



## MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of 1<sup>st</sup> Farm Credit Services, ACA (the parent) and 1<sup>st</sup> Farm Credit Services, FLCA and 1<sup>st</sup> Farm Credit Services, PCA (the subsidiaries). This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our Annual Report for the year ended December 31, 2014 (2014 Annual Report).

AgriBank, FCB's (AgriBank) financial condition and results of operations materially impact members' investment in 1<sup>st</sup> Farm Credit Services, ACA. To request free copies of the AgriBank and combined AgriBank and Affiliated Associations' financial reports or additional copies of our report, contact us at 2000 Jacobsssen Drive, Normal, IL 61761, (309) 268-0100 or through our website at [www.1stfarmcredit.com](http://www.1stfarmcredit.com). You may also contact AgriBank at 30 East 7th Street, Suite 1600, St. Paul, MN 55101, (651) 282-8800, or by e-mail at [financialreporting@agribank.com](mailto:financialreporting@agribank.com). The AgriBank and combined AgriBank and Affiliated Associations' financial reports are also available through AgriBank's website at [www.agribank.com](http://www.agribank.com).

## FORWARD-LOOKING INFORMATION

Any forward-looking statements in this Quarterly Report are based on current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from expectations due to a number of risks and uncertainties. More information about these risks and uncertainties is contained in our 2014 Annual Report. We undertake no duty to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

## AGRICULTURAL AND ECONOMIC CONDITIONS

Illinois farmers and ranchers began preparation for planting; activities included fixing equipment, tilling fields, and applying anhydrous ammonia. Statewide temperatures averaged 37.3 degrees, 3.4 degrees below normal. Topsoil moisture conditions statewide were rated 95 percent adequate to surplus.

Illinois farmers intend to plant 11.7 million acres of corn for all purposes in 2015, down 2 percent from 2014. If realized, this would be the lowest acreage of corn planted since 2006. Across the United States, corn growers intend to plant 89.2 million acres in 2015, down 2 percent from last year and if realized, the lowest planted acreage since 2010. Prices and returns for corn are anticipated to be lower in 2015.

Illinois soybean producers begin the 2015 crop year intending to plant 9.9 million acres, up 1 percent from last year. Producers across the United States intend to plant an estimated 84.6 million acres of soybeans in 2015, up 1 percent from last year and an all-time record high. If realized, soybeans will surpass the previous record of acres planted in the United States set in 2014.

Corn prices in Central Illinois at March 31, 2015 were \$3.58 per bushel, down \$1.25 per bushel compared to one year ago. Lower prices will continue to benefit our livestock producers through lower feed costs. Soybean prices for the same period were \$9.62 per bushel, down \$5.00 per bushel.

According to the March 1, 2015 Hogs and Pigs Report, in the United States the number of hogs and pigs at 65.9 million head was 7.2 percent higher than a year ago. The average pigs saved per litter was 10.17 for the December-February period, compared to 9.53 last year. The 6.7 percent increase has been faster than most expected; an indication that the PEDv (porcine epidemic diarrhea virus) impact in swine operations has been limited this winter. Farrowings were up 2.4 percent. This quarter's pig crop was up 9.2 percent from the same period one year ago. Although hog supplies have recovered, producers will likely limit further expansion in light of recent price declines and troubles in export markets.

## LOAN PORTFOLIO

### Loan Portfolio

Total loans were \$4.7 billion at March 31, 2015, a decrease of \$90.5 million from December 31, 2014. The decrease was primarily due to increased repayments on operating loan balances, which is typical following post year end grain sales.

## Portfolio Credit Quality

The credit quality of our portfolio declined from December 31, 2014. Adversely classified loans increased to 1.9% of the portfolio at March 31, 2015, from 1.5% of the portfolio at December 31, 2014. Adversely classified loans are loans with well defined credit weakness. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, government guarantee programs are used to reduce the risk of loss. At March 31, 2015, \$343.1 million of our loans were, to some level, guaranteed under these government programs.

