | 7.0% |
| Tier 1 capital ratio | 17.92% | 18.52% | 6.0% | 2.5% | 8.5% |
| Total capital ratio | 18.37% | 18.95% | 8.0% | 2.5% | 10.5% |
| Permanent capital ratio | 17.99% | 18.61% | 7.0% | - | 7.0% |
| Non-risk-adjusted: | | | | | |
| Tier 1 leverage ratio | 19.64% | 20.27% | 4.0% | 1.0% | 5.0% |
| Unallocated retained earnings and equivalents leverage ratio | 21.67% | 21.87% | 1.5% | - | 1.5% |

Other Matters - COVID-19

The extent to which the COVID-19 pandemic impacts us will depend on future developments that are highly uncertain and cannot be predicted such as the duration, extent and severity of the pandemic, the continued response by the United States government and how quickly "normal" daily activities resume.

Despite volatility and uncertainty in the market, we have weathered the significant initial challenges presented by the current operating environment and our operations are fully functioning. Our business continuity response has allowed us to continue to serve our customers and the remote work environment has allowed us to continue to maintain the health of our employees and operate without loss of key functions due to illness. We have not had any significant changes to internal controls over financial reporting due to working remotely or due to limited staff.

This outbreak puts the economy and agriculture sector in uncharted territory. The overall impact of COVID-19 on United States agriculture will depend on the severity and duration of the outbreak, including a potential reoccurrence later in the year. Overall, agriculture will adjust, providing an "essential service" to the United States and global consumer.

Consumer consumption patterns have changed with stay-at-home orders enacted in nearly every state, and many agricultural markets are facing pressure from outside markets. Additionally, the United States agricultural industry is facing stress from labor shortages and COVID-19 outbreaks at food processing plants. For row crops, corn is experiencing the most pressure from the COVID-19 outbreak. Roughly forty percent of United States corn production is processed into ethanol and distiller's dried grain with solubles, the feed byproduct of ethanol production. The lockdown has reduced automobile traffic and fuel consumption and, in turn, ethanol and corn demand. The decreased fuel demand has resulted in

reduced ethanol plant runtimes and plant shutdowns, which have pressured corn prices lower and reduced basis levels in the Corn Belt.

The protein sectors have experienced the effects of shifts in consumer food spending. Dine-in restaurant sales have declined, while drive-thru only sales at many fast food restaurants have reduced that segment's sales significantly as well. Most animal protein and dairy prices have declined for producers in March and early April as food supply chains shift away from food service consumption to a high share of grocery store food purchases at increased prices for the consumer.

To assist with deteriorating agricultural conditions, nearly \$19 billion of aid has been approved via federal stimulus packages however, at this point, the timing, the level of aid, and the distribution to various agriculture commodities is unknown.

In recent years, producers have been adjusting to the normalization of crop prices near the long-run price trends. Optimal input usage, adoption of cost-saving technologies, and effective utilization of hedging and other price risk management strategies are all critical in yielding positive net income for producers. Those who have been most effectively able to realize cost and marketing efficiencies are most likely to weather the current economic environment, but many may still require flexibility from lenders through payment deferrals and other measures to preserve working capital.

While overall credit quality has improved over the past twelve months, the impact of the global pandemic disruption to many agriculture industries, and with commodity prices expected to remain at relatively low levels, grower margins will likely be negatively impacted in 2020. These conditions may result in increases to adverse credit quality and related provision for credit losses.

Certification

This report has been prepared under the oversight of the Board Audit Committee. The undersigned certify that they have reviewed this report and 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 their knowledge and belief.



Mark Jensen
President and CEO
May 4, 2020



Shane Tiffany
Chairperson, ACA Board of Directors
May 4, 2020



Craig P. Kinnison
Executive Vice-President & CFO
May 4, 2020

Frontier Farm Credit, ACA Consolidated Balance Sheet

(dollars in thousands)

