

annual
REPORT

2020
the untold story

Given that environment, many outside the domestic agriculture industry expected trouble here as well. But, in the end, agriculture just got to work. The cooperative system did its job; providing inputs and services, allowing producers to do the work needed to produce a 2020 crop. This truly is **the untold story** of the pandemic, stable supplies of food, feed, and fuel delivered and available for all. A job well done!



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INDEPENDENT AUDITORS' REPORT

To the Board of Directors

The Cooperative Finance Association, Inc.

We have audited the accompanying financial statements of The Cooperative Finance Association, Inc., which comprise the balance sheets as of August 31, 2020 and 2019, and the related statements of operations, capital shares and equities, and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

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

Auditors' Responsibility

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

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

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of The Cooperative Finance Association, Inc. as of August 31, 2020 and 2019, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Mayer Hoffman McCann P.C.

Kansas City, Missouri
October 23, 2020



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Management's Report

Dear Stockholders,

The financial statements of The Cooperative Finance Association, Inc. (CFA) are prepared by management which 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. The financial statements, in the opinion of management, fairly present the financial condition and operating results of CFA.

To meet its responsibility for reliable financial information, management depends on the company's accounting and internal control systems which have been designed to provide reasonable, but not absolute, assurance that assets are safeguarded and transactions are properly authorized and recorded. The systems have been designed to recognize that the cost must be related to the benefits derived. The financial statements are audited by the independent accounting firm of Mayer Hoffman McCann P.C., which has obtained a sufficient understanding of the internal control structure to plan the audit and determine the nature, timing and extent of tests to be performed in accordance with generally accepted auditing standards. CFA is also examined by its source of funding.

The Board of Directors has overall responsibility for CFA's system of internal control and financial reporting. The Board consults regularly with management and meets periodically with the independent auditors to review the scope and results of their work.

A handwritten signature in black ink that reads 'Danny Posch'.

Danny Posch
Chairman of the Board

A handwritten signature in black ink that reads 'Ross D. Johnson'.

Ross D. Johnson
President and CEO



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The President's Report – 2020

To Our Member Cooperatives,

Thank you for your continued membership and support of The Cooperative Finance Association!

2020 will always be remembered as the year of COVID-19; truly something never before seen or experienced. This event caused personal and professional uncertainty on a global scale, disrupting almost every sector of the U.S. economy. Almost all goods and services became (temporarily) scarce, even most necessities.

Given that environment, many outside the domestic agriculture industry expected trouble here as well. But, in the end, agriculture just got to work. The cooperative system did its job; providing inputs and services, allowing producers to do the work needed to produce a 2020 crop. This truly is the untold story of the pandemic, stable supplies of food, feed, and fuel delivered and available for all. A job well done!

I am grateful for the continuing guidance and leadership of our Board of Directors, and thankful for our dedicated management and staff who are working hard each day serving your financing needs. Even in these unprecedented times CFA continues to move forward in products, services, and technology to remain a viable partner for your cooperative.

Certain milestones to highlight from the past year:

- > We introduced an electronic version of our Simpli-Fi product, using the DocuSign process to complete the application and other documents. We also are now able to accept scanned copies of paper documents, eliminating the step of mailing the physical documents to Kansas City. We intend to continue development of systems and technology to meet marketplace expectation, while still supporting the traditional services we have historically provided.
- > We continue to realign our support and marketing efforts to reflect the changing needs of our customer base. We have allocated more staffing to support the input finance program, focusing on training and day to day support. Other CFA team members will be engaging with your cooperative sales teams to assist in program development and acceptance. Overall, we expect this to benefit your organization via better program development and usage.

Our financial condition reflects sound oversight by the board and good stewardship by the leadership team. Highlights for the year include:

- > Total loan volume grew by approximately 12% this past year (point in time), and commitments by 22%; this while our quality remained consistent with prior periods. Given the challenges in our industry, we feel that this result is a significant accomplishment that reflects hard work done by CFA staff and all our agent members.
- > Net earnings were consistent with last year, and very positive overall. We continue to manage CFA to deliver quality products and services in the most efficient manner possible.

Thank you again for your support, we look forward to serving your financing needs this upcoming year!

Respectfully,

A handwritten signature in black ink, appearing to read 'Ross D. Johnson', written in a cursive style.

Ross D. Johnson
President and CEO

The Cooperative Finance Association, Inc.

BALANCE SHEETS
August 31, 2020 and 2019

ASSETS	2020	2019
Loans	\$ 450,831,127	404,329,093
Less allowance for loan losses	2,532,656	3,945,041
Net loans	448,298,471	400,384,052
Cash	611,423	679,025
Accrued interest receivable	7,143,904	8,044,133
Investment in CoBank	11,254,399	10,596,513
Other assets, net of accumulated depreciation and amortization of \$4,987,985 in 2020 and \$4,220,902 in 2019	2,776,188	2,828,506
	<u>\$ 470,084,385</u>	<u>422,532,229</u>
 LIABILITIES, CAPITAL SHARES, AND EQUITIES		
Liabilities:		
Credit facility	\$ 394,000,000	350,800,000
Patronage refunds payable	3,599,876	4,025,324
Accrued interest payable	569,613	1,110,339
Other liabilities	4,465,660	3,249,166
Total liabilities	402,635,149	359,184,829
 Capital shares and equities:		
Class A common stock, \$2,000 par value. Authorized 2,000 shares; issued and outstanding 179 and 178 shares at August 31, 2020 and 2019, respectively	358,000	356,000
Class B common stock, \$100 par value. Authorized 1,000,000 shares; issued and outstanding 554,627 and 529,261 shares at August 31, 2020 and 2019, respectively	55,462,700	52,926,100
Capital credits	11,681	11,603
Patronage refunds for reinvestment	2,389,369	2,524,184
Paid-in capital	647,984	647,984
Earned surplus	8,579,502	6,881,529
Total capital shares and equities	67,449,236	63,347,400
	<u>\$ 470,084,385</u>	<u>422,532,229</u>

See accompanying notes to financial statements.

