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**Third Quarter 2017  
Report to Shareholders**

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**Farm Credit West**

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## Management's Discussion and Analysis

The following commentary is a review of the consolidated financial condition and results of operations of Farm Credit West, ACA and its subsidiaries (Farm Credit West). These comments should be read in conjunction with the unaudited third quarter 2017 consolidated financial statements and related notes included in this report, as well as the 2016 Annual Report to Shareholders. Shareholders may obtain copies of the Quarterly or Annual Report to Shareholders free of charge by calling our corporate headquarters at 916-780-1166, or by writing to Farm Credit West, 3755 Atherton Road, Rocklin, CA 95765, or by accessing our website at [www.farmcreditwest.com](http://www.farmcreditwest.com).

The financial condition and results of operations of CoBank, ACB (CoBank), our funding bank, materially affect the risk associated with shareholder investments in Farm Credit West. Shareholders of Farm Credit West may obtain copies of CoBank's Quarterly or Annual Report to Shareholders free of charge by calling 916-780-1166 or by writing to Farm Credit West, 3755 Atherton Road, CA, 95765, or by accessing CoBank's website at [www.cobank.com](http://www.cobank.com).

### Loan and Lease Volume

Loan and lease volume (net of sold loan and lease participations) was \$9.5 billion at September 30, 2017, a decrease of \$17.2 million since December 31, 2016. The decrease was due to a \$132 million decrease in production and intermediate-term loan volume, a \$63 million decrease in agribusiness loan and a \$10 million decrease in other loan categories, partially offset by a \$188 million increase in real estate loan volume.

In addition to the \$9.5 billion of loan and lease volume reported on our balance sheet at September 30, 2017, we serviced loans and leases totaling \$2.5 billion for other institutions.

### Portfolio Quality

As shown in the following table, our loan quality statistics declined slightly during the first nine months of 2017 due to an increase in substandard loan volume.

	September 30, 2017	December 31, 2016	December 31, 2015
Nonadversely classified	96.0%	96.3%	96.8%
Adversely classified	4.0%	3.7%	3.2%

Due to the strong U.S. dollar, a slowing global economy, and uncertainty in trade decisions, certain industries we finance will be negatively impacted. The tree nut and dairy industries are very dependent on an export market and these issues will potentially cause some stress to these borrowers.

Tree nuts, which include almonds, pistachios, walnuts and pecans, represent the largest commodity concentration in the

Association's loan portfolio. The price of tree nuts has been stable to increasing this year, resulting in virtually all customers remaining profitable. The borrowers in this segment of our loan portfolio are expected to remain profitable for the remainder of 2017.

The Arizona and California dairy industry continues to face economic challenges as a result of global production coupled with existing high inventories of dairy products, other than butter, exceeding current demand.

After five years of drought in California, heavy precipitation, including record snowpack, during the 2016-2017 rain season resulted in the drought designation for California being lifted. However, heavy rainfall delayed or prevented planting in certain areas of our region and led to reduced loan demand. Additionally, there continues to be long term concern regarding water availability and delivery.

The State of California's election results to legalize the production of marijuana has posed economic challenges for Farm Credit West. At the federal level, marijuana remains listed as a Schedule 1 controlled substance under the federal Controlled Substances Act. As a federally chartered entity, Farm Credit West must comply with federal law and, therefore, cannot be associated with marijuana production in any form. This has resulted in a reduction in loan volume as Farm Credit West exits loan relationships with customers who choose to become involved in marijuana cultivation.

During October 2017, Northern California endured a series of wildfires that burned thousands of acres of land and destroyed or damaged many structures. These fires did not have a material impact on Farm Credit West or its customers as most of the fires occurred out of the association's lending territory.

### Nonearning Assets

Nonearning assets (nonaccrual loan volume plus other property owned) totaled \$127.5 million at September 30, 2017, a decrease of \$15.0 million from December 31, 2016. The decrease was primarily due to year-to-date net repayments on nonaccrual loans that totaled \$23.3 million and \$3.7 million in nonaccrual loans transferred to accrual status. These decreases were partially offset by transfers into nonaccrual of \$13.1 million during the year.

During the third quarter of 2017, there was a \$2.7 million nonaccrual loan transferred to other property owned.

## Management's Discussion and Analysis

### Allowance for Loan Losses

Our allowance for loan losses totaled \$65.4 million (0.68% of loan principal and interest) at September 30, 2017, an increase of \$9.8 million since December 31, 2016. The increase is due in part to increasing loss exposure as a result of risk rating downgrades and collateral revaluations on certain loans that resulted in a higher risk profile. The allowance is our best estimate of the amount of probable losses existing in, and inherent in, our loan portfolio as of the balance sheet date. We determine the allowance based on a regular evaluation of the loan portfolio, which generally considers recent historic charge-off experience adjusted for relevant factors. At September 30, 2017, net recoveries totaled \$0.1 million, compared to net charge offs of \$1.3 million during the same period in 2016. Additionally, provision expense of \$9.7 million was recognized in the first nine months of 2017 as compared to \$13.1 million for the same period in 2016.

