



**CONSOLIDATED FINANCIAL STATEMENTS  
THIRD QUARTER ENDED SEPTEMBER 30, 2016**

November 3, 2016

Dear Shareholder:

Enclosed are the Association's consolidated financial statements for the third quarter of 2016. These statements should be read in conjunction with the 2015 Annual Report to Shareholders.

The purpose of these financial statements is to provide timely financial information about your Association's financial condition and results of operations. Should you have any questions about these statements, please call us.

Copies of the Association's annual and quarterly reports are available to members at no charge from any of our local offices or by accessing the Association's website at [www.yankeeaca.com](http://www.yankeeaca.com). The Association's annual reports are available 75 days after year end, and quarterly reports are available 40 days after the end of each calendar quarter. As a shareholder, your investment in the Association is materially affected by the financial condition and results of operations of CoBank, ACB. CoBank's annual and quarterly reports are available at no charge from any of our offices. Our office locations are listed at the end of this report.

The undersigned certify that they have reviewed this report and it has been prepared in accordance with all statutory and regulatory requirements and that the information contained herein is true, accurate, and complete to the best of his or her knowledge and belief. The financial statements, in the opinion of management, fairly present the financial condition of the institution except as noted.

Sincerely,

Paul B. Franklin  
Chairperson, Board of Directors

George S. Putnam  
President and CEO

Rocki-Lee DeWitt  
Chairperson, Audit Committee

Pamela A. Simek  
SVP/Chief Financial Officer

## YANKEE FARM CREDIT, ACA

### Management's Discussion & Analysis of Results of Operations and Financial Condition

#### Third Quarter Ended September 30, 2016

(Dollars in thousands, except as noted)  
(Unaudited)

#### Results of Operations: Third Quarter

Net income for the third quarter of 2016 was \$2.159 million, down \$0.375 million (15%) from net income of \$2.534 million in the third quarter of 2015.

There was a provision for credit losses of \$213 thousand in the third quarter of 2016, as compared to a negative provision for credit losses of \$87 thousand in the third quarter of 2015. Increased loan volume and a slight worsening of credit quality are the primary reasons for this change in the provision for credit losses.

Net interest income before the provision for loan losses was up \$257 thousand (7%) in 2016 as compared to 2015. The following table shows the components of this increase:

<u>Changes in net interest income due to:</u>	
Changes in volumes of accrual loans & debt	\$ 265
Changes in interest rates on accrual loans & debt	(44)
Changes in interest income on nonaccrual loans	36
Total change in net interest income	<u>\$ 257</u>

Changes in accrual volumes and rates are shown in the following table:

	Three Months Ended September 30,	
	2016	2015
Average accrual loan volume	\$ 453,415	\$ 423,371
Average interest rate on loans	4.36%	4.18%
Average interest rate spread	3.38%	3.46%

Average loan volume was higher in 2016, and this contributed an increase of \$265 thousand in the total change in net interest income as shown in the first table above. An increase of \$36 thousand in interest recognized upon payouts of nonaccruals loans was also realized. These increases were partially offset by a decrease of \$44 thousand due to changes in interest rates on accrual loans and debt.

Other income decreased by \$106 thousand (10%) in 2016 as compared to 2015. This decrease resulted primarily from a decrease of \$58 thousand in fees for financial services and a decrease of \$42 thousand in patronage refunds from CoBank.

Other expense increased by \$226 thousand (9%) in 2016 as compared to 2015. Salaries and employee benefits increase \$111 thousand (8%), the Farm Credit Insurance Fund premium increased by \$52 thousand (58%) and other expenses (which include purchased services) increased \$51 thousand (9%).

#### Results of Operations: Year-to-Date

Net income through the third quarter of 2016 was \$7.465 million, down \$0.809 million from net income of \$8.274 million through the third quarter of 2015.

There was a provision for credit losses of \$458 thousand through the third quarter of 2016, as compared to a negative provision for credit losses of \$691 thousand for the same period in 2015. Increased loan volume and a slight worsening of credit quality are the primary reasons for this change in the provision for credit losses.

## Management's Discussion & Analysis (cont.)

Net interest income before the provision for loan losses was up \$996 thousand (9%) in 2016 as compared to 2015. The following table shows the components of this increase:

<u>Changes in net interest income due to:</u>	
Changes in volumes of accrual loans & debt	\$ 799
Changes in interest rates on accrual loans & debt	38
Changes in interest income on nonaccrual loans	172
Other adjustments	(13)
Total change in net interest income	<u>\$ 996</u>

Changes in accrual volumes and rates are shown in the following table:

	Nine Months Ended September 30,	
	2016	2015
Average accrual loan volume	\$ 450,150	\$ 420,639
Average interest rate on loans	4.35%	4.16%
Average interest rate spread	3.42%	3.45%

Average loan volume was higher in 2016 and this contributed to an increase of \$799 thousand to the total change in net interest income, as shown in the first table above. Additionally, there was an increase in interest recognized upon payouts of nonaccruals loans of \$172 thousand, as shown in the first table above.