The Cooperative Finance Association, Inc.
STATEMENTS OF OPERATIONS
Years Ended August 31, 2020 and 2019

	2020	2019
Interest income	\$ 19,558,290	22,377,557
Interest expense	8,675,970	12,000,525
Net interest income	10,882,320	10,377,032
Provision (benefit) for loan losses	156,200	(310,100)
Credit insurance premium	494,291	233,714
Net interest income after provision for loan losses and credit insurance premium	10,231,829	10,453,418
Noninterest income:		
Patronage refunds	2,791,651	2,567,522
Fee income	1,082,721	894,370
Total noninterest income	3,874,372	3,461,892
Noninterest expense:		
Employee	4,093,108	3,956,525
Customer relations	232,090	262,988
Professional	639,210	813,841
Administrative and other	612,492	547,373
Depreciation and amortization	767,083	658,054
Total noninterest expense	6,343,983	6,238,781
Income before income taxes	7,762,218	7,676,529
Provision for income taxes	75,000	97,000
Net income	<u>\$ 7,687,218</u>	<u>7,579,529</u>
Appropriation of net income:		
Patronage refunds	5,989,245	6,549,508
Earned surplus	1,697,973	1,030,021
	<u>\$ 7,687,218</u>	<u>7,579,529</u>

See accompanying notes to financial statements.

THE COOPERATIVE FINANCE ASSOCIATION, INC.

STATEMENTS OF CAPITAL SHARES AND EQUITIES
Years Ended August 31, 2020 and 2019

	CLASS A COMMON STOCK	CLASS B COMMON STOCK	CAPITAL CREDITS	PATRONAGE REFUNDS FOR REINVESTMENT	PAID-IN CAPITAL	EARNED SURPLUS	TOTAL CAPITAL SHARES AND EQUITIES
Balance at August 31, 2018	\$ 342,000	50,879,000	11,556	2,039,147	647,984	5,851,508	59,771,195
Appropriation of net income	—	—	—	—	—	1,030,021	1,030,021
Patronage refunds allocated	—	2,038,600	547	4,510,361	—	—	6,549,508
Patronage refunds payable in cash	—	—	—	(4,025,324)	—	—	(4,025,324)
Equity exchange	(6,000)	6,500	(500)	—	—	—	—
Issuance of equities	20,000	2,000	—	—	—	—	22,000
Balance at August 31, 2019	356,000	52,926,100	11,603	2,524,184	647,984	6,881,529	63,347,400
Appropriation of net income	—	—	—	—	—	1,697,973	1,697,973
Patronage refunds allocated	—	2,524,184	—	3,465,061	—	—	5,989,245
Patronage refunds payable in cash	—	—	—	(3,599,876)	—	—	(3,599,876)
Equity exchange	(10,000)	9,922	78	—	—	—	—
Issuance of equities	12,000	2,494	—	—	—	—	14,494
Balance at August 31, 2020	\$ 358,000	55,462,700	11,681	2,389,369	647,984	8,579,502	67,449,236

See accompanying notes to financial statements.

THE COOPERATIVE FINANCE ASSOCIATION, INC.

STATEMENTS OF CASH FLOWS
Years Ended August 31, 2020 and 2019

	2020	2019
Cash flows from operating activities:		
Net income	\$ 7,687,218	7,579,529
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	767,083	658,054
Loss on sale of fixed asset	—	7,071
Provision for (benefit of) loan losses	156,200	(310,100)
Patronage refunds received in equities	(657,886)	(641,881)
Amortization of prepaid credit insurance premium	494,291	233,714
Changes in other assets and liabilities:		
Accrued interest receivable and other assets	532,685	(1,164,294)
Accrued interest payable and other liabilities	675,768	519,104
Net cash provided by operating activities	9,655,359	6,881,197
Cash flows from investing activities:		
Net increase in loans	(48,070,619)	(13,605,324)
Proceeds from sale of fixed asset	—	4,000
Payment of debt issuance costs	(40,000)	(40,000)
Purchase of software and equipment	(801,512)	(991,428)
Net cash used in investing activities	(48,912,131)	(14,632,752)
Cash flows from financing activities:		
Net proceeds from credit facility	43,200,000	11,300,000
Payments of patronage refunds	(4,025,324)	(3,508,178)
Issuance of Class A and Class B common stock	14,494	22,000
Net cash provided by financing activities	39,189,170	7,813,822
Net (decrease) increase in cash	(67,602)	62,267
Cash at beginning of year	679,025	616,758
Cash at end of year	<u>\$ 611,423</u>	<u>679,025</u>
Cash paid for interest and income taxes:		
Interest	\$ 9,216,696	11,956,019
Income taxes	88,326	65,729
Noncash acquisition of fixed assets through accrued expenses	—	71,711

See accompanying notes to financial statements.

(1) SUMMARY OF ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

(a) Organization and Basis of Presentation

As a cooperative incorporated under the Kansas Cooperative Marketing Act, The Cooperative Finance Association, Inc. (CFA) makes agricultural-related loans for the benefit of its stockholder members as patrons and equity holders of CFA. A majority of the loans are to borrowers in the heartland of the United States and are secured by the agricultural resources and production of that geographical region. Loans include those of a seasonal nature for operating purposes and those of a term nature to finance property, plant and equipment. Accounting and reporting policies conform with accounting principles generally accepted in the United States of America (GAAP).

