## SECURITIES AND EXCHANGE COMMISSION

 WASHINGTON, D.C. 20549FORM 10-Q
[X] Quarterly report pursuant to section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 1999
[ ] Transition report pursuant to section 13 or 15(d) of the Securities
For the transition period from $\qquad$ to

COMMISSION FILE 0-18911

GLACIER BANCORP, INC.
(Exact name of registrant as specified in its charter)
DELAWARE
81-0519541
(State or other jurisdiction of incorporation or organization) (IRS Employer Identification No.)

49 Commons Loop, Kalispell, Montana
(Address of principal executive offices)
(Zip Code)
Registrant's telephone number, including area code (406) 756-4200
(Former name, former address, and former fiscal year, if changed since last report)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes [X] No [ ]

The number of shares of Registrant's common stock outstanding on July 29, 1999 was 9,535,287. No preferred shares are issued or outstanding.

GLACIER BANCORP, INC. QUARTERLY REPORT ON FORM 10-Q

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| (Unaudited - \$ in thousands except per share data) | $\begin{gathered} \text { JUNE 30, } \\ 1999 \end{gathered}$ |  | $\begin{aligned} & \text { DECEMBER 31, } \\ & 1998 \end{aligned}$ | $\begin{aligned} & \text { JUNE 30, } \\ & 1998 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS: |  |  |  |  |
| Cash on hand and in banks | \$ | 30,910 | 33,806 | 35,014 |
| Federal funds sold |  | 3,042 | 5,883 | 1,845 |
| Interest bearing cash deposits |  | 218 | 2,494 | 8,348 |
| Cash and cash equivalents |  | 34,170 | 42,183 | 45,207 |
| Investments: |  |  |  |  |
| Investment securities, held-to-maturity |  | 0 | 8,272 | 3,498 |
| Investment securities, available-for-sale |  | 56,397 | 50,618 | 55,836 |
| Mortgage backed securities, available-for-sale |  | 132,134 | 46,596 | 46,655 |
| Total investments |  | 188,531 | 105,486 | 105,989 |
| Net loans receivable: |  |  |  |  |
| Real estate loans |  | 199,900 | 215,271 | 218,473 |
| Commercial Loans |  | 231,746 | 194,321 | 185,300 |
| Installment and other loans |  | 126,680 | 113,749 | 117,025 |
| Allowance for losses |  | $(5,652)$ | $(5,133)$ | $(4,782)$ |
| Total loans, net |  | 552,674 | 518,208 | 516,016 |
| Premises and equipment, net |  | 17,674 | 17,382 | 16,065 |
| Real estate and other assets owned |  | 264 | 151 | 348 |
| Federal Home Loan Bank of Seattle stock, at cost |  | 13,650 | 12,366 | 11,867 |
| Federal Reserve stock, at cost |  | 1,430 | 1,219 | 1,067 |
| Accrued interest receivable |  | 4,576 | 4,348 | 4,204 |
| Goodwill, net |  | 2,489 | 2,601 | 1,352 |
| Other assets |  | 3,812 | 2,083 | 1,444 |
|  | \$ | 819,269 | 706,027 | 703,559 |
| LIABILITIES AND STOCKHOLDERS' EQUITY: |  |  |  |  |
| Deposits - non-interest bearing | \$ | 103,665 | 100,177 | 95,006 |
| Deposits - interest bearing |  | 367,268 | 375,667 | 360,533 |
| Advances from Federal Home Loan Bank of Seattle |  | 202,241 | 124,886 | 136,476 |
| Securities sold under agreements to repurchase |  | 49,113 | 17,239 | 18,784 |
| Other borrowed funds ................... |  | 9,939 | 1,468 | 11, 032 |
| Accrued interest payable |  | 2,675 | 2,278 | 2,406 |
| Current income taxes |  | 121 | 0 | 417 |
| Deferred income taxes |  | 891 | 1,601 | 1,877 |
| Other liabilities |  | 4,317 | 4,588 | 3,832 |
| Minority interest |  | 310 | 313 | 1,140 |
| Total liabilities |  | 740,540 | 628,217 | 631,503 |
| Common stock, \$.01 par value per share (1) |  | 95 | 95 | 93 |
| Paid-in capital |  | 80,686 | 60,104 | 37,871 |
| Retained earnings (deficit) - substantially restricted |  | (312) | 16,415 | 32,998 |
| Accumulated other comprehensive earnings (loss) ..... |  | $(1,740)$ | 1,196 | 1,094 |
| Total stockholders' equity |  | 78,729 | 77,810 | 72,056 |
|  | \$ | 819,269 | 706,027 | 703,559 |
| Book value per share | \$ | 8.27 | 8.22 | 7.75 |
| Total shares outstanding at end of period (1) .... |  | 525,360 | 9,460,210 | 9,295,399 |

(1) Number of shares outstanding adjusted for $10 \%$ stock dividend in 1998 and 1999.