### Credit Risk Management

To help manage and diversify credit risk, our credit risk management framework includes securitizing loans, obtaining credit guarantees, selling loan participation interests, limiting our "hold" positions to amounts below the legal lending limits, and prudently establishing lending limits at the borrower level based on asset quality. Our loan securitizations include the exchange of mortgage loans for Federal Agricultural Mortgage Corporation (Farmer Mac) guaranteed mortgage-backed securities, which are reported as investment securities on the accompanying consolidated balance sheet.

### Net Income

Net income for the nine months ended September 30, 2017 was \$165.3 million with an annualized rate of return on average assets (ROA) of 2.22%. Net income for the first nine months of 2016 was \$158.9 million with an ROA of 2.23%. Following are the key changes in net income for the same period year-over-year:

- ❖ Net interest income increased by \$5.2 million to \$193 million during the first nine months of 2017 compared to the same period last year. The increase was mainly due to \$7.5 million and \$0.8 million in favorable volume and interest rate variances respectively, offset by \$3.1 million less of nonaccrual interest income recognized. Average earning assets volume for the first nine months of 2017 was \$9.5 billion which was \$354 million higher than the average volume for the first nine months of 2016.
- ❖ Provision for loan losses decreased by \$3.4 million to \$9.7 million during the first nine months of 2017 compared to the same period last year.

- ❖ Total noninterest income increased by \$0.2 million to \$46.9 million during the first nine months of 2017 compared to the same period last year. The increase was primarily due to an increase of \$2.7 million in patronage from CoBank and other Farm Credit associations, partially offset by \$1.4 million less in recoveries on loans charged off prior to the 2015 merger and a \$0.9 million decrease in loan related fees.

Offsetting the positive net income variances noted:

- ❖ Noninterest expense increased by \$2.5 million, or 4%, to \$65.0 million during the first nine months of 2017 from \$62.5 million during the first nine months of 2016. The increase was primarily due to a \$1.5 million increase in salaries and benefits, a \$0.7 million increase in information technology services and a \$0.3 million increase in occupancy and equipment. In addition, there were approximately \$0.6 million in individually nominal increases in other noninterest expense accounts. These increases were partially offset by a \$0.6 million reduction in 2017 Farm Credit Insurance Corporation (FCSIC) premiums during the year.

### Preferred Stock

Our preferred stock program is a means of adding value to the customer relationship. This program enables customers to provide us with capital needed to support our growth and the customer is paid an attractive dividend on their investment. While 500 million shares are authorized for issuance, Farm Credit West maintained an internal issuance limit based on regulatory and capital management considerations of 425 million at September 30, 2017. Effective July 1, 2017, management increased the internal issuance limit from \$400 million to \$425 million. The preferred stock balance at September 30, 2017 was \$418.4 million, an increase of \$34.3 million from December 31, 2016. The per annum dividend rate is 2.00%. The dividend rate has not changed since November, 2011.

### Future Payment Funds

At September 30, 2017, the customer-owned future payment funds increased by \$13.4 million to \$420.9 million compared to \$407.5 million at December 31, 2016. The current economic cycle has enabled many of our customers to maintain high levels of liquid assets. Future payment funds represent voluntary advance conditional payments and are an interest-bearing funding source for the Association. In 2017, we paid interest at an annual rate of 1.00% on these accounts during the first quarter, 1.15% during the second quarter, and 1.25% during the third quarter. Prior to these recent increases, the interest rate on future payment funds had remained unchanged at 1.00% since February, 2009.

## Management's Discussion and Analysis

### New Capital Regulations

On March 10, 2016, the Farm Credit Administration (FCA), our regulator, adopted final rules (the New Capital Regulations) relating to regulatory capital requirements for the Farm Credit System (System) banks and associations. The New Capital Regulations took effect January 1, 2017.

The New Capital Regulations, among other things, replace existing core surplus and total surplus requirements with common equity tier 1 (CET1), tier 1 and total capital risk-based capital ratio requirements. The New Capital Regulations also add a tier 1 leverage ratio for all System institutions, which replaces the existing net collateral ratio for System banks. In addition, the New Capital Regulations establish a capital conservation buffer and a leverage buffer; enhance the sensitivity of risk weightings; and, for System banks only, require additional public disclosures.

The New Capital Regulations set the following minimum risk-based requirements:

- ❖ A CET1 capital ratio of 4.5 percent;
- ❖ A tier 1 capital ratio (CET1 capital plus additional tier 1 capital) of 6 percent; and
- ❖ A total capital ratio (tier 1 plus tier 2) of 8 percent.

The New Capital Regulations also set a minimum tier 1 leverage ratio (tier 1 capital divided by total assets) of 4 percent, of which at least 1.5 percent must consist of unallocated retained earnings (URE) and URE equivalents, which are nonqualified allocated equities with certain characteristics of URE.