(b) Loans

Loans are recorded at their principal amount outstanding as CFA has the intent to hold until maturity. Interest income is recorded on an accrual basis in accordance with the terms of the loans. Loans are evaluated regularly by management and are generally placed on non-accrual status when the collection of interest or principal is 90 days or more past due. When a loan is placed on non-accrual status, any interest previously accrued but not collected is reversed against current income. Payments received on non-accrual loans are applied to principal unless the remaining principal balance has been determined to be fully collectible. Impaired loans are loans for which it is probable that not all principal and interest will be collected according to the loans' contractual terms.

CFA recognizes origination fees charged to borrowers for loans when collected and direct origination costs on loans are recognized as incurred. As loan terms are generally less than 16 months, CFA's accounting method for deferred loan fees is not materially different from fees and expenses that would have been recognized under the provisions of Financial Accounting Standard Board (FASB) Accounting Standards Codification (ASC) 310-20 "Nonrefundable Fees and Other Costs."

(c) Allowance for Loan Losses

The allowance for loan losses is maintained at a level believed to be appropriate by management to provide for probable loan losses inherent in the portfolio as of the balance sheet date. It consists of two components: a) the specific valuation allowance relates to loans with known credit quality deterioration that are classified as impaired and the estimated discounted cash flows or collateral values are less than the respective loan's outstanding balance, and b) the general component relates to performing loans and is estimated based on a variety of factors, including historical loan loss experience, portfolio quality and composition, current economic trends, and environmental factors. The allowance is based on management's evaluation of the loan portfolio, which generally considers loan types, current payment trends, credit quality, analysis of

impaired loans, the existence of any credit enhancements, specific industry conditions, general economic and political conditions, and other factors. Changes to the estimated levels of the allowance are made through the provision for loan losses. Loan losses are recorded against the allowance when management believes the loss is confirmed. Subsequent recoveries, if any, are added to the allowance.

Generally, CFA's borrowers are financially dependent on the agricultural industry. Although management believes it has reasonable credit policies, the credit risk in CFA's portfolio can be difficult to assess because of uncertainties related to economic conditions, collateral values, and estimated future cash flows on loans that become impaired. Therefore, the allowance for loan losses is inherently subjective and is susceptible to revision as facts and circumstances change.

(d) Cash

Cash consists of cash on hand and demand deposits with financial institutions. At times, CFA maintains deposits in financial institutions in excess of federally insured limits. Management monitors the soundness of these financial institutions and believes CFA's risk is negligible.

(e) Investment in CoBank

Investment in CoBank is required to be maintained in order to retain borrowing availability. The investment is recorded at cost and increased by patronage refunds received in the form of equity and reduced by equity redemptions. There is no available market for the investment but it may be redeemed at the discretion of CoBank. CFA periodically evaluates the carrying amounts of the investment for impairment and has determined that no impairment occurred during the years ended August 31, 2020 or 2019.

(f) Other Assets

At August 31, 2020 and 2019, other assets consisted of the following:

	2020	2019
Deferred financing costs	\$ 513,459	757,198
Other assets and prepaid items	753,874	596,882
Software and equipment	1,508,855	1,474,426
Total	\$ 2,776,188	2,828,506

CFA has incurred \$1,424,006 in financing costs, which are amortized on a straight-line basis over the remaining term of the financing agreement. Software and equipment are carried at cost and amortized/depreciated on a straight-line basis over their estimated useful lives, generally three years for software costs meeting no impairment triggering event and three to five years for equipment.

(g) Transfers of Financial Assets

Transfers of financial assets are accounted for as sales when control over the assets has been surrendered. Control over transferred assets is deemed to be surrendered when

(1) the assets have been isolated from CFA and are put presumptively beyond the reach of the transferor and its creditors, even in bankruptcy or other receivership, (2) the transferee obtains the right (free of conditions that constrain it from taking advantage of that right) to pledge or exchange the transferred assets, and (3) CFA does not maintain effective control over the transferred assets through an agreement to repurchase them before their maturity or the ability to unilaterally cause the holder to return specific assets.

(h) Income Taxes

CFA operates as a cooperative which is not exempt from Federal and state income taxes and, therefore, is subject to taxes on all income not paid or allocated to patrons. Deferred income taxes are recognized for the tax consequences of “temporary differences,” as adjusted for anticipated patronage refunds by applying enacted statutory tax rates applicable to future years to differences between the financial statement carrying amounts and the tax basis of existing assets and liabilities. Deferred income taxes are not significant as CFA expects to pay or distribute substantially all future income to its patrons.

(i) Use of Estimates

Management of CFA has made a number of estimates and assumptions relating to the reporting of assets and liabilities and the disclosure of contingent assets and liabilities and the reported amounts of revenues and expenses during the reporting period to prepare these financial statements in conformity with GAAP. Actual results could differ from those estimates.

(2) LOANS AND ALLOWANCE FOR LOAN LOSSES

CFA’s loan portfolio consists of two primary segments representing loans to agriculture related entities primarily located in the Midwest.

