

# **AG NEW MEXICO, FARM CREDIT SERVICES, ACA**

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## **2023 Quarterly Report First Quarter**



**For the Quarter Ended March 31, 2023**

## REPORT OF MANAGEMENT

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



Brett Valentine, Chief Executive Officer

*May 5, 2023*



Linda Brown, Chairman, Board of Directors

*May 5, 2023*



Will Fisher, Chief Financial Officer

*May 5, 2023*

# ***First Quarter 2023 Financial Report***

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## **AG NEW MEXICO, FARM CREDIT SERVICES, ACA MANAGEMENT'S DISCUSSION AND ANALYSIS**

The following commentary reviews the financial performance of the Ag New Mexico, Farm Credit Services, ACA (Agricultural Credit Association), referred to as the Association, for the quarter ended March 31, 2023. These comments should be read in conjunction with the accompanying financial statements and the December 31, 2022 Annual Report to Stockholders.

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

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

### **Significant Events:**

In 2022, the Boards of Directors of Ag New Mexico, FCS, ACA and Lone Star Ag Credit, ACA made a strategic decision to enter into a non-binding Letter of Intent to pursue a merger of the two organizations. The consolidated association would be headquartered in Fort Worth, Texas. Upon completion of the merger, the association would serve customers in New Mexico and 48 counties across the state of Texas. If the outcome of due diligence is satisfactory and related approvals are received from Farm Credit Bank of Texas and the Farm Credit Administration, customer-owners would vote on the merger in late summer 2023. If approved, the merger would be effective no earlier than October 1, 2023.

In December 2022, the Board of Directors declared a patronage distribution in the amount of \$830,000 to be distributed to the Association's borrowers. The amount declared was based on the Association's 2022 operating results.

The U.S. Bureau of Labor Statistics indicated that the U.S. unemployment rate increased month-over-month from 3.4% in January to 3.6% in February 2023. Despite the slight increase, the unemployment rate remained below the prior year level and historical averages.

On March 30, the U.S. Bureau of Economic Analysis (BEA) released its third estimate of real gross domestic product (GDP) for the fourth quarter of 2022. After two consecutive quarters of negative growth during the first half of 2022, the U.S. economy expanded at annualized rates of 3.2% and 2.6%, respectively, in the third and fourth quarters of 2022. The International Monetary Fund's World Economic Outlook Update released in April 2023 stated that U.S. real GDP growth is estimated to be 1.6% in 2023 and 1.1% in 2024.

USDA indicated in its March 2023 World Agricultural Supply and Demand Estimates (WASDE) report that farmers are likely to receive higher prices for corn (+10.0%), soybeans (+7.5%), and wheat (+18.0%) in the 2022/23 marketing year compared to the previous season. However, cotton producers are projected to receive lower prices (-9.2%) as exports and domestic use are expected to decline. Additionally, the average price received by farmers for all milk is projected to decrease by about 20.0% year-over-year in 2023, after rising nearly 38.0% in 2022. USDA projects that average steer prices (5-Area, Direct) will continue rising year-over-year by about 12.2% in 2023, while broilers and barrows and gilts prices are projected to decline by about 7.3% and 9.6%, respectively. Random length lumber futures prices declined by more than 60.0% year-over-year as of March 2023, as interest rates have continued to rise and the possibility of a recession remains elevated.

As of May 3, 2023, the range of the Federal funds target rate was 5.00 – 5.25%, including the latest 25 basis point increase that became effective on May 3, 2023. At the meeting on May 3, 2023, the Federal Open Market Committee (FOMC) signaled it could now pause rate hikes if inflation continues to ease as expected.

The U.S. Department of Agriculture (USDA) estimates that nominal net farm income is expected to have set a record high at about \$162.7 billion in calendar year 2022, up 15.5% year over year (YOY). However, farm income is forecasted to decrease by 15.9% in 2023. After improving in 2021 and 2022, the U.S. farm sector debt-to-asset ratio is estimated to slightly deteriorate YOY from 13.1% in 2022 to 13.2% in 2023.

During the first quarter of 2023, the New Mexico agriculture economy remained sound. Moisture and precipitation varied across the state, with portions of state considered to be in a drought.

**Loan Portfolio:**

Total loans outstanding at March 31, 2023, including nonaccrual loans and sales contracts, were \$376,940,167 compared to \$387,235,937 at December 31, 2022, reflecting a decrease of 2.7 percent. Nonaccrual loans as a percentage of total loans outstanding were 1.4 percent at March 31, 2023, compared to 0.5 percent at December 31, 2022.

The Association recorded \$2,000 in recoveries and no charge-offs for the quarter ended March 31, 2023, and \$2,590 in recoveries and no charge-offs for the same period in 2022. The Association's allowance for loan losses was 0.5 percent and 0.2 percent of total loans outstanding as of March 31, 2023, and December 31, 2022, respectively.

**Risk Exposure:**

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

	March 31, 2023		December 31, 2022	
	Amount	%	Amount	%
Nonaccrual	\$ 5,162,945	99.9%	\$ 1,751,114	87.6%
90 days past due and still accruing interest	-	0.0%	245,293	12.3%
Other property owned, net	2,775	0.1%	2,775	0.1%
Total	<u>\$ 5,165,720</u>	<u>100.0%</u>	<u>\$ 1,999,182</u>	<u>100.0%</u>

**Results of Operations:**

The Association had net income of \$1,478,906 for the three ended March 31, 2023, as compared to net income of \$1,144,927 for the same period in 2022, reflecting an increase of 29.2 percent. Net interest income was \$2,377,039 for the three months ended March 31, 2023, compared to \$1,861,776 for the same period in 2022.

	Three Months Ended			
	March 31, 2023		March 31, 2022	
	Average Balance	Interest	Average Balance	Interest
Loans	\$ 381,771,555	\$ 5,815,618	\$ 331,575,333	\$ 3,002,193
Interest-bearing liabilities	341,144,355	3,438,579	293,560,820	1,140,417
Impact of capital	<u>\$ 40,627,200</u>		<u>\$ 38,014,513</u>	
Net interest income		<u>\$ 2,377,039</u>		<u>\$ 1,861,776</u>
	2023		2022	
	Average Yield		Average Yield	
Yield on loans	6.18%		3.67%	
Cost of interest-bearing liabilities	4.09%		1.58%	
Interest rate spread	2.09%		2.09%	
Net interest income as a percentage of average earning assets	2.53%		2.28%	

Three months ended: March 31, 2023 vs. March 31, 2022			
	Increase due to		
	Volume	Rate	Total
Interest income - loans	\$ 454,489	\$ 2,358,936	\$ 2,813,425
Interest expense	184,852	2,113,310	2,298,162
Net interest income	<u>\$ 269,637</u>	<u>\$ 245,626</u>	<u>\$ 515,263</u>

Interest income for the three months ended March 31, 2023, increased by \$2,813,425, or 93.7 percent, from the same period of 2022, primarily due to an increase in yields on earning assets and an increase in average loan volume. Interest expense for the three months ended March 31, 2023, increased by \$2,298,162, or 201.5 percent, from the same period of 2022 due to an increase in interest rates and an increase in average debt volume. Average loan volume for the first quarter of 2023 was \$381,771,555, compared to \$331,575,333 in the first quarter of 2022. The average net interest rate spread on the loan portfolio for the first quarter of 2022 and 2023 was 2.09 percent.

The Association's return on average assets for the three months ended March 31, 2023, was 1.50 percent compared to 1.33 percent for the same period in 2022. The Association's return on average equity for the three months ended March 31, 2023, was 10.93 percent, compared to 9.12 percent for the same period in 2022.

