



2016 ANNUAL REPORT



*President Woodrow Wilson signs the Farm Credit Act of 1916.*



# FINANCING LAND AND FARMS FOR



— FOUNGING THE SYSTEM —

JULY 17

1916

President Woodrow Wilson signs legislation creating the Federal Land Bank System. The first loan is made less than a year later.



— NEW CREDIT, NEW SERVICE, BETTER FUNDING —

MARCH 4

1923

The Agricultural Credits Act of 1923 extends service and provides short-term and intermediate operating credit, while the System strengthens its funding capability.



— THE GREAT DEPRESSION —

JUNE 16

1933

In the midst of the Great Depression – which was even a greater hardship for agriculture – the System is rescued, expanded and helps save countless American farms.



— FULL BORROWER-OWNERSHIP, NEW CHARTER —

DECEMBER 2

1971

Comprehensive new legislation completely updates the charter of the newly borrower-owned System, broadening its lending authority.



— EXPANDING AUTHORITY, GREATER RESPONSIBILITY —

DECEMBER 24

1980

The Farm Credit Act Amendments of 1980 expand the System's lending authority, provide for the creation of Service Organizations and recognize the System's commitment to YBS farmers.



— FARM CRISIS: TOWARD SOLVENCY AND A NEW STRUCTURE —

JANUARY 6

1988

In the midst of an extended farm crisis, the Agricultural Credit Act of 1987 provides federal financial assistance and requires the System to reorganize.

# 100 YEARS.



— PRODUCTION FOR WAR —

DECEMBER 10

## 1941

Three days after the attack on Pearl Harbor, officials of the Banks for Cooperatives meet in Washington, D.C., to set new priorities. The entire Farm Credit System prepares to fight inflation and feed a nation at war.



— AN INDEPENDENT PATH —

DECEMBER 4

## 1953

The Farm Credit Act of 1953 makes the Farm Credit Administration an agency of the executive branch and sets the System on a path toward independence.



2016 ANNUAL REPORT



— ASSOCIATIONS RESTRUCTURE FOR THE FUTURE —

OCTOBER 1

## 1999

After more than a decade of experimentation, the "Parent ACA" arrangement is developed, setting the pattern for subsequent mergers at the association level.



— PAID IN FULL —

JUNE 10

## 2005

Twenty years after the peak of the Farm Crisis, the System repays the last of the federal capital provided during the emergency, returning to fully borrower-owned status.



— FARM CREDIT 100 —

JULY 17

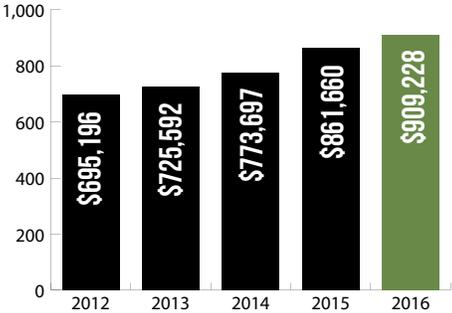
## 2016

Farm Credit marks its centennial and looks ahead to continue serving as the financial underpinning of U.S. agriculture and rural America.

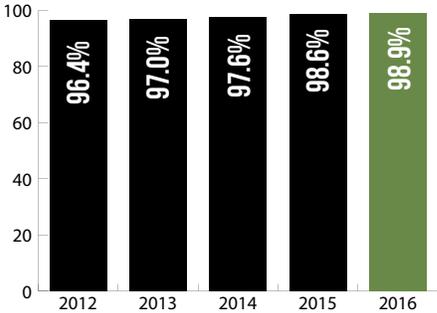
Financial Data.....	4
Message from our CEO and Board Chairman.....	5
Report of Management.....	6
Report of Audit Committee.....	7
Five-Year Summary of Selected Consolidated Financial Data.....	8
Management’s Discussion and Analysis of Financial Condition and Results of Operations.....	10
Report of Independent Auditors.....	16
Financial Statements.....	17
Notes to Financial Statements.....	22
Disclosure Information and Index.....	50

# FINANCIAL DATA

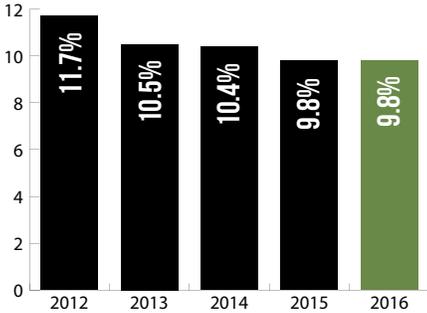
LOANS IN THOUSANDS



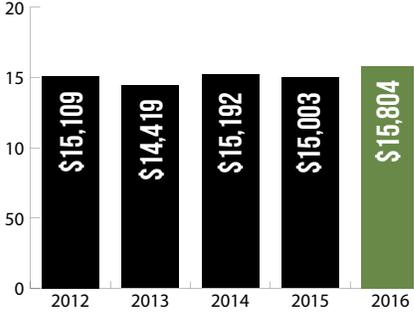
CREDIT QUALITY



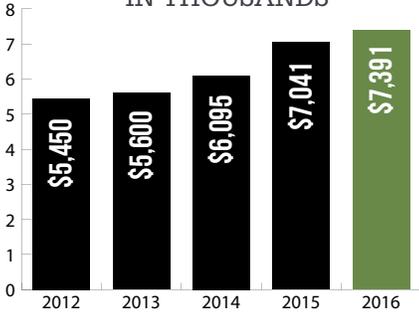
RETURN ON SHAREHOLDERS' EQUITY



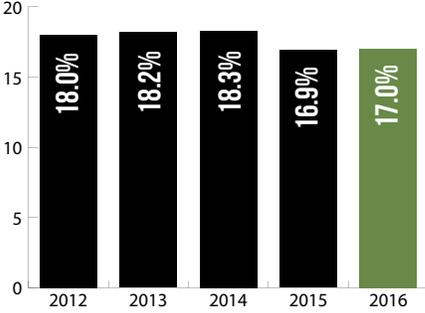
NET INCOME IN THOUSANDS



PATRONAGE DISTRIBUTION IN THOUSANDS



PERMANENT CAPITAL RATIO



## A MESSAGE FROM OUR LEADERSHIP



James L. Bassett



Douglas Thiessen

The celebration of Alabama Ag Credit's 100th birthday has come to a close with the end of 2016. We enjoyed the festivities over the past year, and the strong results in this annual report should give you a reason to continue the celebration. But, our focus has already changed. Now, we are doing our part to make this Association successful for the next 100 years. Here's how.

First, we have a mission that demands we serve agriculture and rural communities. That's a critical point to understand, since the last time we checked people still enjoy eating and buying clothes and having shelter over their heads. Our borrowers play a key role in making that happen for people all over the world and will for years to come. But as we speak, the agricultural and timber industries are going through some tough economic times with low commodity prices and a lack of profitability for producers. While we can't solve these problems on our own, we were created to be a ready and reliable source of credit during good and bad times.

Second, we have an association that is well positioned to add value to those who do business with us. Our team of employees understands the needs of our borrowers and cycles of their operations. We work with our borrowers to help them achieve their own goals. As a financially strong cooperative, we leverage one of our greatest principles by returning profits back to our borrowers. In fact, we are returning almost half of our 2016 earnings to our borrowers. If you need to borrow money, it makes a lot of sense to borrow from people who know you and will work to put money back in your pocket.

Finally, our board of directors continues to create opportunities for additional involvement by borrower-stockholders in the Association. Specifically, the board recently revised the bylaws of the Association to ensure regional representation of board members, increase the size of the nominating committee members from three to four, and allow voting for board and nominating committee members to occur by mail. While we will still have an annual meeting, the actual voting for board and nominating committee members will be via mail in 2017. More information will be included in our Annual Meeting Information Statement coming to you in the near future. This change will allow more borrower-stockholders the opportunity to participate in the governance of the Association.

So, as we begin the next 100 years, our foundation is firmly established. Our focused mission, our relationship-driven team of employees, the financial strength of the Association, and the board's commitment to our borrower-stockholders will make Alabama Ag Credit relevant both today and tomorrow and hopefully for the next 100 years.

A handwritten signature in black ink that reads "James L. Bassett".

James L. Bassett  
Chairman of the Board

A handwritten signature in black ink that reads "Douglas Thiessen".

Douglas Thiessen  
President/Chief Executive Officer

## REPORT OF MANAGEMENT

The consolidated financial statements of Alabama Ag Credit, ACA (Association) are prepared by management, who is responsible for the statements' integrity and objectivity, including amounts that must necessarily be based on judgments and estimates. The consolidated financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America appropriate in the circumstances. Other financial information included in the annual report is consistent with that in the consolidated financial statements.

To meet its responsibility for reliable financial information, management depends on the Farm Credit Bank of Texas' (Bank) and the Association's accounting and internal control systems, which have been designed to provide reasonable, but not absolute, assurance that assets are safeguarded and transactions are properly authorized and recorded. The systems have been designed to recognize that the cost of controls must be related to the benefits derived. The consolidated financial statements are audited by PricewaterhouseCoopers LLP, independent accountants, who conduct a review of internal controls solely for the purpose of establishing a basis for reliance thereon in determining the nature, extent and timing of audit tests applied in the audit of the consolidated financial statements in accordance with auditing standards generally accepted in the United States of America. The Association is also examined by the Farm Credit Administration.

The audit committee of the board of directors has overall responsibility for the Association's systems of internal control and financial reporting. The audit committee consults regularly with management and meets periodically with the independent auditors and the internal auditors to review the scope and results of their work. The independent auditors and internal auditors have direct access to the audit committee.

The undersigned certify that we have reviewed this annual 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 or belief.



Douglas Thiessen, President/Chief Executive Officer  
March 14, 2017



James L. Bassett, Chairman, Board of Directors  
March 14, 2017



M. Scott Sellers, CPA, Sr. VP/Chief Financial Officer  
March 14, 2017



J.K. Love, CPA, Chairman, Audit Committee  
March 14, 2017

## REPORT OF AUDIT COMMITTEE

The audit committee (Committee) is composed of the entire board of directors of Alabama Ag Credit, ACA (Association). In 2016, four Committee meetings were held. The Committee oversees the scope of the Association's system of internal controls and procedures, and the adequacy of management's action with respect to recommendations arising from those auditing activities. The Committee's approved responsibilities are described more fully in the Audit Committee Charter, which is available on request or on the Association's website at AlabamaAgCredit.com. The Committee approved the appointment of PricewaterhouseCoopers LLP as independent auditors for 2016.

Management is responsible for the Association's internal controls and the preparation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America. The consolidated financial statements are prepared under the oversight of the Committee. PricewaterhouseCoopers LLP is responsible for performing an independent audit of the Association's consolidated financial statements in accordance with auditing standards generally accepted in the United States of America and for issuing a report thereon. The Committee's responsibilities include monitoring and overseeing the processes.

In this context, the Committee reviewed and discussed the Association's audited consolidated financial statements for the year ended December 31, 2016 (audited consolidated financial statements) with management and PricewaterhouseCoopers LLP. The Committee also reviews with PricewaterhouseCoopers LLP the matters required to be discussed by authoritative guidance "The Auditor's Communication With Those Charged With Governance," and both PricewaterhouseCoopers LLP and the Association's internal auditors directly provide reports on significant matters to the Committee.

The Committee discussed with PricewaterhouseCoopers LLP its independence from the Association. The Committee also reviewed the nonaudit services provided by PricewaterhouseCoopers LLP and concluded that these services were not incompatible with maintaining the independent accountant's independence. The Committee has discussed with management and PricewaterhouseCoopers LLP such other matters and received such assurances from them as the Committee deemed appropriate.

Based on the foregoing review and discussions and relying thereon, the Committee recommended that the board of directors include the audited consolidated financial statements in the Association's Annual Report to Stockholders for the year ended December 31, 2016.

### Audit Committee Members

J.K. Love, CPA, Chairman  
James L. Bassett  
Larry H. Gibson, Jr.  
W. Thomas Dozier, III  
Timothy D. Tucker  
John Carl Sanders  
Mark D. Platt  
Ray Petty

March 14, 2017

**ALABAMA AG CREDIT, ACA**

**FIVE-YEAR SUMMARY OF SELECTED CONSOLIDATED FINANCIAL DATA**  
(unaudited)  
(dollars in thousands)

	<u>2016</u>	2015	2014	2013	2012
<b><u>Balance Sheet Data</u></b>					
<u>Assets</u>					
Cash	\$ 21	\$ 11	\$ 11	\$ 12	\$ 11
Loans	<b>909,228</b>	861,660	773,697	725,592	695,196
Less: allowance for loan losses	<b>6,031</b>	5,381	4,719	3,542	4,843
Net loans	<b>903,197</b>	856,279	768,978	722,050	690,353
Investment in and receivable from the Bank	<b>17,269</b>	16,185	13,353	16,902	13,097
Other property owned, net	-	542	532	1,399	2,786
Other assets	<b>15,255</b>	13,982	12,220	9,659	8,912
Total assets	<b>\$ 935,742</b>	\$ 886,999	\$ 795,094	\$ 750,022	\$ 715,159
<u>Liabilities</u>					
Obligations with maturities of one year or less	<b>\$ 15,553</b>	\$ 14,918	\$ 14,530	\$ 15,499	\$ 11,964
Obligations with maturities greater than one year	<b>757,575</b>	717,602	634,150	595,798	572,707
Total liabilities	<b>773,128</b>	732,520	648,680	611,297	584,671
<u>Members' Equity</u>					
Capital stock and participation certificates	<b>3,914</b>	3,795	3,642	3,521	4,073
Unallocated retained earnings	<b>159,081</b>	151,072	143,465	135,313	126,993
Accumulated other comprehensive loss	<b>(381)</b>	(388)	(693)	(109)	(578)
Total members' equity	<b>162,614</b>	154,479	146,414	138,725	130,488
Total liabilities and members' equity	<b>\$ 935,742</b>	\$ 886,999	\$ 795,094	\$ 750,022	\$ 715,159
<b><u>Statement of Income Data</u></b>					
Net interest income	<b>\$ 25,406</b>	\$ 24,689	\$ 23,546	\$ 22,236	\$ 21,306
Provision for loan losses	<b>(712)</b>	(729)	(1,323)	(980)	(1,592)
Income from the Bank	<b>3,322</b>	3,216	2,883	2,879	2,807
Other noninterest income	<b>588</b>	237	1,212	514	928
Noninterest expense	<b>(12,800)</b>	(12,410)	(11,126)	(10,230)	(8,340)
Net income	<b>\$ 15,804</b>	\$ 15,003	\$ 15,192	\$ 14,419	\$ 15,109
<b><u>Key Financial Ratios for the Year</u></b>					
Return on average assets	<b>1.8%</b>	1.8%	2.0%	2.0%	2.2%
Return on average members' equity	<b>9.8%</b>	9.8%	10.4%	10.5%	11.7%
Net interest income as a percentage of average earning assets	<b>2.9%</b>	3.0%	3.2%	3.2%	3.1%
Net charge-offs (recoveries) as a percentage of average loans	<b>0.0%</b>	0.0%	0.0%	0.3%	0.2%

**ALABAMA AG CREDIT, ACA**

**FIVE-YEAR SUMMARY OF SELECTED CONSOLIDATED FINANCIAL DATA**  
**(unaudited)**  
**(dollars in thousands)**

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
<b><u>Key Financial Ratios at Year End</u></b>					
Members' equity as a percentage of total assets	<b>17.4%</b>	17.4%	18.4%	18.5%	18.2%
Debt as a percentage of members' equity	<b>475.4%</b>	474.2%	443.0%	440.7%	448.1%
Allowance for loan losses as a percentage of loans	<b>0.7%</b>	0.6%	0.6%	0.5%	0.7%
Permanent capital ratio	<b>17.0%</b>	16.9%	18.3%	18.2%	18.0%
Core surplus ratio	<b>16.6%</b>	16.5%	17.9%	17.8%	17.4%
Total surplus ratio	<b>16.6%</b>	16.5%	17.9%	17.8%	17.4%
<b><u>Net Income Distribution</u></b>					
Cash patronage paid	\$ <b>7,391</b>	\$ 7,041	\$ 6,095	\$ 5,600	\$ 5,450

## **MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**

The following commentary explains management's assessment of the principal aspects of the consolidated financial condition and results of operations of Alabama Ag Credit, ACA, including its wholly-owned subsidiaries, Alabama Ag Credit, PCA and Alabama Ag Credit, FLCA (collectively called the Association) for the years ended December 31, 2016, 2015 and 2014, and should be read in conjunction with the accompanying consolidated financial statements, which were prepared under the oversight of the Association's audit committee.

The Farm Credit Bank of Texas (Bank) and its related associations (including the Association) are collectively referred to as the Texas Farm Credit District (District). The Bank provides funding to all associations within the District and is responsible for supervising certain activities of the District associations. At December 31, 2016, the District consisted of the Bank, one Federal Land Credit Association (FLCA) and 13 Agricultural Credit Association (ACA) parent companies, which each have two wholly-owned subsidiaries, an FLCA and a Production Credit Association (PCA), operating in or servicing the states of Alabama, Louisiana, Mississippi, New Mexico and Texas.

### **Forward-Looking Information**

This annual information statement contains forward-looking statements. These statements are not guarantees of future performance and involve certain risks, uncertainties and assumptions that are difficult to predict. Words such as "anticipates," "believes," "could," "estimates," "may," "should," "will" or other variations of these terms are intended to identify the forward-looking statements. These statements are based on assumptions and analyses made in light of experience and other historical trends, current conditions and expected future developments. However, actual results and developments may differ materially from our expectations and predictions due to a number of risks and uncertainties, many of which are beyond our control. These risks and uncertainties include, but are not limited to:

- political, legal, regulatory and economic conditions and developments in the United States and abroad;
- economic fluctuations in the agricultural, rural utility, international and farm-related business sectors;
- weather-related, disease-related and other adverse climatic or biological conditions that periodically occur that impact agricultural productivity and income;
- changes in United States government support of the agricultural industry; and
- actions taken by the Federal Reserve System in implementing monetary policy.

### **Significant Events**

In March 2016, the Association paid a patronage of \$7,391,314 in cash from 2015 earnings to the Association's stockholders and in December 2016 declared another patronage of \$7,800,000 from 2016 earnings to be paid in March 2017. In December 2016 the Association received a direct loan patronage of \$3,007,126 from the Bank, representing 41 basis points on the average daily balance of the Association's direct loan with the Bank. During 2016, the Association received \$276,501 in interest credit patronage payments from the Bank, based on the Association's stock investment in the Bank. Also during 2016, the Association received a capital markets patronage of \$38,837 from the Bank, representing 75 basis points on the year's average daily balance of participations in capital markets loans with patronage commitments.

In March 2015, the Association paid a patronage of \$7,041,447 in cash from 2014 earnings to the Association's stockholders and in December 2015 declared another patronage of \$7,400,000 from 2015 earnings to be paid in March 2016. In December 2015, the Association received a direct loan patronage of \$2,917,072 from the Bank, representing 42 basis points on the average daily balance of the Association's direct loan with the Bank. During 2015, the Association received \$231,156 in interest credit patronage payments from the Bank, based on the Association's stock investment in the Bank. Also during 2015, the Association received a capital markets patronage of \$67,608 from the Bank, representing 75 basis points on the year's average daily balance of participations in capital markets loans with patronage commitments.

In March 2014, the Association paid a patronage of \$6,094,885 in cash from 2013 earnings to the Association's stockholders and in December 2014 declared another patronage of \$7,040,000 from 2014 earnings to be paid in March 2015. In December 2014, the Association received a direct loan patronage of \$2,628,544 from the Bank, representing 43 basis points on the average daily

balance of the Association’s direct loan with the Bank. During 2014, the Association received \$216,215 in interest credit patronage payments from the Bank, based on the Association’s stock investment in the Bank. Also during 2014, the Association received a capital markets patronage of \$41,411 from the Bank, representing 75 basis points on the year’s average daily balance of participations in capital markets loans with patronage commitments.

The Association has continued to provide its members with quality financial services. The board of directors and management remain committed to maintaining the financial integrity of the Association while offering competitive loan products that meet the financial needs of agricultural producers.

### Loan Portfolio

The Association makes and services loans to farmers, ranchers, rural homeowners and certain farm-related businesses. The Association’s loan volume consists of long-term farm mortgage loans, production and intermediate-term loans, and farm-related business loans. These loans are available to eligible borrowers with competitive prime- and LIBOR-based, fixed and adjustable interest rates and loan maturities ranging up to 40 years. Loans serviced by the Association offer several installment payment cycles, the timing of which usually coincides with the seasonal cash-flow capabilities of the borrower.