Loans summarized by contractual maturities as of August 31, 2020 and 2019 are as follows:

Agribusiness:	2020	2019
Maturing within one year	\$ 19,182,087	32,863,770
Maturing one to five years	2,013,500	1,801,985
Maturing five to ten years	5,869,932	8,159,492
Maturing after ten years	761,600	3,540,545
Production Agriculture:		
Maturing within one year	422,164,351	356,854,411
Maturing one to five years	440,331	676,063
Maturing after ten years	399,326	432,827
Balance at end of year	\$ 450,831,127	404,329,093

The agribusiness portfolio focuses on loans provided to cooperative associations who are either stockholders or entities sponsored by stockholders of CFA. Loans maturing within one year are primarily comprised of operating and grain loans that provide financing for seasonal inventory and receivables

and are typically secured by those assets. Loans maturing after one year are generally provided for plant and equipment needs and permanent working capital and are typically secured by all of the assets of the borrower. Multiple lines of credit with a single borrower are typically cross-collateralized. During the fiscal years ended August 31, 2020 and 2019, interest income of \$2,573,161 and \$3,718,391 respectively was earned on the agribusiness portfolio.

The production agriculture portfolio focuses on loans to agricultural producers, almost all of which are sponsored by stockholders of CFA (Local Associations). Sponsored loans are designed to provide Local Associations with an effective and flexible tool to provide credit support for their marketing efforts in selling crop inputs such as fertilizer, seed, and crop protectants and nutrients. These loans are made to members of the Local Associations to fill short and intermediate term credit needs. Sponsored loans provide funding for production needs primarily for crops and to a limited extent, livestock production activities and are typically secured by the resultant production and blanket liens against borrower assets. Loans maturing after one year generally provide financing for equipment, facilities, and permanent working capital and are typically secured by the land, equipment, and real property of the borrower. Multiple lines of credit with a single borrower are typically cross-collateralized. During the fiscal years ended August 31, 2020 and 2019, interest income of \$16,985,129 and \$18,659,166 respectively was earned on the production agriculture portfolio.

Two credit enhancement programs manage production agricultural credit risk. The first is a contractual relationship between CFA and the Local Associations who act as agents in the origination of loans to their patrons. The Local Associations generally assume a portion of the risk of loss on these loans on a pro-rata basis up to a maximum per their individual contract. As of August 31, 2020 and 2019, outstanding principal balances of \$19,666,668 and \$30,115,031 respectively was subject to a 100% guarantee from the Local Associations while another \$355,470,140 and \$318,340,656, respectively were subject to guarantee obligations between 20% and 50%.

Secondly, CFA maintains a credit insurance policy intended to mitigate bad debt losses related to production agricultural loans. The policy includes the following provisions:

- The claim period extends 24 months after the end of the policy.
- The insurance covers 90% of losses, including certain accrued interest.
- The loss limit is \$10 million.

As of August 31, 2020, outstanding principal of \$422,395,320 was covered under the policy. The prepaid premium of \$681,177 is classified with other assets on the balance sheets and is being amortized over 24 months. As of August 31, 2020, CFA has not filed a credit insurance claim. When a claim is made, management expects to account for the transaction using an incurred basis model, recognizing an insurance receivable only when a loss has been incurred and it is probable that CFA will experience a recovery.

CFA has entered into Master Non-Recourse Loan Participation Agreements with Local Associations and Farm Credit Associations whereby CFA and these associations may offer to sell to the other party participations in loans made or owned by the other. CFA generally sells participation interests under these arrangements and does so primarily as a part of its risk management and in light of its loan concentration policy. The outstanding principal portion of participated loans sold under all of these arrangements (\$31,531,563 and \$26,406,975 as of August 31, 2020 and 2019, respectively) is not included on CFA's balance sheets nor is the interest income related thereto included in the accompanying statements of operations.

Generally, CFA does not provide significant financing on a fixed-rate basis except on the occasion of a very short duration. As such, almost all loans outstanding carry a variable rate that adjusts with changes in the prevailing interest rate markets.

CFA uses the following five-tiered classification system to rate all loans by credit risk.

- Acceptable – assets are expected to be fully collectible and represent the highest quality,
- Special Mention – 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 weakness to substandard assets; however, doubtful assets have additional weaknesses in existing factors, conditions and values that make collection in full highly questionable, and
- Loss – assets are considered uncollectible.

A summary of loans and related allowance for loan losses follows:

AGRIBUSINESS:	2020	
	PRINCIPAL	ALLOWANCE
Acceptable	\$ 21,094,078	23,791
Special Mention	2,763,050	27,631
Substandard	3,969,990	—
PRODUCTION AGRICULTURE:		
Acceptable	412,584,260	943,749
Special Mention	835,312	2,844
Substandard	7,179,660	250,116
Doubtful	2,404,777	1,284,525
Balance at end of year	\$ 450,831,127	2,532,656
2019		
AGRIBUSINESS:	PRINCIPAL	ALLOWANCE
Acceptable	\$ 37,557,631	48,983
Special Mention	5,560,641	55,606
Substandard	3,247,520	162,376
PRODUCTION AGRICULTURE:		
Acceptable	346,846,736	1,034,023
Special Mention	3,313,030	22,728
Substandard	3,019,672	148,215
Doubtful	4,783,863	2,473,110
Balance at end of year	\$ 404,329,093	3,945,041

Substandard and Doubtful loans generally are considered impaired based on significant delays in anticipated collection of principal and interest. Generally, CFA classifies loans greater than 90 days past due as nonaccrual loans and reverses all accrued interest receivable on these loans. When loans are in nonaccrual status, any payments received are applied against the principal balance. Until the principal balance has been fully recovered, no interest income is recognized. Generally, loans are charged off when collection efforts are exhausted.

