

HERITAGE LAND BANK, ACA

2022 Quarterly Report Third Quarter



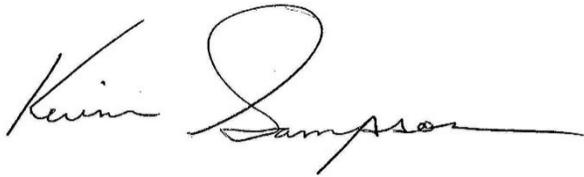
For the Quarter Ended September 30, 2022

REPORT OF MANAGEMENT

The undersigned certify that we have reviewed this report, that it has been 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.



William M. Tandy, Chief Executive Officer
November 4, 2022



Kevin Sampson, Chairman, Board of Directors
November 4, 2022



Heath Gattis, Chief Financial Officer
November 4, 2022

Third Quarter 2022 Financial Report

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HERITAGE LAND BANK, ACA MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the financial performance of the Heritage Land Bank, ACA (Agricultural Credit Association), referred to as the Association, for the quarter ended September 30, 2022. These comments should be read in conjunction with the accompanying financial statements and the December 31, 2021 Annual Report to Stockholders.

The Association is a member of the Farm Credit System (System), a nationwide network of cooperatively owned financial institutions established by and subject to the provisions of the Farm Credit Act of 1971, as amended, and the regulations of the Farm Credit Administration (FCA) promulgated thereunder.

The consolidated financial statements comprise the operations of the ACA and its wholly-owned subsidiaries. The consolidated financial statements were prepared under the oversight of the Association's audit committee.

Significant Events

The Association's board of directors is committed to returning earnings in the form of a cooperative dividend. In January 2022, the board of directors declared a cash cooperative dividend distribution of approximately \$4.3 million from 2021 profits that was paid March 17, 2022. The cooperative dividend distribution equated to 70 basis points (0.7 percent). Since 2000, Heritage Land Bank has returned a total of \$51.8 million in cash to borrowers.

Throughout the pandemic, the Association has continued to fulfill its mission to support agriculture and rural communities by providing access to reliable and consistent credit. Despite these turbulent times, credit quality at the Association has remained strong. However, after a prolonged pandemic period that has been characterized by both supply chain disruptions and geopolitical conflicts which have impacted the availability and prices of relevant agricultural inputs, volatility in credit quality is possible in future periods.

Inflationary pressures continued during the third quarter of 2022. The Federal Open Market Committee (FOMC) has increased the target federal funds rate by a total of 300 basis points through the end of the third quarter, including three consecutive 75-basis-point increases in June, July, and September. As of September 30, 2022, the federal funds target range rate is 3.00 – 3.25 percent. The FOMC is strongly committed to returning inflation to its 2 percent long-run objective. The Consumer Price Index for All Urban Consumers increased by 8.3 percent for the 12-month period ending August 2022, up from 5.2 percent for the same period last year, but down from a peak of 9.0 percent reached in June 2022.

The West Texas Intermediate (WTI) crude oil futures price declined from an average of about \$109 per barrel in the second quarter to an average of about \$91 per barrel during the third quarter of 2022. However, quarterly average WTI crude oil prices increased by nearly 30 percent year-over-year (YOY). In its September Short Term Energy Outlook (STEO), the U.S. Energy Information Administration estimated that WTI prices would average about \$98 per barrel in 2022, down about \$4 per barrel from its June estimate. The September STEO also states that natural gas prices increased in August, reflecting continued strong demand from the electric power sector, keeping natural gas inventories below their five-year average.

In September 2022, the U.S. Department of Agriculture (USDA) presented its latest farm income forecast. Net farm income (nominal) is forecast at \$147.70 billion in 2022, up about 5.2 percent YOY. Total production expenses (nominal) are forecast to increase by about 17.8 percent in 2022. Farm sector assets and equity are both forecast to increase by about 9.7 percent and 10.4 percent, respectively, while farm debt is forecast to decrease by about 4.6 percent in nominal terms. The debt-to-assets ratio is forecast to continue improving in 2022.

According to USDA's September 2022 World Agricultural Supply and Demand Estimates report, average farm prices for corn, soybeans, and cotton will increase during the 2022/2023 marketing year. Similarly, steer prices are estimated to have averaged higher during the third quarter of 2022 compared to the prior quarter and are expected to continue rising during the fourth quarter. Overall, steers, broilers, and turkeys are projected to experience double-digit increases in 2022 while barrows and gilts prices are projected to rise by about 6 percent. The USDA is similarly projecting high inflation in all-milk, with prices reaching an average of about \$25 per hundredweight (cwt) during 2022, before declining to around \$22 per cwt in 2023. Lumber prices continued to trend lower during the third quarter of 2022 and decreased about 33 percent YOY.

The Federal Reserve Bank of Dallas released its third quarter Eleventh District Agricultural Survey on October 3, 2022. The Eleventh District includes Texas, southern New Mexico, and northern Louisiana. Survey respondents noted that extreme dry conditions continued to negatively impact agricultural production, particularly for cotton and pasture. At the end of September, more than 30 percent of Texas land area was experiencing drought conditions classified as severe, extreme, or exceptional. At this time, the impact of the drought has not materially impacted the loan portfolio. However, the uncertainty concerning the length and ultimate severity of the drought may have future impacts. The Association will continue to monitor the drought and associated impacts.

Agricultural producers may be negatively affected by several factors during the remainder of 2022, including volatile commodity prices, high input costs, export market disruptions, geopolitical challenges, economic slowdown, transportation issues, low water levels on major rivers such as the Mississippi and other weather-related challenges. The Association's loan portfolio is well-supported by industry diversification and conservative advance rates. Additionally, a high percentage of the Association's borrowers primarily rely on non-farm sources of income to repay their loans.

The overall impact of these circumstances is still evolving, and future events are still uncertain. The Association continues to assess the impact on the global, U.S., and Texas economies. The Association will continue to closely monitor the situation in the coming months.

Loan Portfolio

Total loans outstanding at September 30, 2022, including nonaccrual loans and sales contracts, were \$667,873,086 compared to \$660,072,336 at December 31, 2021, reflecting increase of 1.2 percent. Nonaccrual loans as a percentage of total loans outstanding were 0.02 percent at September 30, 2022, compared to 0.03 percent at December 31, 2021.

The Association recorded \$5,800 in recoveries and no charge-offs for the quarter ended September 30, 2022, and \$41,953 in recoveries and no charge-offs for the same period in 2021. The Association's allowance for loan losses was 0.8 percent of total loans outstanding as of September 30, 2022, and December 31, 2021, respectively.

Risk Exposure

High-risk assets include nonaccrual loans, loans that are past due 90 days or more and still accruing interest, formally restructured loans and other property owned. The following table illustrates the Association's components and trends of high-risk assets.

| | <u>September 30, 2022</u> | | <u>December 31, 2021</u> | |
|---|---------------------------|---------------|--------------------------|---------------|
| | <u>Amount</u> | <u>%</u> | <u>Amount</u> | <u>%</u> |
| Nonaccrual | \$ 112,475 | 6.6% | \$ 194,728 | 71.5% |
| 90 days past due and still accruing interest | 1,528,476 | 89.2% | - | 0.0% |
| Formally restructured | 71,472 | 4.2% | 77,800 | 28.5% |
| Total | <u>\$1,712,423</u> | <u>100.0%</u> | <u>\$272,528</u> | <u>100.0%</u> |

Results of Operations

The Association had net income of \$2,289,672 and \$7,054,531 for the three and nine months ended September 30, 2022, as compared to net income of \$2,272,203 and \$6,807,830 for the same periods in 2021, reflecting increases of 0.8 percent and 3.6 percent, respectively. Net interest income was \$4,316,571 and \$13,014,263 for the three and nine months ended September 30, 2022, compared to \$4,203,813 and \$12,451,273 for the same periods in 2021.

