



# COLUSA-GLENN FARM CREDIT

*First Quarter 2018  
Report to Shareholders*

**Farm Credit Services of Colusa-Glenn, ACA**

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*Management's Discussion and Analysis of Financial Condition and Results of Operations*

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS**  
(Unaudited)

The following discussion summarizes the financial position and results of operations of Farm Credit Services of Colusa-Glenn, ACA (the "Association") and subsidiaries for the three months ended March 31, 2018, with comparisons to prior periods. You should read these comments along with the accompanying financial statements and footnotes and the 2017 Annual Report to Shareholders. The accompanying financial statements were prepared under the oversight of our Audit Committee.

The shareholders' investment in Farm Credit Services of Colusa-Glenn, ACA is materially affected by the financial condition and results of operations of CoBank, ACB, (CoBank). The 2017 CoBank Annual Report to Shareholders and the CoBank quarterly shareholders' reports are available free of charge by accessing CoBank's website, [www.cobank.com](http://www.cobank.com), or may be obtained at no charge by contacting us at Farm Credit Services of Colusa-Glenn, ACA, 310 6th Street, P.O. Box 449, Colusa, California 95932, or calling (530) 458-2163.

**GENERAL**

We have continued to maintain a strong portfolio through the three months ended March 31, 2018. Our outstanding credit quality is a direct result of the overall financial stability of our members and the health of our local agricultural markets. Our lending approach ensures that we attract loan opportunities with high credit quality while operating in a safe and sound manner. Overall, the Association has continued to return strong profits for the first three months of 2018.

The commodities we service have experienced significant price volatility over the past three years. Pricing has improved over the past year and we are cautiously optimistic that it will continue to improve, strengthening our borrowers' financial position and collateral values supporting our loans.

**LOAN PORTFOLIO**

Loans outstanding at March 31, 2018, totaled \$351.6 million, a decrease of \$39.2 million, or 10.0%, from loans of \$390.8 million at December 31, 2017. The decrease was attributable to seasonal loan repayments on commercial loans, scheduled annual mortgage payments, loan payoffs on mortgage and commercial loans, and delayed advances on lines of credit to borrowers for preparation and planting of rice due to water availability concerns within the territories we serve.

**OTHER PROPERTY OWNED**

Other property owned is real or personal property that has been acquired through foreclosure, deed in lieu of foreclosure or other means. The Association did not own any other property as of March 31, 2018, and December 31, 2017.

**RESULTS OF OPERATIONS**

Net income for the three months ended March 31, 2018, was \$2.2 million, an increase of \$426 thousand, or 24.6%, from \$1.7 million for the three months ended March 31, 2017. This increase is primarily attributable to an increase in net interest income and noninterest income offset by increased noninterest expense.

Net interest income for the three months ended March 31, 2018, was \$2.7 million, an increase of \$353 thousand, or 15.2%, from \$2.3 million for the three months ended March 31, 2017. The increase is primarily attributable to increased average loan volume.

The reversal of credit losses for the three months ended March 31, 2018, was \$217 thousand compared with the reversal of credit losses of \$255 thousand for the three months ended March 31, 2017. The reversal of credit losses for the three months ended March 31, 2018, resulted primarily from a decrease in commercial loan volume from December 31, 2017, offset by increased reserves for additional stress on the portfolio due to commodity price pressure,

**Management's Discussion and Analysis of Financial Condition and Results of Operations**

frost and water availability concerns within the territories we serve. The reversal of credit losses for the three months ended March 31, 2017, resulted primarily from decrease in commercial loan volume from December 31, 2016.

Noninterest income for the three months ended March 31, 2018, was \$549 thousand, an increase of \$262 thousand, or 91.3%, from \$287 thousand for the three months ended March 31, 2017. Noninterest income increased primarily due to a refund of \$183 thousand from Farm Credit System Insurance Corporation (FCSIC). This is our portion of excess funds above the secure base amount in the FCSIC Allocated Insurance Reserve Accounts. Refer to the 2017 Annual Report to Shareholders for additional information. Adding to this increase was additional patronage income from CoBank resulting from the increase in the average net note payable from the three months ended March 31, 2017, to the three months ended March 31, 2018.