Information about impaired and nonaccrual loans as of August 31 is as follows:

	2020	2019
Impaired loans with a specific valuation allowance	\$ 9,584,437	7,803,535
Impaired loans without a specific valuation allowance	\$ 3,969,990	—
Valuation allowance related to impaired loans	\$ 1,534,641	2,621,325
Average balance of impaired loans	\$ 10,678,981	7,076,904
Nonaccrual loans at August 31	\$ 9,584,437	7,803,535
Cumulative foregone interest on nonaccrual loans	\$ 713,937	504,885
Loans past due more than 90 days and still accruing	\$ —	—

There were no material commitments to lend additional funds to debtors whose loans were identified as impaired as of August 31, 2020 or 2019.

Allowance for loan losses activity during 2020 and 2019 is as follows:

	AGRI-BUSINESS	PRODUCTION AGRICULTURE	TOTAL
Balance at August 31, 2018	\$ 141,969	4,521,138	4,663,107
Provision for loan losses	124,996	(435,096)	(310,100)
Charge-offs	—	(440,180)	(440,180)
Recoveries	—	32,214	32,214
Balance at August 31, 2019	\$ 266,965	3,678,076	3,945,041
Provision for loan losses	(215,543)	371,743	156,200
Charge-offs	—	(1,568,585)	(1,568,585)
Recoveries	—	—	—
Balance at August 31, 2020	\$ 51,422	2,481,234	2,532,656

As CFA's borrowers are financially dependent on the agricultural economy, their ability to fulfill their obligations to CFA is influenced by numerous factors beyond their control, including the economic and environmental conditions of their respective geographic regions, international trade policies, volatility in commodity markets, and governmental regulations.

Management exercises significant judgment when evaluating the effects of qualitative factors on the amount of the allow-

ance for loan losses. Such judgments are heavily affected by management's outlook for the agriculture economy and commodity prices that have a direct effect on collateral margins and the ability of borrowers to perform on their loan obligations. Due to the level of uncertainty inherent in the allowance for loan loss estimate, a significant portion of the allowance is attributable to environmental factors.

(3) INVESTMENT IN COBANK

As a customer of CoBank, CFA is required to maintain an investment in CoBank through an ownership interest equal to a target equity level set annually by CoBank's board of directors. Investments in stock are obtained through direct purchases of stock and patronage refunds received in the form of equity. To the extent that CFA's equity in CoBank exceeds the target, the excess is repurchased by CoBank for cash. Retirements under the CoBank capital plan are redeemed at cost and begin in the year following the year when the credit facility is paid in full, and continue over an 11-year period, subject to board approval. As one of the banks of the Farm Credit System, a nationwide system of cooperatively owned banks and associations established by an Act of the United States Congress subject to the provisions of the Farm Credit Act of 1971, as amended, a substantial portion of CoBank's business is dependent on the agribusiness economic sector. As of August 31, 2020 and 2019, CFA held \$11,254,399 and \$10,596,513 investment in CoBank respectively.

Information related to CFA's patronage refund received from CoBank is as follows:

	2020	2019
Cash portion	\$ 2,133,765	1,925,641
Equity portion	657,886	641,881
Total for the year	\$ 2,791,651	2,567,522

(4) RELATED PARTY TRANSACTIONS

As required by CFA's Bylaws, the board of directors is comprised of members who are directors, officers or board members of CFA's voting shareholders. As a group, the shareholders that board members are affiliated with held 9% of the common stock and capital credits, representing 11% of the voting power and were responsible for 15% of the interest income for the year ended August 31, 2020. As of August 31, 2019, customers that the then current board members were affiliated with held 10% of the common stock and capital credits, representing 13% of the voting power and were responsible for 20% of the interest income. As of August 31, 2020 and 2019, CFA had loan commitments outstanding of \$5,500,000 and \$14,650,000 with outstanding balances of \$0 and \$7,133,734 respectively, to the member cooperatives affiliated with board members. As of August 31, 2020, these loans were set to mature on March 15, 2021 and carried an interest rate of 3%.

Within the production agriculture program which lends directly to agriculture producers, the Local Associations affiliated with members of CFA's board of directors sponsored \$145,000,000 of commitments under contracts not to exceed \$195,000,000 with a maximum guarantee amount of \$22,700,000 as of August 31, 2020. Comparably, as of August 31, 2019, the then current board of directors' Local Associations sponsored \$117,000,000 of commitments under contracts totaling \$208,500,000 with a maximum guarantee amount of \$24,300,000.

As part of their marketing strategies, various Local Associations enter into interest rate subsidy agreements on certain production agricultural loans in which they agreed to pay a portion of the loans' interest. Amounts included in interest income from subsidy agreements totaled \$4,345,235 and \$4,209,350 in 2020 and 2019, respectively. Amounts receivable under the agreements were \$2,581,305 and \$2,449,848 as of August 31, 2020 and 2019, respectively.

In addition, as an agricultural finance cooperative, CFA exists primarily for the purpose of accessing and delivering financing to its stockholders. During the years ended August 31, 2020 and 2019, 99.9% and 99.8%, respectively, of all interest income was derived from loans made directly to or sponsored by CFA stockholders.

Management believes that all loans entered into during 2020 and 2019 were made at an arm's length basis.

(5) FINANCING AGREEMENTS

As of August 31, 2020, CFA's credit facility agreement with a syndication of lenders lead by CoBank provides CFA with a \$410,000,000, five-year revolving facility maturing on April 17, 2022 and a \$10,000,000, six-year revolving facility maturing April 17, 2026. This agreement provides for an accordion option to request an additional \$10,000,000 under the six-year revolving facility.