Other income increased by \$200 thousand (6%) in 2016 as compared to 2015. This increase resulted primarily from an increase of \$102 in patronage refunds from CoBank and an increase of \$76 thousand in fees for financial services.

Other expense increased by \$856 thousand (12%) in 2016 as compared to 2015. Other expenses (which include purchased services) increased \$373 thousand (28%), salaries and employee benefits increased \$333 thousand (8%), and the Farm Credit Insurance Fund premiums increased \$159 thousand (58%).

### Loan Portfolio and Financial Condition

Loans originated by the Association increased by \$12.9 million (2%) from year-end. Loans purchased decreased by \$0.6 million (2%) from year-end, and participations sold decreased by \$0.7 million. Loans held by the Association increased by \$13.1 million (3%) from year-end.

The loan portfolio continues to be concentrated in the dairy industry. Farm prices for dairy products increased in the third quarter of 2016. Federal Order 1 prices for the third quarter of 2016 averaged \$16.07/cwt, up \$1.27/cwt (9%) from the second quarter of 2016, but down \$0.90/cwt (5%) from the third quarter of 2015. The change in prices received for dairy products has been accompanied by a slight increase (as compared to the same period in 2015) in the cost of farm inputs, particularly purchased feed. The composite Feed Index published by the USDA was 108 for the first two months (July and August) of the third quarter of 2016, up 2% from the second quarter of 2016, and up 1% from the third quarter of 2015. (Feed Index = 100 for 2011)

Enrollment for the 2016 Margin Protection Program for Dairy Producers (MPP-Dairy) took place in the second half of 2015. MPP-Dairy is designed to provide a compensating benefit payment to producers when a national trigger indicates that margins between milk prices and feed costs fall below a designated level. The program is designed to give producers a cash benefit during periods of low margins (milk income over feed costs). Producers are allowed to pick a margin level and the percentage of their historic milk production to be covered. Producers pay a premium based on the level of coverage they have selected.

Loan quality worsened slightly but remained strong through the third quarter of 2016. Loans graded Substandard or lower were 2.9% of total loans at September 30, 2016, 0.2% improved from year-end. High risk assets comprised 0.3% of loans and related assets at September 30, 2016, 0.1% improved from year-end. (High risk assets include nonaccrual loans, accrual troubled debt restructured loans, loans delinquent 90 days or more but not yet classified as nonaccrual, and other property owned.) Repayment performance remained satisfactory. Loans (both accrual and nonaccrual) delinquent 30 days or more were 1.6% at September 30, 2016, up 1.0% from year-end. The 12-month rolling average for this statistic was 1.1% at September 30, 2016, up 0.4% from year-end. There were charge-offs of

### **Management's Discussion & Analysis (cont.)**

\$1 thousand, and recoveries of \$10 thousand in the first three quarters of 2016. There were no charge-offs, but recoveries of \$4 thousand in the first three quarters of 2015.

As discussed in the 2015 Annual Report to Shareholders, the Association declared a patronage distribution of \$4.862 million based on 2015 earnings, 100% in cash. This was paid on March 23, 2016.

Members' equity as a percentage of assets was 20.3% at September 30, 2016, as compared to 20.0% at year-end. The Association's permanent capital ratio was 19.3% at September 30, 2016, down 0.3% from year-end.

These financial statements were prepared under the oversight of the Audit Committee of the Board of Directors.

