ANNUAL ACCOUNTABILITY REPORT

for the fiscal year
ending March 31, 2013

Nova Scotia
Farm Loan Board

Accountability Statement

We have the honour of presenting the 81st Annual Report of the Nova Scotia Farm Loan Board covering the fiscal year ending March 31, 2013.

This report incorporates accountability reporting of the Nova Scotia Farm Loan Board for the year ended March 31, 2013, and is prepared pursuant to the Section 12 of the *Agriculture and Rural Credit Act*, 1989, as well as the *Provincial Finance Act* and government policy and guidelines. These authorities require the reporting of outcomes against the Board's business plan information for the fiscal year 2012-2013. The reporting of Board outcomes necessarily includes estimates, judgements and opinions by Board management.

We acknowledge that this accountability report is the responsibility of management and the Nova Scotia Farm Loan Board. The report is, to the extent possible, a complete and accurate representation of outcomes relative to the goals and priorities set out in the Board's business plans for the year.

John M^{ac}Donell
Minister, Department of Agriculture

Angela Hunter
Chair of Board of Directors
Farm Loan Board

Cheryl Burgess
Chief Executive Officer,
Farm Loan Board

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Board Members and staff as at March 31, 2013:

Board Members

Angela Hunter	Chair
Arnold Park	Vice-Chair
Greg Sheffer	Member
Lee Thompson	Member
Jim MacAfee	Member

Principal Officers & staff as at March 31, 2013:

Chief Executive Officer	Cheryl Burgess, MHSA
Solicitor to Board	Sean Rooney, Department of Justice
Auditor	PricewaterhouseCoopers LLP

Truro Office

Manager, Finance	Philip Green, CMA, MPA
Credit Manager	Robb MacMillan, P.Ag., M.Agr.
Senior Loan and Special Credit Officer	John Murray, P.Ag.
Loan Officer	Jim Neary, P.Ag., M.Ed
Loan Officer	Paul Arnfast, P.Ag.
Administrative Assistant	Vickie Birch
Client Service Support	Colleen Frizzell, BSc.
Paralegal & Client Service Support	Jody Graham, Paralegal
Financial Analyst	Susan Archibald
Financial Services Officer	Robbie Rushton
Accounting Clerk	Marlene Allen
Reception	Norma MacKay

Kentville Office

Senior Loan Officer	Pam Fraser, P.Ag., BBA
Loan Officer	Andrew Kellock, BA, MSc.
Loan Officer	Vacant
Client Service Support	Wanda Lenihan

Chief Executive Officer's Report

It is a privilege to lead an organization that serves such an important and vibrant industry. The Nova Scotia agriculture and agri-food industry is modern and competitive.

Nova Scotia Farm Loan Board is proud to be the only Provincial financial institution in Nova Scotia focused exclusively on the agriculture value chain. We are committed to helping our customers achieve their goals through good and challenging times. Our customers range from traditional agriculture (such as poultry, mink, dairy, bee, and blueberries) to wine producers, greenhouses, and value-added agribusinesses. Each are industries in their own right and are very different from each other in terms of how they are impacted by weather, market forces, regulations and changing consumer demands.

Our purpose is to enhance rural Nova Scotia by providing specialized and personalized business and financial services and products that address unique aspects of agriculture. We provide access to capital and our products and services are tailored to the special needs of agriculture and agri-food, including a next generation of producers.

We believe the future of farming depends on our ability to attract new farmers with the skills needed to take over farms and other agribusinesses. The Nova Scotia Farm Loan Board and Department of Agriculture support them at every stage with financing, learning opportunities and more. Agriculture is a dynamic and progressive industry that needs our best and brightest. Our FarmNEXT program supports new farmers with both a capital grant and ongoing business coaching. The program will provide guidance in the critical years of business development.

A long standing, trustworthy and stable financial partner that understands the business of agriculture has never been more important. We are very proud to work with the people involved in agriculture. Agriculture is more than a career. Those who work in the industry manage complex operations. They are resilient, agile and innovative.

At the Farm Loan Board, we know the industry and we love it too. We're here to support our farmers and other agribusinesses and help them succeed every step of the way.

Cheryl Burgess

Cheryl Burgess
Chief Executive Officer

Board Operation Overview

Direct Loans

During its 81st year of operations the Board met on twelve occasions. One hundred and fifty-two loan requests were approved during the 2012-2013 fiscal year. A total of 906 active loans (Farm and Timber) were in effect at March 31, 2013.

Interest rates on loans at year-end were:

Amortization period: Effective dates	1 - 5 years	6 - 10 years	11 - 15 years	16 - 20 years	21 - 25 years	26 - 30 years
Full Term	2.95	3.50	3.95	5.20	5.60	5.60
5yr term	2.85	3.10	3.20	3.25	3.25	3.30
3yr term	2.70	2.70	2.90	2.90	2.90	2.90

Loans for 5 and 3 year term lengths are restricted to clients meeting additional risk criteria.

Timber Loans

There were three Timber Loan category loans on March 31, 2013 included as $146,000 of unimpaired loans and $1,640,000 in the impaired grouping.

Farm Loan Board Staff are responsible for administrative detail with respect to receiving applications, preparing documents, disbursing loans and maintaining loan records. Personnel of the Department of Natural Resources carry out loan appraisals, prepare reports and provide recommendations on timber loan requests. In addition, the Department of Natural Resources supervises requests to cut forest products from land held as security for loans and establishes stumpage rates for material removed.

Land Purchase and Lease Programs

These programs were initiated during the nineteen seventies to assist industry by purchasing land for lease back to farmers. The Nova Scotia Farm Loan Board administers the leasing of these properties. In total, sixteen properties remain under lease, with a total outstanding principal at year-end of $404,000.

FarmNEXT Programs

Nineteen applicants were approved under this program for the 2012-13 year. Program expenditures during the 2012-13 year were $556,000, including $150,000 as final payments to applicants under the former New Entrants program.

Life Insurance

The Sun Life Assurance Company of Canada assumed the administration of the program, collecting all premiums and becoming responsible for all surplus and loss. Clients now make payment direct to the insurance carrier instead of combining it with their loan payment.