See accompanying notes to consolidated financial statements.
(unaudited - \$ in thousands except per share data)

INTEREST INCOME:
Real estate loans
Commercial loans
Consumer and other loans
Investment securities
Total interest income
INTEREST EXPENSE:
Deposits
Advances
Repurchase agreements
Other borrowed funds
Total interest expense

NET INTEREST INCOME
Provision for loan losses
Net Interest Income after provision for loan losses

NON-INTEREST INCOME:
Fees and service charges
Gains on sale of investments
Other income

## Total fees and other income

NON-INTEREST EXPENSE:
Compensation, employee benefits
and related expenses ..
Occupancy and equipment expense
Other expenses
Minority interest
Total non-interest expense

EARNINGS BEFORE INCOME TAXES
Federal and state income tax expense
NET EARNINGS

Basic earnings per share (1)
Diluted earnings per share (1)
Dividends declared per share (1)
Return on average assets (annualized)
Return on beginning equity (annualized)
Average outstanding shares - basic (1)
Average outstanding shares - diluted (1) $\qquad$ . . . . . . . . . . .
$\qquad$

Three months ended June 30,

| 1999 | 1998 |
| :---: | :---: |


| \$ 3,889 | 4,593 |
| :---: | :---: |
| 4,718 | 4,017 |
| 2,744 | 2,794 |
| 2,739 | 2,060 |
| 14,090 | 13,464 |


| 3,365 | 3,668 |
| :---: | :---: |
| 2,250 | 2,065 |
| 222 | 203 |
| 162 | 72 |
| 5,999 | 6,008 |
| 8,091 | 7,456 |
| 350 | 551 |
| 7,741 | 6,905 |


| 2,478 | 2,380 |
| :---: | :---: |
| 1 | 1 |
| 220 | 1,032 |
| 2,699 | 3,413 |


| 3,119 | 3,036 |
| :---: | :---: |
| 783 | 690 |
| 1,922 | 2,192 |
| 12 | 50 |
| 5,836 | 5,968 |


| 4,604 | 4,350 |
| :---: | :---: |
| 1,601 | 1,635 |
| \$ 3,003 | 2,715 |


| 0.32 | 0.29 |
| :---: | :---: |
| 0.31 | 0.29 |
| 0.15 | 0.11 |
| $1.63 \%$ | $1.58 \%$ |
| $15.03 \%$ | $16.04 \%$ |
| $9,520,719$ | $9,255,828$ |
| $9,629,251$ | $9,447,043$ |

Six months ended June 30
1999
------1
1998

| 8,045 | 9,153 |
| :---: | :---: |
| 9,103 | 7,732 |
| 5,364 | 5,602 |
| 4,639 | 4,217 |
| 27,151 | 26,704 |


| 6,813 | 7,221 |
| :---: | :---: |
| 4, 082 | 4,178 |
| 407 | 413 |
| 184 | 132 |
| 11,486 | 11,944 |
| 15,665 | 14,760 |
| 672 | 786 |
| 14,993 | 13,974 |


| 4,958 | 4,785 |
| ---: | ---: |
| 3 | 13 |
| 543 | 1,288 |
| ------------ |  |
| 5,504 | 6,086 |

13
1,288
6,086

| 6,167 | 5,842 |
| ---: | ---: |
| 1,563 | 1,322 |
| 3,705 | 4,187 |
| 23 | 99 |
| .--------------- |  |


| 9,039 | 8,610 |
| :---: | :---: |
| 3,142 | 3,201 |
| 5,897 | 5,409 |

0.58
0.57
0.21
1.57\%
15.98\%

9, 226,401
9,429,455

## (1) Adjusted for stock dividends

See accompanying notes to consolidated financial statements.

## OPERATING ACTIVITIES

Net earnings
Adjustments to reconcile net earnings to net
cash provided by operating activities:
Mortgage loans held for sale originated or acquired
Proceeds from sales of mortgage loans held for sale
Provision for loan losses
Depreciation of premises and equipment
Amortization of goodwill
Amortization of investment securities premiums and discounts, net .
Net decrease in deferred income taxes
Net (increase) decrease in accrued interest receivable
Net increase in accrued interest payable
Net increase in current income taxes
Net (increase) decrease in other assets
Net (decrease) increase in other liabilities and minority interest
FHLB stock dividends
NET CASH PROVIDED BY OPERATING ACTIVITIES

## INVESTING ACTIVITIES

Proceeds from maturities and prepayments of investments
available-for-sale

Purchases of investments available for
Proceeds from maturities and prepayments of investments held-to-maturity
Principal collected on installment and commercial loans
Installment and commercial loans originated or acquired
Proceeds from sales of commercial loans
Principal collections on mortgage loans
Mortgage loans originated or acquired
Net proceeds from sales (acquisition) of real estate owned

| 14,590 | 14,460 |
| ---: | ---: |
| $(102,878)$ | $(5,826)$ |
| 0 | 7,406 |
| 103,875 | 73,226 |
| $(156,633)$ | $(114,162)$ |
| 2,249 | 4,185 |
| 62,433 | 47,566 |
| $(54,354)$ | $(37,423)$ |
| $(113)$ | $(227)$ |
| $(1,019)$ | $(2,107)$ |
| $(1,015)$ | $(283)$ |
| 0 | --------13, |
| $------9)$ | $(132,865)$ |

## FINANCING ACTIVITIES

Net (decrease) increase in deposits
Net increase (decrease) in FHLB advances and other borrowed funds ....
Net increase (decrease) in securities sold under repurchase agreements
Cash dividends paid to stockholders
Proceeds from exercise of stock options
NET CASH PROVIDED BY FINANCING ACTIVITIES
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD
CASH AND CASH EQUIVALENTS AT END OF PERIOD

SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION
Cash paid during the period for:
Interest
Income taxes

| $(4,911)$ | 25,786 |
| :---: | :---: |
| 85,826 | $(6,439)$ |
| 31,874 | $(2,889)$ |
| $(2,746)$ | $(2,120)$ |
| 706 | 1,188 |
| 110,749 | 15,526 |
| $(8,013)$ | 6,512 |
| 42,183 | 38,695 |
| \$ 34,170 | 45,207 |
| \$ 11,089 | 11,354 |
| 3, 021 | 3,268 |

In the opinion of Management, the accompanying unaudited consolidated condensed financial statements contain all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of Glacier Bancorp Inc.'s (the "Company") financial condition as of June 30, 1999, and June 30, 1998 and the results of operations for the six months and three months ended June 30, 1999 and 1998 and cash flows for the six months ended June 30, 1999 and 1998.