| | Nine Months Ended | | | |
|---|--------------------------|----------------------|----------------------|----------------------|
| | September 30, | | September 30, | |
| | 2022 | | 2021 | |
| | <u>Average</u> | | <u>Average</u> | |
| | <u>Balance</u> | <u>Interest</u> | <u>Balance</u> | <u>Interest</u> |
| Loans | \$ 662,756,867 | \$ 22,293,036 | \$ 637,000,271 | \$ 20,783,831 |
| Interest-bearing liabilities | 571,592,653 | 9,278,773 | 551,474,025 | 8,332,558 |
| Impact of capital | <u>\$ 91,164,214</u> | | <u>\$ 85,526,246</u> | |
| Net interest income | | <u>\$ 13,014,263</u> | | <u>\$ 12,451,273</u> |
| | | 2022 | | 2021 |
| | | <u>Average Yield</u> | | <u>Average Yield</u> |
| Yield on loans | | 4.50% | | 4.36% |
| Cost of interest-bearing liabilities | | 2.17% | | 2.02% |
| Interest rate spread | | 2.33% | | 2.34% |
| Net interest income as a percentage of average earning assets | | 2.63% | | 2.61% |

| | Nine months ended: | | |
|-------------------------|--|------------------|-------------------|
| | September 30, 2022 vs. September 30, 2021 | | |
| | Increase due to | | |
| | <u>Volume</u> | <u>Rate</u> | <u>Total</u> |
| Interest income - loans | \$ 840,376 | \$ 668,829 | \$ 1,509,205 |
| Interest expense | 303,977 | 642,238 | 946,215 |
| Net interest income | <u>\$ 536,399</u> | <u>\$ 26,591</u> | <u>\$ 562,990</u> |

Interest income for the three and nine months ended September 30, 2022, increased by \$569,073 and \$1,509,205, or 8.1 percent and 7.3 percent, respectively, from the same periods of 2021, due to an increase in average loan volume and an increase in yields on earning assets. Interest expense for the three and nine months ended September 30, 2022, increased by \$456,314 and \$946,215, or 15.9 percent and 11.4 percent, respectively, from the same periods of 2021, due to an increase in average debt volume and an increase in interest rates. Average loan volume for the third quarter of 2022 was \$664,216,055, compared to \$651,099,735 in the third quarter of 2021. The average net interest rate spread on the loan portfolio for the third quarter of 2022 was 2.26 percent, compared to 2.30 percent in the third quarter of 2021.

The Association's return on average assets for the nine months ended September 30, 2022, was 1.39 percent compared to 1.40 percent for the same period in 2021. The Association's return on average equity for the nine months ended September 30, 2022, was 9.55 percent, compared to 9.73 percent for the same period in 2021.

Liquidity and Funding Sources

The Association secures the majority of its lendable funds from the Farm Credit Bank of Texas (the Bank), which obtains its funds through the issuance of System-wide obligations and with lendable equity. The following schedule summarizes the Association's borrowings.

| | September 30, 2022 | December 31, 2021 |
|----------------------------------|-------------------------------|------------------------------|
| Note payable to the Bank | \$ 575,471,015 | \$ 568,220,382 |
| Accrued interest on note payable | 1,098,354 | 980,745 |
| Total | <u>\$ 576,569,369</u> | <u>\$ 569,201,127</u> |

The Association operates under a general financing agreement (GFA) with the Bank. The current GFA is effective through September 30, 2023. The primary source of liquidity and funding for the Association is a direct loan from the Bank. The outstanding balance of \$575,471,015 as of September 30, 2022, is recorded as a liability on the Association's balance sheet. The note carried a weighted average interest rate of 2.35 percent at September 30, 2022. The indebtedness is collateralized by a pledge of substantially all of the Association's assets to the Bank and is governed by the GFA. The increase in note payable to the Bank and related accrued interest payable since December 31, 2021, is due to the Association's increase in loan volume. The Association's own funds, which represent the amount of the Association's loan portfolio funded by the Association's equity, were \$91,700,830 at September 30, 2022. The maximum amount the Association may borrow from the Bank as of September 30, 2022, was \$668,605,746 as defined by the GFA. The indebtedness continues in effect until the expiration date of the GFA, which is September 30, 2023, unless sooner terminated by the Bank upon the occurrence of an event of default, or by the Association, in the event of a breach of this agreement by the Bank, upon giving the Bank 30 calendar days' prior written notice, or in all other circumstances, upon giving the Bank 120 days' prior written notice.

Capital Resources

The Association's capital position increased by \$3,740,997 at September 30, 2022, compared to December 31, 2021. The Association's debt as a percentage of members' equity was 5.83:1 as of September 30, 2022, compared to 5.99:1 as of December 31, 2021.

Farm Credit Administration regulations require the Association to maintain minimums for various regulatory capital ratios. New regulations became effective January 1, 2017, which replaced the previously required core surplus and total surplus ratios with common equity tier 1, tier 1 capital, and total capital risk-based capital ratios. The new regulations also added tier 1 leverage and unallocated retained earnings and equivalents (UREE) ratios. The permanent capital ratio continues to remain in effect, with some modifications to align with the new regulations. As of September 30, 2022, the Association exceeded all regulatory capital requirements.

Significant Recent Accounting Pronouncements

In March 2022, the Financial Accounting Standards Board (FASB) issued an update entitled, "Financial Instruments - Credit Losses: Troubled Debt Restructurings and Vintage Disclosures." The guidance eliminates the accounting guidance for troubled debt restructurings (TDRs) by creditors while enhancing disclosure requirements for certain loan refinancings and restructurings when a borrower is experiencing financial difficulty. The creditor will have to apply the guidance to determine whether a modification results in a new loan or a continuation of an existing loan. In addition to the TDR guidance, the update requires public business entities to disclose current period gross write-offs by year of origination for financing receivables and net investments in leases within the scope of the credit losses standard. These amendments will be effective for the Association at the time of adoption of the measurement of credit losses on financial instruments standard on January 1, 2023.

In January 2021, the FASB issued an update whereby certain derivative instruments may be modified to change the rate used for margining, discounting, or contract price alignment. An entity may elect to apply the new amendments on a full retrospective basis as of any date from the beginning of an interim period that includes or is subsequent to March 12, 2020, or on a prospective basis to new modifications from any date within an interim period that includes or is subsequent to the date of the update, up to the date that financial statements are available to be issued. These amendments do not apply to contract modifications made or new hedging relationships entered into after December 31, 2022, and existing hedging relationships evaluated for effectiveness in periods after December 31, 2022. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

In March 2020, the FASB issued guidance entitled "Facilitation of the Effects of Reference Rate Reform on Financial Reporting." The guidance provides optional expedients and exceptions for applying GAAP to contracts, hedging relationships and other transactions affected by reference rate reform. The guidance simplifies the accounting evaluation of contract modifications that replace

a reference rate affected by reference rate reform and contemporaneous modifications of other contracts related to the replacement of the reference rate. With respect to hedge accounting, the guidance allows amendment of formal designation and documentation of hedging relationships in certain circumstances as a result of reference rate reform and provides additional expedients for different types of hedges, if certain criteria are met. The optional amendments are effective as of March 12, 2020, through December 31, 2022. The Association is evaluating the impact of adoption on the Association's financial condition and its results of operations.

In December 2019, the FASB issued guidance entitled "Simplifying the Accounting for Income Taxes." This guidance eliminates certain intra period tax allocations, foreign deferred tax recognition and interim period tax calculations. In addition, the guidance simplifies disclosure regarding capital and franchise taxes, the allocation of goodwill in business combinations, subsidiary financial statements, and other disclosures. The new guidance is intended to eliminate and/or simplify certain aspects of income tax accounting that are complex or that require significant judgment in application or presentation. The guidance becomes effective for fiscal years beginning after December 15, 2021. Early adoption of the guidance is permitted and the Association adopted this guidance on January 1, 2020. The adoption of this guidance did not materially impact the Association's financial condition or results of operations.