## Risk Assets

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

As of:	March 31 2015	December 31 2014
Loans:		
Nonaccrual	\$25,396	\$24,929
Accruing restructured	2,088	2,182
Accruing loans 90 days or more past due	299	1,595
Total risk loans	27,783	28,706
Other property owned	140	188
Total risk assets	\$27,923	\$28,894
Risk loans as a percentage of total loans	0.6%	0.6%
Nonaccrual loans as a percentage of total loans	0.5%	0.5%
Total delinquencies as a percentage of total loans	0.6%	0.4%

Our risk assets have not changed significantly from December 31, 2014 and remain at acceptable levels. Total risk loans as a percentage of total loans remains well within our established risk management guidelines.

Nonaccrual loans remained at an acceptable level at March 31, 2015 and 44.0% of our nonaccrual loans were current on loan payments.

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

## Allowance for Loan Losses

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

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

As of:	March 31 2015	December 31 2014
Allowance as a percentage of:		
Loans	0.3%	0.3%
Nonaccrual loans	62.3%	63.6%
Total risk loans	56.9%	55.2%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at March 31, 2015.

## RESULTS OF OPERATIONS

The following table presents profitability information (dollars in thousands):

For the three months ended March 31	2015	2014
Net income	\$21,481	\$18,648
Return on average assets	1.7%	1.6%
Return on average members' equity	9.3%	8.8%

Changes in these ratios are directly related to the changes in income discussed in this section, changes in assets discussed in the Loan Portfolio section and changes in capital discussed in the Funding, Liquidity and Capital section.

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

For the three months ended March 31	2015	2014	Increase (decrease) in net income
Net interest income	\$29,937	\$27,587	\$2,350
Provision for loan losses	75	353	278
Patronage income	5,018	5,605	(587)
Other income, net	1,910	2,219	(309)
Operating expenses	14,727	14,406	(321)
Provision for income taxes	582	2,004	1,422
Net income	<u>\$21,481</u>	<u>\$18,648</u>	<u>\$2,833</u>

The following table quantifies changes in net interest income for the three months ended March 31, 2015 compared to the same period in 2014 (in thousands):

	<u>2015 vs 2014</u>
Changes in volume	\$2,463
Changes in interest rates	(120)
Changes in nonaccrual income and other	7
Net change	<u>\$2,350</u>

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

## FUNDING, LIQUIDITY and CAPITAL

We borrow from AgriBank, under a note payable, in the form of a line of credit. Our note payable matures November 30, 2015, at which time the note will be renegotiated. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as the Association is a stockholder of AgriBank, we expect this borrowing relationship to continue into the foreseeable future.

Cost of funds associated with our note payable includes a marginal cost of debt component, a spread component, which includes cost of servicing, cost of liquidity, bank profit and, if applicable, a risk premium component. However, we were not subject to a risk premium at March 31, 2015 or December 31, 2014.

Total members' equity increased \$19.2 million from December 31, 2014 primarily due to net income for the period partially offset by patronage distribution accruals.

Farm Credit Administration regulations require us to maintain a permanent capital ratio of at least 7.0%, a total surplus ratio of at least 7.0% and a core surplus ratio of at least 3.5%. Refer to Note 7 in our 2014 Annual Report for a more complete description of these ratios. As of March 31, 2015, the ratios were as follows:

- The permanent capital ratio was 16.3%.
- The total surplus ratio was 16.1%.
- The core surplus ratio was 16.1%.

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

**CERTIFICATION**


The undersigned certify they have reviewed 1<sup>st</sup> Farm Credit Services, ACA's March 31, 2015 Quarterly Report. It has been prepared under the oversight of the audit committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate and complete to the best of our knowledge and belief.