The accompanying consolidated condensed financial statements do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. These consolidated condensed financial statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1998. Operating results for the six months and three months ended June 30, 1999 are not necessarily indicative of the results anticipated for the year ending December 31, 1999.

Organizational Structure:
The Company is the parent company for seven subsidiaries: Glacier Bank ("Glacier"); Glacier Bank of Whitefish ("Whitefish"); Glacier Bank of Eureka ("Eureka"); First Security Bank of Missoula ("Missoula"); Valley Bank of Helena ("Helena"), Big Sky Western Bank ("Big Sky"), and Community First, Inc. ("CFI"). On February 1, 1998, Glacier was converted from a federal savings bank charter to a State of Montana commercial bank charter. On August 31, 1998, the acquisition of HUB Financial Corporation and Valley Bank of Helena was completed. Effective January 20, 1999, Big Sky Western Bank became a subsidiary of the Company. The pooling method of interests accounting method was used for both acquisitions. Under this method, financial information for each of the periods presented includes the combined companies as though the mergers had occurred prior to the earliest date presented. At June 30, 1999, the Company owned 100\%, 94\%, 98\%, 100\%, 100\%, 100\% and $100 \%$ of Glacier, Whitefish, Eureka, Missoula, Helena, Big Sky and CFI, respectively. CFI provides full service brokerage services through Raymond James Financial Services, Inc.

On January 20, 1999, the Company completed the acquisition of Big Sky Western Bank. Under the terms of the acquisition agreement, Big Sky became a wholly owned subsidiary of the Company, whereby shareholders of Big Sky received shares of the Company in exchange for their shares of Big Sky. Big Sky operates three offices in Gallatin County, Montana. The following abbreviated organizational chart illustrates the various relationships :
[FLOW CHART]

On August 27, 1998 and May 27, 1999, a $10 \%$ stock dividend was approved by the Board of Directors. As a result, all per share amounts from time periods proceeding these dates have been restated to illustrate the effect of the stock dividend. Any fractional shares were paid in cash.

Ratios:
Return on average assets was calculated based on the average of the total assets for the period. Return on beginning equity was calculated based on the stockholders' equity at the beginning of each period presented.
5) Cash Dividend Declared:

On June 30, 1999, the Board of Directors declared of $\$ .15$ per share quarterly cash dividend to stockholders of record on July 13, 1999, payable on July 22, 1999.
6) Computation of Earnings Per Share:

Basic earnings per common share is computed by dividing net earnings by the weighted average number of shares of common stock outstanding during the period presented. Diluted earnings per share is computed by including the net increase in shares if dilutive outstanding stock options were exercised, using the treasury stock method. Previous period amounts are restated for the effect of the stock dividend. The following schedule contains the data used in the calculation of basic and diluted earnings per share.

|  | Three months ended June 30, 1999 | Three months ended June 30, 1998 | Six <br> months ended <br> June 30, 1999 | Six <br> months ended June 30, 1998 |
| :---: | :---: | :---: | :---: | :---: |
| Net income available to common |  |  |  |  |
| stockholders, basic and diluted | \$3, 002,554 | 2,715, 023 | 5,896,766 | 5,408,741 |
| Average outstanding shares - basic | 9,520,719 | 9,255,828 | 9,500,307 | 9,226,401 |
| Add: dilutive stock options | 108,532 | 191,215 | 106,014 | 203,054 |
| Average outstanding shares - diluted | 9,629, 251 | 9,447,043 | 9,606,321 | 9,429,455 |
| Basic earnings per share | \$ . 32 | . 29 | . 61 | . 58 |
| Diluted earnings per share | \$ . 31 | . 29 | . 60 | . 57 |

7) Investments:

A comparison of the amortized cost and estimated fair value of the Company's investment securities is as follows:

| Dollars in thousands | Weighted Yield | Amortized Cost | Gross Gains | Unrealized Losses | Estimated Fair Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. GOVERNMENT AND FEDERAL AGENCIES |  |  |  |  |  |
| maturing within one year | 6.81\% | 4,256 | 28 | $\bigcirc$ | 4,284 |
| maturing one year through five years | 6.43\% | 3,400 | 43 | 0 | 3,443 |
| maturing after ten years | 4.87\% | 1,247 | 3 | (3) | 1,247 |
|  | ---- | ------ | ----- | ------ | ------- |
|  | 6.39\% | 8,903 | 74 | (3) | 8,974 |
| STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES: |  |  |  |  |  |
| maturing within one year | 6.14\% | 421 | 2 | (12) | 411 |
| maturing one year through five years | 5.16\% | 2,304 | 58 | (1) | 2,361 |
| maturing five years through ten years | 5.07\% | 1,026 | 20 | 0 | 1, 046 |
| maturing after ten years ........ | 5.19\% | 43,892 | 734 | $(1,021)$ | 43,605 |
|  | ---19\% | ------ | ---- | (1,--- | ------ |
| MORTGAGE-BACKED SECURITIES | 7.20\% | 30,588 | 303 | (493) | 30,398 |
| REAL ESTATE MORTGAGE INVESTMENT CONDUITS | 6.83\% | 104,260 | 233 | $(2,757)$ | 101, 736 |
| Total Securities | 6.46\% | 191,394 | 1,424 | $(4,287)$ | 188,531 |