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

In August 2018, FASB issued guidance entitled "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Cost." The guidance aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that include an internal-use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by this guidance. This guidance became effective for interim and annual periods beginning after December 15, 2019. The guidance also requires an entity (customer) to expense the capitalized implementation costs of a hosting arrangement that is a service contract over the term of the hosting arrangement. It further specifies where to present expense and payments in the financial statements. The guidance is to be applied on a retrospective or prospective basis to all implementation costs incurred after the date of adoption. The adoption of this guidance did not materially impact the Association's financial condition or its results of operations.

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

In June 2016, the FASB issued guidance entitled "Measurement of Credit Losses on Financial Instruments." The guidance replaces the current incurred loss impairment methodology with a single allowance framework for financial assets carried at amortized cost, which reflects management's estimate of expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to held-to maturity securities and depending on the situation available-for-sale securities would also be recorded through an allowance for credit losses. For public business entities that are not U.S. Securities and Exchange Commission filers including this, entity, this guidance becomes effective for interim and annual reporting periods beginning after December 15, 2022. The Association continues to test and refine the current expected loss models. The Association continues to evaluate the impact of adoption on its financial condition and results of operations.

Relationship With the Farm Credit Bank of Texas

The Association's financial condition may be impacted by factors that affect the Bank. The financial condition and results of operations of the Bank may materially affect the stockholder's investment in the Association. The Management's Discussion and Analysis and Notes to Financial Statements contained in the 2021 Annual Report of Heritage Land Bank, ACA more fully describe the Association's relationship with the Bank.

The annual and quarterly stockholder reports of the Bank are available free of charge, upon request. These reports can be obtained by writing to Farm Credit Bank of Texas, Corporate Communications, P.O. Box 202590, Austin, Texas 78720, or by calling (512) 483-9204. The annual and quarterly stockholder reports for the Bank are also available on its website at www.farmcreditbank.com.

The Association's quarterly stockholder reports are also available free of charge, upon request. These reports can be obtained by writing to Heritage Land Bank, ACA, 4608 Kinsey Drive, Tyler, Texas, 75703 or calling (903) 534-4975. The annual and quarterly stockholder reports for the Association are also available on its website at heritagelandbank.com. Copies of the Association's quarterly stockholder reports can also be requested by e-mailing stephanie.davis@heritagelandbank.com.

HERITAGE LAND BANK, ACA

CONSOLIDATED BALANCE SHEETS

| | September 30, 2022 (unaudited) | December 31, 2021 |
|---|---|------------------------------|
| <u>ASSETS</u> | | |
| Cash | \$ 13,965 | \$ 39,628 |
| Loans | 667,873,086 | 660,072,336 |
| Less: allowance for loan losses | 5,477,425 | 5,432,897 |
| Net loans | 662,395,661 | 654,639,439 |
| Accrued interest receivable | 3,214,351 | 2,560,938 |
| Investment in and receivable from the Farm Credit Bank of Texas: | | |
| Capital stock | 11,039,020 | 11,039,020 |
| Other | 3,072,955 | 1,372,986 |
| Premises and equipment, net | 5,693,598 | 5,474,306 |
| Other assets | 642,509 | 423,448 |
| Total assets | \$ 686,072,059 | \$ 675,549,765 |
| <u>LIABILITIES</u> | | |
| Note payable to the Farm Credit Bank of Texas | \$ 575,471,015 | \$ 568,220,382 |
| Advance conditional payments | 680 | 1,044 |
| Accrued interest payable | 1,098,354 | 980,745 |
| Drafts outstanding | 747,994 | 206,161 |
| Dividends payable | 3,542,000 | 4,587,000 |
| Other liabilities | 4,774,222 | 4,857,636 |
| Total liabilities | 585,634,265 | 578,852,968 |
| <u>MEMBERS' EQUITY</u> | | |
| Capital stock and participation certificates | 2,674,150 | 2,717,525 |
| Unallocated retained earnings | 98,061,684 | 94,289,309 |
| Accumulated other comprehensive loss | (298,040) | (310,037) |
| Total members' equity | 100,437,794 | 96,696,797 |
| Total liabilities and members' equity | \$ 686,072,059 | \$ 675,549,765 |

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

HERITAGE LAND BANK, ACA

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(unaudited)

| | Quarter Ended | | Nine Months Ended | |
|---|---------------------|---------------------|---------------------|---------------------|
| | September 30, | | September 30, | |
| | 2022 | 2021 | 2022 | 2021 |
| <u>INTEREST INCOME</u> | | | | |
| Loans | \$ 7,635,391 | \$ 7,066,318 | \$ 22,293,036 | \$ 20,783,831 |
| <u>INTEREST EXPENSE</u> | | | | |
| Note payable to the Farm Credit Bank of Texas | 3,318,815 | 2,862,503 | 9,278,758 | 8,332,551 |
| Advance conditional payments | 5 | 2 | 15 | 7 |
| Total interest expense | 3,318,820 | 2,862,505 | 9,278,773 | 8,332,558 |
| Net interest income | 4,316,571 | 4,203,813 | 13,014,263 | 12,451,273 |
| <u>PROVISION FOR LOAN LOSSES</u> | | | | |
| | - | - | - | - |
| Net interest income after provision for loan losses | 4,316,571 | 4,203,813 | 13,014,263 | 12,451,273 |
| <u>NONINTEREST INCOME</u> | | | | |
| Income from the Farm Credit Bank of Texas: | | | | |
| Patronage income | 996,897 | 837,642 | 3,103,720 | 2,576,697 |
| Loan fees | 40,899 | 33,441 | 108,902 | 123,213 |
| Refunds from Farm Credit System Insurance Corporation | - | - | 122,580 | 58,567 |
| Financially related services income | 398 | 441 | 931 | 1,089 |
| Gain on sale of premises and equipment, net | - | - | 72,837 | - |
| Other noninterest income | 15,350 | 22,460 | 54,085 | 226,330 |
| Total noninterest income | 1,053,544 | 893,984 | 3,463,055 | 2,985,896 |
| <u>NONINTEREST EXPENSES</u> | | | | |
| Salaries and employee benefits | 1,896,960 | 1,824,675 | 5,801,404 | 5,406,835 |
| Directors' expense | 63,024 | 44,339 | 195,214 | 149,726 |
| Purchased services | 93,180 | 105,986 | 292,956 | 365,582 |
| Travel | 116,685 | 100,925 | 254,529 | 233,532 |
| Occupancy and equipment | 265,505 | 223,568 | 760,197 | 688,069 |
| Communications | 28,706 | 33,761 | 91,761 | 101,504 |
| Advertising | 108,528 | 82,539 | 267,324 | 317,312 |
| Public and member relations | 26,742 | 72,383 | 412,507 | 312,672 |
| Supervisory and exam expense | 58,929 | 44,998 | 176,791 | 155,336 |
| Insurance Fund premiums | 291,424 | 228,905 | 868,467 | 669,579 |
| Loss (gain) on other property owned, net | 15 | 6,949 | (614) | 27,817 |
| Other noninterest expense | 130,745 | 56,566 | 302,251 | 201,375 |
| Total noninterest expenses | 3,080,443 | 2,825,594 | 9,422,787 | 8,629,339 |
| NET INCOME | 2,289,672 | 2,272,203 | 7,054,531 | 6,807,830 |
| Other comprehensive income: | | | | |
| Change in postretirement benefit plans | 3,999 | 4,836 | 11,997 | 14,508 |
| COMPREHENSIVE INCOME | \$ 2,293,671 | \$ 2,277,039 | \$ 7,066,528 | \$ 6,822,338 |

