# MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial position and consolidated results of operations of Badgerland Financial, ACA and its subsidiaries. This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our 2011 Annual Report for the year ended December 31, 2011.

AgriBank, FCB's (AgriBank) financial condition and results of operations materially affect members' investment in Badgerland Financial, ACA. To request free copies of the AgriBank and combined AgriBank, FCB and Affiliated Associations' financial reports or additional copies of our report contact us at 1430 North Ridge Drive, Prairie du Sac, Wisconsin 53578-1092, (800) 356-2197, or e-mail Greg.Rufsvold@badgerlandfinancial.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 agribankmn@agribank.com. The AgriBank and combined AgriBank, FCB and Affiliated Associations' financial reports are also available through AgriBank's website at www.agribank.com.

### Loan Portfolio

Loans totaled \$2.7 billion at September 30, 2012, a \$123.7 million increase from December 31, 2011.

Accrual commercial loan volume has decreased by \$2.8 million compared to December 31, 2011. This is primarily due to operating loan repayments resulting from strong profits in cash grain operations. Although milk prices have been strengthening in recent weeks, dairy producers are facing higher input costs which will impact margins. The impact of the drought has yet to be fully defined, but will likely result in an increase in operating credit needs and slower repayment of term credit depending on the impact on cash flows.

Accrual mortgage loan volume has increased \$134.1 million compared to December 31, 2011. The increase has been primarily due to strong targeted marketing efforts in the second half of 2011 and through 2012. New business promotions have been successful in bringing in new customers as well as new loan requests from existing borrowers. The real estate market has been strong in both 2011 and through September 30, 2012 which has increased the demand for real estate credit. In addition, there has been positive growth in the capital markets portfolio since December 31, 2011.

### Agricultural and Economic Conditions

Weather conditions have been favorable for harvest which is currently underway. Overall yields will likely be down significantly from previous years due to the drought conditions; however, some areas are experiencing better than expected yields for both corn and soybeans. Some reports indicate, depending on soil types and moisture conditions, corn yields can vary from zero to 200 bu/acre in the same fields and farms. For producers selling grain crops, reduced yields will be partially offset by crop insurance proceeds and higher commodity prices. However, it should be noted that some producers may have contracted grain at prices that are significantly below current market prices and may not realize the full benefit of the higher prices.

Livestock producers are expected to be impacted the most from the drought conditions due to the lower yields and resulting higher feed prices. Most producers should be able to locate adequate feed; however, it will come at a higher cost and may lead to some additional culling of livestock herds to help control total feed costs. Rains that fell in late July and into August throughout most of our territory benefited soybeans, later planted corn, and alfalfa. Recent rainfall in October has provided some moisture level relief; however, most of the territory is still in a moderate drought condition.

Most commodity prices remain historically strong as of early October. Milk prices have climbed considerably over the past few months primarily due to the impact of the drought as hot temperatures impacted milk production and higher feed costs are forcing some producers to cull heavier resulting in a negative impact on the total milk supply. Current cash prices for corn are approximately \$7.25/bu and soybeans approximately \$15.10/bu. December corn futures have dropped approximately \$1.00/bu from the August highs but are still over \$7.30/bu. November soybean futures have dropped over \$2.00/bu since the early September highs but remain at almost \$15.55/bu. Further price movement of corn and soybeans is likely as the harvest wraps up and final yields are known. The average class III milk price for the third quarter was \$17.80/cvt which compares to \$20.71/cwt for the same quarter last year. Calendar year 2011 averaged \$18.37/cwt. The first nine months of 2012 have averaged \$16.54/cwt. The outlook for the fourth quarter of 2012, based on current futures, shows an average of \$20.85/cwt with 2013 futures currently averaging \$18.70/cwt. Milk prices do not include premiums. Opportunities currently exist to forward contract milk at what would be record high prices; however, it needs to be recognized that input costs have been climbing and margins may shrink in spite of higher milk prices. Strong commodity prices along with favorable interest rates continue to keep demand for cropland high.

Historically low interest rates are expected to continue for another year or two. If commodity prices remain strong, demand for cropland will continue to drive up real estate values. There continues to be some evidence that recreational land values, which have softened over the past three years, are stabilizing and demand for these properties is increasing. Some improvement in the overall economy may provide opportunities for additional non-farm income; however, the improvement continues to be modest.

