

Quarterly Report June 30, 2014

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of AgStar Financial Services, ACA (the parent) and AgStar Financial Services, FLCA and AgStar Financial Services, PCA (the subsidiaries). This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our Annual Report for the year ended December 31, 2013 (2013 Annual Report).

AgriBank, FCB's (AgriBank) financial condition and results of operations materially impact members' investment in AgStar Financial Services, ACA. To request free copies of the AgriBank and combined AgriBank and Affiliated Associations' financial reports or additional copies of our report, contact us at P.O. Box 4249, Mankato, MN 56002-4249, by phone (866-577-1831), by e-mail to AgStarEteam@agstar.com, or at our website, www.agstar.com. You may also contact AgriBank at 30 East 7th Street, Suite 1600, St. Paul, MN 55101, (651) 282-8800, or by e-mail at financialreporting@agribank.com. The AgriBank and combined AgriBank and Affiliated Associations' financial reports are also available through AgriBank's website at www.agribank.com.

## FORWARD-LOOKING INFORMATION

Any forward-looking statements in this Quarterly 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 2013 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.

# AGRICULTURAL AND ECONOMIC CONDITIONS

We serve many sectors in agriculture including our primary industries of grain, swine, and dairy. Credit quality, delinquencies, and nonaccrual measures showed significant improvement during 2013 and further improvement is expected during 2014. The year 2014 will be more challenging for grain producers in our territory, compared to the more profitable trend of the previous several years. The quality of the crop portfolio continues to be strong at 0.5% adverse. Some future deterioration is expected particularly if lower grain prices continue into 2015 and beyond.

As of April 9, United States Department of Agriculture's (USDA) corn production is forecast at 13.9 billion bushels, up 29% from its 2012/2013 estimate. Estimated average yields were 158.8 bushels per acre, up from 123.4 bushels per acre in 2012/2013. Area harvested for grain is projected at 87.7 million acres, up from 87.4 million in 2012/2013. Ending corn stocks for 2013/2014 are projected at 1,331 million bushels up from 821 million at 2012/2013. The USDA, on July 11, projected 2013/2014 season-average farm price for corn at \$3.65 to \$4.35 per bushel. Corn exports are anticipated to remain strong. The current drought monitoring continues to show abnormally dry to drought conditions within the greater part of the Western Corn Belt. Precipitation, planting intentions, and planting weather condition news will continue to drive the market until the first crop condition reports come in.

The USDA is currently forecasting soybean production at 3.3 billion bushels, up 8% from 2012/2013. The current yield per harvested acre is estimated to be 43.3 bushels per acre, up from 39.8 bushels per acre in 2012/2013. Area for harvest is projected to be at 75.9 million acres. As of July 11, the USDA season-average farm price forecast for soybeans is \$9.50 to \$11.50 per bushel. Soybean exports are also expected to remain strong. Projected ending stocks are estimated to be at 135 million bushels.

This year has been a challenging year for swine producers due to volatile markets and large margin calls. Concern over Porcine Epidemic Diarrhea Virus (PEDv) has led to market volatility with expectations for a significant production gap. Feeder prices have dramatically increased due to scarcity. Producers have continued to put additional weight on hogs which has led to flat production over 2013. To date, this has led to a significant loan volume increase as hedge line usage has expanded. The PEDv has impacted a good share of swine producers in Minnesota and other hog producing states. At this time, we don't expect a significant portfolio impact. Producers currently have the ability to lock in substantial profits throughout 2014 because of tighter supplies. Exports have remained steady, despite difficulties with China and Russia. The quality of the swine portfolio remains strong at 97.2% non-adverse.

The milk price outlook remains favorable through all of 2014, as it has been throughout the first half of the year. Strong cheese exports continue to place a floor on prices. Dairy producers that grow their own feed, as well as those who purchase their feed, should be profitable in 2014. Margins have tightened slightly from higher feed costs than at year-end. The quality of the dairy portfolio has shown improvement and is expected to continue to improve.