The New Capital Regulations establish a capital cushion through a capital conservation buffer of 2.5 percent above the risk based CET1, tier 1 and total capital requirements. In addition, the New Capital Regulations establish a leverage capital cushion through a leverage buffer of 1 percent above the tier 1 leverage ratio requirement. If capital ratios fall below the regulatory minimum plus the buffer, capital distributions (dividend payments and cash patronage payments) and discretionary senior executive bonuses are restricted or prohibited without prior FCA approval. The New Capital Regulations establish a three-year phase-in of the capital conservation buffer beginning January 1, 2017. There is no phase-in of the leverage buffer.

### Amounts of Capital and Capital Adequacy

In the past nine months, total members' equity increased \$193.9 million to \$2.1 billion primarily due to net income of \$165.3 million and an increase in preferred stock of \$34.3 million. These increases were partially offset by preferred stock dividends of \$5.9 million.

As shown in the following table, Farm Credit West has substantially exceeded each regulatory minimum capital requirement for all periods presented.

Type of capital as % of risk-weighted assets	For the quarter ended			Regulatory Minimum including Buffer
	Sept. 30, 2017	Dec. 31, 2016	Dec. 31, 2015	
Common Equity Tier 1	12.94%			7.00%
Tier 1	12.94%			8.50%
Total regulatory capital	13.52%			10.50%
Tier 1 leverage <sup>(1)</sup>	14.03%			5.00%
Minimum URE leverage <sup>(1)</sup>	15.67%			1.50%
Permanent capital <sup>(2)</sup>	17.01%	17.55%	17.54%	7.00%

(1) Ratio is a % of total assets.

(2) Beginning in 2017, the calculation for risk-weighted assets for permanent capital was adjusted to align with the new capital regulations, impacting the comparability to prior period percentages.

### Forward-Looking Information

This discussion contains forward looking statements. These statements are not guarantees of future performance as future operations involve certain risks, uncertainties, and assumptions that are difficult to predict. Words such as "anticipates," "believes," "could," "estimates," "may," "should," or "will" are intended to identify forward-looking statements. These statements are based on management's assumptions and analyses made in light of experience and other historical trends, current conditions, and expected future developments. However, actual results and developments may differ materially from our expectations and predictions due to a number of risks and uncertainties, many of which are beyond our control. Readers are cautioned not to place undue reliance on these forward-looking statements. We will not update any forward-looking statements to reflect events or circumstances arising after they are made.

## Management's Discussion and Analysis

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### Certification

The undersigned certify that this report has been prepared under the oversight of the Farm Credit West Audit Committee, that it is presented 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, and we have reviewed this report.



Joseph C. Airos  
Chairman of the Board of Directors



Mark D. Littlefield  
President and Chief Executive Officer



Jean L. Koenck  
Executive Vice President – Chief Financial Officer

November 6, 2017

# Farm Credit West, ACA

## Consolidated Balance Sheet

<i>(in thousands)</i>	<b>September 30, 2017</b>	December 31, 2016
	<b>(unaudited)</b>	
<b>Assets</b>		
Loans and leases	\$ 9,452,431	\$ 9,469,588
Less: allowance for loan and lease losses	<u>(65,400)</u>	<u>(55,600)</u>
Net loans and leases	<b>9,387,031</b>	9,413,988
Cash	7,067	11,968
Accrued interest receivable	114,110	67,942
Investment securities — available-for-sale	72,654	86,882
Investment securities — held-to-maturity	23,895	27,830
Investment in CoBank	306,058	303,675
Other property owned	5,106	3,483
Premises and equipment, net	42,000	36,578
Other assets	78,090	88,851
<b>Total assets</b>	<b><u>\$ 10,036,011</u></b>	<b><u>\$ 10,041,197</u></b>
<b>Liabilities</b>		
Note payable to CoBank	\$ 7,424,597	\$ 7,544,838
Future payment funds	420,874	407,470
Accrued interest payable	9,282	7,573
Patronage distribution payable	—	79,500
Other liabilities	51,884	66,302
<b>Total liabilities</b>	<b><u>7,906,637</u></b>	<b><u>8,105,683</u></b>
<b>Members' Equity</b>		
Preferred stock	418,421	384,119
Capital stock and participation certificates	5,173	5,200
Unallocated retained earnings	1,575,617	1,416,252
Additional Paid-in-Capital	133,312	133,312
Accumulated other comprehensive loss	(3,149)	(3,369)
<b>Total members' equity</b>	<b><u>2,129,374</u></b>	<b><u>1,935,514</u></b>
<b>Total liabilities and members' equity</b>	<b><u>\$ 10,036,011</u></b>	<b><u>\$ 10,041,197</u></b>

