

2010  
ANNUAL REPORT  
CHISHOLM TRAIL FARM CREDIT, ACA

## Five-Year Summary of Selected Consolidated Financial Data

(Dollars in Thousands)

	December 31				
	2010	2009	2008	2007	2006
<b>Statement of Condition Data</b>					
Loans	\$ 225,533	\$ 210,779	\$ 205,723	\$ 184,229	\$ 168,277
Less allowance for loan losses	976	913	763	688	643
Net loans	224,557	209,866	204,960	183,541	167,634
Investment in U.S. AgBank, FCB	10,432	10,432	10,432	10,432	10,432
Other property owned	326	-	-	-	-
Other assets	5,870	5,016	5,741	7,167	7,377
<b>Total assets</b>	<b>\$ 241,185</b>	<b>\$ 225,314</b>	<b>\$ 221,133</b>	<b>\$ 201,140</b>	<b>\$ 185,443</b>
Obligations with maturities of one year or less	\$ 6,037	\$ 3,528	\$ 6,060	\$ 6,271	\$ 5,760
Obligations with maturities longer than one year	197,381	185,977	180,253	161,655	147,809
<b>Total liabilities</b>	<b>203,418</b>	<b>189,505</b>	<b>186,313</b>	<b>167,926</b>	<b>153,569</b>
Capital stock (at-risk)	775	753	732	693	796
Unallocated retained earnings	36,992	35,055	34,087	32,520	31,078
Accumulated other comprehensive income	-	1	1	1	-
<b>Total shareholders' equity</b>	<b>37,767</b>	<b>35,809</b>	<b>34,820</b>	<b>33,214</b>	<b>31,874</b>
<b>Total liabilities and shareholders' equity</b>	<b>\$ 241,185</b>	<b>\$ 225,314</b>	<b>\$ 221,133</b>	<b>\$ 201,140</b>	<b>\$ 185,443</b>
<b>For the Year Ended December 31</b>					
	2010	2009	2008	2007	2006
<b>Statement of Income Data</b>					
Net interest income	\$ 6,539	\$ 5,655	\$ 5,027	\$ 4,943	\$ 4,651
Patronage distribution from U.S. AgBank, FCB	289	135	892	1,264	1,223
Provision for loan losses/(Loan loss reversal)	160	1,142	(129)	736	131
Noninterest expense, net	3,601	3,673	3,759	3,273	3,334
Provision for/(Benefit from) income taxes	127	8	56	158	(26)
<b>Net income</b>	<b>\$ 2,940</b>	<b>\$ 967</b>	<b>\$ 2,233</b>	<b>\$ 2,040</b>	<b>\$ 2,435</b>
<b>Key Financial Ratios</b>					
<b>For the Year</b>					
Return on average assets	1.26%	0.45%	1.04%	1.07%	1.35%
Return on average shareholders' equity	7.82%	2.72%	6.48%	6.17%	7.87%
Net interest income as a percentage of average earning assets	3.01%	2.80%	2.54%	2.86%	2.97%
Net charge-offs/(recoveries) as a percentage of average net loans	0.04%	0.49%	(0.10%)	0.40%	(0.01%)
<b>At Year End</b>					
Shareholders' equity as a percentage of total assets	15.66%	15.89%	15.75%	16.51%	17.19%
Debt as a ratio to shareholders' equity	5.39:1	5.29:1	5.35:1	5.06:1	4.82:1
Allowance for loan losses as a percentage of loans	0.43%	0.43%	0.37%	0.37%	0.38%
Permanent capital ratio	13.61%	13.87%	13.59%	14.82%	15.12%
Total surplus ratio	13.29%	13.53%	13.26%	14.48%	14.68%
Core surplus ratio	11.46%	11.19%	10.86%	11.21%	11.53%
<b>Net Income Distribution</b>					
Cash patronage distributions paid	\$ 3	\$ 671	\$ 597	\$ 544	\$ 385
Cash patronage declared	\$ 1,000	\$ -	\$ 672	\$ 603	\$ 549

# MANAGEMENT'S DISCUSSION AND ANALYSIS

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## **INTRODUCTION**

The following discussion summarizes the financial position and results of operations of Chisholm Trail Farm Credit, ACA for the year ended December 31, 2010. 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. You should read these comments along with the accompanying financial statements, footnotes and other sections of this report. The accompanying 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.chisholmtrailfc.com](http://www.chisholmtrailfc.com), or upon request. We are located at 805 Chisholm Trail, Enid, Oklahoma 73701 or may be contacted by calling (800) 251-3722.

## **BUSINESS OVERVIEW**

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

We are one of approximately 90 associations in the Farm Credit System (System), which was created by Congress in 1916 and has served agricultural producers for over 90 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 north central, central and south central Oklahoma. The counties in our territory are listed in Note 1 of the accompanying 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. 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.

We obtain the funding for our lending and operations from U.S. AgBank, FCB (AgBank). AgBank is a cooperative of which we are a member. AgBank, its related associations, and AgVantis, Inc. (AgVantis) are referred to as the District. We are materially affected by AgBank's financial condition and results of operations. The AgBank and AgBank District quarterly and annual reports are available free of charge by accessing AgBank's website, [www.usagbank.com](http://www.usagbank.com), or may be obtained at no charge by contacting us at 805 Chisholm Trail, Enid, Oklahoma 73701 or calling (800) 251-3722. Annual reports are available within 75 days after year end and quarterly reports are available within 40 days after the calendar quarter end.

In November of 2010, the AgBank Board of Directors voted to pursue a merger with CoBank, another Farm Credit System Bank. The proposed merger is targeted to be effective on October 1, 2011. The Association does not expect there to be any material negative impact to its operations as a result of the merger.

We purchase technology and other operational services from AgVantis, which is a technology service corporation. Our current Services Agreement with AgVantis expires on December 31, 2011. We are a shareholder in AgVantis, along with all other AgVantis customers. Farm Credit Foundations, a human resource service provider for a number of Farm Credit institutions, provides our payroll and human resource services.

## **ECONOMIC OVERVIEW**

For many years, agriculture experienced a sustained period of favorable economic conditions due to strong commodity prices, rising land values, and, to a lesser extent, government support and multi-peril insurance programs. Because of this overall prosperity, our financial results were positively impacted. Production agriculture, however, is a cyclical business that is heavily influenced by commodity prices. In the past 2 ½ years, conditions in the general economy and agricultural economy have been less favorable with the recent instability in the global markets and volatility in production costs. Particularly affected has been dairy, fed cattle, and ethanol operations. The negative impact to us from these less favorable conditions is somewhat lessened by the generally strong financial condition of our agricultural borrowers. Some borrowers who are reliant on off-farm income sources have also been more adversely impacted due to the weakened general economy.

Adequate wheat pasture, combined with favorable cattle prices, resulted in profits for our stocker cattle operators. Average to above-average wheat yields also benefited our wheat producers. The average wheat crop for the state in 2010 was 33 bushels per acre, which is a 67% increase from the 2009 wheat harvest. Cattle prices remained strong in 2010. Low corn prices helped the cost of gain, which resulted in higher profits. Recent corn price increases will curb some of the profits as cost of gains increase. Favorable feeder prices combined with adequate gains have resulted in increased profits. Hay production has been average to above-average in our service area. Hay supplies are expected to be higher than a year ago, with the increase in wheat, grass, and alfalfa hay. Hay prices have remained stable with last year's prices and are expected to remain steady. Energy prices continue to be a concern for the territory and state. Fuel and fertilizer costs increased during the first quarter of 2010, but stabilized in the latter part of the year. Mineral leases stabilized. Non-farm income is expected to be consistent with 2009 levels for most of our customer base. Short-term interest rates have been relatively stable during 2010. Long-term interest rates have remained historically low. The number of land sales, both auctions and private treaty, declined from a year ago. This decrease in demand could lead to some price deterioration. To this point the decline in sales has only translated into a more stable price range, and a halt in the dramatic price increases experienced in the previous three years. The better agricultural production properties seem to be holding up better than less productive or recreational land. There are fewer investors competing for land.

## **LOAN PORTFOLIO**

Total loan volume was \$225.5 million at December 31, 2010, an increase of \$14.7 million, or 7.0%, from loans at December 31, 2009 of \$210.8 million, and an increase of \$19.8 million, or 9.6%, from loans at December 31, 2008 of \$205.7 million. The increase in loans was due primarily to new loan volume as a result of concentrated marketing efforts. The types of loans outstanding at December 31 are reflected in the following table.

<i>(dollars in thousands)</i>	2010		2009		2008	
	Volume	Percent	Volume	Percent	Volume	Percent
Real estate mortgage loans	\$ 129,301	57.4%	\$ 116,597	55.3%	\$ 115,749	56.3%
Production and intermediate-term loans	93,613	41.5%	90,885	43.1%	86,203	41.9%
Agribusiness loans to:						
Cooperatives	59	–	85	–	110	–
Processing and marketing	1,344	0.6%	1,708	0.8%	3,513	1.7%
Farm related business	288	0.1%	353	0.2%	148	0.1%
Rural residential real estate loans	928	0.4%	1,151	0.6%	–	–
<b>Total</b>	<b>\$ 225,533</b>	<b>100.0%</b>	<b>\$ 210,779</b>	<b>100.0%</b>	<b>\$ 205,723</b>	<b>100.0%</b>

Real estate mortgage volume increased to \$129.3 million, compared with \$116.6 million at year-end 2009, primarily due to marketing efforts to grow the long-term portfolio. 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 production and intermediate-term volume increased 3.0% to \$93.6 million compared with 2009 loan volume of \$90.9 million, primarily due to new lending and increased volume from higher priced stocker cattle purchases. Production loans are used to finance the ongoing operating needs of agricultural producers. Production loans 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.

### **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 participations purchased and sold, geographic locations served and commodities financed, as illustrated in the following three tables.

We purchase participation interests in loans from other 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>	2010	2009	2008
Participations purchased	\$ 13,031	\$ 11,602	\$ 18,664
Participations sold	\$ 20,863	\$ 12,052	\$ 12,997

The volume of participations sold increased primarily due to one new production and intermediate-term and four new real estate mortgage sold interests.

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 county at December 31 follows. As previously mentioned we purchase loans outside our territory, which are included in Other in the following table.