### **Portfolio Credit Quality**

The credit quality of our portfolio has improved from December 31, 2011. Adversely classified loans have decreased to 2.5% of the portfolio at September 30, 2012, from 3.7% of the portfolio at December 31, 2011. Adversely classified loans are loans we have identified as showing some credit weakness outside our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In some circumstances, we use various governmental guarantee programs to reduce the risk of loss. At September 30, 2012, \$87.0 million of our loans were, to some level, guaranteed under these governmental programs.

### **Risk Assets**

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

	September 30	December 31
As of:	2012	2011
Loans:		
Accruing restructured	\$5	\$
Accruing loans 90 days or more past due	3,226	514
Nonaccrual	12,877	20,556
Total risk loans	16,108	21,070
Other property owned	3,664	5,270
Total risk assets	\$19,772	\$26,340
Risk loans as a percentage of total loans	0.6%	0.8%
Total delinquencies as a percentage of total loans	0.9%	0.7%

Our risk assets have decreased from December 31, 2011 and remain at acceptable levels. The decrease in risk loans was primarily due to loan repayments and upgrades of certain loans to accrual status. Total risk loans as a percentage of total loans remains well within our established risk management guidelines.

The increase in accruing loans 90 days or more past due was primarily due to delinquencies from a production and intermediate term loan and three small real estate loans. 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.

The decrease in nonaccrual loans was due to loan payments during the nine months ended September 30, 2012. Nonaccrual loans remained at an acceptable level at September 30, 2012 and represented 0.5% of our total portfolio. At September 30, 2012, 50.0% of our nonaccrual loans were current.

#### Allowance for Loan Losses

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

Comparative allowance coverage of various loan categories follows:

	September 30	December 31
Allowance as a percentage of:	2012	2011
Loans	0.2%	0.3%
Nonaccrual loans	43.3%	32.2%
Total risk loans	34.6%	31.4%

Allowance for loan loss decreased due to overall credit quality improvements in our portfolio. In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at September 30, 2012.

### **Results of Operations**

Net income for the nine months ended September 30, 2012 totaled \$61.4 million compared to \$59.2 million for the same period in 2011. The following table illustrates profitability information:

As of September 30	2012	2011
Return on average assets	2.9%	2.9%
Return on average members' equity	14.2%	15.8%

The following table summarizes the changes in components of net income for the nine months ended September 30, 2012 compared to the same period in 2011 (in thousands):

Increase (decrease) in net income	2012 vs 2011
Net interest income	\$1,221
Provision for loan losses	(3,201)
Patronage income	2,613
Other income	908
Operating expenses	(2,602)
Provision for income taxes	3,233
Total change in net income	\$2,172

Net interest income was \$64.6 million for the nine months ended September 30, 2012. The following table quantifies changes in net interest income for the nine months ended September 30, 2012 compared to the same period in 2011 (in thousands):

Change in net interest income	2012 vs 2011
Changes in volume	\$1,306
Changes in rates	(994)
Changes in nonaccrual income and other	909
Net change	\$1,221

The change in the provision for loan losses was driven by a large reversal during the nine months ended September 30, 2011 as compared to the current period. At that time, the reversal of provision for loan losses was driven by an enhancement to our methodology for determining loss rates which provides for a more granular calculation and recognizes strong collateralization within the portfolio and a decrease in industry specific general allowances. While overall credit quality of our portfolio continues to improve and resulted in a reversal of provision for loan losses during the nine months ended September 30, 2012, this was partially offset by a provision for loan losses during the third quarter as a result of the need to establish a reserve for a capital markets ethanol loan.

The change in patronage income was primarily related to increased income on our sale of a participation interest in certain real estate loans to AgriBank due to the share of distributions from Allocated Insurance Reserve Accounts (AIRA) totaling \$452 thousand related to the participations sold to AgriBank. These reserve accounts were established in previous years by the Farm Credit System Insurance Corporation when premiums collected increased the level of the Insurance Fund beyond the required 2% of insured debt. There was no distribution in 2011. Additionally, the change in patronage income was related to increased patronage received from AgriBank due to a higher patronage rate compared to the prior year.

The change in other income was primarily due to our share of distributions from AIRA of \$2.7 million partially offset by lower multi-peril crop insurance and write-downs on other property owned.

The change in operating expenses was primarily related to increases in salaries and benefits resulting from normal annual merit increases as well as hiring of new staff positions. Additionally, the association has experienced normal increases in the cost of various vendored services.

The change in provision for income taxes was primarily related lower income in our taxable entity driven by decreased net interest income in the commercial loan portfolio. Patronage accrual increases also contributed to a tax benefit during the nine months ended September 30, 2012.