**YANKEE FARM CREDIT, ACA**  
**CONSOLIDATED BALANCE SHEET**  
(Unaudited)

	September 30, <u>2016</u>	December 31, <u>2015</u>
<b><u>ASSETS</u></b>		
Loans originated by the Association	\$ 701,584	\$ 688,636
Plus participations purchased	21,936	22,495
Less participations sold	<u>261,450</u>	<u>262,131</u>
Loans held by the Association	462,070	449,000
Less allowance for loan losses	<u>5,486</u>	<u>5,123</u>
Net loans	456,584	443,877
Cash	1,846	4,210
Accrued interest receivable	1,650	1,484
Patronage refunds due from CoBank, ACB	3,134	3,302
Investment in CoBank, ACB	17,072	16,637
Mission related investment	306	307
Premises and equipment, less accumulated depreciation	3,655	3,498
Other assets	1,034	1,138
Total assets	<u>\$ 485,281</u>	<u>\$ 474,453</u>
<b><u>LIABILITIES</u></b>		
Note payable to CoBank, ACB	\$ 379,097	\$ 372,830
Patronage distribution payable	3,817	4,862
Reserve for unfunded commitments	196	92
Other liabilities	<u>3,530</u>	<u>1,680</u>
Total liabilities	<u>386,640</u>	<u>379,464</u>
<b><u>MEMBERS' EQUITY</u></b>		
Capital stock and participation certificates	1,097	1,093
Unallocated surplus	99,357	95,709
Accumulated other comprehensive (loss)	<u>(1,813)</u>	<u>(1,813)</u>
Total members' equity	98,641	94,989
Total liabilities and members' equity	<u>\$ 485,281</u>	<u>\$ 474,453</u>

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

**YANKEE FARM CREDIT, ACA**  
**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**  
(Unaudited)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2016	2015	2016	2015
	(in thousands)			
<b><u>INTEREST INCOME</u></b>				
Loans	\$ 4,978	\$ 4,432	\$ 14,875	\$ 13,115
Total interest income	<u>4,978</u>	<u>4,432</u>	<u>14,875</u>	<u>13,115</u>
<b><u>INTEREST EXPENSE</u></b>				
Note payable to CoBank, ACB	918	629	2,591	1,827
Total interest expense	<u>918</u>	<u>629</u>	<u>2,591</u>	<u>1,827</u>
Net interest income	4,060	3,803	12,284	11,288
Provision for credit losses	213	(87)	458	(691)
Net interest income after provision for credit losses	<u>3,847</u>	<u>3,890</u>	<u>11,826</u>	<u>11,979</u>
<b><u>OTHER INCOME</u></b>				
Patronage refunds from CoBank, ACB	737	779	2,125	2,023
Fees for financial services	240	298	1,233	1,157
Loan fees and other income	17	23	81	59
Total other income	<u>994</u>	<u>1,100</u>	<u>3,439</u>	<u>3,239</u>
<b><u>OTHER EXPENSE</u></b>				
Salaries and employee benefits	1,477	1,366	4,293	3,960
Occupancy and equipment	134	122	369	379
Farm Credit Insurance Fund premium	142	90	428	269
Fees paid to Farm Credit Financial Partners, Inc.	324	324	973	972
Other expenses	600	549	1,724	1,351
Total other expense	<u>2,677</u>	<u>2,451</u>	<u>7,787</u>	<u>6,931</u>
Income before income taxes	2,164	2,539	7,478	8,287
Provision for income taxes	5	5	13	13
Net income	<u>\$ 2,159</u>	<u>\$ 2,534</u>	<u>\$ 7,465</u>	<u>\$ 8,274</u>
<b><u>OTHER COMPREHENSIVE INCOME</u></b>				
OCI related to pension liabilities	-	-	-	-
Comprehensive income	<u>\$ 2,159</u>	<u>\$ 2,534</u>	<u>\$ 7,465</u>	<u>\$ 8,274</u>

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

**YANKEE FARM CREDIT, ACA**  
**CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY**  
(Unaudited)

	Capital Stock and Participation Certificates	Unallocated Surplus	Accumulated Other Comprehensive Income (Loss)	Total Members' Equity
	(in thousands)			
Balance at December 31, 2014	\$ 1,082	\$ 90,347	\$ (1,756)	\$ 89,673
Comprehensive income				
Net income	-	8,274	-	8,274
Other comprehensive income				
Change in pension liabilities	-	-	-	-
Total comprehensive income	<u>-</u>	<u>8,274</u>	<u>-</u>	<u>8,274</u>
Capital stock/PCs issued	124	-	-	124
Capital stock/PCs retired	(112)	-	-	(112)
Patronage distribution accrued				
Cash	-	(3,569)	-	(3,569)
Adjustment for rounding	(1)	1	-	-
Balance at September 30, 2015	<u>\$ 1,093</u>	<u>\$ 95,053</u>	<u>\$ (1,756)</u>	<u>\$ 94,390</u>
Balance at December 31, 2015	\$ 1,093	\$ 95,709	\$ (1,813)	\$ 94,989
Comprehensive income				
Net income	-	7,465	-	7,465
Other comprehensive income				
Change in pension liabilities	-	-	-	-
Total comprehensive income	<u>-</u>	<u>7,465</u>	<u>-</u>	<u>7,465</u>
Capital stock/PCs issued	104	-	-	104
Capital stock/PCs retired	(100)	-	-	(100)
Patronage distribution accrued				
Cash	-	(3,817)	-	(3,817)
Adjustment for rounding	-	-	-	-
Balance at September 30, 2016	<u>\$ 1,097</u>	<u>\$ 99,357</u>	<u>\$ (1,813)</u>	<u>\$ 98,641</u>