Effective January 1, 1999, the Company adopted the provisions of Statement of Financial Accounting Standards ("SFAS") No. 133, Accounting for Derivative Instruments and Hedging Activities (SFAS 133). SFAS 133 establishes accounting and reporting standards that every derivative instrument (including certain derivative instruments embedded in other contracts) be recorded in the balance sheet as either an asset or liability measured at its fair value. SFAS 133 requires that changes in the derivatives' fair value be recognized currently in earnings unless specific hedge accounting criteria are met. The adoption of SFAS 133 had no impact on the financial statements of the Company except that it allowed for a one-time reclassification of the investment portfolio from held-to-maturity to either trading or available-for-sale. The net effect on the consolidated statement of financial condition of this reclassification was an increase in total assets of $\$ 288,000$, deferred tax liabilities of $\$ 98,000$ and unrealized gains on securities available-for-sale of \$190,000.

|  | Weighted | Amortized |
| :---: | :---: | :---: |
| (dollars in thousands) | yield | Cost |


| Gross Unrealized |  |
| :---: | :---: |
| Gains | Losses |

Estimated
Fair
Value

HELD-TO-MATURITY
U.S. GOVERNMENT AND FEDERAL AGENCIES
maturing within one year ................
maturing one year through five years ..

STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES: maturing within one year .............. maturing one year through five years.. maturing five years through ten years . maturing after ten years

TOTAL HELD-TO-MATURITY SECURITIES

AVAILABLE-FOR-SALE
U.S. GOVERNMENT AND FEDERAL AGENCIES:
maturing within one year .............. maturing after ten years

STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES: maturing within one year ................
maturing one year through five years . maturing five years through ten years . maturing after ten years

MORTGAGE-BACKED SECURITIES
REAL ESTATE MORTGAGE INVESTMENT CONDUITS

TOTAL AVAILABLE-FOR-SALE SECURITIES

| $5.88 \%$ | $\$ 2,676$ |
| :--- | ---: |
| $5.91 \%$ | 5,993 |
| $6.51 \%$ | 1,816 |
| ---- | ------ |
| $6.01 \%$ | 10,485 |

9
79
10
---9
$-\quad 9$

| (1) | 2,684 |
| :---: | :---: |
|  | 6,072 |
| (1) | 1,825 |
| (2) | 10,581 |


| $7.90 \%$ | $\$ 3,010$ |
| :--- | ---: |
| $7.10 \%$ | 1,237 |
| --- | ----- |
| $7.67 \%$ | 4,247 |
| --- | ------ |
|  |  |
| $5.50 \%$ | 552 |
| $5.56 \%$ | 811 |
| $5.01 \%$ | 1,222 |
| $5.67 \%$ | 1,440 |
| ---- | ------ |
| $5.42 \%$ | 4,025 |
| ---- | ------ |
| $6.58 \%$ | $\$ 8,272$ |

63
66
----
129
-----

5
24
44
86
-----
159
-----
288
$=====$

| 0 | 3,073 |
| :---: | :---: |
| 0 | 1,303 |
|  |  |
| 0 | 4,376 |
| 0 | 557 |
| 0 | 835 |
| 0 | 1,266 |
| 0 | 1,526 |
| $\bigcirc$ | 4,184 |
| 0 | ----- |
| ==== | = |

1,266
1,526
4,184
8,560
=====

2,684
6, 072
1,825
10, 581

250
107
1,236
38, 444
(319)
$\begin{array}{ll}(319) & 40,037 \\ -------\end{array}$
(63)

18,782
27, 814
97,214
======
8) Stockholders' Equity:

The May, 1999 stock dividend decreased retained earnings and increased common stock and paid in capital by $\$ 19,885$ and resulted in a $\$ 312$ deficit in retained earnings as of June 30, 1999. The transaction had no effect on total capital or capital adequacy.

The Federal Reserve Board has adopted capital adequacy guidelines pursuant to which it assesses the adequacy of capital in supervising a bank holding company. The following table illustrates the Federal Reserve Board's capital adequacy guidelines and the company's compliance with those guidelines as of June 30, 1999:

## (dollars in thousands)

| GAAP Capital | \$ | 78,729 |
| :---: | :---: | :---: |
| Goodwill |  | $(2,489)$ |
| Net unrealized gains on sec available-for-sale ... |  | 0 |
| Minority Interest |  | 310 |
| Allowance for loan losses |  | -- |
| Regulatory capital computed | \$ | 76,550 |
| Risk weighted assets | \$ | 519,897 |

Total average assets
Capital as \% of defined assets
$14.72 \%$
$6.00 \%$
--------
$8.72 \%$
$========$

Tier 1 (Core) Capital
\$10,897

## Tier 2 (Total)

 Capital $\begin{array}{ll}\$ \quad 78,729 \\ & (2,489)\end{array}$ $(2,489)$0
310