According to the USDA, net farm income is forecast at \$95.8 billion for 2014. This is nearly 27% higher than the 2013 forecast. Over the last few years, overall conditions have been favorable for agricultural producers resulting in positive performance generally for agribusinesses. The ethanol industry continues to deal with more favorable market conditions than had been experienced previously. Lower corn costs are having a positive effect on industry profitability and margins are expected to remain positive through the end of 2014. Additionally, agricultural related businesses have generally been profitable and fared better during the past several years than companies not closely tied to agriculture.

Farm real estate values in our territory continued to show strong increases during 2013 with demand for farm real estate continuing to be solid. With lower crop prices compared to recent years, values are beginning to moderate during 2014. Values for transitional and recreational property remain low compared to the peak values previously reached. We have maintained a disciplined approach to our real estate underwriting standards.

Our home mortgage portfolio has continued to perform better than the overall housing industry the past few years and payment and credit quality continues to improve. Delinquencies and foreclosure numbers stabilized in 2010, and have shown gradual improvement since that time. There are positive signs that the economy has turned the corner, with the unemployment rate being an example. According to the U.S. Bureau of Labor Statistics, the national unemployment rate remained 6.1% as of June 30, 2014.

Some of our core credit objectives include working with clients to promote risk management, ensure high quality financial statements and production reports, encourage disciplined marketing plans, and provide individualized servicing plans and strategies. We continue to be involved and support positive legislative changes for agriculture and rural America.

## LOANS HELD TO MATURITY

Loans held to maturity were \$6.4 billion at June 30, 2014, a \$6.9 million increase from December 31, 2013. This increase was due to our continued focus on capitalizing on growth opportunities in our correspondent lending programs in our real estate mortgage portfolio. This increase was partially offset by repayments made by clients in our production agriculture sectors.

#### **Portfolio Credit Quality**

The credit quality of our portfolio has improved from December 31, 2013. Adversely classified loans decreased to 2.6% of the portfolio at June 30, 2014, from 2.9% of the portfolio at December 31, 2013. Adversely classified loans are loans we have identified as showing some credit weakness outside our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, government guarantee programs are used to reduce the risk of loss. At June 30, 2014, \$528.3 million of our loans were, to some level, guaranteed under these government programs.

Excluded from the ratios and volumes as discussed in this section are our investment securities. At June 30, 2014, our investment securities totaled \$468.7 million, consisting of \$424.8 million in mortgage-backed securities issued and guaranteed by Federal Agricultural Mortgage Corporation, the Small Business Administration (SBA), or the USDA and \$43.9 million in asset-backed securities, issued and guaranteed by SBA or USDA. Had this volume been included, the adversely classified asset ratio would be 2.4% at June 30, 2014, compared to 2.7% at December 31, 2013.

#### **Risk Assets**

The following table summarizes risk information (accruing loans include accrued interest receivable) (dollars in thousands):

As of:	June 30 2014	ecember 31 2013
AS UI.	2014	2013
Loans:		
Nonaccrual	\$ 113,012	\$ 139,397
Accruing restructured	1,621	2,101
Accruing loans 90 days or more past due	1,122	
Total risk loans	115,755	141,498
Other property owned	3,501	3,315
Total risk assets	\$ 119,256	\$ 144,813
Risk loans as a percentage of total loans	1.8%	2.2%
Nonaccrual loans as a percentage of total loans	1.8%	2.2%
Total delinquencies as a percentage of total loans	0.5%	0.8%

Our risk assets, primarily consisting of nonaccrual volume, have decreased from December 31, 2013.

Nonaccrual loan volume represented 1.8% of our total portfolio. The decrease in nonaccrual loans was due to settling volume mainly through upgrading, payoffs, or paydowns on certain accounts in the dairy and beef industries. We are actively engaged in working with clients to provide individualized servicing plans and strategies. The majority of the remaining accounts in nonaccrual status are in the dairy sector, are current in repayment, and require additional time and performance to bring them back into performing status. At June 30, 2014, 80.8% of our nonaccrual loans were current.