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

## YANKEE FARM CREDIT, ACA

### Notes To Consolidated Financial Statements

Third Quarter Ended September 30, 2016

(Dollars in thousands, except as noted)

(Unaudited)

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

Yankee Farm Credit, ACA (the Association) is a member-owned cooperative within the Farm Credit System. A description of the organization and operations of the Association, the significant accounting policies followed, and the financial condition and results of operations as of and for the year ended December 31, 2015 are contained in the 2015 Annual Report to Shareholders. These unaudited third quarter 2016 financial statements should be read in conjunction with the 2015 Annual Report to Shareholders.

In August 2016, the Financial Accounting Standards Board (FASB) issued guidance entitled "Classification of Certain Cash Receipts and Cash Payments." The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance becomes effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance is not expected to impact the Bank's financial condition or its results of operations but could change the classification of certain items in the statement of cash flows.

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 becomes effective for interim and annual periods beginning after December 15, 2020, with early application permitted. The Association is currently evaluating the impact of adoption on its financial condition and results of operations.

In February 2016, the FASB issued guidance entitled "Leases." The guidance requires the recognition by lessees of lease assets and lease liabilities on the balance sheet for the rights and obligations created by those leases. Leases with lease terms of more than 12 months are impacted by this guidance. This guidance becomes effective for interim and annual periods beginning after December 15, 2018, with early application permitted. The Association is currently evaluating the impact of adoption on its financial condition and results of operations.

In January 2016, the FASB issued guidance entitled "Recognition and Measurement of Financial Assets and Liabilities." The guidance affects, among other things, the presentation and disclosure requirements for financial instruments. For public entities, the guidance eliminates the requirement to disclose the methods and significant assumptions used to estimate the fair value of financial instruments carried at amortized cost. This guidance becomes effective for interim and annual periods beginning after December 15, 2017. The adoption of this guidance is not expected to impact the Association's financial condition or its results of operations.

In August 2014, the FASB issued guidance entitled "Presentation of Financial Statements - Going Concern." The guidance governs management's responsibility to evaluate whether there is substantial doubt about an entity's ability to continue as a going concern and to provide related footnote disclosures. This guidance requires management to perform interim and annual assessments of an entity's ability to continue as a going concern within one year after the date the financial statements are issued or within one year after the financial statements are available to be issued, when applicable. Substantial doubt exists if it is probable that the entity will be unable to meet its obligations for the assessed period. This guidance becomes effective for interim and annual periods ending after December 15, 2016, and early application is permitted. Management will be required to make its initial assessment as of December 31, 2016.



In May 2014, the FASB issued guidance entitled, "Revenue from Contracts with Customers." The guidance governs revenue recognition from contracts with customers and requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the FASB are excluded from the scope of this new revenue recognition guidance. In this regard, a majority of our contracts would be excluded from the scope of this new guidance. In August 2015, the FASB issued an update that defers this guidance by one year, which results in the new revenue standard becoming effective for interim and annual reporting periods beginning after December 15, 2017. The Association is in the process of reviewing contracts to determine the effect, if any, on their financial condition or results of operations.

The accompanying financial statements contain all adjustments necessary for a fair presentation of the interim financial condition and results of operations and conform to generally accepted accounting principles and prevailing practices within the banking industry. The results of operations for the nine month period ended September 30, 2016 are not necessarily indicative of the results to be expected for the full year.

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

A summary of loans follows:

	Value at	
	September 30, 2016	December 31, 2015
Long-term farm mortgage	\$ 200,379	\$ 187,050
Country home	1,931	2,045
Farm related business	26,928	26,417
Production and intermediate term	472,346	473,124
Total loan originated by the Association	701,584	688,636
Plus participations purchased	21,936	22,495
Less participations sold	261,450	262,131
Loans held by the Association	<u>\$ 462,070</u>	<u>\$ 449,000</u>

The Association purchases and sells participation interests with other parties in order to diversify risk, manage loan volume and comply with FCA regulations. All of the Association's loan purchases and sales are with other Farm Credit institutions. The following table presents information regarding the balances of participations purchased and sold:

	Value at			
	September 30, 2016		December 31, 2015	
	Participations Purchased	Participations Sold	Participations Purchased	Participations Sold
Long-term farm mortgage	\$ 14,702	\$ 11,246	\$ 13,603	\$ 11,671
Farm related business	6,615	1,084	8,233	1,964
Production and intermediate term	619	249,120	659	248,496
Total	<u>\$ 21,936</u>	<u>\$ 261,450</u>	<u>\$ 22,495</u>	<u>\$ 262,131</u>

Impaired assets (including related accrued interest) and related credit quality statistics are as follows:

	Value at	
	September 30, 2016	December 31, 2015
<u>Nonaccrual Loans:</u>		
Long-term farm mortgage	\$ 684	\$ 765
Farm related business	122	391
Production and intermediate term	180	329
Total nonaccrual loans	<u>\$ 986</u>	<u>\$ 1,485</u>
<u>Accrual Troubled Debt Restructured Loans:</u>		
Long-term farm mortgage	\$ 505	\$ 517
Total troubled debt restructured loans	<u>\$ 505</u>	<u>\$ 517</u>
<u>Accruing loans 90 days or more past due:</u>		
Production and intermediate term	\$ 107	\$ -
Total 90 days or more past due	<u>\$ 107</u>	<u>\$ -</u>
Total impaired assets	<u>\$ 1,598</u>	<u>\$ 2,002</u>

A restructuring of a debt constitutes a troubled debt restructuring (TDR) if the Association, for economic or legal reasons related to the member's financial difficulties, grants a concession to the member that it would not have otherwise considered. The Association had no new TDR loans through the period ending September 30, 2016.

There were no additional commitments to lend additional funds to members whose loans were classified as troubled debts restructured at September 30, 2016.

The following table provides information on outstanding loans restructured in troubled debt restructurings (including accrued interest) as of September 30, 2016:

	Loans Modified as TDRs		TDRs in Nonaccrual Status*	
	September 30, 2016	December 31, 2015	September 30, 2016	December 31, 2015
Long-term farm mortgage	\$ 505	\$ 517	\$ -	\$ -
Farm related business	-	28	-	28
Production and intermediate term	-	7	-	7
Total	<u>\$ 505</u>	<u>\$ 552</u>	<u>\$ -</u>	<u>\$ 35</u>

\*represents the portion of loans modified as TDRs (first two columns) that are in nonaccrual status

The following table provides an age analysis of past due loans (including accrued interest) as of September 30, 2016:

	Past Due		
	30 – 89 Days	≥ 90 Days	Total
Long-term farm mortgage	\$ 853	\$ 95	\$ 948
Farm related business	125	122	247
Production and intermediate term	5,885	208	6,093
Total loans past due	<u>\$ 6,863</u>	<u>\$ 425</u>	<u>\$ 7,288</u>

There were two loans 90 days or more past due and classified as accrual at September 30, 2016. Both loans were production and intermediate term loans with principal and accrued interest totaling \$107 thousand.

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:

	September 30, 2016	December 31, 2015
Long-term farm mortgage		
Acceptable	36.9%	35.8%
OAEM*	2.4%	1.5%
Substandard/doubtful	1.3%	1.3%
	<u>40.6%</u>	<u>38.6%</u>
Country home		
Acceptable	0.4%	0.4%
OAEM*	0.0%	0.1%
Substandard/doubtful	0.0%	0.0%
	<u>0.4%</u>	<u>0.5%</u>
Farm related business		
Acceptable	12.6%	12.1%
OAEM*	0.4%	0.4%
Substandard/doubtful	0.2%	0.3%
	<u>13.2%</u>	<u>12.8%</u>
Production and intermediate term		
Acceptable	42.8%	45.4%
OAEM*	1.7%	1.2%
Substandard/doubtful	1.3%	1.5%
	<u>45.8%</u>	<u>48.1%</u>
Total Loans		
Acceptable	92.7%	93.7%
OAEM*	4.5%	3.2%
Substandard/doubtful	2.8%	3.1%
	<u>100.0%</u>	<u>100.0%</u>

\*Other Assets Especially Mentioned

The following tables present information on impaired loans and related amounts in the Allowance for Loan Losses:

	At September 30, 2016		
	Recorded Investment	Unpaid Principal Balance*	Related Allowance
<b>Impaired Loans with a related allowance for loan losses:</b>			
Long-term farm mortgage	\$ 1,189	\$ 1,825	\$ 55
Farm related business	122	224	22
Production and intermediate term	287	395	47
Total	<u>\$ 1,598</u>	<u>\$ 2,444</u>	<u>\$ 124</u>
<b>Impaired Loans with no related allowance for loan losses:</b>			
Production and intermediate term	\$ -	\$ 343	\$ -
Total	<u>\$ -</u>	<u>\$ 343</u>	<u>\$ -</u>
<b>Total Impaired Loans:</b>			
Long-term farm mortgage	\$ 1,189	\$ 1,825	\$ 55
Farm related business	122	224	22
Production and intermediate term	287	738	47
Total	<u>\$ 1,598</u>	<u>\$ 2,787</u>	<u>\$ 124</u>