Noninterest expense for the three months ended March 31, 2018, was \$1.2 million, an increase of \$189 thousand, or 18.3%, from \$1.0 million for the three months ended March 31, 2017. Noninterest expense increased primarily due to an increase in salaries and benefits costs resulting from our incentive plan accrual, an increase in purchased services for appraisals and internal audit, and an increase in occupancy and equipment costs.

**CAPITAL RESOURCES**

Our shareholders' equity at March 31, 2018, was \$105.4 million, an increase of \$2.0 million, or 1.9%, from shareholders' equity of \$103.4 million at December 31, 2017. This increase is due to net income offset by accrued patronage distributions and net stock retirements during 2018.

**FORWARD LOOKING INFORMATION**

This discussion contains forward looking statements. These statements are not guarantees of future performance; future operations involve certain risks, uncertainties, and assumptions that are difficult to predict. Words such as "anticipates," "believes," "could," "estimates," "may," "should," or "will" are intended to identify forward-looking statements. These statements are based on management's 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. Readers are cautioned not to place undue reliance on these forward-looking statements. We will not update any forward-looking statements to reflect events or circumstances arising after they are made.

**CERTIFICATION**

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



Michael Doherty  
Chairman of the Board  
May 10, 2018



Robert Faris  
President & Chief Executive Officer  
May 10, 2018



Amy Ceballos  
Chief Financial Officer  
May 10, 2018

**CONSOLIDATED STATEMENT OF CONDITION**  
*(In Thousands)*

	March 31, 2018	December 31, 2017
	<i>Unaudited</i>	<i>Audited</i>
<b>ASSETS</b>		
Loans	\$ 351,590	\$ 390,771
Less allowance for loan losses	1,682	1,852
Net loans	349,908	388,919
Cash	820	6,425
Accrued interest receivable	3,909	4,947
Investment in CoBank	10,337	10,316
Premises and equipment, net	535	541
Other assets	1,033	1,805
<b>Total assets</b>	<b>\$ 366,542</b>	<b>\$ 412,953</b>
<b>LIABILITIES</b>		
Note payable to CoBank	\$ 222,500	\$ 276,590
Advance conditional payments	34,524	23,390
Accrued interest payable	447	505
Patronage distributions payable	220	1,000
Accrued benefits liability	103	104
Deferred tax liability	222	222
Unfunded disbursements	252	882
Reserve for unfunded commitments	168	135
Other liabilities	2,729	6,685
<b>Total liabilities</b>	<b>261,165</b>	<b>309,513</b>
<b>Commitments and Contingencies</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Capital stock and participation certificates	532	534
Unallocated retained earnings	104,845	102,906
<b>Total shareholders' equity</b>	<b>105,377</b>	<b>103,440</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 366,542</b>	<b>\$ 412,953</b>

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

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
*(Unaudited and in Thousands)*

	<i>For the Three Months Ended March 31</i>	
	2018	2017
<b>INTEREST INCOME</b>		
Loans	\$ 4,020	\$ 3,292
<b>Total interest income</b>	<b>4,020</b>	<b>3,292</b>
<b>INTEREST EXPENSE</b>		
Note payable to CoBank	1,264	923
Other	79	45
<b>Total interest expense</b>	<b>1,343</b>	<b>968</b>
Net interest income	2,677	2,324
Reversal of credit loss	(217)	(255)
Net interest income after reversal of credit loss	2,894	2,579
<b>NONINTEREST INCOME</b>		
Financially related services income	2	2
Patronage refund from Farm Credit Institutions	349	258
Farm Credit Insurance Fund distribution	183	-
Other noninterest income	15	27
<b>Total noninterest income</b>	<b>549</b>	<b>287</b>
<b>NONINTEREST EXPENSE</b>		
Salaries and employee benefits	762	671
Occupancy and equipment	52	32
Purchased services	170	96
Farm Credit Insurance Fund premium	50	76
Supervisory and examination costs	43	40
Data processing services	200	188
Other noninterest expense	(54)	(69)
<b>Total noninterest expense</b>	<b>1,223</b>	<b>1,034</b>
Income before income taxes	2,220	1,832
Provision for income taxes	61	99
<b>Net income/Comprehensive income</b>	<b>\$ 2,159</b>	<b>\$ 1,733</b>

