



*2020 Annual Financial Report*



**Five-Year Summary of Selected Consolidated Financial Data**

(Dollars in Thousands)

	December 31				
	2020	2019	2018	2017	2016
<b>Statement of Condition Data</b>					
Loans	\$ 1,606,107	\$ 1,399,737	\$ 1,283,426	\$ 1,193,439	\$ 1,136,387
Less allowance for loan losses	3,533	3,255	3,153	3,408	2,549
Net loans	1,602,574	1,396,482	1,280,273	1,190,031	1,133,838
Investment in CoBank, ACB	50,706	44,560	40,796	38,475	36,086
Other assets	49,305	43,697	39,616	34,044	31,653
<b>Total assets</b>	<b>\$ 1,702,585</b>	<b>\$ 1,484,739</b>	<b>\$ 1,360,685</b>	<b>\$ 1,262,550</b>	<b>\$ 1,201,577</b>
Obligations with maturities of one year or less	\$ 18,802	\$ 14,505	\$ 14,203	\$ 13,593	\$ 14,915
Obligations with maturities longer than one year	1,376,484	1,179,747	1,073,264	992,931	945,751
Reserve for unfunded commitments	562	578	521	210	201
<b>Total liabilities</b>	<b>1,395,848</b>	<b>1,194,830</b>	<b>1,087,988</b>	<b>1,006,734</b>	<b>960,867</b>
Capital stock	3,636	3,459	3,352	3,299	3,273
Additional paid-in capital	55,558	55,558	55,558	55,558	55,558
Unallocated retained earnings	247,791	231,212	214,105	197,200	182,042
Accumulated other comprehensive income/(loss)	(248)	(320)	(318)	(241)	(163)
<b>Total shareholders' equity</b>	<b>306,737</b>	<b>289,909</b>	<b>272,697</b>	<b>255,816</b>	<b>240,710</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,702,585</b>	<b>\$ 1,484,739</b>	<b>\$ 1,360,685</b>	<b>\$ 1,262,550</b>	<b>\$ 1,201,577</b>

	For the Year Ended December 31				
	2020	2019	2018	2017	2016
<b>Statement of Income/(Expense) Data</b>					
Net interest income	\$ 39,622	\$ 36,660	\$ 34,200	\$ 33,446	\$ 30,591
Patronage distribution from Farm Credit institutions	5,523	4,465	5,231	4,374	4,475
Provision for credit losses	(663)	(531)	(210)	(731)	(737)
Noninterest expense, net	(19,899)	(16,487)	(16,315)	(17,191)	(16,935)
(Provision for)/Benefit from income taxes	(8)	(8)	(4)	252	(287)
<b>Net income</b>	<b>\$ 24,575</b>	<b>\$ 24,099</b>	<b>\$ 22,902</b>	<b>\$ 20,150</b>	<b>\$ 17,107</b>
<b>Comprehensive income</b>	<b>\$ 24,647</b>	<b>\$ 24,097</b>	<b>\$ 22,825</b>	<b>\$ 20,072</b>	<b>\$ 17,051</b>

**Key Financial Ratios****For the Year**

Return on average assets	1.55%	1.71%	1.77%	1.65%	1.49%
Return on average shareholders' equity	8.13%	8.47%	8.57%	8.04%	7.21%
Net interest income as a percentage of average earning assets	2.65%	2.76%	2.79%	2.89%	2.81%
Net charge-offs/(recoveries) as a percentage of average net loans	0.03%	0.03%	0.01%	(<0.01%)	<0.01%

**At Year End**

Shareholders' equity as a percentage of total assets	18.02%	19.53%	20.04%	20.26%	20.03%
Debt as a ratio to shareholders' equity	4.55:1	4.12:1	3.99:1	3.94:1	3.99:1
Allowance for loan losses as a percentage of loans	0.22%	0.23%	0.25%	0.29%	0.22%
Common equity tier 1 (CET1) capital ratio	15.88%	17.06%	17.48%	17.59%	N/A
Tier 1 capital ratio	15.88%	17.06%	17.48%	17.59%	N/A
Total regulatory capital ratio	16.12%	17.30%	17.74%	17.90%	N/A
Tier 1 leverage ratio	16.34%	17.56%	17.98%	17.99%	N/A
Unallocated retained earnings and URE equivalents (UREE) leverage ratio	17.55%	18.68%	19.03%	18.91%	N/A
Permanent capital ratio	15.91%	17.10%	17.52%	17.64%	18.09%
Total surplus ratio	N/A	N/A	N/A	N/A	17.81%
Core surplus ratio	N/A	N/A	N/A	N/A	17.69%

**Net Income Distribution**

Cash patronage distributions paid	\$ 6,996	\$ 5,992	\$ 4,997	\$ 4,742	\$ 4,348
Cash patronage declared	\$ 8,000	\$ 7,000	\$ 6,000	\$ 5,000	\$ 4,750

# MANAGEMENT'S DISCUSSION AND ANALYSIS

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## INTRODUCTION

The following discussion summarizes the financial position and results of operations of Oklahoma AgCredit, ACA (Association) for the year ended December 31, 2020. Comparisons with prior years are included. We have emphasized material known trends, commitments, events, or uncertainties that have impacted, or are reasonably likely to impact our financial condition and results of operations. The discussion and analysis should be read in conjunction with the accompanying consolidated financial statements, footnotes and other sections of this report. The accompanying consolidated financial statements were prepared under the oversight of our Audit Committee. The Management's Discussion and Analysis includes the following sections:

- Business Overview
- Economic Overview
- Loan Portfolio
- Credit Risk Management
- Results of Operations
- Liquidity
- Capital Resources
- Regulatory Matters
- Governance
- Forward-Looking Information
- Critical Accounting Policies and Estimates
- Customer Privacy

Our quarterly reports to shareholders are available approximately 40 days after the calendar quarter end and annual reports are available approximately 75 days after the calendar year end. The reports may be obtained free of charge on our website, [www.okagcredit.com](http://www.okagcredit.com), or upon request. We are located at 3033 Progressive Drive, Edmond, Oklahoma 73034 or may be contacted by calling (405) 938-1700.

## BUSINESS OVERVIEW

### ***Farm Credit System Structure and Mission***

As of December 31, 2020, we are one of 68 associations in the Farm Credit System (System), which was created by Congress in 1916 and has served agricultural producers for over 100 years. The System mission is to provide sound and dependable credit to American farmers, ranchers, and producers or harvesters of aquatic products and farm-related businesses through a member-owned cooperative system. This is done by making loans and providing financial services. Through its commitment and dedication to agriculture, the System continues to have the largest portfolio of agricultural loans of any lender in the United States. The Farm Credit Administration (FCA) is the System's independent safety and soundness federal regulator and was established to supervise, examine and regulate System institutions.

### ***Our Structure and Focus***

As a cooperative, we are owned by the members we serve. Our territory served extends across a diverse agricultural region of eastern and central Oklahoma. The counties in our territory are listed in Note 1 of the accompanying consolidated financial statements. We make long-term real estate mortgage loans to farmers, ranchers, rural residents and agribusinesses, and production and intermediate-term loans for agricultural production or operating purposes. Additionally, we provide other related services to our borrowers, such as credit life insurance, multi-peril crop and crop hail insurance, advance conditional payment accounts, fee appraisals and lease financing through AgDirect. Our success begins with our extensive agricultural experience and knowledge of the market and is dependent on the level of satisfaction we provide to our borrowers.

As part of the System, we obtain the funding for our lending and operations from a Farm Credit Bank. Our funding bank, CoBank, ACB (CoBank), is a cooperative of which we are a member. CoBank, its related associations, and AgVantis, Inc. (AgVantis) are referred to as the District.

We, along with the borrower's investment in our Association, are materially affected by CoBank's financial condition and results of operations. The CoBank quarterly and annual 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 3033 Progressive Drive,

Edmond, Oklahoma 73034 or may be contacted by calling (405) 938-1700. Annual reports are available within 75 days after year end and quarterly reports are available within 40 days after the calendar quarter end.

We purchase technology and other operational services from AgVantis, which is a technology service corporation. A service agreement was signed effective January 1, 2020 and will expire on December 31, 2022. We are a shareholder in AgVantis, along with other AgVantis customers. Farm Credit Foundations, a human resource shared service provider for a number of Farm Credit institutions, provides administration for our payroll and benefits and may provide related human resource offerings.

The headquarters of the Association relocated from the city of Broken Arrow to the city of Edmond, in Oklahoma County, Oklahoma effective September 1, 2020. The new building accommodates administrative staff and specialized lending staff, and provides a central location for meetings and training. The office in Broken Arrow, Oklahoma remains open to serve our customers.

## **ECONOMIC OVERVIEW**

During 2020, economic conditions in our region were extremely volatile. The year began with a softening economic backdrop that became a full-fledged recession as the consequences of the coronavirus (COVID-19) pandemic were realized. Only unprecedented fiscal stimulus and bold action by the Federal Reserve prevented a catastrophic economic contraction. Prior to March, Oklahoma's unemployment rate was under 3.0%. As all nonessential businesses were required to shut down, because of the pandemic, businesses statewide began furloughing workers. Oklahoma's unemployment rate spiked to nearly 15.0% before fiscal stimulus and a gradual reopening of the economy brought it back to its present level of 5.9%.

The U.S. government has initiated various programs in support of the COVID-19 economic recovery. In late March 2020, Congress passed the Coronavirus Aid, Relief and Economic Security (CARES) Act. Among other provisions, the CARES Act made funds available for small businesses under the Paycheck Protection Program (PPP), which is a guaranteed loan program administered by the Small Business Administration (SBA). On December 21, 2020, Congress passed the Economic Aid to Hard-Hit Small Businesses, Nonprofits and Venues Act, which, among other provisions, allocated additional funding for PPP loans and allows certain existing PPP borrowers to apply for additional loans or draws on existing loans. Our Association obtained approval from the SBA to participate as a lender in the PPP. We continue to lend under the second round of funding for PPP loans during the first quarter of 2021. Congress also provided additional funding for small business disaster loans and direct payments to farmers and ranchers as a result of the COVID-19 pandemic as well as making purchases of agriculture products. The impact of these and other U.S. government support programs and stimulus on the broader agricultural economy and our customers in particular is uncertain at this time. We are committed to supporting borrowers and employees during uncertain times. Our Association adopted a streamlined payment deferral process to assist with loan conversions, short-term payment deferrals, or an informal deferral or forbearance on payments. We complied with the Families First Coronavirus Response Act (FFCRA or Act) which required certain employers to provide their employees with eighty hours of paid sick leave if impacted by COVID-19.

Fiscal stimulus included direct payments to consumers, extended unemployment benefits, special lending programs, and financial aid to businesses and non-governmental organizations. Many of our borrowers benefitted from two separate rounds of Coronavirus Food Assistance Programs that targeted agricultural producers. Others applied and received loans from PPP with a majority of the proceeds ultimately forgiven. The Federal Reserve slashed their overnight lending rate to near zero and initiated a bond-buying program in an effort to influence long-term interest rates. One of the by-products of these actions was a vibrant and active real estate market.

The majority of our service area received ample rainfall this past year, which led to above average crop and forage yields. Pasture conditions remained favorable throughout most of the year allowing cattle producers to achieve solid daily gains. Grain prices have rallied 30% since early fall, which has been fortunate for those producers holding inventory. Cattle prices have trended lower as feed costs have risen. Energy prices, which are important to our state economy due to the sizeable industry footprint, were quite volatile in 2020. Oil prices actually dropped below zero in April as the virus-constrained economy sapped demand as supply was surging. Although prices gradually improved during the year, they still ended 2020 about 20% below where they started.

Despite all the challenges brought by the pandemic, loan demand was brisk as many people sought real estate as a safe haven. Real estate values across our territory were stable to higher, with acute increases in the southern portion of our state. Historically low interest rates and a recovering southern plains economy will continue to drive real estate values in our territory. The ongoing economic recovery should bolster non-farm employment, which is critical to our borrowers' ability to service their debt. The credit quality of our loan portfolio remains sound; however stress to our portfolio is increasing. Credit issues have been proactively addressed. Expedited handling has brought about minimal losses with positive results.

Over the last few years, our pension expense had been decreasing; however, due to certain assumptions utilized in estimating plan expenses, our expenses during 2020 increased significantly. Over the next few years, pension expense is expected to decrease gradually.

The COVID-19 pandemic has heightened many risks, including credit risk, liquidity risk, market risk, and operational risk. The effectiveness of our mitigation efforts and the extent to which COVID-19 affects our business, results of operations and financial condition may depend on factors beyond our control. The effects of the COVID-19 pandemic could have a material adverse effect on our Association's business, results of operations and financial condition. The COVID-19 pandemic rapidly evolved from a global public health crisis into a global economic crisis. Actions by government authorities to stem the spread of the disease shut down entire sectors of the global economy, forcing millions of people out of work, and precipitated a contraction in economic output. In the United States, the Federal Reserve deployed a full range of emergency monetary stimulus tools to ensure the financial system continued to function. The administration and Congress have also passed aggressive fiscal stimulus measures. As states and cities have re-opened, certain areas of the country have experienced a substantial increase in cases. It remains to be seen how effective these policy responses will be given the unique attributes of the continuing pandemic.

The Agricultural Improvement Act of 2018 (Farm Bill) was signed into law on December 20, 2018. This Farm Bill governs an array of federal farm and food programs, including commodity price support payments, farm credit, conservation programs, research, rural development and foreign and domestic food programs for five years through 2023. The Farm Bill continues to provide support for crop insurance and commodity support programs, strengthen livestock disaster programs, and provides dairy producers with an updated voluntary margin protection program that will provide additional risk management options to dairy operations. The Farm Bill also clarifies the Insurance Corporation's authority, role and procedures for acting as a conservator or receiver of a troubled System institution. The Farm Bill provides a range of statutory options to the Insurance Corporation including, but not limited to, marshalling and liquidating assets, satisfying claims of creditors and using interim devices such as bridge banks. Many provisions of the Farm Bill require the United States Department of Agriculture (USDA) to develop rules and procedures to fully implement these authorities. The timing for the issuance of those rules is uncertain.

## LOAN PORTFOLIO

Total loans outstanding were \$1.61 billion at December 31, 2020, an increase of \$206.4 million, or 14.7%, from loans at December 31, 2019 of \$1.40 billion, and an increase of \$322.7 million, or 25.1%, from loans at December 31, 2018 of \$1.28 billion. The increase in loans was due to was due to an active real estate market, marketing efforts, and increased participations purchased for diversification. The types of loans outstanding at December 31 are reflected in the following table.

<i>(dollars in thousands)</i>	2020		2019		2018	
	Volume	Percent	Volume	Percent	Volume	Percent
Real estate mortgage loans	\$ 1,092,660	68.0%	\$ 938,740	67.1%	\$ 871,936	67.9%
Production and intermediate-term loans	239,559	14.9%	232,324	16.6%	217,455	16.9%
Agribusiness loans	182,016	11.3%	153,392	11.0%	129,890	10.1%
Rural infrastructure loans	82,951	5.2%	67,630	4.8%	57,229	4.5%
Rural residential real estate loans	893	0.1%	1,402	0.1%	1,995	0.2%
International loans	8,028	0.5%	6,249	0.4%	4,921	0.4%
<b>Total</b>	<b>\$ 1,606,107</b>	<b>100.0%</b>	<b>\$ 1,399,737</b>	<b>100.0%</b>	<b>\$ 1,283,426</b>	<b>100.0%</b>

Real estate mortgage loans outstanding increased 16.4% to \$1.09 billion, compared with \$938.7 million at year-end 2019, primarily due to effective marketing strategies, increasing real estate values, and an increase in mortgage refinancing activity due to declining interest rates. Long-term mortgage loans are primarily used to purchase, refinance or improve real estate. These loans have maturities ranging from 5 to 40 years. Real estate mortgage loans are also made to rural homeowners. By federal regulation, a real estate mortgage loan must be secured by a first lien and may only be made in an amount up to 85% of the original appraised value of the property, or up to 97% of the appraised value, if the loan is guaranteed by certain state, federal, or other governmental agencies. The average loan to appraised value on our total mortgage portfolio in 2020 was 47.8%. Under our current underwriting standards, we loan less than the regulatory limit of 85% of the appraised value of the property.

The production and intermediate-term loans increased 3.1% to \$239.6 million, compared with 2019 loans of \$232.3 million, primarily due to seasonal loan growth. Production loans are used to finance the ongoing operating needs of agricultural producers and generally match the borrower's normal production and marketing cycle, which is typically 12 months. Intermediate-term loans are generally used to finance depreciable capital assets of a farm or ranch. Intermediate-term loans are written for a specific term, 1 to 15 years, with most loans being less than 10 years. Our production and intermediate-term loan portfolio shows some seasonality. Borrowings increase throughout the planting

and growing seasons to meet farmers' operating and capital needs. These loans are normally at their lowest levels following the harvest and then increase in the spring and throughout the rest of the year as borrowers fund operating needs.

Increases were also noted in agribusiness, rural infrastructure, and international loan volume, where the majority of loan volume was due to loan participations. At December 31, 2020, 98.2% of agribusiness, and 100% of rural infrastructure and international loan volume were a result of loan participations purchased.

### **Portfolio Diversification**

While we make loans and provide financially related services to qualified borrowers in agricultural and rural sectors and to certain related entities, our loan portfolio is diversified by loan participations purchased and sold, geographic locations served, commodities financed and loan size as illustrated in the following four tables.

We purchase loan participations from other System and non-System entities to generate additional earnings and diversify risk related to existing commodities financed and our geographic area served. In addition, we sell a portion of certain large loans to other System entities to reduce risk and comply with lending limits we have established.

Our volume of participations purchased and sold as of December 31 follows.

<i>(dollars in thousands)</i>	<b>2020</b>	2019	2018
Participations purchased	<b>\$ 360,364</b>	\$ 307,665	\$ 259,428
Participations sold	<b>\$ 10,017</b>	\$ 14,492	\$ 20,621

We have no loans sold with recourse, retained subordinated participation interests in loans sold, or interests in pools of subordinated participation interests that are held in lieu of retaining a subordinated participation interest in the loans sold.

The geographic distribution of loans by branch at December 31 follows. As previously mentioned we purchase loan participations outside our territory, which are included in Administrative in the following table.

	<b>2020</b>	2019	2018
Administrative	<b>23.23%</b>	22.86%	21.38%
Ardmore	<b>4.10%</b>	3.98%	3.89%
Broken Arrow	<b>8.18%</b>	5.99%	6.07%
Chickasha	<b>9.48%</b>	10.19%	11.06%
Duncan	<b>5.27%</b>	6.38%	6.56%
Durant	<b>7.91%</b>	7.45%	7.26%
Enid	<b>4.01%</b>	4.59%	5.65%
Kingfisher *	<b>8.51%</b>	8.38%	6.58%
McAlester	<b>2.48%</b>	2.17%	2.08%
Muskogee	<b>4.88%</b>	5.08%	5.75%
Pauls Valley	<b>7.08%</b>	7.21%	6.59%
Poteau	<b>1.18%</b>	0.99%	0.94%
Stillwater	<b>5.74%</b>	5.94%	5.67%
Vinita	<b>7.95%</b>	8.79%	9.02%
Watonga *	<b>-</b>	-	1.50%
Total	<b>100.00%</b>	100.00%	100.00%

\* On January 1, 2019, the loan volume at the Watonga branch transferred to the Kingfisher branch when its personnel began servicing loans previously serviced by now retired staff at the Watonga branch.

The following table shows the primary agricultural commodities produced by our borrowers based on the Standard Industrial Classification System (SIC) published by the federal government. This system is used to assign commodity or industry categories based on the primary business of the customer. A primary business category is assigned when the commodity or industry accounts for 50% or more of the total value of sales for a business; however, a large percentage of agricultural operations typically includes more than one commodity.

SIC Category	December 31		
	2020	2019	2018
Cattle	57.95%	59.07%	60.04%
Landlords	8.75%	7.20%	6.60%
Cash Crops	7.45%	5.48%	4.75%
Communication	2.91%	2.67%	2.37%
Hay Crops	2.41%	2.37%	2.68%
Forest Products	2.35%	2.95%	3.42%
Dairy & Dairy Products	2.18%	2.38%	1.91%
Other Livestock	1.98%	2.16%	1.75%
Energy	1.90%	1.56%	1.43%
Wheat	1.51%	3.59%	4.37%
Poultry/Eggs	0.93%	1.07%	1.53%
Nursery	0.64%	0.72%	0.82%
Other	9.04%	8.78%	8.33%
Total	100.00%	100.00%	100.00%

Our loan portfolio contains a concentration of cattle producers and landlords. Repayment ability of our borrowers is closely related to the production and profitability of the commodities they raise. If a loan fails to perform, restructuring and/or other servicing alternatives are influenced by the underlying value of the collateral, which is impacted by industry economics. Our future performance would be negatively impacted by adverse agricultural conditions. The degree of the adverse impact would be correlated to the commodities negatively affected and the magnitude and duration of the adverse agricultural conditions to our borrowers.

In addition to commodity diversification noted in the previous table, further diversification is also achieved from loans to rural residents and part-time farmers, which typically derive most of their earnings from non-agricultural sources. These borrowers are less subject to agricultural cycles and would likely be more affected by weaknesses in the general economy. Of our outstanding loan volume at December 31, 2020, 79.4% consists of borrowers with income not solely from agricultural sources, an increase from 77.5% for 2019, and 75.6% for 2018.

The loans outstanding at December 31, 2020 for loans \$250 thousand or less accounted for 23.9% of loan volume and 75.4% of the number of loans. Credit risk on small loans, in many instances, may be reduced by non-farm income sources. The following table details loans outstanding by dollar size at December 31 for the last three years.

(dollars in thousands)	2020		2019		2018	
	Amount outstanding	Number of loans	Amount outstanding	Number of loans	Amount outstanding	Number of loans
\$1 - \$250	\$ 383,809	4,554	\$ 373,606	4,279	\$ 350,213	4,141
\$251 - \$500	283,761	810	240,931	692	230,025	660
\$501 - \$1,000	264,386	381	242,746	350	242,433	348
\$1,001 - \$5,000	524,176	275	433,327	228	354,494	194
\$5,001 - \$25,000	149,975	20	109,127	16	106,261	16
Total	\$ 1,606,107	6,040	\$ 1,399,737	5,565	\$ 1,283,426	5,359

As of December 31, 2020, approximately 9% of our loans outstanding is attributable to 20 borrowers. Due to their size, the loss of any of these loans or the failure of any of these loans to perform would adversely affect the portfolio and our future operating results.

Credit guarantees with government agencies of \$10.7 million at year-end 2020, \$11.1 million at year-end 2019 and \$14.5 million at year-end 2018 were outstanding. Lower demand for loans that qualify for a Farm Service Agency's guarantee has resulted in a reduction of new loans to replace existing amortization.