| | March 31, 2020 (unaudited) | December 31, 2019 |
|--|----------------------------------|----------------------|
| ASSETS | | |
| Loans | \$2,042,381 | \$2,042,932 |
| Allowance for loan losses | 9,200 | 9,600 |
| Net loans | 2,033,181 | 2,033,332 |
| Accrued interest receivable | 23,577 | 28,489 |
| Investment in CoBank, ACB | 65,099 | 65,069 |
| Investment in AgDirect, LLP | 5,072 | 4,420 |
| Investment in RBIC | 260 | - |
| Premises and equipment, net | 20,151 | 20,345 |
| Prepaid benefit expense | 3,861 | 3,584 |
| Other assets | 2,890 | 20,086 |
| Total assets | \$2,154,091 | \$2,175,325 |
| LIABILITIES | | |
| Notes payable | \$1,663,471 | \$1,657,977 |
| Accrued interest payable | 3,333 | 3,537 |
| Patronage payable | - | 17,700 |
| Reserve for unfunded lending commitments | 900 | 800 |
| Accrued benefits liability | 244 | 250 |
| Other liabilities | 3,664 | 15,169 |
| Total liabilities | 1,671,612 | 1,695,433 |
| MEMBERS' EQUITY | | |
| At-risk capital: | | |
| Class B common stock | 8,324 | 8,299 |
| Class C common stock | 221 | 233 |
| Less: Capital stock receivable | (8,545) | - |
| Retained earnings | 482,479 | 471,360 |
| Total members' equity | 482,479 | 479,892 |
| Total liabilities and members' equity | \$2,154,091 | \$2,175,325 |

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

Frontier Farm Credit, ACA Consolidated Statement of Income

(dollars in thousands)

(unaudited)

| | Three Months Ended March 31, | |
|--|---------------------------------|------------------|
| | 2020 | 2019 |
| NET INTEREST INCOME | | |
| Interest income | \$23,649 | \$25,004 |
| Interest expense | 10,147 | 11,186 |
| Net interest income | 13,502 | 13,818 |
| (Reversal of) provision for credit losses | (359) | (310) |
| Net interest income after provision for credit losses | 13,861 | 14,128 |
| NONINTEREST INCOME | | |
| Patronage income from CoBank, ACB | 1,501 | 1,619 |
| Insurance fund refund | 454 | 490 |
| Loan fees | 1,594 | 342 |
| Insurance services | 141 | 145 |
| Distribution from AgDirect, LLP | 208 | 197 |
| Mineral income | 293 | 413 |
| Rural 1st program fees | 110 | - |
| Other noninterest income | - | 43 |
| Total noninterest income | 4,301 | 3,249 |
| NONINTEREST EXPENSE | | |
| Salaries and employee benefits | 4,663 | 4,368 |
| Occupancy and equipment expense | 647 | 521 |
| Insurance fund premiums | 320 | 349 |
| Other operating expenses | 1,223 | 1,665 |
| Other noninterest expenses | 70 | - |
| Total noninterest expense | 6,923 | 6,903 |
| Income before income taxes | 11,239 | 10,474 |
| Provision for income taxes | - | - |
| Net income | <u>\$ 11,239</u> | <u>\$ 10,474</u> |
| COMPREHENSIVE INCOME | | |
| Amortization of retirement costs | - | 46 |
| Comprehensive Income | <u>\$ 11,239</u> | <u>\$ 10,520</u> |

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

Frontier Farm Credit, ACA
Consolidated Statement of Changes in Members' Equity
(dollars in thousands)
(unaudited)

| | Accumulated Other Comprehensive Income/(Loss) | At-risk Capital | | Total Members' Equity |
|---|---|-------------------|-------------------------|--------------------------|
| | | Capital Stock | Retained Earnings | |
| Balance at December 31, 2018 | (\$193) | \$8,258 | \$443,360 | \$451,425 |
| Net income | | | 10,474 | 10,474 |
| Patronage accrual adjustment | | | 112 | 112 |
| Change in other comprehensive income | 46 | | | 46 |
| Capital stock: | | | | |
| Issued | | 305 | | 305 |
| Retired | | (266) | | (266) |
| Balance at March 31, 2019 | <u>(\$147)</u> | <u>\$8,297</u> | <u>\$453,946</u> | <u>\$462,096</u> |
| Balance at December 31, 2019 | \$- | \$8,532 | \$471,360 | \$479,892 |
| Net income | | | 11,239 | 11,239 |
| Patronage accrual adjustment | | | (120) | (120) |
| Capital stock: | | | | |
| Issuance of stock in exchange for customer stock receivable | | 249 | | 249 |
| Release of customer stock receivable associated with retired stock | | (236) | | (236) |
| Less: Capital stock receivable | | (8,545) | | (8,545) |
| Balance at March 31, 2020 | <u><u>\$-</u></u> | <u><u>\$-</u></u> | <u><u>\$482,479</u></u> | <u><u>\$482,479</u></u> |

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

Notes to Consolidated Financial Statements (unaudited)

Note 1 - Organization and Significant Accounting Policies

The accompanying consolidated financial statements contain all adjustments necessary for a fair presentation of the interim consolidated financial condition and consolidated results of operations. While our accounting policies conform to accounting principles generally accepted in the United States of America (U.S. GAAP) and the prevailing practices within the financial services industry, this interim Quarterly Financial Report is prepared based upon statutory and regulatory requirements and, accordingly, does not include all disclosures required by U.S. GAAP. The results of the three months ended March 31, 2020 are not necessarily indicative of the results to be expected for the year ended December 31, 2020. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the consolidated financial statements and related notes included in our 2019 Annual Report for the year ended December 31, 2019.