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

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY

(Unaudited and in Thousands)

	Capital Stock and Participation Certificates	Unallocated Retained Earnings	Total Shareholders' Equity
<b>Balance at December 31, 2016</b>	\$ 563	\$ 96,819	\$ 97,382
Net income/Comprehensive income		1,733	1,733
Capital stock and participation certificates issued	20		20
Capital stock and participation certificates retired	(34)		(34)
Patronage distributions: Cash		(209)	(209)
<b>Balance at March 31, 2017</b>	<u>\$ 549</u>	<u>\$ 98,343</u>	<u>\$ 98,892</u>
<b>Balance at December 31, 2017</b>	\$ 534	\$ 102,906	\$ 103,440
Net income/Comprehensive income		2,159	2,159
Capital stock and participation certificates issued	23		23
Capital stock and participation certificates retired	(25)		(25)
Patronage distributions: Cash		(220)	(220)
<b>Balance at March 31, 2018</b>	<u>\$ 532</u>	<u>\$ 104,845</u>	<u>\$ 105,377</u>

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



**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

(Unaudited and in Thousands, Except Where Noted)

**NOTE 1 - ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES**

A description of the organization and operations of Farm Credit Services of Colusa-Glenn, ACA (the Association), the significant accounting policies followed, and the financial condition and results of operations as of and for the year ended December 31, 2017, are contained in the 2017 Annual Report to Shareholders. These unaudited first quarter 2018 financial statements should be read in conjunction with the 2017 Annual Report to Shareholders.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2017, as contained in the 2017 Annual Report to Shareholders.

In the opinion of management, the unaudited financial information is complete and reflects all adjustments, consisting of normal recurring adjustments, necessary for a fair statement of results for the interim periods. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2018. Descriptions of the significant accounting policies are included in the 2017 Annual Report to Shareholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

In February 2018, the Financial Accounting Standards Board (FASB) issued guidance entitled “Income Statement — Reporting Comprehensive Income — Reclassification of Certain Tax Effects from Accumulated Other Comprehensive Income.” This guidance allows for the reclassification from accumulated other comprehensive income to retained earnings for stranded tax effects resulting from the recently issued tax legislation, Tax Cuts and Jobs Act (TCJA) that lowered the federal corporate tax rate from 35 percent to 21 percent. The amount of the reclassification shall include the effect of the change in the tax rate on gross deferred tax amounts and related valuation allowances at the date of enactment of the TCJA related to items remaining in accumulated other comprehensive income. The guidance becomes effective for financial statements issued for fiscal years beginning after December 15, 2018, and interim periods within those fiscal years. Early adoption is permitted. The Association has early adopted this standard during the first quarter of 2018, and there was no impact on the Association’s financial condition or results of operations.

In March 2017, the FASB issued guidance entitled “Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost.” The guidance requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. Other components are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not materially impact the Association’s financial condition or results of operations.

In August 2016, the FASB issued guidance entitled “Classification of Certain Cash Receipts and Cash Payments.” The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association’s financial condition or its results of operations.

In June 2016, the FASB issued guidance entitled “Measurement of Credit Losses on Financial Instruments.” The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss

## Notes to Consolidated Financial Statements

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 became effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance did not impact the Association’s financial condition or its results of operations.

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. The guidance sets forth the requirement for new and enhanced disclosures. The Association adopted the new standard effective January 1, 2018, using the modified retrospective approach. As the majority of the Association’s revenues are not subject to the new guidance, the adoption of the guidance did not have a material impact on the financial position, results of operations, equity or cash flows.