### Liquidity and Funding Sources:

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

	March 31, 2023	December 31, 2022
Note payable to the Bank	\$ 329,431,063	\$ 341,738,541
Accrued interest on note payable	1,194,432	1,121,629
Total	<u>\$ 330,625,495</u>	<u>\$ 342,860,170</u>

The Association operates under a general financing agreement (GFA) with the Bank. The current GFA is effective through September 30, 2023. The primary source of liquidity and funding for the Association is a direct loan from the Bank. The outstanding balance of \$329,431,063 as of March 31, 2023, is recorded as a liability on the Association's balance sheet. The note carried a weighted average interest rate of 4.20 percent at March 31, 2023. The indebtedness is collateralized by a pledge of substantially all of the Association's assets to the Bank and is governed by the general financing agreement. The decrease in note payable to the Bank since December 31, 2022, is due to the Association's slight decrease in accrual loan volume. The Association's own funds, which represent the amount of the Association's loan portfolio funded by the Association's equity, were \$44,359,115 at March 31, 2023. The maximum amount the Association may borrow from the Bank as of March 31, 2023, was \$376,846,406 as defined by the general financing agreement. The indebtedness continues in effect until the expiration date of the general financing agreement, which is September 30, 2023 unless sooner terminated by the Bank upon the occurrence of an event of default, or by the Association, in the event of a breach of this agreement by the Bank, upon giving the Bank 30 calendar days' prior written notice, or in all other circumstances, upon giving the Bank 120 days' prior written notice.

### Capital Resources:

The Association's capital position increased by \$512,162 at March 31, 2023, compared to December 31, 2022. The Association's debt as a percentage of members' equity was 6.07:1 as of March 31, 2023, compared to 6.36:1 as of December 31, 2022.

Farm Credit Administration regulations require us to maintain minimums for various regulatory capital ratios. New regulations became effective January 1, 2017, which replaced the previously required core surplus and total surplus ratios with common equity tier 1, tier 1 capital, and total capital risk-based capital ratios. The new regulations also added tier 1 leverage and unallocated retained earnings and equivalents (UREE) ratios. The permanent capital ratio continues to remain in effect, with some modifications to align with the new regulations. As of March 31, 2023, the Association exceeded all regulatory capital requirements.

### Significant Recent Accounting Pronouncements:

Refer to Note 1 – "Organization and Significant Accounting Policies" in this quarterly report for disclosures of recent accounting pronouncements which may impact the Association's consolidated financial position and results of operations and for critical accounting policies.

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

The Association's financial condition may be impacted by factors that affect the Bank. The financial condition and results of operations of the Bank may materially affect the stockholder's investment in the Association. The Management's Discussion and Analysis and Notes to Financial Statements contained in the 2022 Annual Report of Ag New Mexico, Farm Credit Services, ACA more fully describe the Association's relationship with the Bank.

The annual and quarterly stockholder reports of the Bank are available free of charge, upon request. These reports can be obtained by writing to Farm Credit Bank of Texas, Corporate Communications, P.O. Box 202590, Austin, Texas 78720, or by calling (512) 483-9204. The annual and quarterly stockholder reports for the Bank are also available on its website at [www.farmcreditbank.com](http://www.farmcreditbank.com).

The Association's quarterly stockholder reports are also available free of charge, upon request. These reports can be obtained by writing to Ag New Mexico, Farm Credit Services, ACA, 4501 N. Prince St., Clovis, New Mexico, 88101 or calling (575) 762-3828. The annual and quarterly stockholder reports for the Association are also available on its website at [www.agnewmexico.com](http://www.agnewmexico.com). Copies of the Association's quarterly stockholder reports can also be requested by e-mailing [will.fisher@agnewmexico.com](mailto:will.fisher@agnewmexico.com).

**AG NEW MEXICO, FARM CREDIT SERVICES, ACA**

**CONSOLIDATED BALANCE SHEETS**

	<b>March 31, 2023 (unaudited)</b>	<b>December 31, 2022</b>
<b><u>ASSETS</u></b>		
Loans	\$ 376,940,167	\$ 387,235,937
Less: allowance for credit losses on loans	<u>2,049,080</u>	<u>893,695</u>
Net loans	374,891,087	386,342,242
Accrued interest receivable	4,623,588	5,709,255
Investment in and receivable from the Farm Credit Bank of Texas:		
Capital stock	8,589,725	8,725,345
Other	3,025,499	778,383
Deferred taxes, net	379,080	343,146
Other property owned, net	2,775	2,775
Premises and equipment, net	487,524	544,947
Other assets	<u>907,211</u>	<u>2,722,506</u>
Total assets	<u><u>\$ 392,906,489</u></u>	<u><u>\$ 405,168,599</u></u>
<b><u>LIABILITIES</u></b>		
Note payable to the Farm Credit Bank of Texas	\$ 329,431,063	\$ 341,738,541
Advance conditional payments	3,243,220	1,839,428
Accrued interest payable	1,194,432	1,121,629
Drafts outstanding	50,089	44,597
Patronage distributions payable	830,000	830,000
Other liabilities	<u>2,611,479</u>	<u>4,560,360</u>
Total liabilities	<u><u>337,360,283</u></u>	<u><u>350,134,555</u></u>
<b><u>MEMBERS' EQUITY</u></b>		
Capital stock and participation certificates	414,105	416,105
Unallocated retained earnings	55,211,175	54,695,891
Accumulated other comprehensive loss	<u>(79,074)</u>	<u>(77,952)</u>
Total members' equity	<u>55,546,206</u>	<u>55,034,044</u>
Total liabilities and members' equity	<u><u>\$ 392,906,489</u></u>	<u><u>\$ 405,168,599</u></u>

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



**AG NEW MEXICO, FARM CREDIT SERVICES, ACA**

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

(unaudited)

	<b>Quarter Ended March 31,</b>	
	<b>2023</b>	<b>2022</b>
<b><u>INTEREST INCOME</u></b>		
Loans	\$ 5,815,618	\$ 3,002,193
<b><u>INTEREST EXPENSE</u></b>		
Note payable to the Farm Credit Bank of Texas	<u>3,438,579</u>	<u>1,140,417</u>
Net interest income	<u>2,377,039</u>	<u>1,861,776</u>
<b><u>PROVISION FOR LOAN LOSSES</u></b>	<u>221,309</u>	<u>35,800</u>
Net interest income after provision for loan losses	<u>2,155,730</u>	<u>1,825,976</u>
<b><u>NONINTEREST INCOME</u></b>		
Income from the Farm Credit Bank of Texas:		
Patronage income	937,264	833,500
Loan fees	35,560	32,946
Other noninterest income	<u>201,932</u>	<u>126,466</u>
Total noninterest income	<u>1,174,756</u>	<u>992,912</u>
<b><u>NONINTEREST EXPENSES</u></b>		
Salaries and employee benefits	916,754	925,222
Directors' expense	52,010	42,218
Purchased services	108,663	118,777
Travel	58,271	63,372
Occupancy and equipment	401,298	247,101
Communications	19,833	16,414
Advertising	5,236	8,720
Public and member relations	13,081	9,865
Supervisory and exam expense	34,558	33,359
Insurance Fund premiums	162,854	120,933
Loss on other property owned, net	165	134
Other noninterest expense	<u>114,691</u>	<u>87,846</u>
Total noninterest expenses	<u>1,887,414</u>	<u>1,673,961</u>
Income before income taxes	<u>1,443,072</u>	<u>1,144,927</u>
Benefit from income taxes	<u>(35,834)</u>	<u>-</u>
<b>NET INCOME</b>	<u>1,478,906</u>	<u>1,144,927</u>
Other comprehensive income:		
Change in postretirement benefit plans	<u>(1,122)</u>	<u>5,586</u>
<b>COMPREHENSIVE INCOME</b>	<u>\$ 1,477,784</u>	<u>\$ 1,150,513</u>