The credit agreement was arranged to provide variable rate funding for loans to CFA customers based on a credit quality dictated advance rate and cost of funds and is secured by all such customer notes. As of August 31, 2020 and 2019, the amount outstanding under this credit agreement was \$394,000,000 and \$350,800,000, respectively, with an interest rate as of August 31, 2020 of 1.66%. At August 31, 2020 and 2019, CFA had pledged loans with an outstanding balance of \$450,831,127 and \$404,329,093, respectively.

The current credit agreement includes restrictive covenants that require total capital shares and equities plus the allowance for loan losses (Risk Funds) to be no less than \$55,000,000 and the maintenance of a ratio of total loans to Risk Funds of not greater than 6 to 1. In addition, the credit agreement limits individual customer commitment concentration by CFA to 15% of Risk Funds (25% for short-term special circumstance exceptions) and provides for a 50% and 100% limitation of adverse (i.e.,

the principal balance of loans classified as Substandard, Doubtful and Loss) and criticized loans (i.e., the principal balance of loans classified as Special Mention, Substandard, Doubtful and Loss), respectively, to Risk Funds. CFA was in compliance with all restrictive covenants of the credit agreement as of August 31, 2020.

(6) INCOME TAXES

The provision for income taxes for the years ended August 31, 2020 and 2019 consists of the following:

	2020	2019
Current income tax expense:		
Federal	\$ 60,500	69,200
State	14,500	27,800
Provision for income taxes	\$ 75,000	97,000

The provision for income taxes differs from the federal income tax expense computed by applying statutory rates to pre-tax income for the years ended August 31, 2020 and 2019.

The tax provision components consist of the following:

	2020	2019
Federal tax at statutory rate	\$ 1,630,666	1,612,071
Patronage refund deduction	(1,257,745)	(1,375,397)
Allowance for loan losses	(296,601)	(149,156)
State income tax	3,262	5,747
Other, net	(4,582)	3,735
Provision for income taxes	\$ 75,000	97,000

The tax effects of temporary differences that give rise to deferred taxes are not significant at August 31, 2020 or 2019 as substantially all profits are expected to be paid through patronage refunds.

(7) COMMITMENTS AND CONTINGENT LIABILITIES

On August 31, 2020 and 2019, CFA had outstanding commitments to originate loans of \$828,299,912 and \$682,187,441, respectively. In connection with these outstanding commitments to originate loans, CFA has sold loan commitments of \$72,237,584 and \$66,434,418 as of August 31, 2020 and 2019, respectively, under its Master Non-Recourse Loan Participation Agreements. Loan commitments generally have fixed expiration dates or other termination clauses. Because a significant amount of the commitments is expected to expire without being drawn, the total commitment amounts do not necessarily represent future cash requirements. Management monitors seasonal liquidity needs to manage cash flow requirements and participation relationships. A large portion of outstanding commitments to originate loans relate to seasonal borrowing

needs of CFA borrowers for the last agricultural production cycle and are expected to expire without further draws. For the remaining commitments, management anticipates seasonal loan originations and adjusts its credit facility and loan participation agreements to meet expected loan originations. At August 31, 2020 and 2019, CFA had an available borrowing capacity of \$26,000,000 and \$49,200,000, respectively, under its existing credit agreements, subject to available collateral.

CFA leases certain premises and equipment, all of which were classified as operating leases. Rent expense under such arrangements amounted to \$182,276 and \$157,687 as of August 31, 2020 and 2019, respectively.

A summary of the minimum lease commitments follows:

A summary of the minimum lease commitments follows:			
Year Ending August 31,			
2021	\$ 168,180	2024	161,664
2022	163,586	2025	161,974
2023	165,302	After	177,962
Total			\$ 998,668

(8) CAPITAL SHARES AND EQUITIES

Class A common stockholders are entitled to one vote per share plus one additional vote for each share of Class B common stock. Class B common stock is nonvoting except when the stockholder owns a share of Class A common stock. Holders of Class A common stock who do not conduct business with CFA in a 24 month period or who have failed to meet their financial commitments to CFA may have their Class A common stock converted into Class B common stock or capital credits of equal par value by the board of directors. In addition, subject to board approval, capital credits and Class B shares can be converted into Class A shares.

For the year ended August 31, 2020, 6 Class A shares and 20 Class B shares were issued for cash. In addition, 7 Class A shares were converted into 143 Class B shares and 35 Class B shares were converted into 2 Class A shares. For the year ended August 31, 2019, 10 Class A shares and 20 Class B shares were issued for cash. In addition, 5 Class A shares were converted into 105 Class B shares and 40 Class B shares were converted into 2 Class A shares.

CFA has established a Base Capital Plan under which patrons provide capital (common stock and/or capital credits) in amounts determined in accordance with their relative usage of CFA products. The Base Capital Plan as approved by the board of directors establishes a patron's annual capital requirement using an 8.5% capitalization rate based on the patron's high credit of the then current and preceding two fiscal years (Base Capital Requirement or BCR). The satisfaction of the individual patron's BCR is then used to determine the cash portion of patronage refunds. The following table details the percent of cash patronage refunds paid to patrons based on their BCR rate for the years ended August 31, 2020 and 2019

BASE CAPITAL REQUIREMENT	PERCENT OF CASH PATRONAGE
Less than 80%	50%
80% to 100%	80%
Greater than 100%	100%

Patronage refunds for the year ended August 31, 2020 were \$5,989,245, consisting of \$3,599,876 to be paid in cash and \$2,389,369 in CFA equities. Patronage refunds reflected for the year ended August 31, 2019 were \$6,549,508, consisting of \$4,025,324 paid in cash and \$2,524,184 in CFA equities. Patronage refunds to be paid in CFA equities are identified as patronage refunds for reinvestment in the statement of capital shares and equities until the equities are allocated to individual stockholders. The equity portion of patronage dividends is paid in Class B common stock with capital credits issued for fractional shares.