5,652
\$ 82,202
========
\$ 519, 897
=========
$15.81 \%$
$10.00 \%$
--------
$5.81 \%$
$=======$

Leverage Capital
\$ 76,550========

## \$ 737,328

=========
10.38\%
5.00\%
-------
$5.38 \%$
=========
9) Comprehensive Income:

The Company's only component of comprehensive income is the unrealized gains and losses on available-for-sale securities.

|  | For the three months ended June 30, |  | For the six months ended June 30, |  |
| :---: | :---: | :---: | :---: | :---: |
| Dollars in thousands | 1999 | 1998 | 1999 | 1998 |
| Net earnings | \$ 3, 003 | 2,715 | 5,897 | 5,409 |
| Unrealized holding losses arising during the period | $(4,749)$ | (32) | $(5,179)$ | (245) |
| Transfer from held-to-maturity | 0 | 0 | 288 | 0 |
| Tax expense | 1,904 | 11 | 1,953 | 83 |
| Net after tax ............... | $(2,845)$ | (21) | $(2,938)$ | (162) |
| Less: reclassification adjustment for amounts included in net income | 1 | 1 | 3 | 13 |
| Tax expense | 0 | 0 | (1) | (4) |
| Net after tax | 1 | 1 | 2 | 9 |
| Net unrealized loss on securities | $(2,844)$ | (20) | $(2,936)$ | (153) |
| Total comprehensive earnings | \$ 159 | 2,695 | 2,961 | 5,256 |

ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Financial Condition - This section discusses the changes in Statement of Financial Condition items from December 31, 1998 to June 30, 1999.

From December 31, 1998 total assets have grown $\$ 113.242$ million, or $16.04 \%$, to $\$ 819.269$ million, and have increased $\$ 115.710$ million, or $16.45 \%$ since June 30, 1998. The 1999 increase was primarily in investment growth of $\$ 83.0$ million, or 78.7\%. Higher investment yields, a steeper yield curve, and the pending branch and deposit acquisition from Washington Mutual have provided an opportunity to increase the investment portfolio. Net loans have also increased $\$ 34.5$ million from December 31, 1998.

Real estate loans decreased $\$ 15.4$ million during the period, while commercial loans increased \$37.4, consistent with management's decision to restructure the loan portfolio and to not retain long-term, low-interest rate mortgage loans.

Loans sold to the secondary market amounted to $\$ 70.3$ million and $\$ 67.2$ million during the first six months of 1999 and 1998, respectively.

The amount of loans serviced for others on June 30, 1999 was $\$ 120.232$ million.
Total deposits decreased $\$ 4.9$ million, which was the result of a $\$ 3.5$ million increase in non-interest bearing deposits and an $\$ 8.4$ million decrease in interest bearing deposits. Borrowed funds in the form of Federal Home Loan Bank advances, and repurchase agreements were used to fund the asset growth in excess of deposit growth. Upon completion of the Washington Mutual branch purchase, which is expected to occur in early October, additional deposits of approximately $\$ 80$ million will be available for asset funding, replacing the borrowed funds

All six institutions are members of the FHLB. Accordingly, management of the Company has a wide range of versatility in managing the liquidity and asset/liability mix for each individual institution as well as the Company as a whole. The following table demonstrates the available FHLB lines of credit and the extent of utilization as of June 30, 1999 (in thousands):

|  | Available line | Amount Used | Available |
| :---: | :---: | :---: | :---: |
| Glacier Bank | \$148,136 | 127,619 | 20,517 |
| Whitefish | 11, 501 | 7.575 | 3,926 |
| Eureka | 8,220 | 5,723 | 2,497 |
| Missoula | 33,955 | 29,000 | 4,955 |
| Helena | 11,213 | 8,042 | 3,171 |
| Big Sky | 14,314 | 11,786 | 2,528 |
| Totals | 227,339 | 189,745 | 37,594 |

Classified Assets and Reserves
Non-performing assets, consisting of non-accrual loans, accruing loans 90 days or more overdue, and real estate and other assets acquired by foreclosure or deed-in-lieu thereof, net of related reserves, amounted to $\$ 2.7$ million or .34\% of total assets at June 30, 1999, compared to $\$ 2.8$ million, or $.40 \%$ of total assets, as of December 31, 1998.

Total Allowance for Loan and Real Estate Owned Losses:

| June 30, 1999 | December 31, |
| :---: | :---: |
| \$5.6 million | \$5.1 million |
| 1.02\% | . $98 \%$ |
| 206\% | 184\% |

Impaired Loans
As of June 30, 1999, there were no loans considered impaired. Interest income on impaired loans and interest recoveries on loans that have been charged off, is recognized on a cash basis after principal has been fully paid, or at the time a loan becomes fully performing based on the terms of the loan.

Minority Interest
The minority interest on the consolidated statements of financial condition represents the minority stockholders' share in the retained earnings of the Company. These are shares of Eureka and Whitefish that are still outstanding. As of June 30, 1999, the Company owns 47,280 shares of Whitefish and 49,084 shares of Eureka. The Company's ownership of Whitefish and Eureka is $94 \%$ and $98 \%$, respectively.

Results of Operations - The three months ended 6/30/99 compared to the three months ended 6/30/98.