#### Credit Commitments

We may participate in financial instruments with off-balance-sheet risk to satisfy the financing needs of our borrowers. These financial instruments include commitments to extend credit. The instruments involve, to varying degrees,

elements of credit risk in excess of the amount recognized in our consolidated financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. We may also participate in standby letters of credit to satisfy the financing needs of our borrowers. These standby letters of credit are irrevocable agreements to guarantee payments of specified financial obligations. The following table summarizes the maturity distribution of unfunded credit commitments on loans at December 31, 2020.

<i>(dollars in thousands)</i>	Due 1 year or less	Due after 1 year through 3 years	Due after 3 years through 5 years	Due after 5 years	Total
Commitments to extend credit	\$107,484	\$122,551	\$ 55,943	\$ 10,225	\$ 296,203
Standby letters of credit	2,217	1,710	341	81	4,349
<b>Total commitments</b>	<b>\$109,701</b>	<b>\$124,261</b>	<b>\$ 56,284</b>	<b>\$ 10,306</b>	<b>\$ 300,552</b>

Since many of these commitments are expected to expire without being drawn upon, the total commitments do not necessarily represent future cash requirements. However, these credit-related financial instruments have off-balance-sheet credit risk because their amounts are not reflected on the Consolidated Statement of Condition until funded or drawn upon. The credit risk associated with issuing commitments and letters of credit is substantially the same as that involved in extending loans to borrowers and we apply the same credit policies to these commitments. The amount of collateral obtained, if deemed necessary upon extension of credit, is based on our credit evaluation of the borrower. We consider potential losses related to unfunded commitments, and a reserve for unfunded commitments is included in the liabilities section of the 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.

### High Risk Assets

Nonperforming loan volume is comprised of nonaccrual loans, restructured loans, and loans 90 days past due still accruing interest and are referred to as impaired loans. High risk assets consist of impaired loans and other property owned. Comparative information regarding high risk assets in the portfolio, including accrued interest, follows:

<i>(dollars in thousands)</i>	2020	2019	2018
Nonaccrual loans:			
Real estate mortgage	\$ 5,672	\$ 3,910	\$ 3,448
Production and intermediate-term	2,091	3,876	3,093
Agribusiness	–	–	338
<b>Total nonaccrual loans</b>	<b>7,763</b>	<b>7,786</b>	<b>6,879</b>
Accruing restructured loans:			
Real estate mortgage	559	321	334
Production and intermediate	607	811	–
<b>Total accruing restructured loans</b>	<b>1,166</b>	<b>1,132</b>	<b>334</b>
<b>Total high risk assets</b>	<b>\$ 8,929</b>	<b>\$ 8,918</b>	<b>\$ 7,213</b>
Nonaccrual loans to total loans	0.48%	0.56%	0.54%
High risk assets to total loans	0.56%	0.64%	0.56%
High risk assets to total shareholders' equity	2.91%	3.08%	2.65%

We had no loans classified as 90 days past due still accruing interest and no other property owned for the years presented.

Total high risk assets increased \$11 thousand, or 0.1%, to \$8.9 million at December 31, 2020 compared with year-end 2019. Contributing to the increase in our high risk assets were loans to borrowers adversely impacted by commodity price volatility and higher farm input costs in the current agricultural environment and borrowers who were adversely impacted due to stress in the general economy.

Nonaccrual loans represent all loans where there is a reasonable doubt as to collection of all principal and/or interest. Nonaccrual volume decreased \$23 thousand compared with December 31, 2019 and increased \$884 thousand compared with December 31, 2018. The decrease is due to the transfer of eleven loans to nonaccrual due to credit deterioration, partially offset by six borrowers that paid off, one loan transferred to accrual status, and two cattle loans



with partial charge-offs. During 2020, we saw an increase in nonaccrual activity because cattle prices continue to be volatile, which makes profitability a challenge. At December 31, 2020, 28 borrowers had loans in nonaccrual. Seven borrowers with cattle loans account for approximately 58% of total nonaccrual volume. The following table provides additional information on nonaccrual loans as of December 31 for the last three fiscal years.

<i>(dollars in thousands)</i>	2020	2019	2018
Nonaccrual loans current as to principal and interest	\$ 3,934	\$ 4,539	\$ 3,453
Restructured loans in nonaccrual status	564	2,927	337

For the years presented, we had no cash basis nonaccrual loans.

Accruing restructured loans including related accrued interest increased \$34 thousand during 2020 primarily as a result of one loan that transferred to accrual status, offset by repayments. The loan transferred to accrual due to the borrowers improved financial status and the timely receipt of payments. The accruing restructured loans include only the year-end balances of loans and related accrued interest on which monetary concessions have been granted to borrowers and that are in accrual status. Accruing restructured loans do not include loans on which monetary concessions have been granted but which remain in nonaccrual status.

High risk asset volume is anticipated to increase in the future. Global economic weakening and the COVID-19 pandemic led to lower cattle and crude oil prices. Cattle is nearly 58% of the loan portfolio and cattle prices are approximately 5% lower than this time a year ago. This scenario is expected to continue. Crude oil prices are about 20% lower than last year-end and 38% lower than year-end 2018, leading most energy companies to drastically reduce drilling rigs and subsequently lower employment opportunities in our area. Production is expected to remain at 2020 levels.

### **Credit Quality**

We review the credit quality of the loan portfolio on an on-going basis as part of our risk management practices. Each loan is classified according to the Uniform Classification System (UCS), which is used by all System institutions. Following are the classification definitions.

- Acceptable – Assets are expected to be fully collectible and represent the highest quality.
- Other Assets Especially Mentioned (OAEM) – Assets are currently collectible but exhibit some potential weakness.
- Substandard – Assets exhibit some serious weakness in repayment capacity, equity, and/or collateral pledged on the loan.
- Doubtful – Assets exhibit similar weaknesses as substandard assets. However, doubtful assets have additional weaknesses in existing facts that make collection in full highly questionable.
- Loss – Assets are not considered collectible.

The following table presents statistics based on UCS related to the credit quality of the loan portfolio, including accrued interest at December 31 for the last three fiscal years.

	2020	2019	2018
Acceptable	98.10%	97.27%	97.56%
OAEM	1.21%	1.51%	1.35%
Substandard	0.69%	1.22%	1.09%
Total	100.00%	100.00%	100.00%

During 2020, overall credit quality improved. Loans classified as Acceptable and OAEM were 99.31% at December 31, 2020, 98.78% at December 31, 2019 and 98.91% at December 31, 2018. We had no loans classified as Doubtful or Loss for any of the three years presented. The financial position of most agricultural producers strengthened during the past decade, and most of our borrowers have maintained generally strong financial positions. As such, our credit quality is anticipated to remain sound in the near term. However, agriculture remains a cyclical business that is heavily influenced by production, operating costs and commodity prices. Each of these can be significantly impacted by uncontrollable events like the market and government reaction to the COVID-19 pandemic. The government programs and our streamlined deferment process provided relief to borrowers, which delayed potential credit deterioration. If less favorable economic conditions like these continue, it will likely lead to weakening in the loan portfolio. Loan delinquencies (accruing loans 30 days or more past due) as a percentage of accruing loans increased, however remained at a low level of 0.43% at December 31, 2020, compared with 0.21% at December 31, 2019 and 0.28% at December 31, 2018.

**Allowance for Loan Losses**

We maintain an allowance for loan losses at a level consistent with the probable and estimable losses inherent in the loan portfolio identified by management. The allowance for loan losses at each period end was considered to be adequate to absorb probable losses existing in the loan portfolio. Because the allowance for loan losses considers factors such as current agricultural and economic conditions, loan loss experience, portfolio quality and loan portfolio composition, there will be a direct impact to the allowance for loan losses and our income statement when there is a change in any of those factors. The following table provides relevant information regarding the allowance for loan losses as of December 31 for the last three fiscal years.

<i>(dollars in thousands)</i>	2020	2019	2018
Balance at beginning of year	\$ 3,255	\$ 3,153	\$ 3,408
Charge-offs:			
Production and intermediate-term	425	256	157
Agribusiness	–	130	–
Total charge-offs	425	386	157
Recoveries:			
Real estate mortgage	1	3	3
Agribusiness	23	11	–
Total recoveries	24	14	3
Net charge-offs	401	372	154
Provision for loan losses/(Loan loss reversal)	679	474	(101)
Balance at December 31	\$ 3,533	\$ 3,255	\$ 3,153
Net charge-offs to average net loans	0.03%	0.03%	0.01%

The following table presents the allowance for loan losses by loan type as of December 31 for the last three fiscal years.

<i>(dollars in thousands)</i>	2020	2019	2018
Real estate mortgage	\$ 901	\$ 742	\$ 911
Production and intermediate-term	894	1,292	1,523
Agribusiness	1,527	1,041	582
Rural infrastructure	208	176	135
Rural residential real estate	–	1	–
International	3	3	2
Total	\$ 3,533	\$ 3,255	\$ 3,153

The allowance for loan losses increased \$278 thousand from December 31, 2019, to \$3.5 million at December 31, 2020, as compared with \$3.3 million at year-end 2019 and \$3.2 million at year-end 2018. The increase in allowance for loan losses was primarily due to the provision for loan losses totaling \$679 thousand that was recorded. We determine the allowance based on a regular evaluation of the loan portfolio, which considers recent and historic charge-off experience among other relevant factors. Third-party bond data used in the Model's 14-point probability of default scale was updated during 2020 and all factors decreased. See section Credit Risk Management for additional information. Charge-offs net of recoveries totaled \$401 thousand in 2020, \$372 thousand in 2019, and \$154 thousand in 2018. Net loan charge-offs in the last three years have been related mostly to loans in the cattle segment of our portfolio and one capital markets loan. Overall, charge-off activity remains low relative to the size of our loan portfolio. Comparative allowance for loan losses coverage as a percentage of loans and certain other credit quality indicators as of December 31 are presented in the following table.

	2020	2019	2018
Allowance as a percentage of:			
Loans	0.22%	0.23%	0.25%
Impaired loans	39.57%	36.50%	43.71%
Nonaccrual loans	45.51%	41.81%	45.84%

We maintain a separate reserve for unfunded commitments, which is included in Liabilities on our 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.

<i>(dollars in thousands)</i>	2020	2019	2018
Balance at beginning of year	\$ 578	\$ 521	\$ 210
(Reversal of)/Provision for reserve for unfunded commitments	(16)	57	311
Balance at December 31	\$ 562	\$ 578	\$ 521

The decrease in provision for unfunded commitments in 2020 is due to the change in management adjustment, partially offset by growth.

### **Young, Beginning and Small Farmers and Ranchers Program**

As part of the Farm Credit System, we are committed to providing sound and dependable credit and related services to young, beginning and small (YBS) farmers and ranchers. Following are FCA regulatory definitions for YBS farmers and ranchers.

- Young Farmer: A farmer, rancher, or producer or harvester of aquatic products who was age 35 or younger as of the date the loan was originally made.
- Beginning Farmer: A farmer, rancher, or producer or harvester of aquatic products who had 10 years or less farming or ranching experience as of the date the loan was originally made.
- Small Farmer: A farmer, rancher, or producer or harvester of aquatic products who normally generated less than \$250 thousand in annual gross sales of agricultural or aquatic products at the date the loan was originally made.

The following table outlines our percentage of YBS loans as a percentage of the number of loans in our loan portfolio while the USDA column represents the percent of farmers and ranchers classified as YBS within our territory per the 2017 USDA Agricultural Census, which is the most current data available. Due to FCA regulatory definitions, a farmer/rancher may be included in multiple categories as they would be included in each category in which the definition was met.

	USDA	2020	2019	2018
Young	12.43%	<b>20.50%</b>	19.38%	18.99%
Beginning	32.46%	<b>39.40%</b>	38.23%	38.18%
Small	95.78%	<b>77.68%</b>	77.85%	77.81%

Our percentages are based on the number of loans in our portfolio, while the USDA percentages are based on the number of farmers and ranchers. While this definition difference does exist, the information is the best comparative information available.

We establish annual marketing goals to increase market share of loans to YBS farmers and ranchers. Our goals are as follows:

- Offer related services either directly or in coordination with others that are responsive to the needs of YBS farmers and ranchers in our territory;
- Take full advantage of opportunities for coordinating credit and services offered with other System institutions in the territory and other governmental and private sources of credit who offer credit and services to those who qualify as YBS farmers and ranchers in our territory; and
- Implement effective outreach programs to attract YBS farmers and ranchers.

We encourage our loan officers to join and participate in young farmer and rancher organizations. We provide our loan officers with FSA Guaranteed Loan training, sponsor an employee to participate in the Oklahoma Agricultural Leadership Program, and nominate employees to participate in the OCA Cattlemen's Leadership Academy that is geared toward developing young producers in the state. These events not only provide opportunities for personal growth, but also provide opportunities for loan officers to connect with potential members who could benefit from our YBS program. We also host a Student Board comprised of current Oklahoma State University Ferguson College of Agriculture students that provides educational opportunities covering the Farm Credit System and the credit services we offer.

We partner with other Farm Credit organizations in Oklahoma to provide financial support for youth involved in agriculture including the National Land and Range Judging Contest sponsorship, two Oklahoma 4-H Foundation Hall of Fame awards, Oklahoma Ag in the Classroom program needs, an Oklahoma FFA Foundation top tier sponsorship, various scholarships and other support for Oklahoma Youth Expo, funds for the HBCU - Langston University College

of Agriculture scholarships, five scholarships to Oklahoma State University Ferguson College of Agriculture students, sponsor attendee for the Statewide Women in Ag Conference, annual sponsors of the Oklahoma State University Cow/Calf boot camp and sponsorship of Oklahoma Farm Bureau young farmers and ranchers discussion meetings. Also, we are involved in non-traditional agriculture education opportunities such as annual sponsor of the Oklahoma Local Ag Summit and the Tulsa Farmer's Market Introduction to Production agriculture class, as well as, a sponsor for the Choctaw Nation's Beekeeping 101 classes.

Quarterly reports are provided to our Board of Directors detailing the number, volume and credit quality of our YBS customers. We have developed quantitative targets to monitor our progress.

- Loan volume and loan number goals for YBS farmers and ranchers in our territory;
- Percentage goals representative of the demographics of YBS farmers and ranchers in our territory;
- Percentage goals for loans made to new borrowers qualifying as YBS farmers and ranchers in our territory; and
- Goals for capital committed to loans made to YBS farmers and ranchers in our territory.

	Projected New Loan Numbers for 2020	Actual New Loan Numbers for 2020	Projected New Loan Volume for 2020	Actual New Loan Volume for 2020
Young	15.00%	<b>22.75%</b>	10.00%	<b>13.73%</b>
Beginning	30.00%	<b>40.76%</b>	25.00%	<b>27.24%</b>
Small	75.00%	<b>76.18%</b>	60.00%	<b>46.96%</b>

To ensure that credit and services offered to our YBS farmers and ranchers are provided in a safe and sound manner and within our risk-bearing capacity, we utilize customized loan underwriting standards, loan guarantee programs, fee waiver programs, or other credit enhancement programs. Additionally, we are actively involved in developing and sponsoring educational opportunities, leadership training, business financial training and insurance services for YBS farmers and ranchers.

### **CREDIT RISK MANAGEMENT**

Credit risk arises from the potential failure of a borrower to meet repayment obligations that result in a financial loss to the lender. Credit risk exists in our loan portfolio and also in our unfunded loan commitments and standby letters of credit. Credit risk is actively managed on an individual and portfolio basis through application of sound lending and underwriting standards, policies and procedures.

Underwriting standards are utilized to determine an applicant's operational, financial, and managerial resources available for repaying debt within the terms of the note and loan agreement. Underwriting standards include among other things, an evaluation of:

- character – borrower integrity and credit history;
- capacity – repayment capacity of the borrower based on cash flows from operations or other sources of income;
- collateral – to protect the lender in the event of default and also serve as a secondary source of loan repayment;
- capital – ability of the operation to survive unanticipated risks; and
- conditions – intended use of the loan funds, terms, restrictions, etc.

Processes for information gathering, balance sheet and income statement verification, loan analysis, credit approvals, disbursements of proceeds and subsequent loan servicing actions are established and followed. Underwriting standards vary by industry and are updated periodically to reflect market and industry conditions.

By regulation, we cannot have loan commitments to one borrower for more than 15% of our lending and lease limit base. The lending and lease limit base is defined as permanent capital with any applicable adjustments related to preferred stock and any investment held in connection with the sale of loan participation interest. Additionally, we set our own lending limits to manage loan concentration risk. Lending limits have been established for participations purchased, total attributed exposure and tiered based on quality of borrower. We have adopted an individual lending limit maximum of \$25.0 million of originated retail lending and lease limit base for our highest quality borrowers and \$18.0 million for our highest quality participations purchased.

We have established internal lending delegations to properly control the loan approval process. Delegations to staff are based on our risk-bearing ability, loan size, complexity, type and risk, as well as the expertise and position of the



credit staff member. Larger and more complex loans or loans perceived to have higher risk are typically approved by our loan committee with the most experienced and knowledgeable credit staff serving as members.

The majority of our lending is first mortgage real estate loans, which must be secured by a first lien on real estate. Production and intermediate-term lending accounts for most of the remaining volume and is typically secured by livestock, crops and equipment. Collateral evaluations are completed in compliance with FCA and Uniform Standards of Professional Appraisal Practices requirements. All property is appraised at market value. All collateral evaluations must be performed by a qualified appraiser. Certain appraisals must be performed by individuals with a state certification or license.

We use a two-dimensional risk rating model (Model) based on the Farm Credit System's Combined System Risk Rating Guidance. The Model estimates each loan's probability of default (PD) and loss given default (LGD). PD estimates the probability that a borrower will experience a default within twelve months from the date of determination. We adjust the PD factors in the Combined System Risk Rating Guidance to account for our loss emergence period. LGD provides an estimation of the anticipated loss with respect to a specific financial obligation of a borrower assuming a default has occurred or will occur within the next twelve months. The Model uses objective and subjective criteria to identify inherent strengths, weaknesses, and risks in each loan. PDs and LGDs are utilized in loan and portfolio management processes and are utilized for the allowance for loan losses estimate.

The Model's 14-point probability of default scale provides for nine acceptable categories, one OAEM category, two substandard categories, one doubtful category and one loss category; each carrying a distinct percentage of default probability. The Model's LGD scale provides 6 categories, A through F, that have the following anticipated principal loss and range of economic loss expectations:

- A 0% anticipated principal loss; 0% to 5% range of economic loss
- B 0% to 3% anticipated principal loss; >5% to 15% range of economic loss
- C > 3% to 7% anticipated principal loss; >15% to 20% range of economic loss
- D > 7% to 15% anticipated principal loss; >20% to 25% range of economic loss
- E > 15% to 40% anticipated principal loss; >25% to 50% range of economic loss
- F above 40% anticipated loss; above 50% range of economic loss

## **RESULTS OF OPERATIONS**

### ***Earnings Summary***

In 2020, we recorded net income of \$24.6 million, compared with \$24.1 million in 2019, and \$22.9 million in 2018. The increase in 2020 was primarily due to an increase in net interest income, offset by an increase in noninterest expense. The increase in 2019 was primarily due to an increase in net interest income, partially offset by a decrease in noninterest income. The following table presents the changes in the significant components of net income from the previous year.

<i>(dollars in thousands)</i>	<b>2020 vs. 2019</b>	<b>2019 vs. 2018</b>
Net income, prior year	<b>\$ 24,099</b>	\$ 22,902
Increase/(Decrease) from changes in:		
Interest income	<b>(4,217)</b>	7,815
Interest expense	<b>7,179</b>	(5,355)
Net interest income	<b>2,962</b>	2,460
Provision for credit losses	<b>(132)</b>	(321)
Noninterest income	<b>229</b>	(547)
Noninterest expense	<b>(2,583)</b>	(391)
Provision for income taxes	<b>-</b>	(4)
Total increase in net income	<b>476</b>	1,197
Net income, current year	<b>\$ 24,575</b>	\$ 24,099

Return on average assets decreased to 1.55% from 1.71% in 2019, and return on average shareholders' equity decreased to 8.13% from 8.47% in 2019, primarily as a result of loan growth of nearly 15% and a decrease in net interest margin.

**Net Interest Income**

Net interest income for 2020 was \$39.6 million compared with \$36.7 million for 2019 and \$34.2 million for 2018. Net interest income is our principal source of earnings and is impacted by interest earning asset volume, yields on assets and cost of debt. The increase in net interest income was largely due to a decrease in interest rates paid and an increase in loan volume, partially offset by lower rates to borrowers. The following table provides an analysis of the individual components of the change in net interest income during 2020 and 2019.

<i>(dollars in thousands)</i>	<b>2020 vs. 2019</b>	2019 vs. 2018
Net interest income, prior year	<b>\$ 36,660</b>	\$ 34,200
Increase/(Decrease) in net interest income from changes in:		
Interest rates earned	<b>(11,077)</b>	2,058
Interest rates paid	<b>10,095</b>	(2,755)
Volume of interest-bearing assets and liabilities	<b>4,067</b>	2,660
Interest income on nonaccrual loans	<b>(123)</b>	497
Increase in net interest income	<b>2,962</b>	2,460
Net interest income, current year	<b>\$ 39,622</b>	\$ 36,660

The following table illustrates net interest margin and the average interest rates on loans and debt cost and interest rate spread.

	<b>For the Year Ended December 31</b>		
	<b>2020</b>	2019	2018
Net interest margin	<b>2.65%</b>	2.76%	2.79%
Interest rate on:			
Average loan volume	<b>4.25%</b>	5.09%	4.88%
Average debt	<b>1.88%</b>	2.79%	2.51%
Interest rate spread	<b>2.37%</b>	2.30%	2.37%

The increase in interest rate spread of 7 basis point resulted from a 91 basis point decrease in interest rates on average debt, partially offset by an 84 basis point decrease in interest rates on average loan volume. Falling interest rates and conversion to full-pro rata caused a decrease in net interest margin of 11 basis points due to lower earnings on our own capital of \$1.5 million.