The consolidated financial statements present the consolidated financial results of Frontier Farm Credit, ACA (the parent) and Frontier Farm Credit, FLCA and Frontier Farm Credit, PCA (the subsidiaries). All material intercompany transactions and balances have been eliminated in consolidation.

Recently Issued or Adopted Accounting Pronouncements

In June 2016, the Financial Accounting Standards Board issued ASU 2016-13 “Measurement of Credit Losses on Financial Instruments”. The guidance was originally effective for non-United States Securities Exchange Commission filers for the first quarter of 2021. In November 2019, the Financial Accounting Standards Board issued ASU 2019-10 which amends the mandatory effective date for this guidance for certain institutions. We have determined we qualify for the deferral of the mandatory effective date. As a result of the change, the standard is effective for our first quarter of 2023 and early adoption is permitted. 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. We are evaluating the deferral of the effective date and have not yet determined if we will early adopt the guidance. We are currently assessing the impact this guidance will have on our financial statements upon adoption, which will be impacted by the composition of our portfolio and asset quality at the adoption date, as well as economic conditions and forecasts at the time of adoption. Implementation efforts are underway and include the development and testing of our system, data requirements, guidance interpretation and related accounting policy decisions, and consideration of relevant internal processes and controls. We are currently unable to estimate the impact on our financial statements.

Refer to Note 2 in our 2019 Annual Report for additional information on other accounting standards that have been issued but are not yet effective. We are currently evaluating the impact of the guidance on our Consolidated Financial Statements.

Note 2 – Loans and Allowance for Credit Losses

Loans consisted of the following (dollars in thousands):

| | <u>March 31, 2020</u> | | <u>December 31, 2019</u> | |
|----------------------------------|-----------------------|-------------------|--------------------------|-------------------|
| | <u>Amount</u> | <u>Percentage</u> | <u>Amount</u> | <u>Percentage</u> |
| Long-term agricultural mortgage | \$1,159,342 | 56.8 % | \$1,135,499 | 55.6 % |
| Production and intermediate term | 510,530 | 25.0 | 549,801 | 26.9 |
| Agribusiness | 229,035 | 11.2 | 216,970 | 10.6 |
| Rural residential real estate | 86,213 | 4.2 | 88,395 | 4.3 |
| Rural infrastructure | 51,665 | 2.5 | 46,671 | 2.3 |
| Agricultural export finance | 5,596 | 0.3 | 5,596 | 0.3 |
| Total loans | <u>\$2,042,381</u> | <u>100.0 %</u> | <u>\$2,042,932</u> | <u>100.0 %</u> |

Credit Quality

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

- acceptable – loans are expected to be fully collectible and represent the highest quality;
- other assets especially mentioned (OAEM) (special mention) – loans are currently collectible but exhibit some potential weakness;
- substandard – loans exhibit some serious weakness in repayment capacity, equity and/or collateral pledged on the loan;
- doubtful – loans 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 – loans are considered uncollectible.

We had no loans categorized as loss at March 31, 2020 or December 31, 2019.

The following table shows loans and related accrued interest classified under the Farm Credit Administration Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable by loan type (dollars in thousands):

| | As of March 31, 2020 | | | | | | Total Amount |
|----------------------------------|----------------------|---------------|------------------|--------------|----------------------|--------------|--------------------|
| | Acceptable | | OAEM | | Substandard/Doubtful | | |
| | Amount | % | Amount | % | Amount | % | |
| Long-term agricultural mortgage | \$1,046,293 | 89.11% | \$54,058 | 4.60% | \$73,793 | 6.29% | \$1,174,144 |
| Production and intermediate term | 442,333 | 85.33% | 37,005 | 7.14% | 39,021 | 7.53% | 518,359 |
| Agribusiness | 216,569 | 94.28% | 4,860 | 2.12% | 8,271 | 3.60% | 229,700 |
| Rural residential real estate | 81,987 | 94.93% | 1,890 | 2.19% | 2,493 | 2.88% | 86,370 |
| Rural infrastructure | 48,881 | 94.40% | 2,901 | 5.60% | - | - | 51,782 |
| Agricultural export finance | 5,603 | 100.00% | - | - | - | - | 5,603 |
| Total | \$1,841,666 | 89.14% | \$100,714 | 4.88% | \$123,578 | 5.98% | \$2,065,958 |