Glacier Bancorp, Inc. reported record net income of $\$ 3.003$ million, or basic earnings per share of $\$ .32$, for the second quarter of 1999, compared with $\$ 2.715$ million, or basic earnings per share of $\$ .29$, for the same quarter of 1998. Return on average assets and return on beginning equity in the first quarter of 1999 were 1.63 percent and 15.03 percent, respectively, which compares to returns of 1.58 percent and 16.04 percent for the same quarter of 1998 . The return on equity is lower in 1999 because stockholders' equity has increased $\$ 6.7$ million, or 9.2 percent over the June 30, 1998 level and is a very strong 9.6 percent of assets.

Net Interest Income
Net interest income for the quarter was $\$ 8.091$ million, an increase of $\$ 635,000$, or 8.5 percent, over the same period in 1998. Growth in earning assets while maintaining a net interest margin as a percentage of earning assets, on a tax equivalent basis, of 4.7 percent, were the reasons for this increase. Loan balances have increased $\$ 37.5$ million from June 30 , 1998, an increase of 7.2 percent. Consistent with management's decision to restructure the loan portfolio there has been a significant shift in the mix of loans, with higher yielding commercial loans up $\$ 46.4$ million, or 25.1 percent, and consumer loans up $\$ 9.6$ million, or 8.2 percent. Real estate loans are down $\$ 18.6$ million, or 8.5 percent, the result of prepayments and management's decision not to retain long-term low-rate mortgage loans. Total investments, including mortgage-backed securities, increased $\$ 82.5$ million, or 77.9 percent, with most of the increase occurring during the current quarter. Total deposits increased $\$ 15.4$ million, or 3.4 percent, with $\$ 8.7$ million of the increase occurring in non-interest bearing deposits, which increased 9.1 percent.

Loan Loss Provision and Non-Performing Assets
The second quarter provision for loan losses was $\$ 350$ thousand, down from $\$ 551$ thousand during the same quarter in 1998. Non-performing assets as a percentage of loans at June 30, 1999 were .50 percent, well below the average of the Company's peer group which was . 78 percent at March 31, 1999, the most recent information available. The reserve for loan losses was 206 percent of non-performing assets as of June 30, 1999.

Non-interest Income
Non-interest income declined $\$ 714$ thousand, from the second quarter of 1998 which included gains of $\$ 559$ thousand from the sale of the trust department of Glacier Bank, and the credit card portfolio. Income from insurance sales was lower in 1999 due to a change in the types of consumer loans made which are not as applicable to credit insurance. Service fees on deposit accounts were $\$ 98$ thousand higher in 1999

Non-interest Expense
Non-interest expense decreased by $\$ 132$ thousand, or 2.2 percent, over the second quarter of 1998 which included merger and reorganization expense of $\$ 232$ thousand. Compensation and employee benefits increased $\$ 83$ thousand, or 2.7 percent. Occupancy and equipment expense was up $\$ 93$ thousand, or 13.5 percent, the result of bringing more data processing functions in-house and additional expenses from the new branch/corporate office. Other expenses were down \$270 thousand, or 12.3 percent. The rest of the expense reduction was the minority interest in subsidiaries which decreased by $\$ 38$ thousand, resulting from the acquisition of minority shares.

Results of Operations - The six months ended 6/30/99 compared to the six months ended 6/30/98

Net income of $\$ 5.897$ million was an increase of $\$ 488$ thousand, or 9.0 percent, over the first six months of 1998. Basic earnings per share were $\$ .61$ for 1999 and $\$ .58$ for 1998 , with diluted earnings per share of $\$ .60$ and $\$ .57$, respectively. Included in 1998 were merger and reorganization expenses of \$256 thousand after tax, or basic earning per share of $\$ .03$. Return on average assets was 1.60 and 1.57 percent, and return on beginning equity was 15.16 and 15.98 percent for the first six months of 1999 and 1998, respectively. The high capital level of 11.02 percent at the beginning of the year results in a lower return on equity. The capital ratio has been reduced, with the significant asset growth and a change in the net unrealized gain on investments, to 9.61 percent.

Net Interest Income
Net interest income for the six months was $\$ 15.665$ million, an increase of $\$ 905$ thousand, or 6.13 percent over the same 1998 period. More earning assets, the increase in higher yield commercial and consumer loans, and the sale of lower yield real estate loans on the secondary market, are the reasons for the net interest income increase. The net interest margin as a percentage of average earning assets on a tax equivalent basis, was 4.68 percent, about the same as the 4.69 percent in 1998. So far we have not experienced a decrease in net interest margin. The recent 25 basis point increase to the wall Street Prime lending rate should also benefit the margin.

Loan Loss Provision
The provision for loan losses was $\$ 672$ thousand, down slightly from $\$ 786$ thousand in 1998. The level of non-performing loans remains at a relatively low level compared to the peer group of similar sized companies as reported in the Federal Reserve Bank's "Bank Performance Report".

Non-interest Income
Total non-interest income is down $\$ 582$ thousand from last year due to a non-recurring $\$ 559$ thousand gain in 1998 from the sale of Glacier Bank's trust department, and the sale of the credit card portfolio.

Non-interest Expense
Non-interest expense increased by $\$ 8$ thousand over 1998 which included merger and reorganization expense of $\$ 328$ thousand. Compensation and employee benefits increased $\$ 325$ thousand, or 5.6 percent. Occupancy and equipment expense was up $\$ 241$ thousand, or 18.2 percent, the result of bringing more data processing functions in-house, and additional expenses from the new branch/corporate office. Other expenses were down $\$ 482$ thousand, or 11.5 percent. The rest of the expense reduction was the minority interest in subsidiaries which decreased by \$76 thousand, resulting from the acquisition of minority shares.