Changes in our return on average assets and return on average members' equity are directly related to the changes in income discussed in this section, changes in assets discussed in the Loan Portfolio section, and changes in capital discussed in the Funding, Liquidity, and Capital section.

# Funding, Liquidity, and Capital

We borrow from AgriBank in the form of a line of credit. Our promissory note matured on August 31, 2012 and was renewed for \$3.0 billion with a maturity date of August 31, 2013. The note will be renegotiated at that time. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio which significantly reduces our market interest rate risk.

Total members' equity increased \$50.8 million from December 31, 2011 primarily due to net income for the period and an increase in capital stock and participation certificates partially offset by patronage distribution accruals.

In September 2012 the Board of Directors authorized a distribution of earnings as we met all statutory and regulatory requirements. We accrued patronage distributions of \$10.8 million at September 30, 2012. In response to adverse weather conditions and the impact on Wisconsin farm families, a special, one-time patronage distribution was approved by the Board of Directors. Patronage distributions of \$5.2 million were paid in cash in October 2012.

The Farm Credit Administration Regulations prohibit patronage distributions to the extent they would reduce our permanent capital ratio below the minimum permanent capital adequacy standards. We do not foresee any events that would result in this prohibition for the remainder of 2012.

Farm Credit Administration regulations require us to maintain a permanent capital ratio of at least 7%, a total surplus ratio of at least 7%, and a core surplus ratio of at least 3.5%. Refer to Note 7 in our 2011 Annual Report for a more complete description of these ratios. As of September 30, 2012, the ratios were as follows:

- The permanent capital ratio was 16.0%.
- The total surplus ratio was 15.7%.
- The core surplus ratio was 15.7%.

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.

### **Initiatives Update**

### **ProPartners Financial**

We currently have an alliance with nine other Farm Credit association partners to provide producer financing for agribusiness companies under the trade name, ProPartners Financial (ProPartners). Northwest Farm Credit Services (Northwest) joined the alliance September 1, 2012 resulting in expanded territory in which ProPartners loans can be originated. ProPartners is directed by representatives from participating associations. The income, expense, and loss sharing arrangements are based on each association's participation interest in ProPartners' volume. Each association's allocation is established according to a prescribed formula which includes risk funds of the associations. The addition of Northwest will allow us to increase our financial strength, processing capacity, technology, expertise, and geographic diversity to support our clients' growth. While our proportionate ownership share will decline, the total volume will increase and, as a result, is not expected to have a material impact on our financial statements.

# Certification

The undersigned certify they have reviewed Badgerland Financial, ACA's September 30, 2012, Quarterly Report. It has been prepared under the oversight of the audit committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.

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Mike Winker Chairperson of the Board Badgerland Financial, ACA

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Diane M. Cole Chief Executive Officer Badgerland Financial, ACA

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Gregory S. Rufsvold Chief Financial Officer Badgerland Financial, ACA

November 6, 2012

# **CONSOLIDATED STATEMENTS OF CONDITION**

Badgerland Financial, ACA (Dollars in thousands) (Unaudited)

	September 30	December 31
100570	2012	2011
ASSETS		
Loans	\$2,724,554	\$2,600,884
Allowance for loan losses	5,570	6,621
Net loans	2,718,984	2,594,263
Investment in AgriBank, FCB	93,481	83,317
Accrued interest receivable	20,750	14,256
Premises and equipment, net	11,984	8,586
Other property owned	3,664	5,270
Other assets	27,437	28,154
Total assets	\$2,876,300	\$2,733,846
LIABILITIES		
Note payable to AgriBank, FCB	\$2,232,539	\$2,144,163
Accrued interest payable	7,075	8,160
Net deferred income tax liability	2,253	2,477
Patronage distribution payable	10,825	9,000
Other liabilities	24,364	21,614
Total liabilities	2,277,056	2,185,414
Contingencies and commitments		
MEMBERS' EQUITY		
Capital stock and participation certificates	7,754	7,548
Unallocated surplus	591,490	540,884
Total members' equity	599,244	548,432
Total liabilities and members' equity	\$2,876,300	\$2,733,846

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

# CONSOLIDATED STATEMENTS OF INCOME

Badgerland Financial, ACA (Dollars in thousands) (Unaudited)