	2010	2009	2008
Alfalfa	2.1%	1.9%	1.7%
Blaine	4.7%	4.8%	5.2%
Caddo	4.5%	4.9%	3.6%
Canadian	3.0%	3.2%	2.9%
Carter	2.4%	3.0%	3.0%
Cleveland	0.3%	0.4%	0.5%
Comanche	0.7%	0.7%	0.6%
Cotton	1.9%	2.0%	2.0%
Garfield	4.5%	4.9%	4.9%
Garvin	5.6%	4.9%	4.2%
Grady	10.3%	8.8%	8.3%
Grant	4.1%	3.7%	3.8%
Jefferson	12.6%	13.0%	13.5%
Kingfisher	3.2%	3.2%	3.6%
Love	0.9%	0.8%	0.7%
Major	0.6%	0.5%	0.5%
McClain	3.0%	3.3%	4.5%
Murray	0.5%	0.6%	0.7%
Okfuskee	1.3%	1.7%	1.2%
Pontotoc	6.1%	6.4%	4.0%
Pottawatomie	1.6%	1.8%	1.8%
Seminole	1.1%	1.1%	1.2%
Stephens	4.3%	4.4%	4.6%
Other	20.7%	20.0%	23.0%
Total	100.0%	100.0%	100.0%

We have entered into either formal or informal agreements with most of the associations in the states of Oklahoma, Colorado, Kansas and New Mexico. These agreements eliminate territorial restrictions and allow associations to

make loans in any other association's territory regardless of a borrower's place of residence, location of operations, location of loan security or location of a headquarters.

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		
	2010	2009	2008
Cattle/Livestock	85.6%	81.9%	81.4%
General crops	11.5%	11.9%	9.4%
Dairy	0.8%	1.1%	1.2%
Wheat	0.4%	2.4%	2.7%
Other	1.7%	2.7%	5.3%
Total	100.0%	100.0%	100.0%

Our loan portfolio contains a concentration of cattle/livestock and general crop producers. 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 loan volume at December 31, 2010, approximately 89% consists of borrowers with income not solely from agricultural sources, a decrease from 92% for 2009, and 90% for 2008.

The principal balance outstanding at December 31, 2010 for loans less than \$250 thousand accounted for 32.4% of loan volume and 82.2% of the number of loans. Credit risk on small loans, in many instances, may be reduced by non-farm income sources. The table below details loan principal by dollar size at December 31.

(dollars in thousands)	2010		2009		2008	
	Amount outstanding	Number of loans	Amount outstanding	Number of loans	Amount outstanding	Number of loans
\$1 - \$250	\$ 72,989	996	\$ 69,986	976	\$ 68,050	975
\$251 - \$500	39,663	114	41,692	118	41,304	116
\$501 - \$1,000	42,851	61	36,352	51	38,159	53
\$1,001 - \$5,000	70,030	40	62,749	37	58,210	34
Total	\$ 225,533	1,211	\$ 210,779	1,182	\$ 205,723	1,178

Approximately 17% of our loan volume is attributable to ten 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 \$150 thousand at year-end 2010, \$151 thousand at year-end 2009 and \$153 thousand at year-end 2008 were outstanding.

### **Credit Commitments**

We may participate in financial instruments with off-balance-sheet risk to satisfy the financing needs of our borrowers and to manage our 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 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 and letters of credit 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, 2010.

<i>(dollars in thousands)</i>	Less than 1 year	1 – 3 years	3 – 5 years	Over 5 years	Total
Commitments to extend credit	\$ 38,179	\$ 18,091	\$ 680	\$ 5,900	\$ 62,850
Standby letters of credit	90	85	46	–	221
Commercial letters of credit	9	11	–	–	20
Total commitments	\$ 38,278	\$ 18,187	\$ 726	\$ 5,900	\$ 63,091

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. No material losses are anticipated as a result of these credit commitments.

### 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>	2010	2009	2008
Nonaccrual loans:			
Real estate mortgage	\$ 1,256	\$ 438	\$ –
Production and intermediate-term	61	104	1,906
Total nonaccrual loans	1,317	542	1,906
Other property owned	326	–	–
Total high risk assets	\$ 1,643	\$ 542	\$ 1,906
Nonaccrual loans to total loans	0.58%	0.26%	0.93%
High risk assets to total loans	0.73%	0.26%	0.93%
High risk assets to total shareholders' equity	4.35%	1.51%	5.47%

We had no loans classified as restructured or 90 days past due still accruing interest for the years presented.

Total high risk assets increased \$1.1 million to \$1.6 million at December 31, 2010 compared with year-end 2009. 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 the deterioration 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 increased \$775 thousand compared with December 31, 2009 due to the transfer of loans to nonaccrual status. Two of these loans are real estate mortgage loans and account for approximately 89% of total volume. These borrowers were adversely affected by the economy and were unable to keep their loans current. The following table provides additional information on nonaccrual loans as of December 31.

<i>(dollars in thousands)</i>	2010	2009	2008
Nonaccrual loans current as to principal and interest	\$ –	\$ –	\$ 1,832

For the years presented, we had no cash basis nonaccrual loans and no restructured loans in nonaccrual status.

Other property owned is real or personal property that has been acquired through foreclosure, deed in lieu of foreclosure or other means. We had other property owned of \$326 thousand at December 31, 2010. The property is comprised of 117 acres of land that was acquired at a sheriff's sale during the third quarter of 2010. We had no other property owned at December 31, 2009 or 2008.

High risk asset volume is anticipated to increase in the future. Higher priced input costs along with commodity price volatility is expected to adversely affect some of our borrowers' profitability.

**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. Below 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.

	2010	2009	2008
Acceptable	96.01%	95.31%	98.00%
OAEM	2.75%	3.35%	0.95%
Substandard	1.24%	1.34%	1.05%
Total	100.00%	100.00%	100.00%

During 2010, overall credit quality improved. Loans classified as Acceptable and OAEM were 98.76% at December 31, 2010 and 98.66% at December 31, 2009. We had no loans classified as Doubtful or Loss for any of the three years presented. With our borrowers' generally strong financial positions and the continued emphasis on sound underwriting standards, the credit quality of our loan portfolio remains strong. 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. While credit quality is anticipated to remain sound in 2011, we expect that the less favorable economic conditions and less government support programs may lead to weakening in the loan portfolio. Loan delinquencies (accruing loans 30 days or more past due) as a percentage of accruing loans decreased and remained at a low level of 0.1% at December 31, 2010, compared with 0.3% at December 31, 2009.

**Allowance for Loan Losses**

We maintain an allowance for loan losses at a level consistent with the probable losses 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.

<i>(dollars in thousands)</i>	2010	2009	2008
Balance at beginning of year	\$ 913	\$ 763	\$ 688
Charge-offs:			
Real estate mortgage	124	288	–
Production and intermediate-term	6	828	–
Total charge-offs	\$ 130	\$1,116	\$ –
Recoveries:			
Real estate mortgage	1	-	-
Production and intermediate-term	32	124	204
Total recoveries	\$ 33	\$ 124	\$ 204
Net charge-offs/(recoveries)	\$ 97	\$ 992	\$ (204)
Provision for loan losses/(Loan loss reversal)	160	1,142	(129)
Balance at December 31	\$ 976	\$ 913	\$ 763
Net charge-offs/(recoveries) to average net loans	0.04%	0.49%	(0.10%)

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

<i>(dollars in thousands)</i>	2010	2009	2008
Real estate mortgage	\$ 35	\$ 109	\$ 102
Production and intermediate-term	926	767	638
Agribusiness	13	35	23
Rural residential real estate	2	2	—
<b>Total</b>	<b>\$ 976</b>	<b>\$ 913</b>	<b>\$ 763</b>

The allowance for loan losses increased \$63 thousand from December 31, 2009, to \$976 thousand at December 31, 2010. The increase in allowance for loan losses was primarily due to the provision for loan losses totaling \$160 thousand that was recorded as a result of net charge-offs of \$97 thousand. Charge-offs consisted primarily of a charge-off recorded on a real estate mortgage loan that was subsequently transferred to other property owned. 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.

	2010	2009	2008
Allowance as a percentage of:			
Loans	0.43%	0.43%	0.37%
Impaired loans	74.11%	168.45%	40.03%

Allowance as a percentage of impaired loans was impacted by the increase in nonaccrual volume at December 31, 2010 compared to December 31, 2009.

#### **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. Our mission is to meet the credit needs of young, beginning and small farmers and ranchers to the fullest extent of their credit worthiness. The FCA regulatory definitions for YBS farmers and ranchers are shown below.

- 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 2007 USDA Agricultural Census, which is the most current data available. Due to FCA regulatory definitions, a loan may be included in multiple categories as each would be included in each category in which the definition was met. 2010 percentages include YBS loans in our territory while percentages reported for 2009 and 2008 include YBS loans in our total portfolio.

	USDA	2010	2009	2008
Young	31.17%	13.9%	16.4%	17.2%
Beginning	31.06%	20.6%	22.8%	22.3%
Small	30.46%	61.0%	66.6%	65.3%

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.

During 2010, we supported through both financial assistance and attendance, a number of marketing and outreach programs such as scholarships, seminars, livestock shows, and speech contests, along with other activities and educational opportunities directed toward YBS farmers and ranchers.

Quarterly reports are provided to our Board of Directors detailing the number and volume of our YBS customers. We have developed quantitative targets to monitor our progress. Results for 2010, which include loan volume and loan number goals for YBS farmers and ranchers in our territory, are presented in the following table.

<i>(dollars in thousands)</i>	<b>Young</b>	<b>Beginning</b>	<b>Small</b>
Loan Volume			
2010 Goal	\$ 25,500	\$ 36,000	\$ 83,500
2010 Actual	\$ 28,916	\$ 40,615	\$ 94,028
Number of Loans			
2010 Goal	162	225	710
2010 Actual	168	250	739

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 existing loan underwriting standards, which are broad enough to allow sufficient flexibility to support YBS applicants, along with tools such as co-signers, guarantees, and joint loans.

### **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 25% of our permanent capital. Through lending delegations, AgBank restricts individual loan size limits to one borrower to 15% of our permanent capital; exceptions must be reported to AgBank. Within these parameters, we set our own lending limits to manage loan concentration risk. Lending limits have been established for individual loan size, commodity type, special lending programs and participation lending.

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 also typically secured. 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 which 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. 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. The PDs and LGDs are utilized in loan and portfolio management processes and are partially utilized for the allowance for loan losses estimate. This Model also serves as the basis for economic capital modeling.

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 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 2010, we recorded net income of \$2.9 million, compared with \$967 thousand in 2009, and \$2.2 million in 2008. Return on average assets increased to 1.26% from 0.45% in 2009, and return on average shareholders' equity increased to 7.82% from 2.72% in 2009. The increase in net income and these ratios was primarily due to an increase in net interest income as a result of higher loan volume, a decrease in the provision for loan losses, AgBank patronage of \$289 in 2010 compared to \$135 in 2009, and a Farm Credit Insurance Fund distribution of \$210 in 2010. The following table presents the changes in the significant components of net income from the previous year.