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

AG NEW MEXICO, FARM CREDIT SERVICES, ACA

CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY

(unaudited)

	Capital Stock/ Participation Certificates	Unallocated Retained Earnings	Accumulated Other Comprehensive Loss	Total Members' Equity
Balance at December 31, 2021	\$ 411,220	\$ 50,443,896	\$ (501,053)	\$ 50,354,063
Comprehensive income	-	1,144,927	5,586	1,150,513
Capital stock/participation certificates and allocated retained earnings issued	8,100	-	-	8,100
Capital stock/participation certificates and allocated retained earnings retired	(7,800)	-	-	(7,800)
Balance at March 31, 2022	<u>\$ 411,520</u>	<u>\$ 51,588,823</u>	<u>\$ (495,467)</u>	<u>\$ 51,504,876</u>
Balance at December 31, 2022	\$ 416,105	\$ 54,695,891	\$ (77,952)	\$ 55,034,044
Cumulative effect of change in accounting principle (Note 1)	-	(963,622)	-	(963,622)
Balance at January 1, 2023	416,105	53,732,269	(77,952)	54,070,422
Comprehensive income	-	1,478,906	(1,122)	1,477,784
Capital stock/participation certificates and allocated retained earnings issued	6,000	-	-	6,000
Capital stock/participation certificates and allocated retained earnings retired	(8,000)	-	-	(8,000)
Balance at March 31, 2023	<u>\$ 414,105</u>	<u>\$ 55,211,175</u>	<u>\$ (79,074)</u>	<u>\$ 55,546,206</u>

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

**AG NEW MEXICO, FARM CREDIT SERVICES, ACA**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**(UNAUDITED)**

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

The Ag New Mexico, Farm Credit Services, ACA (Agricultural Credit Association), referred to as the Association, is a member-owned cooperative that provides credit and credit-related services to or for the benefit of eligible borrowers/stockholders for qualified agricultural purposes. The Association serves all counties in the state of New Mexico with the exception of San Juan Country and the portion of Rio Arriba County lying west of the Continental Divide. The PCA and FLCA subsidiaries are also authorized to operate in Cochran County, Texas. In addition, the Association and Farm Credit Services of New Mexico, ACA have entered into an agreement that allows the Association to make mortgage loans in New Mexico, on a statewide basis, without obtaining territorial approval. The Association is a lending institution of the Farm Credit System (the System), which was established by Acts of Congress to meet the needs of American agriculture.

The Boards of Directors of Ag New Mexico, FCS, ACA and Lone Star Ag Credit, ACA, recently made a strategic decision to enter into a non-binding Letter of Intent to pursue a merger of the two organizations. The consolidated association would be headquartered in Fort Worth, Texas. Upon completion of the merger, the association would serve customers in New Mexico and 48 counties across the state of Texas. If the outcome of due diligence is satisfactory and related approvals are received from Farm Credit Bank of Texas and the Farm Credit Administration, customer-owners would vote on the merger in late summer 2023. If approved, the merger would be effective no earlier than October 1, 2023.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2022, as contained in the 2022 Annual Report to Stockholders.

In the opinion of management, the accompanying consolidated financial statements contain all adjustments necessary for a fair presentation of the interim financial condition and results of operations and conform with generally accepted accounting principles (GAAP), except for the inclusion of a statement of cash flows. GAAP require a business enterprise that provides a set of financial statements reporting both financial position and results of operations to also provide a statement of cash flows for each period for which results of operations are provided. In regulations issued by FCA, associations have the option to exclude statements of cash flows in interim financial statements. Therefore, the Association has elected not to include a statement of cash flows in these consolidated financial statements. These interim financial statements should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2022, as contained in the 2022 Annual Report to Stockholders. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2023. Descriptions of the significant accounting policies are included in the 2022 Annual Report to Stockholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

In March 2022, the Financial Accounting Standards Board (FASB) issued an update entitled, “Financial Instruments - Credit Losses: Troubled Debt Restructurings and Vintage Disclosures.” The guidance eliminates the accounting guidance for troubled debt restructurings (TDRs) by creditors while enhancing disclosure requirements for certain loan refinancing and restructurings when a borrower is experiencing financial difficulty. The creditor will have to apply the guidance to determine whether a modification results in a new loan or a continuation of an existing loan. In addition to the TDR guidance, the update requires public business entities to disclose current period gross write-offs by year of origination for financing receivables and net investments in leases within the scope of the credit losses standard. These amendments became effective for the Association at the time of adoption of the measurement of credit losses on financial instruments standard on January 1, 2023.

In June 2016, the FASB issued guidance entitled “Measurement of Credit Losses on Financial Instruments.” The guidance replaces the current incurred loss impairment methodology with a single allowance framework for financial assets carried at amortized cost, which reflects management’s estimate of expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to held-to maturity securities and depending on the situation available-for-sale securities would also be recorded through an allowance for credit losses. For public business entities that are not U.S. Securities and Exchange Commission filers including this Association, this guidance became effective for interim and annual reporting periods beginning after December 15, 2022.

The consolidated financial statements comprise the operations of the ACA and its wholly-owned subsidiaries. The preparation of these consolidated financial statements requires the use of management's estimates. The results for the quarter ended March 31, 2023, are not necessarily indicative of the results to be expected for the year ended December 31, 2023. Certain amounts in the prior period's financial statements may have been reclassified to conform to current financial statement presentation.

### Recently Adopted Accounting Pronouncements

The Association adopted the Financial Accounting Standards Board (FASB) guidance entitled "Measurement of Credit Losses on Financial Instruments" and other subsequently issued accounting standards updates related to credit losses on January 1, 2023. This guidance replaced the current incurred loss impairment methodology with a single allowance framework for financial assets carried at amortized cost and certain off-balance sheet credit exposures. This guidance requires management to consider in its estimate of the allowance for credit losses (ACL) relevant historical events, current conditions and reasonable and supportable forecasts that affect the collectability of the assets. In addition, the guidance amends existing impairment guidance for held-to-maturity and available-for-sale investments to incorporate an allowance for credit losses related to these securities, which will allow for the reversal of credit impairments in the event that the credit of an issuer improves.

Also adopted effective January 1, 2023, was the updated guidance entitled "Financial Instruments – Credit Losses: Troubled Debt Restructurings and Vintage Disclosure." This guidance requires the creditor to determine whether a modification results in a new loan or a continuation of an existing loan, among other disclosures specific to modifications with borrowers that are experiencing financial difficulties. The update eliminated the accounting guidance for troubled debt restructurings by creditors. The update also requires disclosure of current period gross write-offs by year of origination for financing receivables and net investments in leases.

The following table presents the impact to the allowance for credit losses and retained earnings upon adoption of this guidance on January 1, 2023:

	December 31, 2022	CECL Adoption Impact	January 1, 2023
<b>Assets:</b>			
Allowance for credit losses on loans	\$ 893,695	\$ 942,222	\$ 1,835,917
Deferred tax assets	343,146	49,228	392,374
<b>Liabilities:</b>			
Allowance for credit losses on unfunded commitments	46,323	21,401	67,724
<b>Retained earnings:</b>			
Unallocated retained earnings, net of tax	54,695,891	(963,622)	53,732,269

### Loans and Allowance for Credit Losses

Loans are generally carried at their principal amount outstanding adjusted for charge-offs, deferred loan fees or costs, and valuation adjustments relating to hedging activities. Loan origination fees and direct loan origination costs are netted and capitalized and the net fee or cost is amortized over the average life of the related loan as an adjustment to interest income. Loan prepayment fees are reported in interest income. Interest on loans is accrued and credited to interest income based on the daily principal amount outstanding.

