

Quarterly Report March 31, 2013

#### MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial position and consolidated results of operations of 1<sup>st</sup> Farm Credit Services, ACA (the parent) and 1<sup>st</sup> Farm Credit Services, FLCA and 1<sup>st</sup> Farm Credit 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 2012 Annual Report for the year ended December 31, 2012.

AgriBank, FCB's (AgriBank) financial condition and results of operations materially impact members' investment in 1st Farm Credit 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 2000 Jacobssen Drive, Normal, IL 61761, (309) 268-0100 or through our website at <a href="www.1stfarmcredit.com">www.1stfarmcredit.com</a>. You may also contact AgriBank at 30 East 7th Street, Suite 1600, St. Paul, MN 55101, (651) 282-8800 or by e-mail at <a href="mailto:agribank.com">agribank.com</a>. The AgriBank and combined AgriBank and Affiliated Associations' financial reports are available through AgriBank's website at <a href="www.agribank.com">www.agribank.com</a>.

#### **Loan Portfolio**

Loans totaled \$3.9 billion at March 31, 2013, a \$165.4 million decrease from December 31, 2012. The decrease was due to reduced operating loan balances for our grain producers. Higher prices for grain sales, along with many producers receiving crop insurance indemnity payments, increased repayment in early 2013.

# **Agricultural and Economic Conditions**

Cooler temperatures and wet conditions continued into March across Illinois, allowing many farmers to do things other than plant. Statewide temperatures averaged 32.5 degrees, 7.1 degrees below normal. Topsoil moisture conditions statewide were rated 94 percent adequate to surplus in part due to a slow melt from a heavy snow the last week of March.

Illinois farmers intend to plant 12.2 million acres of corn for all purposes in 2013, down 600,000 acres from 2012. Many farmers noted that poor corn yields due to last summer's drought have farmers planning increased acreage of other crops.

Illinois soybean producers begin the 2013 crop year intending to plant 9.4 million acres, up nearly 4 percent from last year. Acreage planted to soybeans since the year 2000 has ranged from a low of 8.3 million in 2007 to a high of 10.7 million in 2001.

Corn prices in Central Illinois at March 31, 2013 were \$7.09 per bushel, up 66 cents per bushel compared to one year ago. Soybean prices for the same period were \$14.20 per bushel, up 37 cents per bushel. Corn prices dropped \$0.40 per bushel on the last trading day of the quarter, and another \$0.52 per bushel on the first trading day of April, for a total \$0.92 decline. This is not expected to have a material effect in our market, as grain farmers have already sold most of their crop. As the lower prices are anticipated to continue, the price drop should benefit our livestock producers through lower feed costs.

According to the March 1, 2013 Hogs and Pigs Report, in the United States the number of hogs and pigs was up 1 percent from a year ago, but down 1 percent from December 1, 2012. Breeding inventory was up slightly compared to one year ago, and up slightly from last quarter. This quarter's pig crop was up 2 percent and sows farrowing were up 1 percent from the same period one year ago.

# **Portfolio Credit Quality**

The credit quality of our portfolio has remained stable from December 31, 2012. Adversely classified loans have not changed and were 1.5% of the portfolio at March 31, 2013 and December 31, 2012. 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, we use government guarantee programs to reduce the risk of loss. At March 31, 2013, \$257.6 million of our loans were, to some level, guaranteed under these governmental programs.

#### **Risk Assets**

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

	March 31	December 31
As of:	2013	2012
Loans:		
Nonaccrual	\$27,282	\$27,621
Accruing restructured	548	665
Accruing loans 90 days or more past due	202	
Total risk loans	28,032	28,286
Other property owned	15	
Total risk assets	\$28,047	\$28,286
Risk loans as a percentage of total loans	0.7%	0.7%
Total delinquencies as a percentage of total loans	1.1%	0.8%

Our risk assets have not changed significantly from December 31, 2012 and remain at acceptable levels. Total risk loans as a percentage of total loans remains well within our established risk management guidelines.