The decrease in accruing restructured loans was primarily due to a real estate mortgage loan moving into nonaccrual status.

The increase in accruing loans 90 days or more past due was primarily due to loans in a certain trade credit program which are guaranteed by the vendor and have a collection plan in place.

The decrease in total delinquencies as a percentage of total loans was primarily due to overall improvement in credit quality and loan growth.

## Allowance for Loan Losses

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

The following table presents comparative allowance coverage of various loan categories:

	June 30	December 31
Allowance as a percentage of:	2014	2013
Loans	0.4%	0.4%
Nonaccrual loans	21.2%	17.7%
Total risk loans	20.7%	17.5%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at June 30, 2014.

# LOANS HELD FOR SALE

We have loans held for sale under a rural residential mortgage program designed to provide qualified borrowers with additional options for competitive rate financing of rural homes in small towns or that are part of a hobby farm, pastureland, or tillable acreage. Loans closed under this program will be sold to and securitized by a third party investor. At June 30, 2014, the volume in this program was \$16.4 million, an \$11.9 million increase from December 31, 2013. The increase was the result of originating \$7 million of new loan held for sale volume and from converting \$7 million of loans held to maturity to loans held for sale. These increases were offset by selling \$2.5 million of loans during the quarter to a third party investor. These loans were securitized by the investor and sold back to AgStar as a mortgage-backed security.

# **RESULTS OF OPERATIONS**

Net income for the six months ended June 30, 2014 totaled \$52.9 million compared to \$49.4 million for the same period in 2013. The following table illustrates profitability information:

For the six months ended June 30	2014	2013
Return on average assets	1.5%	1.5%
Return on average equity	9.8%	10.8%

Changes in our return on average assets and return on average members' equity are directly related to the changes in income discussed in this section and changes in assets discussed in the Loan Portfolio section. Changes in our return on average equity are directly related to the changes in income discussed in this section, changes in capital discussed in the Funding, Liquidity, and Capital section, and to the issuance of \$100 million of preferred stock on May 30, 2013.

The following table summarizes the changes in components of net income (in thousands):

			Increase (decrease) in
For the six months ended June 30	2014	2013	net income
Net interest income	\$ 91,993	\$ 84,399	\$ 7,594
Provision for (reversal of) loan losses	677	820	143
Patronage income	9,539	8,282	1,257
Other income	18,862	21,195	(2,333)
Operating expenses	61,217	56,187	(5,030)
Provision for income taxes	5,589	7,513	1,924
Net income	\$ 52,911	\$ 49,356	\$ 3,555

Net interest income was \$92.0 million for the six months ended June 30, 2014. The following table quantifies changes in net interest income for the six months ended June 30, 2014 compared to the same period in 2013 (in thousands):

	201	4 vs 2013
Changes in volume	\$	9,725
Changes in rates		(3,008)
Changes due to asset securitization		137
Changes in nonaccrual income and other		740
Net change	\$	7,594

The change in the provision for loan/lease losses was related to decreases in our risk loans.

The change in patronage income was primarily related to increased patronage received from AgriBank due to a higher average balance on our note payable and a higher patronage rate compared to the prior year.

The change in other income was primarily related to a decrease in fee income, partially offset by a decrease in losses related to other property owned.

We originated rural home loans for resale into the secondary market. We sold loans through the secondary market totaling \$15.3 million through June 30, 2014 compared to \$37.2 million for the same period in 2013. The fee income from this activity totaled \$312 thousand for the six months ended June 30, 2014 compared to \$816 thousand for the same period of 2013.

The change in operating expenses was primarily related to increases in salaries and benefits expense, in certain third party incentive program expenses, and in Farm Credit System insurance expense.