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

#### Loan Portfolio

A summary of the Association’s loan portfolio as of March 31, 2018, and December 31, 2017, is as follows:

	March 31, 2018			December 31, 2017		
	Principal	Interest	Total	Principal	Interest	Total
Real estate mortgage	\$ 221,224	\$ 2,873	\$ 224,097	\$ 212,537	\$ 3,890	\$ 216,427
Production and intermediate-term	64,181	591	64,772	108,483	779	109,262
Agribusiness	56,410	432	56,842	60,154	263	60,417
Rural infrastructure	9,775	13	9,788	9,597	15	9,612
Total loans	\$ 351,590	\$ 3,909	\$ 355,499	\$ 390,771	\$ 4,947	\$ 395,718

## Notes to Consolidated Financial Statements

### Participations Purchased and Sold

The Association purchases and sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following tables present information regarding the principal balances of participations purchased and sold as of March 31, 2018, and December 31, 2017:

	March 31, 2018	
	Purchased	Sold
Other Farm Credit Institutions:		
Real estate mortgage	\$ 16,983	\$ 15,516
Production and intermediate-term	2,081	9,195
Agribusiness	28,425	2,475
Rural infrastructure	9,775	-
Total	\$ 57,264	\$ 27,186

	December 31, 2017	
	Purchased	Sold
Other Farm Credit Institutions:		
Real estate mortgage	\$ 13,813	\$ 15,686
Production and intermediate-term	2,237	10,194
Agribusiness	28,544	2,622
Rural infrastructure	9,597	-
Total	\$ 54,191	\$ 28,502

The Association had no participation interests purchased from or sold to Non-Farm Credit Institutions at March 31, 2018, and December 31, 2017 .

## Notes to Consolidated Financial Statements

### Loans by Credit Class

The following table shows loans and related accrued interest classified under the Farm Credit Administration Uniform Loan Classification System as a percentage of total loans and related accrued interest receivable by loan type as of as of March 31, 2018, and December 31, 2017:

	March 31, 2018	December 31, 2017
Real estate mortgage:		
Acceptable	96.25%	97.86%
OAEM	2.96%	1.56%
Substandard	0.79%	0.58%
Subtotal	100.00%	100.00%
Production and intermediate-term:		
Acceptable	93.79%	98.65%
OAEM	2.83%	0.95%
Substandard	3.38%	0.40%
Subtotal	100.00%	100.00%
Agribusiness:		
Acceptable	82.80%	100.00%
OAEM	17.20%	-
Subtotal	100.00%	100.00%
Rural infrastructure		
Acceptable	100.00%	100.00%
Subtotal	100.00%	100.00%
Total Loans:		
Acceptable	93.75%	98.46%
OAEM	5.13%	1.11%
Substandard	1.12%	0.43%
Total	100.00%	100.00%

### High Risk Assets

High risk assets consist of impaired loans and other property owned. These nonperforming assets (including related accrued interest) and related credit quality as of March 31, 2018, and December 31, 2017, are as follows:

	March 31, 2018	December 31, 2017
Nonaccrual loans:		
Real estate mortgage	\$ 339	\$ 339
Production and intermediate-term	2	2
Total nonaccrual loans	341	341
Total high risk assets	\$ 341	\$ 341

The Association had no accruing restructured loans, no accruing loans 90 days past due and no other property owned for the periods presented.

*Notes to Consolidated Financial Statements*

***Impaired Loan Information***

Additional impaired loan information as of March 31, 2018, and December 31, 2017, is as follows:

	March 31, 2018	
	Recorded Investment	Unpaid Principal Balance
Impaired loans with no related allowance for credit losses		
Real estate mortgage	\$ 339	\$ 355
Production and intermediate-term	2	1,659
Total impaired loans with no related allowance for credit losses	\$ 341	\$ 2,014
	December 31, 2017	
	Recorded Investment	Unpaid Principal Balance
Impaired loans with no related allowance for credit losses		
Real estate mortgage	\$ 339	\$ 355
Production and intermediate-term	2	1,704
Total impaired loans with no related allowance for credit losses	\$ 341	\$ 2,059

There were no impaired loans with a related allowance for credit losses as of March 31, 2018, and December 31, 2017.