<i>(dollars in thousands)</i>	<b>2010 vs. 2009</b>	2009 vs. 2008
Net income, prior year	<b>\$ 967</b>	\$ 2,233
Increase/(Decrease) from changes in:		
Interest income	<b>1,014</b>	(1,318)
Interest expense	<b>(130)</b>	1,946
Net interest income	<b>884</b>	628
Provision for loan losses	<b>982</b>	(1,271)
Noninterest income	<b>341</b>	(776)
Noninterest expense	<b>(115)</b>	105
Provision for income taxes	<b>(119)</b>	48
Total increase/(decrease) in net income	<b>1,973</b>	(1,266)
Net income, current year	<b>\$ 2,940</b>	\$ 967

### ***Net Interest Income***

Net interest income for 2010 was \$6.5 million compared with \$5.7 million for 2009 and \$5.0 million for 2008. 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 additional loan volume in 2010 and an increase in interest rate spread. The table below provides an analysis of the individual components of the change in net interest income during 2010 and 2009.

<i>(dollars in thousands)</i>	<b>2010 vs. 2009</b>	2009 vs. 2008
Net interest income, prior year	<b>\$ 5,655</b>	\$ 5,027
Increase/(Decrease) in net interest income from changes in:		
Interest rates earned	<b>174</b>	(1,631)
Interest rates paid	<b>249</b>	2,002
Volume of interest-bearing assets and liabilities	<b>461</b>	133
Interest income on nonaccrual loans	<b>–</b>	124
Increase in net interest income	<b>884</b>	628
Net interest income, current year	<b>\$ 6,539</b>	\$ 5,655

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

	For the Year Ended December 31		
	2010	2009	2008
Net interest margin	3.01%	2.80%	2.54%
Interest rate on:			
Average loan volume	5.38%	5.30%	6.06%
Average debt	2.68%	2.82%	3.95%
Interest rate spread	2.70%	2.48%	2.11%

The increase in interest rate spread resulted from an 8 basis point increase in interest rates on average loan volume and a 14 basis point decrease in interest rates on average debt. The increase in net interest margin in addition to the change in spread was impacted by earnings on our own capital. The spread was negatively impacted by an increase charged by AgBank of 10 basis points effective July 1, 2009 and another 10 basis points effective January 1, 2010 through September 30, 2010. During 2010, there was a shift in the loan portfolio to administered variable rate products and fixed rate products from prime rate products by borrowers. Prime rate products typically do not have as high a spread as variable rate products.

#### **Provision for Loan Losses/(Loan Loss Reversals)**

We monitor our loan portfolio on a regular basis to determine if any increase through provision for loan losses or decrease through a loan loss reversal in our allowance for loan losses is warranted based on our assessment of the probable losses in our loan portfolio. We recorded net provision for loan losses of \$160 thousand in 2010, compared with provision for loan losses of \$1.1 million in 2009 and a loan loss reversal of \$129 thousand in 2008. The provision for loan losses recorded during 2010 was primarily due to a charge-off on a loan subsequently transferred to other property owned. The provision for loan losses recorded in 2009 was primarily due to charge-offs on two nonaccrual loans. The loan loss reversal recorded in 2008 was primarily due to a recovery recorded as a result of a substantial paydown of a large nonaccrual loan, a reduction in the exposure at default of the loan portfolio, and an overall improvement in the risk profile.

#### **Noninterest Income**

During 2010, we recorded noninterest income of \$567 thousand, compared with \$226 thousand in 2009 and \$1.0 million in 2008. Patronage distributions from AgBank are our primary source of noninterest income. Beginning in 2009, patronage from AgBank was determined annually instead of quarterly and, except for certain priority patronage, paid after the end of the year. As a result, our patronage income increased in 2010, compared with 2009 where only priority patronage was paid. Patronage received was \$289 thousand in 2010, \$135 thousand in 2009, and \$892 thousand in 2008. AgBank patronage was paid in cash. During 2010, we received from Farm Credit System Insurance Company (FCSIC) a distribution of \$210 thousand representing our allocated portion of the excess amount in the System's insurance fund above the 2% secure base amount. As a result, our noninterest income increased compared with 2009. Noninterest income also includes loan fees, financially related services income and other noninterest income.

#### **Noninterest Expense**

Noninterest expense for 2010 increased \$115 thousand, or 3.1%, to \$3.9 million compared with 2009. Noninterest expense for each of the three years ended December 31 is summarized below:

(dollars in thousands)	Percent of Change				
	2010	2009	2008	2010/2009	2009/2008
Salaries & employee benefits	\$ 2,353	\$ 2,078	\$ 2,146	13.2%	(3.2%)
Occupancy & equipment	216	213	214	1.4%	(0.5%)
Purchased services from AgVantis	323	285	268	13.3%	6.3%
Supervisory & examination costs	89	82	77	8.5%	6.5%
Other	788	733	853	7.5%	(14.1%)
Total operating expense	3,769	3,391	3,558	11.2%	(4.7%)
Losses on other property owned	7	—	—	—	—
Farm Credit Insurance Fund premium	103	373	311	(72.4%)	19.9%
Total noninterest expense	\$ 3,879	\$ 3,764	\$ 3,869	3.1%	(2.7%)

For the year ended December 31, 2010, total operating expense increased \$378 thousand, or 11.1%, compared with the year ended December 31, 2009, due to a number of factors. Salaries and employee benefits expense increased as a result of an increase in the long-term bonus accrual, normal merit increases, severance for one employee, and an increase in employee benefits. Purchased services from AgVantis increased in 2010. Other expense increased as a result of the purchase of a new vehicle in 2010 and the cost of outside information technology services. Insurance Fund premium decreased \$270 thousand to \$103 thousand due to a decrease in the premium rate offset by an increase in volume. As of July 1, 2008, the Farm Credit System Insurance Corporation began charging premiums based on debt rather than loan volume. Rates were decreased to 5 basis points during 2010 compared with 20 basis points during 2009. Premium rates were 15 basis points on average loan volume during the first six months of 2008. During the last six months of 2008 premiums were charged on average debt at 15 basis points for the third quarter and 18 basis points for the fourth quarter.

#### ***Provision for income taxes/Benefit from income taxes***

We recorded \$127 thousand in provision for income taxes during 2010, compared with \$8 thousand in 2009 and \$56 thousand in 2008. 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. A patronage was declared in 2010 while no patronage was declared in 2009. Taxable income in 2010 consisted of earnings in excess of the patronage declared, which resulted in an additional provision for income taxes. Taxable income in 2009 was adversely affected by charge-offs recorded. See Note 9 for additional details.

#### **LIQUIDITY**

Liquidity is necessary to meet our financial obligations. Liquidity is needed to pay our note with AgBank, 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 AgBank, cash on hand and 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 AgBank. Our note payable to AgBank is collateralized by a pledge to AgBank 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). The GFA is subject to renewal at its expiration date of April 30, 2012 in accordance with normal business practices. We expect renewal of the GFA after the expiration date. The annual average principal balance of the note payable to AgBank was \$190.1 million in 2010, \$175.1 million in 2009 and \$171.6 million in 2008.

We plan to continue to fund lending operations through the utilization of our borrowing relationship with AgBank, retained earnings from current and prior years and from borrower stock investments. AgBank'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 have experienced significant volatility in 2008 and 2009, 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 AgBank which allows for loans to be match-funded. Borrowings from AgBank match the pricing, maturity, and option characteristics of our loans to borrowers. AgBank manages interest rate risk through the direct loan pricing and their asset/liability management processes. Although AgBank 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 funds with AgBank at a fixed rate as a part of AgBank's Earnings Stabilization Management Program (ESMP). This enables us to stabilize earnings without significantly increasing our overall interest rate risk position.

Our ESMP commitment balance and the average interest rate as of December 31 in the various maturities are reflected below:

<i>(dollars in thousands)</i>	2010		2009		2008	
	Balance	Average Rate	Balance	Average Rate	Balance	Average Rate
Maturing in 1 year or less	\$ 200	2.34%	\$ 900	1.39%	\$ –	–
Maturing in 1 to 3 years	–	–	200	2.26%	–	–
Total	\$ 200	2.34%	\$ 1,100	1.55%	\$ –	–

### **Funds Management**

We offer variable, fixed and LIBOR-based rate loans to borrowers. Our Board of Directors has delegated to the Asset/Liability Committee the authority to determine the interest rate charged based on the following factors: 1) the interest rate charged by AgBank; 2) our existing rates and spreads; 3) the competitive rate environment; and 4) our profitability objectives.

### **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, 2010 totaled \$37.8 million, compared with \$35.8 million at December 31, 2009 and \$34.8 million at December 31, 2008. Our capital position is reflected in the following ratio comparisons.

	2010	2009	2008
Debt to shareholders' equity	<b>5.39:1</b>	5.29:1	5.35:1
Shareholders' equity as a percent of net loans	<b>16.82%</b>	17.06%	16.99%
Shareholders' equity as a percent of total assets	<b>15.66%</b>	15.89%	15.75%

### **Retained Earnings**

Our retained earnings increased \$1.9 million to \$37.0 million at December 31, 2010 from \$35.1 million at December 31, 2009. The increase was a result of net income of \$2.9 million, partially offset by \$1.0 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, this includes 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 \$3 thousand in 2010, \$671 thousand in 2009 and \$597 thousand in 2008. No patronage was declared to be paid in 2010. Cash patronage paid in 2010 was the reissuance of lost checks for past years.

### **Stock**

Our total stock increased \$22 thousand to \$775 thousand at December 31, 2010, from \$753 thousand at December 31, 2009. 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 note amount(s) of each borrower's loan(s). For those borrowers who own loan level stock, the stock investment is the lesser of \$1,000 or 2% of the amount of the loan.

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

Certain employees participate in a non-qualified Defined Benefit Pension Restoration Plan (Plan). FASB 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.

### **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.

FCA regulations establish minimum capital standards expressed as a ratio of capital to assets, taking into account relative risk factors for all System institutions. In general, the regulations provide for a relative risk weighting of assets and establish a minimum ratio of permanent capital, total surplus and core surplus to risk-weighted assets. Our capital ratios as of December 31 and the FCA minimum requirements follow.

	Regulatory Minimum	2010	2009	2008
Permanent capital ratio	7.00%	<b>13.61%</b>	13.87%	13.59%
Total surplus ratio	7.00%	<b>13.29%</b>	13.53%	13.26%
Core surplus ratio	3.50%	<b>11.46%</b>	11.19%	10.86%

As of December 31, 2010, we exceeded the regulatory minimum capital ratios and are expected to do so throughout 2011. However, 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, 2010, we have met our goals. Due to our strong capital position, we will continue to be able to retire at-risk stock.

### **REGULATORY MATTERS**

As of December 31, 2010, we had no enforcement actions in effect and FCA took no enforcement actions on us during the year.