### Nonaccrual Loans

Nonaccrual loans are loans for which there is reasonable doubt that all principal and interest will be collected according to the original contractual terms and are generally considered substandard or doubtful, which is in accordance with the loan rating model, as described below. A loan is considered contractually past due when any principal repayment or interest payment required by the loan instrument is not received on or before the due date. A loan shall remain contractually past due until it is modified or until the entire amount past due, including principal, accrued interest, and penalty interest incurred as the result of past due status, is collected or otherwise discharged in full.

Consistent with prior practice, loans are generally placed in nonaccrual status when principal or interest is delinquent for 90 days (unless adequately secured and in the process of collection), circumstances indicate that collection of principal and interest is in doubt or legal action, including foreclosure or other forms of collateral conveyance, has been initiated to collect the outstanding principal and interest. At the time a loan is placed in nonaccrual status, accrued interest that is considered uncollectible is reversed (if accrued in the current year) or charged against the allowance for loan losses (if accrued in prior years). Loans are charged-off at the time they are determined to be uncollectible.

When loans are in nonaccrual status, interest payments received in cash are generally recognized as interest income if the collectability of the loan principal is fully expected and certain other criteria are met. Otherwise, payments received on nonaccrual loans are applied against the recorded investment in the loan asset. Nonaccrual loans are returned to accrual status if all contractual principal and interest is current, the borrower is fully expected to fulfill the contractual repayments terms and after remaining current as to principal and interest for a sustained period or have a recent repayment pattern demonstrating future repayment capacity to make on-time payments. If previously unrecognized interest income exists at the time the loan is transferred to accrual status, cash received at the time of or subsequent to the transfer should first be recorded as interest income until such time as the recorded balance equals the contractual indebtedness of the borrower.

### **Accrued Interest Receivable**

The Association elected to continue classifying accrued interest on loans and investment securities in accrued interest receivable and not as part of loans or investments on the Consolidated Balance Sheet. The Association also elected to not estimate an allowance on interest receivable balances because the nonaccrual policies in place provide for the accrual of interest to cease on a timely basis when all contractual amounts are not expected.

### **Loan Modifications to Borrowers Experiencing Financial Difficulty**

Loan modifications may be granted to borrowers experiencing financial difficulty. Modifications can be in the form of one or a combination of principal forgiveness, interest rate reduction, other-than-insignificant payment delay or a term extension. Covenant waivers and modifications of contingent acceleration clauses are not considered term extensions.

### **Collateral Dependent Loans**

Collateral dependent loans are loans secured by collateral, including but not limited to agricultural real estate, crop inventory, equipment and livestock. CECL requires the Association to measure the expected credit losses based on fair value of the collateral at the reporting date when the Association determines that foreclosure is probable. Additionally, CECL allows a fair value practical expedient as a measurement approach for loans when the repayment is expected to be provided substantially through the operation or sale of the collateral when the borrower is experiencing financial difficulties. Under the practical expedient measurement approach, the expected credit losses is based on the difference between the fair value of the collateral less estimated costs to sell and the amortized cost basis of the loan.

### **Purchased Credit Deteriorated Loans (PCD)**

The adoption of CECL guidance resulted in a change in the accounting for purchased credit impairment loans, which are considered PCD loans under CECL. Purchased loans are recorded at their fair value at the acquisition date. An allowance for credit loss is recorded on the purchased loans at the purchase date through a provision for credit losses. Any loans that have experienced a more-than-insignificant deterioration in credit quality since origination are identified as PCD assets and the Association is required to estimate and record an allowance for credit losses for these assets at the time of purchase. This allowance is then added to the purchase price to establish the initial amortized cost basis of the PCD assets, rather than being reported as a credit loss expense. The difference between the unpaid principal balance and the amortized cost basis is recorded into interest income over the life of the loan on a level-yield basis. Any subsequent changes in expected credit losses are recorded through the income statement with a provision for credit loss.

### **Allowance for Credit Losses**

Beginning January 1, 2023, the allowance for credit losses (ACL) represents the estimated current expected credit losses over the remaining contractual life of financial assets measured at amortized cost and certain off-balance sheet credit exposures. The ACL takes into consideration relevant information about past events, current conditions and reasonable and supportable macroeconomic forecasts of future conditions. The contractual term excludes expected extensions, renewals and modifications unless the extension or renewal options are not unconditionally cancellable. The ACL comprises:

- the allowance for credit losses on loans (ACLL)
- the allowance for credit losses on unfunded commitments, which is presented on the balance sheet in other liabilities, and
- the allowance for credit losses on investment securities, which covers held-to-maturity and available-for-sale securities and is recognized within each investment securities classification on the Consolidated Balance Sheet.

Determining the appropriateness of the allowance is complex and requires judgment by management about the effect of matters that are inherently uncertain. Subsequent evaluations of the loan portfolio, considering macroeconomic conditions, forecasts and other factors prevailing at the time, may result in significant changes in the ACL in those future periods.

### **Methodology for Allowance for Credit Losses on Loans**

The ACLL represents management's estimate of credit losses over the remaining expected life of loans. Loans are evaluated on the amortized cost basis, including premiums, discounts and fair value hedge accounting adjustments.

The Association employs a disciplined process and methodology to establish its ACLL that has two basic components: first, an asset-specific component involving individual loans that do not share risk characteristics with other loans and the measurement of expected credit losses for such individual loans; and second, a pooled component for estimated expected credit losses for pools of loans that share similar risk characteristics.

Asset-specific loans are generally collateral-dependent loans (including those loans for which foreclosure is probable) and nonaccrual loans. For an asset-specific loan, expected credit losses are measured as the difference between the amortized cost basis in the loan and the present value of expected future cash flows discounted at the loan's effective interest rate except that, for collateral-dependent loans, credit loss is measured as the difference between the amortized cost basis in the loan and the fair value of the underlying collateral. The fair value of the collateral is adjusted for the estimated cost to sell if repayment or satisfaction of a loan is dependent on the sale (rather than only on the operation) of the collateral. In accordance with the Association's appraisal policy, the fair value of collateral-dependent loans is based upon independent third-party appraisals or on collateral valuations prepared by in-house appraisers. When an updated appraisal or collateral valuation is received, management reassesses the need for adjustments to the loan's expected credit loss measurements and, where appropriate, records an adjustment. If the calculated expected credit loss is determined to be permanent, fixed or non-recoverable, the credit loss portion of the loan will be charged off against the allowance for credit losses.

In estimating the components of the ACLL that share common risk characteristics, loans are evaluated collectively and segregated into loan pools considering the risk associated with the specific pool. Relevant risk characteristics include loan type, commodity, credit quality rating, delinquency category or business segment or a combination of these classes. The allowance is determined based on a quantitative calculation of the expected life-of-loan loss percentage for each loan category by considering the probability of default, based on the migration of loans from performing to loss by credit quality rating or delinquency buckets using historical life-of-loan analysis periods for loan types, and the severity of loss, based on the aggregate net lifetime losses incurred per loan pool.