The Association’s loan portfolio is stated at recorded investment (principal less funds held) and consisted of 5,256 loans at December 31, 2016. Total loan volume as of December 31, 2016, 2015 and 2014 was \$909,228,070, \$861,660,052 and \$773,697,246, respectively. The principal commodities comprising the Association’s loan portfolio are timber, poultry, cattle and field crops. The composition of the Association’s loan portfolio including borrower profile, geographic distribution, commodity concentrations and asset quality, is described more fully in detailed tables in Note 3 to the financial statements, “Loans and Allowance for Loan Losses,” included in this annual report.

### Purchase and Sales of Loans

During 2016, 2015 and 2014, the Association was participating in loans with other lenders. As of December 31, 2016, 2015 and 2014, these participations totaled \$65,055,480, \$60,752,056 and \$46,394,067, or 7.2 percent, 7.1 percent and 6.0 percent of loans, respectively. Included in these amounts are participations purchased from entities outside the District of \$743,310, \$1,016,267 and \$1,674,841, or 0.1 percent, 0.1 percent and 0.2 percent of loans, respectively. The Association has also sold participations of \$4,500,000, \$10,256,532 and \$3,352,544 as of December 31, 2016, 2015 and 2014, 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, net. The following table illustrates the Association’s components and trends of high-risk assets serviced for the prior three years as of December 31:

	2016		2015		2014	
	Amount	%	Amount	%	Amount	%
Nonaccrual	\$ 7,572,261	96.1%	\$ 8,685,474	90.1%	\$ 11,566,865	91.8%
90 days past due and still accruing interest	-	0.0%	-	0.0%	58,852	0.5%
Formally restructured	308,599	3.9%	417,777	4.3%	447,430	3.5%
Other property owned, net	-	0.0%	541,945	5.6%	532,091	4.2%
Total	\$ 7,880,860	100.0%	\$ 9,645,196	100.0%	\$ 12,605,238	100.0%

At December 31, 2016, 2015 and 2014, loans that were considered impaired were \$7,880,860, \$9,103,251 and \$12,073,147, representing 0.9 percent, 1.1 percent and 1.6 percent of loan volume, respectively. Impaired loans consist of all high-risk assets except other property owned, net.

The number of nonaccrual loans decreased slightly from 2015 to 2016. As of December 31, 2015, 55 loans were classified as nonaccrual, with an average size of approximately \$158,000, with one large credit comprising 42 percent of the total. By contrast, as of December 31, 2016, 48 loans with an average balance of approximately \$158,000 were classified as nonaccrual, with one large credit comprising 45 percent of the total.

Other property owned, net decreased from seven properties owned as of December 31, 2015 to zero properties owned as of December 31, 2016.

Except for the relationship between installment due date and seasonal cash-flow capabilities of the borrower, the Association is not affected by any seasonal characteristics. The factors affecting the operations of the Association are the same factors that would affect any agricultural or rural real estate lender. To help mitigate and diversify credit risk, the Association has employed practices including obtaining credit guarantees and engaging in loan participations. The Association also has the option of securitizing loans if considered prudent to manage risk.

### Allowance for Loan Losses

The following table provides relevant information regarding the allowance for loan losses as of, or for the year ended, December 31:

	<b>2016</b>	2015	2014
Allowance for loan losses	\$ <b>6,030,593</b>	\$ 5,381,077	\$ 4,719,111
Allowance for loan losses to total loans	<b>0.7%</b>	0.6%	0.6%
Allowance for loan losses to nonaccrual loans	<b>79.6%</b>	62.0%	40.8%
Allowance for loan losses to impaired loans	<b>76.5%</b>	59.1%	39.1%
Net charge-offs to average loans	<b>0.0%</b>	0.0%	0.0%

The allowance for loan losses is maintained based upon estimates that consider the general financial strength of the agricultural economy, loan portfolio composition (including commodity and geographic concentrations), credit administration and the portfolio's prior loan loss experience. Management conducts quarterly studies of risk factors that could impact the allowance for loan losses, and additional allowances are recognized as considered necessary to reflect potential loss exposures. Based upon ongoing risk assessment and the allowance for loan losses procedures outlined above, the allowance for loan losses of \$6,030,593, \$5,381,077 and \$4,719,111 at December 31, 2016, 2015 and 2014, respectively, is considered adequate by management to compensate for inherent losses in the loan portfolio at such dates.

### Results of Operations

The Association's net income for the year ended December 31, 2016, was \$15,804,404 as compared to \$15,002,996 for the year ended December 31, 2015, reflecting an increase of \$801,408, or 5.3 percent. The Association's net income for the year ended December 31, 2014 was \$15,191,839. Net income decreased \$188,843, or 1.2 percent, in 2015 versus 2014.

Net interest income for 2016, 2015 and 2014 was \$25,405,877, \$24,689,285 and \$23,545,513, respectively, reflecting increases of \$716,592, or 2.9 percent, for 2016 versus 2015 and \$1,143,772, or 4.9 percent, for 2015 versus 2014. Net interest income is the principal source of earnings for the Association and is impacted by volume, yields on assets and cost of debt. The effects of changes in average volume and interest rates on net interest income over the past three years are presented in the following tables:

	<b>2016</b>		2015		2014	
	Average Balance	Interest	Average Balance	Interest	Average Balance	Interest
Loans	\$ <b>879,380,491</b>	\$ <b>40,610,273</b>	\$ 833,629,411	\$ 38,234,045	\$ 743,313,525	\$ 35,201,539
Interest-bearing liabilities	<b>733,576,023</b>	<b>15,204,396</b>	694,726,568	13,544,760	611,579,373	11,656,026
Impact of capital	<b>\$ 145,804,468</b>		<b>\$ 138,902,843</b>		<b>\$ 131,734,152</b>	
Net interest income		<b>\$ 25,405,877</b>		<b>\$ 24,689,285</b>		<b>\$ 23,545,513</b>

	<b>2016</b>	2015	2014
	Average Yield	Average Yield	Average Yield
Yield on loans	<b>4.62%</b>	4.59%	4.74%
Cost of interest-bearing liabilities	<b>2.07%</b>	1.95%	1.91%
Interest rate spread	<b>2.55%</b>	2.64%	2.83%
Impact of capital	<b>0.34%</b>	0.32%	0.34%
Net interest income/average earning assets	<b>2.89%</b>	2.96%	3.17%

	2016 vs. 2015			2015 vs. 2014		
	Increase (decrease) due to			Increase (decrease) due to		
	Volume	Rate	Total	Volume	Rate	Total
Interest income - loans	\$ 2,098,373	\$ 277,855	\$ 2,376,228	\$ 4,277,180	\$ (1,244,674)	\$ 3,032,506
Interest expense	757,448	902,188	1,659,636	1,584,702	304,032	1,888,734
Net interest income	<u>\$ 1,340,925</u>	<u>\$ (624,333)</u>	<u>\$ 716,592</u>	<u>\$ 2,692,477</u>	<u>\$ (1,548,705)</u>	<u>\$ 1,143,772</u>

Interest income increased by \$2,376,228, or 6.2 percent, from 2015 to 2016 primarily due to an increase in average loan volume. While yields on loans were relatively stable, the Association realized lower interest rate spreads as a result of increased competition for high-quality loans in the marketplace. The Association recognized interest income of \$134,870 from nonaccrual loans in 2016. Without the additional nonaccrual interest income, the yield on loans for 2016 would have been 4.60 percent, interest rate spread would have been 2.53 percent, and net interest income/average earning assets would have been 2.87 percent. Interest expense increased by \$1,659,636, or 12.3 percent, from 2015 to 2016 due to an increase in the average balance in those interest-bearing liabilities and an increase in the cost of funds. Loan volume, and accordingly, the direct note to the Bank, increased during the reporting period as a result of increased and focused marketing efforts by the Association and retention of a highly experienced credit staff.

The Association follows authoritative accounting guidance that requires loan origination fees and costs to be capitalized and amortized over the life of the loans as an adjustment to yield. The resulting adjustment to loan yield for 2016, 2015 and 2014 was \$19,323, \$36,801 and \$30,189, respectively.

From 2014 to 2015, the interest rate spread decreased by 19 basis points, from 2.83 percent to 2.64 percent. The primary reason for the decrease is a significant amount of foregone interest received when a large nonaccrual credit was collected in full in 2014. Without the additional nonaccrual income, the interest rate spread would have been 2.73 percent and net interest income/average earning assets would have been 3.07 percent.

Noninterest income for 2016 increased by \$457,015, or 13.2 percent, compared to 2015, due primarily to net gains on sales of acquired properties in 2016 as compared to net losses in 2015 and one large prepayment penalty received in the third quarter of 2016.

Noninterest income for 2015 decreased by \$641,885, or 15.7 percent, compared to 2014. The decrease is due primarily to net losses on sales of acquired properties in 2015 as compared to net gains in 2014. The decrease was partially offset by patronage from the Bank increasing as a result of net loan volume increasing causing the direct note to the Bank to increase as well. As noted in the "Significant Events" section above, the Bank paid a patronage of 42 basis points on the average daily balance (ADB) of the Association's direct note to the Bank, which was slightly less than the 43 basis point patronage paid in 2014.

Provisions for loan losses decreased by \$17,429, or 2.4 percent, compared to 2015. This is a result of fewer impaired loans in 2016 as compared to 2015. Provisions for loan losses decreased by \$593,345, or 44.9 percent, compared to 2014. This is a result of fewer impaired loans in 2015 as compared to 2014.

Operating expenses consist primarily of salaries and employee benefits, Insurance Fund premiums, occupancy and equipment and travel. Operating expenses increased by \$389,628, or 3.1 percent, from 2015 to 2016. The increase was primarily due to a \$305,318 increase in Insurance Fund premiums. The increase is the result of higher Insurance Fund premiums from 2015 to 2016, combined with a higher average direct note to the Bank. Insurance Fund premiums are calculated by applying the premium rate to the ADB of the Association's direct note to the Bank.

Operating expenses increased by \$1,284,075, or 11.5 percent, from 2014 to 2015. The increase was primarily due to a \$810,261 increase in salaries and employee benefits expense. Salaries and employee benefits increased primarily as a result of a larger workforce in 2015 versus 2014, coupled with normal increases in compensation rates. For further detail on the Association's employee benefit plans, see Note 2, "Summary of Significant Accounting Policies" and Note 11, "Employee Benefit Plans," to the consolidated financial statements included in this annual report.

For the year ended December 31, 2016, the Association's return on average assets (ROA) was 1.8 percent, as compared to 1.8 percent and 2.0 percent for the years ended December 31, 2015 and 2014, respectively. For the year ended December 31, 2016, the Association's return on average members' equity (ROE) was 9.8 percent, as compared to 9.8 percent and 10.4 percent for the years ended December 31, 2015 and 2014 respectively.

Because the Association depends on the Bank for funding, any significant positive or negative factors affecting the operations of the Bank would have a similar effect on the operations of the Association.

### **Liquidity and Funding Sources**

The interest rate risk inherent in the Association's loan portfolio is substantially mitigated through the funding relationship with the Bank. The Bank manages interest rate risk through its direct loan pricing and asset/liability management process.

The primary source of liquidity and funding for the Association is a direct loan from the Bank. The outstanding balance of \$756,229,685, \$716,390,864 and \$633,122,764 as of December 31, 2016, 2015 and 2014, respectively, is recorded as a liability on the Association's balance sheet. The note carried a weighted average interest rate of 2.07 percent, 1.94 percent and 1.87 percent at December 31, 2016, 2015 and 2014, respectively. The indebtedness is collateralized by a pledge of substantially all of the Association's assets to the Bank and is governed by a general financing agreement. The increase in note payable to the Bank and related accrued interest payable since December 31, 2015, is due to increased funding needs generated by growth in the Association's loan portfolio. The Association's own funds, which represent the amount of the Association's loan portfolio funded by the Association's equity, were \$153,306,943, \$145,388,802 and \$140,717,335 at December 31, 2016, 2015 and 2014, respectively. The maximum amount the Association may borrow from the Bank as of December 31, 2016, was \$914,500,081 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, 2018, 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.

The liquidity policy of the Association is to manage cash balances, to maximize debt reduction and to increase accrual loan volume. This policy will continue to be pursued during 2017. As borrower payments are received, they are applied to the Association's note payable to the Bank.

The Association will continue to fund its operations through direct borrowings from the Bank, capital surplus from prior years and borrower stock. It is management's opinion that funds available to the Association are sufficient to fund its operations for the coming year.

### **Capital Resources**

The Association's capital position remains strong, with total members' equity of \$162,614,408, \$154,479,048 and \$146,414,047 at December 31, 2016, 2015 and 2014, respectively. Under regulations governing minimum permanent capital adequacy and other capitalization issues, the Association is required to maintain a minimum adjusted permanent capital of 7.0 percent of risk-adjusted assets as defined by the Farm Credit Administration (FCA).

The permanent capital ratio measures available at-risk capital relative to risk-adjusted assets and off-balance-sheet contingencies. The ratio is an indicator of the institution's financial capacity to absorb potential losses beyond that provided in the allowance for loss accounts. The Association's permanent capital ratio at December 31, 2016, 2015 and 2014 was 17.0 percent, 16.9 percent and 18.3 percent, respectively.

The core surplus ratio measures available core surplus capital relative to risk-adjusted assets and off-balance-sheet contingencies. The ratio is an indicator of the quality of capital that exists to maintain stable earnings and financial strength. The Association's core surplus ratio at December 31, 2016, 2015 and 2014 was 16.6 percent, 16.5 percent and 17.9 percent, respectively, which is in compliance with the FCA's minimum ratio requirement of 3.5 percent.

The total surplus ratio measures available surplus capital relative to risk-adjusted assets and off-balance-sheet contingencies. The ratio is an indicator of the reserves existing to protect borrowers' investments in the Association. The Association's total surplus ratio at December 31, 2016, 2015 and 2014 was 16.6 percent, 16.5 percent and 17.9 percent, respectively, which is in compliance with the FCA's minimum ratio requirement of 7.0 percent.

On March 10, 2016, FCA approved a final rule to modify the regulatory capital requirements for System banks and associations. The stated objectives of the proposed rule are as follows:

- To modernize capital requirements while ensuring that the institutions continue to hold sufficient regulatory capital to fulfill their mission as a government-sponsored enterprise,

- To ensure that the System’s capital requirements are comparable to the Basel III framework and the standardized approach that the federal banking regulatory agencies have adopted, but also to ensure that the rules recognize the cooperative structure and the organization of the System,
- To make System regulatory capital requirements more transparent and
- To meet the requirements of section 939A of the Dodd-Frank Act.

The final rule is effective on January 1, 2017. Based on preliminary calculations, the Association expects to be in compliance with the regulatory minimum capital ratios under the final rule.

In 2016, 2015 and 2014, the Association paid patronage of \$7,391,314, \$7,041,447 and \$6,094,885, respectively, from the previous year’s earnings. In December 2016, the board of directors approved a \$7,800,000 patronage distribution to be paid in March 2017. See Note 9 to the consolidated financial statements, “Members’ Equity,” included in this annual report, for further information.

### **Relationship with the Bank**

The Association’s statutory obligation to borrow only from the Bank is discussed in Note 8 to the consolidated financial statements, “Note Payable to the Bank,” included in this annual report.

The Bank’s ability to access capital of the Association is discussed in Note 2 to the consolidated financial statements, “Summary of Significant Accounting Policies,” included in this annual report, within the section “Capital Stock Investment in the Bank.”

The Bank’s role in mitigating the Association’s exposure to interest rate risk is described in the section “Liquidity and Funding Sources” of Management’s Discussion and Analysis and in Note 8 to the consolidated financial statements, “Note Payable to the Bank,” included in this annual report.

The Bank provides computer systems to support the critical operations of all District associations. In addition, each association has operating systems and facility-based systems that are not supported by the Bank. As disclosed in Note 12 to the consolidated financial statements, “Related Party Transactions,” included in this annual report, the Bank provides many services that the Association can utilize, such as administrative, marketing, information systems and accounting services. Additionally, the Bank bills District expenses to the associations, such as the FCSIC Insurance Fund premiums.

### **Summary**

Regardless of the state of the agricultural and general economies, your Association’s board of directors and management are committed to offering their borrowers a ready source of financing at a competitive price. Your continued support will be critical to the success of this Association.



## **Report of Independent Auditors**

To the Board of Directors of Alabama Ag Credit, ACA

We have audited the accompanying consolidated financial statements of Alabama Ag Credit, ACA and its subsidiaries (the Association), which comprise the consolidated balance sheets as of December 31, 2016, 2015 and 2014, and the related consolidated statements of comprehensive income, changes in members' equity and cash flows for the years then ended.

### ***Management's Responsibility for the Consolidated Financial Statements***

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on the consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on our judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, we consider internal control relevant to the Association's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Alabama Ag Credit, ACA and its subsidiaries as of December 31, 2016, 2015 and 2014, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*PricewaterhouseCoopers LLP*

March 14, 2017

ALABAMA AG CREDIT, ACA

CONSOLIDATED BALANCE SHEET

	December 31,		
	2016	2015	2014
<b><u>Assets</u></b>			
Cash	\$ 20,897	\$ 11,448	\$ 10,551
Loans	909,228,070	861,660,052	773,697,246
Less: allowance for loan losses	6,030,593	5,381,077	4,719,111
Net loans	903,197,477	856,278,975	768,978,135
Accrued interest receivable	8,298,974	7,753,533	6,813,661
Investment in and receivable from the Bank			
Capital stock	14,615,755	13,754,660	12,177,375
Accrued patronage receivable	38,837	67,607	41,411
Other	2,613,939	2,362,849	1,135,124
Other property owned, net	-	541,945	532,091
Premises and equipment	6,505,290	5,812,914	4,952,357
Other assets	450,961	415,240	453,572
Total assets	<u>\$ 935,742,130</u>	<u>\$ 886,999,171</u>	<u>\$ 795,094,277</u>
<b><u>Liabilities</u></b>			
Note payable to the Bank	\$ 756,229,685	\$ 716,390,864	\$ 633,122,764
Accrued interest payable	1,344,893	1,211,550	1,027,084
Drafts outstanding	1,464,958	1,675,992	2,176,627
Patronage distributions payable	7,803,784	7,400,050	7,045,021
Other liabilities	6,284,402	5,841,667	5,308,734
Total liabilities	<u>773,127,722</u>	<u>732,520,123</u>	<u>648,680,230</u>
<b><u>Members' Equity</u></b>			
Capital stock and participation certificates	3,913,875	3,794,955	3,642,100
Unallocated retained earnings	159,081,109	151,071,753	143,465,233
Accumulated other comprehensive income (loss)	(380,576)	(387,660)	(693,286)
Total members' equity	<u>162,614,408</u>	<u>154,479,048</u>	<u>146,414,047</u>
Total liabilities and members' equity	<u>\$ 935,742,130</u>	<u>\$ 886,999,171</u>	<u>\$ 795,094,277</u>

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

**ALABAMA AG CREDIT, ACA**

**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

	Year Ended December 31,		
	2016	2015	2014
<b><u>Interest Income</u></b>			
Loans	\$ 40,610,273	\$ 38,234,045	\$ 35,201,539
<b><u>Interest Expense</u></b>			
Note payable to the Bank	15,204,396	13,544,760	11,656,026
Net interest income	<u>25,405,877</u>	<u>24,689,285</u>	<u>23,545,513</u>
<b><u>Provision for Loan Losses</u></b>			
Provision for loan losses	711,862	729,291	1,322,636
Net interest income after provision for losses	<u>24,694,015</u>	<u>23,959,994</u>	<u>22,222,877</u>
<b><u>Noninterest Income</u></b>			
Patronage income from the Bank	3,322,464	3,215,836	2,882,613
Loan fees	312,911	143,089	59,506
Gain (loss) on other property owned, net	83,492	(89,278)	980,249
Gain on sale of premises and equipment, net	120,841	112,920	110,431
Other noninterest income	70,694	70,820	62,473
Total noninterest income	<u>3,910,402</u>	<u>3,453,387</u>	<u>4,095,272</u>
<b><u>Noninterest Expenses</u></b>			
Salaries and employee benefits	7,819,796	7,792,621	6,982,360
Directors' expense	297,683	273,060	250,011
Purchased services	421,636	370,659	376,189
Travel	633,399	658,490	674,099
Occupancy and equipment	827,894	794,285	679,050
Communications	274,183	346,354	290,634
Advertising	301,651	292,409	275,984
Public and member relations	411,727	439,836	358,813
Supervisory and exam expense	299,512	240,719	233,246
Insurance Fund premiums	1,269,248	963,930	791,211
Other noninterest expense	243,284	238,022	214,713
Total noninterest expenses	<u>12,800,013</u>	<u>12,410,385</u>	<u>11,126,310</u>
<b>NET INCOME</b>	<u>15,804,404</u>	<u>15,002,996</u>	<u>15,191,839</u>
Other comprehensive income:			
Change in postretirement benefit plans	7,084	305,626	(584,357)
<b>COMPREHENSIVE INCOME</b>	<u>\$ 15,811,488</u>	<u>\$ 15,308,622</u>	<u>\$ 14,607,482</u>