Equity may be redeemed at the discretion of the board of directors based on its assessment of CFA's capital needs. Equity is redeemed at cost plus any patronage received in the form of equity. There were no equity retirements during the years ended August 31, 2020 or 2019.

Paid-in capital of \$647,984 represents the excess of the par value over the book value of equities exchanged when CFA was recapitalized on December 1, 1993.

(9) EMPLOYEE BENEFIT PLANS

CFA is one of approximately 380 employers that contribute to the Co-op Retirement Plan, EIN 01-0689331, Plan Number 001, (Co-op Plan), which is a defined benefit plan constituting a "multiple employer plan" under the Internal Revenue Code of 1986, as amended, and a "multiemployer plan" under the FASB Accounting Standards Master Glossary. The risks of participating in these multiemployer plans are different from single-employer plans as follows:

- Assets contributed to the multiemployer plan by one employer may be used to provide benefits to employees of other participating employers;
- If a participating employer stops contributing to the plan, the unfunded obligations of the plan may be borne by the remaining participating employers; and
- If CFA chooses to stop participating in the multiemployer plan, CFA may be required to pay the Co-op Plan an amount based on the underfunded status of the Co-op Plan, referred to as a withdrawal liability.

CFA's contributions for the years ended August 31, 2020 and 2019 were \$294,139 and \$305,361, respectively, constituting its total contribution to the multiemployer plan and represented less than 5% of total contributions to the Co-op Plan as indicated in the Co-op Plan's most recently available annual report (Form 5500). Plan level information is included in the Form 5500 and therefore is available in the public domain. There

have been no significant changes that affect the comparability of the 2020 and 2019 contributions.

This plan covers employees of CFA who work a minimum of 1,000 hours per year and is funded by contributions from CFA and its employees. Normal retirement benefits payable under this plan are based on years of service and the employee's average compensation during the highest four of the employee's last ten years of eligible employment. Under the Co-op Plan, participating employers are allowed to annually elect a retirement benefit accrual rate for their eligible employees. CFA elected a 1.75% annual benefit accrual rate for the years ended August 31, 2020 and 2019.

CFA adopted The Restated Thrift/Profit Sharing Plan for Co-operatives in 2004. Generally, eligible employees may elect to contribute up to 80% of their earnings under this plan subject to IRS limitations. CFA will match up to 50% of the first 6% of each employee's earnings contributed to the plan. Employees vest in CFA's contribution after three years of service with distributions generally being made at retirement, disability, death or termination of employment whichever comes first. For the years ended August 31, 2020 and 2019, CFA's contributions amounted to \$83,845 and \$82,827, respectively, to this plan.

CFA has established a comprehensive wage plan under which certain employees are eligible to receive a supplemental cash bonus that is generally based on the employee's duties and responsibilities and CFA's operating results. Distributions are made annually after the close of each fiscal year. For the years ended August 31, 2020 and 2019, CFA charged \$650,000 and \$545,000 (to include related benefit accruals), respectively, against income under this plan.

(10) FAIR VALUE MEASUREMENT

CFA generally does not record any of its assets or liabilities at fair value on a recurring basis. Occasionally, some assets and liabilities are subject to fair value adjustment under certain circumstances on a nonrecurring basis. When fair value adjustments are required by GAAP, CFA estimates fair value in accordance with FASB ASC 820-10 "Fair Value Measurements." Fair value measurements involve various valuation techniques and assume that the transactions would occur between market participants in the most advantageous market. The standard establishes a fair value hierarchy and prioritizes the inputs into valuation techniques used to measure fair value into three broad levels: 1) Level 1 inputs consist of unadjusted quoted prices in active markets for identical assets and liabilities that CFA has the ability to access at the measurement date; 2) Level 2 inputs include quoted prices in active markets for similar assets or liabilities and inputs that are derived principally from or corroborated by observable market data by correlation or other means; and 3) Level 3 inputs are unobservable and are used if there is little, if any, market activity for the asset or liability at the measurement date. Level 3 inputs include internally developed pricing models and discounted cash flow methodologies. By their nature, Level 3 inputs require significant management judgment.

GAAP requires the maximization of observable inputs when calculating fair value for assets and liabilities. Loans are not recorded at fair value on a recurring basis. However, non-recurring fair value adjustments are recorded on certain loans to reflect impairments that are based on management's assessment of the collectible cash flows or the respective loan collateral value, which are considered a Level 3 input. At August 31, 2020 and 2019, CFA had impaired loans of \$13,554,427 and \$7,803,535 that were impaired by an estimated \$1,534,641 and \$2,621,325, respectively.

(11) SUBSEQUENT EVENTS

Management of CFA has evaluated subsequent events through October 23, 2020, which is the date the financial statements were available to be issued. No significant matters were identified for disclosure or adjustment to the financial statements during this evaluation. ■

WHAT WE DO

CFA offers a full range of financial products and services to agricultural cooperatives and their customers. Our membership-based services include operating and term loans, single-purpose inventory financing, point-of-sale production agriculture financing, and more.

BENEFITS OF WORKING WITH CFA

FLEXIBLE LOAN PRODUCTS

CFA offers a broad array of flexible financial products specifically designed for the agricultural industry. We make loans to meet the seasonal borrowing needs of the local farmers associated with our member cooperatives.

