



# COLUSA-GLENN FARM CREDIT

## Second Quarter 2014 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 six months ended June 30, 2014, with comparisons to prior periods. You should read these comments along with the accompanying financial statements and footnotes and the 2013 Annual Report to Shareholders. The accompanying financial statements were prepared under the oversight of our Audit Committee.

**GENERAL**

The Association has continued to maintain a portfolio with strong credit quality through the six months ended June 30, 2014. Having said this, there are a few factors that have impacted and will continue to impact the results of operations in the short-term and should be considered by the reader of these financial statements. The Association has noted a decrease in operating loan volume over the past six months that is indicative of two major factors impacting our members: enhanced financial stability of our member base and potential members and the severity of the drought. The improvement in the overall financial stability of growers in our area is a positive sign for the health of the agriculture industry, and, despite the short-term adverse impact on our loan portfolio, the Association feels that the long-term benefits of a strengthening agricultural community outweigh the minor losses of interest income sustained in 2014. The drought, however, is a major concern for not only the Association but the entire state.

Drought conditions within Colusa and Glenn Counties, as well as the majority of the State of California, are currently at extreme to abnormal levels. The availability of inexpensive and dependable sources of water for irrigation has always been a significant factor affecting land values and crop production on nearly all irrigated cropland and permanent plantings in the Sacramento Valley. Over the past several years, the reductions in water deliveries from most Federal and State managed water districts did not appear to affect either crop production and/or land values. With the transition of substantial acreage being converted from irrigated cropland to permanent plantings, growers are relying more and more on pumped groundwater to supplement high cost and less reliable district water. Several areas that have seen significant development to permanent plantings have historically limited sources of available groundwater are now experiencing groundwater depletion leading to the failure of some wells. Adequate average precipitation over the past three years has allowed many districts in the Sacramento Valley to provide full water deliveries and alleviate most concerns of shortages. However, conditions have changed drastically over the past several months with reduced irrigation water deliveries. In 2014, no Federal water contractors north of the Sacramento Delta delivered Federal water to their growers. In contrast, the Sacramento River Settlement Contractors received delivery of 75% of their contract supply. Below normal snow pack and precipitation in the Sacramento Valley, along with minimal carryover water storage in several key Central Valley Project reservoirs, has resulted in below average water storage in the Shasta and Folsom reservoirs.

The Association has and will continue to monitor the drought and its impact on the health of our portfolio, taking actions when necessary to avoid losses.

**LOAN PORTFOLIO**

Loans outstanding at June 30, 2014, totaled \$286.8 million, a decrease of \$20.7 million, or 6.7%, from loans of \$307.6 million at December 31, 2013. The decrease was primarily due to a decrease in operating loan volume resulting from less loan demand from growers. This lack of demand is the result of increased grower financial strength as well as decreased financeable acreage caused by growers forgoing planting because of water concerns. Other contributing factors to the decrease in loan volume would be the impact of seasonal loan repayments.

**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 June 30, 2014, and December 31, 2013.

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

**RESULTS OF OPERATIONS**

Net income for the six months ended June 30, 2014, was \$2.3 million, a decrease of \$292 thousand, or 11.3%, from \$2.6 million for the six months ended June 30, 2013. This decrease is primarily attributable to increased salaries and benefits expense resulting from retirement packages provided in 2014.

Net interest income for the six months ended June 30, 2014, was \$4.0 million, an increase of \$162 thousand, or 4.2%, from \$3.8 million for the six months ended June 30, 2013. This increase was caused mainly by the reversal of \$179 thousand for the allowance for loan losses recorded in 2014 (discussed further below).

The loan loss reversal for the six months ended June 30, 2014, was \$179 thousand, an increase of \$178 thousand, or 178.0%, from \$1 thousand for the six months ended June 30, 2013. The loan loss reversal increased due to the Association adjusting reserves to reflect lower loan volume. We received mineral income of \$3 thousand for the six months ended June 30, 2014, which is distributed to us quarterly by the Bank.