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

HERITAGE LAND BANK, ACA

CONSOLIDATED STATEMENT OF CHANGES IN MEMBERS' EQUITY

(unaudited)

| | <u>Capital Stock/ Participation Certificates</u> | <u>Retained Earnings Unallocated</u> | <u>Accumulated Other Comprehensive Income (Loss)</u> | <u>Total Members' Equity</u> |
|--|--|--|--|--------------------------------------|
| Balance at December 31, 2020 | \$ 2,648,380 | \$ 89,506,815 | \$ (346,227) | \$ 91,808,968 |
| Comprehensive income | - | 6,807,830 | 14,508 | 6,822,338 |
| Capital stock/participation certificates issued | 469,265 | - | - | 469,265 |
| Capital stock/participation certificates retired | (376,665) | - | - | (376,665) |
| Cooperative Dividends: | | | | |
| Cash | - | (3,627,143) | - | (3,627,143) |
| Balance at September 30, 2021 | <u>\$ 2,740,980</u> | <u>\$ 92,687,502</u> | <u>\$ (331,719)</u> | <u>\$ 95,096,763</u> |
| | | | | |
| Balance at December 31, 2021 | \$ 2,717,525 | \$ 94,289,309 | \$ (310,037) | \$ 96,696,797 |
| Comprehensive income | - | 7,054,531 | 11,997 | 7,066,528 |
| Capital stock/participation certificates issued | 273,140 | - | - | 273,140 |
| Capital stock/participation certificates retired | (316,515) | - | - | (316,515) |
| Cooperative Dividends: | | | | |
| Cash | - | (3,282,156) | - | (3,282,156) |
| Balance at September 30, 2022 | <u>\$ 2,674,150</u> | <u>\$ 98,061,684</u> | <u>\$ (298,040)</u> | <u>\$ 100,437,794</u> |

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

HERITAGE LAND BANK, ACA
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS
(unaudited)

NOTE 1 — ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES:

The Heritage Land Bank, ACA (Agricultural Credit Association), referred to as the Association, is a member-owned cooperative that provides credit and credit-related services to or for the benefit of eligible borrowers/stockholders for qualified agricultural purposes. The Association serves the counties of Anderson, Angelina, Cherokee, Collin, Dallas, Henderson, Hunt, Nacogdoches, Panola, Rockwall, Rusk, Sabine, San Augustine, Shelby, Smith, and Tarrant in the state of Texas. The Association is a lending institution of the Farm Credit System (the System), which was established by Acts of Congress to meet the needs of American agriculture.

The accompanying unaudited financial statements have been prepared in accordance with accounting principles generally accepted in the U.S. (GAAP) for interim financial information. Accordingly, they do not include all of the disclosures required by GAAP for annual financial statements and should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2021, as contained in the 2021 Annual Report to Stockholders.

In the opinion of management, the accompanying consolidated financial statements contain all adjustments necessary for a fair presentation of the interim financial condition and results of operations and conform with (GAAP), except for the inclusion of a statement of cash flows. GAAP require a business enterprise that provides a set of financial statements reporting both financial position and results of operations to also provide a statement of cash flows for each period for which results of operations are provided. In regulations issued by the Farm Credit Administration (FCA), associations have the option to exclude statements of cash flows in interim financial statements. Therefore, the Association has elected not to include a statement of cash flows in these consolidated financial statements. These interim financial statements should be read in conjunction with the audited financial statements as of and for the year ended December 31, 2021, as contained in the 2021 Annual Report to Stockholders. The preparation of financial statements in accordance with GAAP requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. Actual results could differ from those estimates. The results of operations for interim periods are not necessarily indicative of the results to be expected for the full year ending December 31, 2022. Descriptions of the significant accounting policies are included in the 2021 Annual Report to Stockholders. In the opinion of management, these policies and the presentation of the interim financial condition and results of operations conform with GAAP and prevailing practices within the banking industry.

In March 2022, the Financial Accounting Standards Board (FASB) issued an update entitled, “Financial Instruments - Credit Losses: Troubled Debt Restructurings and Vintage Disclosures.” The guidance eliminates the accounting guidance for troubled debt restructurings (TDRs) by creditors while enhancing disclosure requirements for certain loan refinancings and restructurings when a borrower is experiencing financial difficulty. The creditor will have to apply the guidance to determine whether a modification results in a new loan or a continuation of an existing loan. In addition to the TDR guidance, the update requires public business entities to disclose current period gross write-offs by year of origination for financing receivables and net investments in leases within the scope of the credit losses standard. These amendments will be effective for the Association at the time of adoption of the measurement of credit losses on financial instruments standard on January 1, 2023.

In January 2021, the FASB issued an update whereby certain derivative instruments may be modified to change the rate used for margining, discounting, or contract price alignment. An entity may elect to apply the new amendments on a full retrospective basis as of any date from the beginning of an interim period that includes or is subsequent to March 12, 2020, or on a prospective basis to new modifications from any date within an interim period that includes or is subsequent to the date of the update, up to the date that financial statements are available to be issued. These amendments do not apply to contract modifications made or new hedging relationships entered into after December 31, 2022, and existing hedging relationships evaluated for effectiveness in periods after December 31, 2022. The Association is evaluating the impact of adoption on the Association’s financial condition and its results of operations.

In March 2020, the FASB issued guidance entitled “Facilitation of the Effects of Reference Rate Reform on Financial Reporting.” The guidance provides optional expedients and exceptions for applying GAAP to contracts, hedging relationships and other transactions affected by reference rate reform. The guidance simplifies the accounting evaluation of contract modifications that replace a reference rate affected by reference rate reform and contemporaneous modifications of other contracts related to the replacement of the reference rate. With respect to hedge accounting, the guidance allows amendment of formal designation and documentation of hedging relationships in certain circumstances as a result of reference rate reform and provides additional expedients for different types of hedges, if certain criteria are met. The optional amendments are effective as of March 12, 2020, through December 31, 2022. The Association is evaluating the impact of adoption on the Association’s financial condition and its results of operations.

In December 2019, the FASB issued guidance entitled “Simplifying the Accounting for Income Taxes.” This guidance eliminates certain intra period tax allocations, foreign deferred tax recognition and interim period tax calculations. In addition, the guidance simplifies disclosure regarding capital and franchise taxes, the allocation of goodwill in business combinations, subsidiary financial

statements, and other disclosures. The new guidance is intended to eliminate and/or simplify certain aspects of income tax accounting that are complex or that require significant judgment in application or presentation. The guidance becomes effective for fiscal years beginning after December 15, 2021. Early adoption of the guidance is permitted and the Association adopted this guidance on January 1, 2020. The adoption of this guidance did not materially impact the Association's financial condition or results of operations.

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

In August 2018, FASB issued guidance entitled "Customer's Accounting for Implementation Costs Incurred in a Cloud Computing Arrangement That Is a Service Cost." The guidance aligns the requirements for capitalizing implementation costs incurred in a hosting arrangement that is a service contract with the requirements for capitalizing implementation costs incurred to develop or obtain internal-use software (and hosting arrangements that include an internal-use software license). The accounting for the service element of a hosting arrangement that is a service contract is not affected by this guidance. This guidance became effective for interim and annual periods beginning after December 15, 2019. The guidance also requires an entity (customer) to expense the capitalized implementation costs of a hosting arrangement that is a service contract over the term of the hosting arrangement. It further specifies where to present expense and payments in the financial statements. The guidance is to be applied on a retrospective or prospective basis to all implementation costs incurred after the date of adoption. The adoption of this guidance did not materially impact the Association's financial condition or its results of operations.