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

ALABAMA AG CREDIT, ACA

CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY

	<u>Capital Stock/ Participation Certificates</u>	<u>Unallocated Retained Earnings</u>	<u>Other Comprehensive Income (Loss)</u>	<u>Total Members' Equity</u>
Balance at December 31, 2013	\$ 3,521,035	\$ 135,313,229	\$ (108,929)	\$ 138,725,335
Net income	-	15,191,839	-	15,191,839
Other comprehensive income	-	-	(584,357)	(584,357)
Capital stock/participation certificates issued	492,795	-	-	492,795
Capital stock/participation certificates retired	(371,730)	-	-	(371,730)
Patronage dividends:				
Cash	-	(7,040,000)	-	(7,040,000)
Change in patronage declared and paid	-	165	-	165
Balance at December 31, 2014	<u>3,642,100</u>	<u>143,465,233</u>	<u>(693,286)</u>	<u>146,414,047</u>
Net income	-	15,002,996	-	15,002,996
Other comprehensive income	-	-	305,626	305,626
Capital stock/participation certificates issued	526,325	-	-	526,325
Capital stock/participation certificates retired	(373,470)	-	-	(373,470)
Patronage dividends:				
Cash	-	(7,400,000)	-	(7,400,000)
Change in patronage declared and paid	-	3,524	-	3,524
Balance at December 31, 2015	<u>3,794,955</u>	<u>151,071,753</u>	<u>(387,660)</u>	<u>154,479,048</u>
Net income	-	15,804,404	-	15,804,404
Other comprehensive income	-	-	7,084	7,084
Capital stock/participation certificates issued	539,345	-	-	539,345
Capital stock/participation certificates retired	(420,425)	-	-	(420,425)
Patronage dividends:				
Cash	-	(7,800,000)	-	(7,800,000)
Change in patronage declared and paid	-	4,952	-	4,952
<b>Balance at December 31, 2016</b>	<b><u>\$ 3,913,875</u></b>	<b><u>\$ 159,081,109</u></b>	<b><u>\$ (380,576)</u></b>	<b><u>\$ 162,614,408</u></b>

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

**ALABAMA AG CREDIT, ACA**

**CONSOLIDATED STATEMENT OF CASH FLOWS**

	Year Ended December 31,		
	2016	2015	2014
<b>Cash flows from operating activities:</b>			
Net income	\$ 15,804,404	\$ 15,002,996	\$ 15,191,839
Adjustments to reconcile net income to net cash provided by operating activities:			
Provision for loan losses	711,862	729,291	1,322,636
Provision for acquired property	(100,600)	100,600	-
Loss (gain) on sale of other property owned, net	45,802	1,440	(956,027)
Depreciation and amortization	499,846	480,918	445,950
Gain on sale of premises and equipment, net	(120,841)	(112,920)	(110,431)
Increase in accrued interest receivable	(545,441)	(939,872)	(747,512)
(Increase) decrease in other receivables from the Bank	(222,320)	(1,253,921)	4,179,441
(Increase) decrease in other assets	(35,721)	38,331	(44,550)
Increase in accrued interest payable	133,343	184,466	60,225
Increase in other liabilities	419,331	790,429	391,668
Net cash provided by operating activities	<u>16,589,665</u>	<u>15,021,758</u>	<u>19,733,239</u>
<b>Cash flows from investing activities:</b>			
Increase in loans, net	(47,937,337)	(89,680,554)	(49,218,386)
Cash recoveries of loans previously charged off	21,738	435,858	121,618
Purchase of capital stock in the Bank	(861,095)	(1,577,285)	(630,085)
Purchases of premises and equipment	(1,340,618)	(1,387,679)	(2,233,854)
Proceeds from sales of premises and equipment	288,560	195,926	159,829
Proceeds from sales of other property owned	893,143	1,114,000	2,638,652
Net cash used in investing activities	<u>(48,935,609)</u>	<u>(90,899,734)</u>	<u>(49,162,226)</u>

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

**ALABAMA AG CREDIT, ACA**

**CONSOLIDATED STATEMENT OF CASH FLOWS**

	Year Ended December 31,		
	2016	2015	2014
<b>Cash flows from financing activities:</b>			
Net draws on note payable to the Bank	39,838,821	83,268,100	38,291,416
Decrease in drafts outstanding	(211,034)	(500,635)	(2,889,787)
Issuance of capital stock and participation certificates	539,345	526,325	492,795
Retirement of capital stock and participation certificates	(420,425)	(373,470)	(371,730)
Cash dividends paid	(7,391,314)	(7,041,447)	(6,094,885)
Net cash provided by financing activities	32,355,393	75,878,873	29,427,809
Net increase (decrease) in cash	9,449	897	(1,178)
Cash at the beginning of the year	11,448	10,551	11,729
Cash at the end of the year	\$ 20,897	\$ 11,448	\$ 10,551
 <b>Supplemental schedule of noncash investing and financing activities:</b>			
Loans transferred to other property owned	\$ 296,400	\$ 1,225,894	\$ 815,801
Loans charged off	53,596	455,053	266,934
Patronage distributions declared	7,800,000	7,400,000	7,040,000
Change in AOCI	(7,084)	(305,626)	584,537
 <b>Supplemental cash information:</b>			
Cash paid during the year for:			
Interest	\$ 15,376,163	\$ 13,523,919	\$ 11,595,801

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

**ALABAMA AG CREDIT, ACA**  
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**NOTE 1 — ORGANIZATION AND OPERATIONS**

- A. Organization: Alabama Ag Credit, ACA, including its wholly-owned subsidiaries, Alabama Ag Credit, PCA and Alabama Ag Credit, FLCA (collectively called the Association) is a member-owned cooperative which provides credit and credit-related services to, or for the benefit of, eligible borrowers/stockholders for qualified agricultural purposes in the counties of Autauga, Baldwin, Barbour, Bibb, Bullock, Butler, Chambers, Chilton, Choctaw, Clarke, Coffee, Conecuh, Coosa, Covington, Crenshaw, Dale, Dallas, Elmore, Escambia, Geneva, Greene, Hale, Henry, Houston, Lee, Lowndes, Macon, Marengo, Mobile, Monroe, Montgomery, Perry, Pickens, Pike, Russell, Sumter, Tallapoosa, Tuscaloosa, Washington and Wilcox in the state of Alabama.

The Association is a lending institution of the Farm Credit System (System), a nationwide system of cooperatively owned banks and associations that was established by Acts of Congress to meet the credit needs of American agriculture and is subject to the provisions of the Farm Credit Act of 1971, as amended (Act). At December 31, 2016, the System consisted of three Farm Credit Banks (FCBs) and their affiliated associations, one Agricultural Credit Bank (ACB) and its affiliated associations, the Federal Farm Credit Banks Funding Corporation (Funding Corporation) and various service and other organizations.

The Farm Credit Bank of Texas (Bank) and its related associations (including the Association) are collectively referred to as the Texas Farm Credit District (District). The Bank provides funding to all associations within the District and is responsible for supervising certain activities of the District associations. At December 31, 2016, the District consisted of the Bank, one FLCA and 13 ACA parent companies, which have two wholly-owned subsidiaries, an FLCA and a PCA, operating in or servicing the states of Alabama, Louisiana, Mississippi, New Mexico and Texas. ACA parent companies provide financing and related services through their FLCA and PCA subsidiaries. The FLCA makes secured long-term agricultural real estate and rural home mortgage loans. The PCA makes short- and intermediate-term loans for agricultural production or operating purposes.

The Farm Credit Administration (FCA) is delegated authority by Congress to regulate the System banks and associations. The FCA examines the activities of System associations to ensure their compliance with the Farm Credit Act, FCA regulations, and safe and sound banking practices.

The Act established the Farm Credit System Insurance Corporation (FCSIC) to administer the Farm Credit Insurance Fund (Insurance Fund). The Insurance Fund is required to be used (1) to ensure the timely payment of principal and interest on Systemwide debt obligations, (2) to ensure the retirement of protected borrower capital at par or stated value and (3) for other specified purposes. The Insurance Fund is also available for the discretionary uses by the FCSIC of providing assistance to certain troubled System institutions and to cover the operating expenses of the FCSIC. Each System bank has been required to pay premiums, which may be passed on to the associations, into the Insurance Fund, based on its annual average adjusted outstanding insured debt until the monies in the Insurance Fund reach the “secure base amount,” which is defined in the Farm Credit Act as 2.0 percent of the aggregate insured obligations (adjusted to reflect the reduced risk on loans or investments guaranteed by federal or state governments) or other such percentage of the aggregate obligations as the Insurance Corporation in its sole discretion determines to be actuarially sound. When the amount in the Insurance Fund exceeds the secure base amount, the FCSIC is required to reduce premiums as necessary to maintain the Insurance Fund at the 2 percent level. As required by the Act, the FCSIC may return excess funds above the secure base amount to System institutions.

FCA regulations require borrower information to be held in strict confidence by Farm Credit institutions, their directors, officers and employees. Directors and employees of Farm Credit institutions are prohibited, except under specified circumstances, from disclosing nonpublic personal information about members.

- B. Operations: The Act sets forth the types of authorized lending activity, persons eligible to borrow and financial services that can be offered by the Association. The Association is authorized to provide, either directly or in participation with other lenders, credit, credit commitments and related services to eligible borrowers. Eligible borrowers include farmers, ranchers, producers or harvesters of aquatic products, rural residents and farm-related businesses. The Association makes and services short- and intermediate-term loans for agricultural production or operating purposes, and secured long-term real estate mortgage loans, with funding from the Bank.

The Association also serves as an intermediary in offering credit life and term life insurance to borrowers.

The Association's financial condition may be affected by factors that affect the Bank. The financial condition and results of operations of the Bank may materially affect stockholders' investments in the Association. Upon request, stockholders of the Association will be provided with the District's Annual Report to Stockholders, which includes the combined financial statements of the Bank and all of the District associations. The District's annual report discusses the material aspects of the financial condition, changes in financial condition, and results of operations for the Bank and the District. In addition, the District's annual report identifies favorable and unfavorable trends, significant events, uncertainties and the impact of activities of the Insurance Fund.

The lending and financial services offered by the Bank are described in Note 1, "Organization and Operations," of the District's annual report to stockholders.

## **NOTE 2 — SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting and reporting policies of the Association conform to accounting principles generally accepted in the United States of America (GAAP) and prevailing practices within the banking industry. The preparation of consolidated financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Significant estimates are discussed in these footnotes, as applicable. Actual results could differ from those estimates. Certain amounts in prior years' consolidated financial statements have been reclassified to conform to current financial statement presentation. The consolidated financial statements include the accounts of Alabama Ag Credit, PCA and Alabama Ag Credit, FLCA. All significant intercompany transactions have been eliminated in consolidation.

- A. Recently Issued or Adopted Accounting Pronouncements: In June 2016, the Financial Accounting Standards Board (FASB) issued guidance entitled "Measurement of Credit Losses on Financial Instruments." The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to available-for-sale securities would also be recorded through an allowance for credit losses. For public business entities that are not U.S. Securities and Exchange Commission filers this guidance becomes effective for interim and annual periods beginning after December 15, 2020, with early application permitted. The Association is currently evaluating the impact of adoption on its financial condition and results of operations.

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association is currently evaluating the impact of adoption on its financial condition and results of operations.

In January 2016, the FASB issued guidance entitled "Recognition and Measurement of Financial Assets and Liabilities." The guidance affects, among other things, the presentation and disclosure requirements for financial instruments. For public entities, the guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments carried at amortized cost. This guidance becomes effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance is not expected to impact the Association's financial condition or its results of operations.

In August 2014, the FASB issued guidance entitled "Presentation of Financial Statements — Going Concern." The guidance governs management's responsibility to evaluate whether there is substantial doubt about an entity's ability to continue as a going concern and to provide related footnote disclosures. This guidance requires management to perform interim and annual assessments of an entity's ability to continue as a going concern within one year after the date the financial statements are issued or within one year after the financial statements are available to be issued, when applicable. Substantial doubt exists if it is probable that the entity will be unable to meet its obligations for the assessed period. This guidance becomes effective for interim and annual periods ending after December 15, 2016, and early application is permitted. The Association adopted this guidance in the fourth quarter of 2016 and management made its initial assessment as of December 31, 2016.

In May 2014, the FASB issued guidance entitled, "Revenue from Contracts with Customers." The guidance governs revenue recognition from contracts with customers and requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the

FASB are excluded from the scope of this new revenue recognition guidance. In this regard, a majority of our contracts would be excluded from the scope of this new guidance. In August 2015, the FASB issued an update that defers this guidance by one year, which results in the new revenue standard becoming effective for interim and annual reporting periods beginning after December 15, 2017. The Association is in the process of reviewing contracts to determine the effect, if any, on their financial condition or results of operations.

- B. Cash and Cash Equivalents: Cash and cash equivalents, as included in the statement of cash flows, represent cash on hand and on deposit at local banks.
- C. Loans and Allowance for Loan Losses: Long-term real estate mortgage loans generally have original maturities ranging from five to 40 years. Substantially all short- and intermediate-term loans for agricultural production or operating purposes have maturities of 10 years or less.

Loans are carried at their principal amount outstanding adjusted for charge-offs and deferred loan fees or costs. Interest on loans is accrued and credited to interest income based upon the daily principal amount outstanding. Authoritative accounting guidance requires loan origination fees and direct loan origination costs, if material, to be capitalized and the net fee or cost to be amortized over the life of the related loan as an adjustment to yield.

Impaired loans are loans for which it is probable that not all principal and interest will be collected according to the contractual terms of the loan and are generally considered substandard or doubtful, which is in accordance with the loan rating model, as described below. Impaired loans include nonaccrual loans, restructured loans, and loans past due 90 days or more and still accruing interest. 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 formally restructured or until the entire amount past due, including principal, accrued interest and penalty interest incurred as a result of past-due status, is collected or otherwise discharged in full.

Impaired 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) or circumstances indicate that collection of principal and/or interest is in doubt. Additionally, all loans over 180 days past due are placed in nonaccrual status. When a loan is placed in nonaccrual status, accrued interest deemed uncollectible is either 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.

A restructured loan constitutes a troubled debt restructuring (TDR) if for economic or legal reasons related to the debtor's financial difficulties the Association grants a concession to the debtor that it would not otherwise consider. A concession is generally granted in order to minimize the Association's economic loss and avoid foreclosure. Concessions vary by program and are borrower-specific and may include interest rate reductions, term extensions, payment deferrals or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. A loan restricted in a troubled debt restructuring is an impaired loan.

Payments received on nonaccrual loans are generally applied to the recorded investment in the loan asset. If collection of the recorded investment in the loan is fully expected and the loan does not have a remaining unrecovered prior charge-off associated with it, the interest portion of payments is recognized as current interest income. Nonaccrual loans may be returned to accrual status when principal and interest are current, the borrower has demonstrated payment performance, there are no unrecovered prior charge-offs, and collection of future payments is no longer in doubt. 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 is first recorded as interest income until such time as the recorded balance equals the contractual indebtedness of the borrower.

The Bank and related associations use a two-dimensional loan rating model based on an internally generated combined system risk-rating guidance that incorporates a 14-point risk-rating scale to identify and track the probability of borrower default and a separate scale addressing loss given default over a period of time. Probability of default is the probability that a borrower will experience a default within 12 months from the date of the determination of the risk rating. 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 is past due more than 90 days. The loss given default is management's estimate as to the anticipated economic loss on a specific loan, assuming default has occurred or is expected to occur within the next 12 months.

Each of the probability of default categories carries a distinct percentage of default probability. The 14-point risk-rating scale provides for granularity of the probability of default, especially in the acceptable ratings. There are nine acceptable categories that range from a borrower of the highest quality to a borrower of minimally acceptable quality. The probability of default

between 1 and 9 is very narrow and would reflect almost no default to a minimal default percentage. The probability of default grows more rapidly as a loan moves from a “9” to other assets especially mentioned (OAEM) and grows significantly as a loan moves to a substandard-viable level. A substandard-nonviable rating indicates that the probability of default is almost certain.

The credit risk-rating methodology is a key component of the Association’s allowance for loan losses evaluation, and is generally incorporated into its loan underwriting standards and internal lending limit. The allowance for loan losses is maintained at a level considered adequate by management to provide for probable losses inherent in the loan portfolio. The allowance is based on a periodic evaluation of the loan portfolio by management in which numerous factors are considered, including economic conditions, loan portfolio composition, collateral value, portfolio quality, current production conditions and prior loan loss experience. It is based on estimates, appraisals and evaluations of loans which, by their nature, contain elements of uncertainty and imprecision. The possibility exists that changes in the economy and its impact on borrower repayment capacity will cause these estimates, appraisals and evaluations to change over time. Accordingly, actual circumstances could vary significantly from the Association’s expectations and predictions of these circumstances.

The allowance for loan losses includes components for loans individually evaluated for impairment and loans collectively evaluated for impairment. Generally, for loans individually evaluated, the allowance for loan losses represents the difference between the recorded investment in the loan and the present value of the cash flows expected to be collected, discounted at the loan’s effective interest rate, or at the fair value of the collateral, less estimated costs to sell, if the loan is collateral-dependent. For those loans collectively evaluated for impairment, the allowance for loan losses is determined using the risk-rating model.

- D. **Capital Stock Investment in the Bank:** The Association’s investment in the Bank is in the form of Class A voting capital stock. This investment is adjusted periodically based on the Association’s proportional utilization of the Bank compared to other District associations. The Bank requires a minimum stock investment of 2 percent of the Association’s average borrowing from the Bank. This investment is carried at cost in the accompanying consolidated balance sheet.

If needed to meet regulatory capital adequacy requirements, the board of directors of the Bank may increase the percentage of stock held by an association from 2 percent of the average outstanding balance of borrowings from the Bank to a maximum of 5 percent of the average outstanding balance of borrowings from the Bank.

- E. **Other Property Owned, Net:** Other property owned, net, consists of real and personal property acquired through foreclosure or deed in lieu of foreclosure, and is recorded at fair value less estimated selling costs upon acquisition. Any initial reduction in the carrying amount of a loan to the fair value of the collateral received is charged to the allowance for loan losses. On at least an annual basis, revised estimates to the fair value less cost to sell are reported as adjustments to the carrying amount of the asset, provided that such adjusted value is not in excess of the carrying amount at acquisition. Income and expenses from operations and carrying value adjustments are included in net gains (losses) on other property owned in the statements of comprehensive income.
- F. **Premises and Equipment:** Premises and equipment are carried at cost less accumulated depreciation. Land is carried at cost. Depreciation is provided on the straight-line method using estimated useful lives of the assets. Gains and losses on dispositions are reflected in current operations. Maintenance and repairs are charged to operating expense, and improvements are capitalized.
- G. **Advance Conditional Payments:** The Association is authorized under the Act to accept advance payments from borrowers. To the extent that the borrower’s access to such funds is restricted, the advance conditional payments are netted against the borrower’s related loan balance. Amounts in excess of the related loan balance and amounts to which the borrower has unrestricted access are presented as liabilities in the accompanying consolidated balance sheet. Advance conditional payments are not insured. Interest is generally paid by the Association on such accounts at rates established by the board of directors. The Association had advance conditional payments of \$15,925,764, \$18,658,291 and \$15,083,927 at December 31, 2016, 2015 and 2014, respectively, all of which was restricted and therefore was all netted against the related loan balances in the balance sheet.
- H. **Employee Benefit Plans:** Employees of the Association participate in either the District defined benefit retirement plan (DB plan) or the defined contribution plan (DC plan). All eligible employees may participate in the Farm Credit Benefits Alliance 401(k) Plan. Also, the Association sponsors a non-qualified defined contribution 401(k) plan. The DB plan is closed to new participants. Participants generally include employees hired prior to January 1, 1996. The DB plan is noncontributory and provides benefits based on salary and years of service. The “projected unit credit” actuarial method is used for financial reporting and funding purposes for the DB plan.

