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## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

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The following commentary reviews the consolidated financial position and consolidated results of operations of AgStar Financial Services, ACA and its 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 2011 Annual Report for the year ended December 31, 2011.

AgriBank, FCB's (AgriBank) financial condition and results of operations materially affect members' investment in AgStar Financial Services, ACA. To request free copies of the AgriBank and combined AgriBank, FCB 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 to agribankmn@agribank.com. The AgriBank and combined AgriBank, FCB and Affiliated Associations' financial reports are also available through AgriBank's website at www.agribank.com.

### **Loan Portfolio**

Loans totaled \$5.1 billion at March 31, 2012, a \$59.8 million decrease from December 31, 2011. This decrease was due to the profitability of our grain and swine clients, reflecting increased repayments, as well as lower operating and term loan demand.

### **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 2011 and this positive trend is expected to continue throughout 2012. The USDA prospective plantings crop report released on 3/30/2012 indicates corn growers intend to plant 95.9 million acres of corn for all purposes in 2012, up 4 percent from last year. This will represent the highest planted corn acreage in the United States since 1937. With average yields, the supply of corn is expected to exceed 14 billion bushels and carryover is likely to increase to 1.5 to 2 billion bushels. This level of carryover could result in prices decreasing by up to \$.50 to \$1.00. The number of soybean acres planted for 2012 is estimated to be at 73.9 million acres, down 1 percent from last year. Margins for grain producers will likely narrow in 2012 based on current expectations.

Profit margins have remained positive for swine producers early this year, and margins are projected to remain positive for the balance of 2012. Profit margins for dairy producers and ethanol plants have deteriorated and are expected to remain narrow through mid-year and strengthen later this year.

According to the USDA, net farm income is forecast at \$91.7 billion for 2012, down \$6.3 billion (6.5 percent) from 2011, but is still the second highest on record. Conditions the past two years have been favorable overall for agricultural producers resulting in positive performance generally for agribusinesses. Ethanol assets are our largest agribusiness segment and credit quality in this segment has improved significantly since 2009. Additionally, agricultural related businesses have generally been profitable and fared better during the past two years than companies not closely tied to agriculture.

Farm real estate values in our territory continued to show strong increases during 2011 and we are projecting the demand for farm real estate to continue to remain strong this year. Values for transitional and recreational property remain low compared to the peak values previously reached.

Our home mortgage portfolio continues to perform better than the overall housing industry in the past few years. Delinquency and foreclosure numbers stabilized in 2010, showed solid improvements in 2011 and this has continued into 2012. At the end of the first quarter, the HMS delinquencies returned to pre-2007 levels. Since the middle of 2007 outside factors such as the unemployment rate, energy costs and the overall sluggish economy have all negatively affected the housing industry. A gradual recovery is expected over the next three to four years. There are positive signs that the economy has turned the corner. An example is the unemployment rate. According to the U. S. Bureau of Labor Statistics, the unemployment rate dropped to 8.2% as of March 31, 2012. This is the lowest level since February 2009. Interest rates continue to be at record lows. Given the lower rates and larger housing inventory, we believe this is a great time to be a home buyer for borrowers that qualify for a new loan.

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

### **Portfolio Credit Quality**

The credit quality of our portfolio continued to improve from December 31, 2011. Adversely classified loans have decreased to 5.6% of the portfolio at March 31, 2012, from 5.7% of the portfolio at December 31, 2011. 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/lease losses.

In some circumstances, we use various governmental guarantee programs to reduce the risk of loss. At March 31, 2012, \$303 million of our loans were, to some level, guaranteed under these governmental programs.

Excluded in the ratios and volumes discussed in this section are our investment securities. At March 31, 2012, our investment securities totaled \$504.8 million, consisting of \$320.4 million in mortgage backed securities issued by Federal Agricultural Mortgage Corporation and \$184.4 million in investment

securities, guaranteed by the Small Business Administration or the United States Department of Agriculture. Had this volume been included, the adversely classified asset ratio would be 5.1%.