The components of the ACLL also considers factors for each loan pool to adjust for differences between the historical period used to calculate historical default and loss severity rates and expected conditions over the remaining lives of the loans in the portfolio related to:

- lending policies and procedures;
- national, regional and local economic business conditions and developments that affect the collectability of the portfolio, including the condition of various markets;
- the nature of the loan portfolio, including the terms of the loans;
- the experience, ability and depth of the lending management and other relevant staff;
- the volume and severity of past due and adversely classified or graded loans and the volume of nonaccrual loans;
- the quality of the loan review and process;
- the value of underlying collateral for collateral-dependent loans;
- the existence and effect of any concentrations of credit and changes in the level of such concentrations; and
- the effect of external factors such as competition and legal and regulatory requirements on the level of estimated credit losses in the existing portfolio.

The Association uses multiple scenarios over a reasonable and supportable forecast period of two years. Subsequent to the forecast period, the Association reverts to long run historical loss experience beyond the two years on a straight-line basis over a one-year reversion period to inform the estimate of losses for the remaining contractual life of the loan portfolio.

The economic forecasts incorporate macroeconomic variables, including unemployment rates, real gross domestic product levels and corporate bond spreads, as well as net farm income and agricultural commodity prices. Also considered are loan and borrower characteristics, such as internal risk ratings, delinquency status, collateral type, and the remaining term of the loan, adjusted for expected prepayments.

In addition to the quantitative calculation, the Association considers the imprecision inherent in the process and methodology, emerging risk assessments and other subjective factors, which may lead to a management adjustment to the modeled ACLL results. Expected credit loss estimates also include consideration of expected cash recoveries on loans previously charged-off or expected recoveries on collateral dependent loans where recovery is expected through sale of the collateral. The economic forecasts are updated on a quarterly basis.

Prior to January 1, 2023, the allowance for loan losses was maintained at a level considered adequate to provide for probable losses existing in and inherent in the loan portfolio. The allowance was based on a periodic evaluation of the loan portfolio in which numerous factors were considered, including economic conditions, collateral values, borrowers' financial conditions, loan portfolio composition and prior loan loss experience. The allowance for loan losses encompassed various judgments, evaluations and appraisals with respect to the loans and their underlying collateral that, by their nature, contain elements of uncertainty and imprecision. Changes in the agricultural economy and their impact on borrower repayment capacity would cause these various judgments, evaluations and appraisals to change over time. Management considered a number of factors in determining and supporting the levels of the allowances for loan losses, which included, but were not limited to, the concentration of lending in agriculture, combined with uncertainties associated with farmland values, commodity prices, exports, government assistance programs, regional economic effects and weather-related influences.

#### Allowance for Credit Losses on Unfunded Commitments

The Association evaluates the need for an allowance for credit losses on unfunded commitments under CECL and, if required, an amount is recognized and included in other liabilities on the Consolidated Balance Sheet. The amount of expected losses is determined by calculating a commitment usage factor over the contractual period for exposures that are not unconditionally cancellable by the Association and applying the loss factors used in the ACLL methodology to the results of the usage calculation. No allowance for credit losses are recorded for commitments that are unconditionally cancellable.

## NOTE 2 — LOANS AND ALLOWANCE FOR LOAN LOSSES:

A summary of loans follows:

Loan Type	March 31, 2023	December 31, 2022
Production agriculture:		
Real estate mortgage	\$ 219,393,215	\$ 222,085,341
Production and intermediate-term	58,665,433	72,041,884
Agribusiness:		
Processing and marketing	44,737,960	42,502,119
Farm-related business	21,999,099	22,551,410
Loans to cooperatives	9,762,730	8,055,180
Communication	6,591,726	6,558,190
International	5,144,434	2,699,235
Water and waste water	4,193,406	4,058,248
Energy	2,968,304	3,139,975
Rural residential real estate	1,953,667	1,976,816
Lease receivables	1,530,193	1,567,539
Total	<u>\$ 376,940,167</u>	<u>\$ 387,235,937</u>

The Association purchases or sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following table presents information regarding the balances of participations purchased and sold at March 31, 2023:

	Other Farm Credit Institutions		Non-Farm Credit Institutions		Total	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Agribusiness	\$ 54,892,347	\$ 5,585,896	\$ -	\$ 1,297,747	\$ 54,892,347	\$ 6,883,643
Real estate mortgage	24,264,903	40,261,560	-	-	24,264,903	40,261,560
Production and intermediate-term	13,742,984	30,504,656	-	-	13,742,984	30,504,656
Communication	6,591,726	-	-	-	6,591,726	-
International	5,144,434	-	-	-	5,144,434	-
Water and waste water	4,193,406	-	-	-	4,193,406	-
Energy	2,968,304	-	-	-	2,968,304	-
Lease receivables	1,530,193	-	-	-	1,530,193	-
Rural residential real estate	-	4,061,615	-	-	-	4,061,615
Total	<u>\$ 113,328,297</u>	<u>\$ 80,413,727</u>	<u>\$ -</u>	<u>\$ 1,297,747</u>	<u>\$ 113,328,297</u>	<u>\$ 81,711,474</u>

The Association is authorized under the Farm Credit Act to accept “advance conditional payments” (ACPs) from borrowers. To the extent the borrower’s access to such ACPs is restricted and the legal right of setoff exists, the ACPs are netted against the borrower’s related loan balance. Unrestricted advance conditional payments are included in other liabilities. ACPs are not insured, and interest may be paid by the Association on such balances. Balances of ACPs were \$3,243,220 and \$1,839,428 at March 31, 2023, and December 31, 2022, respectively.

## **Credit Quality**

Credit risk arises from the potential inability of an obligor to meet its payment obligation and exists in our outstanding loans, letters of credit and unfunded loan commitments. The Association manages credit risk associated with the retail lending activities through an analysis of the credit risk profile of an individual borrower using its own set of underwriting standards and lending policies, approved by its board of directors, which provides direction to its loan officers. The retail credit risk management process begins with an analysis of the borrower’s credit history, repayment capacity, financial position and collateral, which includes an analysis of credit scores for smaller loans. Repayment capacity focuses on the borrower’s ability to repay the loan based on cash flows from operations or other sources of income, including off-farm income. Real estate mortgage loans must be secured by first liens on the real estate (collateral). As required by Farm Credit Administration regulations, each institution that makes loans on a secured basis must have collateral evaluation policies and procedures. Real estate mortgage loans may be made only in amounts up to 85% of the original appraised value of the property taken as security or up to 97% of the appraised value if guaranteed by a state, federal, or other governmental agency. The actual loan to appraised value when loans are made is generally lower than the statutory maximum percentage. Loans other than real estate mortgage may be made on a secured or unsecured basis.

The Association uses a two-dimensional risk rating model based on an internally generated combined System risk rating guidance that incorporates a 14-point probability of default rating scale to identify and track the probability of borrower default and a separate scale addressing loss given default. Probability of default is the probability that a borrower will experience a default during the life of the loan. The loss given default is management’s estimate as to the anticipated principal loss on a specific loan assuming default occurs during the remaining life of the loan. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the borrower or the loan is classified nonaccrual. This credit risk rating process incorporates objective and subjective criteria to identify inherent strengths, weaknesses and risks in a particular relationship. The Association reviews, at least on an annual basis, or when a credit action is taken the probability of default category.