Participants in the DC plan generally include employees who elected to transfer from the DB plan prior to January 1, 1996, and employees hired on or after January 1, 1996. Participants in the DC plan direct the placement of their employers' contributions (5 percent of eligible pay for the year ended December 31, 2016) made on their behalf into various investment alternatives. Association DC plan costs are expensed as incurred.

The structure of the District's DB plan is characterized as multi-employer, since neither the assets, liabilities nor costs of the plan are segregated or separately accounted for by the associations. No portion of any surplus assets is available to the associations, nor are the associations required to pay for plan liabilities upon withdrawal from the plans. As a result, the associations recognize as pension cost the required contribution to the plans for the year. Contributions due and unpaid are recognized as a liability.

The Association also participates in the Farm Credit Benefits Alliance 401(k) Plan, which requires the associations to match 100 percent of employee contributions up to 3 percent of eligible earnings, and to match 50 percent of employee contributions for the next 2 percent of employee contributions, up to a maximum employer contribution of 4 percent of eligible earnings. Association 401(k) plan costs are expensed as incurred.

In addition to the DB plan, the DC plan, and the Farm Credit Benefits Alliance 401(k) Plan, the Association sponsors a defined contribution supplemental retirement plan. This plan is a nonqualified 401(k) plan. Therefore, the associated liabilities are included in the Association's consolidated balance sheet in other liabilities.

In addition to pension benefits, the Association provides certain health care and life insurance benefits to qualifying retired employees (other postretirement benefits). These benefits are not characterized as multi-employer and, consequently, the liability for these benefits is included in other liabilities. For further information on the Association's employee benefit plans, see Note 11, "Employee Benefit Plans."

- I. **Income Taxes:** The ACA holding company conducts its business activities through two wholly-owned subsidiaries. Long-term mortgage lending activities are operated through the wholly-owned FLCA subsidiary, which is exempt from federal and state income tax. Short- and intermediate-term lending activities are operated through the wholly-owned PCA subsidiary. Operating expenses are allocated to each subsidiary based on estimated relative service. All significant transactions between the subsidiaries and the parent company have been eliminated in consolidation. The ACA, along with the PCA subsidiary, is subject to income tax. The Association is eligible to operate as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, the Association can exclude from taxable income amounts distributed as qualified patronage refunds in the form of cash, stock or allocated retained earnings. Provisions for income taxes are made only on those earnings that will not be distributed as qualified patronage refunds. The Association distributes patronage on the basis of book income. Deferred taxes are recorded on the tax effect of all temporary differences based on the assumption that such temporary differences are retained by the institution 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 (over 50 percent probability), based on management's estimate, that they will not be realized. The consideration of valuation allowances involves various estimates and assumptions as to future taxable earnings, including the effects of the Association's expected patronage program, which reduces taxable earnings.
- J. **Patronage Refunds From the Farm Credit Bank of Texas:** The Association records patronage refunds from the Bank on an accrual basis.
- K. **Fair Value Measurement:** The FASB guidance defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. It describes three levels of inputs that may be used to measure fair value:

Level 1 — Quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets and liabilities include debt and equity securities and derivative contracts that are traded in an active exchange market, as well as certain U.S. Treasury, other U.S. government and agency mortgage-backed debt securities that are highly liquid and are actively traded in over-the-counter markets. Also included in Level 1 are assets held in trust funds, which relate to deferred compensation and our supplemental retirement plan. The trust funds include investments that are actively traded and have quoted net asset values that are observable in the marketplace. Pension plan assets that are invested in equity securities, including mutual funds and fixed-income securities that are actively traded, are also included in Level 1.

Level 2 — Observable inputs other than quoted prices included within Level 1 that are observable for the asset or liability either directly or indirectly. Level 2 inputs include the following: (a) quoted prices for similar assets or liabilities in active

markets; (b) quoted prices for identical or similar assets or liabilities in markets that are not active so that they are traded less frequently than exchange-traded instruments, the prices are not current or principal market information is not released publicly; (c) inputs other than quoted prices that are observable such as interest rates and yield curves, prepayment speeds, credit risks and default rates; and (d) inputs derived principally from or corroborated by observable market data by correlation or other means. This category generally includes certain U.S. government and agency mortgage-backed debt securities, corporate debt securities, and derivative contracts. Pension plan assets that are derived from observable inputs, including corporate bonds and mortgage-backed securities, are reported in Level 2.

Level 3 — Unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities are considered Level 3. These unobservable inputs reflect the reporting entity’s own assumptions about assumptions that market participants would use in pricing the asset or liability. Level 3 assets and liabilities include financial instruments whose value is determined using pricing models, discounted cash flow methodologies or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. This category generally includes certain private equity investments, retained residual interests in securitizations, asset-backed securities, highly structured or long-term derivative contracts, certain loans and other property owned. Pension plan assets such as certain mortgage-backed securities that are supported by little or no market data in determining the fair value are included in Level 3.

The fair value disclosures are presented in Note 13, “Fair Value Measurements.”

- L. Off-Balance-Sheet Credit Exposures: Commitments to extend credit are agreements to lend to customers, generally having fixed expiration dates or other termination clauses that may require payment of a fee. Commercial letters of credit are conditional commitments issued to guarantee the performance of a customer to a third party. These letters of credit are issued to facilitate commerce and typically result in the commitment being funded when the underlying transaction is consummated between the customer and third party. The credit risk associated with commitments to extend credit and commercial letters of credit is essentially the same as that involved with extending loans to customers and is subject to normal credit policies. Collateral may be obtained based on management’s assessment of the customer’s creditworthiness.

### NOTE 3 — LOANS AND ALLOWANCE FOR LOAN LOSSES

A summary of loans as of December 31 follows:

Loan Type	2016		2015		2014	
	Amount	%	Amount	%	Amount	%
Real estate mortgage	\$ 760,406,038	83.6%	\$ 721,039,611	83.7%	\$ 661,884,205	85.5%
Production and intermediate term	89,146,757	9.8%	85,015,442	9.9%	57,170,127	7.4%
Agribusiness:						
Loans to cooperatives	2,616,428	0.3%	2,066,798	0.2%	2,266,193	0.3%
Processing and marketing	39,337,878	4.3%	32,790,793	3.8%	33,223,778	4.3%
Farm-related business	719,697	0.1%	3,471,484	0.4%	3,684,628	0.5%
Communication	2,835,155	0.3%	1,524,369	0.2%	1,618,726	0.2%
Water and waste water	-	0.0%	317,579	0.0%	470,960	0.1%
Rural residential real estate	14,166,117	1.6%	15,433,976	1.8%	13,378,629	1.7%
Total	\$ 909,228,070	100.0%	\$ 861,660,052	100.0%	\$ 773,697,246	100.0%

The Association may purchase or sell participation interests with other parties in order to diversify risk, manage loan volume and comply with FCA regulations. The following table presents information regarding participations purchased and sold as of December 31, 2016:

	Other Farm Credit Institutions		Non-Farm Credit Institutions		Total	
	Participations	Participations	Participations	Participations	Participations	Participations
	Purchased	Sold	Purchased	Sold	Purchased	Sold
Real estate mortgage	\$ 9,971,252	\$ 4,500,000	\$ -	\$ -	\$ 9,971,252	\$ 4,500,000
Production and intermediate term	12,254,610	-	-	-	12,254,610	-
Agribusiness	39,994,463	-	-	-	39,994,463	-
Communication	2,835,155	-	-	-	2,835,155	-
Total	<u>\$ 65,055,480</u>	<u>\$ 4,500,000</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 65,055,480</u>	<u>\$ 4,500,000</u>

Geographic Distribution: Distribution is based on collateral location.

County	2016	2015	2014
Dallas	5.0%	4.3%	4.1%
Dale	4.3%	3.7%	3.9%
Coffee	3.9%	4.1%	4.0%
Baldwin	3.8%	3.8%	3.5%
Bullock	3.8%	2.3%	2.7%
Henry	3.6%	3.3%	3.5%
Marengo	3.5%	3.7%	3.0%
Montgomery	3.4%	3.8%	3.8%
Houston	3.3%	3.5%	3.8%
Monroe	3.1%	3.8%	4.2%
Crenshaw	3.1%	2.8%	3.1%
Macon	2.8%	3.0%	3.3%
Lowndes	2.8%	3.1%	3.4%
Pike	2.7%	2.9%	3.1%
Barbour	2.7%	2.7%	3.2%
Mobile	2.6%	2.7%	2.8%
Geneva	2.5%	3.8%	2.9%
Tuscaloosa	2.4%	2.4%	2.7%
Autauga	2.1%	2.2%	2.1%
Greene	2.0%	1.9%	1.9%
Elmore	2.0%	1.8%	1.8%
Butler	1.9%	1.9%	1.1%
Lee	1.9%	1.5%	2.0%
Hale	1.6%	1.3%	1.2%
Russell	1.6%	1.6%	1.8%
Covington	1.5%	1.5%	1.6%
Washington	1.5%	1.6%	2.0%
Wilcox	1.4%	1.3%	1.4%
Perry	1.4%	1.6%	1.7%
Chambers	1.4%	1.4%	1.4%
Sumter	1.3%	1.4%	1.3%
Chilton	1.3%	1.3%	1.5%
Pickens	1.3%	1.5%	1.3%
Tallapoosa	1.1%	0.9%	1.0%
Escambia	1.1%	1.6%	1.5%
Conecuh	1.0%	1.1%	1.3%
Other Counties	3.8%	3.9%	4.1%
Other States	9.5%	9.0%	7.0%
<b>Totals</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

The Association's concentration of credit risk in various agricultural commodities is shown in the following table. While the amounts represent the Association's maximum potential credit risk as it relates to recorded loan principal, a substantial portion of the Association's lending activities is collateralized, and the Association's exposure to credit loss associated with lending activities is reduced accordingly. An estimate of the Association's credit risk exposure is considered in the determination of the allowance for loan losses.

Operation/Commodity	2016		2015		2014	
	Amount	%	Amount	%	Amount	%
Timber	458,848,814	50.5%	424,263,744	49.1%	410,449,089	53.0%
Poultry and eggs	113,502,363	12.5%	96,528,758	11.2%	80,064,987	10.3%
Livestock, except dairy and poultry	111,765,987	12.3%	109,347,074	12.7%	93,281,689	12.1%
Field crops	94,349,959	10.4%	100,857,845	11.7%	95,552,072	12.4%
Rural home loans	20,669,325	2.3%	18,238,724	2.1%	16,251,994	2.1%
Animal specialties	20,383,695	2.2%	16,900,809	2.0%	14,436,071	1.9%
Food and kindred products	20,036,326	2.2%	15,256,759	1.8%	16,707,047	2.2%
Cotton	14,956,496	1.6%	14,337,663	1.7%	15,593,427	2.0%
Other	54,715,105	6.0%	65,928,676	7.7%	31,360,870	4.0%
Total	<b>\$ 909,228,070</b>	<b>100.0%</b>	<b>\$ 861,660,052</b>	<b>100.0%</b>	<b>\$ 773,697,246</b>	<b>100.0%</b>

The amount of collateral obtained, if deemed necessary upon extension of credit, is based on management's credit evaluation of the borrower. Collateral held varies but typically includes farmland and income-producing property, such as crops and livestock, as well as receivables. Long-term real estate loans are secured by the first liens on the underlying real property. Federal regulations state that long-term real estate loans are not to exceed 85 percent (or 97 percent if guaranteed by a government agency) of the property's appraised value. However, a decline in a property's market value subsequent to loan origination or advances, or other actions necessary to protect the financial interest of the Association in the collateral, may result in the loan-to-value ratios in excess of the regulatory maximum.

Nonperforming assets (including related accrued interest) and related credit quality statistics are as follows:

	December 31, 2016	December 31, 2015	December 31, 2014
<b>Nonaccrual loans:</b>			
Real estate mortgage	\$ 6,310,244	\$ 7,554,697	\$ 10,093,547
Production and intermediate term	1,129,050	971,708	1,365,338
Agribusiness	42,043	51,909	-
Rural residential real estate	90,924	107,160	107,980
Total nonaccrual loans	<b>7,572,261</b>	<b>8,685,474</b>	<b>11,566,865</b>
<b>Accruing restructured loans:</b>			
Real estate mortgage	308,599	417,777	447,430
Total accruing restructured loans	<b>308,599</b>	<b>417,777</b>	<b>447,430</b>
<b>Accruing loans 90 days or more past due:</b>			
Real estate mortgage	-	-	58,852
Total accruing loans 90 days or more past due	-	-	58,852
Total nonperforming loans	<b>7,880,860</b>	<b>9,103,251</b>	<b>12,073,147</b>
Other property owned	-	541,945	532,091
Total nonperforming assets	<b>\$ 7,880,860</b>	<b>\$ 9,645,196</b>	<b>\$ 12,605,238</b>

One credit quality indicator utilized by the Bank and the Association is the FCA's Uniform Loan Classification System that categorizes loans into five categories. The categories are defined as follows:

- Acceptable – assets are expected to be fully collectible and represent the highest quality,
- OAEM – assets are currently collectible but exhibit some potential weakness,
- Substandard – assets exhibit some serious weakness in repayment capacity, equity and/or collateral pledged on the loan,
- Doubtful – assets exhibit similar weaknesses to substandard assets; however, doubtful assets have additional weaknesses in existing factors, conditions and values that make collection in full highly questionable, and
- Loss – assets are considered uncollectible.

The following table shows loans and related accrued interest classified under the Farm Credit Administration's Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable by loan type as of December 31:

	<u>2016</u>		<u>2015</u>		<u>2014</u>
Real estate mortgage					
Acceptable	<b>98.0</b>	%	97.8	%	97.0
OAEM	<b>0.9</b>		0.8		0.7
Substandard/doubtful	<b>1.1</b>		1.4		2.3
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Production and intermediate term					
Acceptable	<b>98.3</b>		97.9		95.6
OAEM	<b>0.3</b>		0.1		0.0
Substandard/doubtful	<b>1.4</b>		2.0		4.4
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Loans to cooperatives					
Acceptable	<b>100.0</b>		100.0		100.0
OAEM	<b>0.0</b>		0.0		0.0
Substandard/doubtful	<b>0.0</b>		0.0		0.0
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Processing and marketing					
Acceptable	<b>100.0</b>		100.0		100.0
OAEM	<b>0.0</b>		0.0		0.0
Substandard/doubtful	<b>0.0</b>		0.0		0.0
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Farm-related business					
Acceptable	<b>94.2</b>		98.5		100.0
OAEM	<b>0.0</b>		0.0		0.0
Substandard/doubtful	<b>5.8</b>		1.5		0.0
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Communication					
Acceptable	<b>100.0</b>		100.0		100.0
OAEM	<b>0.0</b>		0.0		0.0
Substandard/doubtful	<b>0.0</b>		0.0		0.0
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Water and waste water					
Acceptable	<b>0.0</b>		100.0		100.0
OAEM	<b>0.0</b>		0.0		0.0
Substandard/doubtful	<b>0.0</b>		0.0		0.0
	<u><b>0.0</b></u>		<u>100.0</u>		<u>100.0</u>
Rural residential real estate					
Acceptable	<b>99.1</b>		98.7		96.5
OAEM	<b>0.2</b>		0.2		1.9
Substandard/doubtful	<b>0.6</b>		1.1		1.6
	<u><b>100.0</b></u>		<u>100.0</u>		<u>100.0</u>
Total Loans					
Acceptable	<b>98.1</b>		97.9		97.1
OAEM	<b>0.8</b>		0.7		0.6
Substandard/doubtful	<b>1.1</b>		1.4		2.3
	<u><b>100.0</b></u>	%	<u>100.0</u>	%	<u>100.0</u>

The following tables provide an age analysis of past due loans (including accrued interest) as of December 31, 2016, 2015 and 2014:

December 31, 2016:	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	\$ 1,969,789	\$ 899,739	\$ 2,869,528	\$ 764,432,096	\$ 767,301,624	\$ -
Production and intermediate term	261,212	53,414	314,626	90,111,594	90,426,220	-
Loans to cooperatives	-	-	-	2,626,595	2,626,595	-
Processing and marketing	-	-	-	39,400,602	39,400,602	-
Farm-related business	-	-	-	720,225	720,225	-
Communication	-	-	-	2,835,739	2,835,739	-
Water and waste water	-	-	-	-	-	-
Rural residential real estate	124,317	-	124,317	14,091,721	14,216,038	-
<b>Total</b>	<b>\$ 2,355,318</b>	<b>\$ 953,153</b>	<b>\$ 3,308,471</b>	<b>\$ 914,218,572</b>	<b>\$ 917,527,043</b>	<b>\$ -</b>

December 31, 2015:	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	\$ 2,817,903	\$ 1,136,139	\$ 3,954,042	\$ 723,623,429	\$ 727,577,471	\$ -
Production and intermediate term	80	15,110	15,190	86,050,145	86,065,335	-
Loans to cooperatives	-	-	-	2,074,843	2,074,843	-
Processing and marketing	-	-	-	32,880,353	32,880,353	-
Farm-related business	-	-	-	3,474,585	3,474,585	-
Communication	-	-	-	1,524,689	1,524,689	-
Water and waste water	-	-	-	317,670	317,670	-
Rural residential real estate	31,206	-	31,206	15,467,433	15,498,639	-
<b>Total</b>	<b>\$ 2,849,189</b>	<b>\$ 1,151,249</b>	<b>\$ 4,000,438</b>	<b>\$ 865,413,147</b>	<b>\$ 869,413,585</b>	<b>\$ -</b>

December 31, 2014:	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	\$ 2,442,759	\$ 2,036,902	\$ 4,479,661	\$ 663,508,280	\$ 667,987,941	\$ 58,852
Production and intermediate term	115,546	10,868	126,414	57,653,066	57,779,480	-
Loans to cooperatives	-	-	-	2,280,365	2,280,365	-
Processing and marketing	-	-	-	33,252,099	33,252,099	-
Farm-related business	-	-	-	3,687,486	3,687,486	-
Communication	-	-	-	1,619,014	1,619,014	-
Water and waste water	-	-	-	471,008	471,008	-
Rural residential real estate	29,692	-	29,692	13,403,822	13,433,514	-
<b>Total</b>	<b>\$ 2,587,997</b>	<b>\$ 2,047,770</b>	<b>\$ 4,635,767</b>	<b>\$ 775,875,140</b>	<b>\$ 780,510,907</b>	<b>\$ 58,852</b>

Note: The recorded investment in the receivable is the face amount increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges or acquisition costs, and may also reflect a previous direct write-down of the investment.

A restructuring of a debt constitutes a TDR if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. TDRs are undertaken in order to improve the likelihood of recovery on the loan and may include, but are not limited to, forgiveness of principal or interest, interest rate reductions that are lower than the current market rate for new debt with similar risk, or significant term or payment extensions.

As of December 31, 2016, the total recorded investment of TDR loans was \$3,371,084 including \$3,062,484 classified as nonaccrual and \$308,600 classified as accrual, with specific allowance for loan losses of \$25,920. All loans classified as TDRs were individually evaluated to determine the need for allowance for loan losses. As of December 31, 2016, there were no commitments to lend funds to borrowers whose loan terms have been modified in TDRs.

The following tables present additional information regarding TDRs, which includes both accrual and nonaccrual loans with TDR designation, that occurred during the years ended December 31, 2016, 2015 and 2014. The pre-modification outstanding recorded investment represents the recorded investment of the loans as of the quarter end prior to the restructuring. The post-modification outstanding recorded investment represents the recorded investment of the loans as of the quarter end the restructuring occurred.

<b>December 31, 2016:</b>	<b>Pre-modification Outstanding Recorded Investment</b>	<b>Post-modification Outstanding Recorded Investment</b>
<b>Troubled debt restructurings:</b>		
<b>Real estate mortgage</b>	<b>\$ 294,900</b>	<b>\$ 283,925</b>
<b>Total</b>	<b>\$ 294,900</b>	<b>\$ 283,925</b>
<b>December 31, 2015:</b>	<b>Pre-modification Outstanding Recorded Investment</b>	<b>Post-modification Outstanding Recorded Investment</b>
<b>Troubled debt restructurings:</b>		
Production and intermediate term	\$ 80,820	\$ 78,870
<b>Total</b>	<b>\$ 80,820</b>	<b>\$ 78,870</b>
<b>December 31, 2014:</b>	<b>Pre-modification Outstanding Recorded Investment</b>	<b>Post-modification Outstanding Recorded Investment</b>
<b>Troubled debt restructurings:</b>		
Real estate mortgage	\$ 3,364,733	\$ 3,360,177
Production and intermediate term	635,159	641,438
<b>Total</b>	<b>\$ 3,999,892</b>	<b>\$ 4,001,615</b>

In restructurings where principal is forgiven, the amount of the forgiveness is immediately charged off. In restructurings where accrued interest is forgiven, the interest is reversed (if current year interest) or charged off (if prior year interest).