Changes identified during the 2011-2012 year were implemented during 2012-2013. Clients were advised by letter, asked to sign up for the new coverage, and contacted by phone if their response was not received by the expected date. Goals of the revised program were to remove the risk of significant loss, and introduce insurance rates that are competitive, especially for younger farmers.

In common with insurance programs offered by other lenders, the new insurance arrangement adjusts the insurance rate depending on the age of the client. In order to protect existing clients who are older, from a substantial jump in rates, the fixed fee was maintained for existing clients, at a somewhat increased rate ($0.30 vs $0.20 per $1,000 of coverage). New age-banded monthly premium rates will apply for life insurance on all new, additional, or refinanced loans.

Results (Progress and Accomplishments)

Priority: **Lending**

- Provide up to $32 million of new loan capital to the agricultural and timber industries in the 2012-2013 fiscal year.

Result: 152 loan applications were approved during the year with total funds advanced of $26.4 million. Principal repayments were $20.9 million with an additional $0.6 million of principal written off. Interest rates continued to be extremely low. Credit availability from other lenders has remained strong. Loan advances were below the maximum $32 million authorized. Long term lending needs appear to have been met. Clients have shown a preference for short-term lending arrangements.

- **Confidential Credit Counselling**

Result: Loan officers met with clients to discuss lending needs and provide other financial counselling, attended information sessions and presented information to meetings of interest to the agricultural community.

- **Marketing and Business Development**

Result: Whenever appropriate, clients are encouraged to use the business assistance resources of the Department of Agriculture. Assistance to beginning farmers is of particular interest. Business planning and coaching has been built into the FarmNEXT program.

- **Timber Loans**

Result: The Board maintained the existing loan program and offered lending to agriculturally related forest ventures. It continues to be available to modify products and services to meet needs for growth and development within this industry. Demand for woodland and timber loans was very low throughout 2012-2013, with only one new loan issued under Timber Loan Board regulations during this year.

- **Reporting**

Result: Board staff continued to work with Department of Finance (CCC) staff to improve client and administrative reporting during the year. Some planned process changes were implemented and others identified for future efforts.

- **Account Maintenance**

Result: Arrears level declined from $5.119 million in 2012 to $4.734 million at March 31, 2013 and decreased as a percentage of the portfolio from 3.0% of the portfolio at March 31, 2012 to 2.7% March 31, 2013. The beef and greenhouse sector contributed a significant portion of arrears. Considerable attention and staff time has been directed to assisting these clients and recovering on accounts. The effects of anticipated future losses have been recognized in the Board's bad debt expense and provision for impairment. Accounts of three clients were submitted for write-off during the year, totalling $0.6 million or 0.4% of the loan portfolio. These are the result of shortfalls in security on unpaid loans in earlier years. 92% of the write-off was for accounts involved in the collapsed hog industry.

Priority: **Insurance Program**

- Review the insurance program in light of the recommended rules for coverage, overall costs, volatility of results, budgetary issues, and volatility of annual results, as well as the appropriateness of coverage.

Result: New arrangement is now in place (described above under 'Operation Review').

Actual/Budget Comparison - Loan Operating

Description	2012-2013 Actual ($ 000)	2012-2013 Budget ($ 000)	Change ($ 000)
Interest	7,925	8,570	(645)
Life Insurance program net revenue*	52	179	(127)
Fee revenue and other income*	505	381	124
Total revenue	8,482	9,130	(648)
Interest	6,647	7,710	(1,063)
Operating expenses*	1,422	1,497	(75)
Total expenses	8,069	9,207	(1,138)
Income (Deficit) before govt. contributions	413	(77)	490
Government contributions	(413)	77	(490)
Net Income	0	0	0

See Financial Statements for complete financial information and notes.

Items marked * are budgeted as part of the Department of Agriculture estimates. Items not marked are not identified in approved estimates at this level of detail but are included in the Board's annual business plan.

Significant variations from Budget:

- Interest Revenue and Expense: The average cost of funds borrowed and average loan interest rate have declined throughout the year as a result of continued low interest rates and refinancing of existing loans. The loan portfolio has grown slightly over the year, partially offsetting this decline.

- Life Insurance program net revenue: Responsibility for program results was transferred to the insurance carrier during the year.

Actual/Budget Comparison - Capital Funds

Description	2012-2013 Actual ($ 000)	2012-2013 Budget ($ 000)	Change ($ 000)
Opening principal	165,796	164,281	1,515
Funds advanced	26,415	32,000	(5,585)
Principal repayments	(20,980)	(22,000)	1,020
Written off	(619)	(3,000)	2,381
Advanced principal at year-end	170,612	171,281	(669)
Allowance for impairment	(10,215)	(6,947)	(3,268)
Net principal at year-end	160,397	164,334	(3,937)

Significant variations from Budget:

- Opening principal: Budget Projections are final before the year in progress is complete and have been subject to adjustment.
- New loans advanced were significantly less than funding approved due to low demand, continued loan short-term interest rates and availability of lending by commercial lenders. Estimate amounts provide flexibility high demand years.
- Amount written off include former hog accounts identified as complete, reducing both total principal all allowance accounts. Some accounts anticipated for write-off during the year were not finalized and will be carried forward for action in 2013-2014.

Actual/Budget Comparison - Grant Programs

Description	2012-2013 Actual ($ 000)	2012-2013 Budget ($ 000)	Change ($ 000)
New Entrants Grants Disbursed	556	574	(18)

Significant variations from Budget:

- None

Nova Scotia Farm Loan Board

Financial Statements
March 31, 2013

Management's Responsibility for the Financial Statements

The financial statements have been prepared by management in accordance with Canadian public sector accounting standards and the integrity and objectivity of these statements are management's responsibility. Management is also responsible for all of the notes to the financial statements and schedules, and for ensuring that this information is consistent, where appropriate, with the information contained in the financial statements.

Management is also responsible for implementing and maintaining a system of internal controls to provide reasonable assurance that reliable financial information is produced.

The Board of Directors is responsible for ensuring that management fulfils its responsibilities for financial reporting and internal control and exercises these responsibilities through the Board of Directors. The Board of Directors reviews internal financial statements on a monthly basis and external audited financial statements yearly.

The external auditor, PricewaterhouseCoopers LLP, conducts an independent examination, in accordance with Canadian auditing standards, and express their opinion on the financial statements. The external auditor has full and free access to financial management of the Nova Scotia Farm Loan Board and meet when required.