**Provision for Credit Losses/(Credit Loss Reversals)**

We monitor our loan portfolio and unfunded commitments on a regular basis to determine if any increase through provision for credit losses or decrease through a credit loss reversal in our allowance for loan losses or reserve for unfunded commitments is warranted based on our assessment of the probable and estimable losses inherent in our loan portfolio and unfunded commitments. We recorded net provision for credit losses of \$663 thousand in 2020, compared with \$531 thousand in 2019 and \$210 thousand in 2018. The provision for loan losses of \$679 thousand recorded during 2020 was primarily due to the change in management adjustment for the retail portfolio and net charge-offs of \$401 thousand resulting from the decline in the 3 year and 5 year average commodity prices for cattle and crude oil compared to year-end 2019. Offsetting the increase is the slight decrease in the calculated general allowance compared to 2019 due to the decrease in PD and LGD factors and favorable PD and LGD migration, partially offset by loan growth. Third-party bond data used in the Model's 14-point PD scale was updated during 2020 and all factors decreased. The reversals of provision for reserve for unfunded commitments of \$16 thousand recorded during 2020 was due to the change in management adjustment, partially offset by loan growth. The provision for loan losses of \$474 thousand recorded during 2019 was primarily due to the increase in the general allowance due to loan growth and net charge-offs of \$372 thousand. The provision for reserve for unfunded commitments of \$57 thousand was recorded during 2019 due to the increase in management adjustment for capital markets, which experienced several multi-notch downgrades and soft financial performance. During 2018, the loan loss reversals of \$101 thousand were primarily due to the management adjustment for commodity based clients and capital markets. The provision for reserve for unfunded commitments of \$311 thousand was primarily due to adding qualitative reserves for commodity based clients and capital markets.

**Noninterest Income**

During 2020, we recorded noninterest income of \$8.0 million, compared with \$7.8 million in 2019 and \$8.3 million in 2018. Patronage distributions from CoBank are our primary source of noninterest income. Patronage is accrued in the year earned and then received from CoBank in the following year. CoBank patronage is distributed in cash and stock. The total patronage from CoBank is comprised of two sources: patronage based on our borrowing balance (direct note patronage) and patronage based on loans we originate and then sell a portion to them as a participant

(sold volume patronage). Patronage earned from CoBank was \$5.5 million in 2020, which includes additional patronage distribution from CoBank of \$950 thousand due to CoBank's strong capital levels and financial results. Patronage earned from CoBank was \$4.5 million in 2019, and \$5.2 million in 2018, which includes a special cash patronage distribution of \$610 thousand relating to tax reform changes.

During August 2017, CoBank management announced changes to their capital plans and patronage programs for eligible customer-owners designed to address a number of market place challenges. The changes were intended to strengthen CoBank's long-term capacity to serve customers' borrowing needs, enhance CoBank's ability to capitalize future customer growth, and ensure equitability among different customer segments. The plan included a reduction to our patronage income in 2018 of 5 basis points on participation loans with CoBank. Additionally, the changes include a reduction in patronage related to our direct note with CoBank for all other loans of 5 basis points in 2019 and a further reduction of 4 basis points in 2020. During 2020, we received 95 basis points on participation loans and 43 basis points including special patronage on our direct note with CoBank for all other loans. In 2019, we received 95 basis points on participation loans and 40 basis points on our direct note with CoBank for all other loans. In 2018, we received 95 basis points on participation loans and 45 basis points on our direct note with CoBank for all other loans. In addition, CoBank has indicated our patronage income related to our direct note is planned as 39 basis points in 2021, 36 basis points in 2022 and 33 basis points in 2023.

In 2020, we recorded a cash patronage of \$14 thousand from Farm Credit Foundations, the organization that provides our payroll and human resource services, which will be paid in the following year. This compares with \$13 thousand recorded in 2019 and \$9 thousand in 2018. Patronage from Farm Credit Foundations and CoBank is included in patronage distribution from Farm Credit institutions on the Consolidated Statement of Comprehensive Income.

We received a refund from Farm Credit System Insurance Corporation (FCSIC) of \$313 thousand during 2020 and 2019 compared with \$765 thousand during 2018. The FCSIC refund is our portion of excess funds above the secure base amount in the FCSIC Allocated Insurance Reserve Accounts.

Mineral income of \$502 thousand was recognized during 2020. Of this amount, quarterly payments totaling \$495 thousand were received from CoBank. Mineral income decreased from \$754 thousand in 2019 and \$703 thousand in 2018. The decrease is attributed to the rapid oil demand destruction caused by the COVID-19 pandemic, plummeting crude oil prices, low natural gas prices, and decreased drilling activity and production.

Noninterest income also includes loan fees, financially related services income and other noninterest income. Loan fees in 2020 were \$976 thousand, an increase of \$59 thousand, from 2019, primarily due to an increase in unused fees, foreign exchange gain/(loss), amendment fees, letter of credit fees, wire fees, and overdraft charges. The increase was partially offset by the decrease in outside appraisal fees.

During 2019, we received \$643 thousand from CoBank as a result of implementing a new equity positioning program.

### **Noninterest Expense**

Noninterest expense for 2020 increased \$2.6 million, or 13.1%, to \$22.4 million compared with 2019 and \$3.0 million, or 15.3% compared with 2018. Noninterest expense for each of the three years ended December 31 is summarized as follows:

	<b>Percent of Change</b>				
<i>(dollars in thousands)</i>	<b>2020</b>	2019	2018	<b>2020/2019</b>	2019/2018
Salaries & employee benefits	<b>\$ 13,221</b>	\$ 11,048	\$ 11,386	<b>19.7%</b>	(3.0%)
Occupancy & equipment	<b>1,320</b>	1,117	920	<b>18.2%</b>	21.4%
Purchased services from AgVantis	<b>2,952</b>	2,753	2,487	<b>7.2%</b>	10.7%
Supervisory & examination costs	<b>452</b>	440	406	<b>2.7%</b>	8.4%
Other	<b>2,933</b>	3,477	3,333	<b>(15.6%)</b>	4.3%
Total operating expense	<b>20,878</b>	18,835	18,532	<b>10.8%</b>	1.6%
Farm Credit Insurance Fund premium	<b>1,151</b>	953	865	<b>20.8%</b>	10.2%
Prepayment expense	<b>342</b>	—	—	<b>100.0%</b>	—
Total noninterest expense	<b>\$ 22,371</b>	\$ 19,788	\$ 19,397	<b>13.1%</b>	2.0%

For the year ended December 31, 2020, total operating expense increased \$2.0 million, or 10.9%, compared with the year ended December 31, 2019, primarily due to qualified pension expense of \$1.3 million due to certain assumptions utilized in estimating plan expense. Salaries increased due to an average merit increase of 4.0% and new employees, higher employee incentive compensation and annual leave expense. Employee benefits increased due to a medical insurance premium rate increase of 3% and higher employee participation in the 401(k) retirement

program. Insurance Fund premium increased \$198 thousand to \$1.2 million at December 31, 2020 due to an increase in average loan volume and the 3 basis point premium rate increase for last six months of 2020. The premium rate for the first six months remained constant from 2019. Additionally, we recorded excess prepayment expense of \$342 thousand during 2020 due to fees charged by CoBank related to excess loan prepayments, primarily from loan conversions that have resulted from the current low interest rate environment.

#### **Provision for income taxes**

We recorded \$8 thousand in provision for income taxes during 2020 and 2019 compared with \$4 thousand in 2018. Tax expense was impacted by our patronage refund program. We operate as a Subchapter T cooperative for tax purposes and thus may deduct from taxable income certain amounts that are distributed from net earnings to borrowers. See Note 2 for additional details.

### **LIQUIDITY**

Liquidity is necessary to meet our financial obligations. Liquidity is needed to pay our note with CoBank, fund loans and other commitments, and fund business operations in a cost-effective manner. Our liquidity policy is intended to manage short-term cash flow, maximize debt reduction and liquidate nonearning assets. Our direct loan with CoBank, cash on hand and borrower loan repayments provide adequate liquidity to fund our on-going operations and other commitments.

#### **Funding Sources**

Our primary source of liquidity is the ability to obtain funds for our operations through a borrowing relationship with CoBank. Our note payable to CoBank is collateralized by a pledge to CoBank of substantially all of our assets. Substantially all cash received is applied to the note payable and all cash disbursements are drawn on the note payable. The indebtedness is governed by a General Financing Agreement (GFA) with CoBank, which matures on December 31, 2022. The annual average principal balance of the note payable to CoBank was \$1.27 billion in 2020, \$1.11 billion in 2019 and \$1.02 billion in 2018.

We plan to continue to fund lending operations through the utilization of our funding arrangement with CoBank, retained earnings from current and prior years and from borrower stock investments. CoBank's primary source of funds is the ability to issue Systemwide Debt Securities to investors through the Federal Farm Credit Bank Funding Corporation. This access has traditionally provided a dependable source of competitively priced debt that is critical for supporting our mission of providing credit to agriculture and rural America. Although financial markets experienced significant volatility in the last few years, we were able to obtain sufficient funding to meet the needs of our customers.

#### **Interest Rate Risk**

The interest rate risk inherent in our loan portfolio is substantially mitigated through our funding relationship with CoBank which allows for loans to be match-funded. Borrowings from CoBank match the pricing, maturity, and option characteristics of our loans to borrowers. CoBank manages interest rate risk through the direct loan pricing and its asset/liability management processes. Although CoBank incurs and manages the primary sources of interest rate risk, we may still be exposed to interest rate risk through the impact of interest rate changes on earnings generated from our loanable funds. To stabilize earnings from loanable funds, we have committed excess loanable funds with CoBank pro-rata with our loan portfolio. We exited CoBank's Association Equity Positioning Program (AEPP) fixed rate investments on October 1, 2019 and reinvested those earnings pro-rata with our loan portfolio. This enables us to reduce our overall cost of funds with CoBank without significantly increasing our overall interest rate risk position. Each quarter, we perform interest rate shock sensitivities and report results to the Board.

#### **Funds Management**

We offer variable, fixed, adjustable prime-based and LIBOR-based rate loans to borrowers. Our Board of Directors determines the interest rate charged based on the following factors: 1) the interest rate charged by CoBank; 2) our existing rates and spreads; 3) the competitive rate environment; and 4) our profitability objectives. The impact of transitioning to an alternate reference rate due to the phase-out of LIBOR affects the capital markets portfolio only.

#### **Uncertainty Surrounding the Future of LIBOR**

In 2017, the United Kingdom's Financial Conduct Authority, which regulates the London Inter-Bank Offered Rate (LIBOR), announced its intention to stop persuading or compelling the group of major banks that sustains LIBOR to submit rate quotations after 2021. As a result, it is uncertain whether LIBOR will continue to be quoted after 2021.

In the United States, efforts to identify a set of alternative U.S. dollar reference interest rates include proposals by the Alternative Reference Rates Committee (ARRC) of the Federal Reserve Board and the Federal Reserve Bank of



New York. Specifically, the ARRC has proposed the Secured Overnight Financing Rate (SOFR) as the recommended alternative to LIBOR and the Federal Reserve Bank of New York began publishing SOFR in April 2018.

In September 2018, the FCA issued guidance for System institutions to follow as they prepare for the expected phase-out of LIBOR.

We continue to analyze potential risks associated with the LIBOR transition, including financial, operational, legal, tax, reputational and compliance risks. At this time, we are unable to predict whether or when LIBOR will cease to be available or if SOFR or any other alternative reference rate will become the benchmark to replace LIBOR. As of December 31, 2020, the Association had \$132.9 million in LIBOR-indexed loans repricing after 2021. Because we engage in transactions involving financial instruments that reference LIBOR, these developments could have a material impact on the Association and our borrowers, including any updates to processes and loan servicing technology.

## **CAPITAL RESOURCES**

Capital supports asset growth and provides protection for unexpected credit and operating losses. Capital is also needed for investments in new products and services. We believe a sound capital position is critical to our long-term financial success due to the volatility and cycles in agriculture. Over the past several years, we have been able to build capital primarily through net income retained after patronage. Shareholders' equity at December 31, 2020 totaled \$306.7 million, compared with \$289.9 million at December 31, 2019 and \$272.7 million at December 31, 2018. The increase of \$16.8 million in shareholders' equity reflects net income and a decrease in accumulated other comprehensive loss and net stock issuances, partially offset by patronage refunds. Our capital position is reflected in the following ratio comparisons.

	2020	2019	2018
Debt to shareholders' equity	<b>4.55:1</b>	4.12:1	3.99:1
Shareholders' equity as a percent of net loans	<b>19.14%</b>	20.76%	21.30%
Shareholders' equity as a percent of total assets	<b>18.02%</b>	19.53%	20.04%

Debt to shareholders' equity increased and shareholders' equity as a percent of net loans and of total assets decreased from 2019 primarily due to the increase in our CoBank note of \$197.5 million and the increase in our total assets of \$217.8 million.

### ***Retained Earnings***

Our retained earnings increased \$16.6 million to \$247.8 million at December 31, 2020 from \$231.2 million at December 31, 2019 and increased \$33.7 million from \$214.1 million at December 31, 2018. The increase in 2020 was a result of net income of \$24.6 million, partially offset by \$8.0 million of patronage distributions declared.

### ***Patronage Program***

We have a Patronage Program that allows us to distribute our available net earnings to our shareholders. This program provides for the application of net earnings in the manner described in our Bylaws. In addition to determining the amount and method of patronage to be distributed, the Bylaws address increasing surplus to meet capital adequacy standards established by Regulations; increasing surplus to a level necessary to support competitive pricing at targeted earnings levels; and increasing surplus for reasonable reserves. Patronage distributions are based on business done with us during the year. We paid cash patronage of \$7.0 million in 2020, \$6.0 million in 2019 and \$5.0 million in 2018. During 2020, we declared patronage distributions of \$8.0 million to be paid in April 2021.

### ***Stock***

Our total stock increased \$177 thousand to \$3.6 million at December 31, 2020, from \$3.5 million at December 31, 2019 and increased from \$3.4 million at December 31, 2018. The increase during 2020 was due to \$560 thousand of stock issuances, partially offset by \$383 thousand of stock retirements. We require a stock investment for each borrower. We have a Borrower Level Stock Program which allows stock to be assigned to each borrower instead of each loan. This reduces the stock requirements for borrowers with multiple loans. The current stock requirement for each borrower is the lesser of one thousand dollars or 2.00% of the collective total balance of each borrower's loan(s).

### ***Accumulated Other Comprehensive Income or Loss***

Accumulated other comprehensive loss totaled \$248 thousand at December 31, 2020, a decrease of \$72 thousand compared with year-end 2019 and a decrease of \$70 thousand compared with year-end 2018. Certain employees participate in a non-qualified Defined Benefit Pension Restoration Plan (Plan). Accounting guidance requires

recognition of the Plan's underfunded status and unamortized actuarial gains and losses and prior service costs or credits as a liability with an offsetting adjustment to accumulated other comprehensive income/loss.

### **Capital Plan and Regulatory Requirements**

Our Board of Directors establishes a formal capital adequacy plan that addresses capital goals in relation to risks. The capital adequacy plan assesses the capital level necessary for financial viability and to provide for growth. Our plan is updated annually and approved by our Board of Directors. FCA regulations require the plan consider the following factors in determining optimal capital levels, including:

- Regulatory capital requirements;
- Asset quality;
- Needs of our customer base; and
- Other risk-oriented activities, such as funding and interest rate risks, contingent and off-balance sheet liabilities and other conditions warranting additional capital.

As shown in the following table, at December 31, 2020, our capital and leverage ratios exceeded regulatory minimums. If these capital standards are not met, the FCA can impose restrictions, including limiting our ability to pay patronage distributions, retire equities and pay preferred stock dividends.

	2020	2019	2018	2017	Minimum Requirement with Buffer
Common Equity Tier 1 Capital ratio	<b>15.88%</b>	17.06%	17.48%	17.59%	7.00%
Tier 1 Capital ratio	<b>15.88%</b>	17.06%	17.48%	17.59%	8.50%
Total Capital ratio	<b>16.12%</b>	17.30%	17.74%	17.90%	10.50%
Tier 1 Leverage ratio	<b>16.34%</b>	17.56%	17.98%	17.99%	5.00%
Unallocated Retained Earnings and URE Equivalents (UREE) Leverage ratio	<b>17.55%</b>	18.68%	19.03%	18.91%	1.50%
Permanent capital ratio	<b>15.91%</b>	17.10%	17.52%	17.64%	7.00%

The minimum ratios established were not meant to be adopted as the optimum capital level, so we have established goals in excess of the regulatory minimum. As of December 31, 2020, we have met our goals. Due to our strong capital position, we will continue to be able to retire at-risk stock.

The table below presents the capital ratios prior to the new capital regulations implemented in 2017. As displayed, we exceeded the minimum regulatory capital requirements in effect at December 31, 2016.

	2016	Regulatory Minimum
Permanent capital ratio	18.09%	7.00%
Total surplus ratio	17.81%	7.00%
Core surplus ratio	17.69%	3.50%

Refer to Note 7, Shareholders' Equity, in this report for additional information on our capital and related requirements and restrictions.

### **Building Projects**

The construction of the new headquarters building in Edmond, Oklahoma was completed September 2020. The funding of the project was derived from retained earnings and draws on our CoBank note payable.

### **REGULATORY MATTERS**

As of December 31, 2020, we had no enforcement actions in effect and FCA took no enforcement actions on us during the year.

## **GOVERNANCE**

### ***Board of Directors***

We are governed by a twelve member board that provides direction and oversees our management. Of these directors, ten are elected by the shareholders and two are appointed by the elected directors. Our Board of Directors represents the interests of our shareholders. The Board of Directors meets regularly to perform the following functions, among others:

- selects, evaluates and compensates the chief executive officer;
- approves the strategic plan, capital plan, financial plan and the annual operating budget;
- oversees the lending operations;
- directs management on significant issues; and
- oversees the financial reporting process, communications with shareholders and our legal and regulatory compliance.

### ***Director Independence***

All directors must exercise sound judgment in deciding matters in our interest. All our directors are independent from the perspective that none of our management or staff serves as Board members. However, we are a financial services cooperative, and the Farm Credit Act and FCA Regulations require our elected directors to have a loan relationship with us.

The elected directors, as borrowers, have a vested interest in ensuring our Association remains strong and successful. However, our borrowing relationship could be viewed as having the potential to compromise the independence of an elected director. For this reason, the Board has established independence criteria to ensure that a loan relationship does not compromise the independence of our Board. Annually, in conjunction with our independence analysis and reporting on our loans to directors, each director provides financial information and any other documentation and/or assertions needed for the Board to determine the independence of each Board member.

### ***Audit Committee***

The Audit Committee reports to the Board of Directors. The Audit Committee is composed of six members of the Board of Directors. During 2020, eight meetings were held. The Audit Committee responsibilities generally include, but are not limited to:

- oversight of the financial reporting risk and the accuracy of the quarterly and annual shareholder reports;
- the oversight of the system of internal controls related to the preparation of quarterly and annual shareholder reports;
- the review and assessment of the impact of accounting and auditing developments on the consolidated financial statements;
- the establishment and maintenance of procedures for the receipt, retention and treatment of confidential and anonymous submission of concerns regarding accounting, internal accounting controls or auditing matters; and
- oversight of the Association's internal audit program, the independence of the outside auditors, the adequacy of the Association's system of internal controls and procedures, and the adequacy of management's action with respect to recommendations arising from those auditing activities.

### ***Risk Committee***

The Risk Committee is responsible for the oversight of risk inherent with a lending institution including strategic, reputation, interest rate, legal/compliance, credit, operational, counterparty and information/cyber security risks. The Risk Committee consists of six members of the Board of Directors and meets with the Audit Committee at least annually to discuss matters of common interest. During 2020, eight meetings were held. The Risk Committee responsibilities generally include, but are not limited to:

- oversight of management's risk management practices;
- provides guidance on strategies and risk appetite; and
- the oversight of the Enterprise Risk Management activities and effectiveness.

### ***Compensation Committee***

The Compensation Committee is responsible for the oversight of employee and director compensation. The Compensation Committee is composed of six members of the Board of Directors. During 2020, four meetings were held. The Committee annually reviews, evaluates and approves the compensation policies, programs and plans for senior officers and employees including benefits programs.

### **Building Committee**

The Building Committee is responsible for the oversight of the design and construction of Association offices. The Building Committee is composed of five members of the Board of Directors.

### **Other Governance**

The Board has monitored the requirements of public companies under the Sarbanes-Oxley Act. While we are not subject to the requirements of this law, we are striving to implement steps to strengthen governance and financial reporting. We strive to maintain strong governance and financial reporting through the following actions:

- a system for the receipt and treatment of whistleblower complaints;
- a code of ethics for our President/CEO, Chief Financial Officer and Chief Credit Officer;
- open lines of communication between the independent auditors, management, and the Audit Committee;
- “plain English” disclosures;
- officer certification of accuracy and completeness of the consolidated financial statements; and
- information disclosure through our website.

### **Code of Ethics**

Our directors and employees are responsible for maintaining the highest of standards in conducting our business. In that regard, we established a Code of Ethics for the Board of Directors and a Code of Ethics for the Chief Executive Officer, Chief Financial Officer, Chief Credit Officer, and other senior financial professionals who are involved, directly or indirectly, with the preparation of our financial statements and the maintenance of financial records supporting the financial statements. These Codes of Ethics supplement our Standards of Conduct Policies for Directors and Employees. Annually, each employee and director files a written and signed disclosure statement as required under the Standards of Conduct Policies. Likewise, all employees certify compliance with our Code of Ethics on an annual basis.

### **Whistleblower Program**

We maintain a program for employee complaints related to accounting, financial reporting, internal accounting controls, or auditing matters. This program allows employees to submit confidential, anonymous concerns regarding accounting, financial reporting, internal accounting controls, fraud or auditing matters without the fear of reprisal, retaliation or adverse action being taken against any employee who, in good faith, reports or assists in the investigation of a violation or suspected violation, or who makes an inquiry about the appropriateness of an anticipated or actual course of action.

### **FORWARD-LOOKING INFORMATION**

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

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

### **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

Our consolidated financial statements are based on accounting principles generally accepted in the United States of America. Our significant accounting policies are critical to the understanding of our results of operations and financial position because some accounting policies require us to make complex or subjective judgments and estimates that may affect the value of certain assets or liabilities. We consider these policies critical because we have to make judgments about matters that are inherently uncertain. For a complete discussion of significant accounting policies, see Note 2 of the accompanying consolidated financial statements. The development and selection of critical accounting policies, and the related disclosures, have been reviewed by our Audit Committee. A summary of critical policies relating to the determination of the allowance for loan losses follows.



***Allowance for Loan Losses/Reserve for Unfunded Commitments***

The allowance for loan losses is our best estimate of the amount of probable loan losses existing in and inherent in our loan portfolio as of the balance sheet date. The allowance for loan losses is increased through provisions for loan losses and loan recoveries and is decreased through loan loss reversals and loan charge-offs. Additionally, we provide line of credit financing to our customers. We have established a reserve for unfunded commitments to cover probable losses. This reserve is reported as a liability in our consolidated balance sheet. The reserve for unfunded commitments is increased through provision for the reserve for unfunded commitments and is decreased through reversals of the reserve for unfunded commitments. Provision for loan losses and provision for reserve for unfunded commitments are referred to as a provision for credit losses on the Consolidated Statement of Comprehensive Income. We determine the allowance for loan losses and the reserve for unfunded commitments based on a regular evaluation of the loan and commitment portfolios, which generally considers recent historical charge-off experience adjusted for relevant factors.