Non-interest income for the six months ended June 30, 2014, was \$408 thousand, a decrease of \$46 thousand, or 10.1%, from \$454 thousand for the six months ended June 30, 2013. Non-interest income decreased due to a drop in patronage refunds from CoBank related to lower operating loan volume.

Non-interest expense for the six months ended June 30, 2014, was \$1.9 million, an increase of \$389 thousand, or 25.0%, from \$1.6 million for the six months ended June 30, 2013. Non-interest expense increased due to increased salaries and benefits expense resulting from retirement packages provided in 2014.

**CAPITAL RESOURCES**

Our shareholders' equity at June 30, 2014, was \$84.0 million, an increase of \$2.2 million, or 2.6%, from shareholders' equity of \$81.8 million at December 31, 2013. This increase is due to net income partially offset by stock retirements during 2014.

**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.

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

**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  
August 5, 2014



Robert Faris  
President & CEO  
August 5, 2014



Mark Heidrick  
Chief Financial Officer  
August 5, 2014

*Consolidated Statement of Condition*

**CONSOLIDATED STATEMENT OF CONDITION**

*(In Thousands)*

	<b>June 30, 2014</b>	<b>December 31, 2013</b>
	<i>Unaudited</i>	<i>Audited</i>
<b>ASSETS</b>		
Loans	\$ 286,836	\$ 307,578
Less allowance for loan losses	1,268	1,446
Net loans	<u>285,568</u>	<u>306,132</u>
Cash	2,077	-
Accrued interest receivable	4,291	2,344
Investment in CoBank	10,291	10,287
Premises and equipment, net	553	555
Other assets	553	1,076
<b>Total assets</b>	<u><b>\$ 303,333</b></u>	<u><b>\$ 320,394</b></u>
<b>LIABILITIES</b>		
Note payable to CoBank	\$ 171,102	\$ 215,458
Advance conditional payments	43,557	20,114
Accrued interest payable	253	294
Accrued benefits liability	107	81
Deferred tax liability	688	658
Unfunded disbursements	2,804	1,633
Other liabilities	866	359
<b>Total liabilities</b>	<u><b>219,377</b></u>	<u><b>238,597</b></u>
<b>Commitments and Contingencies</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Capital stock and participation certificates	617	744
Unallocated retained earnings	83,339	81,053
<b>Total shareholders' equity</b>	<u><b>83,956</b></u>	<u><b>81,797</b></u>
<b>Total liabilities and shareholders' equity</b>	<u><b>\$ 303,333</b></u>	<u><b>\$ 320,394</b></u>

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

*Consolidated Statement of Net Income*

**CONSOLIDATED STATEMENT OF NET INCOME**

*(Unaudited and In Thousands)*

	<i>For the three months ended June 30,</i>		<i>For the six months ended June 30,</i>	
	<b>2014</b>	2013	<b>2014</b>	2013
<b>INTEREST INCOME</b>				
Loans	\$ 2,741	\$ 2,860	\$ 5,424	\$ 5,667
<b>Total interest income</b>	<b>2,741</b>	<b>2,860</b>	<b>5,424</b>	<b>5,667</b>
<b>INTEREST EXPENSE</b>				
Note payable to CoBank	729	875	1,494	1,755
Other	57	42	109	75
<b>Total interest expense</b>	<b>786</b>	<b>917</b>	<b>1,603</b>	<b>1,830</b>
Net interest income	<b>1,955</b>	1,943	<b>3,821</b>	3,837
Loan loss reversal	(31)	(4)	(179)	(1)
Net interest income after loan loss reversal	<b>1,986</b>	1,947	<b>4,000</b>	3,838
<b>NONINTEREST INCOME</b>				
Financially related services income	8	9	11	11
Patronage refund from Farm Credit Institutions	178	199	359	420
Other noninterest income	20	4	38	23
<b>Total noninterest income</b>	<b>206</b>	212	<b>408</b>	454
<b>NONINTEREST EXPENSE</b>				
Salaries and employee benefits	417	466	1,202	942
Occupancy and equipment	34	28	63	52
Farm Credit Insurance Fund premium	35	35	84	81
Supervisory and examination costs	30	29	59	59
Other noninterest expense	237	198	539	424
<b>Total noninterest expense</b>	<b>753</b>	756	<b>1,947</b>	1,558
Income before income taxes	<b>1,439</b>	1,403	<b>2,461</b>	2,734
Provision for income taxes	116	109	175	156
<b>Net income</b>	<b>\$ 1,323</b>	\$ 1,294	<b>\$ 2,286</b>	\$ 2,578