On behalf of the Nova Scotia Farm Loan Board

Cheryl Burgess, CEO

Angela Hunter

Angela Hunter, Chairman

June 24, 2013

June 24, 2013

Independent Auditor's Report

To the Members of the Legislative Assembly; and
To the Minister of Agriculture

We have audited the accompanying financial statements of **Nova Scotia Farm Loan Board** (the "Board"), which comprise the statement of financial position as at March 31, 2013 and the statements of operations and accumulated surplus and cash flows for the year then ended and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

Management's responsibility for the financial statements
Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility
Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and 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 auditor's 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. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of 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 present fairly, in all material respects, the financial position of the Board as at March 31, 2013 and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

PricewaterhouseCoopers LLP

Chartered Accountants

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Nova Scotia Farm Loan Board

Statement of Financial Position

As at March 31, 2013

(in thousands of dollars)

	2013 $	2012 $
Financial assets		
Restricted cash (note 3)	1,111	1,075
Interest and other receivables, net (note 4)	2,456	2,158
Loans receivable (note 5)	157,317	151,882
Real estate held for resale, net (note 6)	2,675	1,981
	163,559	157,096
Liabilities		
Due to the Province of Nova Scotia	1,111	1,075
Advances from the Province of Nova Scotia (note 7)	162,852	157,490
	163,963	158,565
Net debt	(404)	(1,469)
Non-financial assets		
Real estate, net (note 8)	404	1,469
Accumulated surplus	–	–

Commitments (note 17)

Approved by the Board of Directors

Angela Hunter Member

Member

Nova Scotia Farm Loan Board

Statement of Operations and Accumulated Surplus

For the year ended March 31, 2013

(in thousands of dollars)

	(Unaudited) Budget 2013 $	Actual 2013 $	Actual 2012 $
Revenue			
Interest on loans	8,570	7,925	8,127
Loan processing and other fees (note 9)	381	505	705
Life insurance program revenue, net (note 13)	179	52	149
	9,130	8,482	8,981
Expenses			
Lending expenses (note 10)	9,207	8,069	9,334
Annual surplus (deficit) before contributions from (distributions to) the Province of Nova Scotia	(77)	413	(353)
Contributions from (distributions to) the Province of Nova Scotia	77	(413)	353
Annual surplus for the year and Accumulated surplus – Beginning and End of year	–	–	–

Nova Scotia Farm Loan Board

Statement of Cash Flows

For the year ended March 31, 2013

(in thousands of dollars)

	2013 $	2012 $
Cash provided by (used in)		
Operating activities		
Annual surplus	–	–
Net charges (credits) to income not involving cash		
Decrease (increase) in interest and other receivables	(298)	186
Increase in due to the Province of Nova Scotia	36	141
Valuation allowance for impaired loans (including real estate held for resale)	(78)	(241)
Loans written-off during the year	(651)	(5,007)
	(991)	(4,921)
Financing activities		
Advances from (repayment to) the Province of Nova Scotia	6,348	(3,719)
Decrease (increase) in loans receivable (including real estate held for resale)	(5,400)	8,771
	948	5,052
Investing activities		
Decrease in real estate	79	10
Net change in restricted cash for the year	36	141
Restricted cash – Beginning of year	1,075	934
Restricted cash – End of year	1,111	1,075

(in thousands of dollars)

1 Authority

Nova Scotia Farm Loan Board (the "Board") provides loans to the agriculture and forestry sector for farms operating in rural Nova Scotia.

The Board is a provincial agency and operates under the authority of the Agriculture and Rural Credit Act and the Forests Act (for timber loans).

Principal in loans outstanding is limited by regulation to $200 million. Maximum advances to be disbursed in any given year, are established through the annual budgeting process. For the year ended March 31, 2013, maximum new advances were $32 million, of which $26.4 million was advanced. The Board received loan principal repayments of $21.5 million during the year.

Loans in excess of $2 million and any loan write-offs require approval by Governor in Council.

2 Capital management

As an agency of the Province of Nova Scotia, the Board does not maintain its own capital. Operations are funded by capital contributions from the Province.

3 Significant accounting policies

Basis of accounting

These financial statements are prepared in accordance with the Canadian public sector accounting standards (PSAS) as issued by the Canadian Accounting Standards Board.

Restricted cash

The Board operates as an agency of the Province of Nova Scotia. All cash is received and disbursed through accounts managed centrally by the Province.

Restricted cash reported consists of funds held by Sun Life Assurance Company of Canada in relation to the Board's Creditor Group Life Insurance Program.

Loans receivable

Loans receivable are the principal portion of loans outstanding, net of the valuation allowance for loan impairment.

Loans are classified as impaired when, in management's opinion, there is no longer reasonable assurance of the timely collection of the full amount of principal and interest.

(in thousands of dollars)

3 Significant accounting policies (continued)

Valuation allowance for loan impairment

The valuation allowance for loan impairment represents management's best estimate of losses due to impaired loans in the Board's portfolio. The valuation allowance is determined based on management's identification and evaluation of the problem accounts and estimated losses that exist in the remaining portfolio. These judgments are influenced by the composition and quality of the portfolio, general economic conditions, and conditions affecting specific commodities, as well as the Board policy to act as a patient lender, providing additional time for repayment where full future repayment appears reasonable.

The Board records a specific valuation allowance based on a loan-by-loan review. Impaired loans are valued at the lower of their recorded investment or the estimated net recoverable value of their underlying security.

In addition, the Board records a general valuation allowance for loans in the portfolio not assessed in the specific reserve. This is an estimate of incurred but unidentifiable losses based on a review of historic loan write-offs on an industry sector basis.

Real estate

Real estate acquired through foreclosure is initially recorded at the lower of the recorded investment in the foreclosed loan and the estimated fair value based on the resale value of the security held, less disposal costs.

Net operating costs incurred on real estate are added to the carrying value of the property. The related provision is used to adjust the carrying value to net recoverable value, resulting in inclusion of these costs in bad debt expenses if the carrying value exceeds net recoverable value.

The Board also holds land purchased under a Provincial "Landbank" program and under a Federal-Provincial "Agriculture and Rural Development Agreement" ("ARDA"). Both of these programs have ceased to exist; however, existing properties and leases continue with renewable five-year terms. Property acquired under these programs is valued at the lower of cost and recoverable amount. Lease clients are entitled to purchase the related property at its original purchase cost.