	At December 31, 2015		
	Recorded Investment	Unpaid Principal Balance*	Related Allowance
<b>Impaired Loans with a related allowance for loan losses:</b>			
Long-term farm mortgage	\$ 1,282	\$ 1,857	\$ 59
Farm related business	391	842	72
Production and intermediate term	329	774	75
Total	<u>\$ 2,002</u>	<u>\$ 3,473</u>	<u>\$ 206</u>
<b>Impaired Loans with no related allowance for loan losses:</b>			
Production and intermediate term	-	19	-
Total	<u>\$ -</u>	<u>\$ 19</u>	<u>\$ -</u>
<b>Total Impaired Loans:</b>			
Long-term farm mortgage	\$ 1,282	\$ 1,857	\$ 59
Farm related business	391	842	72
Production and intermediate term	329	793	75
Total	<u>\$ 2,002</u>	<u>\$ 3,492</u>	<u>\$ 206</u>

\*Unpaid principal balance represents the borrower's contractual balance of the loan.

The following table presents additional information on impaired loans:

	Three Months Ended			
	September 30, 2016		September 30, 2015	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
<b>Impaired Loans with a related allowance for loan losses:</b>				
Long-term farm mortgage	\$ 1,202	\$ 7	\$ 1,462	\$ 20
Farm related business	135	-	569	9
Production and intermediate term	287	6	369	1
Total	<u>\$ 1,624</u>	<u>\$ 13</u>	<u>\$ 2,400</u>	<u>\$ 30</u>
<b>Impaired Loans with no related allowance for loan losses:</b>				
Long-term farm mortgage	\$ -	\$ -	\$ -	\$ -
Farm related business	-	-	-	-
Production and intermediate term	-	-	28	-
Total	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 28</u>	<u>\$ -</u>
<b>Total Impaired Loans:</b>				
Long-term farm mortgage	\$ 1,202	\$ 7	\$ 1,462	\$ 20
Farm related business	135	-	569	9
Production and intermediate term	287	6	397	1
Total	<u>\$ 1,624</u>	<u>\$ 13</u>	<u>\$ 2,428</u>	<u>\$ 30</u>

	Nine Months Ended			
	September 30, 2016		September 30, 2015	
	Average Impaired Loans	Interest Income Recognized	Average Impaired Loans	Interest Income Recognized
<b>Impaired Loans with a related allowance for loan losses:</b>				
Long-term farm mortgage	\$ 1,233	\$ 20	\$ 1,501	\$ 39
Farm related business	210	161	617	12
Production and intermediate term	351	24	399	1
Total	<u>\$ 1,794</u>	<u>\$ 205</u>	<u>\$ 2,517</u>	<u>\$ 52</u>
<b>Impaired Loans with no related allowance for loan losses:</b>				
Long-term farm mortgage	\$ -	\$ -	\$ -	\$ -
Farm related business	-	-	-	-
Production and intermediate term	1	13	26	-
Total	<u>\$ 1</u>	<u>\$ 13</u>	<u>\$ 26</u>	<u>\$ -</u>
<b>Total Impaired Loans:</b>				
Long-term farm mortgage	\$ 1,233	\$ 20	\$ 1,501	\$ 39
Farm related business	210	161	617	12
Production and intermediate term	352	37	425	1
Total	<u>\$ 1,795</u>	<u>\$ 218</u>	<u>\$ 2,543</u>	<u>\$ 52</u>