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

*Consolidated Statement of Changes in Shareholders' Equity*

**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY**

*(Unaudited and In Thousands)*

	<b>Capital Stock and Participation Certificates</b>	<b>Unallocated Retained Earnings</b>	<b>Total Shareholders' Equity</b>
<b>Balance at December 31, 2012</b>	\$ 746	\$ 75,334	\$ 76,080
Net income	-	2,578	2,578
Capital stock and participation certificates issued	34	-	34
Capital stock and participation certificates retired	(35)	-	(35)
<b>Balance at June 30, 2013</b>	<b>\$ 745</b>	<b>\$ 77,912</b>	<b>\$ 78,657</b>
<b>Balance at December 31, 2013</b>	\$ 744	\$ 81,053	\$ 81,797
Net income	-	2,286	2,286
Capital stock and participation certificates issued	42	-	42
Capital stock and participation certificates retired	(169)	-	(169)
<b>Balance at June 30, 2014</b>	<b>\$ 617</b>	<b>\$ 83,339</b>	<b>\$ 83,956</b>

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



**NOTES TO 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, 2013, are contained in the 2013 Annual Report to Shareholders. These unaudited second quarter 2014 financial statements should be read in conjunction with the 2013 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, 2013, as contained in the 2013 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, 2014. Descriptions of the significant accounting policies are included in the 2013 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.

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

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

***Loan Portfolio***

A summary of the Association's loan portfolio as of June 30, 2014, and December 31, 2013, is as follows:

	June 30, 2014			December 31, 2013		
	Principal	Interest	Total	Principal	Interest	Total
Real estate mortgage	\$ 188,580	\$ 3,336	\$ 191,916	\$ 181,691	\$ 1,664	\$ 183,355
Production and intermediate-term	70,869	508	71,377	103,470	613	104,083
Agribusiness	27,387	447	27,834	22,417	67	22,484
Total loans	\$ 286,836	\$ 4,291	\$ 291,127	\$ 307,578	\$ 2,344	\$ 309,922

*Notes to Financial Statements*

***Participations Purchased and Sold***

The Association purchases or sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following tables present information regarding the principal balances of participations purchased and sold as of June 30, 2014, and December 31, 2013:

	June 30, 2014	
	Purchased	Sold
<b>Other Farm Credit Institutions:</b>		
Real estate mortgage	\$ 8,927	\$ 13,939
Production and intermediate-term	942	575
Agribusiness	1,402	-
Subtotal	<u>11,271</u>	<u>14,514</u>
<b>Non-Farm Credit Institutions:</b>		
Real estate mortgage	-	214
Subtotal	<u>-</u>	<u>214</u>
<b>All Institutions:</b>		
Real estate mortgage	8,927	14,153
Production and intermediate-term	942	575
Agribusiness	1,402	-
Total	<u>\$ 11,271</u>	<u>\$ 14,728</u>
<hr/>		
	December 31, 2013	
	Purchased	Sold
<b>Other Farm Credit Institutions:</b>		
Real estate mortgage	\$ 7,353	\$ 10,315
Production and intermediate-term	3,180	1,417
Agribusiness	1,445	53
Subtotal	<u>11,978</u>	<u>11,785</u>
<b>Non-Farm Credit Institutions:</b>		
Real estate mortgage	-	214
Subtotal	<u>-</u>	<u>214</u>
<b>All Institutions:</b>		
Real estate mortgage	7,353	10,529
Production and intermediate-term	3,180	1,417
Agribusiness	1,445	53
Total	<u>\$ 11,978</u>	<u>\$ 11,999</u>