Loans are evaluated based on the borrower's overall financial condition, resources, and payment record; the prospects for support from any financially responsible guarantor; and, if appropriate, the estimated net realizable value of any collateral. The allowance for loan losses attributable to these loans is established by a process that estimates the probable loss inherent in the loans, taking into account various historical factors, internal risk ratings, regulatory oversight, and geographic, industry and other factors.

Changes in the factors we consider in the evaluation of losses in the loan portfolio could occur for various credit related reasons and could result in a change in the allowance for loan losses, which would have a direct impact on the provision for loan losses and results of operations. See Notes 2 and 3 to the accompanying consolidated financial statements for detailed information regarding the allowance for loan losses.

**CUSTOMER PRIVACY**

FCA regulations require that borrower information be held in confidence by Farm Credit institutions, their directors, officers and employees. FCA regulations and our Standards of Conduct Policies specifically restrict Farm Credit institution directors and employees from disclosing information not normally contained in published reports or press releases about the institution or its borrowers or members. These regulations also provide Farm Credit institutions clear guidelines for protecting their borrowers' nonpublic information.

## REPORT OF MANAGEMENT

The consolidated financial statements of Oklahoma AgCredit, ACA (Association) are prepared by management, who is responsible for their integrity and objectivity, including amounts that must necessarily be based on judgments and estimates. The consolidated financial statements have been prepared in conformity with generally accepted accounting principles appropriate in the circumstances, and in the opinion of management, fairly present the financial condition of the Association. Other financial information included in the 2020 annual report is consistent with that in the financial statements.

To meet its responsibility for reliable financial information, management depends on the Association's accounting and internal control systems, which have been designed to provide reasonable, but not absolute, assurance that assets are safeguarded and transactions are properly authorized and recorded. To monitor compliance, management engaged Deloitte Risk and Financial Advisory to perform audits of the accounting records, review accounting systems and internal controls, and recommend improvements as appropriate. The Association is also examined by the Farm Credit Administration.

The Audit Committee of the Board of Directors has overall responsibility for the Association's system of internal control and financial reporting. The Audit Committee consults regularly with management and reviews the results of the examinations by the various entities named above. The independent auditors have direct access to the Audit Committee.

The undersigned certify the **Oklahoma AgCredit, ACA** Annual Report has been reviewed and prepared in accordance with all applicable statutory or regulatory requirements, and that the information contained herein is true, accurate, and complete to the best of our knowledge and belief.

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**Jay Grace**  
Chairman of the Board

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**Patrick Zeka**  
President and Chief Executive Officer

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**Malinda Thimmesch**  
Chief Financial Officer

March 9, 2021



## REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING

Oklahoma AgCredit, ACA (Association) principal executives and principal financial officers, or persons performing similar functions, are responsible for establishing and maintaining adequate internal control over financial reporting for the Association's consolidated financial statements. For purposes of this report, "internal control over financial reporting" is defined as a process designed by, or under the supervision of the Association's principal executives and principal financial officers, or persons performing similar functions, and effected by its Board of Directors, management and other personnel, to provide reasonable assurance regarding the reliability of financial reporting information and the preparation of the consolidated financial statements for external purposes in accordance with accounting principles generally accepted in the United States of America and includes those policies and procedures that: (1) pertain to the maintenance of records that in reasonable detail accurately and fairly reflect the transactions and dispositions of the assets of the Association, (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial information in accordance with accounting principles generally accepted in the United States of America, and that receipts and expenditures are being made only in accordance with authorizations of management and directors of the Association, and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use or disposition of the Association's assets that could have a material effect on its consolidated financial statements.

The Association's management has completed an assessment of the effectiveness of internal control over financial reporting as of December 31, 2020. In making the assessment, management used the framework in *Internal Control — Integrated Framework (2013)*, promulgated by the Committee of Sponsoring Organizations of the Treadway Commission, commonly referred to as the "COSO" criteria.

Based on the assessment performed, the Association concluded that as of December 31, 2020, the internal control over financial reporting was effective based upon the COSO criteria. Additionally, based on this assessment, the Association determined that there were no material weaknesses in the internal control over financial reporting as of December 31, 2020.

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Patrick Zeka  
President and Chief Executive Officer

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Malinda Thimmesch  
Chief Financial Officer

March 9, 2021



## AUDIT COMMITTEE REPORT

The Audit Committee (Committee) includes six members from the Board of Directors of Oklahoma AgCredit, ACA (Association). In 2020, eight Committee meetings were held. The Committee oversees the scope of the Association's internal audit program, the independence of the outside auditors, the adequacy of the Association's system of internal controls and procedures, and the adequacy of management's action with respect to recommendations arising from those auditing activities. The Committee's responsibilities are described more fully in the Internal Control Policy and the Audit Committee Charter. The Committee approved the appointment of PricewaterhouseCoopers, LLP (PwC) as the Association's independent auditors for 2020.

The fees for professional services rendered for the Association by its independent auditor, PwC, during 2020 were \$61,800 for audit services, \$9,400 for tax services and \$2,000 for non-audit related services for the new accounting pronouncement Current Expected Credit Losses (CECL).

The Committee reviewed the non-audit services provided by PwC and concluded these services were not incompatible with maintaining the independent auditor's independence.

Management is responsible for the Association's internal controls and the preparation of the consolidated financial statements in accordance with accounting principles generally accepted in the United States of America. PwC is responsible for performing an independent audit of the Association's consolidated financial statements in accordance with auditing standards generally accepted in the United States of America and to issue a report thereon. The Committee's responsibilities include monitoring and overseeing these processes.

In this context, the Committee reviewed and discussed the Association's Quarterly Reports and the Association's audited financial statements for the year ended December 31, 2020 (the "Financial Statements") with management. The Committee also reviews with PwC the matters required to be discussed by Statements on Auditing Standards. Both PwC and the Association's internal auditors directly provide reports on significant matters to the Committee.

Based on the foregoing review and discussions and relying thereon, the Committee recommended that the Board of Directors include the Financial Statements in the Association's Annual Report to Shareholders for the year ended December 31, 2020 and for filing with the Farm Credit Administration.

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Lisa Cochell, Chairwoman of the Audit Committee

Audit Committee Members

Shand Rasmusson, Vice Chairman

Bob Eubanks

Rodney Holcomb

Kenny Markes

Roger Moore (Ex-Officio)

March 9, 2021





## Report of Independent Auditors

To the Board of Directors of Oklahoma AgCredit, ACA

We have audited the accompanying consolidated financial statements of Oklahoma AgCredit, ACA and its subsidiaries (the Association), which comprise the consolidated statements of condition as of December 31, 2020, 2019 and 2018, and the related consolidated statements of comprehensive income, of changes in shareholders' equity, and of cash flows for the years then ended.

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

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

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

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

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

### ***Opinion***

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Oklahoma AgCredit, ACA and its subsidiaries as of December 31, 2020, 2019 and 2018, and the results of their operations and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*PricewaterhouseCoopers LLP*

March 9, 2021

## Consolidated Statement of Condition

(Dollars in Thousands)

	December 31		
	2020	2019	2018
<b>ASSETS</b>			
Loans	\$ 1,606,107	\$ 1,399,737	\$ 1,283,426
Less allowance for loan losses	3,533	3,255	3,153
Net loans	1,602,574	1,396,482	1,280,273
Cash	1,963	2,943	2,031
Accrued interest receivable	15,315	16,501	15,433
Investment in CoBank, ACB	50,706	44,560	40,796
Investment in AgDirect	3,001	2,815	2,920
Premises and equipment, net	14,588	9,329	8,384
Prepaid benefit expense	6,284	5,145	3,609
Other assets	8,154	6,964	7,239
<b>Total assets</b>	<b>\$ 1,702,585</b>	<b>\$ 1,484,739</b>	<b>\$ 1,360,685</b>
<b>LIABILITIES</b>			
Note payable to CoBank, ACB	\$ 1,374,758	\$ 1,177,209	\$ 1,071,120
Advance conditional payments	4,722	2,091	2,477
Accrued interest payable	1,726	2,538	2,144
Patronage distributions payable	8,000	7,000	6,000
Accrued benefits liability	661	841	708
Reserve for unfunded commitments	562	578	521
Other liabilities	5,419	4,573	5,018
<b>Total liabilities</b>	<b>\$ 1,395,848</b>	<b>\$ 1,194,830</b>	<b>\$ 1,087,988</b>
<b>Commitments and Contingencies (See Note 13)</b>			
<b>SHAREHOLDERS' EQUITY</b>			
Capital stock	3,636	3,459	3,352
Additional paid-in capital	55,558	55,558	55,558
Unallocated retained earnings	247,791	231,212	214,105
Accumulated other comprehensive income/(loss)	(248)	(320)	(318)
<b>Total shareholders' equity</b>	<b>306,737</b>	<b>289,909</b>	<b>272,697</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 1,702,585</b>	<b>\$ 1,484,739</b>	<b>\$ 1,360,685</b>

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

## Consolidated Statement of Comprehensive Income

(Dollars in Thousands)

	For the Year Ended December 31		
	2020	2019	2018
<b>INTEREST INCOME</b>			
Loans	\$ 63,526	\$ 67,743	\$ 59,928
<b>Total interest income</b>	<b>63,526</b>	<b>67,743</b>	<b>59,928</b>
<b>INTEREST EXPENSE</b>			
Note payable to CoBank, ACB	23,879	31,029	25,693
Other	25	54	35
<b>Total interest expense</b>	<b>23,904</b>	<b>31,083</b>	<b>25,728</b>
Net interest income	39,622	36,660	34,200
Provision for credit losses	663	531	210
Net interest income after provision for credit losses	38,959	36,129	33,990
<b>NONINTEREST INCOME</b>			
Financially related services income	19	25	23
Loan fees	976	917	798
Patronage distribution from Farm Credit institutions	5,523	4,465	5,231
Farm Credit Insurance Fund distribution	313	313	765
Mineral income	502	754	703
Equity positioning income from CoBank	-	643	-
Other noninterest income	662	649	793
<b>Total noninterest income</b>	<b>7,995</b>	<b>7,766</b>	<b>8,313</b>
<b>NONINTEREST EXPENSE</b>			
Salaries and employee benefits	13,221	11,048	11,386
Occupancy and equipment	1,320	1,117	920
Purchased services from AgVantis, Inc.	2,952	2,753	2,487
Farm Credit Insurance Fund premium	1,151	953	865
Supervisory and examination costs	452	440	406
Prepayment expense	342	-	-
Other noninterest expense	2,933	3,477	3,333
<b>Total noninterest expense</b>	<b>22,371</b>	<b>19,788</b>	<b>19,397</b>
Income before income taxes	24,583	24,107	22,906
Provision for income taxes	8	8	4
<b>Net income</b>	<b>24,575</b>	<b>24,099</b>	<b>22,902</b>
<b>COMPREHENSIVE INCOME</b>			
Amortization of retirement costs	68	71	77
Actuarial gain/(loss) in retirement obligation	4	(73)	(154)
<b>Total comprehensive income</b>	<b>\$ 24,647</b>	<b>\$ 24,097</b>	<b>\$ 22,825</b>

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



## Consolidated Statement of Changes in Shareholders' Equity

(Dollars in Thousands)

	Capital Stock	Additional Paid-In Capital	Unallocated Retained Earnings	Accumulated Other Comprehensive Income/(Loss)	Total Shareholders' Equity
<b>Balance at December 31, 2017</b>	\$ 3,299	\$ 55,558	\$ 197,200	\$ (241)	\$ 255,816
Comprehensive income			22,902	(77)	22,825
Stock issued	357				357
Stock retired	(304)				(304)
Patronage distributions:					
Cash			(6,000)		(6,000)
Other			3		3
<b>Balance at December 31, 2018</b>	3,352	55,558	214,105	(318)	272,697
Comprehensive income			24,099	(2)	24,097
Stock issued	434				434
Stock retired	(327)				(327)
Patronage distributions:					
Cash			(7,000)		(7,000)
Other			8		8
<b>Balance at December 31, 2019</b>	3,459	55,558	231,212	(320)	289,909
Comprehensive income			24,575	72	24,647
Stock issued	560				560
Stock retired	(383)				(383)
Patronage distributions:					
Cash			(8,000)		(8,000)
Other			4		4
<b>Balance at December 31, 2020</b>	<b>\$ 3,636</b>	<b>\$ 55,558</b>	<b>\$ 247,791</b>	<b>\$ (248)</b>	<b>\$ 306,737</b>

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

**Consolidated Statement of Cash Flows**

(Dollars in Thousands)

	<b>For the Year Ended December 31</b>		
	<b>2020</b>	<b>2019</b>	<b>2018</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income	\$ 24,575	\$ 24,099	\$ 22,902
Adjustments to reconcile net income to net cash provided by/(used in) operating activities:			
Depreciation	701	590	559
Provision for credit losses	663	531	210
Stock patronage from CoBank, ACB	-	-	(7)
Gains on sales of premises and equipment	(80)	(133)	(106)
Gains on sales of other property owned	(17)	-	-
Net accretion of yield related to loans and notes payable acquired in merger	(150)	(61)	(221)
Change in assets and liabilities:			
Decrease/(Increase) in accrued interest receivable	1,186	(1,068)	(3,679)
Increase in prepaid benefit expense	(1,139)	(1,536)	(1,076)
(Increase)/Decrease in other assets	(1,190)	275	(224)
(Decrease)/Increase in accrued interest payable	(812)	394	734
(Decrease)/Increase in accrued benefits liability	(108)	131	(27)
Decrease in deferred tax liability	-	-	(8)
Increase/(Decrease) in other liabilities	846	(445)	-
Total adjustments	(100)	(1,322)	(3,845)
Net cash provided by operating activities	24,475	22,777	19,057
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Increase in loans, net	(206,626)	(116,545)	(89,869)
Increase in investment in CoBank, ACB	(6,146)	(3,764)	(2,321)
(Increase)/Decrease in investment in AgDirect	(186)	105	(163)
Expenditures for premises and equipment	(5,972)	(1,549)	(2,060)
Proceeds from sales of premises and equipment	92	147	140
Proceeds from sales of other property owned	241	-	-
Net cash used in investing activities	(218,597)	(121,606)	(94,273)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Net draw on note payable to CoBank, ACB	197,330	106,012	79,556
Increase/(Decrease) in advance conditional payments	2,631	(386)	(440)
Capital stock retired	(383)	(327)	(304)
Capital stock issued	560	434	357
Cash patronage distributions paid	(6,996)	(5,992)	(4,997)
Net cash provided by financing activities	193,142	99,741	74,172
Net (decrease)/increase in cash	(980)	912	(1,044)
Cash at beginning of year	2,943	2,031	3,075
Cash at end of year	\$ 1,963	\$ 2,943	\$ 2,031
<b>SUPPLEMENTAL CASH INFORMATION:</b>			
Cash paid during the year for:			
Interest	\$ 24,716	\$ 30,689	\$ 24,994
Income taxes	\$ 6	\$ 10	\$ 7
<b>SUPPLEMENTAL SCHEDULE OF NON-CASH INVESTING AND FINANCING ACTIVITIES:</b>			
Stock patronage from CoBank, ACB	\$ -	\$ -	\$ 7
Loans transferred to other property owned	\$ 224	\$ -	\$ -
Net charge-offs	\$ 401	\$ 372	\$ 154
Patronage distributions payable	\$ 8,000	\$ 7,000	\$ 6,000
Reversal of patronage payable	\$ 4	\$ 8	\$ 3
Change in accumulated other comprehensive income/(loss)	\$ 72	\$ (2)	\$ (77)

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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### NOTE 1 – ORGANIZATION AND OPERATIONS

- A. Organization: Oklahoma AgCredit, ACA and its subsidiaries, Oklahoma AgCredit, FLCA, (Federal Land Credit Association (FLCA)) and Oklahoma AgCredit, PCA, (Production Credit Association (PCA)), (collectively called “the Association”) are member-owned cooperatives which provide credit and credit-related services to or for the benefit of eligible borrowers/shareholders for qualified agricultural purposes in the counties of Adair, Alfalfa, Atoka, Blaine, Bryan, Caddo, Canadian, Carter, Cherokee, Choctaw, Cleveland, Coal, Comanche, Cotton, Craig, Creek, Delaware, Garfield, Garvin, Grady, Grant, Haskell, Hughes, Jefferson, Johnston, Kay, Kingfisher, Latimer, LeFlore, Lincoln, Logan, Love, Major, Marshall, Mayes, McClain, McCurtain, McIntosh, Murray, Muskogee, Noble, Nowata, Okfuskee, Oklahoma, Okmulgee, Osage, Ottawa, Pawnee, Payne, Pittsburg, Pontotoc, Pottawatomie, Pushmataha, Rogers, Seminole, Sequoyah, Stephens, Tulsa, Wagoner and Washington in the state of Oklahoma.

The Association is a lending institution of the Farm Credit System (System), a nationwide system of cooperatively owned banks and associations, which was established by Acts of Congress to meet the credit needs of American agriculture and is subject to the provisions of the Farm Credit Act of 1971, as amended (the Farm Credit Act). At December 31, 2020, the System was comprised of three Farm Credit Banks and one Agricultural Credit Bank (System Banks), and 68 associations.

CoBank, ACB (funding bank or the “Bank”), its related associations and AgVantis, Inc. (AgVantis) are collectively referred to as the District. CoBank provides the funding to associations within the District and is responsible for supervising certain activities of the District Associations. AgVantis, which is owned by the entities it serves, provides technology and other operational services to certain associations and to CoBank. As of December 31, 2020, the CoBank District consists of CoBank, 21 Agricultural Credit Associations (ACA), which each have two wholly owned subsidiaries, (a FLCA and a PCA) and AgVantis.

ACA parent companies provide financing and related services through their FLCA and PCA subsidiaries. Generally, the FLCA makes secured long-term agricultural real estate and rural home mortgage loans and the PCA makes short- and intermediate-term loans for agricultural production or operating purposes.

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

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

- B. Operations: The Farm Credit Act sets forth the types of authorized lending activity, persons eligible to borrow, and financial services which can be offered by the Association. The Association is authorized to provide, either directly or in participation with other lenders, credit, credit commitments and related services to eligible borrowers. Eligible borrowers include farmers, ranchers, producers or harvesters of aquatic products, their cooperatives, rural residents and farm-related businesses.

The Association also serves as an intermediary in offering credit life insurance, multi-peril crop and crop hail insurance, advance conditional payment accounts and provides additional services to borrowers such as fee appraisals and lease financing through AgDirect.

AgDirect, LLP is a Delaware limited liability partnership operated for the purpose of providing the farmers and ranchers served by the System the means to purchase and lease agricultural equipment from or through equipment dealers, equipment manufacturers, auction companies and other equipment sellers throughout the United States. The Association became a partner in the group in 2014.

The Association's financial condition may be impacted by factors affecting CoBank. The CoBank Annual Report is available free of charge on CoBank's website, [www.cobank.com](http://www.cobank.com); or may be obtained at no charge by contacting the Association at 3033 Progressive Drive, Edmond, Oklahoma 73034 or by calling (405) 938-1700. Upon request, Association shareholders will be provided with a copy of the CoBank Annual Report. The CoBank Annual Report discusses the material aspects of CoBank's and District's financial condition, changes in financial condition, and results of operations. In addition, the CoBank Annual Report identifies favorable and unfavorable trends, significant events, uncertainties and the impact of activities of the Insurance Corporation.

The Farm Credit Council, a full-service federated trade association, represents the Association and other System institutions before Congress, the Executive Branch and others, and provides support services on a fee basis.

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

### ***Basis of Presentation and Consolidation***

The consolidated financial statements (the "financial statements") of the Association have been prepared in conformity with accounting principles generally accepted in the United States of America (GAAP). The consolidated financial statements include the accounts of Oklahoma AgCredit, PCA and Oklahoma AgCredit FLCA and reflect the investments in and allocated earnings of the service organizations in which the Association has partial ownership interests. Inter-company transactions have been eliminated in consolidation.

### ***Reclassifications***

Certain amounts in prior year's financial statements have been reclassified to conform to current financial statement presentation. The accounting and reporting policies of the Association conform to GAAP and prevailing practices within the banking industry.

### ***Use of Estimates***

The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements. Actual results could differ from those estimates. Material estimates that are particularly susceptible to significant change in the near term relate to the determination of the allowance for loan losses.

### ***Recently Issued Accounting Pronouncements***

#### **Adopted Guidance**

In March 2020, the Coronavirus Aid, Relief, and Economic Security Act (CARES Act), which provides relief from certain requirements under GAAP, was signed into law. Section 4013 of the CARES Act gives entities temporary relief from the accounting and disclosure requirements for troubled debt restructurings (TDRs) and if certain criteria are met these loan modifications may not need to be classified as TDRs. In response to the CARES Act, the FCA issued guidance allowing for temporary relief from accounting and disclosure requirements for TDRs. The Association adopted this relief for qualifying loan modifications. This TDR guidance applied to modifications made beginning March 1, 2020 and terminated on December 31, 2020.

In December 2019, the Financial Accounting Standards Board (FASB) issued guidance entitled "Simplifying the Accounting for Income Taxes." This guidance eliminates certain intra period tax allocations, foreign deferred tax recognition and interim period tax calculations. In addition, the guidance simplifies disclosure regarding capital and franchise taxes, the allocation of goodwill in business combinations, subsidiary financial statements and other disclosures. The new guidance is intended to eliminate and/or simplify certain aspects of income tax accounting that are complex or that require significant judgment in application or presentation. The guidance becomes effective for fiscal years beginning after December 15, 2021. Early adoption of the guidance is permitted and the Association adopted this guidance on January 1, 2020. The adoption of this guidance did not materially impact the Association's financial condition or results of operations; nor did the guidance impact the presentation of taxes for prior periods in the 2020 year-end financial statements.

In August 2018, the FASB issued guidance entitled "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Cost." The guidance aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that

include an internal-use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by this guidance. This guidance became effective for interim and annual periods beginning after December 15, 2019, with early adoption permitted. The guidance also requires an entity (customer) to expense the capitalized implementation costs of a hosting arrangement that is a service contract over the term of the hosting arrangement. It further specifies where to present expense and payments in the financial statements. The Association adopted this guidance on January 1, 2019, applying the guidance on a prospective basis to all implementation costs incurred after the date of adoption. The adoption of this guidance did not materially impact the Association's financial condition or its results of operations.