## Risk Assets

The following table summarizes risk assets including accrued interest receivable and delinquency information (dollars in thousands):

As of:	March 31 2012	December 31 2011
Loans:		
Accruing restructured	\$ --	\$ --
Accruing loans 90 days or more past due	484	40
Nonaccrual	204,749	164,690
Total risk loans	205,233	164,730
Other property owned	5,954	6,954
Total risk assets	\$211,187	\$171,684
Risk loans as a percentage of total loans	4.0%	3.2%
Total delinquencies as a percentage of total loans	1.5%	1.7%

Our risk assets have increased from December 31, 2011 and remain outside our targeted credit standards.

The increase in accruing loans 90 days or more past due was primarily due to certain leases. Based on our analysis, these were adequately secured.

The increase in nonaccrual loans was mainly the result of increased volume in the dairy segment and downgrading certain accounts in the dairy, cattle, and consumer related segments of our portfolio. Nonaccrual loan volume is above our credit standards at March 31, 2012, and represented 4.0% of our total portfolio. We are actively engaged in working with clients to provide individualized servicing plans and strategies. At March 31, 2012, 70.0% of our nonaccrual loans were current.

Other property owned declined \$1 million mainly from selling or writing down home mortgage properties.

## Allowance for Loan/Lease Losses

The allowance for loan/lease 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/lease losses based on periodic evaluation of factors such as loan loss history, probability of default, estimated severity of loss given default, portfolio quality, and current economic and environmental conditions.

Comparative allowance coverage of various loan categories follows:

Allowance as a percentage of:	March 31 2012	December 31 2011
Loans	0.5%	0.5%
Nonaccrual loans	13.2%	16.3%
Total risk loans	13.2%	16.3%

In our opinion, the allowance for loan/lease losses was reasonable in relation to the risk in our loan portfolio at March 31, 2012.

## Results of Operations

Net income for the three months ended March 31, 2012 totaled \$23.9 million compared to \$23.4 million for the same period in 2011. The following table illustrates profitability information:

As of March 31	2012	2011
Return on average assets	1.6%	1.7%
Return on average members' equity	11.9%	12.6%

The following table summarizes the changes in components of net income for the three months ended March 31, 2012 compared to the same period in 2011 (in thousands):

Increase (decrease) in net income	2012 vs 2011
Net interest income	\$1,337
Provision for loan/lease losses	(656)
Patronage income	663
Operating lease income	(66)
Other income	(1,004)
Operating expenses	(620)
Provision for income taxes	802
Total change in net income	\$456

Net interest income was \$38.2 million for the three months ended March 31, 2012. The following table quantifies changes in net interest income for the three months ended March 31, 2012 compared to the same period in 2011 (in thousands):

Change in net interest income	2012 vs 2011
Changes in AgriBank note payable and earning assets	\$2,433
Changes in rates on AgriBank note payable and earning assets	217
Changes due to asset securitization	101
Changes in deferred income	(23)
Changes due to capital management	40
Changes in nonaccrual income and other	(1,431)
Net change	<u>\$1,337</u>

The change in the provision for loan losses compared to 2011 reflects the increase in nonaccrual volume in certain accounts in the dairy, cattle, and bond related segments of our portfolio.

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

The change in other income was primarily related to lower loan origination and servicing fee income and higher lending related expenses, partially offset by increased crop insurance commission and consulting income.

The change in operating expenses was primarily related to increases in public and member relations, purchased professional services, salary and benefit related expenses. These increases are offset by lower variable compensation expense and lower Farm Credit System Insurance expense.

The change in provision for income taxes was primarily related to the increased tax benefit caused by the increase in amount of nonqualified patronage allocations redeemed in the first quarter of this year compared to 2011 and to decreased income in the taxable entities.

We originate rural home loans for resale into the secondary market. We sold loans through the secondary market totaling \$19.4 million through March 31, 2012 compared to \$9.6 million for the same period in 2011. The fee income from this activity totaled \$288 thousand for the three months ended March 31, 2012 compared to \$234 thousand for the same period of 2011.

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

We borrow from AgriBank in the form of a line of credit. Our promissory note matured on March 31, 2012 and was renewed for \$5.75 billion with a maturity date of March 31, 2013. The note 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. Our other significant source of funding is our subordinated debt.