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

Farm Credit West, ACA  
**Consolidated Statement of Comprehensive Income**

<i>(unaudited and in thousands)</i>	For the three months ended September 30		For the nine months ended September 30	
	2017	2016	2017	2016
<b>Interest Income</b>				
Loans and leases	\$ 100,798	\$ 84,463	\$ 284,537	\$ 251,998
Investment securities	1,068	1,162	3,254	3,655
<b>Total interest income</b>	<b>101,866</b>	<b>85,625</b>	<b>287,791</b>	<b>255,653</b>
<b>Interest Expense</b>				
Note payable to CoBank	34,085	23,160	91,187	64,421
Future payment funds	1,378	1,047	3,587	3,367
<b>Total interest expense</b>	<b>35,463</b>	<b>24,207</b>	<b>94,774</b>	<b>67,788</b>
<b>Net interest income</b>	<b>66,403</b>	<b>61,418</b>	<b>193,017</b>	<b>187,865</b>
Provision for loan losses	(4,850)	(4,768)	(9,653)	(13,050)
<b>Net interest income after provision for loan losses</b>	<b>61,553</b>	<b>56,650</b>	<b>183,364</b>	<b>174,815</b>
<b>Noninterest Income</b>				
Patronage income	10,943	10,604	36,770	34,075
Loan and other fees	2,300	2,543	6,515	7,470
Loan servicing income	386	510	1,223	1,659
Other noninterest income	1,271	153	2,371	3,435
<b>Total noninterest income</b>	<b>14,900</b>	<b>13,810</b>	<b>46,879</b>	<b>46,639</b>
<b>Noninterest Expense</b>				
Salaries and employee benefits	11,876	11,539	36,228	34,725
Information technology services	2,338	2,440	7,246	6,553
Occupancy and equipment	1,221	1,160	3,615	3,282
Farm Credit Insurance Fund premiums	2,658	3,181	7,959	8,552
FCA Supervisory and examination expense	471	515	1,619	1,546
Other operating expense	2,804	2,584	8,330	7,966
(Gain) Loss on other property owned, net	(3)	(3)	(19)	(147)
<b>Total noninterest expense</b>	<b>21,365</b>	<b>21,416</b>	<b>64,978</b>	<b>62,477</b>
<b>Income before income taxes</b>	<b>55,088</b>	<b>49,044</b>	<b>165,265</b>	<b>158,977</b>
Benefit from (Provision for) income taxes	109	(3)	40	(83)
<b>Net income</b>	<b>\$ 55,197</b>	<b>\$ 49,041</b>	<b>\$ 165,305</b>	<b>\$ 158,894</b>
<b>Other Comprehensive Income</b>				
Change in unrealized gain on investment securities - available-for-sale	(183)	(272)	(505)	(543)
Change in pension restoration plan unrecognized actuarial loss	241	262	725	786
<b>Total comprehensive income</b>	<b>\$ 55,255</b>	<b>\$ 49,031</b>	<b>\$ 165,525</b>	<b>\$ 159,137</b>

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

Farm Credit West, ACA

**Consolidated Statement of Changes in Members' Equity**

<i>(unaudited and in thousands)</i>	Preferred Stock	Capital Stock and Participation Certificates	Unallocated Retained Earnings	Additional Paid-in Capital	Accumulated Other Comprehensive Income	Total Members' Equity
<b>Balance at December 31, 2015</b>	\$ 350,595	\$ 4,998	\$ 1,297,179	\$ 133,312	\$ (3,281)	\$ 1,782,803
Comprehensive income			158,894		243	159,137
Preferred stock issued	116,535					116,535
Preferred stock retired	(71,975)					(71,975)
Capital stock and participation certificates issued		394				394
Capital stock and participation certificates retired		(246)				(246)
Preferred stock dividends declared and paid	5,503		(5,503)			—
<b>Balance at September 30, 2016</b>	<u>\$ 400,658</u>	<u>\$ 5,146</u>	<u>\$ 1,450,570</u>	<u>\$ 133,312</u>	<u>\$ (3,038)</u>	<u>\$ 1,986,648</u>
<b>Balance at December 31, 2016</b>	\$ 384,119	\$ 5,200	\$ 1,416,252	\$ 133,312	\$ (3,369)	\$ 1,935,514
Comprehensive income			165,305		220	165,525
Preferred stock issued	127,545					127,545
Preferred stock retired	(99,183)					(99,183)
Capital stock and participation certificates issued		248				248
Capital stock and participation certificates retired		(275)				(275)
Preferred stock dividends declared and paid	5,940		(5,940)			—
<b>Balance at September 30, 2017</b>	<u>\$ 418,421</u>	<u>\$ 5,173</u>	<u>\$ 1,575,617</u>	<u>\$ 133,312</u>	<u>\$ (3,149)</u>	<u>\$ 2,129,374</u>

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

## Notes to Consolidated Financial Statements

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### Note 1 – Organization and Operations

A description of the organization and operations of Farm Credit West, ACA and its subsidiaries (Farm Credit West), significant accounting policies followed, and the financial condition and results of operations as of and for the year ended December 31, 2016, are contained in the 2016 Farm Credit West Annual Report to Shareholders. These unaudited third quarter 2017 financial statements should be read in conjunction with the 2016 Annual Report to Shareholders.