The recorded investment in the loan 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 loan receivable.

## Notes to Consolidated Financial Statements

The following table provides average impaired loans:

	For the Three Months Ended March 31, 2018		For the Three Months Ended March 31, 2017	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:				
Production and intermediate-term	\$ -	\$ -	\$ 37	\$ -
Total impaired loans with a related allowance for credit losses	-	-	37	-
Impaired loans with no related allowance for credit losses:				
Real estate mortgage	339	-	75	1
Production and intermediate-term	2	-	347	-
Total impaired loans with no related allowance for credit losses	341	-	422	1
Total impaired loans				
Real estate mortgage	339	-	75	1
Production and intermediate-term	2	-	384	-
Total impaired loans	\$ 341	\$ -	\$ 459	\$ 1

### Past Due Loans

The following tables provide an age analysis of past due loans (including accrued interest) as of March 31, 2018, and December 31, 2017:

As of March 31, 2018	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
						Accruing Loans 90 Days or More Past Due
Real estate mortgage	\$ 339	\$ -	\$ 339	\$ 223,758	\$ 224,097	\$ -
Production and intermediate-term	2,236	-	2,236	62,536	64,772	-
Agribusiness	-	-	-	56,842	56,842	-
Rural infrastructure	-	-	-	9,788	9,788	-
Total	\$ 2,575	\$ -	\$ 2,575	\$ 352,924	\$ 355,499	\$ -

As of December 31, 2017	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
						Accruing Loans 90 Days or More Past Due
Real estate mortgage	\$ -	\$ -	\$ -	\$ 216,427	\$ 216,427	\$ -
Production and intermediate-term	512	-	512	108,750	109,262	-
Agribusiness	-	-	-	60,417	60,417	-
Rural infrastructure	-	-	-	9,612	9,612	-
Total	\$ 512	\$ -	\$ 512	\$ 395,206	\$ 395,718	\$ -

**Notes to Consolidated Financial Statements**

**Allowance for Loan Losses**

A summary of changes in the allowance for loan losses is as follows:

	Balance at December 31, 2017	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at March 31, 2018
Real estate mortgage	\$ 497	\$ -	\$ -	\$ (12)	\$ 485
Production and intermediate-term	1,172	-	80	(337)	915
Agribusiness	141	-	-	101	242
Rural infrastructure	42	-	-	(2)	40
<b>Total</b>	<b>\$ 1,852</b>	<b>\$ -</b>	<b>\$ 80</b>	<b>\$ (250)</b>	<b>\$ 1,682</b>

	Balance at December 31, 2016	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at March 31, 2017
Real estate mortgage	\$ 452	\$ -	\$ -	\$ 33	\$ 485
Production and intermediate-term	1,644	(122)	68	(347)	1,243
Agribusiness	99	-	-	21	120
Rural infrastructure	42	-	-	6	48
<b>Total</b>	<b>\$ 2,237</b>	<b>\$ (122)</b>	<b>\$ 68</b>	<b>\$ (287)</b>	<b>\$ 1,896</b>

**Reserve for Unfunded Commitments**

The Association maintains a separate reserve for unfunded commitments, which is included in Liabilities on the Association's Consolidated Statement of Condition. The related provision for the reserve for unfunded commitments is included as part of the provision for credit losses on the Consolidated Statement of Comprehensive Income, along with the provision for loan losses.