Revenue recognition

Interest income is recorded on an accrual basis until such time as a loan is classified as impaired. The loan reverts to an accrual status when all provisions for impairment are reversed and the ultimate collection of the principal interest is likely.

All loan related fees are reported as revenue in the period in which they were earned.

Government transfers are recognized as revenue when the transfer is authorized, any eligibility criteria are met, and reasonable estimates of the amounts can be made.

(in thousands of dollars)

3 Significant accounting policies (continued)

Financial instruments

The Board has adopted Handbook Section PS3450 "Financial Instruments" and is required to designate its financial instruments into one of the following two categories: (i) fair value; or (ii) cost or amortized cost. All of the Board's financial instruments are measured at amortized cost using the effective interest method.

The Board's financial instruments consist of restricted cash, accrued interest and other accounts receivable, loans receivable and real estate and are measured at amortized cost using the effective interest method. Transaction costs related to loans are recorded as part of the total amount outstanding.

Management estimates

Canadian public sector accounting standards require management to make estimates and assumptions that affect the reported amounts of assets, liabilities and disclosure of contingent liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. By their nature, as described further in note 5, these estimates are subject to measurement uncertainty and any changes in those estimates could have an impact on the results of future period financial statements.

Remeasurement gains and losses

Under PSAS, the Board is required to present a statement of remeasurement gains and losses. As the Board has no remeasurement gains and losses, a statement of remeasurement gains and losses has not been presented.

4 Interest and other receivables, net

	2013 $	2012 $
Interest receivable	1,842	1,750
Accrued interest	1,117	1,164
Other charges	145	230
	3,104	3,144
Less: Valuation allowance for interest on impaired loans	534	849
Valuation allowance for interest on real estate	114	137
	2,456	2,158

(3)

(in thousands of dollars)

5 Loans receivable

a) Loans receivable, net

The following schedule sets out the scheduled maturities of the financial assets as at March 31, 2013, together with the weighted average interest rates being earned on the financial assets.

				2013	2012
Performing loans	**Under 1 year $**	**1 – 5 years $**	**Over 5 years $**	**Total $**	**Total $**
Farm loans	20,738	72,327	45,474	138,539	132,929
Timber loans	26	105	15	146	69
	20,764	72,432	45,489	138,685	132,998
Average effective annual interest rate	4.5%	4.5%	4.3%		
Add: Impaired loans				26,849	27,338
Total loans				165,534	160,336
Less: Valuation allowance for loan impairment				(8,217)	(8,454)
				157,317	151,882

b) Allowance for impaired loans

Loans are considered impaired when they are risk rated as substandard or worse or when the loan is more than 90 days in arrears at year-end and there is insufficient collateral security valued at forced sale to cover the balance outstanding. The allowance is comprised of two components, the specific allowance for individually identified impaired loans and a general allowance for impaired loans.

The specific allowance for individually identified impaired loans was established based upon a review of a large sample of impaired loans. Primary factors considered in estimating the specific allowance on individual loans were the security pledged and the financial condition of the borrower and/or, where applicable, guarantors.

The general allowance for impaired loans is management's best estimate of the loss that is likely to be experienced on impaired loans that were not known to be impaired at the year-end. The general allowance was determined based on management's judgment and recent experience by calculating the average estimated historical loss ratio by loan type and then applying these ratios to the current portfolio of unimpaired loans.

(in thousands of dollars)

5 Loans receivable (continued)

b) Allowance for impaired loans (continued)

	2013		2012	
	Impaired loans $	Allowance for impairment $	Impaired loans $	Allowance for impairment $
Specific allowance	26,849	7,718	27,338	7,893
General allowance	–	499	–	561
	26,849	8,217	27,338	8,454

Significant judgment was exercised by management in making these estimates. As such, actual losses that occur on loans outstanding at March 31, 2013 will differ from these estimates and the differences could be material. Management estimates that the actual realization of impaired loans could result in significant variance from the estimated amounts.

c) Continuity of allowance for impaired loans

	2013 $	2012 $
Allowance for impaired loans – Beginning of year	9,303	9,200
Adjustment to opening allowance	5	–
Add: Valuation allowance for impaired loans	(502)	163
Less: Loans written-off	(55)	(60)
Allowance for impaired loans – End of year	8,751	9,303
Valuation allowance on principal	8,217	8,454
Valuation allowance on interest	534	849
	8,751	9,303

(in thousands of dollars)

5 Loans receivable (continued)

d) Loans past due but not impaired

A loan is considered past due when a counterparty has not made a payment by the contractual due date. The following table presents the carrying value of loans that are past due but not classified as impaired because they either (i) have a substandard risk rating; (ii) have an arrears amount less than $1; or (iii) are fully secured and collection efforts are reasonably expected to result in repayment. Loans that are past due but not impaired are as follows:

	1-30 days $	31-60 days $	61-90 days $	90 or more days $	2013 $
Farm loans	13,280	5,047	1,105	9,230	28,662
Timber loans	–	–	–	–	–
	13,280	5,047	1,105	9,230	28,662

6 Real estate held for resale

a) Real estate held for resale, net

The assets held for sale, comprising land, buildings and equipment, have been written-down to estimated recoverable value. Recoverable value was estimated by management, utilizing external appraisals for the land and buildings, based on the expected selling prices, net of estimated closing costs.

Real estate held for resale has been written down from the original loan amounts as follows:

	2013 $	2012 $
Original funds advanced	4,674	3,990
Less: Valuation allowance for real estate	(1,999)	(2,009)
Real estate held for sale	2,675	1,981

(6)

(in thousands of dollars)

6 Real estate held for resale (continued)

b) Allowance for real estate

	2013 $	2012 $
Allowance for real estate – Beginning of year	2,146	7,141
Valuation allowance for real estate	424	(404)
Provision for changes in restructured loans	139	356
Less: Real estate written off	(596)	(4,947)
Allowance for real estate – End of year	2,113	2,146
Valuation allowance on principal	1,999	2,009
Valuation allowance on interest	114	137
	2,113	2,146

7 Advances from the Province of Nova Scotia

Advances are provided by the Province of Nova Scotia to fund loans issued by the Farm Loan Board. Interest expense is calculated in accordance with a Memorandum of Understanding with the Nova Scotia Department of Finance (note 11).