| | As of December 31, 2019 | | | | | | Total Amount |
|----------------------------------|-------------------------|---------------|-----------------|--------------|----------------------|--------------|--------------------|
| | Acceptable | | OAEM | | Substandard/Doubtful | | |
| | Amount | % | Amount | % | Amount | % | |
| Long-term agricultural mortgage | \$1,024,353 | 88.81% | \$47,344 | 4.10% | \$81,792 | 7.09% | \$1,153,489 |
| Production and intermediate term | 472,391 | 84.45% | 38,594 | 6.90% | 48,372 | 8.65% | 559,357 |
| Agribusiness | 209,737 | 96.36% | 4,564 | 2.10% | 3,351 | 1.54% | 217,652 |
| Rural residential real estate | 84,243 | 95.11% | 1,478 | 1.67% | 2,849 | 3.22% | 88,570 |
| Rural infrastructure | 43,824 | 93.75% | 2,923 | 6.25% | - | - | 46,747 |
| Agricultural export finance | 5,606 | 100.00% | - | - | - | - | 5,606 |
| Total | \$1,840,154 | 88.84% | \$94,903 | 4.58% | \$136,364 | 6.58% | \$2,071,421 |

Delinquency

The following table provides an aging analysis of past due loans and related accrued interest receivable by loan type (in thousands):

| <u>As of March 31, 2020</u> | 30-89 Days | 90 Days or | Total | Not Past Due | Total | 90 Days or |
|----------------------------------|----------------|----------------|-----------------|-------------------------------------|--------------------|-------------------------------|
| | Past Due | More Past Due | Past Due | or Less Than 30 Days Past Due | Loans | More Past Due and Accruing |
| Long-term agricultural mortgage | \$2,618 | \$ 2,856 | \$5,474 | \$1,168,670 | \$1,174,144 | 73 |
| Production and intermediate term | 4,560 | 1,720 | 6,280 | \$512,079 | 518,359 | 9 |
| Agribusiness | - | 587 | 587 | \$229,113 | 229,700 | - |
| Rural residential real estate | 263 | 281 | 544 | \$85,826 | 86,370 | - |
| Rural infrastructure | 85 | - | 85 | \$51,697 | 51,782 | - |
| Agricultural export finance | - | - | - | \$5,603 | 5,603 | - |
| Total | <u>\$7,526</u> | <u>\$5,444</u> | <u>\$12,970</u> | <u>\$2,052,988</u> | <u>\$2,065,958</u> | <u>82</u> |

| <u>As of December 31, 2019</u> | 30-89 Days | 90 Days or | Total | Not Past Due | Total | 90 Days or |
|----------------------------------|----------------|----------------|-----------------|-------------------------------------|--------------------|-------------------------------|
| | Past Due | More Past Due | Past Due | or Less Than 30 Days Past Due | Loans | More Past Due and Accruing |
| Long-term agricultural mortgage | \$3,699 | \$ 2,282 | \$5,981 | \$1,147,508 | \$1,153,489 | \$ - |
| Production and intermediate term | 1,334 | 1,427 | 2,761 | 556,596 | 559,357 | - |
| Agribusiness | 8 | 518 | 526 | 217,126 | 217,652 | - |
| Rural residential real estate | - | 751 | 751 | 87,819 | 88,570 | - |
| Rural infrastructure | - | - | - | 46,747 | 46,747 | - |
| Agricultural export finance | - | - | - | 5,606 | 5,606 | - |
| Total | <u>\$5,041</u> | <u>\$4,978</u> | <u>\$10,019</u> | <u>\$2,061,402</u> | <u>\$2,071,421</u> | <u>-</u> |

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. Accruing loans include principal and interest. The following tables present information concerning risk loans (in thousands):

| | As of March 31, | |
|--|---|-----------------|
| | 2020 | 2019 |
| Risk loans with specific allowance | <u>\$ 2,209</u> | <u>\$ 1,615</u> |
| Risk loans without specific allowance | <u>12,593</u> | <u>11,649</u> |
| Total risk loans | <u>\$14,802</u> | <u>\$13,264</u> |
| | | |
| Total specific allowance | <u>\$837</u> | <u>\$1,024</u> |
| | | |
| | For the three months ended March 31, | |
| | 2020 | 2019 |
| Interest income recognized on nonaccrual loans | <u>\$ (2)</u> | <u>\$139</u> |
| Interest income on risk accrual loans | <u>20</u> | <u>37</u> |
| Interest income recognized on risk loans | <u>\$18</u> | <u>\$176</u> |
| | | |
| Average risk loans | <u>\$19,144</u> | <u>\$16,891</u> |

At March 31, 2020, there were approximately \$522 thousand in commitments to lend additional funds to customers whose loans were at risk.