The predominant form of concession granted for TDRs includes extension of the term and/or delayed payments. Other types of modifications include principal or accrued interest reductions and interest rate decreases among others. At times these terms might be offset with incremental payments, collateral or new borrower guarantees, in which case we assess all of the modified terms to determine if the overall modification qualifies as a TDR.

The following table presents information regarding loans that met the accounting criteria as a TDR and that occurred within the previous 12 months of that year and for which there was a payment default during the period. A payment default is defined as a payment that is 30 days past due after the date the loan was restructured.

Troubled debt restructurings that subsequently defaulted:	<b>Recorded Investment at December 31, 2016</b>	Recorded Investment at December 31, 2015	Recorded Investment at December 31, 2014
Real estate mortgage	\$ 172,106	\$ -	\$ -

The following table provides information on outstanding loans restructured in TDRs at period end. These loans are included as impaired loans in the impaired loan table:

	<b>Loans Modified as TDRs</b>		
	<b>December 31, 2016</b>	December 31, 2015	December 31, 2014
<b>Troubled debt restructurings:</b>			
Real estate mortgage	\$ 3,206,759	\$ 3,466,147	\$ 3,971,131
Production and intermediate term	164,325	206,471	641,438
<b>Total</b>	<b>\$ 3,371,084</b>	<b>\$ 3,672,618</b>	<b>\$ 4,612,569</b>
	<b>TDRs on Nonaccrual Status</b>		
	<b>December 31, 2016</b>	December 31, 2015	December 31, 2014
<b>Troubled debt restructurings:</b>			
Real estate mortgage	\$ 2,898,159	\$ 3,048,370	\$ 3,523,701
Production and intermediate term	164,325	206,471	641,438
<b>Total</b>	<b>\$ 3,062,484</b>	<b>\$ 3,254,841</b>	<b>\$ 4,165,139</b>

Additional impaired loan information is as follows:

	<b>Recorded Investment at 12/31/2016</b>	<b>Unpaid Principal Balance<sup>a</sup></b>	<b>Related Allowance</b>	<b>Average Impaired Loans</b>	<b>Interest Income Recognized</b>
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 1,275,084	\$ 1,373,203	\$ 304,665	\$ 1,762,025	\$ 10,516
Production and intermediate term	843,623	843,623	375,851	475,301	828
Farm-related business	42,043	42,043	9,451	44,076	-
Rural residential real estate	30,126	30,126	21,617	21,481	82
Total	<b>\$ 2,190,876</b>	<b>\$ 2,288,995</b>	<b>\$ 711,584</b>	<b>\$ 2,302,883</b>	<b>\$ 11,426</b>
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 5,343,760	\$ 5,602,032	\$ -	\$ 4,928,104	\$ 20,047
Production and intermediate term	285,428	299,916	-	206,901	2,447
Farm-related business	-	-	-	-	-
Rural residential real estate	60,798	60,798	-	68,181	88
Total	<b>\$ 5,689,986</b>	<b>\$ 5,962,746</b>	<b>\$ -</b>	<b>\$ 5,203,186</b>	<b>\$ 22,582</b>
Total impaired loans:					
Real estate mortgage	\$ 6,618,844	\$ 6,975,235	\$ 304,665	\$ 6,690,129	\$ 30,563
Production and intermediate term	1,129,051	1,143,539	375,851	682,202	3,275
Farm-related business	42,043	42,043	9,451	44,076	-
Rural residential real estate	90,924	90,924	21,617	89,662	170
Total	<b>\$ 7,880,862</b>	<b>\$ 8,251,741</b>	<b>\$ 711,584</b>	<b>\$ 7,506,069</b>	<b>\$ 34,008</b>

	Recorded Investment at 12/31/2015	Unpaid Principal Balance <sup>a</sup>	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 4,250,354	\$ 4,492,885	\$ 534,147	\$ 4,578,544	\$ 5,220
Production and intermediate term	93,370	155,335	44,570	117,563	2,361
Farm-related business	51,909	51,909	19,317	22,851	160
Rural residential real estate	-	-	-	9,318	-
Total	<u>\$ 4,395,633</u>	<u>\$ 4,700,129</u>	<u>\$ 598,034</u>	<u>\$ 4,728,276</u>	<u>\$ 7,741</u>
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 3,722,120	\$ 3,858,437	\$ -	\$ 4,060,690	\$ 47,305
Production and intermediate term	878,338	1,023,373	-	965,365	1,417
Farm-related business	-	-	-	-	-
Rural residential real estate	107,160	107,160	-	107,083	15
Total	<u>\$ 4,707,618</u>	<u>\$ 4,988,970</u>	<u>\$ -</u>	<u>\$ 5,133,138</u>	<u>\$ 48,737</u>
Total impaired loans:					
Real estate mortgage	\$ 7,972,474	\$ 8,351,322	\$ 534,147	\$ 8,639,234	\$ 52,525
Production and intermediate term	971,708	1,178,708	44,570	1,082,928	3,778
Farm-related business	51,909	51,909	19,317	22,851	160
Rural residential real estate	107,160	107,160	-	116,401	15
Total	<u>\$ 9,103,251</u>	<u>\$ 9,689,099</u>	<u>\$ 598,034</u>	<u>\$ 9,861,414</u>	<u>\$ 56,478</u>
	Recorded Investment at 12/31/2014	Unpaid Principal Balance <sup>a</sup>	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 5,145,521	\$ 5,489,408	\$ 902,194	\$ 3,985,254	\$ 6,292
Production and intermediate term	-	-	-	-	-
Farm-related business	-	-	-	-	-
Rural residential real estate	2,958	2,958	1,578	4,156	-
Total	<u>\$ 5,148,479</u>	<u>\$ 5,492,366</u>	<u>\$ 903,772</u>	<u>\$ 3,989,410</u>	<u>\$ 6,292</u>
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 5,454,308	\$ 6,460,972	\$ -	\$ 6,956,894	\$ 96,066
Production and intermediate term	1,365,338	1,395,101	-	1,045,594	920
Farm-related business	-	13,095	-	-	-
Rural residential real estate	105,022	105,022	-	174,979	419
Total	<u>\$ 6,924,668</u>	<u>\$ 7,974,190</u>	<u>\$ -</u>	<u>\$ 8,177,467</u>	<u>\$ 97,405</u>
Total impaired loans:					
Real estate mortgage	\$ 10,599,829	\$ 11,950,380	\$ 902,194	\$ 10,942,148	\$ 102,358
Production and intermediate term	1,365,338	1,395,101	-	1,045,594	920
Farm-related business	-	13,095	-	-	-
Rural residential real estate	107,980	107,980	1,578	179,135	419
Total	<u>\$ 12,073,147</u>	<u>\$ 13,466,556</u>	<u>\$ 903,772</u>	<u>\$ 12,166,877</u>	<u>\$ 103,697</u>

<sup>a</sup> Unpaid principal balance represents the recorded principal balance of the loan.

There were no material commitments to lend additional funds to debtors whose loans were classified as impaired at December 31, 2016, 2015 and 2014.

Interest income on nonaccrual and accruing restructured loans that would have been recognized under the original terms of the loans at December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Interest income which would have been recognized under the original terms	\$ 568,538	\$ 647,668	\$ 897,623
Less: interest income recognized	<u>(34,008)</u>	<u>(56,478)</u>	<u>(103,697)</u>
Foregone interest income	<u>\$ 534,530</u>	<u>\$ 591,190</u>	<u>\$ 793,926</u>

A summary of the changes in the allowance for credit losses and the ending balance of loans outstanding are as follows:

	<u>Real Estate Mortgage</u>	<u>Production and Intermediate Term</u>	<u>Agribusiness</u>	<u>Communication</u>	<u>Water and Waste Water</u>	<u>Rural Residential Real Estate</u>	<u>Total</u>
<b>Allowance for Credit Losses:</b>							
Balance at December 31, 2015	\$ 5,113,387	\$ 183,005	\$ 58,299	\$ 1,230	\$ 1,014	\$ 24,142	\$ 5,381,077
Charge-offs	(49,480)	(4,116)	-	-	-	-	(53,596)
Recoveries	21,304	434	-	-	-	-	21,738
Provision for loan losses	324,258	358,845	8,061	2,186	(1,014)	19,526	711,862
Other	(13,389)	(17,439)	1,139	98	-	(897)	(30,488)
Balance at December 31, 2016	<u>\$ 5,396,080</u>	<u>\$ 520,729</u>	<u>\$ 67,499</u>	<u>\$ 3,514</u>	<u>\$ -</u>	<u>\$ 42,771</u>	<u>\$ 6,030,593</u>
Ending Balance: individually evaluated for impairment	<u>\$ 563,174</u>	<u>\$ 375,851</u>	<u>\$ 9,451</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 21,617</u>	<u>\$ 970,093</u>
Ending Balance: collectively evaluated for impairment	<u>\$ 4,832,906</u>	<u>\$ 144,878</u>	<u>\$ 58,048</u>	<u>\$ 3,514</u>	<u>\$ -</u>	<u>\$ 21,154</u>	<u>\$ 5,060,500</u>
<b>Recorded Investment in Loans Outstanding:</b>							
Ending Balance at December 31, 2016	<u>\$ 767,301,624</u>	<u>\$ 90,426,220</u>	<u>\$ 42,747,422</u>	<u>\$ 2,835,739</u>	<u>\$ -</u>	<u>\$ 14,216,038</u>	<u>\$ 917,527,043</u>
Ending balance for loans individually evaluated for impairment	<u>\$ 8,878,531</u>	<u>\$ 1,253,048</u>	<u>\$ 42,043</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 90,924</u>	<u>\$ 10,264,546</u>
Ending balance for loans collectively evaluated for impairment	<u>\$ 758,423,093</u>	<u>\$ 89,173,172</u>	<u>\$ 42,705,379</u>	<u>\$ 2,835,739</u>	<u>\$ -</u>	<u>\$ 14,125,114</u>	<u>\$ 907,262,497</u>

	Real Estate Mortgage	Production and Intermediate Term	Agribusiness	Communication	Water and Waste Water	Rural Residential Real Estate	Total
<b>Allowance for Credit Losses:</b>							
Balance at							
December 31, 2014	\$ 4,570,064	\$ 70,062	\$ 48,083	\$ 971	\$ 604	\$ 29,327	\$ 4,719,111
Charge-offs	(256,714)	(192,268)	-	-	-	(6,071)	(455,053)
Recoveries	435,858	-	-	-	-	-	435,858
Provision for loan losses	365,551	333,525	24,954	515	3,735	1,011	729,291
Other	(1,372)	(28,314)	(14,738)	(256)	(3,325)	(125)	(48,130)
Balance at							
December 31, 2015	<u>\$ 5,113,387</u>	<u>\$ 183,005</u>	<u>\$ 58,299</u>	<u>\$ 1,230</u>	<u>\$ 1,014</u>	<u>\$ 24,142</u>	<u>\$ 5,381,077</u>

Ending Balance: individually evaluated for impairment	\$ 799,254	\$ 44,570	\$ 19,317	\$ -	\$ -	\$ 714	\$ 863,855
Ending Balance: collectively evaluated for impairment	\$ 4,314,133	\$ 138,435	\$ 38,982	\$ 1,230	\$ 1,014	\$ 23,428	\$ 4,517,222

<b>Recorded Investment in Loans Outstanding:</b>							
Ending Balance at							
December 31, 2015	\$ 727,577,471	\$ 86,065,335	\$ 38,429,781	\$ 1,524,689	\$ 317,670	\$ 15,498,639	\$ 869,413,585
Ending balance for loans individually evaluated for impairment	\$ 10,516,991	\$ 1,681,435	\$ 51,909	\$ -	\$ -	\$ 173,797	\$ 12,424,132
Ending balance for loans collectively evaluated for impairment	\$ 717,060,480	\$ 84,383,900	\$ 38,377,872	\$ 1,524,689	\$ 317,670	\$ 15,324,842	\$ 856,989,453

	Real Estate Mortgage	Production and Intermediate Term	Agribusiness	Communication	Water and Waste Water	Rural Residential Real Estate	Total
<b>Allowance for Credit Losses:</b>							
Balance at							
December 31, 2013	\$ 2,529,315	\$ 61,654	\$ 919,289	\$ 810	\$ 784	\$ 29,939	\$ 3,541,791
Charge-offs	(266,934)	-	-	-	-	-	(266,934)
Recoveries	121,618	-	-	-	-	-	121,618
Provision for loan losses	2,186,065	8,408	(871,206)	161	(180)	(612)	1,322,636
Balance at							
December 31, 2014	<u>\$ 4,570,064</u>	<u>\$ 70,062</u>	<u>\$ 48,083</u>	<u>\$ 971</u>	<u>\$ 604</u>	<u>\$ 29,327</u>	<u>\$ 4,719,111</u>

Ending Balance: individually evaluated for impairment	\$ 1,044,378	\$ -	\$ -	\$ -	\$ -	\$ 8,230	\$ 1,052,608
Ending Balance: collectively evaluated for impairment	\$ 3,525,686	\$ 70,062	\$ 48,083	\$ 971	\$ 604	\$ 21,097	\$ 3,666,503

<b>Recorded Investment in Loans Outstanding:</b>							
Ending Balance at							
December 31, 2014	\$ 667,987,941	\$ 57,779,480	\$ 39,219,950	\$ 1,619,014	\$ 471,008	\$ 13,433,514	\$ 780,510,907
Ending balance for loans individually evaluated for impairment	\$ 15,398,602	\$ 2,554,093	\$ -	\$ -	\$ -	\$ 213,276	\$ 18,165,971
Ending balance for loans collectively evaluated for impairment	\$ 652,589,339	\$ 55,225,387	\$ 39,219,950	\$ 1,619,014	\$ 471,008	\$ 13,220,238	\$ 762,344,936

#### NOTE 4 — INVESTMENT IN THE BANK

The investment in the Bank is a requirement of borrowing from the Bank and is carried at cost, not fair value, in the accompanying balance sheet. Estimating the fair value of the Association's investment in the Bank is not practicable because the stock is not traded. The Association owns 5.2 percent of the issued stock of the Bank as of December 31, 2016. As of that date, the Bank's assets totaled \$21.0 billion and members' equity totaled \$1.6 billion. The Bank's earnings were \$192.4 million during 2016.

#### NOTE 5 — PREMISES AND EQUIPMENT

Premises and equipment consisted of the following at December 31:

	2016	2015	2014
Land and improvements	\$ 1,500,108	\$ 1,510,243	\$ 1,510,243
Building and improvements	4,589,939	3,738,608	2,538,811
Furniture and equipment	441,336	383,782	310,550
Computer equipment and software	419,175	501,497	422,795
Automobiles	1,234,409	1,033,196	1,127,858
Construction in progress	52,584	221,848	476,963
	<u>8,237,551</u>	<u>7,389,174</u>	<u>6,387,220</u>
Accumulated depreciation	(1,732,261)	(1,576,260)	(1,434,863)
Total	<u>\$ 6,505,290</u>	<u>\$ 5,812,914</u>	<u>\$ 4,952,357</u>

The Association owns its office space in Montgomery, Dothan, Enterprise, Opelika, Monroeville and Spanish Fort. The Association leases office space in Montgomery (Administration), Demopolis, Selma and Tuscaloosa, all in Alabama. Lease expense was \$204,210, \$188,593 and \$203,515 for 2016, 2015 and 2014, respectively. Minimum annual lease payments for the next five years are as follows:

	<u>Operating</u>
2017	220,273
2018	223,324
2019	213,561
2020	189,505
2021	137,146
Thereafter	-
Total	<u>983,809</u>

#### NOTE 6 — OTHER PROPERTY OWNED, NET

Net gain (loss) on other property owned, net consists of the following for the years ended December 31:

	2016	2015	2014
Gain (loss) on sale, net	\$ (13,628)	\$ 43,645	\$ 998,970
Operating income (expense), net	97,120	(132,923)	(18,721)
Net gain (loss) on other property owned	<u>\$ 83,492</u>	<u>\$ (89,278)</u>	<u>\$ 980,249</u>

## NOTE 7 — OTHER ASSETS AND OTHER LIABILITIES

Other assets comprised the following at December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Captive Insurance Savings	\$ 390,387	\$ 357,776	\$ 323,220
Other assets	60,574	57,464	130,352
Total	<u>\$ 450,961</u>	<u>\$ 415,240</u>	<u>\$ 453,572</u>

Other liabilities comprised the following at December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Accumulated postretirement benefit obligation	\$ 2,663,291	\$ 2,556,261	\$ 2,690,876
Accrued incentive bonus and benefits	1,478,623	1,606,489	1,167,319
Other accrued expenses	2,142,488	1,678,917	1,450,539
Total	<u>\$ 6,284,402</u>	<u>\$ 5,841,667</u>	<u>\$ 5,308,734</u>

## NOTE 8 — NOTE PAYABLE TO THE BANK

The interest rate risk inherent in the Association's loan portfolio is substantially mitigated through the funding relationship with the Bank. The Bank manages interest rate risk through its direct loan pricing and asset/liability management process. The Association's indebtedness to the Bank represents borrowings by the Association to fund the majority of its loan portfolio. The indebtedness is collateralized by a pledge of substantially all of the Association's assets, and is governed by a general financing agreement. The interest rate on the direct loan is based upon the Bank's cost of funding the loans the Association has outstanding to its borrowers. The indebtedness continues in effect until the expiration date of the general financing agreement, which is September 30, 2018, 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.

The total amount and the weighted average interest rate of the Association's direct loan from the Bank at December 31, 2016, 2015 and 2014, was \$756,229,685 at 2.07 percent, \$716,390,864 at 1.94 percent and \$633,122,764 at 1.87, respectively.

Under the Act, the Association is obligated to borrow only from the Bank unless the Bank approves borrowing from other funding sources. The Bank and FCA regulations have established limitations on the Association's ability to borrow funds based on specified factors or formulas relating primarily to credit quality and financial condition. At December 31, 2016, 2015 and 2014, the Association's note payable was within the specified limitations. The maximum amount the Association may borrow from the bank as of December 31, 2016, was \$914,500,081, as defined by the general financing agreement.

In addition to borrowing limits, the financing agreement establishes certain covenants including limits on leases, investments, other debt, and dividend and patronage distributions; minimum standards for return on assets and for liquidity; and provisions for conducting business, maintaining records, reporting financial information, and establishing policies and procedures. Remedies specified in the general financing agreement associated with the covenants include additional reporting requirements, development of action plans, increases in interest rates on indebtedness, reduction of lending limits or repayment of indebtedness. As of and for the years ended December 31, 2016, 2015 and 2014, the Association was not subject to remedies associated with the covenants in the general financing agreement.

## NOTE 9 — MEMBERS' EQUITY

A description of the Association's capitalization requirements, protection mechanisms, regulatory capitalization requirements and restrictions and equities are provided below.

Protection of certain borrower equity is provided under the Act that requires the Association, when retiring protected borrower equity, to retire such equity at par or stated value regardless of its book value. Protected borrower equity includes capital stock, participation certificates and allocated equities that were outstanding as of January 6, 1988, or were issued or allocated prior to October 6, 1988. If an association is unable to retire protected borrower equity at par value or stated value, amounts required to retire this equity would be obtained from the Insurance Fund.

The Association’s capital bylaws authorize the Association to issue Class A, C and P common stock and participation certificates. Each share of stock and unit of participation certificates has a par or face value of \$5. All transfers, exchanges, conversions and retirements of stock and participation certificates are recorded at book value, not to exceed par.

In accordance with the Act and the Association’s capitalization bylaws, each borrower is required to invest in the Association as a condition of borrowing. The investment in Class A capital stock or participation certificates is equal to 2 percent of the aggregate of all of the borrower’s loans, up to a maximum of \$1,000. If needed to meet regulatory capital adequacy requirements, the maximum amount to which the board of directors may increase the stock requirement is 5 percent of the individual loan amounts.

The borrower acquires ownership of the capital stock or participation certificates at the time the loan is made, usually by adding the aggregate par value of the capital stock or participation certificates to the principal amount of the related loan obligation. The capital stock or participation certificates are subject to a first lien by the Association. Retirement of such equities will generally be at the lower of par or book value, and repayment of a loan does not automatically result in retirement of the corresponding capital stock or participation certificates.