The Farm Credit Administration is considering the promulgation of Tier 1 and Tier 2 capital standards for Farm Credit System institutions. The Tier 1/Tier 2 capital structure would be similar to the capital tiers delineated in the Basel Accord that the other Federal financial regulatory agencies have adopted for the banking organizations they regulate. Comments on the advance notice of proposed rulemaking are due in May 2011.

On June 16, 2008, the Farm Credit Administration published a proposed rule in the Federal Register that would authorize Banks, Associations or service corporations to invest in rural communities, i.e., communities that have fewer than 50,000 residents and are outside of an urbanized area, under certain conditions. The proposed rule would authorize two types of rural community investments: (1) investment in debt securities that would involve projects or programs that benefit the public in rural communities, and (2) equity investment in venture capital funds, which funds create economic opportunities and jobs in rural communities by providing capital to small or start-up businesses. Under the proposed rule, these investments would be limited to 150% of the institution's total surplus. The comment period closed August 15, 2008. A date for final action on the rule has not been determined.

### **GOVERNANCE**

#### **Board of Directors**

We are governed by an eight member board that provides direction and oversees our management. Of these directors, seven are elected by the shareholders and one is 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 three members. During 2010, 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; and,
- 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.

### **Executive Committee**

The Executive Committee is responsible for reviewing and approving loans which exceed the CEO's delegated lending authority and all new participation loans. The Committee is composed of three members.

### **Credit Review Committee**

The Credit Review Committee is responsible for reviewing, upon written request from a borrower who has received notice of a decision to deny an application for restructuring a distressed loan, those adverse decisions which are eligible for review per policy. The Committee is composed of three members.

### **Compensation Committee**

The Compensation Committee is responsible for the oversight of employee and director compensation. The Compensation Committee is composed of three members. The Committee annually reviews, evaluates, and approves the compensation policies, programs and plans for senior officers and employees including benefits programs.

### **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.

## **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, 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 determination of the allowance for loan losses follows.

#### ***Allowance for Loan Losses***

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. We determine the allowance for loan losses based on a regular evaluation of the loan portfolio, which generally considers recent historic 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 and projected 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 financial statements of Chisholm Trail Farm Credit, ACA are prepared by management, who is responsible for their integrity and objectivity, including amounts that must necessarily be based on judgments and estimates. The 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 2010 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 assets are safeguarded and transactions are properly authorized and recorded. To monitor compliance, the Association contracts with an outside auditor to audit the accounting records, review accounting systems and internal controls, and recommend improvements as appropriate. The financial statements are examined by PricewaterhouseCoopers LLP, independent auditors, who also conduct a review of internal controls to the extent necessary to comply with auditing standards generally accepted in the United States of America. 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 Chisholm Trail Farm Credit, ACA Annual Report has been reviewed, 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.

**Paul D. Heath**  
Chairman of the Board

**Butch McComas**  
President and Chief Executive Officer

**Terry L. Turnbow**  
Chief Financial Officer

March 16, 2011



## **AUDIT COMMITTEE REPORT**

The Audit Committee (Committee) includes three members from the Board of Directors of Chisholm Trail Farm Credit, ACA (Association). In 2010, 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 2010.

The fees for professional services rendered for the Association by its independent auditor, PwC, during 2010 were \$12,621 for audit services and \$6,100 for tax services.

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 financial statements for the year ended December 31, 2010 (the "Audited Financial Statements") with management. The Committee also receives from PwC the matters required to be discussed by Statement on Auditing Standards No. 114 (The Auditor's Communication with Those Charged with Governance). 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, 2010.

Lonnie Sellers, Chairman of the Audit Committee

### Audit Committee Members

Larry Cochran  
Verl M. Daugherty

March 16, 2011

## Consolidated Statement of Condition

(Dollars in Thousands)

	December 31		
	2010	2009	2008
<b>ASSETS</b>			
Loans	\$ 225,533	\$ 210,779	\$ 205,723
Less allowance for loan losses	976	913	763
Net loans	224,557	209,866	204,960
Cash	1,159	600	1,629
Accrued interest receivable	3,651	3,337	3,012
Investment in U.S. AgBank, FCB	10,432	10,432	10,432
Premises and equipment, net	460	452	536
Other property owned	326	-	-
Prepaid benefit expense	370	429	381
Deferred tax asset	14	12	9
Other assets	216	186	174
<b>Total assets</b>	<b>\$ 241,185</b>	<b>\$ 225,314</b>	<b>\$ 221,133</b>
<b>LIABILITIES</b>			
Note payable to U.S. AgBank, FCB	\$ 195,969	\$ 184,565	\$ 177,949
Advance conditional payments	3,620	2,358	4,316
Accrued interest payable	1,412	1,412	2,304
Patronage distributions payable	1,000	-	672
Accrued benefits liability	230	237	232
Other liabilities	1,187	933	840
<b>Total liabilities</b>	<b>203,418</b>	189,505	186,313
<b>Commitments and Contingencies (See Note 13)</b>			
<b>SHAREHOLDERS' EQUITY</b>			
Capital stock	775	753	732
Unallocated retained earnings	36,992	35,055	34,087
Accumulated other comprehensive income	-	1	1
<b>Total shareholders' equity</b>	<b>37,767</b>	35,809	34,820
<b>Total liabilities and shareholders' equity</b>	<b>\$ 241,185</b>	<b>\$ 225,314</b>	<b>\$ 221,133</b>

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

## Consolidated Statement of Income

(Dollars in Thousands)

	For the Year Ended December 31		
	2010	2009	2008
<b>INTEREST INCOME</b>			
Loans	\$ 11,702	\$ 10,688	\$ 12,006
<b>Total interest income</b>	<b>11,702</b>	<b>10,688</b>	<b>12,006</b>
<b>INTEREST EXPENSE</b>			
Note payable to U.S. AgBank, FCB	5,156	5,025	6,862
Other	7	8	117
<b>Total interest expense</b>	<b>5,163</b>	<b>5,033</b>	<b>6,979</b>
Net interest income	6,539	5,655	5,027
Provision for loan losses/(Loan loss reversal)	160	1,142	(129)
Net interest income after provision for loan losses/(loan loss reversal)	6,379	4,513	5,156
<b>NONINTEREST INCOME</b>			
Financially related services income	16	21	18
Loan fees	25	27	18
Patronage distribution from U.S. AgBank, FCB	289	135	892
Farm Credit Insurance Fund distribution	210	-	-
Other noninterest income	27	43	74
<b>Total noninterest income</b>	<b>567</b>	<b>226</b>	<b>1,002</b>
<b>NONINTEREST EXPENSE</b>			
Salaries and employee benefits	2,353	2,078	2,146
Occupancy and equipment	216	213	214
Purchased services from AgVantis, Inc.	323	285	268
Losses on other property owned, net	7	-	-
Farm Credit Insurance Fund premium	103	373	311
Supervisory and examination costs	89	82	77
Other noninterest expense	788	733	853
<b>Total noninterest expense</b>	<b>3,879</b>	<b>3,764</b>	<b>3,869</b>
Income before income taxes	3,067	975	2,289
Provision for income taxes	127	8	56
<b>Net income</b>	<b>\$ 2,940</b>	<b>\$ 967</b>	<b>\$ 2,233</b>

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

## Consolidated Statement of Changes in Shareholders' Equity

(Dollars in Thousands)

	Capital Stock	Unallocated Retained Earnings	Accumulated Other Comprehensive Income	Total Shareholders' Equity
<b>Balance at December 31, 2007</b>	\$ 693	\$ 32,520	\$ 1	\$ 33,214
Net income		2,233		2,233
Stock issued	178			178
Stock retired	(139)			(139)
Patronage distributions:				
Cash		(672)		(672)
Other		6		6
<b>Balance at December 31, 2008</b>	732	34,087	1	34,820
Net income		967		967
Stock issued	100			100
Stock retired	(79)			(79)
Patronage distributions: Other		1		1
<b>Balance at December 31, 2009</b>	753	35,055	1	35,809
Comprehensive Income				
Net income		2,940		
Change in retirement obligation			(1)	
Total comprehensive income				2,939
Stock issued	71			71
Stock retired	(49)			(49)
Patronage Distributions:				
Cash		(1,000)		(1,000)
Other		(3)		(3)
<b>Balance at December 31, 2010</b>	<b>\$ 775</b>	<b>\$ 36,992</b>	<b>\$ -</b>	<b>\$ 37,767</b>

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

## Consolidated Statement of Cash Flows

(Dollars in Thousands)

	<b>For the Year Ended December 31</b>		
	<b>2010</b>	<b>2009</b>	<b>2008</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>			
Net income	\$ 2,940	\$ 967	\$ 2,233
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation	131	117	138
Provision for loan losses/(Loan loss reversal)	160	1,142	(129)
Gains on sales of premises and equipment	(15)	(26)	(35)
Change in assets and liabilities:			
(Increase)/Decrease in deferred tax asset	(2)	(3)	3
(Increase)/Decrease in accrued interest receivable	(314)	(325)	1,812
Decrease/(Increase) in prepaid benefit expense	59	(48)	(70)
(Increase)/Decrease in other assets	(30)	(12)	62
Decrease in accrued interest payable	-	(892)	(1,114)
(Decrease)/Increase in accrued benefits liability	(8)	5	(37)
Increase in other liabilities	254	93	59
Total adjustments	235	51	689
Net cash provided by operating activities	3,175	1,018	2,922
<b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>			
Increase in loans, net	(15,177)	(6,048)	(21,290)
Expenditures for premises and equipment, net	(124)	(7)	(242)
Net cash used in investing activities	(15,301)	(6,055)	(21,532)
<b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>			
Net draw on note payable to U.S. AgBank, FCB	11,404	6,616	19,712
Increase/(Decrease) in advance conditional payments	1,262	(1,958)	(302)
Capital stock retired	(49)	(79)	(139)
Capital stock issued	71	100	178
Cash patronage distributions paid	(3)	(671)	(597)
Net cash provided by financing activities	12,685	4,008	18,852
Net increase/(decrease) in cash	559	(1,029)	242
Cash at beginning of year	600	1,629	1,387
Cash at end of year	\$ 1,159	\$ 600	\$ 1,629
<b>SUPPLEMENTAL CASH INFORMATION:</b>			
Cash paid/(received) during the year for:			
Interest	\$ 5,163	\$ 5,925	\$ 8,093
Income taxes	\$ 3	\$ 68	\$ (37)
<b>SUPPLEMENTAL SCHEDULE OF NON-CASH INVESTING AND FINANCING ACTIVITIES:</b>			
Loans transferred to other property owned	\$ 326	\$ -	\$ -
Net charge-offs/(recoveries)	\$ 97	\$ 992	\$ (204)
Patronage distributions payable	\$ 1,000	\$ -	\$ 672
Change in accumulated other comprehensive income	\$ (1)	\$ -	\$ -

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

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Dollars in Thousands, Except as Noted)

## **NOTE 1 – ORGANIZATION AND OPERATIONS**

- A. Organization: Chisholm Trail Farm Credit, ACA and its subsidiaries, Chisholm Trail Farm Credit, FLCA, (Federal Land Credit Association (FLCA)) and Chisholm Trail Farm Credit, 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 Alfalfa, Blaine, Caddo, Canadian, Carter, Cleveland, Comanche, Cotton, Garfield, Garvin, Grady, Grant, Jefferson, Kingfisher, Love, Major, McClain, Murray, Okfuskee, Pontotoc, Pottawatomie, Seminole and Stephens 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, 2010, the System was comprised of four Farm Credit Banks, one Agricultural Credit Bank and approximately 90 associations.