## Notes to 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 June 30, 2014, and December 31, 2013:

	June 30, 2014	December 31, 2013
<b>Real estate mortgage:</b>		
Acceptable	98.03%	97.80%
OAEM	0.56%	1.67%
Substandard	1.41%	0.53%
Subtotal	<u>100.00%</u>	<u>100.00%</u>
<b>Production and intermediate-term:</b>		
Acceptable	98.87%	97.72%
OAEM	0.64%	2.03%
Substandard	0.48%	0.25%
Loss	0.01%	0.00%
Subtotal	<u>100.00%</u>	<u>100.00%</u>
<b>Agribusiness:</b>		
Acceptable	100.00%	100.00%
Subtotal	<u>100.00%</u>	<u>100.00%</u>
<b>Total Loans:</b>		
Acceptable	98.43%	97.93%
OAEM	0.53%	1.67%
Substandard	1.04%	0.40%
Loss	0.00%	0.00%
Total	<u>100.00%</u>	<u>100.00%</u>

### High Risk Assets

High risk assets consist of impaired loans and other property owned. 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. These nonperforming assets (including related accrued interest) and related credit quality as of June 30, 2014, and December 31, 2013, are as follows:

	June 30, 2014	December 31, 2013
<b>Nonaccrual loans</b>		
Real estate mortgage	\$ 27	\$ 969
Production and intermediate-term	205	400
Total nonaccrual loans	<u>232</u>	<u>1,369</u>
Total high risk assets	<u>\$ 232</u>	<u>\$ 1,369</u>

## Notes to Financial Statements

### Impaired Loan Information

Additional impaired loan information as of June 30, 2014, and December 31, 2013, is as follows:

	June 30, 2014	
	Recorded Investment	Unpaid Principal Balance
Impaired loans with no related allowance for credit losses:		
Real estate mortgage	\$ 27	\$ 34
Production and intermediate-term Agribusiness:	205	1,619
Farm-related business	-	19
<b>Total impaired loans</b>	<b>\$ 232</b>	<b>\$ 1,672</b>

  

	December 31, 2013	
	Recorded Investment	Unpaid Principal Balance
Impaired loans with no related allowance for credit losses:		
Real estate mortgage	\$ 969	\$ 1,337
Production and intermediate-term Agribusiness:	400	1,971
Farm-related business	-	23
<b>Total impaired loans</b>	<b>\$ 1,369</b>	<b>\$ 3,331</b>

There were no impaired loans with related allowance for credit losses at June 30, 2014, and December 31, 2013.

The following table provides average impaired loans as of June 30, 2014:

	For the three months ended June 30, 2014	For the six months ended June 30, 2014
Impaired loans with no related allowance for credit losses:		
Real estate mortgage	\$ 467	\$ 885
Production and intermediate-term	68	34
<b>Total impaired loans</b>	<b>\$ 535</b>	<b>\$ 919</b>

Interest income on average impaired loans was -0- for the three and six months ended June 30, 2014.

### Past Due Loans

The following tables provide an age analysis of past due loans as of June 30, 2014, and December 31, 2013 (including accrued interest):

As of June 30, 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
						Accruing Loans 90 Days or More Past Due
Real estate mortgage	\$ -	\$ -	\$ -	\$ 191,916	\$ 191,916	\$ -
Production and intermediate-term	338	-	338	71,039	71,377	-
Agribusiness	110	-	110	27,724	27,834	-
<b>Total</b>	<b>\$ 448</b>	<b>\$ -</b>	<b>\$ 448</b>	<b>\$ 290,679</b>	<b>\$ 291,127</b>	<b>\$ -</b>