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

In June 2016, the FASB issued guidance entitled "Measurement of Credit Losses on Financial Instruments." The guidance replaces the current incurred loss impairment methodology with a single allowance framework for financial assets carried at amortized cost, which reflects management's estimate of expected credit losses and requires consideration of a broader range of reasonable and supportable information to inform credit loss estimates. Credit losses relating to held-to maturity securities and depending on the situation available-for-sale securities would also be recorded through an allowance for credit losses. For public business entities that are not U.S. Securities and Exchange Commission filers including this, entity, this guidance becomes effective for interim and annual reporting periods beginning after December 15, 2022. The Association continues to test and refine the current expected loss models. The Association continues to evaluate the impact of adoption on its financial condition and results of operations.

The consolidated financial statements comprise the operations of the ACA and its wholly-owned subsidiaries. The preparation of these consolidated financial statements requires the use of management's estimates. The results for the quarter ended September 30, 2022, are not necessarily indicative of the results to be expected for the year ended December 31, 2022.

NOTE 2 — LOANS AND ALLOWANCE FOR LOAN LOSSES:

A summary of loans follows:

| Loan Type | September 30, | December 31, |
|----------------------------------|-----------------------|-----------------------|
| | 2022 | 2021 |
| | Amount | Amount |
| Production agriculture: | | |
| Real estate mortgage | \$ 623,119,115 | \$ 611,698,531 |
| Production and intermediate term | 10,778,926 | 12,038,644 |
| Rural residential real estate | 26,939,338 | 30,900,995 |
| Agribusiness: | | |
| Processing and marketing | 5,932,263 | 4,382,896 |
| Farm-related business | 810,429 | 747,277 |
| Lease receivables | 293,015 | 303,993 |
| Total | <u>\$ 667,873,086</u> | <u>\$ 660,072,336</u> |

The Association purchases or sells participation interests with other parties in order to diversify risk, manage loan volume and comply with Farm Credit Administration regulations. The following table presents information regarding the balances of participations purchased and sold at September 30, 2022:

| | Other Farm Credit Institutions | | Non-Farm Credit Institutions | | Total | |
|----------------------------------|--------------------------------|----------------------|------------------------------|---------------------|--------------------------|----------------------|
| | Participations Purchased | Participations Sold | Participations Purchased | Participations Sold | Participations Purchased | Participations Sold |
| | Real estate mortgage | \$ 15,568,654 | \$ 27,722,380 | \$ - | \$ - | \$ 15,568,654 |
| Production and intermediate term | 105,777 | - | - | - | 105,777 | - |
| Agribusiness | - | 1,284,670 | - | - | - | 1,284,670 |
| Total | <u>\$ 15,674,431</u> | <u>\$ 29,007,050</u> | <u>\$ -</u> | <u>\$ -</u> | <u>\$ 15,674,431</u> | <u>\$ 29,007,050</u> |

The Association is authorized under the Farm Credit Act to accept “advance conditional payments” (ACPs) from borrowers. To the extent the borrower’s access to such ACPs is restricted and the legal right of setoff exists, the ACPs are netted against the borrower’s related loan balance. Unrestricted advance conditional payments are included in other liabilities. ACPs are not insured, and interest is generally paid by the Association on such balances. Balances of ACPs were \$680 and \$1,044 at September 30, 2022, and December 31, 2021, respectively.

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

| | September 30, | December 31, |
|---|---------------------|-------------------|
| | 2022 | 2021 |
| Nonaccrual loans: | | |
| Real estate mortgage | \$ 106,036 | \$ 158,892 |
| Rural residential real estate | 6,439 | 35,836 |
| Total nonaccrual loans | <u>112,475</u> | <u>194,728</u> |
| Accruing restructured loans: | | |
| Real estate mortgage | 71,472 | 77,800 |
| Total accruing restructured loans | <u>71,472</u> | <u>77,800</u> |
| Accruing loans 90 days or more past due: | | |
| Real estate mortgage | 1,528,476 | - |
| Total accruing loans 90 days or more past due | <u>1,528,476</u> | <u>-</u> |
| Total nonperforming loans | 1,712,423 | 272,528 |
| Other property owned | - | - |
| Total nonperforming assets | <u>\$ 1,712,423</u> | <u>\$ 272,528</u> |

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

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

The following table shows loans and related accrued interest as a percentage of total loans and related accrued interest receivable by loan type as of:

| | <u>September 30,</u> <u>2022</u> | | <u>December 31,</u> <u>2021</u> |
|----------------------------------|-------------------------------------|---|------------------------------------|
| Real estate mortgage | | | |
| Acceptable | 99.6 | % | 99.3 |
| OAEM | - | | 0.5 |
| Substandard/doubtful | 0.4 | | 0.2 |
| | 100.0 | | 100.0 |
| Production and intermediate term | | | |
| Acceptable | 99.5 | | 98.5 |
| OAEM | - | | 0.9 |
| Substandard/doubtful | 0.5 | | 0.6 |
| | 100.0 | | 100.0 |
| Agribusiness | | | |
| Acceptable | 100.0 | | 100.0 |
| OAEM | - | | - |
| Substandard/doubtful | - | | - |
| | 100.0 | | 100.0 |
| Rural residential real estate | | | |
| Acceptable | 99.6 | | 99.9 |
| OAEM | 0.4 | | - |
| Substandard/doubtful | - | | 0.1 |
| | 100.0 | | 100.0 |
| Lease receivables | | | |
| Acceptable | 100.0 | | 100.0 |
| OAEM | - | | - |
| Substandard/doubtful | - | | - |
| | 100.0 | | 100.0 |
| Total loans | | | |
| Acceptable | 99.7 | | 99.3 |
| OAEM | - | | 0.5 |
| Substandard/doubtful | 0.3 | | 0.2 |
| | 100.0 | % | 100.0 |
| | | | % |

The following tables provide an age analysis of past due loans (including accrued interest) as of:

| September 30, 2022 | 30-89 Days Past Due | 90 Days or More Past Due | Total Past Due | Not Past Due or Less Than 30 Days Past Due | Total Loans | Recorded Investment >90 Days and Accruing |
|----------------------------------|---------------------------|--------------------------------|----------------------|--|-----------------------|--|
| Real estate mortgage | \$ 225,190 | \$ 1,634,513 | \$ 1,859,703 | \$ 624,178,231 | \$ 626,037,934 | \$ 1,528,476 |
| Rural residential real estate | - | - | - | 27,003,686 | 27,003,686 | - |
| Production and intermediate term | 741 | - | 741 | 10,963,225 | 10,963,966 | - |
| Processing and marketing | - | - | - | 5,971,941 | 5,971,941 | - |
| Farm-related business | - | - | - | 815,923 | 815,923 | - |
| Lease receivables | - | - | - | 293,987 | 293,987 | - |
| Total | \$ 225,931 | \$ 1,634,513 | \$ 1,860,444 | \$ 669,226,993 | \$ 671,087,437 | \$ 1,528,476 |

| December 31, 2021 | 30-89 Days Past Due | 90 Days or More Past Due | Total Past Due | Not Past Due or Less Than 30 Days Past Due | Total Loans | Recorded Investment >90 Days and Accruing |
|----------------------------------|---------------------------|--------------------------------|----------------------|--|-----------------------|--|
| Real estate mortgage | \$ 866,388 | \$ 18,035 | \$ 884,423 | \$ 613,123,833 | \$ 614,008,256 | \$ - |
| Rural residential real estate | 174,675 | - | 174,675 | 30,799,134 | 30,973,809 | - |
| Production and intermediate term | - | - | - | 12,198,116 | 12,198,116 | - |
| Processing and marketing | - | - | - | 4,392,238 | 4,392,238 | - |
| Farm-related business | - | - | - | 755,930 | 755,930 | - |
| Lease receivables | - | - | - | 304,925 | 304,925 | - |
| Total | \$ 1,041,063 | \$ 18,035 | \$ 1,059,098 | \$ 661,574,176 | \$ 662,633,274 | \$ - |

Note: The recorded investment in the receivable is the face amount increased or decreased by applicable accrued interest and unamortized premium, discount, finance charges or acquisition costs, and may also reflect a previous direct write-down of the investment.