The change in provision for income taxes was related to decreased income in the taxable entities primarily resulting from lower taxable fee income and increased expenses in salaries and benefits expenses, in certain third party incentive program expenses, and in Farm Credit System insurance expense.

Changes in our return on average assets and return on average members' equity 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 Capital section.

## **FUNDING, LIQUIDITY, AND CAPITAL**

Our note payable matured on March 31, 2014 and was renewed for \$6.9 billion with a maturity date of March 31, 2015. The note payable will be renegotiated at that time. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio which significantly reduces our market interest rate risk.

Cost of funds associated with our note payable includes a marginal cost of debt component, a spread component, which includes cost of servicing, cost of liquidity, bank profit, and, if applicable, a risk premium component. We were not subject to a risk premium at June 30, 2014 or December 31, 2013.

Total members' equity increased \$49.3 million from December 31, 2013 primarily due to net income for the period partially offset by redemptions of nonqualified patronage allocations, a preferred stock dividend accrual, and a decrease in capital stock and participation certificates.

Farm Credit Administration (FCA) regulations require us to maintain a permanent capital ratio of at least 7.0%, a total surplus ratio of at least 7.0%, and a core surplus ratio of at least 3.5%. Refer to Note 10 in our 2013 Annual Report for a more complete description of these ratios. As of June 30, 2014, the ratios were as follows:

- The permanent capital ratio was 16.0%.
- The total surplus ratio was 15.8%.
- The core surplus ratio was 13.0%.

The capital adequacy ratios are directly impacted by the changes in capital as more fully explained in this section and the changes in assets as discussed in the Loan Portfolio section.

# **RELATIONSHIP WITH AGRIBANK**

We are required to invest in AgriBank capital stock as a condition of borrowing. On March 5, 2014, the AgriBank Board of Directors approved an amendment to the AgriBank capital plan which reduced the base required stock investment for all affiliated associations, including AgStar Financial Services, ACA from 2.5% to 2.25% effective March 31, 2014.

# ADDITIONAL REGULATORY INFORMATION

Effective June 18, 2014, the FCA Board adopted a final rule to remove all requirements related to advisory votes at Farm Credit institutions. This rule eliminates the requirement for advisory votes on CEO and/or senior officer compensation.

# CERTIFICATION

The undersigned certify they have reviewed AgStar Financial Services, ACA's June 30, 2014 Quarterly Report. It has been prepared under the oversight of the audit committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.

Spencer Enninga Chairperson of the Board AgStar Financial Services, ACA

Rodney W. Hebrink President and Chief Executive Officer Chief Financial Officer AgStar Financial Services, ACA

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August 8, 2014

# **CONSOLIDATED STATEMENTS OF CONDITION**

AgStar Financial Services, ACA (in thousands) (Unaudited)

As of:		June 30 2014		December 31 2013
ASSETS Loans held to maturity Allowance for loan/lease losses	\$	6,370,411 24,003	\$	6,363,512 24,725
Net loans held to maturity		6,346,408		6,338,787
Loans held for sale		16,411		4,470
Net loans Investment securities Assets held for lease, net Accrued interest receivable Investment in AgriBank, FCB Premises and equipment, net Other property owned Other assets		6,362,819 468,747 37,305 54,733 138,272 16,219 3,501 40,957		6,343,257 462,424 36,452 49,456 150,016 16,793 3,315 44,643
Total assets	\$	7,122,553	\$	7,106,356
LIABILITIES Note payable to AgriBank, FCB Subordinated debt Accrued interest payable Deferred tax liabilities, net Other liabilities	\$	5,815,150 100,000 23,062 4,412 74,445	\$	5,862,433 100,000 22,787 7,061 57,915
Total liabilities		6,017,069		6,050,196
Contingencies and commitments				
MEMBERS' EQUITY Capital stock and participation certificates Preferred stock Allocated surplus Unallocated surplus		15,968 100,000 366,183 623,333		15,912 100,000 339,360 600,888
Total members' equity	•	1,105,484	Φ.	1,056,160
Total liabilities and members' equity	\$	7,122,553	\$	7,106,356