**Notes to Financial Statements**

As of December 31, 2013	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	\$ -	\$ 29	\$ 29	\$ 183,326	\$ 183,355	\$ -
Production and intermediate-term	454	104	558	103,525	104,083	-
Agribusiness	-	-	-	22,484	22,484	-
<b>Total</b>	<b>\$ 454</b>	<b>\$ 133</b>	<b>\$ 587</b>	<b>\$ 309,335</b>	<b>\$ 309,922</b>	<b>\$ -</b>

**Allowance for Loan Losses**

A summary of changes in the allowance for loan losses and period-end recorded investment in loans is as follows:

	Balance at March 31, 2014	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at June 30, 2014
Real estate mortgage	\$ 341	\$ -	\$ -	\$ 139	\$ 480
Production and intermediate-term	913	-	-	(185)	728
Agribusiness	46	-	-	14	60
<b>Total</b>	<b>\$ 1,300</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (32)</b>	<b>\$ 1,268</b>

	Balance at December 31, 2013	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at June 30, 2014
Real estate mortgage	\$ 355	\$ -	\$ -	\$ 125	\$ 480
Production and intermediate-term	1,041	-	1	(314)	728
Agribusiness	50	-	-	10	60
<b>Total</b>	<b>\$ 1,446</b>	<b>\$ -</b>	<b>\$ 1</b>	<b>\$ (179)</b>	<b>\$ 1,268</b>

	Balance at March 31, 2013	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at June 30, 2013
Real estate mortgage	\$ 298	\$ -	\$ -	\$ 58	\$ 356
Production and intermediate-term	1,051	-	-	(77)	974
Agribusiness	20	-	-	15	35
<b>Total</b>	<b>\$ 1,369</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ (4)</b>	<b>\$ 1,365</b>

	Balance at December 31, 2012	Charge-offs	Recoveries	Provision for Loan Losses/ (Loan Loss Reversals)	Balance at June 30, 2013
Real estate mortgage	\$ 321	\$ -	\$ -	\$ 35	\$ 356
Production and intermediate-term	1,021	-	2	(49)	974
Agribusiness	21	-	-	14	35
<b>Total</b>	<b>\$ 1,363</b>	<b>\$ -</b>	<b>\$ 2</b>	<b>\$ -</b>	<b>\$ 1,365</b>

## Notes to Financial Statements

### Individual and Collective Impairment Evaluation

A summary of the Association's individual and collective impairment evaluation as of June 30, 2014, and December 31, 2013 is as follows (including accrued interest):

As of June 30, 2014	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	
Real estate mortgage	\$ -	\$ 480	\$ 27	\$ 191,889	\$ 191,916
Production and intermediate-term	-	728	205	71,172	71,377
Agribusiness	-	60	-	27,834	27,834
<b>Total</b>	<b>\$ -</b>	<b>\$ 1,268</b>	<b>\$ 232</b>	<b>\$ 290,895</b>	<b>\$ 291,127</b>

As of December 31, 2013	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	
Real estate mortgage	\$ -	\$ 355	\$ 969	\$ 182,386	\$ 183,355
Production and intermediate-term	-	1,041	400	103,683	104,083
Agribusiness	-	50	-	22,484	22,484
<b>Total</b>	<b>\$ -</b>	<b>\$ 1,446</b>	<b>\$ 1,369</b>	<b>\$ 308,553</b>	<b>\$ 309,922</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 six months ended June 30, 2014. The Association had no TDRs within the previous 12 months for which there were subsequent payment defaults during the period.

### NOTE 3 - CAPITAL

The Association issues the following classes of common stock: class C common stock and class F non-voting stock. At June 30, 2014, the required common investment was the lesser of \$1,000 or 2% of loan volume per voting stockholder.

### NOTE 4 - SUBSEQUENT EVENTS

The Association has evaluated subsequent events through August 5, 2014, which is the date the financial statements were issued, and no material subsequent events were identified.