Nonaccrual loans remained at an acceptable level at March 31, 2013 and represented 0.7% of our total portfolio. At March 31, 2013, 34.5% of our nonaccrual loans were current.

Based on our analysis, all loans 90 days or more past due and still accruing interest were adequately secured and in the process of collection and, as such, were eligible to remain in accruing status.

#### **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 severity of loss given default, portfolio quality and current economic and environmental conditions.

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

	March 31	December 31
Allowance as a percentage of:	2013	2012
Loans	0.2%	0.2%
Nonaccrual loans	35.1%	33.9%
Total risk loans	34.2%	33.1%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at March 31, 2013.

# **Results of Operations**

Net income for the three months ended March 31, 2013 totaled \$20.43 million compared to \$20.45 million for the same period in 2012. The following table illustrates profitability information:

As of March 31	2013	2012
Return on average assets	1.8%	2.1%
Return on average members' equity	10.7%	12.1%

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

For the three months ended March 31	2013	2012	Increase (decrease) in net income
Net interest income	\$26,990	\$24,662	\$2,328
Provision for loan losses	442	9	(433)
Patronage income	4,816	5,543	(727)
Other income	3,487	1,913	1,574
Operating expenses	13,242	11,296	(1,946)
Provision for income taxes	1,183	368	(815)
Net income	\$20,426	\$20,445	(\$19)

Net interest income was \$27.0 million for the three months ended March 31, 2013. The following table quantifies changes in net interest income for the three months ended March 31, 2013 compared to the same period in 2012 (in thousands):

	2013 vs 2012
Changes in volume	\$4,566
Changes in rates	(1,968)
Changes in nonaccrual income and other	(270)
Net change	\$2,328

The change in patronage income was primarily related to a decrease in patronage income received on our sale of a participation interest in certain real estate loans to AgriBank. This was partially offset by an increase in patronage received from AgriBank due to a higher patronage rate compared to the prior year.

The change in other income was primarily related to increased fee income.

The change in operating expenses was primarily related to increases in farm credit system insurance, salaries and employee benefits expenses.

The change in provision for income taxes was primarily related to increased income on our taxable entity.

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, under a note payable, in the form of a line of credit. 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 include a marginal cost of debt component, a spread component, which includes cost of servicing, cost of liquidity and bank profit and a risk premium component, if applicable. We were not subject to the risk premium component at March 31, 2013 or December 31, 2012.

Total members' equity increased \$18.2 million from December 31, 2012 primarily due to net income for the period partially offset by patronage distribution accruals.

Farm Credit Administration 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 8 in our 2012 Annual Report for a more complete description of these ratios. As of March 31, 2013, the ratios were as follows:

- The permanent capital ratio was 14.8%.
- The total surplus ratio was 14.6%.
- The core surplus ratio was 14.6%.

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 1<sup>st</sup> Farm Credit Services, ACA's March 31, 2013 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.

Steve Cowser

Chairperson of the Board 1<sup>st</sup> Farm Credit Services, ACA

Gary J. Ash

President and Chief Executive Officer 1st Farm Credit Services, ACA

James F. Garvin Chief Financial Officer

1<sup>st</sup> Farm Credit Services, ACA

May 3, 2013

# **CONSOLIDATED STATEMENTS OF CONDITION** 1<sup>st</sup> Farm Credit Services, ACA

1<sup>st</sup> Farm Credit Services, ACA (in thousands) (Unaudited)