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

# **CONSOLIDATED STATEMENTS OF INCOME**

AgStar Financial Services, ACA (in thousands) (Unaudited)

		Three Months	Ended	Six Months Ended					
For the period ended June 30	-	2014	2013		2014	2013			
Interest income	\$	71,459 \$	66,647	\$	141,420 \$	131,599			
Interest expense		24,961	23,601		49,427	47,200			
Net interest income		46,498	43,046		91,993	84,399			
Provision for (reversal of) loan losses		677	(809)		677	820			
Net interest income after provision for (reversal of) loan losses		45,821	43,855		91,316	83,579			
Other income									
Patronage income		4,712	4,209		9,539	8,282			
Net operating lease income		393	402		774	799			
Financially related services income		5,027	4,983		10,133	9,642			
Fee and miscellaneous income, net		3,986	3,300		7,955	10,754			
Total other income		14,118	12,894		28,401	29,477			
Operating expenses									
Salaries and employee benefits		20,552	19,996		41,561	39,283			
Farm Credit System insurance		1,782	1,387		3,532	2,769			
Other operating expenses		8,355	7,332		16,124	14,135			
Total operating expenses		30,689	28,715		61,217	56,187			
Income before income taxes		29,250	28,034		58,500	56,869			
Provision for income taxes		2,694	3,494		5,589	7,513			
Net income	\$	26,556 \$	24,540	\$	52,911 \$	49,356			

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

# **CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY**

AgStar Financial Services, ACA (in thousands) (Unaudited)

	Capital Stock and Participation Certificates	Preferred Stock	Allocated Surplus	Unallocated Surplus	Total Members' Equity
Balance at December 31, 2012  Net income  Net surplus allocated under nonqualified patronage program  Redemption of prior year allocated patronage  Preferred stock issued  Capital stock and participation certificates issued  Capital stock and participation certificates retired	\$ 15,655    938 (782)	\$    100,000 	\$ 302,789  27,104 (374)  	\$ 553,277 49,356 (27,104)  (3,702) 	\$ 871,721 49,356  (374) 96,298 938 (782)
Balance at June 30, 2013	\$ 15,811	\$ 100,000	\$ 329,519	\$ 571,827	\$ 1,017,157
Balance at December 31, 2013  Net income  Net surplus allocated under nonqualified patronage program  Redemption of prior year allocated patronage  Preferred stock dividend  Capital stock and participation certificates issued  Capital stock and participation certificates retired	\$ 15,912     774 (718)	100,000    	\$ 339,360  27,092 (269)  	\$ 600,888 52,911 (27,092)  (3,374) 	\$ 1,056,160 52,911  (269) (3,374) 774 (718)
Balance at June 30, 2014	\$ 15,968	\$ 100,000	\$ 366,183	\$ 623,333	\$ 1,105,484

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

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### 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 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 six months ended June 30, 2014 are not necessarily indicative of the results to be expected for the year ended December 31, 2014. 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 Annual Report for the year ended December 31, 2013 (2013 Annual Report).

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

Certain amounts in prior periods' financial statements have been reclassified to conform to the current period's presentation.

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

We have assessed the potential impact of accounting standards that have been issued, but are not yet effective, and have determined that no such standards are expected to have a material impact to our consolidated financial statements.

## NOTE 2: LOANS HELD TO MATURITY AND ALLOWANCE FOR LOAN LOSSES

Loans consisted of the following (dollars in thousands):

As of:		June 30, 20	014		December 31, 2013				
		Amount %			Amount	%			
Real estate mortgage	\$	3,294,838	51.7%	\$	3,253,439	51.1%			
Production and intermediate term		1,716,292	26.9%		1,770,700	27.8%			
Agribusiness		634,802	10.0%		638,637	10.1%			
Other		724,479	11.4%		700,736	11.0%			
Total	\$	6,370,411	100.0%	\$	6,363,512	100.0%			

The other category is comprised of loans originated under our Mission Related Investment authority, finance and conditional sales leases, and energy, communication, rural residential real estate, and water and waste water loans.