Each owner of Class A capital stock (for farm loans) is entitled to a single vote, while participation certificates (for rural home and farm-related business loans) provide no voting rights to their owners.

Within two years of repayment of a loan, the Association’s capital bylaws require the conversion of any borrower’s outstanding Class A capital stock to Class C stock. Class C stock has no voting rights except in a case where a new issuance of preferred stock has been submitted to stockholders affected by the preference. Ownership of Class C stock does not entitle holders to any patronage distributions, but the stock does carry an equal right to any dividends on common stock declared by the board of directors. Redemption of Class C shares is made solely at the discretion of the Association’s board of directors. At December 31, 2016, 2015 and 2014, the Association had no Class C capital stock.

Class P stock may be issued only for allocated surplus distributions, stock dividends, and patronage distributions to borrowers eligible to hold Class A stock. Class P stock has no voting rights except in a case where a new issuance of preferred stock has been submitted to stockholders affected by the preference. Ownership of Class P stock does not entitle holders to any patronage distributions, but the stock does carry an equal right to any dividends on common stock declared by the board of directors. Redemption of Class P shares is made solely at the discretion of the Association’s board of directors. At December 31, 2016, 2015 and 2014, the Association had no Class P capital stock.

All borrower stock is at-risk. As such, losses that result in impairment of capital stock or participation certificates shall be borne on a pro rata basis by all holders of Class A capital stock and participation certificates. In the event of liquidation of the Association, capital stock and participation certificates would be utilized as necessary to satisfy any remaining obligations in excess of the amounts realized on the sale or liquidation of assets. Any excess of the amounts realized on the sale or liquidation of assets over the Association’s obligations to external parties and to the Bank would be distributed to the Association’s stockholders.

Dividends and patronage distributions may be paid on the capital stock and participation certificates of the Association, as the board of directors may determine by resolution, subject to capitalization requirements as defined by the FCA. Amounts not distributed are retained as unallocated retained earnings. The following patronage distributions were declared and paid in 2016, 2015 and 2014, respectively:

<u>Date Declared</u>	<u>Date Paid</u>	<u>Patronage</u>
<b>December 2016</b>	<b>March 2017</b>	<b>\$ 7,800,000</b>
December 2015	March 2016	7,391,314
December 2014	March 2015	7,041,447

The FCA’s capital adequacy regulations require the Association to achieve permanent capital and total surplus of at least 7.0 percent and core surplus of at least 3.5 percent of risk-adjusted assets and off-balance-sheet commitments. Failure to meet the ratio requirements can initiate certain mandatory and possibly additional discretionary actions by the FCA that, if undertaken, could have a direct material effect on the Association’s financial statements. The Association is prohibited from reducing permanent capital by retiring stock or making certain other distributions to stockholders unless prescribed capital standards are met. As of December 31, 2016, the Association is not prohibited from retiring stock or distributing earnings; furthermore neither the board nor senior management knows of any such prohibitions that may apply during the subsequent fiscal year. The Association’s permanent capital ratio, core surplus ratio and total surplus ratio at December 31, 2016, were 17.0 percent, 16.6 percent and 16.6 percent, respectively.

The Association's board of directors has established a Capital Plan (Plan) that includes the capital targets that are necessary to achieve the institution's capital adequacy goals as well as the minimum permanent capital standards. The Plan monitors projected patronage distributions, 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 portfolio; sufficiency of liquid funds; needs of an institution'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.

As mentioned in Note 2, "Summary of Significant Accounting Policies," the Association is required to purchase stock in the Bank. The level of stock required is calculated annually based on the average borrowings of the Association from the Bank. The required level is currently 2 percent of the average borrowing from the previous 12 months. This stock investment in the Bank reduces the amount of Association capital available for inclusion in the Association's capital adequacy calculations.

An FCA regulation empowers the FCA to direct a transfer of funds or equities by one or more System institutions to another System institution under specified circumstances. The Association has not been called upon to initiate any transfers and is not aware of any proposed action under this regulation.

At December 31, the Association had the following shares of Class A capital stock and participation certificates outstanding at a par value of \$5 per share:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Class A stock	730,368	710,451	684,025
Participation certificates	<u>52,407</u>	<u>48,540</u>	<u>44,395</u>
Total	<u><u>782,775</u></u>	<u><u>758,991</u></u>	<u><u>728,420</u></u>

The Association's accumulated other comprehensive income (loss) relates entirely to its nonpension other postretirement benefits. The following table summarizes the changes in accumulated other comprehensive income (loss) for the year ended December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Accumulated other comprehensive loss at January 1	\$ (387,660)	\$ (693,286)	\$ (108,929)
Amortization of prior service credit included in salaries and employee benefits	(23,064)	(23,675)	(26,281)
Amortization of actuarial loss	22,993	59,553	4,557
Net actuarial gain (loss)	<u>7,155</u>	<u>269,748</u>	<u>(562,633)</u>
Other comprehensive income (loss), net of tax	<u>7,084</u>	<u>305,626</u>	<u>(584,357)</u>
Accumulated other comprehensive loss at December 31	<u><u>\$ (380,576)</u></u>	<u><u>\$ (387,660)</u></u>	<u><u>\$ (693,286)</u></u>

## NOTE 10 — INCOME TAXES

The provision for (benefit from) income taxes follows for the years ended December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Federal tax at statutory rate	\$ 5,531,542	\$ 5,251,049	\$ 5,315,570
State tax, net	1,027,286	975,195	987,177
Effect of nontaxable FLCA subsidiary	(6,577,050)	(6,359,590)	(6,497,216)
Impact of change in statutory rate	9,210	67,395	98,289
Change in valuation allowance	<u>9,012</u>	<u>65,951</u>	<u>96,180</u>
Provision for (benefit from) income taxes	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>	<u><u>\$ -</u></u>

Deferred tax assets and liabilities in accordance with accounting guidance, “Accounting for Income Taxes,” are comprised of the following at December 31:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
<u>Deferred Tax Assets</u>			
Allowance for loan losses	\$ 120,449	\$ 49,226	\$ 16,927
Loss carryforwards	700,504	766,657	738,719
Deferred origination fees	(9,704)	(12,262)	(17,976)
Gross deferred tax assets	<u>811,249</u>	<u>803,621</u>	<u>737,670</u>
Deferred tax asset valuation allowance	<u>(811,249)</u>	<u>(803,621)</u>	<u>(737,670)</u>
Net deferred tax asset (liability)	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

The calculation of tax assets and liabilities involves various management estimates and assumptions as to the future taxable earnings. The Association recorded a valuation allowance of \$811,249, \$803,621 and \$737,670 during 2016, 2015 and 2014 respectively. The Association will continue to evaluate the realizability of the deferred tax assets and adjust the valuation allowance accordingly.

The Association follows FASB guidance on accounting for uncertainty in income taxes. At December 31, 2016, 2015 and 2014, the Association did not recognize a tax liability for any uncertain tax positions.

#### **NOTE 11 — EMPLOYEE BENEFIT PLANS**

**Employee Retirement Plans:** As discussed in Note 2, “Summary of Significant Accounting Policies,” employees of the Association participate in either the District’s DB plan or the District’s DC plan. For the DB plan, the Association recognized pension costs of \$577,997, \$510,757 and \$627,158 for the years ended December 31, 2016, 2015 and 2014, respectively. The Association recognized pension costs for the DC plan of \$274,956, \$261,729 and \$227,251 for the years ended December 31, 2016, 2015 and 2014, respectively.

Employees of the Association are also eligible to participate in the Farm Credit Benefits Alliance 401(k) Plan. The Association’s contributions to the 401(k) plan were \$240,023, \$244,460 and \$218,118 for the years ended December 31, 2016, 2015 and 2014, respectively.

In addition, the CEO and certain executive or highly-compensated employees in the Association are eligible to participate in a separate nonqualified supplemental 401(k) plan, named the Farm Credit Benefits Alliance Nonqualified Supplemental 401(k) Plan (Supplemental 401(k) Plan). This plan allows District employers to elect to participate in any or all of the following benefits:

- Restored Employer Contributions – to allow “make-up” contributions for eligible employees whose benefits to the qualified 401(k) plan were limited by the Internal Revenue Code during the year;
- Elective Deferrals – to allow eligible employees to make pre-tax deferrals of compensation above and beyond any deferrals into the qualified 401(k) plan;
- Discretionary Contributions – to allow participating employers to make a discretionary contribution to an eligible employee’s account in the plan, and to designate a vesting schedule.

The Association elected to participate in the Restored Employer and Elective Deferrals programs of the Supplemental 401(k) Plan. For the Restored Employer Contributions program, the Association contributed \$11,840, \$9,625 and \$8,000 for 2016, 2015 and 2014, respectively. To date no employees have made contributions to the Elective Deferrals program. There were no payments made from the Supplemental 401(k) Plan to active employees during 2016, 2015 or 2014.

The structure of the District’s DB plan is characterized as multi-employer, since neither the assets, liabilities nor cost of any plan is segregated or separately accounted for by participating employers (Bank and associations). No portion of any surplus assets is available to any participating employer. As a result, participating employers of the plan only recognize as cost the required contributions for the period and a liability for any unpaid contributions required for the period of their financial statements. Plan obligations, assets and the components of annual benefit expenses are recorded and reported upon District combination only. The Association records current contributions to the DB plan as an expense in the current year.

The DB plan is noncontributory and benefits are based on salary and years of service. The legal name of the plan is Farm Credit Bank of Texas Pension Plan; its employer identification number is 74-1110170. The DB plan is not subject to any contractual

expiration dates. The DB plan’s funding policy is to fund current year benefits expected to be earned by covered employees plus an amount to improve the accumulated benefit obligation funded status by a percentage approved by the plan sponsor. The plan sponsor is the board of the Bank. The “projected unit credit” actuarial method is used for both financial reporting and funding purposes. District employers have the option of providing enhanced retirement benefits, under certain conditions, within the DB plan, to facilitate reorganization and/or restructuring. Actuarial information regarding the DB pension plan accumulated benefit obligation and plan asset is calculated for the District as a whole and is presented in the District’s Annual Report to Stockholders. The actuarial present value of vested and nonvested accumulated benefit obligation exceeded the net assets of the DB plan as of December 31, 2016.

The risks of participating in these multi-employer plans are different from single-employer plans in the following aspects:

- a. Assets contributed to the multi-employer plan by one employer may be used to provide benefits to employees of other participating employers.
- b. If a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers.
- c. If the Association chooses to stop participating in some of its multi-employer plans, it may be required to pay the plan an amount based on the underfunded status of the plan, referred to as a withdrawal liability.

The following table includes additional information regarding the funded status of the plan, the Association’s contributions, and the percentage of Association contribution to total plan contributions for the years ended December 31, 2016, 2015 and 2014:

	<u>2016</u>	<u>2015</u>	<u>2014</u>
Funded status of plan	66.4 %	66.8	67.5 %
Association's contribution	\$ 577,997	\$ 510,757	\$ 627,158
Percentage of Association's contribution to total contributions	4.9 %	4.8 %	5.1 %

The funded status presented above is based on the percentage of plan assets to projected benefit obligations. DB plan funding is based on the percentage of plan assets to the accumulated benefit obligation, which was 70.6 percent, 72.5 percent and 74.5 percent at December 31, 2016, 2015 and 2014, respectively.

**Other Postretirement Benefits:** In addition to pension benefits, the Association provides certain health care and life insurance benefits to qualifying retired employees (other postretirement benefits). These benefits are not characterized as multi-employer and, consequently, the liability for these benefits is included in other liabilities on the consolidated balance sheet. Employees hired prior to January 1, 2004 and who are at least 55 years of age (or at least age 50 with 30 years of service) may retire and have their medical premium paid on a percentage of cost-sharing basis, predicated on length of employment service. Employees hired before this date that have reached the age requirement and have 25 years of service will receive 100 percent of their medical premium paid. Employees hired after January 1, 2004 will be eligible for access only to retiree medical benefits for themselves, but will be responsible for 100 percent of the premium.

The following table reflects the benefit obligation, cost and actuarial assumptions for the association's other postretirement benefits:

**Retiree Welfare Benefit Plans**

<b>Disclosure Information Related to Retirement Benefits</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
<b>Change in Accumulated Postretirement Benefit Obligation</b>			
Accumulated postretirement benefit obligation, beginning of year	\$ 2,556,261	\$ 2,690,876	\$ 2,009,806
Service cost	61,367	73,208	56,385
Interest cost	119,047	121,727	103,419
Plan participants' contributions	22,517	19,654	14,736
Plan amendments	-	-	-
Special termination benefits	-	-	-
Actuarial (gain) loss	(7,155)	(269,748)	562,633
Benefits paid	(88,746)	(79,456)	(56,103)
Accumulated postretirement benefit obligation, end of year	\$ 2,663,291	\$ 2,556,261	\$ 2,690,876
<b>Change in Plan Assets</b>			
Plan assets at fair value, beginning of year	\$ -	\$ -	\$ -
Actual return on plan assets	-	-	-
Company contributions	66,229	59,802	41,367
Plan participants' contributions	22,517	19,654	14,736
Benefits paid	(88,746)	(79,456)	(56,103)
Plan assets at fair value, end of year	\$ -	\$ -	\$ -
Funded status of the plan	\$ (2,663,291)	\$ (2,556,261)	\$ (2,690,876)
<b>Amounts Recognized in Statement of Financial Position</b>			
Other liabilities	\$ (2,663,291)	\$ (2,556,261)	\$ (2,690,876)
<b>Amounts Recognized in Accumulated Other Comprehensive Income</b>			
Net actuarial loss	\$ 420,936	\$ 451,084	\$ 780,385
Prior service credit	(40,360)	(63,424)	(87,099)
Net transition obligation (asset)	-	-	-
Total	\$ 380,576	\$ 387,660	\$ 693,286
<b>Weighted-Average Assumptions Used to Determine Obligations at Year End</b>			
Measurement date	12/31/2016	12/31/2015	12/31/2014
Discount rate	4.60%	4.70%	4.55%
Health care cost trend rate assumed for next year (pre-/post-65) - medical/Rx	6.75%/6.50%	7.00%/6.50%	7.25%/6.75%
Ultimate health care cost trend rate	4.50%	4.50%	5.00%
Year that the rate reaches the ultimate trend rate	2025/2024	2025	2024

<b>Total Cost</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
Service cost	\$ 61,367	\$ 73,208	\$ 56,385
Interest cost	119,047	121,727	103,419
Expected return on plan assets	-	-	-
Amortization of:			
Unrecognized net transition obligation (asset)	-	-	-
Unrecognized prior service cost	(23,064)	(23,675)	(26,281)
Unrecognized net loss	22,993	59,553	4,557
Net postretirement benefit cost	\$ 180,343	\$ 230,813	\$ 138,080
Accounting for settlements/curtailments/special termination benefits	\$ -	\$ -	\$ -
<b>Other Changes in Plan Assets and Projected Benefit Obligation Recognized in Other Comprehensive Income</b>			
Net actuarial (gain) loss	\$ (7,155)	\$ (269,748)	\$ 562,633
Amortization of net actuarial gain	(22,993)	(59,553)	(4,557)
Prior service cost (credit)	-	-	-
Amortization of prior service cost	-	-	-
Recognition of prior service cost	23,064	23,675	26,281
Amortization of transition liability (asset)	-	-	-
Total recognized in other comprehensive income	\$ (7,084)	\$ (305,626)	\$ 584,357
<b>AOCI Amounts Expected to be Amortized Into Expense in 2017</b>			
Unrecognized net transition obligation (asset)	\$ -	\$ -	\$ -
Unrecognized prior service cost	(23,064)	(23,064)	(23,675)
Unrecognized net loss	17,239	22,993	59,553
Total	\$ (5,825)	\$ (71)	\$ 35,878
<b>Weighted-Average Assumptions Used to Determine Benefit Cost</b>			
Measurement date	12/31/2015	12/31/2014	12/31/2013
Discount rate	4.70%	4.55%	5.20%
Health care cost trend rate assumed for next year (pre-/post-65) - medical/Rx	7.00%/6.50%	7.25%/6.75%	7.50%/6.50%
Ultimate health care cost trend rate	4.50%	5.00%	5.00%
Year that the rate reaches the ultimate trend rate	2025/2023	2024	2024

### Expected Future Cash Flows

#### Expected Benefit Payments (net of employee contributions)

Fiscal 2017	\$ 79,805	\$ -	\$ -
Fiscal 2018	98,126	-	-
Fiscal 2019	100,939	-	-
Fiscal 2020	97,572	-	-
Fiscal 2021	97,576	-	-
Fiscal 2022–2026	598,162	-	-

#### Expected Contributions

Fiscal 2017	\$ 79,805	\$ -	\$ -
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## **NOTE 12 — RELATED PARTY TRANSACTIONS**

Directors of the Association, except for any director-elected directors, are required to be borrowers/stockholders of the Association. Also, in the ordinary course of business, the Association may enter into loan origination or servicing transactions with its officers, relatives of officers and directors or with organizations with which such persons are associated. Such loans are subject to special approval requirements contained in FCA regulations and are made on the same terms, including interest rates, amortization schedule and collateral, as those prevailing at the time for comparable transactions with unrelated borrowers.

Total loans to such persons for the Association amounted to \$5,250,364, \$10,994,793 and \$12,125,378 at December 31, 2016, 2015 and 2014, respectively. During 2016, \$6,039,797 of new loans were made, and repayments totaled \$8,140,915. In addition, \$3,643,311 was reclassified between related party and non-related party loans due to the election of a new director. In the opinion of management, no such loans outstanding at December 31, 2016, 2015 and 2014 involved more than a normal risk of collectability.

Expenses included in purchased services may include purchased services such as administrative services, marketing, information systems and accounting services and allocations of expenses incurred by the Bank and passed through to the associations, such as FCSIC expenses. The Bank charges the individual associations directly for these services based on each association's proportionate usage. These expenses totaled \$1,205,074, \$894,751 and \$740,987 in 2016, 2015 and 2014, respectively.

The Association received patronage payments from the Bank totaling \$3,322,464, \$3,215,836 and \$2,882,613 during 2016, 2015 and 2014, respectively.

## **NOTE 13 — FAIR VALUE MEASUREMENTS**

Accounting guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in an orderly transaction between market participants in the principal or most advantageous market for the asset or liability. See Note 2, "Summary of Significant Accounting Policies," for additional information.

### **Valuation Techniques**

As more fully discussed in Note 2, "Summary of Significant Accounting Policies," accounting 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. Due to the uncertainty of expected cash flows resulting from financial instruments, the use of different assumptions and valuation methodologies could significantly affect the estimated fair value amounts. Accordingly, certain of the estimated fair values may not be indicative of the amounts for which the financial instruments could be exchanged in a current or future market transition. The following represent a brief summary of the valuation techniques used by the Bank and associations for assets and liabilities:

#### *Assets Held in Nonqualified Benefits Trusts*

Assets held in trust funds related to deferred compensation and supplemental retirement plans are classified within Level 1. The trust funds include investments that are actively traded and have quoted net asset values that are observable in the marketplace.

#### *Loans*

For certain loans evaluated for impairment under 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, these fair value measurements fall within Level 3 of the 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.

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

*Other Property Owned*

Other property owned is generally classified as Level 3. The process for measuring the fair value of other property owned involves the use of appraisals or 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. As of December 31, 2016, the Association had no other property owned, net.