8 Real estate, net

	2013 $	2012 $
Real estate held for long-term use		
Land bank	316	399
Agriculture and Rural Development Agreement ("ARDA")	12	12
Property used by Nova Scotia Agricultural College and Community Pastures (note 15)	76	1,058
	404	1,469

(in thousands of dollars)

9 Loan processing and other fees

	2013 $	2012 $
Fees and other charges	411	446
Cost recoveries	16	18
Bad debt recovery (note 12)	78	241
	505	705

10 Lending expenses

	2013 $	2012 $
Interest (note 11)	6,647	7,794
Payroll	1,060	1,192
Supplies and services	118	66
Travel	55	64
Professional services/special services	142	137
Training and development	6	30
Equipment and other	41	51
	8,069	9,334

11 Interest expense

Since April 1, 1998, a Memorandum of Understanding ("MOU") between the Board and the Nova Scotia Department of Finance has formalized the Board's funding arrangement. Under the MOU arrangement, the Board estimates projected lending requirements on a quarterly basis. The Nova Scotia Department of Finance arranges the requested financing for terms requested and provides this financing to the Board at interest rates related to the terms and volumes requested. Funding is maintained to cover the Board's investment in loans receivable and in real estate. The Board tracks the draws arranged with the Nova Scotia Department of Finance and computes the interest cost based on the terms of these draws. Actual financing costs are included as interest costs of the Province.

(in thousands of dollars)

12 Bad debt expense

	2013 $	2012 $
Bad debt expense (recovery) includes:		
Valuation allowance for impaired loans	(502)	163
Write-down (recovery) of real estate held for resale	424	(404)
	(78)	(241)

Bad debt expense is in a recovery position and is therefore included in loan processing and other fees revenue (see note 9).

13 Financial instruments and risk management

(i) Fair value of financial instruments

The Board is exposed to financial risk that arises from the credit quality of the individuals and entities to which it provides loan services. Credit risk arises from the possibility that the individuals and entities to which the Board provides loan services may experience financial difficulty and be unable to fulfill their obligations.

The Board has recorded a valuation allowance for potential credit losses after an extensive review of the loan portfolio by management. Due to the number of factors which would affect the fair value of the loan portfolio, including the credit rating of the borrower and the related risk premium, interest rates and valuation of the security; it is not practical to determine the fair value of this financial asset with sufficient reliability.

(in thousands of dollars)

13 Financial instruments and risk management (continued)

(ii) Risk management

Credit risk

The risk that clients may not pay amounts owing on loans and lease accounts, resulting in a loss to the Board, is managed through an initial assessment of the client's ability to pay, and by review and follow-up of delinquent accounts by loan officers. In cases in which the client is unable to make payments, due to cyclical industry or other temporary difficulties, it is the Board's policy to work with the client on an individual basis to provide time for recovery.

The total of loans receivable at March 31, 2013 is $165,534 (2012 - $160,336). The majority of loans are secured primarily by real property using mortgage of Agreement of Sale (providing rights similar to a mortgage). Dairy and poultry loans are generally also secured by an irrevocable assignment of production quota. Collateral security may also be provided by equipment, livestock or chattels. It is not practical to determine the maximum exposure to credit risk due to the cost associated in determining the fair value of security and collateral security on unimpaired loans.

All clients are involved in agriculture in Nova Scotia. Involvement in processing is limited to on-farm processing. Regulations provide that loans must not exceed 90% of security value without approval by the Board. Collateral held for security is assigned a value by the loan officer considering the loan based on known transactions of similar property, with additional information provided by property assessments and external assessments, where available.

The Board adjusts the valuation allowance for impairment to recognize management's estimate of recoveries on impaired accounts. Impairment is primarily identified by review of arrears, refinanced loans and accounts in sectors experiencing difficulty. A total of $857 (2012 - $3,445) was issued in refinanced loans during 2012-2013 to clients with significant arrears.

Liquidity risk

The Province of Nova Scotia provides funding and cash management services to the Board. There is no risk that funds will be unavailable to meet lending commitments except to the extent of legislative and budgetary limitations on spending authority as identified in note 1.

Interest rate risk

In order to mitigate the risk that future changes in interest rates may affect net interest revenue, the Board attempts to match terms of loans offered with those of funds drawn through the Province. All loans provide for an optional 10% repayment at any time during each calendar year and an optional full repayment on each 5 year anniversary. All loans are contracted for the full term of their amortization which may range from 1 to 30 years. Funds drawn through the Province provide for 10% annual and 5 year full optional repayments.

(in thousands of dollars)

13 Financial instruments and risk management (continued)

(ii) Risk management (continued)

Life insurance risk

The Board requires borrowers to participate in a group life insurance program administered by the Board unless the borrower has arranged alternative life insurance coverage. Prior to April 1, 2012, the net annual gain or loss under contract with the insurance provider (premium revenue less the cost of life insurance claims) to a maximum of $250 on any claim, plus administrative costs, were costs or revenues of the Board. Effective April 1, 2012, the Board has transferred responsibility for insurance program collection, payment and any surplus or loss to the insurance carrier.

14 Government contributions

Expenses for the year ended March 31, 2013 were paid by the Department of Agriculture on behalf of the Board. Interest expense on funds borrowed to make loans is an expense of the Nova Scotia Department of Finance. Accordingly, these expenses are included in Government Contributions in the Statement of Operations.

15 Related party transactions

The Board is related to all other departments, agencies, boards and commissions of the Province of Nova Scotia. The Nova Scotia Department of Finance is the sole source of funding for loans (see note 1). During the year, the Board transferred real estate property held for use by the former Nova Scotia Agricultural College to Dalhousie University and the Province of Nova Scotia at its cost of $632 and $354 respectively. Transactions with other provincial entities were entered into in the normal course of business.

The Province of Nova Scotia pays certain expenses, including salaries and benefits, rent, travel, professional fees and miscellaneous office expenses, on behalf of the Board with no charge to the Board.