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



Gary J. Ash  
President and Chief Executive Officer  
1<sup>st</sup> Farm Credit Services, ACA



James F. Garvin  
Chief Financial Officer  
1<sup>st</sup> Farm Credit Services, ACA

May 4, 2015

# CONSOLIDATED STATEMENTS OF CONDITION

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

(in thousands)

(Unaudited)

As of:	March 31 2015	December 31 2014
<b>ASSETS</b>		
Loans	\$4,696,867	\$4,787,390
Allowance for loan losses	15,815	15,847
Net loans	4,681,052	4,771,543
Investment in AgriBank, FCB	121,775	121,675
Investment securities	162,766	171,967
Accrued interest receivable	39,617	41,330
Other property owned	140	188
Other assets	42,975	48,049
Total assets	\$5,048,325	\$5,154,752
<b>LIABILITIES</b>		
Note payable to AgriBank, FCB	\$4,086,357	\$4,201,067
Accrued interest payable	13,878	13,808
Patronage distribution payable	2,313	9,000
Other liabilities	12,162	16,419
Total liabilities	4,114,710	4,240,294
Contingencies and commitments	--	--
<b>MEMBERS' EQUITY</b>		
Protected members' equity	9	9
Capital stock and participation certificates	9,942	9,953
Unallocated surplus	923,664	904,496
Total members' equity	933,615	914,458
Total liabilities and members' equity	\$5,048,325	\$5,154,752

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

# CONSOLIDATED STATEMENTS OF INCOME

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

(in thousands)

(Unaudited)

For the three months ended March 31	2015	2014
<b>Interest income</b>	<b>\$43,825</b>	\$40,461
<b>Interest expense</b>	<b>13,888</b>	12,874
Net interest income	29,937	27,587
<b>Provision for loan losses</b>	<b>75</b>	353
Net interest income after provision for loan losses	29,862	27,234
<b>Other income</b>		
Patronage income	5,018	5,605
Financially related services income	305	313
Fee income	1,374	1,438
Miscellaneous income, net	231	468
Total other income	6,928	7,824
<b>Operating expenses</b>		
Salaries and employee benefits	9,575	9,756
Other operating expenses	5,152	4,650
Total operating expenses	14,727	14,406
Income before income taxes	22,063	20,652
<b>Provision for income taxes</b>	<b>582</b>	2,004
Net income	\$21,481	\$18,648

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

## CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

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

	Protected Members' Equity	Capital Stock and Participation Certificates	Unallocated Surplus	Total Members' Equity
Balance at December 31, 2013	\$9	\$9,900	\$822,955	\$832,864
Net income	--	--	18,648	18,648
Unallocated surplus designated for patronage distributions	--	--	(2,214)	(2,214)
Capital stock and participation certificates issued	--	214	--	214
Capital stock and participation certificates retired	--	(225)	--	(225)
<b>Balance at March 31, 2014</b>	<b>\$9</b>	<b>\$9,889</b>	<b>\$839,389</b>	<b>\$849,287</b>
Balance at December 31, 2014	\$9	\$9,953	\$904,496	\$914,458
Net income	--	--	21,481	21,481
Unallocated surplus designated for patronage distributions	--	--	(2,313)	(2,313)
Capital stock and participation certificates issued	--	187	--	187
Capital stock and participation certificates retired	--	(198)	--	(198)
<b>Balance at March 31, 2015</b>	<b>\$9</b>	<b>\$9,942</b>	<b>\$923,664</b>	<b>\$933,615</b>

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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 1: ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

The accompanying consolidated financial statements contain all adjustments necessary for a fair presentation of the interim consolidated financial condition and consolidated results of operations. While our accounting policies conform to accounting principles generally accepted in the United States of America (U.S. GAAP) and the prevailing practices within the financial services industry, this interim Quarterly Report is prepared based upon statutory and regulatory requirements and, accordingly, does not include all disclosures required by U.S. GAAP. The results of the three months ended March 31, 2015 are not necessarily indicative of the results to be expected for the year ending December 31, 2015. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the consolidated financial statements and related notes included in our Annual Report for the year ended December 31, 2014 (2014 Annual Report).