U.S. AgBank, FCB (AgBank), its related associations and AgVantis, Inc. (AgVantis) are collectively referred to as the District. AgBank provides the majority of 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 AgBank and certain associations. On December 31, 2010, the District consisted of AgBank, 24 Agricultural Credit Association (ACA) parent companies, which each have two wholly owned subsidiaries, (a FLCA and a PCA), two FLCAs and AgVantis.

In November of 2010, the U.S. AgBank Board of Directors voted to pursue a merger with CoBank, another Farm Credit System Bank. The proposed merger is targeted to be effective on October 1, 2011. The Association does not expect there to be any material negative impact to its operations as a result of the merger.

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). By law, 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 in providing 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 Associations, into the Insurance Fund based on its annual average outstanding insured debt adjusted to reflect the reduced risk on loans or investments guaranteed by federal or state governments until the assets in the Insurance Fund reach the “secure base amount,” which is defined in the Farm Credit Act as 2.0 percent of the aggregate Insured Debt or such other percentage of the Insured Debt as the Insurance Corporation, in 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 percent 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. AgBank passes this premium expense through to each Association based on the Association's average adjusted note payable with AgBank.

- B. Operations: The Farm Credit Act sets forth the types of authorized lending activity, persons eligible to borrow, and financial services which can be provided 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 offers credit life insurance. The Association's financial condition may be impacted by factors affecting AgBank. Certain District expenses are allocated to the Associations. Disclosure of certain accounting policies related to these costs is included in the U.S. AgBank District Annual Report to Shareholders (District's Annual Report). The District's Annual Report is available free of charge on AgBank's website, [www.usagbank.com](http://www.usagbank.com); or may be obtained at no charge by contacting the Association at 805 Chisholm Trail, Enid, Oklahoma 73701 or calling (800) 251-3722. Upon request, Association shareholders will be provided with a copy of the District's Annual Report, which includes the combined financial statements of AgBank and its related Associations, and AgVantis. The District's Annual Report discusses the material aspects of the District's financial condition, changes in financial condition, and results of operations. In addition, the District's Annual Report identifies favorable and unfavorable trends, significant events, uncertainties and the impact of activities by the Insurance Corporation.

The lending and financial services offered by AgBank are described in Note 1 of AgBank's Annual Report.

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

The accounting and reporting policies of the Association conform to accounting principles generally accepted in the United States of America (GAAP) and prevailing practices within the banking industry. The preparation of financial statements in conformity with GAAP requires Association management to make estimates and assumptions that affect the amounts reported in the consolidated financial statements and accompanying notes. Actual results may differ from these estimates. Significant estimates are discussed in these footnotes as applicable.

The consolidated financial statements include the accounts of Chisholm Trail Farm Credit, PCA and Chisholm Trail Farm Credit, FLCA. All significant inter-company transactions have been eliminated in consolidation. Recently issued or adopted accounting pronouncements follow.

In July 2010, the Financial Accounting Standards Board (FASB) issued guidance on "Disclosures about the Credit Quality of Financing Receivables and the Allowance for Credit Losses," which is intended to provide additional information to assist financial statement users in assessing an entity's credit risk exposures and evaluating the adequacy of the allowance for credit losses. Existing disclosures are amended to include additional disclosures of financing receivables on a disaggregated basis (by portfolio segment and class of financing receivable) including among others, a rollforward schedule of the allowance for credit losses from the beginning of the reporting period to the end of the period on a portfolio segment basis, with the ending balance further disaggregated on the basis of the method of impairment (individually or collectively evaluated). The guidance also calls for new disclosures including but not limited to credit quality indicators at the end of the reporting period by class of financing receivables, the aging of past due financing receivables, nature and extent of financing receivables modified as troubled debt restructurings by class and the effect on the allowance for credit losses. For non-public entities, all disclosures are effective for interim and annual reporting periods ending after December 15, 2011. The adoption of this Standard will not have an impact on the Association's financial condition or results of operations.

In January 2010, the FASB issued guidance on "Fair Value Measurements and Disclosures," which is to improve disclosures about fair value measurement by increasing transparency in financial reporting. The changes will provide a greater level of disaggregated information and more robust disclosures of valuation techniques and inputs to fair value measurement. The new disclosures and clarification of existing disclosures were effective for interim and annual reporting periods beginning after December 15, 2009, except for the disclosures about purchases, sales, issuances and settlements in the rollforward of activity in Level 3 fair value measurements. Those disclosures were effective for fiscal years beginning after December 15, 2010, and for interim periods within those fiscal years. The adoption of this Standard had no impact on the Association's financial condition and results of operations but resulted in expanded disclosures.

In June 2009, the FASB issued guidance on "Accounting for Transfers of Financial Assets," which amends previous guidance by improving the relevance, representational faithfulness, and comparability of the information that a reporting entity provides in its financial statements about a transfer of financial assets; the effects of a transfer on its financial position, financial performance, and cash flows; and a transferor's continuing involvement, if any, in transferred financial assets. This guidance was effective as of the beginning of each reporting entity's first annual reporting period that begins after November 15, 2009, for interim periods within that first annual reporting period and for interim and annual reporting periods thereafter. Earlier application was prohibited. This Statement must be applied to transfers occurring on or after the effective date. System institutions reviewed their loan participation agreements to ensure that participations would meet the requirements for sales treatment and not be required to be consolidated. The impact of adoption on January 1, 2010 was immaterial to the Association's financial condition and results of operations.

Below is a summary of our 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.

Impaired loans are loans for which it is probable that all principal and interest will not 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 in full or otherwise discharged.

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. 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.

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 collectibility 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, prior charge-offs have been recovered in full, the ability of the borrower to fulfill the contractual repayment terms is fully expected and the loan is not classified Doubtful or Loss under the Uniform Classification System (UCS).

The Association uses a two-dimensional loan rating model based on an 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. 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 the institution's 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 security 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. Accordingly, actual circumstances could vary significantly from the Association's expectations and predictions of those circumstances. Management considers the following 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.

A specific allowance may be established for impaired loans under GAAP. Impairment of these loans is measured by the present value of expected future cash flows discounted at the loan's effective interest rate or, as practically expedient, by the loan's observable market price, or fair value of the collateral, if the loan is collateral dependent.

- B. Cash: Cash, as included in the consolidated financial statements, represents cash on hand and on deposit at financial institutions.
- C. Investment in AgBank: The Association's investment in AgBank is in the form of Class A Stock. The minimum required investment in AgBank is 5.00 percent of average direct loan volume, net of excess investment. The required investment will be adjusted on a quarterly basis to reflect changes in direct loan volume. The required investment may consist of AgBank surplus attributed to the Association, patronage based stock and purchased stock.
- 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. Gains and losses on dispositions are reflected in current operating results. Maintenance and repairs are charged to operating expense and improvements above certain thresholds are capitalized.
- E. Other Property Owned: Other property owned, consisting of real and personal property acquired through foreclosure or deed in lieu of foreclosure, is recorded at fair value less estimated selling costs upon acquisition. Any initial reduction in the carrying amount of a loan to the fair value of the collateral received is charged to the allowance for loan losses. On at least an annual basis, revised estimates to the fair value less cost to sell are reported as adjustments to the carrying amount of the asset, provided that such adjusted value is not in excess of the carrying amount at acquisition. Income and expenses from operations and carrying value adjustments are included in losses on other property owned, net in the Consolidated Statement of Income.
- F. Other Assets and Other Liabilities: Other assets are comprised primarily of accounts receivable, prepaid expenses, and investment in Farm Credit institutions. Significant components of other liabilities primarily include accounts payable and employee benefits.
- G. 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 advanced conditional payments are netted against the borrower's related loan balance. Unrestricted advanced conditional payments are included in other interest bearing liabilities. Restricted advanced conditional payments are primarily associated with mortgage loans, while non-restricted 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.
- H. 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. Detailed financial information for the Pension Plan may be found in the District's Annual Report.

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.

- I. Patronage Distribution from AgBank: Patronage distributions are made by AgBank annually, except for certain priority patronage. The Association records patronage distributions from AgBank upon receipt of the distribution.
- J. 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 is eligible 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 AgBank prior to January 1, 1993, the adoption date of FASB guidance on income taxes. Association management intent is to permanently invest these and other undistributed earnings in AgBank, 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 AgBank'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 AgBank's post-1992 unallocated earnings. AgBank currently has no plans to distribute unallocated AgBank earnings and does not contemplate circumstances that, if distributions were made, would result in taxes being paid at the Association level.

- K. Other Comprehensive Income: Other comprehensive income refers to revenue, expenses, gains and losses that under GAAP are recorded as an element of shareholders' equity but are excluded from net income. The Association records other comprehensive income associated with the liability under the Pension Restoration Plan.
- L. Fair Value Measurement: FASB 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 deferred compensation and the 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 that market participants would use in pricing the asset or liability. Level 3 assets include certain loans and other property owned.

The fair value disclosures are presented in Note 15.

- M. 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.

	December 31		
	2010	2009	2008
Real estate mortgage	\$ 129,301	\$ 116,597	\$ 115,749
Production and intermediate-term	93,613	90,885	86,203
Agribusiness:			
Loans to cooperatives	59	85	110
Processing and marketing	1,344	1,708	3,513
Farm related business	288	353	148
Rural residential real estate	928	1,151	-
<b>Total loans</b>	<b>\$ 225,533</b>	<b>\$ 210,779</b>	<b>\$ 205,723</b>

The Association's concentration of credit risk in various agricultural commodities is shown in the following table.