# **Credit Quality and Delinquency**

One credit quality indicator we utilize is the Farm Credit Administration (FCA) Uniform 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): 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 loans; however, doubtful loans have additional weaknesses in existing factors, conditions, and values that make collection in full highly questionable, and
- Loss: loans are considered uncollectible.

The following table summarizes loans and related accrued interest receivable classified under the FCA Uniform Classification System by loan type (dollars in thousands):

		Acceptable OAEM				Substanda Doubtful/L	Total		
		Amount	%		Amount	%	Amount	%	 Amount
As of June 30, 2014									
Real estate mortgage	\$ 3,	187,888	95.9%	\$	42,825	1.3%	\$ 94,849	2.8%	\$ 3,325,562
Production and intermediate term	1,	646,320	95.1%		43,105	2.5%	42,417	2.4%	1,731,842
Agribusiness	(	625,864	98.3%		1,401	0.2%	9,731	1.5%	636,996
Other		704,082	97.0%		4,588	0.6%	 17,195	2.4%	 725,865
Total	\$ 6,	164,154	96.0%	\$	91,919	1.4%	\$ 164,192	2.6%	\$ 6,420,265
As of December 31, 2013									
Real estate mortgage	\$ 3,	117,201	95.0%	\$	48,033	1.5%	\$ 114,465	3.5%	\$ 3,279,699
Production and intermediate term	1,	704,111	95.4%		40,012	2.3%	41,638	2.3%	1,785,761
Agribusiness	:	585,988	91.5%		37,933	5.9%	16,813	2.6%	640,734
Other		680,384	96.9%		6,501	0.9%	 15,311	2.2%	 702,196
Total	\$ 6,	087,684	95.0%	\$	132,479	2.1%	\$ 188,227	2.9%	\$ 6,408,390

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

	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	an	90 Days or More Past Due d Accruing
As of June 30, 2014 Real estate mortgage Production and intermediate term Agribusiness Other	\$ 13,180 4,999 27 2,312	\$ 6,968 4,222  3,530	\$ 20,148 9,221 27 5,842	\$ 3,305,414 1,722,621 636,969 720,023	\$ 3,325,562 1,731,842 636,996 725,865	\$	66 985  71
Total	\$ 20,518	\$ 14,720	\$ 35,238	\$ 6,385,027	\$ 6,420,265	\$	1,122
As of December 31, 2013 Real estate mortgage Production and intermediate term Agribusiness Other	\$ 14,371 4,770  2,657	\$ 16,620 2,478  12,125	\$ 30,991 7,248  14,782	\$ 3,248,708 1,778,513 640,734 687,414	\$ 3,279,699 1,785,761 640,734 702,196	\$	   
Total	\$ 21,798	\$ 31,223	\$ 53,021	\$ 6,355,369	\$ 6,408,390	\$	

# **Risk Loans**

The following table presents risk loan information (accruing loans include accrued interest receivable) (in thousands):

As of:	June 30 2014	D	ecember 31 2013
Volume with specific reserves Volume without specific reserves	\$ 8,746 107,009	\$	26,523 114,975
Total risk loans	\$ 115,755	\$	141,498
Total specific reserves	\$ 3,259	\$	5,841
For the six months ended June 30	2014		2013
Income on accrual risk loans Income on nonaccrual loans	\$ 30 2,752	\$	129 2,135
Total income on risk loans	\$ 2,782	\$	2,264
Average risk loans	\$ 128,098	\$	168,503

Continued improvement in credit quality has resulted in the total risk loans decreasing by \$25.7 million and the total specific reserves decreasing by \$2.6 million from December 31, 2013.