Troubled Debt Restructurings

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 restructured loan. 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. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the restructured loan to the lower of book value or net realizable value of collateral.

We recorded no troubled debt restructurings in the three months ended March 31, 2020 and March 31, 2019.

The following table presents information regarding troubled debt restructurings that occurred within the previous twelve months for which there was a subsequent payment default during the period ended March 31 (in thousands):

| | 2020 | 2019 |
|---------------------------------|-------------------|------------|
| | Recorded | Recorded |
| | Investment | Investment |
| Long-term agricultural mortgage | \$651 | - |

Troubled debt restructurings outstanding at March 31, 2020, totaled \$4.4 million, of which \$3.7 million were in nonaccrual status. There were \$0.5 million in additional commitments to lend to borrowers whose loans have been modified in a troubled debt restructuring at March 31, 2020.

Allowance for Loan Losses

An analysis of changes in the allowance for credit losses follows (in thousands):

| | March 31, | |
|---|----------------|---------|
| | 2020 | 2019 |
| Allowance for loan losses | | |
| Balance at beginning of year | \$9,600 | \$8,800 |
| Provision for loan losses | (459) | (410) |
| Charge-offs | (76) | (63) |
| Recoveries | 135 | 73 |
| Balance at end of quarter | \$9,200 | \$8,400 |
| | | |
| | | |
| | | |
| | | |
| Reserve for unfunded lending commitments | | |
| Balance at beginning of year | \$800 | \$700 |
| Addition of unfunded lending commitments | 100 | 100 |
| Balance at end of quarter | \$900 | \$800 |

We recorded a reversal of \$359 thousand provision for credit losses (net of provision for loan losses and unfunded lending commitments) for the first three months of 2020, as compared with a reversal of \$310 thousand provision during the first three months of 2019. The portfolio experienced improvement in the grain industry partially offset by slight deterioration in nearly all other industries. The allowance for the beef feedlot portfolio was favorably impacted by paydowns. Net recoveries of charge-offs for the first three months of 2020 were \$59 thousand compared to net recoveries of charge-offs of \$10 thousand in the same period a year ago.

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 periodic evaluation of factors such as loan loss history, portfolio quality, estimated collateral values, and current economic and environmental conditions.

Note 3 – Investment in Rural Business Investment Company

We and other Farm Credit System institutions are among the limited partners invested in two Rural Business Investment Companies (RBICs). The RBICs facilitate equity and debt investments in agriculture-related businesses that create growth and job opportunities in rural America. Our total current commitment is \$7 million with varying commitment end dates through December 2025. Certain commitments may have an option to extend under specific circumstances. Our investment in the RBICs totaled \$260 thousand at March 31, 2020.

Note 4 – 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 levels of inputs that may be used to measure fair value. Refer to Note 2 in our 2019 Annual Report 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 March 31, 2020, or December 31, 2019. We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis. Information on assets measured at fair value on a non-recurring basis is as follows (in thousands):

| As of March 31, 2020 | <u>Fair Value Measurement Using</u> | | | Total |
|----------------------|-------------------------------------|----------------|----------------|-------------------|
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Fair Value</u> |
| Loans | - | - | \$1,566 | \$1,566 |
| Other property owned | - | - | - | - |

| As of December 31, 2019 | <u>Fair Value Measurement Using</u> | | | Total |
|-------------------------|-------------------------------------|----------------|----------------|-------------------|
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | <u>Fair Value</u> |
| Loans | - | - | \$1,099 | \$1,099 |
| Other property owned | - | - | - | - |

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 observable market-based information, they fall under 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 fall under Level 3.

Other property owned: Represents the fair value and related losses of foreclosed assets that were measured at fair value based on the collateral value, which is generally determined using appraisals, or other indications based on sales of similar properties. Costs to sell represent transaction costs and are not included as a component of the asset’s fair value. 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 fall under Level 3.

Note 5- Commitments and Contingencies

In the normal course of business, we have various contingent liabilities and commitments outstanding, primarily commitments to extend credit, which may not be reflected in the accompanying consolidated financial statements. We do not anticipate any material losses because of these contingencies or commitments.

From time to time, 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, we were not aware of any such actions that would have a material impact on our financial condition. However, such actions could arise in the future.

We are among the forming limited partners in a Rural Business Investment Company. Refer to Note 3 for additional discussion.

Note 6- Subsequent Events

We have evaluated subsequent events through May 4, 2020 which is the date the financial statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.