Total members' equity increased \$5.6 million from December 31, 2011 primarily due to net income for the period and an increase in capital stock and participation certificates partially offset by redemptions of nonqualified patronage allocations.

Farm Credit Administration regulations require us to maintain a permanent capital ratio of at least 7%, a total surplus ratio of at least 7%, and a core surplus ratio of at least 3.5%. Refer to Note 9 in our 2011 Annual Report for a more complete description of these ratios. As of March 31, 2012, the ratios were as follows:

- The permanent capital ratio was 14.7%.
- The total surplus ratio was 14.4%.
- The core surplus ratio was 11.1%.

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.

Certification

The undersigned certify they have reviewed AgStar Financial Services, ACA's March 31, 2012 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.



Lowell Schafer  
Chairperson of the Board  
AgStar Financial Services, ACA



Paul A. DeBriyn  
President and Chief Executive Officer  
AgStar Financial Services, ACA



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

May 10, 2012

# CONSOLIDATED STATEMENTS OF CONDITION

AgStar Financial Services, ACA

(Dollars in thousands)

(Unaudited)

	March 31 2012	December 31 2011
<b>ASSETS</b>		
Loans	\$5,128,050	\$5,187,874
Allowance for loan/lease losses	27,005	26,833
Net loans	5,101,045	5,161,041
Investment securities	504,784	505,486
Assets held for lease, net	35,274	34,688
Accrued interest receivable	43,063	46,204
Investment in AgriBank, FCB	130,440	130,150
Premises and equipment, net	17,485	17,887
Other property owned	5,954	6,954
Other assets	32,527	44,005
Total assets	\$5,870,572	\$5,946,415
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$4,883,321	\$4,954,046
Subordinated debt	100,000	100,000
Accrued interest payable	25,899	27,468
Net deferred income tax liability	8,422	10,515
Other liabilities	41,127	48,150
Total liabilities	5,058,769	5,140,179
Contingencies and commitments	--	--
<b>MEMBERS' EQUITY</b>		
Capital stock and participation certificates	14,979	14,859
Allocated surplus	282,362	290,517
Unallocated surplus	514,462	500,860
Total members' equity	811,803	806,236
Total liabilities and members' equity	\$5,870,572	\$5,946,415

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

## CONSOLIDATED STATEMENTS OF INCOME

AgStar Financial Services, ACA

(Dollars in thousands)

(Unaudited)

Three months ended March 31	2012	2011
<b>Interest income</b>	<b>\$63,792</b>	\$64,793
<b>Interest expense</b>	<b>25,571</b>	27,909
Net interest income	38,221	36,884
<b>Provision for loan/lease losses</b>	<b>1,724</b>	1,068
Net interest income after provision for loan/lease losses	36,497	35,816
<b>Other income</b>		
Patronage income	3,211	2,548
Net operating lease income	459	525
Financially related services income	6,522	5,805
Fee and miscellaneous income, net	2,070	3,791
Total other income	12,262	12,669
<b>Operating expenses</b>		
Salaries and employee benefits	18,761	18,999
Other operating	8,593	7,735
Total operating expenses	27,354	26,734
Income before income taxes	21,405	21,751
<b>Benefit from income taxes</b>	<b>(2,497)</b>	(1,695)
Net income	<b>\$23,902</b>	\$23,446

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

## CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

AgStar Financial Services, ACA

(Dollars in thousands)

(Unaudited)