The accompanying financial statements contain all adjustments necessary for a fair presentation of the Association's interim financial condition and results of operations. Farm Credit West's accounting and reporting policies conform to accounting principles generally accepted in the United States of America (GAAP) and prevailing practices within the banking industry.

In March 2017, the Financial Accounting Standards Board (FASB) issued guidance entitled "Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Cost." The guidance requires that an employer report the service cost component in the same line item or items as other compensation costs arising from services rendered by the pertinent employees during the period. Other components are required to be presented in the income statement separately from the service cost component and outside a subtotal of income from operations, if one is presented. This guidance 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 but could change the classification of certain items in the results of operations.

In August 2016, the FASB issued guidance entitled "Classification of Certain Cash Receipts and Cash Payments." The guidance addresses specific cash flow issues with the objective of reducing the diversity in the classification of these cash flows. Included in the cash flow issues are debt prepayment or debt extinguishment costs and settlement of zero-coupon debt instruments or other debt instruments with coupon interest rates that are insignificant in relation to the effective interest rate of the borrowing. This guidance 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 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 determine 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 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 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 Association early adopted this guidance in 2015 and the adoption of this guidance did not impact the Association's financial condition or its results of operations.

In May 2014, the FASB issued guidance entitled, "Revenue from Contracts with Customers." The guidance governs revenue recognition from contracts with customers and requires an entity to recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. Financial instruments and other contractual rights within the scope of other guidance issued by the FASB are excluded from the scope of this new revenue recognition guidance. 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 adoption of this guidance is not expected to impact the Association's financial condition or its results of operations.

## Notes to Consolidated Financial Statements

### Note 2 – Loans and Allowance for Loan Losses

A summary of loan principal outstanding follows.

<i>(in thousands)</i>	September 30, 2017	December 31, 2016
Real estate mortgage loans	\$ 5,778,655	\$ 5,590,400
Production and intermediate-term loans	1,691,273	1,823,233
Agribusiness loans	1,526,326	1,589,834
Direct financing leases	213,088	219,904
Rural infrastructure loans	242,989	246,116
Rural residential loans	100	101
Total loans	<u>\$ 9,452,431</u>	<u>\$ 9,469,588</u>

At September 30, 2017, Farm Credit West had \$3.0 billion in unused commitments to extend credit and \$52.3 million in stand by letters of credit.

An analysis of changes in the allowance for loan losses is shown below.

<i>For the nine months ended September 30, (in thousands)</i>	2017	2016
Balance at beginning of year	\$ 55,600	\$ 45,200
Provision for loan losses	9,652	13,050
Charge-offs	(14)	(1,592)
Recoveries	162	342
Balance at September 30,	<u>\$ 65,400</u>	<u>\$ 57,000</u>

Farm Credit West purchases and sells loan participations with other parties in order to diversify risk and manage loan volume. The following tables present information regarding participations purchased and sold. Participations purchased volume includes loan syndications where Farm Credit West is a lending member.

<i>September 30, 2017 (in thousands)</i>	Participations Purchased		
	Farm Credit Institutions	Non-Farm Credit Institutions	Total
Real estate mortgage	\$ 470,125	\$ 5,896	\$ 476,021
Production and intermediate-term	—	6,378	6,378
Agribusiness	698,852	112,504	811,356
Rural infrastructure	242,988	—	242,988
Total participations purchased	<u>\$ 1,411,965</u>	<u>\$ 124,778</u>	<u>\$ 1,536,743</u>

<i>September 30, 2017 (in thousands)</i>	Participations Sold		
	Farm Credit Institutions	Non-Farm Credit Institutions	Total
Real estate mortgage	\$ 1,258,169	\$ 2,098	\$ 1,260,267
Production and intermediate-term	499,751	—	499,751
Agribusiness	226,010	—	226,010
Direct financing leases	215,449	—	215,449
Total participations sold	<u>\$ 2,199,379</u>	<u>\$ 2,098</u>	<u>\$ 2,201,477</u>

The following table presents allowance information concerning impaired loans. Impaired loans include nonaccrual loans, accruing restructured loans and loans past due 90 days or more and still accruing interest.

<i>(in thousands)</i>	Sept. 30, 2017	December 31, 2016
Impaired loans with related allowance	\$ 60,814	\$ 60,340
Impaired loans with no related allowance	61,902	93,532
Total impaired loans	<u>\$ 122,716</u>	<u>\$ 153,872</u>
Allowance on impaired loans	<u>\$ 20,288</u>	<u>\$ 17,580</u>

The following table presents average impaired loans and interest income recognized on impaired loans.