The discussion above may include certain "forward looking statements" concerning the future operations of the Company. The Company is taking advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 as they apply to forward looking statements. This statement is for the express purpose of availing the Company of the protections of such safe harbor with respect to all "forward looking statements." Management's ability to predict results of the effect of future plans in inherently uncertain, and is subject to factors that may cause actual results to differ materially from those projected.

Year 2000 Issues
The century date change for the Year 2000 is a serious issue that may impact virtually every organization including the Company. Many software programs are not able to recognize the Year 2000, since most programs and systems were designed to store calendar years in the 1900s by assuming "19" and storing only the last two digits of the year. The problem is especially important to financial institutions since many transactions, such as interest accruals and payments, are date sensitive, and because the Company and its subsidiary banks interact with numerous customers, vendors and third party service providers who must also address the Year 2000 issue. The problem is not limited to computer systems. Year 2000 issues will also potentially affect every system that has an embedded microchip, such as automated teller machines, elevators and vaults.

State of Readiness
The Company and its subsidiary banks are committed to addressing these Year 2000 issues in a prompt and responsible manner, and they have dedicated the resources to do so. Management has completed an assessment of its automated systems and has implemented a program consistent with applicable regulatory guidelines, to complete all steps necessary to resolve identified issues. The Company's compliance program has several phases, including (1) project management; (2) assessment; (3) testing; and (4) remediation and implementation.

Project Management. The Company has formed a Year 2000 compliance committee consisting of senior management and departmental representatives. The committee has met regularly since October 1997. A Year 2000 compliance plan was developed and regular meetings have been held to discuss the process, assign tasks, determine priorities and monitor progress. The committee regularly reports to the Company's Board.

Assessment. All of the Company's and its subsidiary banks' computer equipment and mission-critical software programs have been identified. This phase is essentially complete. Primary software vendors were also assessed during this phase, and vendors who provide mission-critical software have been contacted. The Year 2000 committee is in the process of obtaining written certification from providers of material services that such providers are, or will be, Year 2000 compliant. Based upon its ongoing assessment of the readiness of its vendors, suppliers and service providers, the committee intends to develop contingency plans addressing the most reasonably likely worst case scenarios. The committee will continue to monitor and work with these vendors. The committee and other bank officers have also identified and began working with, the subsidiary banks' significant borrowers and funds providers to assess the extent to which they may be affected by Year 2000 issues.

Testing. Updating and testing of the Company's and its subsidiary banks' automated systems has been completed as of June 30, 1999.

## Estimated Costs to Address Year 2000 Issues

The total financial effect that Year 2000 issues will have on the Company cannot be predicted with any certainty at this time. In fact, in spite of all efforts being made to rectify these problems, the success of the Company's efforts will not be known until the Year 2000 actually arrives. However, based on its assessment to date, the Company does not believe that expenses related to meeting Year 2000 challenges will have a material effect on its operations or consolidated financial condition. Year 2000 challenges facing vendors of mission-critical software and systems, and facing the Company's customers, could have a material effect on the operations or consolidated financial condition of the Company, to the extent such parties are materially affected by such challenges.

Risks Related to Year 2000 Issues
The year 2000 poses certain risks to the Company and its subsidiary banks and their operations. Some of these risks are present because the Company purchases technology and information systems applications from other parties who face Year 2000 challenges. Other risks are inherent in the business of banking or are risks faced by many companies. Although it is impossible to identify all possible risks that the Company may face moving into the millennium, management has identified the following significant potential risks.

Commercial banks may experience a contraction in their deposit base, if a significant amount of deposited funds are withdrawn by customers prior to the Year 2000, and interest rates may increase as the millennium approaches. This potential deposit contraction could make it necessary for the Company to change its sources of funding and could impact future earnings. The Company established a contingency plan for addressing this situation, should it arise, into its asset and liability management policies. The plan includes maintaining the ability to borrow funds from the Federal Home Loan Bank of Seattle. Significant demand for funds from other banks could reduce the amount of funds available to borrow. If insufficient funds are available from these sources, the Company may also sell investment securities or other liquid assets to meet liquidity needs.

The Company lends significant amounts to businesses in its marketing area. If these businesses are adversely affected by Year 2000 problems, their ability to repay loans could be impaired. This increased credit risk could adversely affect the Company's financial performance. During the assessment phase of the Company's Year 2000 program, each of the Company's subsidiary banks' substantial borrowers were identified, and the Company is working with such borrowers to ascertain their levels of exposure to Year 2000 problems. To the extent that the Company is unable to assure itself of the Year 2000 readiness of such borrowers, it intends to apply additional risk assessment criteria to the indebtedness of such borrowers and make any necessary related adjustments to the Company's provision for loan losses.

The Company and its subsidiary banks, like those of many other companies, can be adversely affected by the Year 2000 triggered failures of other companies upon who the Company depends for the functioning of their automated systems. Accordingly, the Company's operations could be materially affected, if the operations of mission-critical third party service providers are adversely affected. As described above, the Company has identified its mission-critical vendors and is monitoring their Year 2000 compliance programs.