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

	Long-term Farm Mortgage	Country Home	Farm Related Business	Production & Intermediate Term	Total
<b>Allowance for Loan Losses:</b>					
Balance at June 30, 2016	\$ 2,464	\$ 10	\$ 294	\$ 2,597	\$ 5,365
Charge-offs	-	-	-	-	-
Recoveries	-	-	-	-	-
Provision for (reversal of provision for) loan losses	300	(1)	(15)	(163)	121
Balance at September 30, 2016	<u>\$ 2,764</u>	<u>\$ 9</u>	<u>\$ 279</u>	<u>\$ 2,434</u>	<u>\$ 5,486</u>
Balance at December 31, 2015	\$ 2,380	\$ 10	\$ 324	\$ 2,409	\$ 5,123
Charge-offs	-	-	1	-	1
Recoveries	-	-	-	10	10
Provision for (reversal of provision for) loan losses	384	(1)	(44)	15	354
Balance at September 30, 2016	<u>\$ 2,764</u>	<u>\$ 9</u>	<u>\$ 279</u>	<u>\$ 2,434</u>	<u>\$ 5,486</u>
Ending Balance: individually evaluated for impairment	\$ 55	\$ -	\$ 22	\$ 47	\$ 124
Ending Balance: collectively evaluated for impairment	<u>2,709</u>	<u>9</u>	<u>257</u>	<u>2,387</u>	<u>5,362</u>
Balance at September 30, 2016	<u>\$ 2,764</u>	<u>\$ 9</u>	<u>\$ 279</u>	<u>\$ 2,434</u>	<u>\$ 5,486</u>
Balance at June 30, 2015	\$ 2,090	\$ 9	\$ 415	\$ 2,177	\$ 4,691
Charge-offs	-	-	-	-	-
Recoveries	-	-	-	-	-
Provision for (reversal of provision for) loan losses	(31)	-	(61)	(52)	(82)
Balance at September 30, 2015	<u>\$ 2,121</u>	<u>\$ 9</u>	<u>\$ 354</u>	<u>\$ 2,125</u>	<u>\$ 4,609</u>
Balance at December 31, 2014	\$ 2,570	\$ 10	\$ 344	\$ 2,359	\$ 5,283
Charge-offs	-	-	-	-	-
Recoveries <sup>2</sup>	-	-	2	2	4
Provision for (reversal of provision for) loan losses	(449)	(1)	8	(236)	(678)
Balance at September 30, 2015	<u>\$ 2,121</u>	<u>\$ 9</u>	<u>\$ 354</u>	<u>\$ 2,125</u>	<u>\$ 4,609</u>
Ending Balance: individually evaluated for impairment	\$ 68	\$ -	\$ 192	\$ 71	\$ 331
Ending Balance: collectively evaluated for impairment	<u>2,053</u>	<u>9</u>	<u>162</u>	<u>2,054</u>	<u>4,278</u>
Balance at September 30, 2015	<u>\$ 2,121</u>	<u>\$ 9</u>	<u>\$ 354</u>	<u>\$ 2,125</u>	<u>\$ 4,609</u>

	Long-term Farm Mortgage	Country Home	Farm Related Business	Production & Intermediate Term	Total
<b>Recorded Investment in Loans Outstanding:</b>					
At September 30, 2016					
Ending Balance for loans collectively evaluated for impairment	\$ 202,646	\$ 1,931	\$ 32,337	\$ 223,558	\$ 460,472
Ending Balance for loans Individually evaluated for impairment	1,190	-	122	287	1,598
Ending Balance at September 30, 2016	<u>\$ 203,835</u>	<u>\$ 1,931</u>	<u>\$ 32,459</u>	<u>\$ 223,845</u>	<u>\$ 462,070</u>
At December 31, 2015					
Ending Balance for loans collectively evaluated for impairment	\$ 187,700	\$ 2,045	\$ 32,295	\$ 224,958	\$ 446,998
Ending Balance for loans individually evaluated for impairment	1,282	-	391	329	2,002
Ending Balance at December 31, 2015	<u>\$ 188,982</u>	<u>\$ 2,045</u>	<u>\$ 32,686</u>	<u>\$ 225,287</u>	<u>\$ 449,000</u>

The methodology for determining the Allowance for Credit Losses takes into consideration potential losses related to unfunded commitments, and as a result, we have established a separate Reserve for Unfunded Commitments, which is included on the Association's balance sheet.

The provision for the Reserve for Unfunded Commitments is part of the Provision for Credit Losses on the income statement. The components of the Provision for Credit Losses are presented in the table below:

	Nine Months Ended September 30,	
	2016	2015
Provision for loan losses	\$ 354	\$ (596)
Provision for unfunded commitments	104	(8)
Total provision for credit losses	<u>\$ 458</u>	<u>\$ (604)</u>

### **NOTE 3 - CAPITAL**

Please see the 2015 Annual Report to Shareholders, particularly Note 7 to the Financial Statements, for a description of the Association's capitalization policies. The Association's requirement for purchased equities (stock and participation certificates) is presently the legal minimum of 2.0% of the loan with a cap of \$1 thousand.

The patronage distribution for 2015 was \$4.862 million and was distributed 100% in cash on March 23, 2016. A patronage distribution program is also in effect for 2016. The amount of the patronage distribution for 2016 will depend on financial results for the year as a whole and is therefore not known with certainty at this time. However, management estimates that the patronage distribution attributable to the first three quarters of 2016 is approximately \$3.817 million. Management believes it is probable that the 2016 patronage distribution will be paid 100% in cash. Therefore, the accompanying financial statements show an interim accrual at the end of the third quarter of 2016 for patronage distribution payable of \$3.817 million. The corresponding interim accrual at the end of the third quarter of 2015 for patronage distribution payable was \$3.569 million (also 100% cash).