16 Pension and post-retirement benefits

All full-time employees of the Board are entitled to receive pension benefits pursuant to the provisions of a pension plan established under the Public Service Superannuation Act. The plan is funded by equal employee and employer contributions. The employer's contributions are included in the Board's operating expenses. The Public Service Superannuation Fund is administered by the Public Service Superannuation Plan Trustee Inc. and any unfunded liability, as well as other obligations related to post-retirement benefits, are the responsibility of the pension plan. It is not anticipated that any such future costs would be allocated to the Board.

17 Commitments

The Board will hold interest rates for ninety days for any client from the date of receipt of a loan application. As of March 31, 2013, the Board has authorized loans of $5.7 million which had not been disbursed.

Measuring Our Performance

The following sections provide results of performance measures identified in the Board's Business Plan for 2012-2013.

Core Business Area I: Lending

This is the primary focus of the Board. Although lending activities address all three of the strategic goals, lending most directly bears upon ensuring access to stable, cost effective long-term developmental credit. The following measures provide an indication of the Board's success in pursuit of this goal:

Measure I-1: Net Income (before government contributions) as a percentage of the average active loan balance. Fiscal year (April 1 - March 31) measure.

What this measure tells us:

By comparing net income to the size of the loan portfolio, this measure provides an indication of the Board's efficiency assuming stable interest margins and costs.

Where we are now:

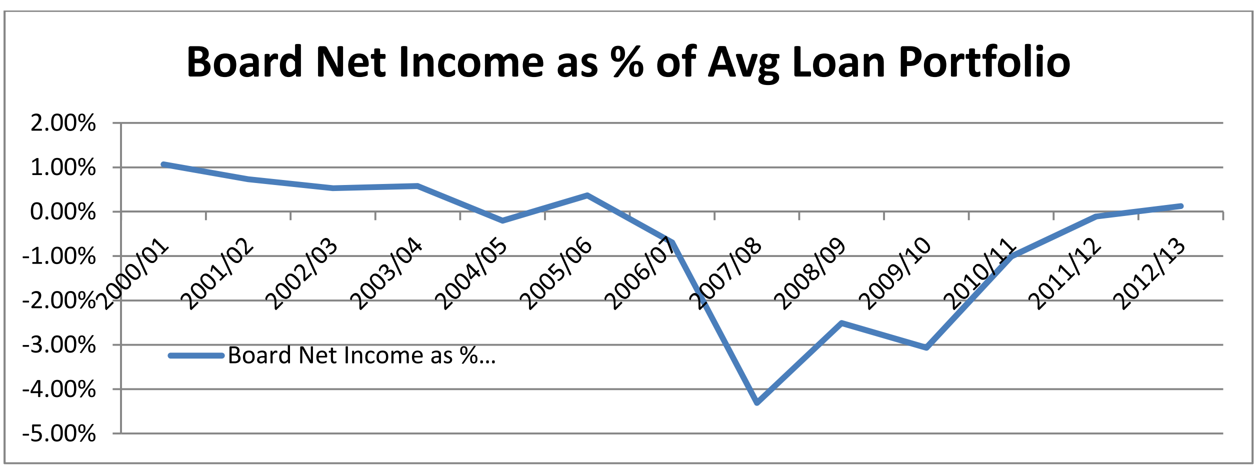
Base year:	1998-99:	0.1%
	2011-12:	-0.1%
	2012-13:	+0.1%

Interest margin remained low due to a number of impaired accounts.

Where do we want to be?

Target 2012- 2013: Loss of $1,150,000 or -0.9% of the average loan portfolio

The lower than planned loss in 2012-2013 (+0.1% vs targeted -0.9%) was the result of better than expected life insurance program results, bad debt expense recoveries, and reductions in interest costs.



Measure I-2: Successful Clients - Arrears (>$100) as a percent of the value of all accounts
Measured at end of fiscal year (March 31)

What this measure tells us:

This measure provides an indication of Client Success overall. It also measures the performance of the Board's policies and procedures for monitoring arrears and assisting clients in difficulty. Arrears as measured at March 31 of each year.

Use of this measure requires balance. Strict limitation of arrears conflicts with the intent of the Board to act as a patient lender for clients and sectors facing cyclical or other temporary downturns.

Where we are now:

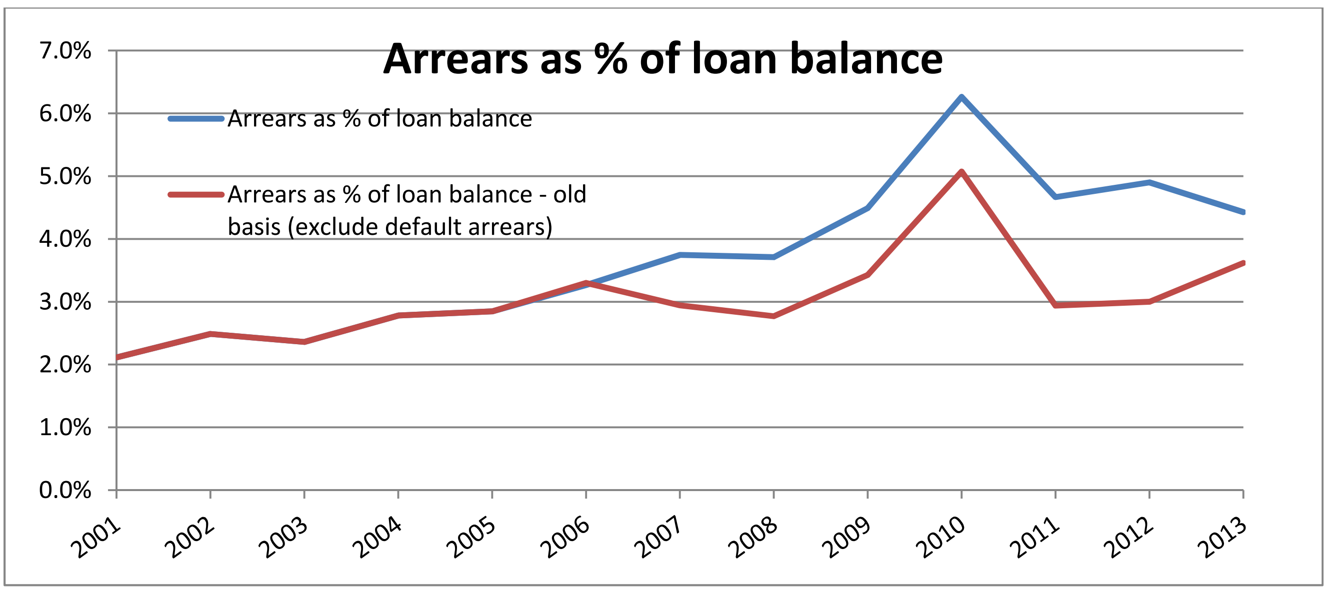
Base:	March 2001:	2.1% excluding default account arrears
	March 2012:	3.0% excluding defaults, or **4.9%** all accounts
	March 2013:	3.6% excluding defaults, or **4.4%** all accounts

Original statistics omitted arrears on loans classified as 'in default' and in process of collection on security. The current basis includes all arrears regardless of account status. Board staff are working to improve outstanding arrears, focusing on largest accounts first..