Each of the probability of default categories carries a distinct percentage of default probability. The probability of default rate between one and nine of the acceptable categories is very narrow and would reflect almost no default to a minimal default percentage. The probability of default rate grows more rapidly as a loan moves from acceptable to other assets especially mentioned and grows significantly as a loan moves to a substandard (viable) level. A substandard (non-viable) rating indicates that the probability of default is almost certain. These categories are defined as follows:

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



The following table presents credit quality indicators by loan type and the related principal balance:

	Term Loans					Revolving Loans Amortized Cost Basis	Total
	Amortized Cost by Origination Year						
	2023	2022	2021	Prior			
Real estate mortgage							
Acceptable	\$ 2,565,397	\$ 67,063,199	\$ 60,125,120	\$ 78,493,617	\$ 8,143,805	\$ 216,391,138	
OAEM	-	-	2,862,623	-	-	2,862,623	
Substandard/Doubtful	-	-	-	139,454	-	139,454	
	\$ 2,565,397	\$ 67,063,199	\$ 62,987,743	\$ 78,633,071	\$ 8,143,805	\$ 219,393,215	
Production and intermediate-term							
Acceptable	\$ 245,000	\$ 3,441,383	\$ 2,355,973	\$ 3,310,606	\$ 48,685,255	\$ 58,038,217	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	94,929	532,287	627,216	
	\$ 245,000	\$ 3,441,383	\$ 2,355,973	\$ 3,405,535	\$ 49,217,542	\$ 58,665,433	
Agribusiness							
Acceptable	\$ 4,155,071	\$ 22,440,842	\$ 12,551,715	\$ 14,610,250	\$ 18,092,400	\$ 71,850,278	
OAEM	-	-	-	-	310,027	310,027	
Substandard/Doubtful	-	-	-	3,120,011	1,219,473	4,339,484	
	\$ 4,155,071	\$ 22,440,842	\$ 12,551,715	\$ 17,730,261	\$ 19,621,900	\$ 76,499,789	
Energy							
Acceptable	\$ -	\$ -	\$ -	\$ 1,888,457	\$ 1,079,847	\$ 2,968,304	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	-	-	-	
	\$ -	\$ -	\$ -	\$ 1,888,457	\$ 1,079,847	\$ 2,968,304	
Communication							
Acceptable	\$ 2,023,564	\$ 768,330	\$ 297,637	\$ 3,502,195	\$ -	\$ 6,591,726	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	-	-	-	
	\$ 2,023,564	\$ 768,330	\$ 297,637	\$ 3,502,195	\$ -	\$ 6,591,726	
Rural residential real estate							
Acceptable	\$ -	\$ -	\$ -	\$ 1,861,854	\$ -	\$ 1,861,854	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	91,813	-	-	91,813	
	\$ -	\$ -	\$ 91,813	\$ 1,861,854	\$ -	\$ 1,953,667	
International							
Acceptable	\$ -	\$ 3,862,325	\$ -	\$ -	\$ 1,282,109	\$ 5,144,434	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	-	-	-	
	\$ -	\$ 3,862,325	\$ -	\$ -	\$ 1,282,109	\$ 5,144,434	
Water and Waste Water							
Acceptable	\$ -	\$ -	\$ 1,497,785	\$ 1,998,838	\$ 696,783	\$ 4,193,406	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	-	-	-	
	\$ -	\$ -	\$ 1,497,785	\$ 1,998,838	\$ 696,783	\$ 4,193,406	
Lease Recievables							
Acceptable	\$ -	\$ -	\$ -	\$ 1,530,193	\$ -	\$ 1,530,193	
OAEM	-	-	-	-	-	-	
Substandard/Doubtful	-	-	-	-	-	-	
	\$ -	\$ -	\$ -	\$ 1,530,193	\$ -	\$ 1,530,193	
Total Loans							
Acceptable	\$ 8,989,032	\$ 97,576,079	\$ 76,828,230	\$ 107,196,010	\$ 77,980,199	\$ 368,569,550	
OAEM	-	-	2,862,623	-	310,027	3,172,650	
Substandard/Doubtful	-	-	91,813	3,354,394	1,751,760	5,197,967	
	\$ 8,989,032	\$ 97,576,079	\$ 79,782,666	\$ 110,550,404	\$ 80,041,986	\$ 376,940,167	

The following table shows loans under the Farm Credit Administration Uniform Loan Classification System as a percentage of total loans by loan type as of:

	<b>March 31, 2023</b>		December 31, 2022	
Real estate mortgage				
Acceptable	<b>98.6</b>	%	98.4	%
OAEM	<b>1.3</b>		1.3	
Substandard/doubtful	<b>0.1</b>		0.3	
	<b>100.0</b>		100.0	
Production and intermediate-term				
Acceptable	<b>98.9</b>		99.7	
OAEM	-		-	
Substandard/doubtful	<b>1.1</b>		0.3	
	<b>100.0</b>		100.0	
Processing and marketing				
Acceptable	<b>89.6</b>		88.4	
OAEM	<b>0.7</b>		0.8	
Substandard/doubtful	<b>9.7</b>		10.8	
	<b>100.0</b>		100.0	
Farm-related business				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Loans to cooperatives				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Energy				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Communication				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Rural residential real estate				
Acceptable	<b>95.3</b>		95.3	
OAEM	-		-	
Substandard/doubtful	<b>4.7</b>		4.7	
	<b>100.0</b>		100.0	
International				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Water and waste water				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Lease receivables				
Acceptable	<b>100.0</b>		100.0	
OAEM	-		-	
Substandard/doubtful	-		-	
	<b>100.0</b>		100.0	
Total loans				
Acceptable	<b>97.8</b>		97.7	
OAEM	<b>0.8</b>		0.8	
Substandard/doubtful	<b>1.4</b>		1.5	
	<b>100.0</b>	%	100.0	%

Accrued interest receivable on loans of \$4,623,588 and \$5,709,255 at March 31, 2023 and December 31, 2022 have been excluded from the amortized cost of loans and reported separately in the Consolidated Balance Sheet.

The following table reflects nonperforming assets, which consist of nonaccrual loans and other property owned and related credit quality statistics:

	March 31, 2023	December 31, 2022
<b>Nonaccrual loans:</b>		
Agribusiness	\$ 4,339,484	\$ 1,537,959
Production and intermediate-term	616,344	-
Real estate mortgage	115,304	120,117
Rural residential real estate	91,813	93,038
Total nonaccrual loans	5,162,945	1,751,114
Other property owned	2,775	2,775
Total nonperforming assets	\$ 5,165,720	\$ 1,753,889
Nonaccrual loans as a percentage of total loans	1.37%	0.45%
Nonperforming assets as a percentage of total loans and other property owned	1.37%	0.45%
Nonperforming assets as a percentage of capital	9.30%	3.19%

The following table provides the amortized cost for nonaccrual loans with and without a related allowance for loan losses, as well as, interest income recognized on nonaccrual during the period:

	March 31, 2023			Quarter Ended March 31, 2023
	Amortized Cost with Allowance	Amortized Cost without Allowance	Total	Interest Income Recognized
Agribusiness	\$ 878,105	\$ 3,461,379	\$ 4,339,484	\$ 63,284
Production and intermediate-term	-	616,344	616,344	35,281
Real estate mortgage	-	115,304	115,304	-
Rural residential real estate	-	91,813	91,813	-
Total nonaccrual loans	\$ 878,105	\$ 4,284,840	\$ 5,162,945	\$ 98,565

The following tables provide an aging analysis of past due loans at amortized cost by portfolio segment as of:

March 31, 2023	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment >90 Days and Accruing
Real estate mortgage	\$ 669,590	\$ -	\$ 669,590	\$ 218,723,625	\$ 219,393,215	\$ -
Production and intermediate term	-	-	-	58,665,433	58,665,433	-
Processing and marketing	13,322	-	13,322	44,724,638	44,737,960	-
Farm-related business	-	-	-	21,999,099	21,999,099	-
Loans to cooperatives	-	-	-	9,762,730	9,762,730	-
Communication	-	-	-	6,591,726	6,591,726	-
International	-	-	-	5,144,434	5,144,434	-
Water and waste water	-	-	-	4,193,406	4,193,406	-
Energy	-	-	-	2,968,304	2,968,304	-
Rural residential real estate	230,970	-	230,970	1,722,697	1,953,667	-
Lease receivables	-	-	-	1,530,193	1,530,193	-
Total	\$ 913,882	\$ -	\$ 913,882	\$ 376,026,285	\$ 376,940,167	\$ -