	Capital Stock and Participation Certificates	Allocated Surplus	Unallocated Surplus	Total Members' Equity
<b>Balance at December 31, 2010</b>	\$14,125	\$265,010	\$465,463	\$744,598
Net income	--	--	23,446	23,446
Surplus allocated as nonqualified patronage	--	10,278	(10,278)	--
Redemption of prior year allocated patronage	--	(13,326)	--	(13,326)
Capital stock/participation certificates issued	380	--	--	380
Capital stock/participation certificates retired	(296)	--	--	(296)
<b>Balance at March 31, 2011</b>	\$14,209	\$261,962	\$478,631	\$754,802
<b>Balance at December 31, 2011</b>	<b>\$14,859</b>	<b>\$290,517</b>	<b>\$500,860</b>	<b>\$806,236</b>
Net income	--	--	23,902	23,902
Surplus allocated as nonqualified patronage	--	10,300	(10,300)	--
Redemption of prior year allocated patronage	--	(18,455)	--	(18,455)
Capital stock/participation certificates issued	472	--	--	472
Capital stock/participation certificates retired	(352)	--	--	(352)
<b>Balance at March 31, 2012</b>	<b>\$14,979</b>	<b>\$282,362</b>	<b>\$514,462</b>	<b>\$811,803</b>

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 generally accepted accounting principles 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 three months ended March 31, 2012 are not necessarily indicative of the results to be expected for the year ended December 31, 2012. 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 2011 Annual Report for the year ended December 31, 2011.

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.

### Recently Issued or Adopted Accounting Pronouncements

In September 2011, the Financial Accounting Standards Board (FASB) issued guidance entitled, "Compensation – Retirement Benefits – Multiemployer Plans." The guidance is intended to provide more information about an employer's financial obligations to multiemployer pension and post-employment benefit plans which should help financial statement users better understand the financial health of significant plans in which the employer participates. For non-public entities, the disclosures are effective for annual reporting periods ending on or after December 15, 2012. The adoption of this guidance will have no impact on our consolidated financial condition or consolidated results of operations, but will result in additional disclosures.

In June 2011, the FASB issued guidance entitled, "Presentation of Comprehensive Income." The guidance eliminates the current option to report other comprehensive income and its components in the statement of changes in equity. An entity can elect to present items of net income and other comprehensive income in one continuous statement — referred to as the Statement of Comprehensive Income — or in two separate, but consecutive, statements. Each component of net income and each component of other comprehensive income, together with totals for comprehensive income and its two parts — net income and other comprehensive income, would need to be displayed under either alternative. The statement(s) would need to be presented with equal prominence as the other primary financial statements. The guidance is intended to improve the comparability, consistency, and transparency of financial reporting and to increase the prominence of items reported in other comprehensive income. For non-public entities, the guidance is effective for fiscal years ending after December 15, 2012, and interim and annual periods thereafter. The adoption of the guidance will have no impact on our consolidated financial condition or consolidated results of operations, but will result in changes to our financial statement presentation.

In May 2011, FASB issued guidance entitled, "Fair Value Measurement – Amendments to Achieve Common Fair Value Measurements and Disclosure Requirements in U.S. GAAP and International Financial Reporting Standards (IFRS)." The guidance results in a consistent definition of fair value and common requirements for measurement of and disclosure about fair value between U.S. GAAP and IFRS as more fully outlined in our 2011 Annual Report. The amendments are to be applied prospectively. For non-public entities, the amendments are effective for annual periods beginning after December 15, 2011. The adoption of this guidance will have no impact on our consolidated financial condition or consolidated results of operations, but will result in additional disclosures.

In April 2011, the FASB issued guidance entitled, "A Creditor's Determination of Whether a Restructuring Is a Troubled Debt Restructuring." The guidance provides additional clarification to creditors for evaluating whether a modification or restructuring of a receivable is a troubled debt restructuring. The guidance is effective for non-public entities for annual periods ending on or after December 15, 2012, including interim periods within those annual periods. The adoption of this guidance did not have a significant impact on our consolidated financial statements.

### NOTE 2: Loans and Allowance for Loan/Lease Losses

Loans consisted of the following (dollars in thousands):

	March 31, 2012		December 31, 2011	
	Amount	%	Amount	%
Real estate mortgage	\$2,503,941	48.8%	\$2,455,497	47.3%
Production and intermediate term	1,478,298	28.8%	1,602,684	30.9%
Agribusiness	556,328	10.8%	546,843	10.6%
Communication	125,557	2.4%	123,898	2.4%
Energy	120,556	2.4%	115,269	2.2%
Rural residential real estate	90,727	1.8%	89,415	1.7%
Finance/conditional sales lease	111,658	2.2%	110,410	2.1%
Other	140,985	2.8%	143,858	2.8%
Total	\$5,128,050	100.0%	\$5,187,874	100.0%