<i>For the nine months ended September 30, (in thousands)</i>	2017	2016
Average impaired loans	<u>\$ 144,256</u>	<u>\$ 141,032</u>
Interest income recognized on impaired loans	<u>\$ 2,578</u>	<u>\$ 5,675</u>

A restructuring of a loan constitutes a troubled debt restructuring (TDR) 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. During the first nine months of 2017, one loan restructuring was deemed a TDR. The pre and post modification outstanding recorded investment on this agribusiness TDR was \$0.1 million.

There were no TDRs that occurred within the previous 12 months respectively, for which there was a subsequent payment default during the nine months ended September 30, 2017 or at December 31, 2016.

## Notes to Consolidated Financial Statements

TDRs outstanding at September 30, 2017 totaled \$4.1 million, all of which were in nonaccrual status. At December 31, 2016, TDRs outstanding totaled \$19.4 million, of which \$4.8 million were in nonaccrual status.

Additional commitments to lend to borrowers whose loans have been modified in a TDR were less than \$0.1 million at September 30, 2017 and at December 31, 2016.

The following tables provide an age analysis of past due loans including interest.

<i>Principal and interest September 30, 2017 (in thousands)</i>	Not Past Due or Less Than 30 Days Past Due	Total Past Due	Total Loans
Real estate mortgage	\$ 5,825,590	\$ 39,378	\$ 5,864,968
Production and intermediate-term	1,674,304	32,385	1,706,689
Agribusiness	1,524,967	11,465	1,536,432
Direct financing leases	212,993	96	213,089
Rural infrastructure	243,557	—	243,557
Rural residential real estate	100	—	100
<b>Total loans</b>	<b>\$ 9,481,511</b>	<b>\$ 83,324</b>	<b>\$ 9,564,835</b>

<i>Principal and interest September 30, 2017 (in thousands)</i>	30-89 Days Past Due	90 Days or More Past Due	Total Past Due
Real estate mortgage	\$ 1,872	\$ 37,506	\$ 39,378
Production and intermediate-term	11,212	21,173	32,385
Agribusiness	4,867	6,598	11,465
Direct financing leases	81	15	96
<b>Total loans</b>	<b>\$ 18,032</b>	<b>\$ 65,292</b>	<b>\$ 83,324</b>

<i>Principal and interest December 31, 2016 (in thousands)</i>	Not Past Due or Less Than 30 Days Past Due	Total Past Due	Total Loans
Real estate mortgage	\$ 5,586,735	\$ 50,069	\$ 5,636,804
Production and intermediate-term	1,812,493	21,955	1,834,448
Agribusiness	1,588,214	9,156	1,597,370
Direct financing leases	216,690	3,214	219,904
Rural infrastructure	246,420	—	246,420
Rural residential real estate	101	—	101
<b>Total loans</b>	<b>\$ 9,450,653</b>	<b>\$ 84,394</b>	<b>\$ 9,535,047</b>

<i>Principal and interest December 31, 2016 (in thousands)</i>	30-89 Days Past Due	90 Days or More Past Due	Total Past Due
Real estate mortgage	\$ 8,222	\$ 41,847	\$ 50,069
Production and intermediate-term	3,519	18,436	21,955
Agribusiness	1,881	7,275	9,156
Direct financing leases	3,180	34	3,214
<b>Total loans</b>	<b>\$ 16,802</b>	<b>\$ 67,592</b>	<b>\$ 84,394</b>

### Note 3 – Investment Securities

The following is a summary of Farmer Mac agricultural mortgage-backed securities held by Farm Credit West.

<i>(dollars in thousands)</i>	Mortgage-Backed Securities — Available-for-Sale				
	Amortized Cost	Gross Unrealized Gains	Losses	Fair Value	Weighted Average Yield
<b>September 30, 2017</b>	<b>\$ 71,555</b>	<b>\$ 1,099</b>	<b>\$ —</b>	<b>\$ 72,654</b>	<b>4.50%</b>
December 31, 2016	85,278	1,604	—	86,882	4.07%

<i>(dollars in thousands)</i>	Mortgage-Backed Securities — Held-to-Maturity				
	Amortized Cost	Gross Unrealized Gains	Losses	Fair Value	Weighted Average Yield
<b>September 30, 2017</b>	<b>\$ 23,895</b>	<b>\$ 378</b>	<b>\$ —</b>	<b>\$ 24,273</b>	<b>4.30%</b>
December 31, 2016	27,830	535	—	28,365	3.81%

Substantially all mortgage-backed securities have contractual maturities in excess of ten years. However, expected and actual maturities for mortgage-backed securities will typically be shorter than contractual maturity due to scheduled and unscheduled payment activity affecting the loans underlying such securities.

None of Farm Credit West's investment securities are in an unrealized loss position at September 30, 2017. Accordingly, no investment security impairment has been recorded.