Prior to the adoption of CECL, the aging analysis of past due loans reported included accrued interest as follows:

December 31, 2022	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less Than 30 Days Past Due	Total Loans	Recorded Investment >90 Days and Accruing
Real estate mortgage	\$ 138,382	\$ -	\$ 138,382	\$ 225,899,019	\$ 226,037,401	\$ -
Production and intermediate term	-	245,293	245,293	72,977,769	73,223,062	245,293
Processing and marketing	464,958	119,341	584,299	42,186,263	42,770,562	-
Farm-related business	-	-	-	22,706,866	22,706,866	-
Loans to cooperatives	-	-	-	8,091,322	8,091,322	-
Communication	-	-	-	6,578,796	6,578,796	-
Water and waste water	-	-	-	4,091,098	4,091,098	-
Energy	-	-	-	3,151,791	3,151,791	-
International	-	-	-	2,728,682	2,728,682	-
Rural residential real estate	194,434	-	194,434	1,790,689	1,985,123	-
Lease receivables	-	-	-	1,580,489	1,580,489	-
Total	\$ 797,774	\$ 364,634	\$ 1,162,408	\$ 391,782,784	\$ 392,945,192	\$ 245,293

A loan is considered collateral dependent when the borrower is experiencing financial difficulty and repayment is expected to be provided substantially through the operation or sale of the collateral. The collateral dependent loans are primarily real estate mortgage and rural residential real estate loans.

## Allowance for Credit Losses

The credit risk rating methodology is a key component of the Association's allowance for credit losses evaluation and is generally incorporated into the Association's loan underwriting standards and internal lending limits. In addition, borrower and commodity concentration lending and leasing limits have been established for each individual Association to manage credit exposure. The regulatory limit to a single borrower or lessee is 15% of the Association's lending and leasing limit base but the Association's board of directors have generally established more restrictive lending limits. This limit applies to Associations with long-term and short- and intermediate-term lending authorities, and to the Banks' (other than CoBank) loan participations.

Effective January 1, 2023, the Association adopted the CECL accounting guidance as described in Note 1. A summary of changes in the allowance for credit losses by portfolio segment are as follows:

	Real Estate Mortgage	Production and Intermediate Term	Agribusiness	Communications	Energy	Water and Waste Water	Rural Residential Real Estate	International	Lease Receivables	Total
<b>Allowance for Credit Losses on Loans:</b>										
Balance at December 31, 2022	\$ 233,922	\$ 208,510	\$ 422,570	\$ 5,466	\$ 5,390	\$ 5,656	\$ 7,607	\$ 4,123	\$ 451	\$ 893,695
Cumulative effect of a change in accounting principle	515,578	131,270	94,956	129,279	22,252	15,884	26,611	(3,311)	9,701	942,220
Balance at January 1, 2023	\$ 749,500	\$ 339,780	\$ 517,526	\$ 134,745	\$ 27,642	\$ 21,540	\$ 34,218	\$ 812	\$ 10,152	\$ 1,835,915
Recoveries	-	2,000	-	-	-	-	-	-	-	2,000
Provision for (reversal of) loan losses	(1,931)	(56,972)	292,073	(390)	(7,148)	-	(3,008)	(230)	(1,085)	221,309
Other	(713)	(13,610)	(939)	-	174	3,883	-	1,061	-	(10,144)
Balance at March 31, 2023	\$ 746,856	\$ 271,198	\$ 808,660	\$ 134,355	\$ 20,668	\$ 25,423	\$ 31,210	\$ 1,643	\$ 9,067	\$ 2,049,080
<b>Allowance for Credit Losses on Unfunded Commitments:</b>										
Balance at December 31, 2022	\$ 580	\$ 13,641	\$ 29,763	\$ 241	\$ 1,190	\$ 398	\$ -	\$ 510	\$ -	\$ 46,323
Cumulative effect of a change in accounting principle	86	12,004	(20,267)	19,757	(929)	9,862	-	888	-	21,401
Balance at January 1, 2023	\$ 666	\$ 25,645	\$ 9,496	\$ 19,998	\$ 261	\$ 10,260	\$ -	\$ 1,398	\$ -	\$ 67,724
Provision for unfunded commitments	713	13,610	939	-	(174)	(3,883)	-	(1,061)	-	10,144
Balance at March 31, 2023	\$ 1,379	\$ 39,255	\$ 10,435	\$ 19,998	\$ 87	\$ 6,377	\$ -	\$ 337	\$ -	\$ 77,868
<b>Total Allowance for Credit Losses</b>	\$ 748,235	\$ 310,453	\$ 819,095	\$ 154,353	\$ 20,755	\$ 31,800	\$ 31,210	\$ 1,980	\$ 9,067	\$ 2,126,948
<b>Allowance for Credit Losses on Loans<sup>1</sup>:</b>										
Balance at December 31, 2021	\$ 99,729	\$ 246,733	\$ 354,498	\$ 3,497	\$ 211,020	\$ 4,524	\$ 7,941	\$ 3,143	\$ 416	\$ 931,501
Recoveries	590	2,000	-	-	-	-	-	-	-	2,590
Provision for (reversal of) loan losses	32,226	3,745	45,175	339	(45,780)	(884)	647	290	42	35,800
Other	(2,544)	(1,690)	(7,672)	(74)	(3,172)	(70)	(165)	(66)	(9)	(15,462)
Balance at March 31, 2022	\$ 130,001	\$ 250,788	\$ 392,001	\$ 3,762	\$ 162,068	\$ 3,570	\$ 8,423	\$ 3,367	\$ 449	\$ 954,429
<b>Allowance for Credit Losses on Unfunded Commitments:</b>										
Balance at December 31, 2021	\$ 3,734	\$ 14,029	\$ 22,954	\$ -	\$ 853	\$ 246	\$ -	\$ -	\$ -	\$ 41,816
Provision for unfunded commitments	2,544	1,690	7,672	74	3,172	70	165	66	9	15,462
Balance at March 31, 2022	\$ 6,278	\$ 15,719	\$ 30,626	\$ 74	\$ 4,025	\$ 316	\$ 165	\$ 66	\$ 9	\$ 57,278
<b>Total Allowance for Credit Losses</b>	\$ 136,279	\$ 266,507	\$ 422,627	\$ 3,836	\$ 166,093	\$ 3,886	\$ 8,588	\$ 3,433	\$ 458	\$ 1,011,707

<sup>1</sup> For periods prior to January 1, 2023, the allowance for loan losses was based on probable and estimable losses inherent in the loan portfolio

The Association did not materially modify any loans with borrowers experiencing financial difficulty as of March 31, 2023.

## Troubled Debt Restructurings

Prior to January 1, 2023, the adoption of updated FASB guidance on loan modifications, a restructuring of a loan constituted a troubled debt restructuring, also known as formally restructured, if the creditor for economic or legal reasons related to the borrower's financial difficulties granted a concession to the borrower that it would not otherwise consider. Concessions varied by program and were borrower-specific and could include interest rate reductions, term extensions, payment deferrals or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may have been forgiven. When a restructured loan constituted a troubled debt restructuring, these loans were included within our impaired loans under nonaccrual or accruing restructured loans.

As of December 31, 2022, the Association had no troubled debt restructured loans.