COMPETITIVE INTEREST RATES

As a financial co-op, our only shareholders are our cooperative members. This allows CFA the ability to provide competitive interest rates, lower fees, one-on-one service and a convenient approval and funding process.

MEMBERSHIP BENEFITS

Our members enjoy access to our financial products, support from our experienced staff, as well as patronage dividends from having ownership in CFA. Understanding our success is directly tied to yours, we are fully committed to helping you achieve long-term financial success.

INTERESTED IN BECOMING A MEMBER OF CFA?

As a cooperative, CFA is committed to the long-term financial success of our members. From flexible loans to hands-on support, we provide reliable products that exceed expectations. Additionally, we give our members the opportunity to offer custom production ag loans to their member-owners in order to support their need for additional funding for their farming enterprises.

ELIGIBILITY

CFA membership is exclusive to agricultural cooperatives. To become a member, one must purchase a Class A Common Stock share for \$2,000.

PATRONAGE

CFA conducts the majority of its business on a patronage basis. A substantial portion of our annual earnings are returned to our members as a patronage refund. The patronage refund consists of both cash and Class B Common Stock.

BASE CAPITAL PLAN

CFA has established a Base Capital Plan for the purpose of obtaining the equity capital needed for its business. A minimal stock investment of \$2,000 is required for most financial commitments.

PRODUCTS AND SERVICES

Members have full access to CFA's wide range of financial products and services, including commercial agribusiness loans and input finance loans. Additionally, our member cooperatives can offer dedicated financing options to their customers.

CFA BOARD OF DIRECTORS

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SECRETARY

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VICE CHAIRMAN

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TREASURER

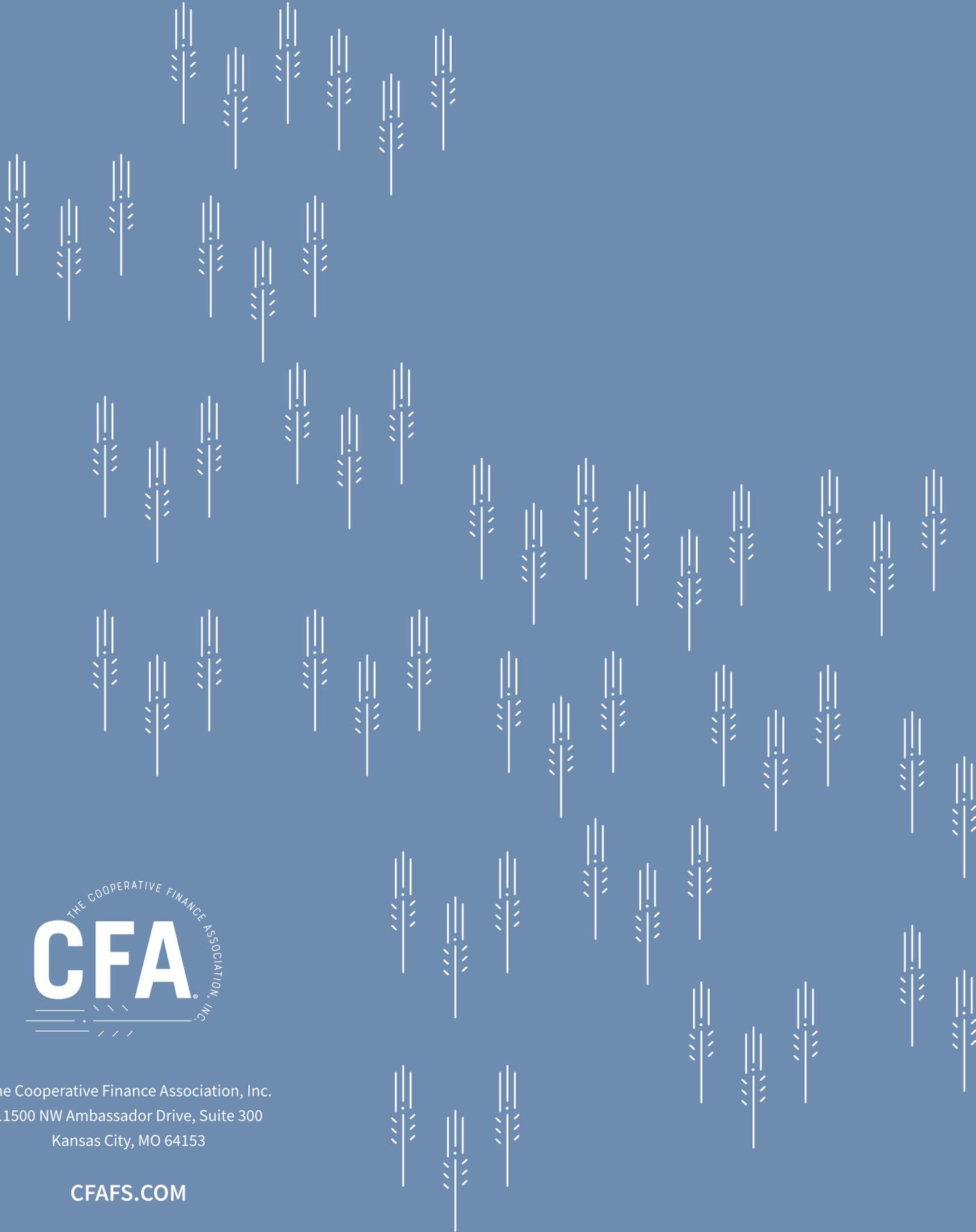
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... in the end, agriculture
just got to work.



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