In August 2018, the FASB issued guidance entitled "Disclosure Framework — Changes to the Disclosure Requirements for Defined Benefit Plans." The guidance modifies the disclosure requirements for employers that sponsor defined benefit pension or other postretirement plans. This guidance became effective for fiscal years ending after December 15, 2020. The guidance was adopted, and was applied on a retrospective basis for all periods. The adoption of this guidance did not impact the Association's financial condition or its results of operations, but did impact the employee benefit plan disclosures.

In August 2018, the FASB issued guidance entitled "Disclosure Framework — Changes to the Disclosure Requirements for Fair Value Measurement." The guidance modifies the requirements on fair value measurements by removing, modifying or adding to the disclosures. This guidance became effective for interim and annual periods beginning after December 15, 2019. The adoption of this guidance did not impact the Association's financial condition or its results of operations, but did impact the fair value measurements disclosures.

### **Guidance Pending Adoption**

In March 2020, the FASB issued guidance entitled "Facilitation of the Effects of Reference Rate Reform on Financial Reporting." The guidance provides optional expedients and exceptions for applying GAAP to contracts and other transactions affected by reference rate reform. The guidance simplifies the accounting evaluation of contract modifications that replace a reference rate affected by reference rate reform and contemporaneous modifications of other contracts related to the replacement of the reference rate. The optional amendments are effective as of March 12, 2020, through December 31, 2022. The Association is evaluating the impact of adoption on its financial condition and 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 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 was to become effective for interim and annual periods beginning after December 15, 2020, with early application permitted. In November 2019, the FASB issued an update that amends the mandatory effective date for this guidance for certain institutions. The change resulted from a change in the effective date philosophy that extends and simplifies the adoption by staggering the dates between large public entities and other entities. As a result of the change, the new credit loss standard, for those institutions qualifying for the delay, becomes effective for interim and annual reporting periods beginning after December 15, 2022, with early adoption permitted. The Association qualifies for the delay in the adoption date. The Association continues to evaluate the impact of adoption on its financial condition and its results of operations.

### ***Summary of the Association's Significant Accounting Policies***

- A. Loans and Allowance for Loan Losses: Long-term real estate mortgage loans generally have original maturities ranging from five to 40 years. Substantially all short- and intermediate-term loans made for agricultural production or operating purposes have maturities of ten years or less. Loans are carried at their principal amount outstanding adjusted for charge-offs and deferred loan fees or costs. Interest on loans is accrued and credited to interest income based upon the daily principal amount outstanding. Loan origination fees and direct loan origination costs are capitalized and the net fee or cost is amortized over the life of the related loan as an adjustment to yield.

Loans acquired in a business combination are initially recognized at fair value based on current interest rates and taking into account the borrowers' credit quality, and therefore acquired loans have no related allowance for loan losses at acquisition date. Those loans with evidence of credit quality deterioration at purchase are required to be recorded in accordance with the authoritative accounting guidance on "Accounting for Certain Loans or Debt Securities Acquired in a Transfer." This guidance addresses accounting for differences between contractual cash flows and cash flows expected to be collected from the initial investment in loans if those differences are attributable, at least in part, to credit quality. The initial fair values for these types of loans are determined by discounting both principal and interest cash flows expected to be collected using an observable discount rate for similar instruments with adjustments that management believes a market participant would consider in determining fair value. Subsequent decreases to expected principal cash flows will result in a charge to the

provision for loan losses and a corresponding increase to allowance for loan losses. Subsequent increases in expected principal cash flows will result in recovery of any previously recorded allowance for loan losses, to the extent applicable, and a reclassification from nonaccretable difference to accretable yield for any remaining increase. For variable rate loans, expected future cash flows were initially based on the rate in effect at acquisition; expected future cash flows are recalculated as rates change over the lives of the loans.

Impaired loans are loans for which it is probable that not all principal and interest will be collected according to the contractual terms of the loan and are generally considered substandard or doubtful, which is in accordance with the loan rating model, as described below. Impaired loans include nonaccrual loans, restructured loans and loans past due 90 days or more and still accruing interest. A loan is considered contractually past due when any principal repayment or interest payment required by the loan contract is not received on or before the due date. A loan shall remain contractually past due until it is formally restructured or until the entire amount past due, including principal, accrued interest, and penalty interest incurred is collected or otherwise discharged in full.

Loans are generally placed in nonaccrual status when principal or interest is delinquent for 90 days or more (unless adequately collateralized and in the process of collection) or when circumstances indicate that collection of principal and/or interest is in doubt. Additionally, all loans over 180 days past due are placed in nonaccrual status. When a loan is placed in nonaccrual status, accrued interest deemed uncollectible is reversed (if accrued in the current year) and/or included in the recorded nonaccrual balance (if accrued in prior years). Loans are charged-off at the time they are determined to be uncollectible.

A restructured loan constitutes a troubled debt restructuring if for economic or legal reasons related to the debtor's financial difficulties the Association grants a concession to the debtor that it would not otherwise consider. A concession is generally granted in order to minimize the Association's economic loss and avoid foreclosure. Concessions vary by program and are borrower-specific and may include interest rate reductions, term extensions, payment deferrals or the acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. A loan restructured in a troubled debt restructuring is an impaired loan. Certain loan modifications that resulted from circumstances related to COVID-19 are eligible under the FCA issued guidance and the Association is not required to report them as a TDR.

When loans are in nonaccrual status, loan payments are generally applied against the recorded nonaccrual balance. A nonaccrual loan may, at times, be maintained on a cash basis. As a cash basis nonaccrual loan, the recognition of interest income from cash payments received is allowed when the collectability of the recorded investment in the loan is no longer in doubt and the loan does not have a remaining unrecovered charge-off associated with it. Nonaccrual loans may be returned to accrual status when all contractual principal and interest is current, the borrower has demonstrated payment performance, there are no unrecovered prior charge-offs and collection of future payments is no longer in doubt. If previously unrecognized interest income exists at the time the loan is transferred to accrual status, cash received at the time of or subsequent to the transfer is first recorded as interest income until such time as the recorded balance equals the contractual indebtedness of the borrower.

In cases where a borrower experiences financial difficulties and the Association makes certain monetary concessions to the borrower through modifications to the contractual term of the loan, the loan is classified as a troubled debt restructuring. If the borrower's ability to meet the revised payment schedule is uncertain, the loan is classified as a nonaccrual loan.

On September 10, 2020, the FCA issued a final rule on criteria to reinstate nonaccrual loans that clarifies the factors that System institutions should consider when categorizing high-risk loans and placing them in nonaccrual status. The rule also revised the criteria by which loans are reinstated to accrual status, and it revised the application of the criteria to certain loans in nonaccrual status to distinguish between the types of risk that cause loans to be placed in nonaccrual status. The application of this rule did not impact the classification of any of our recorded nonaccrual balances at December 31, 2020.

The Association purchases loan participations from other System and non-System entities to generate additional earnings and diversify risk. Additionally, the Association sells a portion of certain large loans to other System entities to reduce risk and comply with established lending limits. Loans are sold and the sale terms comply with requirements under Accounting Standards Codification (ASC) 860 "Transfers and Servicing."

The Association uses a two-dimensional loan rating model based on internally generated Combined System Risk Rating Guidance that incorporates a 14-point risk-rating scale to identify and track the probability of borrower default and a separate scale addressing loss given default over a period of time. Probability of default is the probability that a borrower will experience a default within 12 months from the date of the determination of the risk rating. A default is considered to have occurred if the lender believes the borrower will not be able to pay its obligation in full or the borrower is past due more than 90 days. We adjust the PD factors in the Combined System risk rating guidance to account for our loss emergence period. The loss given default is management's

estimate as to the anticipated economic loss on a specific loan assuming default has occurred or is expected to occur within the next 12 months.

Each of the probability of default categories carries a distinct percentage of default probability. The 14-point risk rating scale provides for granularity of the probability of default, especially in the acceptable ratings. There are nine acceptable categories that range from a borrower of the highest quality to a borrower of minimally acceptable quality. The probability of default between 1 and 9 is very narrow and would reflect almost no default to a minimal default percentage. The probability of default grows more rapidly as a loan moves from a "9" to other assets especially mentioned and grows significantly as a loan moves to a substandard (viable) level. A substandard (non-viable) rating indicates that the probability of default is almost certain.

The credit risk rating methodology is a key component of the Association's allowance for loan losses evaluation, and is generally incorporated into its loan underwriting standards and internal lending limit. The allowance for loan losses is maintained at a level considered adequate by management to provide for probable and estimable losses inherent in the loan portfolio. The allowance is increased through provision for loan losses and loan recoveries and is decreased through loan loss reversals and loan charge-offs. The allowance is based on a periodic evaluation of the loan portfolio by management in which numerous factors are considered, including economic conditions, environmental conditions, loan portfolio composition, collateral value, portfolio quality, current production conditions and prior loan loss experience. The allowance for loan losses encompasses various judgments, evaluations and appraisals with respect to the loans and their underlying collateral that, by their nature, contain elements of uncertainty, imprecision and variability. Changes in the agricultural economy and environment and their impact on borrower repayment capacity will cause various judgments, evaluations and appraisals to change over time. Management considers the following macro-economic factors in determining and supporting the level of allowance for loan losses: the concentration of lending in agriculture, combined with uncertainties associated with farmland values, commodity prices, exports, government assistance programs, regional economic effects and weather-related influences.

The allowance for loan losses includes components for loans individually evaluated for impairment, loans collectively evaluated for impairment and loans acquired through mergers with deteriorated credit quality. Generally, for loans individually evaluated, the allowance for loan losses represents the difference between the recorded investment in the loan and the present value of the cash flows expected to be collected discounted at the loan's effective interest rate, or at the fair value of the collateral, if the loan is collateral dependent. For those loans collectively evaluated for impairment, the allowance for loan losses is determined using the risk-rating model as previously discussed.

- B. Cash: Cash, as included in the consolidated financial statements, represents cash on hand and on deposit at financial institutions. At times, cash deposits may be in excess of federally insured limits.
- C. Investment in CoBank: The Association's required investment in CoBank is in the form of Class A Stock. The minimum required investment is 4.00 percent of the prior year's average direct loan volume. The investment in CoBank is comprised of patronage based stock and purchased stock. The requirement for capitalizing patronage-based participation loans sold to CoBank is 8.00 percent of the prior ten-year average of such participations sold to CoBank.
- D. Premises and Equipment: Land is carried at cost. Premises and equipment are carried at cost less accumulated depreciation. Depreciation is provided on the straight-line method over the estimated useful lives of the assets. The estimated useful lives range from 17 to 40 years for buildings, 1 to 10 years for furniture and equipment and from 3 to 5 years for automobiles. Gains and losses on dispositions are reflected in current operating results. Maintenance and repairs are expensed and improvements above certain thresholds are capitalized. Costs associated with designing software configuration, installation, coding programs and testing systems are capitalized and amortized using the straight-line method over 1 to 15 years. Long-lived assets are reviewed for impairment whenever events or circumstances indicate the carrying amount of an asset group may not be recoverable.
- E. Other Assets and Other Liabilities: Other assets are comprised primarily of accounts receivable, prepaid expenses, and investment in Farm Credit institutions other than CoBank. Significant components of other liabilities primarily include accounts payable and employee benefits.
- F. Advance Conditional Payments: The Association is authorized under the Farm Credit Act to accept advance payments from borrowers. To the extent the borrower's access to such advance payments is restricted, the advance conditional payments are netted against the borrower's related loan balance. Unrestricted advance conditional payments are included in liabilities. Restricted advance conditional payments are primarily associated with mortgage loans, while unrestricted are primarily related to production and intermediate-term loans and insurance proceeds on mortgage loans. Advance conditional payments are not insured. Interest is generally paid by the Association on advance conditional payments.



- G. Employee Benefit Plans: Substantially all employees of the Association participate in the Ninth Farm Credit District Pension Plan (Pension Plan) and/or the Farm Credit Foundations Defined Contribution/401(k) Plan (401(k) Plan). The Pension Plan is a non-contributory defined benefit plan. Benefits are based on compensation and years of service. The Association recognizes its proportional share of expense and contributes its proportional share of funding. The Pension Plan was closed to employees beginning January 1, 2007.

The 401(k) Plan has two components. Employees who do not participate in the Pension Plan may receive benefits through the Employer Contribution portion of the Defined Contribution Plan. In this plan, the Association provides a monthly contribution based on a defined percentage of the employee's salary. Employees may also participate in a Salary Deferral Plan governed by Section 401(k) of the Internal Revenue Code. The Association matches a certain percentage of employee contributions. All defined contribution costs are expensed in the same period that participants earn employer contributions.

The Association also participates in the Farm Credit Foundations Retiree Medical Plan. These postretirement benefits (other than pensions) are provided to eligible retired employees of the Association. The anticipated costs of these benefits were accrued during the period of the employee's active service. The authoritative accounting guidance requires the accrual of the expected cost of providing postretirement benefits during the years that the employee renders service necessary to become eligible for these benefits.

The Association also participates in the Ninth District nonqualified defined benefit Pension Restoration Plan. This plan provides retirement benefits above the Internal Revenue Code compensation limit to certain highly compensated eligible employees. Benefits payable under this plan are offset by the benefits payable from the pension plan.

Certain eligible employees may also participate in a nonqualified deferred compensation plan where they are able to defer a portion of their compensation. The Association matches a certain percentage of employee contributions to the plan.

- H. Patronage Distribution from CoBank: Patronage distributions from CoBank are accrued by the Association in the year earned and are included in Other Assets on the Consolidated Statement of Condition.
- I. Income Taxes: As previously described, the ACA holding company conducts its business activities through two wholly owned subsidiaries. Long-term mortgage lending activities are operated through a wholly owned FLCA subsidiary which is exempt from federal and state income tax. Short- and intermediate-term lending activities are operated through a wholly owned PCA subsidiary. Operating expenses are allocated to each subsidiary based on estimated relative service. All significant transactions between the subsidiaries and the parent company have been eliminated in consolidation. The ACA, along with the PCA subsidiary, is subject to income taxes. The Association accounts for income taxes under the liability method. Accordingly, deferred taxes are recognized for estimated taxes ultimately payable or recoverable based on federal, state or local laws.

The Association elected to operate as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, the Association can exclude from taxable income amounts distributed as qualified patronage refunds in the form of cash, stock or allocated retained earnings. Provisions for income taxes are made only on those earnings that will not be distributed as qualified patronage distributions. Deferred taxes are recorded on the tax effect of all temporary differences based on the assumption that such temporary differences are retained by the Association and will therefore impact future tax payments. A valuation allowance is provided against deferred tax assets to the extent that it is more likely than not (over 50 percent probability), based on management's estimate, the deferred tax assets will not be realized. The consideration of valuation allowances involves various estimates and assumptions as to future taxable earnings, including the effects of the Association's expected patronage program, which reduces taxable earnings.

Deferred income taxes have not been recorded by the Association on stock patronage distributions received from the Bank prior to January 1, 1993, the adoption date of accounting guidance on income taxes. Association management's intent is to permanently invest these and other undistributed earnings in CoBank, or if converted to cash, to pass through any such earnings to Association borrowers through qualified patronage allocations.

The Association has not provided deferred income taxes on amounts allocated to the Association which relate to the Bank's post-1992 earnings to the extent that such earnings will be passed through to Association borrowers through qualified patronage allocations. Additionally, deferred income taxes have not been provided on the Bank's post-1992 unallocated earnings.

- J. Other Comprehensive Income/Loss: Other comprehensive income refers to revenue, expenses, gains and losses that under GAAP are recorded as an element of shareholders' equity and comprehensive income but are excluded from net income. Accumulated other comprehensive income/loss refers to the balance of these

transactions. The Association records other comprehensive income/loss associated with the liability under the Pension Restoration Plan. See Note 7 for further information.

- K. Fair Value Measurement: Accounting guidance defines fair value, establishes a framework for measuring fair value and expands disclosures about fair value measurements. It describes three levels of inputs that may be used to measure fair value:

Level 1 — Quoted prices in active markets for identical assets or liabilities that the reporting entity has the ability to access at the measurement date. Level 1 assets include assets held in trust funds which relate to the Association's deferred compensation plan and supplemental retirement plan. The trust funds include investments that are actively traded and have quoted net asset values that are observable in the marketplace.

Level 2 — Observable inputs other than quoted prices included within Level 1 that are observable for the asset or liability either directly or indirectly. Level 2 inputs include the following: (a) quoted prices for similar assets or liabilities in active markets; (b) quoted prices for identical or similar assets or liabilities in markets that are not active so that they are traded less frequently than exchange-traded instruments, the prices are not current or principal market information is not released publicly; (c) inputs other than quoted prices that are observable such as interest rates and yield curves, prepayment speeds, credit risks and default rates; and, (d) inputs derived principally from or corroborated by observable market data by correlation or other means.

Level 3 — Unobservable inputs are those that are supported by little or no market activity and that are significant to the determination of the fair value of the assets or liabilities. These unobservable inputs reflect the reporting entity's own assumptions about factors that market participants would use in pricing the asset or liability. Level 3 assets and liabilities include financial instruments whose values are determined using pricing models, discounted cash flow methodologies, or similar techniques, as well as instruments for which the determination of fair value requires significant management judgment or estimation. Level 3 assets include other property owned.

The fair value disclosures are presented in Note 14.

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

### **NOTE 3 – LOANS AND ALLOWANCE FOR LOAN LOSSES**

A summary of loans follows.

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Real estate mortgage	<b>\$ 1,092,660</b>	\$ 938,740	\$ 871,936
Production and intermediate-term	<b>239,559</b>	232,324	217,455
Agribusiness	<b>182,016</b>	153,392	129,890
Rural infrastructure	<b>82,951</b>	67,630	57,229
International	<b>8,028</b>	6,249	4,921
Rural residential real estate	<b>893</b>	1,402	1,995
<b>Total loans</b>	<b>\$ 1,606,107</b>	<b>\$ 1,399,737</b>	<b>\$ 1,283,426</b>

The Association purchases or sells loan participations with other parties in order to diversify risk, manage loan volume and comply with FCA regulations. The following table presents information regarding participations purchased and sold as of December 31, 2020.

<i>(dollars in thousands)</i>	Other Farm Credit Institutions		Non-Farm Credit Institutions		Total	
	Purchased	Sold	Purchased	Sold	Purchased	Sold
Real estate mortgage	\$ 47,885	\$ 6,173	\$ 361	\$ –	\$ 48,246	\$ 6,173
Production and intermediate-term	42,402	3,844	–	–	42,402	3,844
Agribusiness	178,737	–	–	–	178,737	–
Rural infrastructure	82,951	–	–	–	82,951	–
International	8,028	–	–	–	8,028	–
<b>Total</b>	<b>\$ 360,003</b>	<b>\$ 10,017</b>	<b>\$ 361</b>	<b>\$ –</b>	<b>\$ 360,364</b>	<b>\$ 10,017</b>

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

Credit enhancements with federal government agencies of \$10.7 million at year-end 2020, \$11.1 million at year-end 2019 and \$14.5 million at year-end 2018 were outstanding. The United States Department of Agriculture provides a guarantee to the Association that limits the Association's losses should a loan end in foreclosure or the Association takes ownership of the property.

One credit quality indicator utilized by the Association is the Farm Credit Administration Uniform Loan Classification System that categorizes loans into five categories. The categories are defined as follows:

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

The following table shows loans and related accrued interest classified under the FCA Uniform Loan Classification system as a percentage of total loans and related accrued interest receivable by loan type as of December 31.

	2020	2019	2018
Real estate mortgage			
Acceptable	<b>98.75%</b>	97.82%	97.86%
OAEM	<b>0.56%</b>	1.24%	1.42%
Substandard	<b>0.69%</b>	0.94%	0.72%
Total	<b>100.00%</b>	100.00%	100.00%
Production and intermediate-term			
Acceptable	<b>96.00%</b>	95.78%	95.30%
OAEM	<b>2.85%</b>	1.18%	1.36%
Substandard	<b>1.15%</b>	3.04%	3.34%
Total	<b>100.00%</b>	100.00%	100.00%
Agribusiness			
Acceptable	<b>96.33%</b>	97.55%	99.23%
OAEM	<b>3.25%</b>	2.38%	0.51%
Substandard	<b>0.42%</b>	0.07%	0.26%
Total	<b>100.00%</b>	100.00%	100.00%

*(Continued)*

Rural Infrastructure			
Acceptable	<b>99.36%</b>	93.80%	97.64%
OAEM	<b>0.64%</b>	4.63%	2.36%
Substandard	<b>–</b>	1.57%	–
Total	<b>100.00%</b>	100.00%	100.00%
Rural residential real estate			
Acceptable	<b>100.00%</b>	100.00%	100.00%
Total	<b>100.00%</b>	100.00%	100.00%
International			
Acceptable	<b>100.00%</b>	100.00%	100.00%
Total	<b>100.00%</b>	100.00%	100.00%
Total Loans			
Acceptable	<b>98.10%</b>	97.27%	97.56%
OAEM	<b>1.21%</b>	1.51%	1.35%
Substandard	<b>0.69%</b>	1.22%	1.09%
Total	<b>100.00%</b>	100.00%	100.00%

Impaired loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms. The following presents information relating to impaired loans including accrued interest.

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Nonaccrual loans:			
Current as to principal and interest	<b>\$ 3,934</b>	\$ 4,539	\$ 3,453
Past due	<b>3,829</b>	3,247	3,426
Total nonaccrual loans	<b>7,763</b>	7,786	6,879
Impaired accrual loans:			
Restructured	<b>1,166</b>	1,132	334
Total impaired accrual loans	<b>1,166</b>	1,132	334
Total impaired loans	<b>\$ 8,929</b>	\$ 8,918	\$ 7,213

The Association had no loans classified as accruing loans 90 days or more past due for the years presented.

There were no material commitments to lend additional funds to debtors whose loans were classified impaired for 2020, 2019 and 2018.

High risk assets consist of impaired loans and other property owned. The following table presents these in a more detailed manner than the previous table. These nonperforming assets (including related accrued interest) are as follows:

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Nonaccrual loans			
Real estate mortgage	<b>\$ 5,672</b>	\$ 3,910	\$ 3,448
Production and intermediate-term	<b>2,091</b>	3,876	3,093
Agribusiness	<b>–</b>	–	338
Total nonaccrual loans	<b>7,763</b>	7,786	6,879
Accruing restructured loans			
Real estate mortgage	<b>559</b>	321	334
Production and intermediate-term	<b>607</b>	811	–
Total accruing restructured loans	<b>1,166</b>	1,132	334
Total high risk assets	<b>\$ 8,929</b>	\$ 8,918	\$ 7,213

The Association had no other property owned for the years presented.