	March 31	December 31
	2013	2012
ASSETS	<u> </u>	
Loans	\$3,929,988	\$4,095,401
Allowance for loan losses	9,581	9,365
Net loans	3,920,407	4,086,036
Investment in AgriBank, FCB	129,309	129,951
Investment securities	256,734	268,638
Accrued interest receivable	34,561	34,814
Premises and equipment, net	21,717	20,149
Other property owned	15	
Assets held for lease, net	19,194	17,859
Other assets	7,127	15,001
Total assets	\$4,389,064	\$4,572,448
LIABILITIES		
Note payable to AgriBank, FCB	\$3,591,287	\$3,785,178
Accrued interest payable	11,487	11,570
Patronage distribution payable	2,150	8,400
Other liabilities	13,752	15,159
Total liabilities	3,618,676	3,820,307
Contingencies and commitments		
MEMBERS' EQUITY		
Protected members' equity	12	12
Capital stock and participation certificates	9,697	9,694
Unallocated surplus	760,679	742,435
Total members' equity	770,388	752,141
Total liabilities and members' equity	\$4,389,064	\$4,572,448

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

# **CONSOLIDATED STATEMENTS OF INCOME**

1<sup>st</sup> Farm Credit Services, ACA (in thousands) (Unaudited)

For the three months ended March 31	2013	2012
Interest income	\$38,477	\$36,269
Interest expense	11,487	11,607
Net interest income	26,990	24,662
Provision for loan losses	442	9
Net interest income after provision for loan losses	26,548	24,653
Other income		
Patronage income	4,816	5,543
Financially related services income	416	359
Fee income	2,486	1,137
Miscellaneous income, net	585	417
Total other income	8,303	7,456
Operating expenses		
Salaries and employee benefits	8,793	7,465
Other operating expenses	4,449	3,831
Total operating expenses	13,242	11,296
Income before income taxes	21,609	20,813
Provision for income taxes	1,183	368
Net income	\$20,426	\$20,445

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

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

1<sup>st</sup> Farm Credit Services, ACA (in thousands) (Unaudited)

		Capital		
	Protected	Stock and		Total
	Members'	Participation	Unallocated	Members'
	Equity	Certificates	Surplus	Equity
Balance at December 31, 2011	\$16	\$9,189	\$656,577	\$665,782
Net income			20,445	20,445
Unallocated surplus designated for patronage distributions			(2,118)	(2,118)
Capital stock/participation certificates issued		328		328
Capital stock/participation certificates retired	(4)	(176)		(180)
Balance at March 31, 2012	\$12	\$9,341	\$674,904	\$684,257
Balance at December 31, 2012	\$12	\$9,694	\$742,435	\$752,141
Net income		-	20,426	20,426
Unallocated surplus designated for patronage distributions	-		(2,182)	(2,182)
Capital stock/participation certificates issued	-	266	-	266
Capital stock/participation certificates retired		(263)		(263)
Balance at March 31, 2013	\$12	\$9,697	\$760,679	\$770,388

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 three months ended March 31, 2013 are not necessarily indicative of the results to be expected for the year ended December 31, 2013. 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 2012 Annual Report for the year ended December 31, 2012.

The consolidated financial statements present the consolidated financial results of 1<sup>st</sup> Farm Credit Services, ACA (the parent) and 1<sup>st</sup> Farm Credit Services, FLCA and 1<sup>st</sup> Farm Credit Services, PCA (the subsidiaries). All material intercompany transactions and balances have been eliminated in consolidation.

#### **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 and Allowance for Loan Losses

Loans consisted of the following (dollars in thousands):

As of:	s of: March 31, 2013		December 31, 2	2012
	Amount	%	Amount	%
Real estate	\$2,130,418	54.2%	\$2,154,458	52.6%
Commercial	1,568,957	39.9%	1,744,527	42.6%
Other	230,613	5.9%	196,416	4.8%
Total	\$3,929,988	100.0%	\$4,095,401	100.0%

The other category is comprised of communication and energy related loans, finance leases as well as bonds originated under our Mission Related Investment authority.