### Note 4 – Members' Equity Preferred Stock

Farm Credit West is authorized to issue 500 million shares of class H preferred stock but had an internal issuance limit set at 425 million shares at September 30, 2017. Purchases may be made by individuals or entities that hold, at the time of their purchase of preferred stock, legal title to, or beneficial interest in, shares of any class of Farm Credit West common stock or participation certificates. Preferred stock is unprotected and "at-risk." Retirement of preferred stock upon the holder's request is at the sole discretion of the

## Notes to Consolidated Financial Statements

Board, or by Farm Credit West's president when consistent with authority delegated by the Board.

The preferred stock dividend rate is a per annum rate which is subject to change each calendar month. For any particular month, the dividend rate shall not exceed 8% nor be less than the federal funds rate. The preferred stock dividend rate was 2.00% during the nine months of 2017 and for the full year in 2016.

### Common Stock

Farm Credit West issues the following classes of common stock: class C common stock, class F participation certificates, and under certain circumstances, nonvoting class A common stock. Such equities are unprotected and "at-risk." At-risk equities can only be retired: 1) with the express approval of the Farm Credit West Board of Directors, and only if the capitalization requirements described below have been met; or 2) by Farm Credit West's president when consistent with authority delegated by the Board. At September 30, 2017, the required common investment was \$1 thousand per voting stockholder. Customers with multiple loans satisfy their equity ownership requirement with a single \$1 thousand cash investment.

At September 30, 2017, Farm Credit West had 913,797 shares of class C capital stock at a par value of \$5 per share compared to 923,218 shares at December 31, 2016. At September 30, 2017 119,867 shares of class F capital stock were outstanding at a part value of \$5 per share as compared to 115,669 at December 31, 2016.

### Capital Adequacy

On March 10, 2016, the FCA Board approved a final rule to modify the regulatory capital requirements for System Banks and Associations. The final rule replaces existing core surplus and total surplus requirements with common equity tier 1, tier 1 and total capital risk-based capital ratio requirements. The final rule also replaces the existing net collateral ratio for banks with a tier 1 leverage ratio that will be required for both Banks and associations. The permanent capital ratio continues to remain in effect with the final rule. The effective date of the new capital requirements was January 1, 2017.

Beginning in 2017, and in accordance with the effective date of the new capital requirements, Farm Credit West proceeded to replace the total and core surplus ratios with the new regulatory required ratios.

As shown in the following table, Farm Credit West has substantially exceeded each regulatory minimum capital requirement for all periods presented.

Type of capital as % of risk-weighted assets	For the quarter ended			Regulatory Minimum including Buffer
	Sept. 30, 2017	Dec. 31, 2016	Dec. 31, 2015	
Common Equity Tier 1	12.94%			7.00%
Tier 1	12.94%			8.50%
Total regulatory capital	13.52%			10.50%
Tier 1 leverage <sup>(1)</sup>	14.03%			5.00%
Minimum URE leverage <sup>(1)</sup>	15.67%			1.50%
Permanent capital <sup>(2)</sup>	17.01%	17.55%	17.54%	7.00%

(1) Ratio is a % of total assets.

(2) Beginning in 2017, the calculation for risk-weighted assets for permanent capital was adjusted to align with the new capital regulations, impacting the comparability to prior period percentages.

### Accumulated Other Comprehensive Loss

The following tables present the activity in the accumulated other comprehensive loss, net of tax, by component.

(in thousands)	Unrealized Gains on Investments Available for Sale	Unrecognized Cost in Pension and Other Plans	Accumulated Other Comprehensive Gain (Loss)
	Balance at December 31, 2016	\$ 1,604	\$ (4,973)
Other comprehensive income (loss) before reclassifications	(505)	725	220
Net current period comprehensive income	(505)	725	220
Balance at September 30, 2017	\$ 1,099	\$ (4,248)	\$ (3,149)

  

(in thousands)	Unrealized Gains on Investments Available for Sale	Unrecognized Cost in Pension and Other Plans	Accumulated Other Comprehensive Gain (Loss)
	Balance at December 31, 2015	\$ 2,292	\$ (5,573)
Other comprehensive income (loss) before reclassifications	(543)	786	243
Net current period comprehensive income	(543)	786	243
Balance at September 30, 2016	\$ 1,749	\$ (4,787)	\$ (3,038)

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### Note 5 – Fair Value Measurements

FASB 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. For additional information, see Note 2 to the 2016 Annual Report to Shareholders – Summary of Significant Accounting Policies.

Assets measured at fair value on a recurring basis are summarized below. There were no other assets and no liabilities measured at fair value on a recurring basis for the periods presented.

<i>(in thousands)</i>	Fair Value Measurement Using			Total
	Level 1	Level 2	Level 3	Fair Value
Assets:				
Assets held in trusts for nonqualified benefit plans				
<b>September 30, 2017</b>	<b>\$ 1,476</b>			<b>\$ 1,476</b>
December 31, 2016	\$ 3,239			\$ 3,239
Investment securities – available-for-sale				
<b>September 30, 2017</b>			<b>\$ 72,654</b>	<b>\$ 72,654</b>
December 31, 2016			\$ 86,882	\$ 86,882

The tables below represent a reconciliation of Farm Credit West's investment securities – available-for-sale measured at fair value on a recurring basis.