A restructuring of a debt constitutes a troubled debt restructuring if the creditor for economic or legal reasons related to the debtor's financial difficulties grants a concession to the debtor that it would not otherwise consider. Troubled debt restructurings (TDRs) are undertaken in order to improve the likelihood of recovery on the loan and may include, but are not limited to, forgiveness of principal or interest, interest rate reductions that are lower than the current market rate for new debt with similar risk, or significant term or payment extensions.

As of September 30, 2022, the total recorded investment of troubled debt restructured loans was \$84,327, including \$12,855 classified as nonaccrual and \$71,472 classified as accrual, with no specific allowance for loan losses. As of September 30, 2022, there were no commitments to lend funds to borrowers whose loan terms have been modified in a troubled debt restructuring.

In restructurings where principal is forgiven, the amount of the forgiveness is immediately charged off. In restructurings where accrued interest is forgiven, the interest is reversed (if current year interest) or charged off (if prior year interest). There were no TDR charge-offs recorded and no TDR defaults for the quarter ending September 30, 2022.

The predominant form of concession granted for troubled debt restructuring includes extensions and/or rearranging terms. Other types of modifications include principal or accrued interest reductions, interest rate decreases, and delayed payments, among others. At times, these terms might be offset with incremental payments, collateral, or new borrower guarantees, in which case the Association assesses all of the modified terms to determine if the overall modification qualifies as a troubled debt restructuring.

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

| | Loans Modified as TDRs | | TDRs in Nonaccrual Status* | |
|----------------------|------------------------|----------------------|----------------------------|----------------------|
| | September 30, 2022 | December 31, 2021 | September 30, 2022 | December 31, 2021 |
| Real estate mortgage | \$ 84,327 | \$ 95,835 | \$ 12,855 | \$ 18,035 |
| Total | \$ 84,327 | \$ 95,835 | \$ 12,855 | \$ 18,035 |

*represents the portion of loans modified as TDRs that are in nonaccrual status

Additional impaired loan information is as follows:

| | September 30, 2022 | | | December 31, 2021 | | |
|---|------------------------|---|----------------------|------------------------|---|----------------------|
| | Recorded Investment | Unpaid Principal Balance ^a | Related Allowance | Recorded Investment | Unpaid Principal Balance ^a | Related Allowance |
| Impaired loans with a related allowance for credit losses: | | | | | | |
| Real estate mortgage | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Rural residential real estate | 6,439 | 6,439 | 5,944 | 6,497 | 6,497 | 6,944 |
| Total | \$ 6,439 | \$ 6,439 | \$ 5,944 | \$ 6,497 | \$ 6,497 | \$ 6,944 |
| Impaired loans with no related allowance for credit losses: | | | | | | |
| Real estate mortgage | \$1,705,984 | \$1,627,029 | \$ - | \$ 236,692 | \$ 236,692 | \$ - |
| Rural residential real estate | - | - | - | 29,339 | 29,339 | - |
| Total | \$1,705,984 | \$1,627,029 | \$ - | \$ 266,031 | \$ 266,031 | \$ - |
| Total impaired loans: | | | | | | |
| Real estate mortgage | \$1,705,984 | \$1,627,029 | \$ - | \$ 236,692 | \$ 236,692 | \$ - |
| Rural residential real estate | 6,439 | 6,439 | 5,944 | 35,836 | 35,836 | 6,944 |
| Total | \$1,712,423 | \$1,633,468 | \$ 5,944 | \$ 272,528 | \$ 272,528 | \$ 6,944 |

^a Unpaid principal balance represents the recorded principal balance of the loan.

| | For the Three Months Ended | | | | For the Nine Months Ended | | | |
|---|------------------------------|----------------------------------|------------------------------|----------------------------------|------------------------------|----------------------------------|------------------------------|----------------------------------|
| | September 30, 2022 | | September 30, 2021 | | September 30, 2022 | | September 30, 2021 | |
| | Average Impaired Loans | Interest Income Recognized | Average Impaired Loans | Interest Income Recognized | Average Impaired Loans | Interest Income Recognized | Average Impaired Loans | Interest Income Recognized |
| Impaired loans with a related allowance for credit losses: | | | | | | | | |
| Real estate mortgage | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - |
| Production and intermediate term | - | - | - | - | - | - | - | - |
| Rural residential real estate | 6,768 | - | 7,477 | - | 6,575 | - | 3,126 | 146 |
| Total | \$ 6,768 | \$ - | \$ 7,477 | \$ - | \$ 6,575 | \$ - | \$ 3,126 | \$ 146 |
| Impaired loans with no related allowance for credit losses: | | | | | | | | |
| Real estate mortgage | \$1,630,287 | \$ 21,019 | \$538,899 | \$ 963 | \$1,572,739 | \$ 54,465 | \$506,065 | \$ 3,966 |
| Production and intermediate term | - | - | 31,266 | 12,710 | - | - | 31,850 | 30,609 |
| Rural residential real estate | - | - | 29,051 | - | - | - | 29,024 | - |
| Total | \$1,630,287 | \$ 21,019 | \$599,216 | \$ 13,673 | \$1,572,739 | \$ 54,465 | \$566,939 | \$ 34,575 |
| Total impaired loans: | | | | | | | | |
| Real estate mortgage | \$1,630,287 | \$ 21,019 | \$538,899 | \$ 963 | \$1,572,739 | \$ 54,465 | \$506,065 | \$ 3,966 |
| Production and intermediate term | - | - | 31,266 | 12,710 | - | - | 31,850 | 30,609 |
| Rural residential real estate | 6,768 | - | 36,528 | - | 6,575 | - | 32,150 | 146 |
| Total | \$1,637,055 | \$ 21,019 | \$606,693 | \$ 13,673 | \$1,579,314 | \$ 54,465 | \$570,065 | \$ 34,721 |

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

| | Real Estate Mortgage | Production and Intermediate Term | Agribusiness | Rural Residential Real Estate | Lease Receivables | Total |
|---------------------------------------|-------------------------|--|---------------------|-------------------------------------|----------------------|---------------------|
| Allowance for Credit Losses: | | | | | | |
| Balance at June 30, 2022 | \$ 2,465,067 | \$ 1,418,806 | \$ 1,569,584 | \$ 18,168 | \$ - | \$ 5,471,625 |
| Charge-offs | - | - | - | - | - | - |
| Recoveries | 3,975 | 1,825 | - | - | - | 5,800 |
| Other | - | - | - | - | - | - |
| Balance at September 30, 2022 | <u>\$ 2,469,042</u> | <u>\$ 1,420,631</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,477,425</u> |
| Balance at December 31, 2021 | \$ 2,453,067 | \$ 1,392,078 | \$ 1,569,584 | \$ 18,168 | \$ - | \$ 5,432,897 |
| Charge-offs | - | - | - | - | - | - |
| Recoveries | 15,975 | 28,553 | - | - | - | 44,528 |
| Other | - | - | - | - | - | - |
| Balance at September 30, 2022 | <u>\$ 2,469,042</u> | <u>\$ 1,420,631</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,477,425</u> |
| Ending Balance: | | | | | | |
| Individually evaluated for impairment | \$ - | \$ - | \$ - | \$ 5,944 | \$ - | \$ 5,944 |
| Collectively evaluated for impairment | 2,469,042 | 1,420,631 | 1,569,584 | 12,224 | - | 5,471,481 |
| Balance at September 30, 2022 | <u>\$ 2,469,042</u> | <u>\$ 1,420,631</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,477,425</u> |
| Balance at June 30, 2021 | \$ 2,429,067 | \$ 1,345,723 | \$ 1,569,584 | \$ 18,168 | \$ - | \$ 5,362,542 |
| Charge-offs | - | - | - | - | - | - |
| Recoveries | - | 41,953 | - | - | - | 41,953 |
| Other | - | - | - | - | - | - |
| Balance at September 30, 2021 | <u>\$ 2,429,067</u> | <u>\$ 1,387,676</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,404,495</u> |
| Balance at December 30, 2020 | \$ 2,429,067 | \$ 1,315,368 | \$ 1,509,584 | \$ 18,168 | \$ - | \$ 5,272,187 |
| Charge-offs | - | - | - | - | - | - |
| Recoveries | - | 72,308 | - | - | - | 72,308 |
| Other | - | - | 60,000 | - | - | 60,000 |
| Balance at September 30, 2021 | <u>\$ 2,429,067</u> | <u>\$ 1,387,676</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,404,495</u> |
| Ending Balance: | | | | | | |
| Individually evaluated for impairment | \$ - | \$ - | \$ - | \$ 7,631 | \$ - | \$ 7,631 |
| Collectively evaluated for impairment | 2,429,067 | 1,387,676 | 1,569,584 | 10,537 | - | 5,396,864 |
| Balance at September 30, 2021 | <u>\$ 2,429,067</u> | <u>\$ 1,387,676</u> | <u>\$ 1,569,584</u> | <u>\$ 18,168</u> | <u>\$ -</u> | <u>\$ 5,404,495</u> |