Additional impaired loan information is as follows:

<i>(dollars in thousands)</i>	Recorded Investment at 12/31/20	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses: Production and intermediate-term	\$ –	\$ –	\$ –	\$ 1,141	\$ –
Total	\$ –	\$ –	\$ –	\$ 1,141	\$ –
Impaired loans with no related allowance for credit losses: Real estate mortgage	\$ 6,231	\$ 6,931		\$ 9,005	\$ 483
Production and intermediate-term	2,698	3,786		2,932	61
Agribusiness	–	119		–	–
Total	\$ 8,929	\$ 10,836		\$ 11,937	\$ 544
Total impaired loans: Real estate mortgage	\$ 6,231	\$ 6,931	\$ –	\$ 9,005	\$ 483
Production and intermediate-term	2,698	3,786	–	4,073	61
Agribusiness	–	119	–	–	–
Total	\$ 8,929	\$ 10,836	\$ –	\$ 13,078	\$ 544

<i>(dollars in thousands)</i>	Recorded Investment at 12/31/19	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses: Real estate mortgage	\$ –	\$ –	\$ –	\$ –	\$ 12
Production and intermediate-term	2,316	2,314	132	1,111	–
Total	\$ 2,316	\$ 2,314	\$ 132	\$ 1,111	\$ 12
Impaired loans with no related allowance for credit losses: Real estate mortgage	\$ 4,231	\$ 4,833		\$ 5,735	\$ 541
Production and intermediate-term	2,371	2,905		3,057	56
Agribusiness	–	141		211	1
Total	\$ 6,602	\$ 7,879		\$ 9,003	\$ 598
Total impaired loans: Real estate mortgage	\$ 4,231	\$ 4,833	\$ –	\$ 5,735	\$ 553
Production and intermediate-term	4,687	5,219	132	4,168	56
Agribusiness	–	141	–	211	1
Total	\$ 8,918	\$ 10,193	\$ 132	\$ 10,114	\$ 610

<i>(dollars in thousands)</i>	Recorded Investment at 12/31/18	Unpaid Principal Balance*	Related Allowance	Average Impaired Loans	Interest Income Recognized
Impaired loans with a related allowance for credit losses:					
Real estate mortgage	\$ 334	\$ 333	\$ 6	\$ 350	\$ –
Production and intermediate-term	311	372	52	357	–
Agribusiness	338	343	105	47	–
<b>Total</b>	<b>\$ 983</b>	<b>\$ 1,048</b>	<b>\$ 163</b>	<b>\$ 754</b>	<b>\$ –</b>
Impaired loans with no related allowance for credit losses:					
Real estate mortgage	\$ 3,448	\$ 4,098		\$ 2,991	\$ 86
Production and intermediate-term	2,782	2,939		3,560	4
<b>Total</b>	<b>\$ 6,230</b>	<b>\$ 7,037</b>		<b>\$ 6,551</b>	<b>\$ 90</b>
Total impaired loans:					
Real estate mortgage	\$ 3,782	\$ 4,431	\$ 6	\$ 3,341	\$ 86
Production and intermediate-term	3,093	3,311	52	3,917	4
Agribusiness	338	343	105	47	–
<b>Total</b>	<b>\$ 7,213</b>	<b>\$ 8,085</b>	<b>\$ 163</b>	<b>\$ 7,305</b>	<b>\$ 90</b>

\* Unpaid principal balance represents the recorded principal balance of the loan

Interest income is recognized and cash payments are applied on nonaccrual impaired loans as described in Note 2. The following table presents interest income recognized on impaired loans.

<i>(dollars in thousands)</i>	Year Ended December 31		
	2020	2019	2018
Interest income recognized on:			
Nonaccrual loans	\$ 432	\$ 556	\$ 59
Restructured accrual loans	63	47	19
Accrual loans 90 days or more past due	49	7	12
<b>Interest income not recognized on impaired loans</b>	<b>\$ 544</b>	<b>\$ 610</b>	<b>\$ 90</b>

Interest income on nonaccrual and accruing restructured loans that would have been recognized under the original terms of the loans follows.

<i>(dollars in thousands)</i>	Year Ended December 31		
	2020	2019	2018
Interest income which would have been recognized under the original loan terms	\$ 423	\$ 721	\$ 433
Less: interest income recognized	495	603	78
<b>Interest income (recognized)/not recognized</b>	<b>\$ (72)</b>	<b>\$ 118</b>	<b>\$ 355</b>

The following table provides an age analysis of past due loans (including accrued interest).

<i>(dollars in thousands)</i>	December 31, 2020					
	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or less than 30 Days Past Due	Recorded Investment in Loans Outstanding	Recorded Investment > 90 Days and Accruing
Real estate mortgage	\$ 7,576	\$ 567	\$ 8,143	\$1,096,134	\$1,104,277	\$ –
Production and intermediate-term	1,397	1,193	2,590	240,240	242,830	–
Agribusiness	–	–	–	182,402	182,402	–
Rural infrastructure	–	–	–	82,980	82,980	–
Rural residential real estate	–	–	–	896	896	–
International	–	–	–	8,037	8,037	–
<b>Total</b>	<b>\$ 8,973</b>	<b>\$ 1,760</b>	<b>\$ 10,733</b>	<b>\$1,610,689</b>	<b>\$1,621,422</b>	<b>\$ –</b>

December 31, 2019

<i>(dollars in thousands)</i>	30-89	90 Days	Total	Not Past	Recorded	Recorded
	Days	or More	Past Due	Due or less	Investment	Investment
	Past Due	Past Due	Past Due	than 30	in Loans	> 90 Days
				Days Past	Outstanding	and
				Due		Accruing
Real estate mortgage	\$ 3,464	\$ 314	\$ 3,778	\$ 946,531	\$ 950,309	\$ -
Production and intermediate-term	2,370	-	2,370	234,318	236,688	-
Agribusiness	2	-	2	153,854	153,856	-
Rural infrastructure	-	-	-	67,700	67,700	-
Rural residential real estate	99	-	99	1,319	1,418	-
International	-	-	-	6,267	6,267	-
<b>Total</b>	<b>\$ 5,935</b>	<b>\$ 314</b>	<b>\$ 6,249</b>	<b>\$1,409,989</b>	<b>\$1,416,238</b>	<b>\$ -</b>

December 31, 2018

<i>(dollars in thousands)</i>	30-89	90 Days	Total	Not Past	Recorded	Recorded
	Days	or More	Past Due	Due or less	Investment	Investment
	Past Due	Past Due	Past Due	than 30	in Loans	> 90 Days
				Days Past	Outstanding	and
				Due		Accruing
Real estate mortgage	\$ 2,974	\$ 497	\$ 3,471	\$ 879,449	\$ 882,920	\$ -
Production and intermediate-term	1,312	2,283	3,595	217,735	221,330	-
Agribusiness	-	-	-	130,336	130,336	-
Rural infrastructure	-	-	-	57,324	57,324	-
Rural residential real estate	-	-	-	2,013	2,013	-
International	-	-	-	4,936	4,936	-
<b>Total</b>	<b>\$ 4,286</b>	<b>\$ 2,780</b>	<b>\$ 7,066</b>	<b>\$1,291,793</b>	<b>\$1,298,859</b>	<b>\$ -</b>

Note: 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.

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 following table presents additional information regarding troubled debt restructurings (whether accrual or nonaccrual) that occurred during the year.

<i>(dollars in thousands)</i>	Year Ended December 31					
	2020		2019		2018	
	Outstanding Recorded Investment					
	Pre-modification	Post-modification	Pre-modification	Post-modification	Pre-modification	Post-modification
Troubled debt restructurings:						
Real estate mortgage	\$ 40	\$ 41	\$ 139	\$ 139	\$ 327	\$ 327
Production and intermediate-term	-	-	3,846	3,841	-	-
<b>Total</b>	<b>\$ 40</b>	<b>\$ 41</b>	<b>\$ 3,985</b>	<b>\$ 3,980</b>	<b>\$ 327</b>	<b>\$ 327</b>

Note: Pre-modification represents the recorded investment in the loan receivable just prior to restructuring and post-modification represents the recorded investment in the loan receivable immediately following the restructuring. The recorded investment is the face amount of the loan receivable 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.

The Association had no TDRs that occurred within the previous 12 months of that year and for which there was a payment default. Additional commitments to lend to borrowers whose loans have been modified in TDRs were \$294 thousand at December 31, 2020 and no additional commitments on loans modified as TDR at year-end 2019 and 2018.



The following table provides information on outstanding loans restructured in troubled debt restructurings at period end. These loans are included as impaired loans in the impaired loan table at December 31.

<i>(dollars in thousands)</i>	Loans modified as TDRs			TDRs in Nonaccrual Status*		
	2020	2019	2018	2020	2019	2018
Real estate mortgage	\$ 656	\$ 668	\$ 634	\$ 96	\$ 347	\$ 300
Production and intermediate-term	1,074	3,391	37	468	2,580	37
Total	\$ 1,730	\$ 4,059	\$ 671	\$ 564	\$ 2,927	\$ 337

\*Represents the portion of loans modified as TDRs that are in nonaccrual status.

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

<i>(dollars in thousands)</i>	Balance at December 31, 2019	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2020
Real estate mortgage	\$ 742	\$ -	\$ 1	\$ 158	\$ 901
Production and intermediate-term	1,292	425	-	27	894
Agribusiness	1,041	-	23	463	1,527
Rural infrastructure	176	-	-	32	208
Rural residential real estate	1	-	-	(1)	-
International	3	-	-	-	3
Total	\$ 3,255	\$ 425	\$ 24	\$ 679	\$ 3,533

<i>(dollars in thousands)</i>	Balance at December 31, 2018	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2019
Real estate mortgage	\$ 911	\$ -	\$ 3	\$ (172)	\$ 742
Production and intermediate-term	1,523	256	-	25	1,292
Agribusiness	582	130	11	578	1,041
Rural infrastructure	135	-	-	41	176
Rural residential real estate	-	-	-	1	1
International	2	-	-	1	3
Total	\$ 3,153	\$ 386	\$ 14	\$ 474	\$ 3,255

<i>(dollar in thousands)</i>	Balance at December 31, 2017	Charge-offs	Recoveries	Provision for Loan Losses/(Loan Loss Reversals)	Balance at December 31, 2018
Real estate mortgage	\$ 1,271	\$ -	\$ 3	\$ (363)	\$ 911
Production and intermediate-term	1,241	157	-	439	1,523
Agribusiness	774	-	-	(192)	582
Rural infrastructure	119	-	-	16	135
International	3	-	-	(1)	2
Total	\$ 3,408	\$ 157	\$ 3	\$ (101)	\$ 3,153

The Association maintains a separate reserve for unfunded commitments, which is included in Liabilities on our 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/loan loss reversals.

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

<i>(dollars in thousands)</i>	For the Year Ended December 31		
	2020	2019	2018
Balance at beginning of period	\$ 578	\$ 521	\$ 210
(Reversal of)/Provision for reserve for unfunded commitments	(16)	57	311
Total	\$ 562	\$ 578	\$ 521

Additional information on the allowance for loan losses follows:

<i>(dollars in thousands)</i>	Allowance for Loan Losses Ending Balance at December 31, 2020		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2020	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ —	\$ 901	\$ 6,231	\$ 1,098,046
Production and intermediate-term	—	894	2,698	240,132
Agribusiness	—	1,527	—	182,402
Rural infrastructure	—	208	—	82,980
Rural residential real estate	—	—	—	896
International	—	3	—	8,037
<b>Total</b>	<b>\$ —</b>	<b>\$ 3,533</b>	<b>\$ 8,929</b>	<b>\$ 1,612,493</b>

<i>(dollars in thousands)</i>	Allowance for Loan Losses Ending Balance at December 31, 2019		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2019	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ —	\$ 742	\$ 4,231	\$ 946,078
Production and intermediate-term	132	1,160	4,687	232,001
Agribusiness	—	1,041	—	153,856
Rural infrastructure	—	176	—	67,700
Rural residential real estate	—	1	—	1,418
International	—	3	—	6,267
<b>Total</b>	<b>\$ 132</b>	<b>\$ 3,123</b>	<b>\$ 8,918</b>	<b>\$ 1,407,320</b>

<i>(dollars in thousands)</i>	Allowance for Loan Losses Ending Balance at December 31, 2018		Recorded Investment in Loans Outstanding Ending Balance at December 31, 2018	
	Individually evaluated for impairment	Collectively evaluated for impairment	Individually evaluated for impairment	Collectively evaluated for impairment
Real estate mortgage	\$ 6	\$ 905	\$ 3,782	\$ 879,138
Production and intermediate-term	52	1,471	3,093	218,237
Agribusiness	106	476	338	129,998
Rural infrastructure	—	135	—	57,324
Rural residential real estate	—	—	—	2,013
International	—	2	—	4,936
<b>Total</b>	<b>\$ 164</b>	<b>\$ 2,989</b>	<b>\$ 7,213</b>	<b>\$ 1,291,646</b>

#### **NOTE 4 – INVESTMENT IN COBANK**

At December 31, 2020, the Association's investment in CoBank is in the form of Class A stock with a par value of \$100.00 per share. The Association is required to own stock in CoBank to capitalize its direct loan balance and participation loans sold to CoBank. The current requirement for capitalizing its direct loan from CoBank is 4.00 percent of the Association's prior year average direct loan balance. The current requirement for capitalizing patronage-based participation loans sold to CoBank is 8.00 percent of the Association's prior ten-year average balance of such participations sold to CoBank. Under the current CoBank capital plan, patronage from CoBank related to these participations sold is paid 75 percent cash and 25 percent Class A stock on participations for agricultural cooperatives and communications customers and 80 percent cash and 20 percent Class A stock on participations for electric distribution and generation cooperatives and rural water customers. The capital plan is evaluated annually by CoBank's board of directors and management and is subject to change.

CoBank may require the holders of its equities to subscribe for such additional capital as may be needed to meet its capital requirements for its joint and several liability under the Farm Credit Act and regulations. In making such a capital call, CoBank shall take into account the financial condition of each such holder and such other considerations, as it deems appropriate.

The Association owned 1.29 percent of the outstanding common stock of CoBank at December 31, 2020 with 1.23 percent at 2019 and 1.19 percent at 2018.

### **NOTE 5 – PREMISES AND EQUIPMENT**

Premises and equipment consisted of the following.

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Land	<b>\$ 3,028</b>	\$ 3,028	\$ 3,028
Buildings and leasehold improvements	<b>11,820</b>	6,027	5,851
Furniture, equipment and automobiles	<b>3,407</b>	2,385	2,263
Construction in progress	<b>92</b>	1,098	101
	<b>18,347</b>	12,538	11,243
Less: accumulated depreciation	<b>3,759</b>	3,209	2,859
Total	<b>\$ 14,588</b>	\$ 9,329	\$ 8,384

### **NOTE 6 – NOTE PAYABLE TO COBANK**

The Association's indebtedness to CoBank represents borrowings by the Association to fund its loan portfolio. This indebtedness is collateralized by a pledge of substantially all of the Association's assets and is governed by a General Financing Agreement (GFA). According to the agreement, the aggregate outstanding amount of principal and accrued interest shall not at any time exceed the line of credit. The GFA is subject to periodic renewals in the normal course of business. The GFA will mature on December 31, 2022. The Association was in compliance with the terms and conditions of the GFA as of December 31, 2020. Substantially all borrower loans are match-funded with CoBank. Payments and disbursements are made on the note payable to CoBank on the same basis the Association collects payments from and disburses on borrower loans. The interest rate may periodically be adjusted by CoBank based on the terms and conditions of the borrowing.

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Line of credit	<b>\$ 1,500,000</b>	\$ 1,250,000	\$ 1,150,000
Outstanding principal and accrued interest balance	<b>\$ 1,376,470</b>	\$ 1,179,722	\$ 1,073,248
Average outstanding principal balance under the line of credit	<b>\$ 1,266,513</b>	\$ 1,112,177	\$ 1,018,452
Weighted average interest rate	<b>1.89%</b>	2.79%	2.52%

Under the Farm Credit Act, the Association is obligated to borrow only from CoBank, unless CoBank gives approval to borrow elsewhere. Other than the funding relationship with the Bank, and our advanced conditional payments, the Association has no other uninsured or insured debt. See Note 2 for additional information. CoBank, consistent with FCA regulations, has established limitations on the Association's ability to borrow funds based on specified factors or formulas relating primarily to credit quality and financial condition. At December 31, 2020, the Association's notes payable was within the specified limitations.

The Association has the opportunity to commit loanable funds with CoBank under a variety of programs at either fixed or variable rates for specified timeframes. Participants in the program receive a credit on the committed loanable funds balance classified as a reduction of interest expense. These committed funds are netted against the note payable to the Bank. The average committed funds as of December 31 are as follows:

<i>(dollars in thousands)</i>	<b>2020</b>	2019	2018
Average committed funds	<b>\$ 240,174</b>	\$ 229,864	\$ 220,044
Average rates	<b>1.61%</b>	2.32%	2.11%

### **NOTE 7 – SHAREHOLDERS' EQUITY**

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

#### A. Protected Borrower Stock

Protection of certain stock is provided under the Farm Credit Act which requires the Association, when retiring protected stock, to retire it at par or stated value regardless of its book value. Protected stock includes stock and

allocated equities which were outstanding as of January 6, 1988, or were issued or allocated prior to October 6, 1988.

#### B Capital Stock

In accordance with the Farm Credit Act, each borrower is required to invest in the Association as a condition of borrowing. The borrower normally acquires ownership of the stock at the time the loan is made, but usually does not make a cash investment. Generally, the aggregate par value of the stock is added to the principal amount of the related loan obligation. The Association has a first lien on the stock owned by its borrowers. Retirement of such equities will generally be at the lower of par or book value, and repayment of a loan does not automatically result in retirement of the corresponding stock. Our bylaws generally permit stock to be retired at the discretion of the Board of Directors and in compliance with our capitalization plans, provided prescribed capital standards have been met. At December 31, 2020, we exceeded the prescribed standards. We do not anticipate any significant changes in capital that would affect the normal retirement of stock.

Capitalization bylaws allow stock requirements to range from the lesser of one thousand dollars or 2.00 percent of the amount of the loan to 10.00 percent of the loan. The Board of Directors has the authority to change the minimum required stock level of a shareholder as long as the change is within this range. Currently, the Association has a stock requirement of the lesser of one thousand dollars or 2.00 percent of the amount of the borrower's combined loan volume.

#### C. Regulatory Capitalization Requirements and Restrictions

The Farm Credit Administration sets minimum regulatory capital requirements for Banks and Associations. Effective January 1, 2017, regulatory capital surplus requirements for Banks and Associations were adopted. These requirements replaced the core surplus and total surplus requirements with Common Equity Tier 1, Tier 1 Capital and Total Capital risk-based capital ratio requirements. The requirements also replaced the existing net collateral ratio for System Banks with a Tier 1 Leverage ratio and an Unallocated Retained Earnings (URE) and URE Equivalents Leverage ratio that are applicable to both the Banks and Associations. The Permanent Capital Ratio continues to remain in effect; however, the risk-adjusted assets are calculated differently than in the past.

The following sets forth the regulatory capital ratio requirements and ratios at December 31.

Ratio	Primary Components of Numerator	Denominator	2020	2019	2018	Minimum with Buffer*	Minimum Requirement
Common Equity Tier 1 (CET1) Capital	Unallocated retained earnings (URE), common cooperative equities (qualifying capital stock and allocated equity) <sup>1</sup>	Risk-adjusted assets	15.88%	17.06%	17.48%	7.0%	4.5%
Tier 1 Capital	CET1 Capital, noncumulative perpetual preferred stock	Risk-adjusted assets	15.88%	17.06%	17.48%	8.5%	6.0%
Total Capital	Tier 1 Capital, allowance for loan losses <sup>2</sup> , common cooperative equities <sup>3</sup> , and term preferred stock and subordinated debt <sup>4</sup>	Risk-adjusted assets	16.12%	17.30%	17.74%	10.5%	8.0%
Tier 1 Leverage**	Tier 1 Capital	Total assets	16.34%	17.56%	17.98%	5.0%	4.0%
Unallocated Retained Earnings and URE Equivalents (UREE) Leverage	URE and URE Equivalents	Total assets	17.55%	18.68%	19.03%	–	1.5%
Permanent Capital	Retained earnings, common stock, non-cumulative perpetual preferred stock and subordinated debt, subject to certain limits	Risk-adjusted assets	15.91%	17.10%	17.52%	–	7.0%

\* The capital requirements have a three-year phase-in of the capital conservation buffer applied to the risk-adjusted capital ratios. There is no phase-in of the leverage buffer. Amounts shown reflect the full capital conservation buffer.

\*\* Must include the regulatory minimum requirement for the URE and UREE Leverage ratio.

<sup>1</sup> Equities outstanding 7 or more years

<sup>2</sup> Capped at 1.25% of risk-adjusted assets

<sup>3</sup> Outstanding 5 or more years, but less than 7 years

<sup>4</sup> Outstanding 5 or more years

If the capital ratios fall below the total requirements, including the buffer amounts, capital distributions (equity redemptions, dividends and patronage) and discretionary senior executive bonuses are restricted or prohibited without prior FCA approval.

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

#### D. Description of Equities

The following paragraphs describe the attributes of each class of stock authorized by the Association bylaws and indicate the number of shares outstanding at December 31, 2020. Unless otherwise indicated, all classes of stock have a par value of \$5.00. All classes of stock are transferrable to other customers who are eligible to hold such classes of stock. Transfers of stock are only allowed as long as the Association meets the regulatory minimum capital requirements. Refer to the Management's Discussion and Analysis Capital Resources discussion for further information.

- Class A Preferred Stock (Nonvoting, at-risk, no shares outstanding) - Represents Association retained earnings, dividends or patronage distributions allocated on or after October 6, 1988. This stock may also represent Class B or Class C Common Stock of a borrower which automatically converts to Class A two years after repayment of the loan in full. Retirement is at the sole discretion of the Board of Directors.
- Class B Common Stock (Voting, at-risk, 724,709 shares outstanding) - Issued on or after October 6, 1988, for farm and ranch loans. Retirement is at the sole discretion of the Board of Directors. If the Association is unable to retire Class B Common Stock, or if the borrower elects to keep his/her investment in the Association after repayment of the loan in full, the stock must be converted to Class A Preferred Stock within two years.
- Class C Common Stock (Nonvoting, at-risk, 2,400 shares outstanding) - Issued on or after October 6, 1988, for farm-related and rural home loans and to other persons or organizations who are eligible to borrow but are not eligible to hold voting stock. Retirement is at the sole discretion of the Board of Directors. If the Association is unable to retire Class C Common Stock, or if the borrower elects to keep his/her investment in the Association after repayment of the loan in full, the stock must be converted to Class A Preferred Stock within two years.
- Class D Investor Stock (Nonvoting, at-risk, no shares outstanding) - Available to outside parties.
- Class E Preferred Stock (Nonvoting, at-risk, no shares outstanding) - Issued only to CoBank in consideration of financial assistance to the Association from CoBank. Retirement is at the sole discretion of the Board of Directors.
- Class F Common Stock (Voting, protected, no shares outstanding) - Issued prior to October 6, 1988, to borrowers entitled to vote. It must be retired at par value upon repayment of the loan unless the borrower elects to retain his/her investment in the Association. If so, the stock must be converted to Class G Common Stock within two years after loan repayment in full.
- Class G Common Stock (Nonvoting, protected, no shares outstanding) - Formerly participation certificates, this represents stock issued prior to October 6, 1988, to rural residence borrowers and others not eligible to vote. This stock may also represent Class F Common Stock of a borrower which automatically converts to Class G Common Stock two years after repayment of the loan in full. It must be retired at par value upon repayment of the loan unless the borrower elects to retain his/her investment in the Association.