## NOTE 3 —LEASES:

The components of lease expense were as follows:

	For the Three Months Ended	
	March 31, 2023	March 31, 2022
Operating lease cost	\$ 60,448	\$ 23,732
Net lease cost	\$ 60,448	\$ 23,732

Other information related to leases was as follows:

	For the Three Months Ended	
	March 31, 2023	March 31, 2022
Cash paid for amounts included in the measurement of lease liabilities:		
Operating cash flows from operating leases	\$ 60,448	\$ 23,732
Right-of-use assets obtained in exchange for lease obligations:		
Operating leases	56,593	22,254

Lease term and discount rate are as follows:

	March 31, 2023	December 31, 2022
Weighted average remaining lease term in years		
Operating leases	1.6	1.9
Weighted average discount rate		
Operating leases	3.04%	3.38%

Future minimum lease payments under non-cancellable leases as of March 31, 2023 were as follows:

	Operating Leases
2023 (excluding the three months ended 3/31/23)	\$ 166,225
2024	174,353
2025	48,600
2026	-
Thereafter	-
Total	\$ 389,178

## NOTE 4 — CAPITAL:

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

	<u>March 31, 2023</u>	<u>December 31, 2022</u>
Capital stock and participation certificates	\$ 414,105	\$ 416,105
Accumulated other comprehensive loss	(79,074)	(77,952)
Retained earnings <sup>1</sup>	55,211,175	54,695,891
Total capital	<u>\$ 55,546,206</u>	<u>\$ 55,034,044</u>

<sup>1</sup> Retained earnings for the quarter ended March 31, 2023, reflects a decrease from the cumulative effect of a change in accounting principle for CECL on January 1, 2023.

### Regulatory Capitalization Requirements

<u>Risk-adjusted:</u>	<u>Regulatory Requirements Including Capital Conservation Buffers</u>	<u>As of March 31, 2023</u>
Common equity tier 1 ratio	7.00%	12.45%
Tier 1 capital ratio	8.50%	12.45%
Total capital ratio	10.50%	12.90%
Permanent capital ratio	7.00%	12.51%
<u>Non-risk-adjusted:</u>		
Tier 1 leverage ratio	5.00%	11.75%
UREE leverage ratio	1.50%	11.65%

The details for the amounts used in the calculation of the regulatory capital ratios as of March 31, 2023 are as follows:

	<u>Common equity tier 1 ratio</u>	<u>Tier 1 capital ratio</u>	<u>Total capital ratio</u>	<u>Permanent capital ratio</u>
Numerator:				
Unallocated retained earnings	54,358,190	54,358,190	54,358,190	54,358,190
Common Cooperative Equities:				
Statutory minimum purchased borrower stock	415,216	415,216	415,216	415,216
Allowance for loan losses and reserve for credit losses subject to certain limitations			1,645,857	
Regulatory Adjustments and Deductions:				
Amount of allocated investments in other System institutions	(8,704,721)	(8,704,721)	(8,704,721)	(8,704,721)
	<u>46,068,685</u>	<u>46,068,685</u>	<u>47,714,542</u>	<u>46,068,685</u>
Denominator:				
Risk-adjusted assets excluding allowance	378,672,913	378,672,913	378,672,913	378,672,913
Regulatory Adjustments and Deductions:				
Regulatory deductions included in total capital	(8,704,721)	(8,704,721)	(8,704,721)	(8,704,721)
Allowance for loan losses				(1,583,466)
	<u>369,968,192</u>	<u>369,968,192</u>	<u>369,968,192</u>	<u>368,384,726</u>

	Tier 1 leverage ratio	UREE leverage ratio
Numerator:		
Unallocated retained earnings	54,358,190	54,358,190
Statutory minimum purchased borrower stock	415,216	-
Regulatory Adjustments and Deductions:		
Amount of allocated investments in other System institutions	(8,704,721)	(8,704,721)
	<u>46,068,685</u>	<u>45,653,469</u>
Denominator:		
Total Assets	401,013,038	401,013,038
Regulatory Adjustments and Deductions:		
Regulatory deductions included in tier 1 capital	(9,096,711)	(9,096,711)
	<u>391,916,327</u>	<u>391,916,327</u>

The following tables present the activity in the accumulated other comprehensive loss, net of tax by component:

	<b>Accumulated Other Comprehensive Loss</b>
Balance at December 31, 2022	\$ (77,952)
Other comprehensive loss before reclassifications	(1,122)
Amounts reclassified from accumulated other comprehensive loss	-
Net current period other comprehensive loss	(1,122)
Balance at March 31, 2023	<u>\$ (79,074)</u>

  

	<b>Accumulated Other Comprehensive Loss</b>
Balance at December 31, 2021	\$ (501,053)
Other comprehensive income before reclassifications	5,586
Amounts reclassified from accumulated other comprehensive loss	-
Net current period other comprehensive income	5,586
Balance at March 31, 2022	<u>\$ (495,467)</u>

## NOTE 5 — INCOME TAXES:

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

## NOTE 6 — FAIR VALUE MEASUREMENTS:

FASB guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability. See Note 14 to the 2022 Annual Report to Stockholders for a more complete description.

Assets measured at fair value on a nonrecurring basis, which are fair value measurements that are triggered by particular circumstances such as impaired assets, for each of the fair value hierarchy values are summarized below. The Association did not have any liabilities measured at fair value on a nonrecurring basis.

<u>March 31, 2023</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Loans*	\$ -	\$ -	\$446,196	\$ 446,196
Other property owned	-	-	2,775	2,775
<u>December 31, 2022</u>	<u>Fair Value Measurement Using</u>			<u>Total Fair Value</u>
	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	
Assets:				
Loans*	\$ -	\$ -	\$ 970,280	\$ 970,280
Other property owned	-	-	2,775	2,775

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

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

### Valuation Techniques

As more fully discussed in Note 14 to the 2022 Annual Report to Stockholders, authoritative guidance establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following represent a brief summary of the valuation techniques used for the Association’s assets and liabilities. For a more complete description, see Notes to the 2022 Annual Report to Stockholders.

#### *Loans Evaluated for Impairment*

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

#### *Other Property Owned*

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



**NOTE 7 — EMPLOYEE BENEFIT PLANS:**

The following table summarizes the components of net periodic benefit costs of nonpension postretirement employee benefits for the three months ended March 31:

	Other Benefits	
	2023	2022
Service cost	\$ 5,698	\$ 8,294
Interest cost	17,172	13,309
Amortization of prior service credits	(1,122)	(1,121)
Amortization of net actuarial loss	-	6,707
Net periodic benefit cost	<u>\$ 21,748</u>	<u>\$ 27,189</u>

The Association's liability for the unfunded accumulated obligation for these benefits at March 31, 2023, was \$1,352,820 and is included in other liabilities on the balance sheet.

The components of net periodic benefit cost are included in the line item "Salaries and employee benefits" in the income statement.

The structure of the District's defined benefit pension plan is characterized as multiemployer since the assets, liabilities and cost of the plan are not segregated or separately accounted for by participating employers (Bank and associations). The Association recognizes its amortized annual contributions to the plan as an expense. The Association previously disclosed in its financial statements for the year ended December 31, 2022, that it expected to contribute \$53,282 to the District's defined benefit pension plan in 2023. As of March 31, 2023, the full contribution has been made. The Association presently does not anticipate additional contributions to fund the defined benefit pension plan in 2023.

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

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

**NOTE 9 — SUBSEQUENT EVENTS:**

The Association has evaluated subsequent events through May 5, 2023, which is the date the financial statements were issued. There are no other significant events requiring disclosure as of May 5, 2023.