| | Real Estate Mortgage | Production and Intermediate Term | Agribusiness | Rural Residential Real Estate | Lease Receivables | Total |
|---|-------------------------|--|--------------|-------------------------------------|----------------------|----------------|
| Recorded Investments in Loans Outstanding: Ending Balance at | | | | | | |
| September 30, 2022 | \$ 626,037,934 | \$ 10,963,966 | \$ 6,787,864 | \$ 27,003,686 | \$ 293,987 | \$ 671,087,437 |
| Individually evaluated for impairment | \$ 1,705,984 | \$ - | \$ - | \$ 6,439 | \$ - | \$ 1,712,423 |
| Collectively evaluated for impairment | \$ 624,331,950 | \$ 10,963,966 | \$ 6,787,864 | \$ 26,997,247 | \$ 293,987 | \$ 669,375,014 |
| Ending Balance at December 31, 2021 | \$ 614,008,256 | \$ 12,198,116 | \$ 5,148,168 | \$ 30,973,809 | \$ 304,925 | \$ 662,633,274 |
| Individually evaluated for impairment | \$ 236,692 | \$ - | \$ - | \$ 35,836 | \$ - | \$ 272,528 |
| Collectively evaluated for impairment | \$ 613,771,564 | \$ 12,198,116 | \$ 5,148,168 | \$ 30,937,973 | \$ 304,925 | \$ 662,360,746 |

NOTE 3 —LEASES:

The components of lease expense were as follows:

| Classification | For the Three Months Ended | | For the Nine Months Ended | |
|----------------------|----------------------------|--------------------|---------------------------|--------------------|
| | September 30, 2022 | September 30, 2021 | September 30, 2022 | September 30, 2021 |
| Operating lease cost | \$ 10,011 | \$ 6,543 | \$ 29,639 | \$ 57,971 |
| Net lease cost | \$ 10,011 | \$ 6,543 | \$ 29,639 | \$ 57,971 |

Other information related to leases was as follows:

| Cash paid for amounts included in the measurement of lease liabilities: | For the Three Months Ended | | For the Nine Months Ended | |
|---|----------------------------|--------------------|---------------------------|--------------------|
| | September 30, 2022 | September 30, 2021 | September 30, 2022 | September 30, 2021 |
| Operating cash flows from operating leases | \$ 10,011 | \$ 6,543 | \$ 29,639 | \$ 57,971 |

Lease term and discount rate are as follows:

| | September 30, 2022 | December 31, 2021 |
|--|--------------------|-------------------|
| Weighted average remaining lease term in years | | |
| Operating leases | 2.32 | 1.52 |
| Weighted average discount rate | | |
| Operating leases | 2.84% | 2.84% |

Future minimum lease payments under non-cancellable leases as of September 30, 2022, were as follows:

| | Operating Leases |
|--|---------------------|
| 2022 (excluding the nine months ended 9/30/22) | \$ 10,166 |
| 2023 | 32,519 |
| 2024 | 16,207 |
| 2025 | 10,805 |
| 2026 | - |
| Thereafter | - |
| Total | \$ 69,697 |

NOTE 4 — CAPITAL:

The Association's board of directors has established a Capital Adequacy Plan (Plan) that includes the capital targets that are necessary to achieve the Association's capital adequacy goals as well as the minimum permanent capital standards. The Plan monitors projected dividends, equity retirements and other actions that may decrease the Association's permanent capital. In addition to factors that must be considered in meeting the minimum standards, the board of directors also monitors the following factors: capability of management; quality of operating policies, procedures and internal controls; quality and quantity of earnings; asset quality and the adequacy of the allowance for losses to absorb potential loss within the loan and lease portfolios; sufficiency of liquid funds; needs of the Association's customer base; and any other risk-oriented activities, such as funding and interest rate risk, potential obligations under joint and several liability, contingent and off-balance-sheet liabilities or other conditions warranting additional capital. At least quarterly, management reviews the Association's goals and objectives with the board.

Regulatory Capitalization Requirements

| Risk-adjusted: | Regulatory Requirements Including Capital Conservation Buffers | As of September 30, 2022 |
|----------------------------|---|-----------------------------|
| Common equity tier 1 ratio | 7.00% | 13.37% |
| Tier 1 capital ratio | 8.50% | 13.37% |
| Total capital ratio | 10.50% | 14.23% |
| Permanent capital ratio | 7.00% | 13.48% |
| Non-risk-adjusted: | | |
| Tier 1 leverage ratio | 5.00% | 13.02% |
| UREE leverage ratio | 1.50% | 12.62% |

The details for the amounts used in the calculation of the regulatory capital ratios as of September 30, 2022:

| | Common equity tier 1 ratio | Tier 1 capital ratio | Total capital ratio | Permanent capital ratio |
|--|----------------------------------|-------------------------|------------------------|----------------------------|
| Numerator: | | | | |
| Unallocated retained earnings | \$ 95,354,991 | \$ 95,354,991 | \$ 95,354,991 | \$ 95,354,991 |
| Common Cooperative Equities: | | | | |
| Statutory minimum purchased borrower stock | 2,677,161 | 2,677,161 | 2,677,161 | 2,677,161 |
| Allowance for loan losses and reserve for credit losses subject to certain limitations | | | 5,573,623 | |
| Regulatory Adjustments and Deductions: | | | | |
| Amount of allocated investments in other System institutions | (11,039,020) | (11,039,020) | (11,039,020) | (11,039,020) |
| | <u>\$ 86,993,132</u> | <u>\$ 86,993,132</u> | <u>\$ 92,566,755</u> | <u>\$ 86,993,132</u> |
| Denominator: | | | | |
| Risk-adjusted assets excluding allowance | 661,659,396 | 661,659,396 | 661,659,396 | 661,659,396 |
| Regulatory Adjustments and Deductions: | | | | |
| Regulatory deductions included in total capital | (11,039,020) | (11,039,020) | (11,039,020) | (11,039,020) |
| Allowance for loan losses | | | | (5,473,623) |
| | <u>\$ 650,620,376</u> | <u>\$ 650,620,376</u> | <u>\$ 650,620,376</u> | <u>\$ 645,146,753</u> |

| | Tier 1 leverage ratio | UREE leverage ratio |
|--|--------------------------|------------------------|
| Numerator: | | |
| Unallocated retained earnings | \$ 95,354,991 | \$ 95,354,991 |
| Common Cooperative Equities: | | |
| Statutory minimum purchased borrower stock | 2,677,161 | - |
| Regulatory Adjustments and Deductions: | | |
| Amount of allocated investments in other System institutions | (11,039,020) | (11,039,020) |
| | <u>\$ 86,993,132</u> | <u>\$ 84,315,971</u> |
| Denominator: | | |
| Total Assets | \$ 681,339,788 | \$ 681,339,788 |
| Regulatory Adjustments and Deductions: | | |
| Regulatory deductions included in tier 1 capital | (13,272,249) | (13,272,249) |
| | <u>\$ 668,067,539</u> | <u>\$ 668,067,539</u> |