## **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.

The following table presents information regarding troubled debt restructurings that occurred during the six months ended June 30 (in thousands):

	 20	14		2013				
	Pre-modification		Post-modification		Pre-modification		Post-modification	
Real estate mortgage	\$ 719	\$	577	\$	954	\$	955	
Production and intermediate term	269		269		75		75	
Rural residential real estate	190		190		135		135	
Total	\$ 1,178	\$	1,036	\$	1,164	\$	1,165	

Pre-modification represents the outstanding recorded investment of the loan just prior to restructuring and post-modification represents the outstanding recorded investment of the loan is the face amount of the receivable increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, and acquisition costs and may also reflect a previous direct charge-off.

The following table presents troubled debt restructurings that defaulted during the six months ended June 30 in which the modification date was within twelve months of the respective reporting period (in thousands):

	2014	2013
Real estate mortgage Production and intermediate term	\$ 56 \$ 331	
Total	\$ 387 \$	

The following table presents information regarding troubled debt restructurings outstanding (in thousands):

As of:	June 30 2014	D	ecember 31 2013
Troubled debt restructurings in accrual status Troubled debt restructurings in nonaccrual status	\$ 1,621 45,056	\$	2,101 54,861
Troubled debt restructurings	\$ 46,677	\$	56,962

Troubled debt restructurings volume decreased \$10.3 million in the first six months of 2014, mainly due to paydowns or payoffs in the dairy and beef industries.

Additional commitments to lend to borrowers whose loans have been modified in a troubled debt restructuring were \$695 thousand at June 30, 2014.

#### Allowance for Loan Losses

A summary of changes in the allowance for loan losses follows (in thousands):

Six months ended June 30	2014	2013
Balance at beginning of year	\$ 24,725 \$	26,814
Provision for loan/lease losses	677	820
Loan recoveries	979	844
Loan charge-offs	 (2,378)	(2,221)
Balance at end of period	\$ 24,003 \$	26,257

The decrease in allowance for loan losses was related to decreases in our risk loans in 2014.

# NOTE 3: INVESTMENT IN AGRIBANK, FCB

Effective March 31, 2014, we were required by AgriBank to maintain an investment equal to 2.25% of the average quarterly balance of our note payable to AgriBank plus an additional 1.0% on growth that exceeded a targeted rate. Previously, the required investment was equal to 2.5%. There was no change in the required investment for growth exceeding the targeted rate.

The balance of our investment in AgriBank, all required stock, was \$138.3 million at June 30, 2014 and \$150.0 million at December 31, 2013.

#### **NOTE 4: INVESTMENT SECURITIES**

We held investment securities of \$468.7 million at June 30, 2014 and \$462.4 million at December 31, 2013. Our investment securities consisted of:

- Mortgage-backed securities (MBS) issued by the Federal Agricultural Mortgage Corporation (Farmer Mac) or guaranteed by the Small Business Administration (SBA) or by the United States Department of Agriculture (USDA), and
- Asset-backed securities (ABS) guaranteed by SBA or USDA.

Our investment securities have been classified as held-to-maturity. The investment portfolio is evaluated for other-than-temporary impairment. To date, we have not recognized any impairment on our investment portfolio.

The following table presents further information on investment securities (dollars in thousands):

	 Amortized Cost	Unrealized Gains	Unrealized Losses	Fair Value	Weighted Average Yield
As of June 30, 2014 MBS ABS	\$ 424,779 43,968	\$ 3,150 27	\$ (9,283) (1,667)	418,646 42,328	3.9% 2.3%
Total	\$ 468,747	\$ 3,177	\$ (10,950)	\$ 460,974	3.8%
As of December 31, 2013 MBS ABS	\$ 419,606 42,818	\$ 2,474 87	\$ (11,894) (1,317)	\$ 410,186 41,588	4.1% 2.2%
Total	\$ 462,424	\$ 2,561	\$ (13,211)	\$ 451,774	3.9%

Investment income is recorded in "Interest income" in the Consolidated Statements of Income and totaled \$7.5 million and \$8.6 million for the six months ended June 30, 2014 and 2013, respectively.