The Association's regulatory capital ratios were:

	Value At		Regulatory Minimum
	September 30, 2016	December 31, 2015	
Core surplus ratio	19.1%	19.3%	3.5%
Total surplus ratio	19.1%	19.3%	7.0%
Permanent capital ratio	19.3%	19.6%	7.0%

Additionally, for 2016, the Association has established an internal minimum of 16.0% for the permanent capital ratio and a goal range of 18.5% - 20.5%. The ratio at September 30, 2016, as indicated above, is not indicative of the full year.

#### **NOTE 4 - INCOME TAXES**

Please see the 2015 Annual Report to Shareholders, particularly Note 8 to the Financial Statements, for a description of the Association's deferred tax assets and liabilities and the corresponding valuation allowance. There were no significant changes in the composition or valuation of tax assets/liabilities during the third quarter of 2016.

#### **NOTE 5 - 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 the principal or most advantageous market for the asset or liability. Please see the 2015 Annual Report to Shareholders, particularly Note 2L and Note 11 to the Financial Statements, for a more complete description.

The Association had no assets measured at fair value on a recurring basis at September 30, 2016 or at December 31, 2015.

Assets measured at fair value on a non-recurring basis at September 30, 2016 are summarized below:

<u>Assets:</u>	Fair Value Measurement Using		
	Level 1	Level 2	Level 3
Impaired loans	\$ -	\$ -	\$ 1,496
Total Assets	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 1,496</u>

Assets measured at a fair value on a non-recurring basis at December 31, 2015 are summarized below:

<u>Assets:</u>	Fair Value Measurement Using		
	Level 1	Level 2	Level 3
Impaired loans	\$ -	\$ -	\$ 2,002
Total Assets	<u>\$ -</u>	<u>\$ -</u>	<u>\$ 2,002</u>

There were no liabilities measured at fair value on a recurring or non-recurring basis at September 30, 2016.

As more fully discussed in Note 2L and Note 11 of the 2015 Annual Report to Shareholders, 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. The following represent a brief summary of the valuation techniques used for the Associations' assets.

*Impaired Loans:* For certain loans evaluated for impairment, the fair value is based upon the underlying collateral since the loans were collateral dependent loans. 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 results, these fair value measurements fall within Level 3 of the hierarchy. When the value of the collateral, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established.



Financial assets and financial liabilities measured at carrying amounts and not measured at fair value on the Balance Sheet for each of the fair value hierarchy values are summarized as follows:

	September 30, 2016		December 31, 2015	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
<b>Financial Assets:</b>				
Loans, net	\$ 456,584	\$ 462,648	\$ 443,877	\$ 443,495
Cash	1,846	1,846	4,210	4,210
Investment in CoBank, ACB	17,072	17,072	16,637	16,637
<b>Financial Liabilities:</b>				
Notes payable to CoBank, ACB	\$ 379,097	\$ 379,876	\$ 372,830	\$ 372,789

A description of the methods and assumptions used to estimate the fair value of the Association's financial instruments for which it is practicable to estimate that value follows:

*Loans:* Fair value is estimated by discounting the expected future cash flows using the Association's and/or CoBank's current interest rates at which similar loans would be made to borrowers with similar credit risk. As discount rates are based on the Association's current loan rates as well as management estimates, management has no basis to determine whether the estimated fair values presented would be indicative of assumptions and adjustments that a purchaser of the Association's loans would see in an actual sale, which could be less.

*Cash:* The carrying value is a reasonable estimate of the fair value.

*Note Payable to CoBank, ACB:* The note payable is segregated into pricing pools according to the types and terms of the loans (or other assets) which it funds. Fair value of the note payable is estimated by discounting the anticipated cash flows of each pricing pool using the current rate that would be charged for additional borrowings. For purposes of this estimate it is assumed the cash flow on the note is equal to the principal payments on the Association's loan receivables plus accrued interest on the note payable. This assumption implies that earnings on the Association's interest margin are used to fund operating expenses and capital expenditures.

#### **NOTE 6 - SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through November 3, 2016, which is the date the financial statements were available to be issued. No subsequent events were identified that would require additional disclosures or adjustments to the financial statements.

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250 Commerce Way  
Newport, VT 05855 (mailing)  
Derby, VT 05829 (physical)  
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