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

Information about other financial instruments fair value measurements:

	<u>Valuation Technique(s)</u>	<u>Input</u>
Cash	Carrying value	Par/principal and appropriate interest yield
Loans	Discounted cash flow	Prepayment forecasts Probability of default Loss severity
Note payable to Bank	Discounted cash flow	Benchmark yield curve Derived yield spread Own credit risk

Assets and liabilities measured at fair value on a recurring basis at December 31, 2016, 2015 and 2014 for each of the fair value hierarchy values are summarized below:

<b>December 31, 2016</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Assets held in nonqualified benefit trusts	\$ 41,835	\$ -	\$ -	\$ 41,835
<b>December 31, 2015</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Assets held in nonqualified benefit trusts	\$ 29,625	\$ -	\$ -	\$ 29,625
<b>December 31, 2014</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Assets held in nonqualified benefit trusts	\$ 29,680	\$ -	\$ -	\$ 29,680

Assets and liabilities measured at fair value on a nonrecurring basis for each of the fair value hierarchy values are summarized below:

<b>December 31, 2016</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Loans	\$ -	\$ -	\$ 2,946,422	\$ 2,946,422
Other property owned	-	-	-	-
<b>December 31, 2015</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Loans	\$ -	\$ -	\$ 5,599,681	\$ 5,599,681
Other property owned	-	-	716,901	716,901
<b>December 31, 2014</b>	<b>Fair Value Measurement Using</b>			<b>Total Fair Value</b>
	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:				
Loans	\$ -	\$ -	\$ 6,710,967	\$ 6,710,967
Other property owned	-	-	592,639	592,639

Financial assets and financial liabilities measured at carrying amounts and not measured at fair value on the balance sheet for each of the fair value hierarchy values are summarized as follows:

	<b>December 31, 2016</b>				<b>Total Fair Value</b>
	<b>Total Carrying Amount</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	
Assets:					
Cash	\$ 20,897	\$ 20,897	\$ -	\$ -	\$ 20,897
Net loans	900,251,055	-	-	884,099,646	884,099,646
Total Assets	<u>\$ 900,271,952</u>	<u>\$ 20,897</u>	<u>\$ -</u>	<u>\$ 884,099,646</u>	<u>\$ 884,120,543</u>
Liabilities:					
Note payable to Bank	\$ 756,229,685	\$ -	\$ -	\$ 742,662,164	\$ 742,662,164
Total Liabilities	<u>\$ 756,229,685</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 742,662,164</u>	<u>\$ 742,662,164</u>
	<b>December 31, 2015</b>				
	<b>Total Carrying Amount</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Total Fair Value</b>
Assets:					
Cash	\$ 11,448	\$ 11,448	\$ -	\$ -	\$ 11,448
Net loans	850,679,294	-	-	841,934,311	841,934,311
Total Assets	<u>\$ 850,690,742</u>	<u>\$ 11,448</u>	<u>\$ -</u>	<u>\$ 841,934,311</u>	<u>\$ 841,945,759</u>
Liabilities:					
Note payable to Bank	\$ 716,390,864	\$ -	\$ -	\$ 709,027,715	\$ 709,027,715
Total Liabilities	<u>\$ 716,390,864</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 709,027,715</u>	<u>\$ 709,027,715</u>

December 31, 2014  
Fair Value Measurement Using

	Total Carrying Amount	Level 1	Level 2	Level 3	Total Fair Value
<b>Assets:</b>					
Cash	\$ 10,551	\$ 10,551	\$ -	\$ -	\$ 10,551
Net loans	762,267,168	-	-	759,126,627	759,126,627
Total Assets	<u>\$ 762,277,719</u>	<u>\$ 10,551</u>	<u>\$ -</u>	<u>\$ 759,126,627</u>	<u>\$ 759,137,178</u>
<b>Liabilities:</b>					
Note payable to					
Bank	\$ 633,122,764	\$ -	\$ -	\$ 630,514,298	\$ 630,514,298
Total Liabilities	<u>\$ 633,122,764</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 630,514,298</u>	<u>\$ 630,514,298</u>

**NOTE 14 — COMMITMENTS AND CONTINGENCIES**

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

The Association may participate in financial instruments with off-balance-sheet risk to satisfy the financing needs of its borrowers in the form of commitments to extend credit and commercial letters of credit. These financial instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the contract. Commercial letters of credit are agreements to pay a beneficiary under conditions specified in the letter of credit. Commitments and letters of credit generally have fixed expiration dates or other termination clauses and may require payment of a fee. At December 31, 2016, the Association had outstanding unfunded commitments totaling \$74,913,091. Included in that total were, through participations, letters of credit of \$354,271.

Since many of these commitments are expected to expire without being drawn upon, the total commitments do not necessarily represent future cash requirements. However, these credit-related financial instruments have off-balance-sheet credit risk because their amounts are not reflected on the balance sheet until funded or drawn upon. The credit risk associated with issuing commitments and letters of credit is substantially the same as that involved in extending loans to borrowers, and management applies the same credit policies to these commitments. Upon fully funding a commitment, the credit risk amounts are equal to the contract amounts, assuming that borrowers fail completely to meet their obligations and the collateral or other security is of no value. The amount of collateral obtained upon extension of credit is based on regulatory requirements and management's credit evaluation of the borrower.

**NOTE 15 — QUARTERLY FINANCIAL INFORMATION (UNAUDITED)**

Quarterly results of operations for the years ended December 31 (in thousands) follow:

	<b>2016</b>				
	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Total</b>
<b>Net interest income</b>	<b>\$ 6,298</b>	<b>\$ 6,366</b>	<b>\$ 6,358</b>	<b>\$ 6,384</b>	<b>\$ 25,406</b>
<b>Provision for loan losses</b>	<b>(11)</b>	<b>(91)</b>	<b>(209)</b>	<b>(401)</b>	<b>(712)</b>
<b>Noninterest income (expense), net</b>	<b>(2,671)</b>	<b>(2,685)</b>	<b>(2,555)</b>	<b>(979)</b>	<b>(8,890)</b>
<b>Net income</b>	<b>\$ 3,616</b>	<b>\$ 3,590</b>	<b>\$ 3,594</b>	<b>\$ 5,004</b>	<b>\$ 15,804</b>

	<b>2015</b>				
	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Total</b>
Net interest income	\$ 6,048	\$ 6,144	\$ 6,263	\$ 6,234	\$ 24,689
Provision for loan losses	(265)	(172)	(84)	(208)	(729)
Noninterest income (expense), net	(2,606)	(2,695)	(2,645)	(1,011)	(8,957)
Net income	\$ 3,177	\$ 3,277	\$ 3,534	\$ 5,015	\$ 15,003

	<b>2014</b>				
	<b>First</b>	<b>Second</b>	<b>Third</b>	<b>Fourth</b>	<b>Total</b>
Net interest income	\$ 5,749	\$ 5,697	\$ 6,286	\$ 5,814	\$ 23,546
Provision for loan losses	(166)	(141)	(489)	(527)	(1,323)
Noninterest income (expense), net	(2,553)	(2,325)	(1,227)	(926)	(7,031)
Net income	\$ 3,030	\$ 3,231	\$ 4,570	\$ 4,361	\$ 15,192

**NOTE 16 — SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through March 14, 2017, which is the date the financial statements were issued or available to be issued. There are no subsequent events to report.

## **DISCLOSURE INFORMATION AND INDEX**

### *Disclosures Required by Farm Credit Administration Regulations*

#### **DESCRIPTION OF BUSINESS**

The description of the territory served, the persons eligible to borrow, the types of lending activities engaged in and the financial services offered, and related Farm Credit organizations required to be disclosed in this section is incorporated herein by reference from Note 1 to the consolidated financial statements, "Organization and Operations," included in this annual report.

The descriptions of significant developments that had or could have a material impact on earnings, interest rates to borrowers, patronage, acquisitions or dispositions of material assets, changes in the reporting entity, changes in patronage policies or practices, and financial assistance provided by or to the Association through loss sharing or capital preservation agreements or from any other source, if any, required to be disclosed in this section are incorporated herein by reference from "Management's Discussion and Analysis of Financial Condition and Results of Operations," included in this annual report.

#### **DESCRIPTION OF PROPERTY**

The Alabama Ag Credit, ACA (Association) serves its 40-county territory through its main administrative office at 2660 EastChase Lane, Suite 401, Montgomery, Alabama, 36117. Additionally, there are nine branch lending offices located throughout the territory. The Association owns the office buildings Montgomery (branch), Opelika, Enterprise, Dothan, Monroeville and Spanish Fort, free of debt. The Association leases the office buildings in Montgomery (administrative), Demopolis, Selma and Tuscaloosa.

#### **LEGAL PROCEEDINGS**

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

#### **DESCRIPTION OF CAPITAL STRUCTURE**

The information required to be disclosed in this section is incorporated herein by reference from Note 9 to the consolidated financial statements, "Members' Equity," included in this annual report.

#### **DESCRIPTION OF LIABILITIES**

The description of liabilities required to be disclosed in this section is incorporated herein by reference from Note 8, "Note Payable to the Bank," Note 11, "Employee Benefit Plans," and in "Management's Discussion and Analysis of Financial Condition and Results of Operations," included in this annual report.

The description of contingent liabilities required to be disclosed in this section is incorporated herein by reference from Notes 2 and 14 to the consolidated financial statements, "Summary of Significant Accounting Policies" and "Commitments and Contingencies," respectively, included in this annual report.

#### **RELATIONSHIP WITH THE FARM CREDIT BANK OF TEXAS**

The Association's financial condition may be impacted by factors that affect the Farm Credit Bank of Texas (Bank), as discussed in Note 1 to the consolidated financial statements, "Organization and Operations," included in this annual report. The financial condition and results of operations of the Bank may materially affect the stockholders' investment in the Association.

The Farm Credit Bank of Texas and District associations' (District) annual and quarterly stockholder reports are available free of charge, upon request. These reports can be obtained by writing to Farm Credit Bank of Texas, The Ag Agency, P.O. Box 202590, Austin, Texas 78720-2590 or calling (512) 483-9204. Copies of the District's annual and quarterly stockholder reports can also be requested by e-mailing [fcg@farmcreditbank.com](mailto:fcg@farmcreditbank.com). The District's annual and quarterly stockholder reports are also available on its website at [www.farmcreditbank.com](http://www.farmcreditbank.com).

The Association's annual and quarterly stockholder reports are also available free of charge, upon request. The quarterly reports will be available on the Association's website at [www.AlabamaAgCredit.com](http://www.AlabamaAgCredit.com) approximately 40 days after quarter end and the Association's

annual stockholder report will be available on its website 75 days after the fiscal year end. Copies of the Association’s annual stockholder report can also be requested 90 days after the fiscal year end and can also be obtained by writing to Alabama Ag Credit, ACA, 2660 EastChase Lane, Suite 401, Montgomery, Alabama, 36117 or calling (334) 270-8687. In addition, copies of the Association’s annual and quarterly stockholder reports can also be requested by e-mailing *Kim.Bond@AlabamaAgCredit.com*.

### SELECTED FINANCIAL DATA

The selected financial data for the five years ended December 31, 2016, required to be disclosed, is incorporated herein by reference to the “Five-Year Summary of Selected Consolidated Financial Data” included in this annual report to stockholders.

### MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

“Management’s Discussion and Analysis,” which precedes the consolidated financial statements in this annual report, is incorporated herein by reference.

### DIRECTORS AND SENIOR OFFICERS

The Association’s member-elected and director-elected board of directors and senior officers are as follows:

<u>NAME</u>	<u>POSITION</u>	<u>DATE ELECTED/ EMPLOYED</u>	<u>TERM EXPIRES</u>	<u>TIME IN POSITION</u>
James L. Bassett	Chairman	December 2008	2018	-
Larry H. Gibson, Jr.	Vice Chairman	April 2010	2019	-
W. Thomas Dozier, III	Director	August 1990	2017	-
Timothy D. Tucker	Director	April 2005	2017	-
John Carl Sanders	Director	April 2015	2018	-
Mark D. Platt	Director	April 2016	2019	-
Lyman W. Ramsay, Jr.	Director	April 2010	2016	-
J.K. Love	Director-Elected Director	April 2006	2018	-
Ray Petty	Director-Elected Director	January 2007	2019	-
Douglas Thiessen	President/Chief Executive Officer	February 2007	-	10 years
Chris Higbe	Sr. VP/Chief Credit Officer	May 2011	-	5 years
M. Scott Sellers	Sr. VP/Chief Financial Officer	September 2003	-	12 years
Ed L. Boyd	Regional President	May 1992	-	6 years
J. Scott McCall	Regional President	January 2011	-	6 years

A brief statement of the business and employment background of each director and senior officer is provided for informational purposes. All directors served on the Association’s audit and compensation committees in 2016; other committee service is as noted below.

**James L. Bassett**, age 56. Mr. Bassett resides in Downs, Alabama, and has been a full-time farmer for 23 years. Mr. Bassett is co-owner of Beck’s Turf, Inc., a Macon County, Alabama-based farming operation where the primary commodities produced are turf, timber, and nursery stock. Mr. Bassett is also part owner of Gold Kiwi Group, LLC and Southeast Kiwi Farming Cooperative, Inc., two entities organized for growing and selling kiwi fruit. Prior to going into farming, Mr. Bassett spent eight years as a commercial banker in Union Springs, Alabama. Since 2012, Mr. Bassett has been a stockholder and serves as a director of a locally-owned community bank, AmeriFirst Bank, based in Union Springs, Alabama. Mr. Bassett is a past president and currently serves as a board member of the Macon County Farmers Federation, and he is also a member of the Macon County Soil and Water Board. Mr. Bassett is a graduate of the LSU Graduate School of Banking, and he also has a bachelor of science in business administration from Auburn University Montgomery. Mr. Bassett serves as chairman of the Association’s board of directors, and he also serves as the Association’s representative on the Texas District Stockholders Advisory Committee.

**Larry H. Gibson, Jr.**, age 44. Mr. Gibson resides in Aliceville, Alabama, and is president and owner of Gibson Forest Management, Inc., a forestry consulting firm. He manages approximately 60,000 acres of timberland for clients in West Alabama and East Mississippi where he provides complete forest management services. A graduate of Mississippi State University with a bachelor’s degree in forest management, he owns approximately 1,600 acres of timberland where timber and wildlife are the primary commodities. Mr. Gibson is a member of the Alabama Forestry Association, the Society of American Foresters (past state chair) and the Association of Consulting Foresters (past state chair), having served on the boards of each organization. He also formerly served on the board of Alabama Farmers Federation for Pickens County. He currently serves as a member of the Pickens

County Industrial Board, as well as on the board of Pickens Academy, and is a trustee at Hebron United Methodist Church. Mr. Gibson serves as vice chairman of the Association's board of directors.

**W. Thomas Dozier, III**, age 76. Mr. Dozier has been farming for 49 years. He is majority owner of W.T. Dozier Farms, Inc., a farming operation based in Elmore County, Alabama. Principal commodities produced are cotton, grain, cattle and hay. Mr. Dozier is also a stockholder and a director on the board of Milstead Farm Group, Inc., a Milstead, Alabama-based business specializing in cotton ginning, irrigation systems, etc. He obtained his bachelor of science in agricultural economics from Auburn University. After college, Mr. Dozier served three years as an infantry officer in the Marine Corps. Mr. Dozier is a past chairman of the Texas District Stockholders Advisory Committee and District Nominating Committee and formerly served as chairman of the board of directors of the Association.

**Timothy D. Tucker**, age 57. Mr. Tucker resides in Uriah, Alabama, and has been farming full-time all of his adult life. Mr. Tucker's farming operation, Tim Tucker Farm, consists primarily of cotton, cattle and peanuts. Mr. Tucker is also a stockholder and vice president and also serves on the board of Monroe County Gin, a cotton ginning and warehousing operation based in Monroe County, Alabama. He is a member of the Southeastern Livestock Exposition, and he serves on the boards of Monroe County Soil and Water Conservation District, Monroe County Cattlemen's Association and the Monroe County Farmers Federation, and he formerly served as the Area 6 VP of the Alabama Association of Conservation Districts.

**John Carl Sanders**, age 62. Mr. Sanders resides in Roeton, Alabama, and has been farming full-time all of his adult life. He farms in partnership with his son on 1,000 acres where the primary commodities produced are peanuts, cotton and corn. In addition, Mr. Sanders has a 100-head brood cow operation. He is president of Alabama Peanut Producers Association, a director of the Coffee County Farmers Federation, a director of the American Peanut Council, and a member of the Peanut Standards Board. Mr. Sanders obtained his bachelor of science in Ag Science from Auburn University.

**Mark D. Platt**, age 39. Mr. Platt resides in Fruitdale, Alabama, and has been farming full-time for 17 years. He is co-owner of Platt Farms, a Washington County-based operation which includes 850 acres where principal commodities produced are poultry, cotton, peanuts, feed grains, cattle and timber. Mr. Platt has served two years as county commissioner for Washington County, and he also serves on the boards of Deer Park-Vinegar Bend Water Board, Fruitdale Volunteer Fire Department, Washington County Soil and Water Conservation District, Washington County Farmers Market Committee and Washington County Farmers Federation. He is a member of Alabama Farmers Federation, Alabama Cattlemen's Association, Alabama Peanut Producers Association, Alabama Poultry and Egg Association, Association of County Commissions of Alabama and Association of Volunteer Fire Departments. Mr. Platt attended Alabama Southern where he earned his associate's degree in Industrial and Business Technology. Mr. Platt is a member of Four Points Baptist Church.

**Lyman W. Ramsay, Jr.**, age 73. Mr. Ramsay resides in Grand Bay, Alabama, and is part owner and manager and also serves on the board of directors of Gulf Equipment Corporation, a general contracting company based in Theodore, Alabama, specializing in telecommunications and civil infrastructure. Mr. Ramsay is also part owner and serves on the boards of Crowder-Gulf Joint Venture, which is based in Theodore and specializes in disaster response and environmental contracting, and Manning Trucking, Inc., which is based in Pascagoula, Mississippi, and provides general transportation services. In addition, Mr. Ramsay has a timber operation consisting of 1,100 acres, and he also owns 400 acres of rented pasture land. He is a member of the Alabama Farmers Federation and Mobile County Cattlemen's Association and a former supervisor of the Mobile County Soil and Water Conservation District. Mr. Ramsay obtained his bachelor of science in agronomy and soils from Auburn University. Mr. Ramsay's term as director ended in April 2016.

**J.K. Love**, age 75. Mr. Love resides in Montgomery, Alabama, and is a CPA. Mr. Love retired after 30 years in public accounting and served four years as the CFO for Hudson Industries, Inc., a Troy, Alabama-based business which specializes in manufacturing, packaging and distribution of food condiments. Mr. Love is part owner of and serves as CFO for Southeast Subway Development Co. Inc., a franchising business for Subway brand restaurants in parts of Alabama, Georgia and Florida. In addition, Mr. Love is part owner and serves as Treasurer on the board of directors of 5i Solutions, Inc., a Fort Lauderdale, Florida-based company specializing in electronic document management. He also serves on the board of directors for two other Montgomery-based businesses – Whitfield Foods, Inc., which specializes in manufacturing and packaging of syrup, hot sauce and other food products, and Best Glass, Inc., which is a subcontractor for commercial buildings. Mr. Love is a graduate of Auburn University with a bachelor of science in accounting. Mr. Love serves as the chairman of the Association's audit committee.

**Ray Petty**, age 66. Mr. Petty resides in Montgomery, Alabama, and is the chief development officer for an independent commercial bank, ServisFirst Bank, based in Birmingham, Alabama. Mr. Petty was serving on the board of directors of ServisFirst at the time of his appointment as chief development officer in July 2008. Previously, Mr. Petty was retired after a 34-year career in commercial banking with SouthTrust Bank. Mr. Petty served 27 years in Montgomery, the last 20 as the Montgomery area

president. During the last nine years of his Montgomery tenure, Mr. Petty also served as South Alabama/Mississippi regional president. In addition, he taught commercial lending for 15 years at University of South Alabama's banking school. Mr. Petty is a graduate of Auburn University with a bachelor of arts in history.

**Douglas Thiessen**, age 52, President/Chief Executive Officer. Mr. Thiessen has been with the Association since February 2007. Prior to joining the Association, Mr. Thiessen served for four years as Senior Vice President/Chief Financial Officer of First Ag Credit, FCS, based in Lubbock, Texas. In addition, he held various financial positions with computer manufacturer Dell, Inc. and the Farm Credit Bank of Texas, and also served as a commissioned examiner with the Farm Credit Administration. Mr. Thiessen has a total of 19 years of service within the Farm Credit System. Mr. Thiessen serves on the boards of the Alabama Future Farmers of America Foundation, the Alabama 4-H Club Foundation, and formerly served on the boards of the Montgomery Area Chamber of Commerce, and the Alabama Agribusiness Council. He is also a member of the AgFirst/FCBT Plan Fiduciary Committee. Mr. Thiessen is a graduate of the LSU Graduate School of Banking, and he also has a bachelor of science in agricultural economics from Texas Tech University and an executive master of business administration degree from Troy University.

**Chris Higbe**, age 46, Senior Vice President/Chief Credit Officer. Mr. Higbe joined the Association in May 2011 as the Association's VP-Credit, and in May 2012 was named Chief Credit Officer. Prior to joining the Association, Mr. Higbe was employed in various credit-related positions in the commercial banking industry for approximately 19 years, most recently serving for two years as credit manager of a de-novo bank in Prattville, Alabama. Mr. Higbe serves on the board of the Alabama Agribusiness Council. Mr. Higbe is a graduate of Auburn University Montgomery with a bachelor of science in general business and a bachelor of science in accounting.