#### Delinquency

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	90 Days or More Past Due and Accruing
As of March 31, 2013						<u>_</u> _
Real estate	\$3,233	\$4,581	\$7,814	\$2,141,582	\$2,149,396	\$41
Commercial	2,293	13,317	15,610	1,566,459	1,582,069	161
Other	19,855	60	19,915	211,391	231,306	
Total	\$25,381	\$17,958	\$43,339	\$3,919,432	\$3,962,771	\$202
As of December 31, 2012						
Real estate	\$2,440	\$4,616	\$7,056	\$2,163,507	\$2,170,563	\$
Commercial	1,266	13,451	14,717	1,746,183	1,760,900	
Other	12,565	64	12,629	184,339	196,968	
Total	\$16,271	\$18,131	\$34,402	\$4,094,029	\$4,128,431	\$

#### **Risk Loans**

The following table presents risk loan information (in thousands):

As of:	March 31 2013	December 31 2012
Volume with specific reserves Volume without specific reserves	\$13,383 14,649	\$12,751 15,535
Total risk loans	\$28,032	\$28,286
Total specific reserves	\$4,379	\$3,931
For the three months ended March 31	2013	2012
Income on accrual risk loans Income on nonaccrual loans	\$10 252	\$8 522
Total income on risk loans	\$262	\$530
Average risk loans	\$28,533	\$31,157

#### **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 formally restructured. 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 formally restructured loan to the lower of book value or net realizable value of collateral.

We completed troubled debt restructurings of certain commercial loans during the three months ended March 31, 2013 and 2012. Our recorded investment in these loans just prior to restructuring was \$857 thousand and \$547 thousand for the three months ending March 31, 2013 and 2012, respectively. Our recorded investment in these loans immediately following the restructuring was \$857 thousand and \$547 thousand at March 31, 2013 and 2012, respectively. 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 charge-off of the investment.

There were no troubled debt restructurings that defaulted during the period ending March 31, 2013 in which the modification was within twelve months of the beginning of the respective reporting period. We had troubled debt restructurings of \$67 thousand that defaulted during the period ended March 31, 2012 in which the modifications were within twelve months of the beginning of the respective reporting period. These restructurings with a payment default occurred in the commercial loan category.

Troubled debt restructurings outstanding at March 31, 2013 totaled \$15.1 million, of which \$14.6 million were in nonaccrual status compared to \$14.5 million at December 31, 2012 of which \$13.8 million were in nonaccrual status. Additional commitments to lend to borrowers whose loans have been modified in a troubled debt restructuring were \$70 thousand at March 31, 2013.

## **Allowance for Loan Losses**

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

Three months ended March 31	2013	2012
Balance at beginning of year	\$9,365	\$10,949
Provision for loan losses	442	9
Loan recoveries	6	20
Loan charge-offs	(232)	(3,093)
Balance at end of period	\$9,581	\$7,885

## **NOTE 3: Investment Securities**

We held investment securities of \$256.7 million at March 31, 2013 and \$268.6 million at December 31, 2012. Our investment securities consisted of loans guaranteed by the Small Business Administration. These 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):

	March 31	December 31	
As of:	2013	2012	
Amortized cost	\$256,734	\$268,638	
Unrealized gains	5,477	5,419	
Unrealized losses	(405)	(508)	
Fair value	\$261,806	\$273,549	
Weighted average vield	1.3%	1.2%	

Investment income is recorded in "Interest income" on the Consolidated Statements of Income and totaled \$837 thousand and \$866 thousand for the three months ended March 31, 2013 and 2012, respectively.

#### **NOTE 4: 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 5: 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 in the principal or most advantageous market for the asset or liability. 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 13 in our 2012 Annual Report for a more complete description of the three input levels.

We do not have any assets or liabilities measured at fair value on a recurring basis at March 31, 2013 or December 31, 2012. 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 follows (in thousands):

	Fair Value Measurement Using			Total Fair	Total Gains
	Level 1	Level 2	Level 3	Value	(Losses)
As of March 31, 2013					
Loans	\$	\$520	\$8,933	\$9,453	\$(680)
Other property owned			16	16	
As of December 31, 2012					
Loans	\$	\$555	\$8,705	\$9,260	(\$958)
Other property owned					3

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 6: Subsequent Events**

We have evaluated subsequent events through May 3, 2013, 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.