Where do we want to be?

Target Mar 2013: 4.3% or less on all accounts

High levels of arrears are a concern to the Board and client. Client contact and arrears follow-up are being pursued to ensure delinquent accounts are brought up to date where possible. At the same time the Board continues to recognize the difficulty faced by some sectors and work with borrowers for the best long term resolution even if that does not result in an immediate reduction in arrears.



Client satisfaction based on client surveys

What this measure tells us:

This measure provides the client's view of services provided and may identify areas for improvement.

Where we are now:

<u>Percentage Good to Excellent:</u>

Base year: 2000-01: 92%
2010-11: 96%
2011-12: 98%
2012-13: 100%

Where do we want to be?

Target 2012-2013: 90% or above

Core Business Area II: Programs Administration

The Board administers loan-based assistance programs on behalf of the Department of Agriculture allowing it to take advantage of systems and information already in place to deliver programs efficiently and to support credit based goals of the Board.

Measure II-1: Number of approved applications to the New Entrant Program

What this measure tells us:

This measure indicates the relevance of the program by measuring take-up by qualified applicants.

Where we are now:

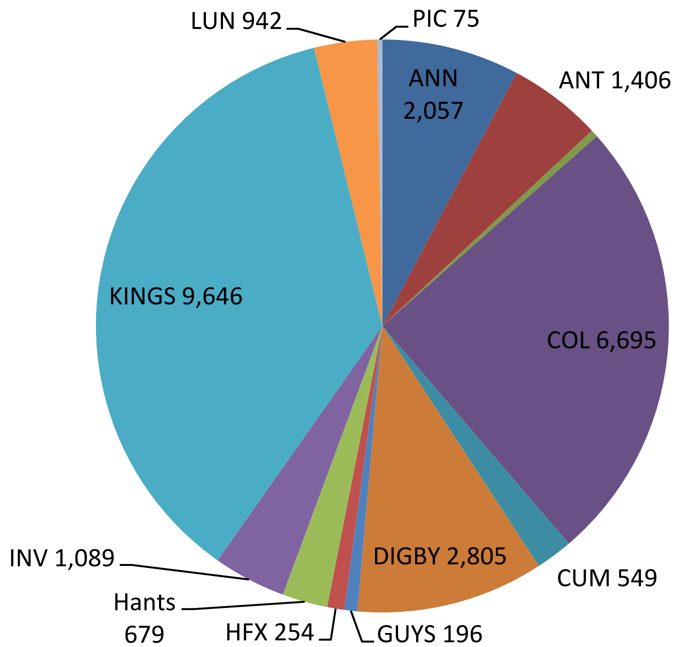
Base year:	2000-01:	48
	2010-11:	43
	2011-12:	- No new applicants accepted. Program in transition to FarmNEXT starting April 1, 2012.
	2012-13:	19 Funding divided between clean-up of final grants remaining under the New Entrant program and new funds for FarmNext applicants.

Where do we want to be?