SIC Category	December 31					
	2010		2009		2008	
	Amount	Percent	Amount	Percent	Amount	Percent
Cattle/Livestock	\$ 193,056	85.60%	\$ 172,712	81.94%	\$ 167,520	81.43%
General crops	25,937	11.50%	25,125	11.92%	19,297	9.38%
Dairy	1,804	0.80%	2,234	1.06%	2,365	1.15%
Wheat	902	0.40%	5,059	2.40%	5,596	2.72%
Other	3,834	1.70%	5,649	2.68%	10,945	5.32%
<b>Total</b>	<b>\$ 225,533</b>	<b>100.00%</b>	<b>\$ 210,779</b>	<b>100.00%</b>	<b>\$ 205,723</b>	<b>100.00%</b>

While the percentages shown in the previous table represent the relative amounts of the Association's potential credit risk as it relates to recorded loan principal, a substantial portion of the Association's loans are collateralized. Accordingly, the Association's exposure to credit loss associated with lending activities is considerably less than the recorded loan balances. An estimate of the Association's current loss exposure is indicated in the consolidated financial statements in the allowance for loan losses.

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 government agencies of \$150 at year-end 2010, \$151 at year-end 2009 and \$153 at year-end 2008 were outstanding.

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.

	<b>December 31</b>		
	<b>2010</b>	2009	2008
Nonaccrual loans:			
Current as to principal and interest	\$ –	\$ –	\$ 1,832
Past due	1,317	542	74
<b>Total impaired loans</b>	<b>\$ 1,317</b>	<b>\$ 542</b>	<b>\$ 1,906</b>

There were no loans classified as accruing restructured or 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 the years presented.

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 and average impaired loans.

	<b>Year Ended December 31</b>		
	<b>2010</b>	2009	2008
Interest income recognized on:			
Nonaccrual loans	\$ –	\$ 124	\$ –
Accrual loans 90 days or more past due	3	6	3
<b>Interest income recognized on impaired loans</b>	<b>\$ 3</b>	<b>\$ 130</b>	<b>\$ 3</b>
 Average impaired loans	 <b>\$ 785</b>	 <b>\$ 3,089</b>	 <b>\$ 1,143</b>

No impaired loans had a related allowance for the years presented.

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

	<b>For the Year Ended December 31</b>		
	<b>2010</b>	2009	2008
Interest income which would have been recognized under the original loan terms	\$ 261	\$ 133	\$ 313
Less: interest income recognized	–	124	–
<b>Foregone interest income</b>	<b>\$ 261</b>	<b>\$ 9</b>	<b>\$ 313</b>

A summary of the changes in the allowance for loan losses follows.

	<b>2010</b>	2009	2008
Balance at beginning of the year	\$ 913	\$ 763	\$ 688
Charge-offs:			
Real estate mortgage	124	288	–
Production and intermediate-term	6	828	–
<b>Total charge-offs</b>	<b>\$ 130</b>	<b>\$ 1,116</b>	<b>\$ –</b>
Recoveries:			
Real estate mortgage	1	–	–
Production and intermediate-term	32	124	204
<b>Total recoveries</b>	<b>\$ 33</b>	<b>\$ 124</b>	<b>\$ 204</b>
<b>Net charge-offs/(recoveries)</b>	<b>\$ 97</b>	<b>\$ 992</b>	<b>\$ (204)</b>
Provision for loan losses/(Loan loss reversal)	160	1,142	(129)
<b>Balance at December 31</b>	<b>\$ 976</b>	<b>\$ 913</b>	<b>\$ 763</b>
<b>Net charge-offs/(recoveries) to average net loans</b>	<b>0.04%</b>	<b>0.49%</b>	<b>(0.10%)</b>

A breakdown of the allowance for loan losses by type of loan and the percent of total allowance follows.

	December 31					
	2010		2009		2008	
	Amount	Percent	Amount	Percent	Amount	Percent
Real estate mortgage	\$ 35	3.59%	\$ 109	11.94%	\$ 102	13.37%
Production and intermediate-term	926	94.88%	767	84.01%	638	83.62%
Agribusiness	13	1.33%	35	3.83%	23	3.01%
Rural residential real estate	2	0.20%	2	0.22%	–	–
Total	\$ 976	100.00%	\$ 913	100.00%	\$ 763	100.00%

#### **NOTE 4 – INVESTMENT IN AGBANK**

The Association is required to maintain an investment in AgBank equal to 5.00 percent of average direct loan volume, net of excess investment. The Association's investment in AgBank may consist of AgBank surplus attributed to the Association, patronage based stock and purchased stock. The Association's stock investment in AgBank is in the form of Class A Stock. The investment in AgBank is adjusted on a quarterly basis to reflect changes in direct loan volume, attributed surplus and stock investment balances. If needed to meet capital adequacy requirements, AgBank may require the Association to purchase at-risk stock subject to a limit of one percent of the Association's average Direct Loan Volume in a twelve month period.

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

Premises and equipment consisted of the following.

	December 31		
	2010	2009	2008
Land	\$ 150	\$ 134	\$ 124
Buildings and leasehold improvements	1,267	1,267	1,265
Furniture, equipment and automobiles	743	755	779
Construction in progress	56	–	–
	2,216	2,156	2,168
Less: accumulated depreciation	1,756	1,704	1,632
Total	\$ 460	\$ 452	\$ 536

#### **NOTE 6 – NOTE PAYABLE TO AGBANK**

The Association's indebtedness to AgBank 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) which provides for a \$210.0 million line of credit. The GFA and promissory note are subject to periodic renewals in the normal course of business. The Association was in compliance with the terms and conditions of the GFA as of December 31, 2010. Substantially all borrower loans are match-funded with AgBank. Payments and disbursements are made on the note payable to AgBank on the same basis the Association collects payments from and disburses on borrower loans. The interest rate may periodically be adjusted by AgBank based on the terms and conditions of the borrowing. The weighted average interest rate was 2.71 percent for the year ended December 31, 2010. The line of credit expires on April 30, 2011; however, the Association expects renewal of the line of credit. Upon expiration of the line of credit, undisbursed amounts available under the line of credit expire. So long as the Association is not in material default under the GFA, AgBank will continue to make advances (that do not exceed the amount payable under the promissory note) for undisbursed outstanding commitments on borrower loans which are not in default. The note payable to AgBank will continue until it has been fully discharged.

The Association has the opportunity to commit funds with AgBank in the Earnings Stabilization Management Program at a fixed rate for a specified timeframe. Participants in the program receive a fixed rate credit on the committed funds balance classified as a reduction of interest expense. These committed funds, which are netted against the note payable to AgBank, as of December 31, follow.

	2010	2009	2008
Committed funds	\$ 200	\$ 1,100	\$ –
Average rates	2.34%	1.55%	–

Under the Farm Credit Act, the Association is obligated to borrow only from AgBank, unless AgBank gives approval to borrow elsewhere. AgBank, 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, 2010, the Association's notes payable are within the specified limitations.

## **NOTE 7 – SHAREHOLDERS' EQUITY**

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

### A. 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.

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 note amounts. For those borrowers who own loan level stock, the stock investment is the lesser of one thousand dollars or 2.00 percent of the amount of the loan.

### B. Regulatory Capitalization Requirements and Restrictions

The FCA's capital adequacy regulations require the Association to maintain permanent capital of 7.00 percent of average risk-adjusted assets. Failure to meet the requirement can initiate certain mandatory and possibly additional discretionary actions by FCA that, if undertaken, could have a direct material effect on the Association's consolidated financial statements. The Association is prohibited from reducing permanent capital by retiring stock or making certain other distributions to shareholders unless the prescribed capital standard is met. The FCA regulations also require other additional minimum standards for capital be maintained. These standards require all System institutions to achieve and maintain ratios of total surplus as a percentage of average risk-adjusted assets of 7.00 percent and of core surplus (generally unallocated surplus) as a percentage of average risk-adjusted assets of 3.50 percent. At December 31, 2010, the Association's permanent capital ratio was 13.61 percent, total surplus ratio was 13.29 percent and core surplus ratio was 11.46 percent.

An existing regulation empowers FCA 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.

### C. 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, 2010. Unless otherwise indicated all classes of stock have a par value of \$5.00.

Class A Common Stock (Nonvoting, at-risk, no shares outstanding) – Issued in exchange for Class B Common Stock or Class C Common Stock; as a patronage refund; as a dividend; or in exchange for allocated surplus. Retirement is at the sole discretion of the Board of Directors.

Class B Common Stock (Voting, at-risk, 154,260 shares outstanding) – Issued solely to, and shall be acquired by, borrowers and other applicants who are farmers, ranchers, or producers or harvesters of aquatic products and who are eligible to vote. Each Class B Common shareholder shall hold at least one share as long as the holder continues business with the Association. Within two years after the holder terminates its relationship with the Association, any outstanding Class B Common Stock shall be converted to Class A Common Stock. Retirement is at the sole discretion of the Board of Directors.

- Class C Common Stock (Nonvoting, at-risk, 600 shares outstanding) – Class C Common Stock may be issued to borrowers or applicants who are: (a) rural residents, including persons eligible to hold voting stock, to capitalize rural housing loans; (b) persons or organizations furnishing farm-related services; (c) other persons or organizations who are eligible to borrow from or participate with the Association but who are not eligible to hold voting stock. Class C Common Stock may be issued to any person who is not a shareholder but who is eligible to borrow from the Association for the purpose of qualifying such person for technical assistance, financially related services and leasing services offered by the Association. Within two years after the holder terminates its relationship with the Association, any outstanding Class C Common Stock shall be converted to Class A Common Stock. Retirement is at the sole discretion of the Board of Directors.
- Class D Common Stock (Nonvoting, at-risk, 1 share outstanding, par value of one thousand dollars) – Issued to AgBank or to any person through direct sale.
- Class E Preferred Stock (Nonvoting, at-risk, no shares outstanding, par value as may be authorized by bylaws) - Issued to any person or entity pursuant to a plan approved by the board and by stockholders as authorized by bylaws.

D. Patronage and/or Dividends

Dividends may be declared or patronage distributions allocated to holders of common 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 \$3 in 2010, \$671 in 2009 and \$597 in 2008. The Association declared a cash patronage of \$1,000 in 2010 for distribution in 2011.

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 to retire stock in the following order of priority: First, pro rata to the holders of Class E Preferred Stock; second, pro rata to all classes of common stock; 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. 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 2010, the Association allocated 33.98 percent of its patronage-sourced net income to its patrons.

E. Other Comprehensive Income

The Association reports other comprehensive income in its Consolidated Statement of Changes in Shareholder's Equity. As more fully described in Note 2, other comprehensive income results from the recognition of the Pension Restoration Plan's net unamortized gains and losses and prior service costs or credits of income of \$1 in 2009 and 2008. There were no other items affecting comprehensive income or loss.

**NOTE 8 – PATRONAGE DISTRIBUTION FROM AGBANK**

The patronage distribution from AgBank was distributed in cash. Patronage paid by AgBank to the Association was \$289 in 2010, \$135 in 2009 and \$892 in 2008.