	Three Months	Ended	Nine Months	Ended
Period ended September 30	2012	2011	2012	2011
Interest income	\$29,234	\$28,736	\$87,185	\$88,384
Interest expense	7,075	8,021	22,626	25,046
Net interest income	22,159	20,715	64,559	63,338
Provision for (reversal of) loan losses	576	(4,350)	(1,049)	(4,250)
Net interest income after provision for (reversal of) loan losses	21,583	25,065	65,608	67,588
Other income				
Patronage income	4,847	3,751	13,675	11,062
Financially related services income	5,118	6,136	9,209	9,905
Fee income	781	831	2,014	2,178
Allocated insurance reserve account distribution			2,746	
Miscellaneous income, net	(875)	74	(685)	293
Total other income	9,871	10,792	26,959	23,438
Operating expenses				
Salaries and employee benefits	6,715	5,556	20,091	17,502
Other operating	3,486	3,524	11,283	11,270
Total operating expenses	10,201	9,080	31,374	28,772
Income before income taxes	21,253	26,777	61,193	62,254
(Benefit from) provision for income taxes	(1,595)	986	(227)	3,006
Net income	\$22,848	\$25,791	\$61,420	\$59,248

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

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

Badgerland Financial, ACA (Dollars in thousands)

(Unaudited)

	Capital		
	Stock and		Total
	Participation	Unallocated	Members'
	Certificates	Surplus	Equity
Balance at December 31, 2010	\$7,362	\$469,995	\$477,357
Net income		59,248	59,248
Unallocated surplus designated for patronage distributions		(5,019)	(5,019)
Capital stock/participation certificates issued	558		558
Capital stock/participation certificates retired	(423)		(423)
Balance at September 30, 2011	\$7,497	\$524,224	\$531,721
Balance at December 31, 2011	\$7,548	\$540,884	\$548,432
Net income	-	61,420	61,420
Unallocated surplus designated for patronage distributions	-	(10,814)	(10,814)
Capital stock/participation certificates issued	678	-	678
Capital stock/participation certificates retired	(472)		(472)
Balance at September 30, 2012	\$7,754	\$591,490	\$599,244

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 nine months ended September 30, 2012 are not necessarily indicative of the results to be expected for the year ended December 31, 2012. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the consolidated financial statements and related notes included in our 2011 Annual Report for the year ended December 31, 2011.

The consolidated financial statements present the consolidated financial results of Badgerland Financial, ACA (the parent) and Badgerland Financial, FLCA and Badgerland Financial, PCA (the subsidiaries). All material intercompany transactions and balances have been eliminated in consolidation.

### **Recently Issued or Adopted Accounting Pronouncements**

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

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

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

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

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

Loans consisted of the following (dollars in thousands):

As of:	September 30, 2012		December 31, 2	2011
	Amount	%	Amount	%
Real estate mortgage	\$1,473,151	54.1%	\$1,410,135	54.2%
Production and intermediate term	848,497	31.1%	846,997	32.6%
Agribusiness	256,786	9.4%	234,227	9.0%
Rural residential real estate	16,431	0.6%	16,508	0.6%
Other	129,689	4.8%	93,017	3.6%
Total	\$2,724,554	100.0%	\$2,600,884	100.0%

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

	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less than 30 Days Past Due	Total Loans	90 Days or More Past Due and Accruing
-	Fasi Due	Fasi Due	F dSi Due	Fast Due	LUans	and Acciung
As of September 30, 2012	AT 105	\$4 <b>7</b> 0 <b>7</b>	<b>AA</b> 400	A4 475 000	<b>*</b> <i>*</i> <b>* * * *</b>	****
Real estate mortgage	\$7,465	\$1,727	\$9,192	\$1,475,382	\$1,484,574	\$598
Production and intermediate term	7,378	3,668	11,046	845,975	857,021	2,628
Agribusiness		2,594	2,594	254,620	257,214	
Rural residential real estate	412	61	473	16,004	16,477	
Other	478	1,348	1,826	128,192	130,018	
Total	\$15,733	\$9,398	\$25,131	\$2,720,173	\$2,745,304	\$3,226
As of December 31, 2011						
Real estate mortgage	\$3,904	\$5,336	\$9,240	\$1,408,040	\$1,417,280	\$
Production and intermediate term	4,992	2,381	7,373	845,994	853,367	514
Agribusiness	202	49	251	234,292	234,543	
Rural residential real estate	388		388	16,162	16,550	
Other	508	1,368	1,876	91,524	93,400	
Total	\$9,994	\$9,134	\$19,128	\$2,596,012	\$2,615,140	\$514

### **Risk Loans**

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

	September 30	December 31
As of:	2012	2011
Volume with specific reserves	\$4,890	\$5,493
Volume without specific reserves	11,218	15,577
Total risk loans	\$16,108	\$21,070
Total specific reserves	\$2,979	\$3,618
Nine months ended September 30	2012	2011
Income on accrual risk loans	\$54	\$52
Income on nonaccrual loans	1,185	273
Total income on risk loans	\$1,239	\$325
Average risk loans	\$18,118	\$32,541

The decrease in risk loans was primarily due to loan repayments and upgrades of certain loans to accrual status.