The following table presents contractual maturities of our investment securities (in thousands):

As of June 30, 2014	Amo	Amortized Cost				
Less than one year	\$	966				
One to five years		29,681				
Five to ten years		78,600				
More than ten years		359,500				
Total	\$	468,747				

A summary of investments in an unrealized loss position presented by the length of time the investments have been in continuous unrealized loss position follows (in thousands):

	 Less than 1:	2 months	Greater than 12 months				
			Unrealized				
As of June 30, 2014	Fair Value	Losses	Fair Value		Losses		
MBS	\$ 58,815	\$ 3,015	\$ 153,455	\$	6,268		
ABS	 13,307	465	23,691		1,202		
Total	\$ 72,122	\$ 3,480	\$ 177,146	\$	7,470		

## **NOTE 5: CONTINGENCIES AND COMMITMENTS**

In the normal course of business, we have contingent liabilities and outstanding commitments, 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.

We may be named as a defendant in 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.

## **NOTE 6: 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 2013 Annual Report for a more complete description of the three input levels.

#### **Recurring Basis**

We had loans held for sale of \$16.4 million as of June 30, 2014 and \$4.5 million at December 31, 2013, which were measured at fair value on a recurring basis and valued using Level 3 unobservable inputs. Total gains related to these loans of \$301 thousand were recognized in "Fee and miscellaneous income, net" in the Consolidated Statements of Income during the six months ended June 30, 2014.

We also had forward contacts of \$10.3 million as of June 30, 2014 and \$3.0 million at December 31, 2013, which were used to manage exposure to interest rate risk and changes in the fair value of loans held for sale and the interest rate lock commitments that are determined prior to funding. These derivatives were measured at fair value on a recurring basis and valued using Level 1 fair value inputs. Total losses related to these derivatives of \$254 thousand were recognized in "Fee and miscellaneous income, net" in the Consolidated Statements of Income during the six months ended June 30, 2014.

## **Non-Recurring Basis**

We may also 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 follows (in thousands):

		-air Valu vel 1	ıe M	As of Jun leasureme Level 2	ent L	,	-	Total Fair Value	Six months ended June 30, 2014 Total Gains (Losses)
Loans Other property owned	\$		\$	1,602 	\$	4,159 4,693	\$	5,761 4,693	\$ 1,357 (95)
						Total Fair	 Six months ended June 30, 2013 Total Gains		
Loans Other property owned	<u>Le</u> *	vel 1  	\$	1,876	\$	19,840 5,270	\$	Value 21,716 5,270	\$ (Losses) (5,187) (1,393)

## **Valuation Techniques**

Loans held for sale: The loans held for sale portfolio is held at fair value; therefore, carrying amount is equal to fair value. Fair value is based on quoted market prices, where available, or the prices for other similar mortgage loans with similar characteristics. As necessary, these prices are adjusted for typical securitization activities, including servicing value, portfolio composition, market conditions, and liquidity.

**Derivatives:** If an active market exists, the fair value is based on currently quoted market prices. For those derivatives not actively traded on an exchange, we estimate fair value by using key inputs such as yield curves, credit curves, and prepayment rates. Typically, our model inputs can be observed in a liquid market.

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.

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.

# NOTE 7: SUBSEQUENT EVENTS

We have evaluated subsequent events through August 8, 2014, which is the date the consolidated financial statements were available to be issued. Effective July 1, 2014, Paul DeBriyn no longer holds the position of President and Chief Executive Officer. He will remain in a Strategic Advisor position through April 1, 2015. On July 24, 2014, the Board of Directors named Rodney Hebrink as our new President and Chief Executive Officer. He will also retain his position as Chief Financial Officer until a replacement has been named. There have been no other material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.