## Delinquency

The following table provides an aging analysis of past due loans by loan type and accrued interest receivable (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	90 Days Past Due and Accruing
<b>As of March 31, 2012</b>						
Real estate mortgage	\$15,164	\$26,397	\$41,561	\$2,481,697	\$2,523,258	\$89
Production and intermediate term	4,096	13,870	17,966	1,473,077	1,491,043	61
Agribusiness	85	2,311	2,396	555,768	558,164	--
Communication	--	--	--	125,696	125,696	--
Energy	--	--	--	120,644	120,644	--
Rural residential real estate	2,095	1,323	3,418	87,602	91,020	--
Finance/conditional sales lease	735	1,084	1,819	109,839	111,658	334
Other	--	9,474	9,474	134,534	144,008	--
Total	\$22,175	\$54,459	\$76,634	\$5,088,857	\$5,165,491	\$484
<b>As of December 31, 2011</b>						
Real estate mortgage	\$27,599	\$25,168	\$52,767	\$2,424,712	\$2,477,479	\$--
Production and intermediate term	6,422	10,159	16,581	1,600,848	1,617,429	7
Agribusiness	--	2,165	2,165	546,480	548,645	--
Communication	--	--	--	124,016	124,016	--
Energy	--	--	--	115,355	115,355	--
Rural residential real estate	2,136	1,262	3,398	86,304	89,702	--
Finance/conditional sales lease	384	1,119	1,503	108,907	110,410	33
Other	10,619	--	10,619	134,287	144,906	--
Total	\$47,160	\$39,873	\$87,033	\$5,140,909	\$5,227,942	\$40

## Risk Loans

The following table presents information concerning risk loans (in thousands):

As of:	March 31 2012	December 31 2011
Volume with specific reserves	\$62,068	\$61,059
Volume without specific reserves	143,165	103,671
Total risk loans	\$205,233	\$164,730
Total specific reserves	\$10,489	\$10,198
Three months ended March 31	2012	2011
Income on accrual risk loans	\$1	\$35
Income on nonaccrual loans	1,098	2,529
Total income on risk loans	\$1,099	\$2,564
Average risk loans	\$170,517	\$186,234

The increase in risk loans without specific reserves was mainly the result of the increase in well secured nonaccrual loan volume. This resulted from increased volume in the dairy segment and from downgrading certain accounts in the dairy, cattle, and bond segments of our portfolio.

## Troubled Debt Restructurings

A restructuring of a loan constitutes a troubled debt restructuring, also known as formally restructured, 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. Concessions vary by program and borrower. Concessions may include interest rate reductions, term extensions, payment deferrals, or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. When a restructured loan constitutes a troubled debt restructuring, these loans are included within our risk loans. All risk loans are analyzed within our allowance for loan/lease losses. We record specific allowance to reduce the carrying amount of the formally 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 three months ended March 31, 2012 (in thousands):

	Pre-modification Outstanding Recorded Investment	Post-modification Outstanding Recorded Investment
Real estate mortgage	<b>\$35</b>	<b>\$35</b>
Production and intermediate term	<b>231</b>	<b>231</b>
Total	<b>\$266</b>	<b>\$266</b>

Pre-modification represents the recorded investment just prior to restructuring and post-modification represents the recorded investment immediately following the restructuring. The recorded investment 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 write-down of the investment.

Our real estate mortgage loans had \$311 thousand of troubled debt restructurings that occurred within the previous 12 months for which there was a subsequent payment default during the three months ended March 31, 2012. No other troubled debt restructurings that occurred within the previous 12 months had a subsequent payment default during the three months ended March 31, 2012.

Troubled debt restructurings outstanding at March 31, 2012 totaled \$45.4 million, all of which were in nonaccrual status. Additional commitments to lend to borrowers whose loans have been modified in a troubled debt restructuring were \$91 thousand at March 31, 2012.