The changes in the number of shares of protected and capital stock outstanding during 2020 are summarized in the following table.

<i>Shares in whole numbers</i>	Capital
Shares outstanding at December 31, 2019	691,715
Issuances	111,997
Retirements	(76,603)
Shares outstanding at December 31, 2020	727,109

#### E. Patronage and/or Dividends

Dividends may be declared or patronage distributions allocated to holders of Class B, C, F and G Stock out of the whole or any part of net earnings which remain at the end of the fiscal year, as the Board of Directors may

determine, in accordance with the regulations for banks and associations of the System. However, distributions and retirements are precluded by regulation until the minimum capital adequacy standards have been attained. Amounts not distributed are retained as unallocated retained earnings. The Association made a cash patronage distribution of \$7.0 million in 2020, \$6.0 million during 2019 and \$5.0 million during 2018. The Association declared a cash patronage of \$8.0 million in 2020 for distribution in 2021.

In the event of liquidation or dissolution of the Association, any assets of the Association remaining after payment or retirement of all liabilities shall be distributed in the following order of priority: First, to the holders, pro rata of Class E Preferred Stock (if any) until an amount equal to the aggregate par value of all such shares then issued and outstanding has been distributed to such holders; second, to the holders, pro rata, of all classes of common stock, until an amount equal to the aggregate par value of all such shares then issued and outstanding has been distributed to such holders; third, to the holders of allocated surplus evidenced by qualified written notices of allocation, in the order of year of issuance and pro-rata by year of issuance; fourth, to the holders of allocated surplus evidenced by non-qualified written notices of allocation, in the order of year of issuance and pro-rata by year of issuance; fifth, any remaining assets of the Association after such distributions shall be distributed to present and former Patrons on a patronage basis, to the extent practicable.

At each year end, the Board of Directors evaluates whether to retain the Association's net income to strengthen its capital position or to distribute a portion of the net income to customers by declaring a qualified/cash patronage refund. For 2020, the Association allocated 32.58 percent of its patronage-sourced net income to its patrons.

#### F. Accumulated Other Comprehensive Income/Loss

The Association reports accumulated other comprehensive loss in its Consolidated Statement of Changes in Shareholders' Equity. As more fully described in Note 2, accumulated other comprehensive income/loss results from the recognition of the Pension Restoration Plan's net unamortized gains and losses and prior service costs or credits. The Association has accumulated other comprehensive loss of \$248 thousand in 2020, \$320 thousand in 2019 and \$318 thousand in 2018. There were no other items affecting comprehensive income or loss.

The following table presents activity in the accumulated other comprehensive income/(loss), net of tax by component.

<i>(dollars in thousands)</i>	2020	2019	2018
Pension and other benefit plans:			
Beginning balance	\$ (320)	\$ (318)	\$ (241)
Other comprehensive income/(loss) before reclassifications	4	(73)	(154)
Amounts reclassified from accumulated other comprehensive loss	68	71	77
Net current period other comprehensive income/(loss)	72	(2)	(77)
Year-end balance	\$ (248)	\$ (320)	\$ (318)

The following table represents reclassifications out of accumulated other comprehensive loss.

<i>(dollars in thousands)</i>	Amount Reclassified from Accumulated Other Comprehensive Loss			Location of Gain/Loss Recognized in Statement of Income
	December 31			
	2020	2019	2018	
Pension and other benefit plans:				Salaries and employee benefits
Net actuarial loss	\$ 68	\$ 71	\$ 77	
Total reclassifications	\$ 68	\$ 71	\$ 77	



**NOTE 8 – PATRONAGE DISTRIBUTION FROM FARM CREDIT INSTITUTIONS**

Patronage income recognized from Farm Credit institutions to the Association follows.

<i>(dollars in thousands)</i>	2020	2019	2018
CoBank	\$ 5,509	\$ 4,452	\$ 5,222
Farm Credit Foundations	14	13	9
Total	\$ 5,523	\$ 4,465	\$ 5,231

Patronage distributed from CoBank was in cash and stock. The amount earned in 2020 was accrued and will be paid by CoBank in March 2021. During 2020, the Association received additional patronage distribution from CoBank of \$950 thousand due to CoBank's strong capital levels and financial results. The amount earned and accrued in 2019 and 2018 was paid by CoBank in March of the following year. In 2018, the Association received a special cash patronage distribution from CoBank of \$610 thousand relating to tax reform changes.

Patronage distributed by Farm Credit Foundations was accrued at the end of the year and will be paid in March 2021. Farm Credit Foundations, a human resource service provider for a number of Farm Credit institutions, provides our payroll and human resource services.

**NOTE 9 – INCOME TAXES**

The provision for/(benefit from) income taxes follows.

<i>(dollars in thousands)</i>	Year Ended December 31		
	2020	2019	2018
Current:			
Federal	\$ 6	\$ 6	\$ 9
State	2	2	3
Deferred:			
Federal	–	–	(6)
State	–	–	(2)
Provision for income taxes	\$ 8	\$ 8	\$ 4

The provision for/(benefit from) income tax differs from the amount of income tax determined by applying the applicable U.S. statutory federal income tax rate to pretax income as follows.

<i>(dollars in thousands)</i>	Year Ended December 31		
	2020	2019	2018
Federal tax at statutory rate	\$ 5,163	\$ 5,062	\$ 4,810
State tax, net of federal benefit	1	2	1
Effect of nontaxable entity	(5,136)	(4,999)	(4,579)
Change in valuation allowance	(23)	(155)	289
Patronage refunds to borrowers	–	(66)	(517)
Provision to return difference	3	164	–
Provision for income taxes	\$ 8	\$ 8	\$ 4

Deferred tax assets and liabilities are comprised of the following.

<i>(dollars in thousands)</i>	<b>December 31</b>		
	<b>2020</b>	2019	2018
Deferred income tax assets:			
Allowance for loan losses	\$ 269	\$ 384	\$ 461
Nonaccrual loan interest	154	106	51
Net operating loss carryforward	139	78	78
Fair market value on loans related to merger	-	1	2
Gross deferred tax assets	562	569	592
Deferred tax asset valuation allowance	(136)	(164)	(354)
Deferred income tax liabilities:			
Bank patronage allocations	(207)	(179)	-
Excess book depreciation > Tax depreciation	(219)	(226)	(238)
Gross deferred tax liability	(426)	(405)	(238)
Net deferred tax assets	\$ -	\$ -	\$ -

The calculation of deferred tax assets and liabilities involves various management estimates and assumptions as to future taxable earnings, including the amount of non-patronage income and patronage income retained. The expected future tax rates are based upon enacted tax laws.

The Association recorded a valuation allowance of \$136 thousand in 2020, compared with \$164 thousand in 2019 and \$354 thousand in 2018. The Association will continue to evaluate the realizability of the deferred tax assets and adjust the valuation allowance accordingly. Due to tax reform, the federal and state net operating losses in 2018 to 2020 of \$237 thousand have an indefinite carryforward period. The Association had federal and state net operating loss carryforwards of \$303 thousand that expires from 2033 to 2035.

The Association has no uncertain tax positions as of December 31, 2020, 2019 or 2018. The Association recognizes interest and penalties related to unrecognized tax positions as an adjustment to income tax expense. The tax years that remain open for federal and major state income tax jurisdictions are 2017 and forward.

## **NOTE 10 – EMPLOYEE BENEFIT PLANS**

Certain employees participate in the Ninth Retirement Plan, a multi-employer defined benefit retirement plan. The Department of Labor has determined the plan to be a governmental plan; therefore, the plan is not subject to the provisions of the Employee Retirement Income Security Act of 1974, as amended (ERISA). As the plan is not subject to ERISA, the plan's benefits are not insured by the Pension Benefit Guaranty Corporation. Accordingly, the amount of accumulated benefits that participants would receive in the event of the plan's termination is contingent on the sufficiency of the plan's net assets to provide benefits at that time. This Plan is noncontributory and covers eligible employees. The assets, liabilities, and costs of the plan are not segregated by participating entities. As such, plan assets are available for any of the participating employers' retirees at any point in time. Additionally, if a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers. Further, if the Association chooses to stop participating in the plan, the Association may be required to pay an amount based on the underfunded status of the plan, referred to as a withdrawal liability. Because of the multi-employer nature of the plan, any individual employer is not able to unilaterally change the provisions of the plan. If an employee moves to another employer within the same plan, the employee benefits under the plan transfer. Benefits are based on salary and years of service. There is no collective bargaining agreement in place as part of this plan.

The defined benefit pension plan reflects an unfunded liability totaling \$57.4 million at December 31, 2020. The pension benefits funding status reflects the net of the fair value of the plan assets and the projected benefit obligation at the date of these consolidated financial statements. The projected benefit obligation is the actuarial present value of all benefits attributed by the pension benefit formula to employee service rendered prior to the measurement date based on assumed future compensation levels. The projected benefit obligation of the plan was \$359.9 million at December 31, 2020, \$333.7 million at December 31, 2019 and \$274.4 million at December 31, 2018. The fair value of the plan assets was \$302.5 million at December 31, 2020, \$252.5 million at December 31, 2019 and \$204.9 million at December 31, 2018. The amount of the pension benefits funding status is subject to many variables including performance of plan assets and interest rate levels. Therefore, changes in assumptions could significantly affect these estimates.

Costs are determined for each individual employer based on costs directly related to its current employees as well as an allocation of the remaining costs based proportionately on the estimated ownership percentage of the employer

under this plan. The Association recognizes its proportional share of expense and contributes a proportional share of funding. Total plan expense for participating employers was \$19.5 million in 2020, \$6.8 million in 2019 and \$10.8 million in 2018. The Association's allocated share of plan expenses included in salaries and employee benefits was \$2.0 million in 2020, \$792 thousand in 2019 and \$1.3 million in 2018. Participating employers contributed \$30.0 million in 2020, \$20.0 million in 2019 and \$20.0 million in 2018 to the plan. The Association's allocated share of these pension contributions was \$3.2 million in 2020, \$2.3 million in 2019 and \$2.3 million in 2018. While the plan is a governmental plan and is not subject to minimum funding requirements, the employers contribute amounts necessary on an actuarial basis to provide the plan with sufficient assets to meet the benefits to be paid to participants. The amount of the total employer contributions expected to be paid into the pension plans during 2021 is \$30.0 million. The Association's allocated share of these pension contributions is expected to be \$3.2 million. The amount ultimately to be contributed and the amount ultimately recognized as expense as well as the timing of those contributions and expenses, are subject to many variables including performance of plan assets and interest rate levels. These variables could result in actual contributions and expenses being greater than or less than anticipated.

Postretirement benefits other than pensions are provided through the Farm Credit Foundations Retiree Medical Plan to retired employees of the Association. Benefits provided are determined on a graduated scale based on years of service. The anticipated costs of these benefits were accrued during the period of the employee's active service. Postretirement benefits (primarily health care benefits) included in salaries and employee benefits were income of \$4 thousand in 2020, \$7 thousand in 2019 and \$5 thousand in 2018. The Association made cash contributions of \$20 thousand in 2020, \$21 thousand in 2019 and \$21 thousand in 2018.

The Association participates in a non-qualified defined benefit Pension Restoration Plan that is unfunded. The plan provides retirement benefits above the Internal Revenue Code compensation limit to certain highly compensated eligible employees. Benefits payable under the Pension Restoration Plan are offset by the benefits payable from the Pension Plan. Pension Restoration Plan expenses included in salaries and employee benefits were \$79 thousand in 2020, \$159 thousand in 2019 and \$104 thousand in 2018.

The funding status and the amounts recognized in the Consolidated Statement of Condition for the Association's Pension Restoration Plan follows.

<i>(dollars in thousands)</i>	<b>Nonqualified Pension Benefits</b>		
	<b>2020</b>	2019	2018
<b>Change in projected benefit obligation:</b>			
Benefit obligation at the beginning of the period	\$ 479	\$ 318	\$ 241
Service cost	-	76	20
Interest cost	11	12	7
Actuarial (gain)/loss	(4)	73	154
Benefits paid	(163)	-	(104)
Benefit obligation at the end of the period	\$ 323	\$ 479	\$ 318
Company contributions	163	-	104
Benefits paid	(163)	-	(104)
Fair value of plan assets at the end of the period	\$ -	\$ -	\$ -
Funded status of the plan	\$ (323)	\$ (479)	\$ (318)
<b>Amounts recognized in the Consolidated Statement of Condition consist of:</b>			
Liabilities	\$ 323	\$ 479	\$ 318
Net amount recognized	\$ 323	\$ 479	\$ 318

The following table represents the amounts included in accumulated other comprehensive income/loss for the Pension Restoration Plan at December 31.

<i>(dollars in thousands)</i>	<b>2020</b>	2019	2018
Net actuarial loss	\$ (248)	\$ (320)	\$ (318)
Total amount recognized in AOCI/(loss)	\$ (248)	\$ (320)	\$ (318)

An estimated net actuarial loss of \$83 thousand for the Pension Restoration Plan will be amortized into income over the next year.

Information for pension plans with an accumulated benefit obligation in excess of plan assets:

<i>(dollars in thousands)</i>	2020	2019	2018
Accumulated benefit obligation	\$ 323	\$ 479	\$ 263
Fair value of plan assets	\$ -	\$ -	\$ -

Information for pension plans with a projected benefit obligation in excess of plan assets:

<i>(dollars in thousands)</i>	2020	2019	2018
Projected benefit obligation	\$ 323	\$ 479	\$ 318
Fair value of plan assets	\$ -	\$ -	\$ -

The net periodic pension expense for the Pension Restoration Plan included in the Consolidated Statement of Comprehensive Income is comprised of the following at December 31.

<i>(dollars in thousands)</i>	Pension Benefits		
	2020	2019	2018
<b>Components of net periodic benefit cost</b>			
Service cost	\$ -	\$ 76	\$ 20
Interest cost	11	12	7
Net amortization and deferral	68	71	77
Net periodic benefit cost	\$ 79	\$ 159	\$ 104

Changes in benefit obligation recognized in accumulated other comprehensive income/(loss) are included in the following table.

<i>(dollars in thousands)</i>	2020	2019	2018
Current year net actuarial gain/(loss)	\$ 4	\$ (73)	\$ (154)
Amortization of net actuarial loss	68	71	77
Total recognized in other comprehensive loss	\$ 72	\$ (2)	\$ (77)

Actuarial gains in 2020 and actuarial losses in 2019 and 2018 were primarily due to changes in plan experience, discount rate and the plan demographics.

Weighted average assumptions used to determine benefit obligation at December 31:

	Pension Benefits		
	2020	2019	2018
Discount rate	1.65%	2.59%	4.06%
Rate of compensation increase	5.40%	5.40%	5.00%
Interest crediting rate	5.00%	5.00%	5.00%

Beginning in 2019, the rate of compensation increase for the pension benefits was modified to an age-based scale beginning at 5.50%, decreasing ultimately to 3.50%.

Weighted average assumptions used to determine net periodic benefit cost for the years ended December 31:

	Pension Benefits		
	2020	2019	2018
Discount rate			
Projected benefit obligation	2.59%	4.06%	3.35%
Service cost	2.69%	4.11%	3.39%
Interest cost	2.49%	3.93%	3.13%
Rate of compensation increase	5.40%	5.00%	5.00%
Interest crediting rate	5.00%	5.00%	5.00%

**Estimated Future Benefit Payments**

The following benefit payments, which reflect expected future service, as appropriate, are expected to be paid.

<i>(dollars in thousands)</i>	Pension Restoration Benefits	
2021	\$	163
2022	\$	163
2023	\$	—
2024	\$	—
2025	\$	—
2026 – 2030	\$	—

The Association also participates in the Farm Credit Foundations Defined Contribution/401(k) Plan. Employees who do not participate in the Pension Plan may receive benefits through the Employer Contribution portion of the Contribution Plan. In this plan, the Association provides a monthly contribution based on a defined percentage of the employee's salary. Employees may also participate in a Salary Deferral Plan governed by Section 401(k) of the Internal Revenue Code. The Association matches a certain percentage of employee contributions to the plan. Employer contributions to the Contribution Plan were \$787 thousand in 2020, \$702 thousand in 2019 and \$737 thousand in 2018.

**NOTE 11 – RELATED PARTY TRANSACTIONS**

In the ordinary course of business, the Association enters into loan transactions with officers and directors of the Association, their immediate families and other organizations with which such persons may be associated. Such loans are subject to special approval requirements contained in the FCA regulations and are made on the same terms, including interest rates, amortization schedules and collateral, as those prevailing at the time for comparable transactions with unrelated borrowers.

The Association has a policy that loans to directors and senior officers must be maintained at an Acceptable or OAEM credit classification. If the loan falls below the OAEM credit classification, corrective action must be taken and the loan brought back to either Acceptable or OAEM within a year. If not, the director or senior officer must resign from the Board of Directors or employment.

Loan information to related parties for the years ended December 31 is shown below.

<i>(dollars in thousands)</i>	2020	2019	2018
Beginning balance	\$ 14,824	\$ 13,003	\$ 14,005
New loans	12,944	7,855	8,459
Repayments	(9,407)	(5,759)	(8,973)
Reclassifications *	(752)	(275)	(488)
Ending balance	\$ 17,609	\$ 14,824	\$ 13,003

\* Represents loans that were once considered related party, but are no longer considered related party, or loans that were not related party that subsequently became related party loans.

In the opinion of management, none of the loans outstanding to officers and directors at December 31, 2020 involved more than a normal risk of collectability.

The Association also has business relationships with certain other System entities. The Association paid \$3.0 million in 2020, \$2.8 million in 2019 and \$2.5 million in 2018 to AgVantis for technology services. One Association officer serves as an AgVantis' director. The Association paid \$185 thousand in 2020, \$176 thousand in 2019 and \$161 thousand in 2018 to Foundations for human resource services and \$31 thousand in 2020, \$31 thousand in 2019 and \$33 thousand in 2018 to CoBank for operational services.

**NOTE 12 – REGULATORY ENFORCEMENT MATTERS**

As of December 31, 2020, there were no enforcement actions in effect for the Association and FCA took no enforcement on the Association during the year.

**NOTE 13 – COMMITMENTS AND CONTINGENCIES**

The Association has various commitments outstanding and contingent liabilities. With regard to contingent liabilities, there are no actions pending against the Association in which claims for monetary damages are asserted.

The Association may participate in financial instruments with off-balance sheet risk to satisfy the financing needs of its borrowers and to manage their exposure to interest-rate risk. These financial instruments include commitments to extend credit. The instruments involve, to varying degrees, elements of credit risk in excess of the amount recognized in the consolidated financial statements. Commitments to extend credit are agreements to lend to a borrower as long as there is not a violation of any condition established in the contract. Commitments generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. At December 31, 2020, \$296.2 million of commitments to extend credit were outstanding.

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

The Association also participates in standby letters of credits to satisfy the financing needs of its borrowers. These letters of credit are irrevocable agreements to guarantee payments of specified financial obligations. At December 31, 2020, \$4.3 million of standby letters of credit were outstanding with a nominal fair value. Outstanding standby letters of credit have expiration dates ranging from 2021 to 2039. The maximum potential amount of future payments the Association is required to make under the guarantees is \$4.3 million. Payment/performance risk of the standby letters of credit guarantee is assessed using the same internal customer credit ratings that we use to manage credit risk in our loan portfolio.

#### **NOTE 14 – FAIR VALUE MEASUREMENTS**

Accounting guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in an orderly transaction between market participants in the principal or most advantageous market for the asset or liability. The fair value measurement is not an indication of liquidity. See Note 2 for additional information.

Assets measured at fair value on a recurring basis at December 31 for each of the fair value hierarchy values are summarized as follows:

<i>(dollars in thousands)</i>	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Assets held in nonqualified benefits trusts				
2020	\$ 425	\$ –	\$ –	\$ 425
2019	\$ 572	\$ –	\$ –	\$ 572
2018	\$ 768	\$ –	\$ –	\$ 768

The Association has no liabilities measured at fair value on a recurring basis for the periods presented.

Assets measured at fair value on a non-recurring basis at December 31 for each of the fair value hierarchy values are summarized as follows:

<i>(dollars in thousands)</i>	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Loans Assets:				
2020	\$ –	\$ –	\$ 806	\$ 806
2019	\$ –	\$ –	\$ 2,424	\$ 2,424
2018	\$ –	\$ –	\$ 968	\$ 968

The Association has no liabilities measured at fair value on a non-recurring basis for any of the periods presented. During the three years presented, the Association recorded no transfers in or out of Level 3 and no purchases or issuances.

#### **Valuation Techniques**

As more fully discussed in Note 2, accounting guidance establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. Fair values of financial instruments represent the estimated amount to be received to sell an asset or paid to transfer or extinguish a liability in active markets among willing participants at the reporting date. Due to the uncertainty of expected cash flows resulting from financial instruments, the use of different assumptions and valuation

methodologies could significantly affect the estimated fair value amounts. Accordingly, the estimated fair values may not be indicative of the amounts for which the financial instruments could be exchanged in a current or future market transaction. The following presents a brief summary of the valuation techniques used by the Association for assets and liabilities subject to fair value measurement.

#### *Assets Held in Non-Qualified Benefits Trusts*

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

#### *Loans*

For impaired loans measured on a non-recurring basis, the fair value is based upon the underlying collateral since the loans are collateral-dependent loans for which real estate is the collateral. The fair value measurement process uses independent appraisals and other market-based information, but in many cases it also requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters. As a result, these loans have fair value measurements that fall within Level 3 of the fair value hierarchy. When the value of the real estate, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established.

### **NOTE 15 – QUARTERLY FINANCIAL INFORMATION (UNAUDITED)**

Quarterly results of operations for the years ended December 31, 2020, 2019, and 2018, follow.