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

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

#### Recently Issued or Adopted Accounting Pronouncements

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

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

Loans consisted of the following (dollars in thousands):

As of:	March 31, 2015		December 31, 2014	
	Amount	%	Amount	%
Real estate	\$2,506,879	53.4%	\$2,517,451	52.6%
Commercial	1,828,340	38.9%	1,951,387	40.8%
Other	361,648	7.7%	318,552	6.6%
Total	\$4,696,867	100.0%	\$4,787,390	100.0%

We classify our loans into three categories primarily based on the authorities provided by the Farm Credit Administration regulations and to a lesser extent management purposes. The following listing details each loan category and provides a description of loan types within each category:

- Real estate primarily includes loans made under our FLCA lending authority for real estate mortgages.
- Commercial primarily includes loans made under our PCA lending authorities for production and intermediate term financing, processing and marketing, and agribusiness.
- Other is comprised primarily of communication and energy-related loans and purchased government guaranteed loans and bonds originated under our Mission Related Investment authority.

#### Delinquency

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

As of March 31, 2015	30-89	90 Days	Total	Not Past Due	Total	90 Days
	Days	or More		or Less than		Past Due
	Past Due	Past Due	Past Due	30 Days		Past Due
				Past Due		and Accruing
Real estate	\$2,260	\$1,913	\$4,173	\$2,525,900	\$2,530,073	\$ --
Commercial	11,041	9,603	20,644	1,822,572	1,843,216	299
Other	5,675	55	5,730	356,852	362,582	--
Total	\$18,976	\$11,571	\$30,547	\$4,705,324	\$4,735,871	\$299



As of 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	90 Days or More Past Due and Accruing
Real estate	\$1,264	\$2,897	\$4,161	\$2,533,809	\$2,537,970	\$449
Commercial	965	9,203	10,168	1,960,209	1,970,377	--
Other	3,118	1,146	4,264	315,455	319,719	1,146
Total	<u>\$5,347</u>	<u>\$13,246</u>	<u>\$18,593</u>	<u>\$4,809,473</u>	<u>\$4,828,066</u>	<u>\$1,595</u>

## Risk Loans

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

As of:	March 31 2015	December 31 2014
Volume with specific reserves	<b>\$8,681</b>	\$8,926
Volume without specific reserves	<b>19,102</b>	19,780
Total risk loans	<b><u>\$27,783</u></b>	<u>\$28,706</u>
Total specific reserves	<b>\$4,673</b>	\$4,708
For the three months ended March 31	<b>2015</b>	2014
Income on accrual risk loans	<b>\$30</b>	\$58
Income on nonaccrual loans	<b>372</b>	365
Total income on risk loans	<b><u>\$402</u></b>	<u>\$423</u>
Average risk loans	<b>\$27,813</b>	\$26,829

We did not have any material commitments to lend additional money to borrowers whose loans were at risk at March 31, 2015.

## Troubled Debt Restructurings (TDRs)

In situations where, for economic or legal reasons related to the borrower's financial difficulties, we grant a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan is classified as a troubled debt restructuring, also known as a restructured loan. A concession is generally granted in order to minimize economic loss and avoid foreclosure. Concessions vary by program and borrower and may include interest rate reductions, term extensions, payment deferrals, or acceptance of assets in lieu of payments. In limited circumstances, principal may be forgiven. Loans classified as TDRs are considered risk loans. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the restructured loan to the lower of book value or net realizable value of collateral.

We completed TDRs by extending the maturity of certain commercial loans during the three months ended March 31, 2015. Our recorded investment in these loans just prior to restructuring was \$10 thousand for the three months ended March 31, 2015. Our recorded investment in these loans immediately following the restructuring was \$10 thousand for the three months ended March 31, 2015. The recorded investment of the loan is the face amount of the receivable increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges and acquisition costs and may also reflect a previous direct charge-off. There were no TDRs completed during the three months ended March 31, 2014.