**M. Scott Sellers**, age 48, Senior Vice President/Chief Financial Officer. Mr. Sellers has been with the Association since September 2003. He is a CPA with more than 10 years' experience in public accounting. Prior to joining the Association, Mr. Sellers worked for four years in a family-owned forestry consulting and rural real estate brokerage firm. Mr. Sellers is a graduate of Auburn University with a bachelor of science in accounting, and he also has a master in business administration degree with an emphasis in finance from Auburn University Montgomery.

**Ed L. Boyd**, age 57, Regional President. Mr. Boyd grew up in Livingston, Alabama, where he attended Livingston University, majoring in business administration with emphasis in accounting. Mr. Boyd has been with the Association since May of 1992; in total he has 34 years of Farm Credit experience, working in various positions with Farm Credit institutions in South Carolina, Louisiana, and Mississippi. Prior to being named as Regional President in January 2011, Mr. Boyd served as Regional Vice President for two years. In addition, Mr. Boyd served as the Monroeville branch manager, a position he held for 22 years. Mr. Boyd is past president of the Alabama Cooperatives Council and serves on the board the Monroe County Heritage Museum Foundation, and is chairman of deacons for Monroeville Presbyterian Church.

**J. Scott McCall**, age 52, Regional President. Mr. McCall has been with the Association since January 2011. Prior to joining the Association, Mr. McCall was employed by Sterling Bank in Montgomery, Alabama, for 22 years, most recently serving as Executive Vice President/Commercial Banking Lead for five years. Mr. McCall serves as Second Vice Chair on the Board and Executive Committee of the Baptist Health Care Foundation, and he also serves on the Advisory Board for Auburn University Montgomery School of Business. Mr. McCall is a graduate of the Southwestern Graduate School of Banking in Dallas, Texas, and also has a bachelor of science in business administration from Auburn University Montgomery.

## COMPENSATION OF DIRECTORS

Directors were compensated for their service to the Association in the form of an honorarium at base rate of \$800 per day for directors traveling less than 100 miles. For directors traveling over 100 miles but less than 200 miles, the base rate increases by 25 percent to \$1,000, and for directors traveling over 200 miles, the base rate increases by 50 percent to \$1,200. For multi-day meetings, the increased base rate applies to the first day only; the normal base rate of \$800 applies thereafter. In addition, this rule applies to meetings held at the Association administrative office only; for meetings held elsewhere the honorarium is set at the base rate of \$800 per day. The directors are also compensated for scheduled conference calls at the base rate of \$200 per day. Additionally, they were reimbursed for certain expenses incurred while representing the Association in an official capacity. Mileage for attending official meetings during 2016 was paid at the IRS-approved rate prevailing at the time. A copy of the travel policy is available to stockholders of the Association upon request.

**Number of Days Served  
Associated With**

<b>Director</b>	<b>Board Meetings</b>	<b>Other Official Activities</b>	<b>Total Compensation in 2016</b>
James L. Bassett	12	24	\$ 28,200
Larry H. Gibson, Jr.	13	28	34,200
W. Thomas Dozier, III	13	12	19,400
Timothy D. Tucker	13	13	22,200
Lyman W. Ramsay, Jr	5	13	16,000
John Carl Sanders	13	17	23,400
Mark D. Platt	9	8	15,800
J.K. Love	11	17	21,800
Ray Petty	13	20	25,800
			<b>\$ 206,800</b>

The aggregate compensation paid to directors in 2016, 2015 and 2014 was \$206,800, \$189,400 and \$177,000, respectively. Additional detail regarding director compensation paid for committee service (which is included in the table above) is as follows for 2016:

<b>Director</b>	<b>Committee</b>		
	<b>Audit</b>	<b>Compensation</b>	<b>Other Committees</b>
James L. Bassett	\$ 3,200	\$ 800	\$ 2,400
Larry H. Gibson, Jr.	6,400	1,000	4,800
W. Thomas Dozier, III	5,600	800	-
Timothy D. Tucker	4,000	1,000	-
Lyman W. Ramsay, Jr	1,200	-	-
John Carl Sanders	3,200	800	-
Mark D. Platt	6,000	1,200	-
J.K. Love	5,600	800	-
Ray Petty	5,600	800	-
	<b>\$ 40,800</b>	<b>\$ 7,200</b>	<b>\$ 7,200</b>

As noted earlier, James L. Bassett and Larry H. Gibson, Jr. served on the Texas District Stockholders Advisory Committee. Compensation for serving on this committee is included in the "Other Committees" column, above.

The aggregate amount of reimbursement for travel, subsistence and other related expenses paid to directors and on their behalf was \$90,883, \$83,660 and \$73,011 in 2016, 2015 and 2014, respectively.

**COMPENSATION OF SENIOR OFFICERS**

**Compensation Discussion and Analysis – Senior Officers**

Overview

A critical factor to the Association's success is its ability to attract, develop, and retain staff that are knowledgeable and efficient in their ability to support the Association in the execution of its strategic objectives and delivery of results that maximize value to the stockholders. This objective holds particularly true for the Association's chief executive officer (CEO) and senior officers. The Association employs a compensation program which focuses on the performance and contributions of its employees in achieving the Association's financial and operational objectives, all for the ultimate benefit of its stockholder/members. The Association's board of directors, through its compensation committee, establishes salary and incentive programs utilizing data derived from independent third-party compensation specialists in the financial services sector to ensure that salary and incentive structures are in line with market-comparable positions. Studies provided by third-party compensation specialists form the foundation for the Association's evaluation and establishment of salary and incentive plans used by the Association.

## Chief Executive Officer (CEO) Compensation Policy and Table

The CEO's salary is set by the board, through its compensation committee, using the compensation market data of independent third party specialists, as well as peer comparisons of CEOs of similar sized Farm Credit associations, as a guideline to determine a fair and competitive salary. Factors considered by the compensation committee and board in determining the final established compensation amounts for the CEO include personal performance evaluation, Association performance relative to goals established in the annual business plan, profitability, credit quality and administration, ability to pay patronage to members, and overall abilities exhibited by the CEO. The CEO's incentive bonus is determined at the discretion of the compensation committee and board.

The following table summarizes the compensation paid to the CEO of the Association during 2016, 2015 and 2014. Amounts reflected in the table are presented in the year the compensation was earned.

<u>Name of CEO</u>	<u>Year</u>	<u>Salary (a)</u>	<u>Bonus (b)</u>	<u>Deferred/ Perquisite (c)</u>	<u>Other (d)</u>	<u>Total</u>
<b>Douglas Thiessen</b>	<b>2016</b>	<b>\$ 321,450</b>	<b>\$ 64,288</b>	<b>\$ 39,553</b>	<b>\$ 1,639</b>	<b>\$ 426,930</b>
Douglas Thiessen	2015	300,420	75,102	37,615	1,524	414,661
Douglas Thiessen	2014	286,115	71,526	35,379	1,446	394,466

(a) Gross salary.

(b) Bonuses paid within the first 30 days of the subsequent calendar year.

(c) Deferred/Perquisites include contributions to 401(k) and defined contribution plans, supplemental 401(k) discretionary contributions, and automobile benefits.

(d) Amounts in the "Other" column include premiums paid for group term life insurance.

The CEO participates in the Farm Credit Benefits Alliance Nonqualified Supplemental 401(k) Plan (the Plan). The Plan is a defined contribution plan and is sponsored and maintained by the AgFirst/FCBT Plan Sponsor Committee for the benefit of participating employers in the AgFirst Farm Credit Bank/Farm Credit Bank of Texas Agreement Regarding Employee Benefit Plans (the Administrative Agreement) and their eligible employees. One of the purposes of the Plan is to allow a means for participating employers to restore benefits lost due to limitations under the Internal Revenue Code as it relates to the Association's existing pension plan. During 2016, 2015 and 2014 the Association evaluated the benefits lost as a result of these limitations with regard to the CEO and funded the shortfall. The Association contributed \$11,840, \$9,625 and \$8,000 to the Plan in 2016, 2015 and 2014, respectively.

The employment relationship between the Association and the CEO is "at-will," meaning the Association may terminate the CEO's employment at any time, and the CEO may choose to leave at any time.

## Compensation of Other Senior Officers

The following table summarizes the compensation paid to all senior officers (excluding the CEO) of the Association during 2016, 2015 and 2014. This may include other non-senior officers if their total compensation is within the top five highest paid employees. Amounts reflected in the table are presented in the year the compensation was earned.

<u>Name of Group (a)</u>	<u>Year</u>	<u>Salary (b)</u>	<u>Bonus (c)</u>	<u>Change in Pension Value (d)</u>	<u>Deferred/ Perquisite (e)</u>	<u>Other (f)</u>	<u>Total</u>
<b>Aggregate of five highest paid officers</b>	<b>2016</b>	<b>\$ 797,225</b>	<b>\$ 190,397</b>	<b>\$ 266,602</b>	<b>\$ 98,823</b>	<b>\$ 8,774</b>	<b>\$ 1,361,821</b>
	2015	775,631	228,975	76,253	83,719	4,281	1,168,859
	2014	747,774	176,012	582,952	77,958	3,697	1,588,393

(a) Aggregate number of senior officers/highly compensated individuals, excluding CEO.

(b) Gross salary.

(c) Bonuses paid within the first 30 days of the subsequent calendar year.

(d) Change in pension value represents the change in the actuarial present value of the accumulated benefit under the defined benefit pension plan, the Farm Credit Bank of Texas Pension Plan, from the prior fiscal year to the current fiscal year.

(e) Deferred/Perquisites include contributions to 401(k) and defined contribution plans, and automobile benefits.

(f) Amounts in the “Other” column include premiums paid for group term life insurance, gift cards, and physical fitness program reimbursements. All amounts for gift cards were grossed up for taxes.

Disclosure of information on the total compensation paid and the arrangements of the compensation plans during the last fiscal year to any senior officer or to any other officer included in the aggregate are available and will be disclosed to shareholders of the institution upon request.

### Pension Benefits Table

The following table presents the total annual benefit provided from the defined benefit pension plan applicable to the Senior Officer Group for the year ended December 31, 2016:

Name	Plan Name	Number of Years Credited Service	Present Value of Accumulated Benefit	Payments During 2016
Senior Officer Group	Farm Credit Bank of Texas Pension Plan	35.2	\$ 2,197,494	\$ -

### Pension Benefits Table Narrative Disclosure

The Association participates in the Farm Credit Bank of Texas Pension Plan (the “Pension Plan”), which is a qualified defined benefit retirement plan. Compensation, as defined in the Pension Plan, includes wages, incentive compensation, and deferrals to the 401(k) and flexible spending account plans, but excludes annual leave or sick leave that may be paid in cash at the time of termination, retirement, or transfer of employment, severance payments, retention bonuses, taxable fringe benefits, and any other payments. Pension Plan benefits are based on the average of monthly eligible compensation over the 60 consecutive months that produce the highest average after 1996 (“FAC60”). The Pension Plan’s benefit formula for a Normal Retirement Pension is the sum of (a) 1.65 percent of FAC60 times “Years of Benefit Service” and (b) 0.50 percent of (i) FAC60 in excess of Social Security covered compensation items and (ii) “Years of Benefit Service” (not to exceed 35). The present value of the accumulated Pension Plan is calculated assuming retirement had occurred at the measurement date used for financial reporting purposes with the retirement at age 65. The Pension Plan’s benefit formula for the Normal Retirement Pension assumes that the participants are married on the date the annuity begins, that the spouse is exactly two years younger than the participant, and that the benefit is payable in the form of a 50 percent joint and survivor annuity. If any of those assumptions are incorrect, the benefit is recalculated to be the actuarial equivalent benefit.

### Employee Success-Sharing and Incentive Plan

Association employees, including senior officers, can earn compensation above base salary through the Association’s Employee Success Sharing Plan (Incentive Plan). Incentive compensation is available to all full-time, permanent employees and is based upon the achievement of predetermined performance goals pertaining to the Association’s profitability, credit quality, and loan growth. Performance against these criteria is measured on a calendar year basis. Incentive compensation, if any, is accrued prior to December 31 of the given year, with payout being made generally by the end of the following January. The Association’s Incentive Plan and total incentive compensation dollars are approved annually by the compensation committee and are at the full discretion of the board of directors.

The Incentive Plan has four major programs, as follows:

- Administrative Program – Incentive compensation for all administrative employees is based on the Association’s total actual results in four key performance areas, with each area receiving equal weight. The four key performance areas are: 1) accrual loan growth, 2) return on equity (ROE) ratio, 3) adverse assets ratio, and 4) efficiency ratio. Total incentive compensation under the Administrative Program is limited to 25 percent of base salary.
- Branch Program – Incentive compensation for loan officers and branch managers is based on their respective branch’s actual results in four key performance areas, with each area receiving equal weight. The four key performance areas are: 1) accrual loan growth, 2) ROE, 3) adverse assets ratio, and 4) delinquencies. In addition to incentive compensation from the Branch Program, employees in this program may also receive one-half of the incentive compensation from the Administrative Program (limited to 12.5 percent of base salary). Total incentive compensation under the Branch Program is limited to 40 percent of base salary.
- Regional Presidents (RP’s) – Incentive compensation for RP’s is based on their respective region’s performance using the same criteria as the Branch Program. In addition to incentive compensation from this program, which is not limited, RP’s

may also receive one-half of the incentive compensation from the Administrative Program (limited to 12.5 percent of base salary). Similar to the Branch Program, total incentive compensation for RP's is limited to 40 percent of base salary.

- New Volume and Sales Call Program – Branch Managers and Loan Officers may receive an additional payout of 5 percent, 10 percent or 15 percent of base salary, depending on individual performance related to sales calls and new volume goals. Total incentive compensation under this program is subject to the 40 percent limit under the Branch and RP Programs above.

### **Other Compensation Plans Funded by the Association on Behalf of Senior Officers and Employees**

The Association provides certain employees use of Association-owned vehicles. Personal use of these vehicles is governed by the Association's board-approved travel and vehicle policies as well as IRS rules. Employees assigned an Association vehicle are required to maintain a business mileage log, and the calculated value of personal use of the vehicles is included in respective employees' taxable earnings, in accordance with IRS regulations. Amounts for personal use of an Association vehicle are included in the "Deferred/Perquisite" column in the compensation tables above.

Employees who use their personal vehicle for business purposes were reimbursed during 2016 at the IRS-approved rate prevailing at the time.

As discussed in Note 2, "Summary of Significant Accounting Policies" and Note 12, "Employee Benefit Plans," the Association participates in the Farm Credit Benefits Alliance 401(k) Plan and the Defined Contribution (DC) Plan. Amounts contributed by the Association to the 401(k) and DC plans on behalf of the CEO and senior officers are included in the "Deferred/Perquisite" column in the compensation tables above.

The Association provides group term life insurance to all employees in an amount equal to double the employees' respective salaries. To the extent that the value of the insurance exceeds \$50,000, an amount must be added to the employees' taxable earnings using the IRS-approved calculation. Amounts relating to excess life insurance are included in the "Other" column in the compensation tables above.

Association policy allows for reimbursement of tuition and related education expenses incurred in connection with approved undergraduate and/or graduate level coursework. The program is available to all full-time, permanent employees.

Association employees have the opportunity to earn commissions on revenue generated from sales of credit life insurance. The Association participates in a program with an outside insurance company to provide borrowers the opportunity to purchase the insurance. Employees who generate the insurance sales receive a portion of the commissions received by the Association.

The Association employs a program for the health and well-being of its employees. All full-time permanent employees are eligible to participate in the program, which allows for reimbursement of physical-fitness-related expenses up to \$360 per year, per employee. Amounts paid for physical fitness reimbursements to the CEO and senior officers are included in the "Other" column in the compensation tables above.

Senior officers, including the CEO, are reimbursed for reasonable travel, subsistence and other related expenses while conducting Association business. A copy of the Association's travel policy is available to stockholders upon request.

### **TRANSACTIONS WITH DIRECTORS AND SENIOR OFFICERS**

The Association's policies on loans to and transactions with its officers and directors, required to be disclosed in this section, are incorporated herein by reference to Note 12 to the consolidated financial statements, "Related Party Transactions," included in this annual report.

### **DIRECTORS' AND SENIOR OFFICERS' INVOLVEMENT IN CERTAIN LEGAL PROCEEDINGS**

FCA regulations require disclosure in this section of any events occurring within the last five years (bankruptcy, conviction or naming in a criminal proceeding, or judgment or finding limiting a right to engage in a business) that are material to the evaluation of the ability or integrity of any person who served as a director or senior officer. The Association has no directors or senior officers with any involvement in such legal proceedings as described in the FCA regulations.

## **RELATIONSHIP WITH INDEPENDENT AUDITOR**

The Association's audit committee engaged the independent accounting firm of PricewaterhouseCoopers LLP (PwC) to perform the annual audit of the Association's financial statements included in this annual report. The fees paid during 2016 for professional services rendered for the Association by PwC were \$48,700 for audit services, and \$10,700 for tax return preparation services. No other services were performed by PwC during the reporting period.

## **RELATIONSHIP WITH UNINCORPORATED BUSINESS ENTITIES**

The Association has formed unincorporated business entities for the purpose of acquiring and managing unusual or complex collateral associated with loans. Each of the entities is a single-member limited liability company (LLC) with the Association being the sole member. SA Alabama Properties, LLC and SA Alabama Properties II, LLC were each organized for the purpose of holding and managing foreclosed properties. In addition the Association is also part owner of FCBT Biostar B, LLC, which was organized for the purpose of holding and managing foreclosed property related to a participation loan.

## **FINANCIAL STATEMENTS**

The financial statements, together with the report thereon of PricewaterhouseCoopers LLP dated March 14, 2017, and the report of management in this annual report to stockholders, are incorporated herein by reference.

## **MEMBER/SHAREHOLDER PRIVACY**

Members' nonpublic personal financial information is protected by FCA regulation. Our directors and employees are restricted from disclosing information not normally contained in published reports or press releases about the Association or its members.

**CREDIT AND SERVICES TO YOUNG, BEGINNING AND SMALL FARMERS AND RANCHERS,  
AND PRODUCERS OR HARVESTERS OF AQUATIC PRODUCTS**

The Association is committed to meeting the needs of Young, Beginning and Small (YBS) farmers and ranchers and recognizes the need to support these operators to ensure a strong agricultural community for the future. Support of YBS lending activities is a priority in the Association. Additional employee time and other resources are combined with the most liberal application of the Association’s underwriting standards possible to meet the credit needs of YBS farmers and ranchers. In addition, the Association actively supports other programs, events, scholarships and educational activities that benefit young people who will become the agricultural providers of tomorrow.

The Association sets minimum standards and monitors its YBS performance on a regular basis. These results are also compared to the demographics of the territory it serves as reflected in the USDA Census of Agriculture.

Definitions for “young,” “beginning” and “small” farmers and ranchers used by the Association are:

- Young: Age 35 or younger as of the loan date
- Beginning: Ten years or less of farming, ranching or aquatic experience as of the loan date
- Small: Less than \$250,000.00 in annual gross sales of agricultural products

The 2012 USDA Census of Agriculture for Alabama (Census) indicates that in our territory 4.1 percent of farm operators are “young,” 18.5 percent are “beginning” and 91.9 percent of the farms are “small.”

Slight differences noted between the Census and our YBS information are as follows:

- The Census shows young farmers in a group up to age 34, whereas the Association’s YBS information shows young farmers up to age 35.
- The Census shows years on present farm in a class up to 9 years, whereas the Association’s YBS information shows 10 years or less for a beginning farmer.
- USDA data is based on the number of farms, whereas the Association’s data is based on the number of loans.

The Association’s YBS loans, as a percentage of total loans outstanding on December 31, are reflected in the table below for the past three years.

	<b>Young</b>	<b>Beginning</b>	<b>Small</b>
2014	17.88%	54.40%	79.08%
2015	18.38%	54.07%	77.78%
2016	18.66%	54.88%	77.34%

The Association’s goals over the succeeding three-year period is to reach the percentages of its number of loans outstanding in young, beginning and small farmer loans as shown below.

	<b>Young</b>	<b>Beginning</b>	<b>Small</b>
2017	18.90%	55.25%	77.50%
2018	19.15%	55.75%	77.65%
2019	19.40%	56.25%	77.80%

The Association continues to provide credit to YBS farmers and ranchers at high levels as reflected by the above comparative data. Emphasis on this area of the Association’s lending business will continue to be a priority.