**NOTE 9 – INCOME TAXES**

The provision for income taxes follows.

	Year Ended December 31		
	2010	2009	2008
Current:			
Federal	\$ 109	\$ 7	\$ 44
State	20	3	9
Deferred:			
Federal	(2)	(2)	3
Total provision for income taxes	\$ 127	\$ 8	\$ 56

The provision for 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.

	Year Ended December 31		
	2010	2009	2008
Federal tax at statutory rate	\$ 1,043	\$ 331	\$ 778
State tax, net	13	2	7
Effect of nontaxable entity	(675)	(396)	(547)
Patronage distributions	(340)	–	(228)
Change in valuation allowance	86	82	56
Other	–	(11)	(10)
Provision for income taxes	\$ 127	\$ 8	\$ 56

Deferred tax assets and liabilities are comprised of the following.

	December 31		
	2010	2009	2008
Deferred income tax assets:			
Allowance for loan losses	\$ 201	\$ 171	\$ 163
Nonaccrual loan interest	426	364	282
Excess book depreciation > Tax depreciation	102	95	88
Gross deferred tax assets	729	630	533
Deferred tax asset valuation allowance	(683)	(587)	(496)
Sale of fixed assets	(32)	(31)	(28)
Gross deferred tax liability	(32)	(31)	(28)
Net deferred tax asset	\$ 14	\$ 12	\$ 9

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 \$683 during 2010, \$587 during 2009 and \$496 during 2008. The Association will continue to evaluate the realizability of the deferred tax assets and adjust the valuation allowance accordingly.

The Association has no uncertain tax positions as of December 31, 2010, 2009 or 2008. The tax years that remain open for federal and major state income tax jurisdictions are 2007 and forward.

**NOTE 10 – EMPLOYEE BENEFIT PLANS**

The employees of the Association may participate in the District's defined benefit pension plan (Pension Plan). The Pension Plan is noncontributory and covers a significant number of employees. Benefits are based on compensation and years of service. The Association recognizes its proportional share of expense and contributes its proportional share of funding. As a participant in the District's defined benefit plan, the Association funded \$152 for 2010, \$178 for 2009 and \$183 for 2008, through its note payable to AgBank. Pension Plan expenses included in salaries and

employee benefits expense were \$210 for 2010, \$130 for 2009 and \$113 for 2008. Additional financial information for the Pension Plan may be found in the District's Annual Report.

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 expense (primarily health care benefits) included in salaries and employee benefits were \$5 for 2010, \$18 for 2009 and \$15 for 2008. During 2008, the life insurance benefit in the plan was funded by a one-time buy-out contribution with an insurance company resulting in income recognition of \$5 and additional cash contributions of \$36. Additional financial information for this plan may be found in the District's Annual Report.

The Association participates in a District-wide non-qualified defined benefit Pension Restoration Plan that is unfunded. The purpose of the Pension Restoration Plan is to supplement a participant's benefits under the District's other retirement plans to the extent that such benefits are reduced by the limitations imposed by the Internal Revenue Code. Benefits payable under the Pension Restoration Plan are offset by the benefits payable from the Pension Plan. There were no Pension Restoration Plan expenses in 2010, 2009 and 2008.

FASB guidance requires the recognition of the overfunded or underfunded status of pension and other postretirement benefit plans as an asset or liability with an offsetting adjustment to accumulated other comprehensive income on the balance sheet. This guidance also requires that the benefit obligation and plan assets be measured as of the fiscal year-end for years ending after December 15, 2008. In fiscal 2007, the Association used a September 30 measurement date for pension and other postretirement benefit plans.

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

	2010	2009	2008
Net actuarial loss	\$ -	\$ 1	\$ 1
Total amount recognized in AOCI/loss	\$ -	\$ 1	\$ 1

Changes in benefit obligation recognized in accumulated other comprehensive income are included in the following table.

	2010	2009	2008
Amortization of net actuarial loss	\$ (1)	\$ -	\$ -
Total recognized in other comprehensive income	\$ (1)	\$ -	\$ -

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

	Pension Benefits		
	2010	2009	2008
Discount rate	5.30%	5.65%	6.35%
Rate of compensation increase	5.00%	5.00%	5.00%

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

	Pension Benefits		
	2010	2009	2008
Discount rate	5.65%	6.35%	6.35%
Rate of compensation increase	5.00%	5.00%	5.00%

The Association also participates in the Farm Credit Foundations Defined Contribution/401(k) Plan (Contribution 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 this plan were \$101 in 2010, \$98 in 2009 and \$103 in 2008.

**NOTE 11 – RELATED PARTY TRANSACTIONS**

In the ordinary course of business, the Association may enter 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 Other Assets Especially Mentioned (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 or employment.

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

	2010	2009	2008
New loans	\$ 11,938	\$ 10,852	\$ 14,212
Repayments	\$ 10,881	\$ 9,639	\$ 15,072
Ending balance	\$ 6,224	\$ 5,167	\$ 3,954

In the opinion of management, none of the loans outstanding to officers and directors at December 31, 2010 involved more than a normal risk of collectibility.

The Association also has business relationships with certain other System entities. The Association paid \$323 in 2010, \$285 in 2009 and \$268 in 2008 to AgVantis for technology services and \$5 in 2010 and 2009 and none in 2008 to AgBank for operational services.

**NOTE 12 – REGULATORY ENFORCEMENT MATTERS**

There are no regulatory enforcement actions in effect for the Association.

**NOTE 13 – COMMITMENTS AND CONTINGENCIES**

The Association has various commitments outstanding and contingent liabilities.

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 and commercial letters of 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. Commercial letters of credit are agreements to pay a beneficiary under conditions specified in the letter of credit. Commitments and letters of credit generally have fixed expiration dates or other termination clauses and may require payment of a fee by the borrower. At December 31, 2010, \$62,850 of commitments to extend credit and \$20 of commercial letters of 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 and letters of credit 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 a commitment, 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, 2010, \$221 of standby letters of credit were outstanding with a nominal fair value. Outstanding standby letters of credit have expiration dates ranging from May 2011 to December 2014. The maximum potential amount of future payments the Association is required to make under the guarantees is \$221.

With regard to contingent liabilities, there are no actions pending against the Association in which claims for monetary damages are asserted.

**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.

The Association has assets held in nonqualified benefit trusts measured at fair value on a recurring basis that are determined to be Level 1 of \$4 at December 31, 2010, \$4 at December 31, 2009 and \$4 at December 31, 2008. During the three years presented, the Association recorded no transfers in Level 1, 2, or 3. The Association has no liabilities measured at fair value on a recurring basis for any of the periods presented.

The Association has other property owned measured at fair value on a non-recurring basis that is determined to be Level 3 of \$326 at December 31, 2010 with a recorded loss of \$123. The Association had no assets measured at fair value on a non-recurring basis at December 31, 2009 and December 31, 2008. The Association had no liabilities measured at fair value on a non-recurring basis for any of the periods presented.

**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. 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.

**NOTE 15 – DISCLOSURES ABOUT FAIR VALUE OF FINANCIAL INSTRUMENTS**

The following table presents the carrying amounts and fair values of the Association's financial instruments at December 31. Quoted market prices are generally not available for certain financial instruments, as described below. Accordingly, fair values are based on judgments regarding anticipated cash flows, future expected loss experience, current economic conditions, risk characteristics of various financial instruments, and other factors. These estimates involve uncertainties and matters of judgment, and therefore cannot be determined with precision. Changes in assumptions could significantly affect the estimates.

The estimated fair values of the Association's financial instruments follow.

	<b>December 31</b>					
	2010		2009		2008	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Financial assets:						
Loans, net	\$ 224,557	\$ 225,910	\$ 209,866	\$ 211,288	\$ 204,960	\$ 208,689
Cash	\$ 1,159	\$ 1,159	\$ 600	\$ 600	\$ 1,629	\$ 1,629
Investment in AgBank	\$ 10,432	\$ 10,432	\$ 10,432	\$ 10,432	\$ 10,432	\$ 10,432
Assets held in nonqualified benefit trusts	\$ 4	\$ 4	\$ 4	\$ 4	\$ 5	\$ 5
Financial liabilities:						
Note payable to AgBank	\$ 195,969	\$ 198,783	\$ 184,565	\$ 186,834	\$ 177,949	\$ 181,873
Advance conditional payments	\$ 3,620	\$ 3,620	\$ 2,358	\$ 2,358	\$ 4,316	\$ 4,316
Commitments to extend credit	\$ –	\$ –	\$ –	\$ NA	\$ –	\$ NA
Standby letters of credit	\$ –	\$ 5	\$ –	\$ NA	\$ –	\$ NA

NA – Not available

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

- A. Loans: Because no active market exists for the Association's loans, fair value is estimated by discounting the expected future cash flows using the Association's current interest rates at which similar loans would be made to borrowers with similar credit risk. Since the discount rates are based on the Association's loan

rates as well as management estimates, management has no basis to determine whether the fair values presented would be indicative of the value negotiated in an actual sale.

For purposes of determining the fair value of accruing loans, the loan portfolio is segregated into pools of loans with homogeneous characteristics. Expected future cash flows and interest rates reflecting appropriate credit risk are separately determined for each individual pool.

Fair value of loans in a nonaccrual status is estimated as described above, with appropriately higher interest rates, which reflect the uncertainty of continued cash flows. For noncurrent nonaccrual loans, it is assumed that collection will result only from the disposition of the underlying collateral. Fair value of these loans is estimated to equal the aggregate net realizable value of the underlying collateral, discounted at an interest rate, which appropriately reflects the uncertainty of the expected future cash flows over the average disposal period. Where the net realizable value of the collateral exceeds the legal obligation for a particular loan, the legal obligation is generally used in place of the net realizable value.

- B. Cash: The carrying value is a reasonable estimate of fair value.
- C. Investment in AgBank: Estimating the fair value of the Association's investment in AgBank is not practicable because the stock is not traded. As described in Note 4, the investment is a requirement of borrowing from AgBank and is carried at cost plus allocated equities in the accompanying balance sheet. The Association owns 1.65 percent of the issued stock of AgBank as of December 31, 2010. As of that date, AgBank's assets total \$25.39 billion and shareholders' equity totaled \$1.37 billion. AgBank's earnings were \$136.6 million during 2010.
- D. Assets held in nonqualified benefits trusts: These assets relate to deferred compensation and supplemental retirement plans. As discussed in Note 2, the fair value of these assets is determined by quoted net asset values.
- E. Notes payable to AgBank: The notes payable are segregated into pricing pools according to the types and terms of the loans (or other assets), which they fund. Fair value of the notes payable is estimated by discounting the anticipated cash flows of each pricing pool using the current interest rate that would be charged for borrowings. For purposes of this estimate, it is assumed the cash flow on the notes payable is equal to the principal payments on the Association's loan receivables plus accrued interest on the notes payable.
- F. Advance conditional payments: The carrying value is a reasonable estimate of fair value as these funds are held in cash.
- G. Commitments to Extend Credit and Standby Letters of Credit: The fair value of commitments reflects the estimated gain/(loss) assuming undrawn loan commitments are recorded as new loan volume on the fair value measurement date, and considers the difference between current levels of interest rates and the committed rates. The fair value of the standby letters of credit represents discounted fee income cash flows. The fair value of letters of credit approximate the fees currently charged for similar agreements or the estimated cost to terminate or otherwise settle similar obligations.