#### Allowance for Loan/Lease Losses

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

Three months ended March 31	2012	2011
Balance at beginning of year	<b>\$26,833</b>	\$39,312
Provision for loan/lease losses	<b>1,724</b>	1,068
Loan recoveries	<b>1,037</b>	165
Loan charge-offs	<b>(2,593)</b>	(5,701)
Other	<b>4</b>	24
Balance at end of period	<b>\$27,005</b>	\$34,868

The credit quality of our portfolio continued to improve from December 31, 2011. Adversely classified loans have decreased to 5.6% of the portfolio at March 31, 2012, from 5.7% of the portfolio at December 31, 2011. Provision for loan/lease losses increased \$656 thousand mainly due to increases in nonaccrual loan volume in the dairy, cattle, and bond segments.

#### NOTE 3: Investment Securities

We held investment securities of \$504.8 million at March 31, 2012 and \$505.5 million at December 31, 2011. Our investment securities consisted of:

- securities containing loans guaranteed by the Small Business Administration (SBA) or by the U.S. Department of Agriculture (USDA), and
- mortgage-backed securities issued by the Federal Agricultural Mortgage Corporation (Farmer Mac),

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
<b>As of March 31, 2012</b>					
SBA / USDA	<b>\$184,380</b>	<b>\$1,151</b>	<b>(\$5,231)</b>	<b>\$180,300</b>	<b>3.8%</b>
Farmer Mac	<b>320,404</b>	<b>6,229</b>	<b>(191)</b>	<b>326,442</b>	<b>5.0%</b>
Total	<b>\$504,784</b>	<b>\$7,380</b>	<b>(\$5,422)</b>	<b>\$506,742</b>	<b>4.6%</b>
<b>As of December 31, 2011</b>					
SBA / USDA	\$165,305	\$945	(\$3,841)	\$162,409	3.8%
Farmer Mac	340,181	7,338	(195)	347,324	5.1%
Total	\$505,486	\$8,283	(\$4,036)	\$509,733	4.7%

Investment income is recorded in "Interest income" on the Consolidated Statements of Income and totaled \$4.9 million and \$5.0 million for the three months ended March 31, 2012 and 2011, respectively.

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

<u>As of March 31, 2012</u>	Amortized Cost
Less than one year	\$2,593
One to five years	32,840
Five to ten years	112,335
More than ten years	357,016
Total	<u>\$504,784</u>

#### **NOTE 4: Capital**

On January 18, 2012, the Board of Directors authorized the retirement of the remainder of the \$17.8 million of 2002 nonqualified patronage allocations. This retirement was substantially completed in early February of 2012. The timing of this payout occurred within the Board of Directors targeted 7-10 year retirement timeframe. The timing of all future redemptions remains at the discretion of the Board of Directors based on a combination of factors including the risk in our portfolio, earnings, and our current capital position.

#### **NOTE 5: Contingencies and Commitments**

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.

#### **NOTE 6: Fair Value Measurements**

The FASB guidance on "Fair Value Measurement" defines fair value 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. The guidance also establishes a fair value hierarchy, with three levels of inputs that may be used to measure fair value. Refer to Notes 2 and 14 in our 2011 Annual Report for a more complete description.

We did not have any assets or liabilities measured at fair value on a recurring basis at March 31, 2012 or December 31, 2011. 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 was as follows (in thousands):

	<u>Fair Value Measurement Using</u>			Total Fair Value	Total Gains (Losses)
	Level 1	Level 2	Level 3		
<b>March 31, 2012</b>					
Loans	\$ --	\$1,981	\$52,176	\$54,157	\$(291)
Other property owned	--	--	7,502	7,502	(176)
<b>December 31, 2011</b>					
Loans	\$ --	\$1,972	\$51,432	\$53,404	\$6,476
Other property owned	--	--	8,424	8,424	(1,435)

**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.

The fair value measurement would fall under level 2 of the hierarchy if the process uses independent appraisals and other market-based information. The fair value measurement would fall under level 3 of the hierarchy 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.

#### **NOTE 7: Subsequent Events**

We have evaluated subsequent events through May 10, 2012, which is the date the consolidated financial statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.