### **Troubled Debt Restructurings**

A restructuring of a loan constitutes a troubled debt restructuring, also known as formally restructured, if for economic or legal reasons related to the borrower's financial difficulties we grant a concession to the borrower that we would not otherwise consider. Concessions vary by program and borrower. Concessions may include interest rate reductions, term extensions, payment deferrals, or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. When a restructured loan constitutes a troubled debt restructuring, these loans are included within our risk loans. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the formally restructured loan to the lower of book value or net realizable value of collateral.

The following table presents information regarding troubled debt restructurings that occurred during the nine months ended September 30, 2012 (in thousands):

	Pre-modification Outstanding	Post-modification Outstanding
	Recorded Investment	Recorded Investment
Real estate mortgage	\$205	\$205
Production and intermediate term	519	429
Total	\$724	\$634

Pre-modification represents the recorded investment just prior to restructuring and post-modification represents the recorded investment immediately following the restructuring. The recorded investment is the face amount of the receivable increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges, and acquisition costs and may also reflect a previous direct charge-off of the investment.

Our production and intermediate term loans had \$193 thousand of troubled debt restructurings that occurred within the previous 12 months for which there was a subsequent payment default during the nine months ended September 30, 2012. No other troubled debt restructurings that occurred within the previous 12 months had a subsequent payment default during the nine months ended September 30, 2012.

Troubled debt restructurings outstanding at September 30, 2012 totaled \$740 thousand, of which \$735 thousand were in nonaccrual status.

There were no additional commitments to lend to borrowers whose loans have been modified in a troubled debt restructuring at September 30, 2012.

#### Allowance for Loan Losses

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

Nine months ended September 30	2012	2011
Balance at beginning of year	\$6,621	\$13,081
Reversal of loan losses	(1,049)	(4,250)
Loan recoveries	252	9
Loan charge-offs	(254)	(1,231)
Balance at end of period	\$5,570	\$7,609

The decrease in allowance for loan losses is related to improved collateralization within the portfolio and a decrease in industry specific general allowances as a result of improvements in the economic outlook in the dairy and biofuels segments of our portfolio during 2011. Additionally, improvement in the overall credit quality of our portfolio resulted in a \$1.0 million reversal of provision during the nine months ended September 30, 2012. This was partially offset in the third quarter by a reserve established for a capital markets ethanol loan.

### **Equity Investment**

In addition to loans, we hold an equity investment. This investment represents our stake in a venture capital equity fund focused on the needs of rural start-up companies. Our commitment to this venture capital equity investment is over a period of ten years. Our investment totaled \$2.6 million at September 30, 2012 and \$1.9 million at December 31, 2011. The investment is included in "Other assets" on the Consolidated Statements of Condition.

# **NOTE 3: Contingencies and Commitments**

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

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

### **NOTE 4: Fair Value Measurements**

The FASB guidance on "Fair Value Measurement" defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The guidance also establishes a fair value hierarchy, with three levels of inputs that may be used to measure fair value. Refer to Notes 2 and 12 in our 2011 Annual Report for a more complete description.

We did not have any assets or liabilities measured at fair value on a recurring basis at September 30, 2012 or December 31, 2011. We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis. Information about assets measured at fair value on a non-recurring basis was as follows (in thousands):

_	Fair Value Measurement Using			Total Fair	Total Gains
_	Level 1	Level 2	Level 3	Value	(Losses)
September 30, 2012 Loans Other property owned	\$ 	\$1,302 	\$705 3,811	\$2,007 3,811	\$385 (951)
December 31, 2011 Loans Other property owned	\$ 	\$1,015 	\$953 5,481	\$1,968 5,481	\$2,030 (26)

Loans: Represents the carrying amount and related write-downs of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. When the value of the collateral, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established. Costs to sell represent transaction costs and are not included as a component of the asset's fair value.

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

The fair value measurement would fall under Level 2 of the hierarchy if the process uses independent appraisals and other market-based information. The fair value measurement would fall under Level 3 of the hierarchy if the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral, and other matters.

We have evaluated subsequent events through November 6, 2012, which is the date the consolidated financial statements were available to be issued. There have been no material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.