#### **NOTE 16 – QUARTERLY FINANCIAL INFORMATION (UNAUDITED)**

Quarterly results of operations for the years ended December 31, 2010, 2009 and 2008, follow.

	2010				
	First	Second	Third	Fourth	Total
Net interest income	\$ 1,637	\$ 1,620	\$ 1,566	\$ 1,716	\$ 6,539
(Loan loss reversal)Provision for loan losses	(56)	51	166	(1)	160
Noninterest expense, net	552	886	801	1,200	3,439
<b>Net income</b>	<b>\$ 1,141</b>	<b>\$ 683</b>	<b>\$ 599</b>	<b>\$ 517</b>	<b>\$ 2,940</b>

	2009				
	First	Second	Third	Fourth	Total
Net interest income	\$ 1,311	\$ 1,323	\$ 1,379	\$ 1,642	\$ 5,655
Provision for loan losses	161	209	49	723	1,142
Noninterest expense, net	951	878	826	891	3,546
Net income	\$ 199	\$ 236	\$ 504	\$ 28	\$ 967

	2008				
	First	Second	Third	Fourth	Total
Net interest income	\$ 1,295	\$ 1,272	\$ 1,216	\$ 1,244	\$ 5,027
Provision for loan losses/(Loan loss reversal)	70	(6)	(62)	(131)	(129)
Noninterest expense, net	693	661	765	804	2,923
Net income	\$ 532	\$ 617	\$ 513	\$ 571	\$ 2,233

**NOTE 17 – SUBSEQUENT EVENTS**

The Association has evaluated subsequent events through March 16, 2011, which is the date the financial statements were issued, and no material subsequent events were identified.



### Report of Independent Auditors

To the Board of Directors and Shareholders of  
Chisholm Trail Farm Credit, ACA:

In our opinion, the accompanying consolidated statements of condition and the related consolidated statements of income, of changes in shareholders' equity, and of cash flows present fairly, in all material respects, the financial position of Chisholm Trail Farm Credit, ACA and subsidiaries (the Association) at December 31, 2010, 2009 and 2008, and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits of these statements 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 financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, and evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

*PricewaterhouseCoopers LLP*

March 16, 2011

# 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
805 Chisholm Trail Enid, Oklahoma	Office Building	Owned
1902 S. 81 Highway Duncan, Oklahoma	Office Building & 2.39 Acres Land	Owned
1027 Choctaw Chickasha, Oklahoma	Office Building	Owned
1420 N. Clarence Nash Blvd. Watonga, Oklahoma	Office Building	Owned

## **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 AgBank," 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," to the financial statements, 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, 2011, 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***

Paul D. Heath	Chairman. Director since 1990. Current term expires in 2012. Mr. Heath has been a farmer/rancher for five years or more, with a principal enterprise of primarily stocker and feedlot cattle integrated with a cow herd and cash crop operation.
Jack Wilson	Vice Chairman. Director since 1980. Current term expires in 2012. Mr. Wilson has been a self-employed farmer/rancher for five years or more whose principal enterprise is a stocker cattle operation.
Larry Cochran	Director since 1987. Current term expires in 2012. Mr. Cochran has been a farmer/rancher for five years or more with principal enterprises of wheat and alfalfa cash crops, stocker cattle, and a cow/calf operation. He also operates a livestock trucking business.
Verl M. Daugherty	Director since 1995. Current term expires in 2013. Mr. Daugherty has been a farmer/rancher for five years or more and operates VMD Farms, which consists of a cow/calf, stocker, and wheat operation. Serves on the board of the Caddo County Oklahoma State University Alumni Club.
Kenneth Markes	Director since 1993. Current term expires in 2011. Mr. Markes has been a farmer/rancher for five years or more, with principal enterprises of stocker and feedlot cattle and a cow/calf operation, and with wheat and soybeans as cash crops. He also serves as a director for the Bison Coop.
J. W. (Jack) Moore, Jr.	Director since 1989. Current term expires in 2013. Mr. Moore's principal enterprise for five years or more has been a dairy, in which he is a partner.
Lonnie Sellers	Appointed Director. Current term expires in 2011. Mr. Sellers has been retired for five years or more and was a retired Oklahoma State University (OSU) Area Extension Agronomy Specialist for Southwest Oklahoma. He serves on the board of the Cameron Campus Ministries, the board of the Stephens County OSU Alumni Association, and is a Leadership Council member of the state OSU Alumni Association.
Kevin Smith	Director since 2001. Current term expires in 2013. Mr. Smith has been a farmer/rancher for five years or more. His principal enterprise is rye, wheat and corn as cash crops, integrated with a stocker cattle program.

### ***SENIOR OFFICERS***

P.L. (Butch) McComas, Jr.	President. Mr. McComas has served as President since August 1993 and was named to his present position in April 2002. Total Farm Credit System experience exceeds 25 years. Mr. McComas currently serves as Vice Chairman on the AgVantis, Inc. Board of Directors.
Steve Davenport	Executive Vice President/Chief Credit Officer. Mr. Davenport served as Vice President-Credit from January 1997 and was named to his present position in April 2002. Total experience with the Farm Credit System exceeds 18 years.
Terry L. Turnbow	Vice President/Chief Financial Officer. Mrs. Turnbow served as Senior Vice President - Operations from May 1995 and was named to her present position in April 2002. Total Farm Credit System experience exceeds 35 years.
Anita Eckhardt	Vice President-Operations. Mrs. Eckhardt served as Assistant Vice President-Operations from September 1990 and was named to her present position in April 2002. Total Farm Credit System experience exceeds 37 years.

**COMPENSATION OF DIRECTORS AND SENIOR OFFICERS**

Directors of the Association were compensated for services on a per diem basis at the rate of \$450 per day from January through July 2010 and \$500 per day from August through December 2010, \$225 per day for certain special meetings, and \$100 for conference calls, and were reimbursed mileage at the rate of \$0.50 cents per mile during 2010 while on official business.

Additional information for each director is provided below:

Name	Number of Days Served at		Compensation for			Total Compensation Paid During 2010
	Board Meetings	Other Official Activities	Board Meetings And Official Duties (1)	Audit Committee (2)	Compensation Committee	
Paul D. Heath	10	13	\$ 10,450	\$ -	\$ -	\$ 10,450
Jack Wilson	10	1	5,200	-	-	5,200
Larry Cochran	10	11	7,000	1,600	950	9,550
Verl M. Daugherty	10	13	7,650	2,150	950	10,750
Kenneth Markes	10	19	13,350	-	-	13,350
J. W. (Jack) Moore, Jr.	10	6	7,200	-	-	7,200
Lonnie Sellers	9	13	7,150	2,050	950	10,150
Kevin Smith	10	7	7,200	550	-	7,750
<b>Total Compensation</b>			<b>\$ 65,200</b>	<b>\$ 6,350</b>	<b>\$ 2,850</b>	<b>\$ 74,400</b>

(1) Includes two conference calls for five directors

(2) Includes one conference call for four directors, one additional conference call for one director, and three days of training for three directors.

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 \$43,170 in 2010, \$41,884 in 2009 and \$49,954 in 2008. Non-cash compensation to directors as a group during 2010 was less than \$5,000.

Information on the President/CEO and officer compensation is provided below. The President/CEO's salary is not included in officer salary.

President/CEO	Year	Salary	Incentive	Long-term Incentive	Perquisites/Other*	Total
P.L.(Butch) McComas, Jr.	2010	\$ 164,583	\$ 8,000	\$ 24,750	\$ 3,408	\$ 200,741
P.L.(Butch) McComas, Jr.	2009	\$ 159,167	\$ 12,084	\$ 14,000	\$ 2,130	\$ 187,381
P.L.(Butch) McComas, Jr.	2008	\$ 149,167	\$ 12,082	\$ 20,625	\$ 1,856	\$ 183,730

Aggregate Number of Officers	Year	Salary	Incentive	Long-term incentive	Perquisites/Other*	Total
7	2010	\$ 635,196	\$ 40,855	\$ 65,880	\$ 10,760	\$ 752,691
7	2009	\$ 616,981	\$ 44,975	\$ 36,762	\$ 9,760	\$ 708,478
7	2008	\$ 574,341	\$ 98,453	\$ 64,225	\$ 9,279	\$ 746,298

\* Other includes group term life insurance premiums, long-term disability insurance premiums, annual leave cash out, personal use of company vehicle and spousal travel.

In addition to base salary, employees above are eligible to earn and may be paid additional compensation based on an annual short-term incentive plan, which is tied to the overall business performance and the individual's rating. It is based on a fiscal year and is designed to motivate employees to exceed financial and credit quality performance targets approved by the Board of Directors. These targets may include return on assets, credit quality, loan volume, nonaccrual loan volume, new money or other key ratios. Some employees above were paid compensation based on a quarterly incentive plan tied to new loan volume. This incentive plan was terminated at December 31, 2008 with the final payments made in January 2009. Short-term incentives are shown in the year paid.

The Association also provides designated plans designed for long-term retention of key employees who directly impact the long-term performance of the Association. These plans are based on fiscal year targets established by the Board of Directors with payouts in the future, usually three years. Targets include loan volume, core earnings, credit administration, and credit quality. Long-term incentives are shown in the year earned.

Disclosure of information on the total compensation paid during the last fiscal year to any senior officer, or to any other officer included in the aggregate, is available to shareholders upon request.

### **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 U.S. AGBANK, FCB (AGBANK)**

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

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

AgBank is required to distribute its Annual Report to shareholders of the Association if a "significant event," as defined by FCA regulations occurs.

### **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 16, 2011, and the Report of Management, appearing as part of this annual report to shareholders, are incorporated herein by reference.

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

The shareholders' investment in the Association is materially affected by the financial condition and results of operations of AgBank. Consequently, the Association's annual and quarterly reports should be read in conjunction with AgBank's 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 805 Chisholm Trail, Enid, Oklahoma 73701-1236 or may be contacted by calling (580) 237-2535. The reports may also be obtained free of charge by visiting AgBank's website at [www.usagbank.com](http://www.usagbank.com).