We had TDRs of \$14 thousand that defaulted during the three months ended March 31, 2015, in which the modifications were within twelve months of the respective reporting period. TDRs with a payment default occurred in the commercial loan category. There were no TDRs that defaulted during the three months ended March 31, 2014, in which the modifications were within twelve months of the respective reporting period.

The following table presents information regarding TDRs outstanding (in thousands):

As of:	March 31 2015	December 31 2014
Accrual status:		
Real estate	\$2,088	\$2,053
Commercial	--	129
Total TDRs in accrual status	\$2,088	\$2,182
Nonaccrual status:		
Real estate	\$2,741	\$2,785
Commercial	9,855	9,853
Total TDRs in nonaccrual status	\$12,596	\$12,638
Total TDRs	\$14,684	\$14,820

Additional commitments to lend to borrowers whose loans have been modified in a TDR were \$224 thousand at March 31, 2015.

### Allowance for Loan Losses

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

Three months ended March 31	2015	2014
Balance at beginning of year	\$15,847	\$13,587
Provision for loan losses	75	353
Loan recoveries	21	6
Loan charge-offs	(128)	(244)
Balance at end of period	\$15,815	\$13,702

The increase in allowance for loan losses was related to \$3.3 million provision expense recorded in 2014 reflecting the slight decline in credit quality in both real estate and commercial portfolios.

### NOTE 3: INVESTMENT SECURITIES

We held investment securities of \$162.8 million at March 31, 2015 and \$172.0 million at December 31, 2014. Our investment securities consisted of securities containing loans fully guaranteed by the Small Business Administration.

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

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

As of:	March 31 2015	December 31 2014
Amortized cost	\$162,766	\$171,967
Unrealized gains	4,073	4,308
Unrealized losses	(302)	(313)
Fair value	\$166,537	\$175,962

### NOTE 4: CONTINGENCIES AND COMMITMENTS

In the normal course of business, we have contingent liabilities and outstanding commitments, primarily commitments to extend credit, which may not be reflected in the accompanying consolidated financial statements. We do not anticipate any material losses because of these contingencies or commitments.

We may be named as a defendant in lawsuits or legal actions in the normal course of business. At the date of these consolidated financial statements, we were not aware of any such actions that would have a material impact on our financial condition. However, such actions could arise in the future.

### NOTE 5: FAIR VALUE MEASUREMENTS

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for the asset or liability. Accounting guidance also establishes a fair value hierarchy, with three levels of inputs that may be used to measure fair value. Refer to Note 2 in our 2014 Annual Report for a more complete description of the three input levels.

We did not have any assets or liabilities measured at fair value on a recurring basis at March 31, 2015 or December 31, 2014.

### Non-Recurring Basis

We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis. Information on assets measured at fair value on a non-recurring basis follows (in thousands):

	As of March 31, 2015				Three months ended
	Fair Value Measurement Using			Total Fair	March 31, 2015
	Level 1	Level 2	Level 3	Value	Total Gains (Losses)
Impaired loans	\$ --	\$679	\$3,530	\$4,209	(\$93)
Other property owned	--	--	146	146	6
	As of December 31, 2014				Three months ended
	Fair Value Measurement Using			Total Fair	March 31, 2014
	Level 1	Level 2	Level 3	Value	Total Gains (Losses)
Impaired loans	\$ --	\$746	\$3,683	\$4,429	(\$30)
Other property owned	--	--	196	196	6

### Valuation Techniques

**Impaired loans:** Represents the carrying amount and related write-downs of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. When the value of the collateral, less estimated costs to sell, is less than the book value of the loan, a specific reserve is established. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses independent appraisals and other market-based information, they fall under Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters, they fall under Level 3.

**Other property owned:** Represents the fair value and related losses of foreclosed assets that were measured at fair value based on the collateral value, which is generally determined using appraisals, or other indications based on sales of similar properties. Costs to sell represent transaction costs and are not included as a component of the asset's fair value.

### NOTE 6: SUBSEQUENT EVENTS

We have evaluated subsequent events through May 4, 2015, which is the date the consolidated financial statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.