<i>(in thousands)</i>	Fair Value Measurement Using Significant Unobservable Inputs (Level 3)	
	Investment securities – available-for-sale	
	2017	2016
Balance at June 30,	<b>\$ 76,990</b>	\$ 92,420
Unrealized (losses) gains included in other comprehensive (loss) income	<b>(183)</b>	(272)
Settlements	<b>(4,153)</b>	(3,507)
Balance at September 30,	<b>\$ 72,654</b>	\$ 88,641

<i>(in thousands)</i>	Fair Value Measurement Using Significant Unobservable Inputs (Level 3)	
	Investment securities – available-for-sale	
	2017	2016
Balance at beginning of year	<b>\$ 86,882</b>	\$ 103,292
Unrealized (losses) gains included in other comprehensive (loss) income	<b>(505)</b>	(543)
Settlements	<b>(13,723)</b>	(14,108)
Balance at September 30,	<b>\$ 72,654</b>	\$ 88,641

Assets measured at fair value on a non-recurring basis are summarized in the following table. There were no other assets and no liabilities measured at fair value on a non-recurring basis for the periods presented.

<i>(in thousands)</i>	Fair Value	Total	Total
	Measurement Using Significant Unobservable Inputs (Level 3)	Fair Value	(Losses)/Gains Incurred During the Year
Assets:			
Nonaccrual loans, net of related specific allowance			
<b>September 30, 2017</b>	<b>\$ 40,526</b>	<b>\$ 40,526</b>	<b>\$ (2,655)</b>
December 31, 2016	42,759	42,759	(11,720)
Other property owned, appraised value			
<b>September 30, 2017</b>	<b>\$ 6,253</b>	<b>\$ 6,253</b>	<b>\$ 11</b>
December 31, 2016	4,280	4,280	218

## Notes to Consolidated Financial Statements

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### Valuation Techniques

As more fully discussed in Note 2 to the 2016 Annual Report to Shareholders, the FASB established 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 represents a brief summary of the valuation technique used by Farm Credit West for assets and liabilities subject to fair value measurement. For a more complete description, see Notes to the 2016 Annual Report to Shareholders.

**Assets held in Trust:** Assets held in trust for nonqualified benefit plans are related to supplemental retirement plans and are generally classified under Level 1 and 2. These trust assets held by Farm Credit West include cash, money market funds and mutual funds that have quoted market prices in an active market and are therefore classified within Level 1.

**Investment Securities:** Where quoted prices are available in an active market, available-for-sale securities would be classified as Level 1. If quoted prices are not available in an active market, the fair value of securities are estimated using pricing models, quoted prices for similar securities received from pricing services or discounted cash flows. Generally, these securities would be classified as Level 2. This would include certain mortgage-backed and asset-backed securities. Where there is limited activity or less transparency around inputs to the valuation, the securities are classified as Level 3. Securities classified as Level 3 include Farm Credit West's mortgage-backed securities issued by the Federal Agricultural Mortgage Corporation.

Farm Credit West's held-to-maturity investment securities are carried at amortized cost and, as such, are not included here.

**Loans Evaluated for Impairment:** For nonaccrual loans evaluated for impairment under FASB impairment guidance, the fair value was based on the underlying real estate collateral for collateral-dependent loans. At September 30, 2017, substantially all of the Association's impaired loans that are recorded at fair value are secured by real estate. The fair value measurement process uses appraisals performed by independent licensed appraisers 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, certain of 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 and loans are reported at fair value.

**Other Property Owned:** The process for measuring the fair value of other property owned involves the use of appraisals or other market-based information. Costs to sell represent transaction costs and are not included as a component of the asset's fair value.

### Note 6 – Income Taxes

Farm Credit West, ACA conducts its business activities through its wholly-owned subsidiaries. Long-term mortgage lending activities are conducted through the wholly-owned Farm Credit West, FLCA and Southwest, FLCA subsidiaries which are exempt from federal and state income tax. Short- and intermediate-term lending activities are conducted through the wholly-owned Farm Credit West, PCA subsidiary and Southwest, PCA subsidiary. As with the PCA subsidiaries, the Farm Credit West, ACA and Southwest, ACA holding companies are subject to income tax. Farm Credit West operates as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, Farm Credit West can exclude from taxable income amounts distributed as qualified patronage dividends in the form of cash, stock, or allocated retained earnings. Provisions for income taxes are made only on those taxable earnings that will not be distributed as qualified patronage dividends.

### Note 7 – Subsequent Events

The Association has evaluated subsequent events through November 6, 2017, which is the date the financial statements were issued. No subsequent event items met the criteria for disclosure.