A summary of changes in the reserve for unfunded commitments follows:

	For the Three Months Ended March 31	
	2018	2017
Balance at beginning of period	\$ 135	\$ 95
Provision for unfunded commitments	33	32
<b>Total</b>	<b>\$ 168</b>	<b>\$ 127</b>

## Notes to Consolidated Financial Statements

### Individual and Collective Impairment Evaluation

A summary of the Association's individual and collective impairment evaluation as of March 31, 2018, and December 31, 2017, is as follows (including accrued interest):

	Allowance for Credit Losses		Recorded Investments in Loans Outstanding		Total
	Individually Evaluated for Impairment	Collectively Evaluated for Impairment	Individually Evaluated for Impairment	Collectively Evaluated for Impairment	
As of March 31, 2018					
Real estate mortgage	\$ -	\$ 485	\$ 339	\$ 223,758	\$ 224,097
Production and intermediate-term	-	915	2	64,770	64,772
Agribusiness	-	242	-	56,842	56,842
Rural infrastructure	-	40	-	9,788	9,788
<b>Total</b>	<b>\$ -</b>	<b>\$ 1,682</b>	<b>\$ 341</b>	<b>\$ 355,158</b>	<b>\$ 355,499</b>

	Allowance for Credit Losses		Recorded Investments in Loans Outstanding		Total
	Individually Evaluated for Impairment	Collectively Evaluated for Impairment	Individually Evaluated for Impairment	Collectively Evaluated for Impairment	
As of December 31, 2017					
Real estate mortgage	\$ -	\$ 497	\$ 339	\$ 216,088	\$ 216,427
Production and intermediate-term	-	1,172	2	109,260	109,262
Agribusiness	-	141	-	60,417	60,417
Rural infrastructure	-	42	-	9,612	9,612
<b>Total</b>	<b>\$ -</b>	<b>\$ 1,852</b>	<b>\$ 341</b>	<b>\$ 395,377</b>	<b>\$ 395,718</b>

### Troubled Debt Restructuring

A restructuring of a debt constitutes a troubled debt restructuring (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. The Association recorded no TDRs during the three months ended March 31, 2018. The Association had no TDRs within the previous 12 months and for which there were subsequent payment defaults during the first three months of 2018 and 2017.

### NOTE 3 - CAPITAL

A summary of select capital ratios based on a three-month average and minimums set by the Farm Credit Administration, is as follows:

	As of March 31, 2018	As of December 31, 2017	Regulatory Minimums	Capital Conservation Buffer	Total
Risk Adjusted:					
Common equity tier 1 ratio	22.3%	21.3%	4.5%	2.5% *	7.0%
Tier 1 capital ratio	22.3%	21.3%	6.0%	2.5% *	8.5%
Total capital ratio	22.8%	21.7%	8.0%	2.5% *	10.5%
Permanent capital ratio	22.7%	21.8%	7.0%	-	7.0%
Non-risk-adjusted					
Tier 1 leverage ratio	26.2%	24.3%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	26.8%	24.9%	1.5%	-	1.5%

\* The 2.5% capital conservation buffer over risk-adjusted ratio minimums will be phased in over three years under the FCA capital requirements.

If capital ratios fall below the regulatory minimum plus buffer amounts, capital distributions (equity redemptions, cash dividend payments, and cash patronage payments) and discretionary senior executive bonuses are restricted or



## *Notes to Consolidated Financial Statements*

prohibited without prior FCA approval. The current regulations establish a three-year phase-in of the capital conservation buffer, which began on January 1, 2017. There will be no phase-in of the leverage buffer.

The Association issues the following classes of common stock: class C common stock and class F non-voting stock. At March 31, 2018, the required common investment was the lesser of \$1 thousand or 2% of loan volume per voting stockholder.

### **NOTE 4 – INCOME TAXES**

The Tax Cuts and Jobs Act of 2017 enacted in late 2017, among other things, lowered the federal corporate tax rate from 35 percent to 21 percent beginning in 2018. Refer to the 2017 Annual Report to Shareholders for additional information.

### **NOTE 5 - SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through May 10, 2018, which is the date the financial statements were issued, and no material subsequent events were identified.

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**COLUSA-GLENN**  
**FARM CREDIT**