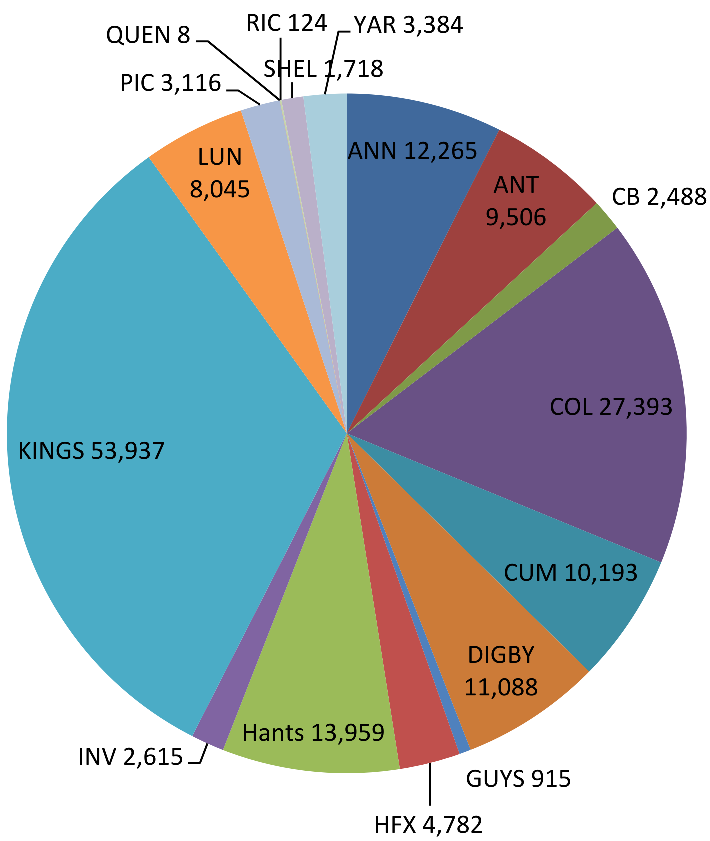
Target calendar 2012-2013: 30 – 50

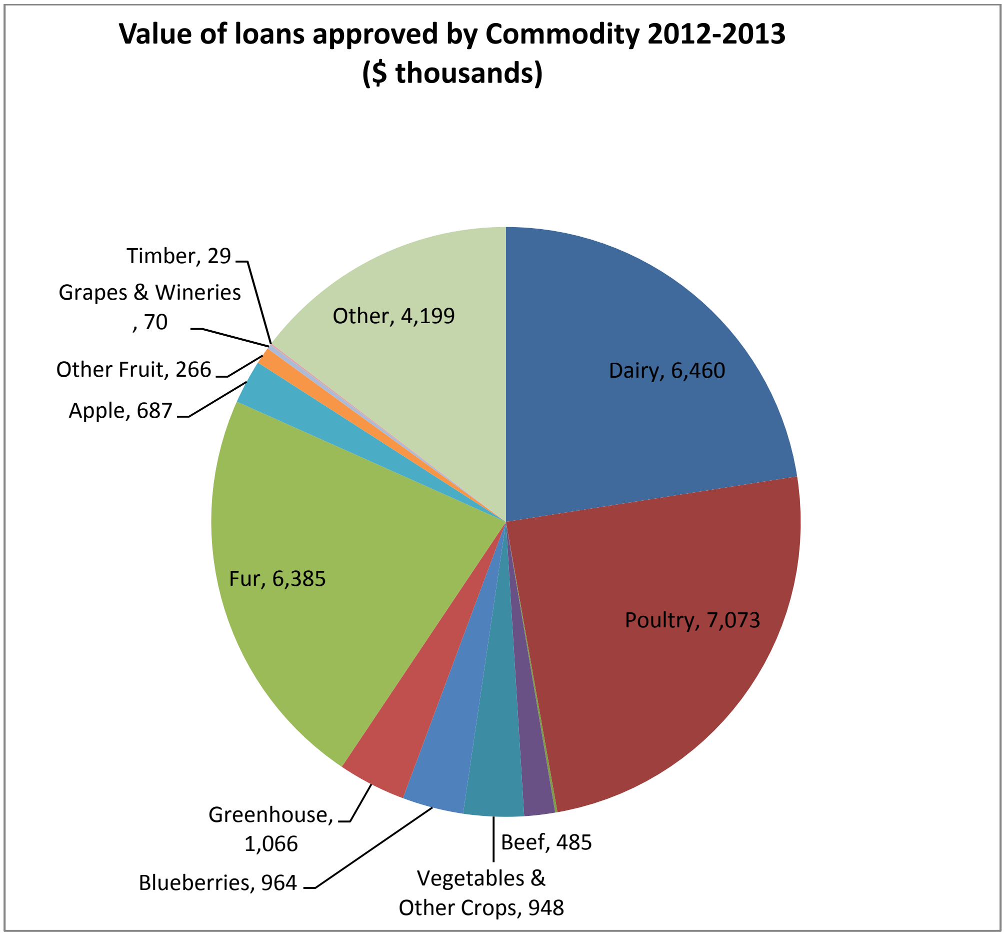
Approvals are limited by the number of valid applications received.

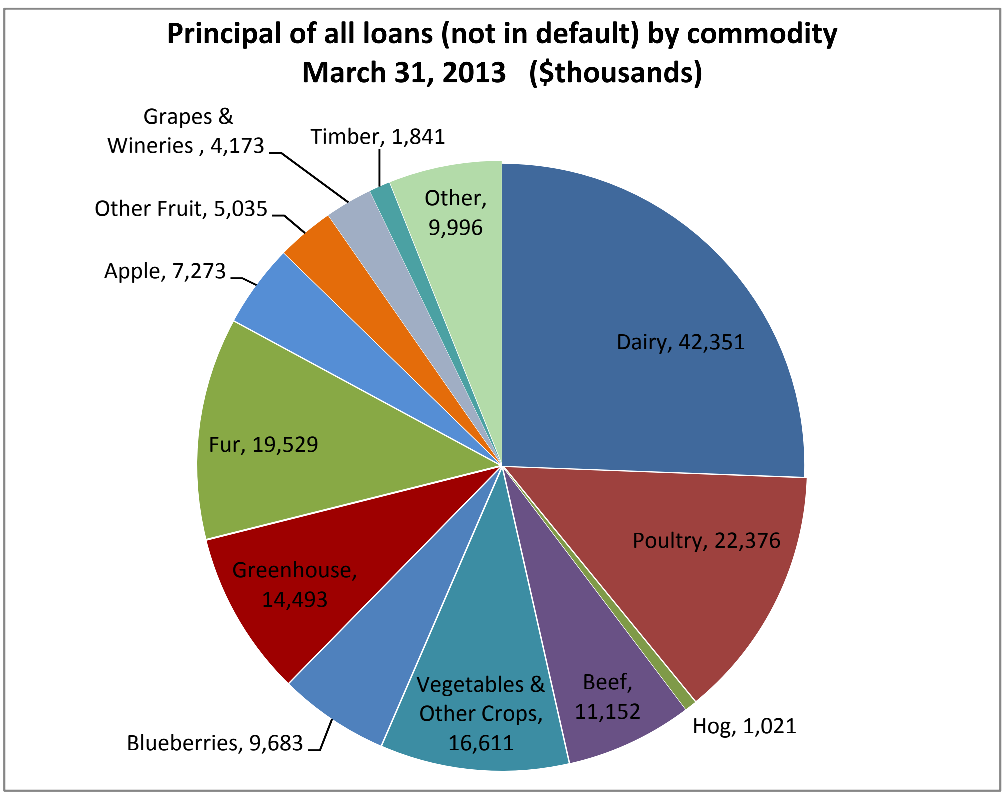
Value of loans approved by County 2012-2013 ($ thousands)



Principal of all loans (not in default) by County March 31,2013 ($thousands)




Value of loans approved by Commodity 2012-2013
($ thousands)
Timber, 29
Grapes & Wineries , 70
Other Fruit, 266
Apple, 687
Other, 4,199
Dairy, 6,460
Fur, 6,385
Poultry, 7,073
Greenhouse, 1,066
Blueberries, 964
Beef, 485
Vegetables & Other Crops, 948


Principal of all loans (not in default) by commodity
March 31, 2013 ($thousands)
Grapes & Wineries , 4,173
Timber, 1,841
Other Fruit, 5,035
Other, 9,996
Apple, 7,273
Dairy, 42,351
Fur, 19,529
Poultry, 22,376
Greenhouse, 14,493
Beef, 11,152
Vegetables & Other Crops, 16,611
Hog, 1,021
Blueberries, 9,683