<i>(dollars in thousands)</i>	2020				
	First	Second	Third	Fourth	Total
Net interest income	\$ 9,644	\$ 9,828	\$ 9,680	\$10,470	\$ 39,622
Provision for credit losses	168	238	52	205	663
Noninterest expense, net	3,514	3,294	3,892	3,684	14,384
<b>Net income</b>	<b>\$ 5,962</b>	<b>\$ 6,296</b>	<b>\$ 5,736</b>	<b>\$ 6,581</b>	<b>\$ 24,575</b>

<i>(dollars in thousands)</i>	2019				
	First	Second	Third	Fourth	Total
Net interest income	\$ 8,994	\$ 8,981	\$ 8,947	\$ 9,738	\$ 36,660
Provision for credit losses/(Credit loss reversal)	116	105	(57)	367	531
Noninterest expense, net	3,206	3,098	2,768	2,958	12,030
<b>Net income</b>	<b>\$ 5,672</b>	<b>\$ 5,778</b>	<b>\$ 6,236</b>	<b>\$ 6,413</b>	<b>\$ 24,099</b>

<i>(dollars in thousands)</i>	2018				
	First	Second	Third	Fourth	Total
Net interest income	\$ 8,538	\$ 8,541	\$ 8,399	\$ 8,722	\$ 34,200
(Credit loss reversal)/Provision for credit losses	(102)	376	(331)	267	210
Noninterest expense, net	2,748	2,781	2,140	3,419	11,088
<b>Net income</b>	<b>\$ 5,892</b>	<b>\$ 5,384</b>	<b>\$ 6,590</b>	<b>\$ 5,036</b>	<b>\$ 22,902</b>

### **NOTE 16 – SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through March 9, 2021, which is the date the financial statements were issued, and no material subsequent events were identified.

# DISCLOSURE INFORMATION REQUIRED BY FARM CREDIT ADMINISTRATION REGULATIONS

(Amounts in Whole Dollars)

## **DESCRIPTION OF BUSINESS**

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

The description of significant developments that had or could have a material impact on earnings or interest rates to borrowers, acquisitions or dispositions of material assets, material changes in the manner of conducting the business, seasonal characteristics, and concentrations of assets, if any, required to be disclosed in this section, is incorporated herein by reference from "Management's Discussion and Analysis" (MD&A) included in this annual report to shareholders.

## **DESCRIPTION OF PROPERTY**

The following table sets forth certain information regarding the properties of the Association:

Location	Description	Form of Ownership
601 East Kenosha Broken Arrow, Oklahoma	Office Building	Owned
536 Leahy Avenue Pawhuska, Oklahoma	Office Building	Rented
2303 West Main Durant, Oklahoma	Office Building	Owned
2108 SE Washington Street, Suite C Idabel, Oklahoma	Office Building	Rented
2810 West Shawnee Bypass Muskogee, Oklahoma	Office Building	Owned
2507 North Rockford Road Ardmore, Oklahoma	Office Building	Owned
1104 South George Nigh Expressway McAlester, Oklahoma	Office Building	Owned
28824 State Highway 112 Poteau, Oklahoma	Office Building	Owned
17765 US Highway 81 Kingfisher, Oklahoma	Office Building	Owned
623 South Western Stillwater, Oklahoma	Office Building	Owned
265 West Dwain Willis Avenue Vinita, Oklahoma	Office Building	Owned
509 West Paul Pauls Valley, Oklahoma	Office Building	Owned
805 Chisholm Trail Enid, Oklahoma	Office Building	Owned
1902 South Highway 81 Duncan, Oklahoma	Office Building & 2.39 Acres Land	Owned



Location	Description	Form of Ownership
1027 West Choctaw Avenue Chickasha, Oklahoma	Office Building	Owned
1420 North Clarence Nash Blvd. Watonga, Oklahoma	Office Building	Owned
2801 North Kickapoo, Suite B Shawnee, Oklahoma	Office Building	Rented
3033 Progressive Drive Edmond, Oklahoma	Office Building & 4.47 Acres Land	Owned

\* Rented property is leased at the fair market rate for the local area on a month to month basis, with the exception of the Idabel office which is a one year lease agreement.

### **LEGAL PROCEEDINGS AND ENFORCEMENT ACTIONS**

Information required to be disclosed in this section is incorporated herein by reference from Note 12 to the financial statements, "Regulatory Enforcement Matters," and Note 13 to the financial statements, "Commitments and Contingencies," included in this annual report to shareholders.

### **DESCRIPTION OF CAPITAL STRUCTURE**

Information required to be disclosed in this section is incorporated herein by reference from Note 7 to the financial statements, "Shareholders' Equity," included in this annual report to shareholders.

### **DESCRIPTION OF LIABILITIES**

The description of debt outstanding required to be disclosed in this section is incorporated herein by reference from Note 6 to the financial statements, "Note Payable to CoBank," included in this annual report to shareholders.

The description of advance conditional payments is incorporated herein by reference to Note 2 to the financial statements, "Summary of Significant Accounting Policies," included in this annual report to shareholders.

The description of contingent liabilities required to be disclosed in this section is incorporated herein by reference from Note 13 included in this annual report to shareholders.

### **SELECTED FINANCIAL DATA**

The selected financial data for the five years ended December 31, 2020, required to be disclosed in this section is incorporated herein by reference from the "Five-Year Summary of Selected Consolidated Financial Data," included in this annual report to shareholders.

### **MANAGEMENT'S DISCUSSION AND ANALYSIS**

"Management's Discussion and Analysis," which appears within this annual report to shareholders and is required to be disclosed in this section, is incorporated herein by reference.

### **DIRECTORS AND SENIOR OFFICERS**

The following represents certain information regarding the directors and senior officers of the Association.

#### ***DIRECTORS***

Jay Grace

Chairman. Three-year term expiring in May 2021. Mr. Grace is a member of the Executive Committee, the Building Committee and serves as ex-officio of the Risk and Compensation Committees. Occupation for the past five years – Farming and ranching, operating under Rocking G Livestock, Inc. (stocker cattle and feedlot). Partner in 4G Cattle Company, a family corporation (stocker cattle). Together with wife, Melissa, owns and operates the Ringling Eagle newspaper. Member of Ardmore First United Methodist Church. Fireman on the Claypool Volunteer Fire Department.

Roger Moore	Vice Chairman. Three-year term expiring in May 2021. Mr. Moore is a member of the Executive Committee, the Building Committee, and serves as ex-officio of the Audit Committee. Occupation for the past five years – Farming, ranching and owner/operator of Moore Farms, Moore Farms Rustic Weddings, and Moore Farms Dozer Service. Retired in June 2016 as a rural mail carrier. Vice Chairman of Mayes County Farm Bureau.
Gary Bledsoe	Three-year term expiring in May 2023. Mr. Bledsoe serves as Compensation Committee Chairman and is a member of the Risk and Building Committees. Occupation for the past five years – Farming and ranching. Owner and operator of Bledsoe Farms, an Angus seedstock operation. Former consultant in rural economic development for the Oklahoma Department of Agriculture. Director of Lincoln County Conservation District and currently serving as Chairperson, Secretary/Treasurer of Crosstimber Prescribed Burn Association.
Dan Childs	Four-year term expiring in May 2023. Mr. Childs serves as Risk Committee Chairman and is a member of the Compensation Committee. Occupation for the past five years – Farming, ranching and agricultural economist with the Noble Research Institute. Board member of Johnston County Farm Bureau, National Farm Credit Council, and Farm Credit Council Services. Member of CoBank District Farm Credit Council and officer for the Foundation for Livestock and Grain Marketing in Denver, Colorado.
Lisa Cochell	Appointed Director. Three-year term expiring in May 2023. Ms. Cochell serves as Audit Committee Chairwoman. Occupation for the past five years – Managing Member of Cochell Tax & Consulting from August 2017 to present. Partner at Patel & Ved certified public accounting business from January 2016 to August 2017. Treasurer for the Turtle Creek Recovery Center of Dallas Board of Directors. CASA of Collin County volunteer since 2018. Kiwanis Club member since 1995.
Bob Eubanks	Three-year term expiring in May 2022. Mr. Eubanks is a member of the Audit and Building Committees and serves on the Executive Committee. Occupation for the past five years – Farming and ranching. Owner of Eubanks Land, LLC., and co-owner of Eubanks Equipment Company, LLC. (hay equipment dealer). Majority-owner of Eubanks Brothers Farm, LLC. Co-owner of Eubanks Investments and Properties, LLC. Board member of Northeast Oklahoma Rural Electric Cooperative Trust Foundation (Operation Roundup) and Chairman of Credentials Committee for Northeast Oklahoma Rural Electric Cooperative. Member of Oklahoma Farm Bureau, Oklahoma Cattlemen’s Association and Welch Baptist Church.
Rodney Holcomb	Appointed Director. Three-year term expiring in May 2023. Mr. Holcomb is a member of the Audit Committee. Professor of Agricultural Economics at Oklahoma State University (OSU) and the Browning Endowed Professor of Food Studies with the OSU Food & Agricultural Products Center. Dr. Holcomb has been with OSU since 1997, working in the areas of value-added agricultural products and agribusiness management. He currently serves on the OSU Retirement Investments Committee and since 2001 has served as OSU’s representative on the state’s Agricultural Enhancement & Diversification Program board.
Brian Knowles	Three-year term expiring in May 2021. Mr. Knowles serves as Vice Chairman of the Risk Committee and is a member of the Compensation Committee. Occupation for the past five years – Farming and ranching (cow/calf, stockers, poultry, wheat, and hay). Vice President of the Leflore County Farm Bureau, President of Keota Round Up Club, Assistant Fire Chief of Keota Volunteer Fire Department, and member of Keota First Baptist Church.
Kenneth Markes	Three-year term expiring in May 2023. Mr. Markes serves on the Audit and Building Committees. Occupation for the past five years – Farming and ranching, and partner in Markes Brothers Farms. His operation includes wheat, soybeans, canola, a cow/calf herd and stockers. Director for the Bison Cooperative and member of St. Joseph Catholic Church.

Shand Rasmusson	Three-year term expiring in May 2021. Mr. Rasmusson is Vice Chairman of the Audit Committee. Occupation for the past five years – Full-time farmer and rancher for the past 27 years. Owner/operator of Shand Diversified, a beef cattle operation with ranches in Oklahoma, Arkansas, Idaho and Wyoming. Rasmusson’s ranches include cow/calf herds, stockers and cattle feeding. He grows wheat for grazing and uses rotational grazing practices. Member of Oklahoma Cattlemen’s Association and McCurtain County Cattlemen’s Association. Former state cattlemen’s association vice president and former Farm Bureau Young Farmer and Rancher Board member. Previously served on a state beef board. He is a member of a local church, where he volunteers in many capacities.
Brad Scott	Three-year term expiring in May 2022. Mr. Scott is Vice Chairman of the Compensation Committee and serves as a member of the Risk Committee. Occupation for the past five years – Farming and ranching, operating under Brad Scott Ranch (yearling cattle operation) and partner in parents’ cattle ranch. Affiliated with C&S Rentals; Morrison Investments, LLC; West Oak Properties, LLC; and Bradley Ranch II, LLC. Serves as interim city manager for Waurika, Oklahoma. Director for Jefferson County Hospital and Duncan Regional Hospital. Chairman of the Board of First Christian Church of Waurika.
Jay Stinnett	Three-year term expiring in May 2022. Mr. Stinnett is a member of the Risk and Compensation Committees. Occupation for the past five years – Retired Agricultural Education instructor. His primary occupation is farming and ranching (cow/calf operation). Member of Tahlequah Cooperative, Cherokee County Cattleman’s Association, Oklahoma Cattleman’s Association, and American Farmers and Ranchers. Member of Exciting Southeast Baptist Church of Tahlequah.
Eric Bilderback	Two-year term expired in May 2020. Position closed in May 2020. Occupation for the past five years – Teaching Agricultural Education at El Reno High School. Has been a rancher for 30 years. Owns and operates Bilderback Cattle Company in Canadian County, which consists of a commercial cow/calf herd, stockers, club calves and purebred Herefords. Member of Masonic Lodge, Sirloin Club, Oklahoma Cattlemen’s Association, Oklahoma Farm Bureau, American Farmers & Ranchers/Oklahoma Farmers Union and Heaston Community Church.
Phillip Landgraf	Two-year term expired in May 2020. Position closed in May 2020. Occupation for the past five years – Owner/operator of Landgraf Fertilizer, where Mr. Landgraf and his wife, Kathy, have provided seed, fertilizer and chemical to growers since 1991. His farming operation includes cattle and crops (cotton, wheat, corn, soybeans). Director on the Red River Valley Rural Electric Association since 1997 and has been an alternate for Western Farmers Electric Cooperative Board since 2014.
Ross Love	Appointed Director. Retired from Board effective January 31, 2021. Former Audit Committee-Vice Chairman. Three-year term was to expire in May 2023. Occupation for the past five years – Retired in April 2016 as Assistant Director of the Oklahoma Cooperative Extension Service, a position he held for 16 years. Upon retirement Dr. Love became Professor Emeritus of Agricultural Economics at Oklahoma State University (OSU). He serves as financial advisor to Pi Chapter of the Alpha Gamma Rho fraternity at OSU. Treasurer for the Brighton Homeowners Association of Stillwater, LLC.
R. Dale McDaniel	Appointed Director. Retired from Board effective December 31, 2020. Former Audit Committee Chairman. Three-year term was to expire in May 2021. Occupation for the past five years – Self-employed Certified Public Accountant and associated with James Management Group, and general partner of McDaniel Family Partnership. Elder of Penn South Church of Christ.

**SENIOR OFFICERS**

Patrick Zeka	President/Chief Executive Officer (CEO) – President/CEO since January 1, 2019. During 2018, he served as Executive Vice President/Chief Operating Officer and as Chief Financial Officer until July 2018. Appointed Executive Vice President/COO/CFO effective January 1, 2016. Served jointly as Executive Vice President/COO/CFO for Farm Credit Services of East Central Oklahoma, ACA (East Central) and Chisholm Trail Farm Credit, ACA (Chisholm Trail) in 2015. Served as Acting President and CFO, then Interim President and CFO for East Central from September 2014 through December 2014. Served as CFO for East Central from 2008 until September 2014. Served as a Vice President for U.S. AgBank from 1999 to 2008. Total Farm Credit System experience exceeds 28 years.
Steve Davenport	Executive Vice President/Chief Credit Officer (CCO) – Appointed Executive Vice President/CCO effective January 1, 2016. Served jointly as Executive Vice President/CCO for Chisholm Trail and East Central in 2015. Served as Executive Vice President/CCO for Chisholm Trail from April 2002 through December 2014, and as Vice President – Credit for Chisholm Trail from January 1997 to April 2002. Total Farm Credit System experience exceeds 28 years.
Dennis Green	Executive Vice President/Chief Risk Officer (CRO) – Appointed Executive Vice President/CRO effective January 1, 2016. Served jointly as Executive Vice President/CRO for East Central and Chisholm Trail in 2015. From May 2007 through 2014, served as Chief Credit Officer for East Central. Prior to 2007, directed the internal credit and operations review program for East Central. Total Farm Credit System experience exceeds 42 years.
Malinda Thimmesch	Chief Financial Officer (CFO) – Appointed CFO effective July 16, 2018. Appointed to Executive Management Team effective January 2019. Ms. Thimmesch is a Certified Public Accountant. Prior to 2016, directed enterprise data stewardship at American AgCredit. Currently serves on the Farm Credit System information data warehouse workgroup and previously served from April 2015 to June 2018. Previously served as Manager of Financial Reporting for CoBank from January 2012 to March 2015 and U.S. AgBank from July 2002 to December 2011. Total Farm Credit System experience exceeds 18 years.
John Burk	Chief Lending Officer (CLO) – Appointed CLO effective January 1, 2018. Appointed to Executive Management Team effective January 2019. Served as Senior Vice President of Credit from January 2016 through December 2017. Served jointly as Senior Vice President for East Central Oklahoma and Chisholm Trail in 2015, and for East Central Oklahoma from October 2012 to December 2014. Served as Muskogee lending office Vice President/Branch Manager from September 2010 to September 2012. Served as Loan Officer in the Stillwater lending office from August 2006 to September 2010. Total Farm Credit System experience exceeds 14 years.
Ryan McBride	Chief Information Officer (CIO) – Appointed CIO effective January 1, 2019. Appointed to Executive Management Team effective January 2020. Served as Vice President Information Technology from 2010 to 2018. Prior to 2010, he was an Infrastructure Designer at Cox Communications. From 1999 through 2008, worked for AgVantis in Client Support. Total Farm Credit System experience exceeds 18 years.

**COMPENSATION OF DIRECTORS AND SENIOR OFFICERS**

During 2020, directors of the Association were compensated for services on a per diem basis at the rate of \$800 per day and were reimbursed mileage at the rate of \$0.575 per mile while on official business. Directors are paid a \$100 retainer per month for services rendered between regularly scheduled meetings. The Board Chairperson was paid an additional \$300 per month, the Board Vice Chairperson was paid an additional \$100 per month. The Audit Committee Chairperson and the Compensation Committee Chairperson were paid an additional \$250 per month. Beginning June 2020, the Risk Committee Chairperson received \$250 per month. For regular board meetings only, payment for travel time was made at the rate of \$0.40 per mile. The Compensation, Risk and Audit committee meetings were held in conjunction with the regular board meetings, so no additional compensation was paid to the directors for these meetings.

Additional information for each director is provided below:

Name	Number of Days Served at Board Meetings	Number of Days Served in Other Official Activities	Board Meetings and Other Official Duties Comp	Retainer	Chairperson/Vice Chairperson	Committee Chairmen	Additional Time and Duties	Compensation Paid During 2020
Jay Grace	12	4	\$ 12,000	\$ 1,000	\$ 3,600	\$ –	\$ 1,006	\$ 17,606
Roger Moore	12	2	11,200	1,000	1,200	–	735	14,135
Gary Bledsoe	11	1	9,600	1,000	–	1,750	340	12,690
Dan Childs	10	5	12,400	1,000	–	2,813	772	16,985
Lisa Cochell	11	1	9,200	700	–	750	1,190	11,840
Bob Eubanks	12	–	9,600	1,000	–	–	927	11,527
Rodney Holcomb	12	3	12,000	1,000	–	–	377	13,377
Brian Knowles	11	2	10,400	1,000	–	–	1,022	12,422
Kenneth Markes	9	7	13,600	1,000	–	–	518	15,118
Shand Rasmusson	9	5	11,200	1,000	–	–	1,115	13,315
Brad Scott	10	–	8,000	1,000	–	188	648	9,836
Jay Stinnett	11	–	8,800	1,000	–	–	937	10,737
Eric Bilderback	3	–	2,400	400	–	–	166	2,966
Phillip Landgraf	3	2	4,000	400	–	–	354	4,754
Ross Love	13	2	12,800	1,000	–	–	278	14,078
R. Dale McDaniel	10	–	10,000	1,000	–	2,250	208	13,458
<b>Total Compensation</b>			<b>\$ 157,200</b>	<b>\$14,500</b>	<b>\$ 4,800</b>	<b>\$ 7,751</b>	<b>\$10,593</b>	<b>\$ 194,844</b>

Directors and senior officers are reimbursed for travel, subsistence and other expenses related to Association business according to Association policy. A copy of this policy is available to shareholders upon request. Aggregate reimbursements to directors for travel, subsistence and other related expenses were \$36,157 in 2020, \$116,823 in 2019 and \$124,260 in 2018. There was no non-cash compensation to directors during 2020.

The Annual Meeting Information Statement is available for public inspection at the Association office. Required senior officer compensation information is included in the Association's Annual Meeting Information Statement mailed to all stockholders. Disclosure of information on the total compensation paid during the last fiscal year to any senior officer or to any other officer included, is available to shareholders by appointment.

**TRANSACTIONS WITH SENIOR OFFICERS AND DIRECTORS**

The Association's policies on loans to and transactions with its officers and directors, required to be disclosed in this section are incorporated herein by reference from Note 11 to the financial statements, "Related Party Transactions," included in this annual report to shareholders.

**INVOLVEMENT OF SENIOR OFFICERS AND DIRECTORS IN CERTAIN LEGAL PROCEEDINGS**

There were no matters which came to the attention of management or the Board of Directors regarding involvement of senior officers or current directors in specified legal proceedings which are required to be disclosed in this section.

**BORROWER PRIVACY STATEMENT**

Since 1972, Farm Credit Administration (FCA) regulations have forbidden the directors and employees of Farm Credit institutions from disclosing personal borrower information to others without borrower consent. The Association does

not sell or trade customers' personal information to marketing companies or information brokers. Additional information regarding FCA rules governing the disclosure of customer information can be obtained by contacting the Association.

### **RELATIONSHIP WITH COBANK, ACB (COBANK)**

The Association is materially affected by CoBank's financial condition and results of operations.

The Association's statutory obligation to borrow from CoBank is discussed in Note 6. Financial assistance agreements between the Association and CoBank are discussed in Note 7. Association requirement to invest in CoBank and CoBank's ability to access capital of the Association is discussed in Note 4 to the financial statements, "Investment in CoBank," included in this annual report to shareholders. CoBank's role in mitigating the Association's exposure to interest rate risk is discussed in the MD&A section – Liquidity.

CoBank is required to distribute its Annual Report to shareholders of the Association if the bank experiences a significant event that has a material effect on the Association as defined by FCA regulations.

### **RELATIONSHIP WITH INDEPENDENT AUDITORS**

There were no changes in independent auditors since the prior annual report to shareholders and there were no material disagreements with our independent auditors on any matter of accounting principles or financial statement disclosure during this period.

### **FINANCIAL STATEMENTS**

The financial statements, together with the report thereon of PricewaterhouseCoopers LLP dated March 9, 2021, and the Report of Management, appearing as part of this annual report to shareholders, are incorporated herein by reference.

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

The Association's information required to be disclosed in this section is incorporated herein by reference from the "Young, Beginning and Small Farmers and Ranchers Program" section of the Management's Discussion and Analysis of Financial Condition and Results of Operations," included in this annual report to shareholders.

### **COBANK ANNUAL AND QUARTERLY REPORTS TO SHAREHOLDERS**

The shareholders' investment in the Association is materially affected by the financial condition and results of operations of CoBank. Consequently, the Association's annual and quarterly reports should be read in conjunction with CoBank's 2020 Annual and Quarterly Reports to Shareholders. Quarterly reports are available approximately 40 days after the calendar quarter end and annual reports are available approximately 75 days after the calendar year end. A copy of these reports may be obtained free upon request from the Association. The Association is located at 3033 Progressive Drive, Edmond, Oklahoma 73034, or may be contacted by calling (405) 938-1700. The reports may also be obtained free of charge by visiting CoBank's website at [www.cobank.com](http://www.cobank.com).