An additional component of equity is accumulated other comprehensive loss, which is reported as follows:

| | Accumulated Other Comprehensive Loss | |
|------------------------------------|--------------------------------------|---------------------------|
| | <u>September 30, 2022</u> | <u>September 30, 2021</u> |
| Nonpension postretirement benefits | \$ (298,040) | \$ (331,719) |

The Association's accumulated other comprehensive loss relates entirely to its nonpension other postretirement benefits. Amortization of prior service credits is reflected in "Salaries and employee benefits" and amortization of actuarial loss is reflected in "Other noninterest expense" in the Consolidated Statements of Comprehensive Income. The following table summarizes the change in accumulated other comprehensive loss for the nine months ended September 30:

| | <u>2022</u> | <u>2021</u> |
|---|---------------------|---------------------|
| Accumulated other comprehensive loss at January 1 | \$ (310,037) | \$ (346,227) |
| Amortization of prior service credits included in salaries and employee benefits | (4,810) | (4,813) |
| Amortization of actuarial loss included in other noninterest expense | <u>16,807</u> | <u>19,321</u> |
| Other comprehensive loss | <u>11,997</u> | <u>14,508</u> |
| Accumulated other comprehensive loss at September 30 | <u>\$ (298,040)</u> | <u>\$ (331,719)</u> |

NOTE 5 — INCOME TAXES:

Heritage Land Bank, ACA conducts its business activities through two wholly-owned subsidiaries. Long-term mortgage lending activities are conducted through a wholly-owned FLCA subsidiary which is exempt from federal and state income tax. Short- and intermediate-term lending activities are conducted through a wholly-owned PCA subsidiary. The PCA subsidiary and the ACA holding company are subject to income tax. Heritage Land Bank, ACA operates as a cooperative that qualifies for tax treatment under Subchapter T of the Internal Revenue Code. Accordingly, under specified conditions, Heritage Land Bank, ACA can exclude from taxable income amounts distributed as qualified patronage dividends in the form of cash, stock or allocated retained earnings. Provisions for income taxes are made only on those taxable earnings that will not be distributed as qualified patronage dividends. Deferred taxes are recorded at the tax effect of all temporary differences based on the assumption that such temporary differences are retained by the institution 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 (more than 50 percent probability), based on management's estimate, that they will not be realized.

NOTE 6 — FAIR VALUE MEASUREMENTS:

FASB guidance defines fair value as the exchange price that would be received for an asset or paid to transfer a liability in the principal or most advantageous market for the asset or liability. See Note 15 to the 2021 Annual Report to Stockholders for a more complete description.

Assets and liabilities measured at fair value on a recurring basis are summarized below:

| <u>September 30, 2022</u> | <u>Fair Value Measurement Using</u> | | | <u>Total Fair Value</u> |
|--|-------------------------------------|----------------|----------------|-------------------------|
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | |
| Assets: | | | | |
| Assets held in nonqualified benefit trusts | <u>59,453</u> | <u>-</u> | <u>-</u> | <u>59,453</u> |
| | | | | |
| <u>December 31, 2021</u> | <u>Fair Value Measurement Using</u> | | | <u>Total Fair Value</u> |
| | <u>Level 1</u> | <u>Level 2</u> | <u>Level 3</u> | |
| Assets: | | | | |
| Assets held in nonqualified benefit trusts | <u>65,760</u> | <u>-</u> | <u>-</u> | <u>65,760</u> |

Valuation Techniques

As more fully discussed in Note 15 to the 2021 Annual Report to Stockholders, authoritative guidance establishes a fair value hierarchy, which requires an entity to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The following represent a brief summary of the valuation techniques used for the Association's assets and liabilities. For a more complete description, see Notes to the 2021 Annual Report to Stockholders.

Assets Held in Nonqualified 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.

Standby Letters of Credit

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.

Loans Evaluated for Impairment

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

Other Property Owned

Other property owned is generally classified as Level 3 of the fair value hierarchy. The process for measuring the fair value of the other property owned involves the use of independent appraisals and other market-based information. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. As a result, these fair value measurements fall within Level 3 of the hierarchy.

Cash

For cash, the carrying amount is a reasonable estimate of fair value.

Loans

Fair value is estimated by discounting the expected future cash flows using the Associations' current interest rates at which similar loans would be made to borrowers with similar credit risk. The discount rates are based on the Associations' current loan origination rates as well as management's estimates of credit risk. Management has no basis to determine whether the fair values presented would be indicative of the value negotiated in an actual sale and could be less.

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

The fair value of loans in nonaccrual status that are current as to principal and interest is estimated as described above, with appropriately higher interest rates which reflect the uncertainty of continued cash flows. For collateral-dependent impaired loans, it is assumed that collection will result only from the disposition of the underlying collateral.

Commitments to Extend Credit

The fair value of commitments is estimated using the fees currently charged for similar agreements, taking into account the remaining terms of the agreements and the creditworthiness of the counterparties. For fixed-rate loan commitments, estimated fair value also considers the difference between current levels of interest rates and the committed rates.

NOTE 7 — EMPLOYEE BENEFIT PLANS:

The following table summarizes the components of net periodic benefit costs of nonpension other postretirement employee benefits for the three and nine months ended September 30:

Three months ended September 30:

| | Other Benefits | |
|---------------------------------------|------------------|------------------|
| | 2022 | 2021 |
| Service cost | \$ 8,806 | \$ 9,729 |
| Interest cost | 12,820 | 11,177 |
| Amortization of prior service credits | (1,603) | (1,605) |
| Amortization of net actuarial loss | 5,602 | 6,441 |
| Net periodic benefit cost | <u>\$ 25,625</u> | <u>\$ 25,742</u> |

Nine months ended September 30:

| | Other Benefits | |
|---------------------------------------|------------------|------------------|
| | 2022 | 2021 |
| Service cost | \$ 26,419 | \$ 29,189 |
| Interest cost | 38,461 | 33,532 |
| Amortization of prior service credits | (4,810) | (4,813) |
| Amortization of net actuarial loss | 16,807 | 19,321 |
| Net periodic benefit cost | <u>\$ 76,877</u> | <u>\$ 77,229</u> |

The Association's liability for the unfunded accumulated obligation for these benefits at September 30, 2022, was \$1,668,010 and is included in other liabilities on the balance sheet.

The components of net periodic benefit cost other than the amortization of net actuarial loss component are included in the line item "Salaries and employee benefits" in the income statement.

The structure of the District's defined benefit pension plan is characterized as multiemployer since the assets, liabilities and cost of the plan are not segregated or separately accounted for by participating employers (Bank and associations). The Association recognizes its amortized annual contributions to the plan as an expense. As of September 30, 2022, \$87,832 of contributions have been made to the defined benefit plan. The Association presently anticipates contributing an additional \$29,278 to fund the defined benefit pension plan in 2022 for a total of \$117,110.

NOTE 8 — COMMITMENTS AND CONTINGENT LIABILITIES:

The Association is involved in various legal proceedings in the normal course of business. In the opinion of legal counsel and management, there are no legal proceedings at this time that are likely to materially affect the Association.

NOTE 9 — SUBSEQUENT EVENTS:

The Association has evaluated subsequent events through November 4, 2022, which is the date the financial statements were issued. There are no other significant events requiring disclosure as of November 4, 2022.