## Contingency Plans

The Company has developed specific contingency plans related to year 2000 issues, other than those described above. As the Company and its subsidiary banks continue to monitor the readiness of vendors, service providers and substantial borrowers, appropriate contingency plans will be developed that address the most
reasonably likely "worst case" scenarios. Certain circumstances, as described above in "Risk," may occur for which there are no completely satisfactory contingency plans.

## FORWARD LOOKING STATEMENTS

The discussion above regarding to the century date change for the Year 2000 includes certain "forward looking statements" concerning the future operations of the Company. The Company desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 as they apply to forward looking statements. This statement is for the express purpose of availing the Company of the protections of such safe harbor with respect to all "forward looking statements." Management's ability to predict results of the effect of future plans is inherently uncertain, and is subject to factors that may cause actual results to differ materially from those projected. Factors that could affect the actual results include the Company's success is identifying systems and programs that are not Year 2000 compliant; the possibility that systems modifications will not operate as intended; unexpected costs associated with remediation, including labor and consulting costs; the nature and amount of programming required to upgrade or replace the affected systems; the uncertainty associated with the impact of the century change on the Company's customers, vendors and third-party service providers; and the economy generally.

## ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURE ABOUT MARKET RISK

Market risk is the risk of loss in a financial instrument arising from adverse changes in market rates/prices such as interest rates, foreign currency exchange rates, commodity prices, and equity prices. The Company's primary market risk exposure is interest rate risk. The ongoing monitoring and management of this risk is an important component of the Company's asset/liability management process which is governed by policies established by its Board of Directors that are reviewed and approved annually. The Board of Directors delegates responsibility for carrying out the asset/liability management policies to the Asset/Liability committee (ALCO). In this capacity ALCO develops guidelines and strategies impacting the Company's asset/liability management related activities based upon estimated market risk sensitivity, policy limits and overall market interest rate levels/trends.

## Interest Rate Risk:

Interest rate risk represents the sensitivity of earnings to changes in market interest rates. As interest rates change the interest income and expense streams associated with the Company's financial instruments also change thereby impacting net interest income (NII), the primary component of the Company's earnings. ALCO utilizes the results of a detailed and dynamic simulation model to quantify the estimated exposure of NII to sustained interest rate changes. While ALCO routinely monitors simulated NII sensitivity over a rolling two-year horizon, it also utilizes additional tools to monitor potential longer-term interest rate risk.

The simulation model captures the impact of changing interest rates on the interest income received and interest expense paid on all assets and liabilities reflected on the Company's balance sheet. This sensitivity analysis is compared to ALCO policy limits which specify a maximum tolerance level for NII exposure over a one year horizon, assuming no balance sheet growth, given a 200 basis point (bp) upward and downward shift in interest rates. A parallel and pro rata shift in rates over a 12 month period is assumed. The following reflects the Company's NII sensitivity analysis as of December 31, 1998, the most recent information available, as compared to the $10 \%$ Board approved policy limit.


The preceding sensitivity analysis does not represent a Company forecast and should not be relied upon as being indicative of expected operating results These hypothetical estimates are based upon numerous assumptions including: the nature and timing of interest rate levels including yield curve shape, prepayments on loans and securities, deposit decay rates, pricing decisions on loans and deposits, reinvestment/replacement of assets and liability cashflows, and others. While assumptions are developed based upon current economic and local market conditions, the Company cannot make any assurances as to the predictive nature of these assumptions including how customer preferences or competitor influences might change.

Also, as market conditions vary from those assumed in the sensitivity analysis, actual results will also differ due to: prepayment/refinancing levels likely deviating from those assumed, the varying impact of interest rate change caps or floors on adjustable rate assets, the potential effect of changing debt service levels on customers with adjustable rate loans, depositor early withdrawals and product preference changes, and other internal/external variables. Furthermore, the sensitivity analysis does not reflect actions that ALCO might take in responding to or anticipating changes in interest rates.

PART II - OTHER INFORMATION
ITEM 1. LEGAL PROCEEDINGS
There are no pending material legal proceedings to which the registrant or its subsidiaries are a party

ITEM 2. CHANGES IN SECURITIES
None
ITEM 3. DEFAULTS ON SENIOR SECURITIES
None

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITIES HOLDERS
At the annual shareholders' meeting held April 28, 1999, directors Michael J. Blodnick, Fred J. Flanders, and Harold A. Tutvedt were elected to a three-year term.

At the same meeting, amendments to the "1995 Employee Stock Option Plan" and the "1994 Directors' Stock Option Plan" increasing the number of shares available for issuance by 600,000 and 100,000, respectively, were approved.

Votes were tabulated as follows
Proposal \#1 - Election of Directors:

| Michael J. Blodnick |  | Fred J. Flanders | Harold A. Tutvedt |
| :---: | :---: | :---: | :---: |
| For | 7,468,683 | 7,468,867 | 7,466,488 |
| Against | 240 | 56 | 2,925 |
| Abstain | 13,519 | 13,519 | 13,029 |

Proposal \#2 - Amendment to the 1995 Employee Stock Option Plan

| For | $5,543,123$ |
| :--- | ---: |
| Against | 283,353 |
| Abstain | 69,199 |

Proposal \#3 - Amendment to the 1994 Directors' Stock Option Plan

| For | $5,475,277$ |
| :--- | ---: |
| Against | 325,179 |
| Abstain | 95,220 |

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K.
a. Exhibit 27 - Financial data schedule
b. On May 19, 1999, a Form 8-K was filed disclosing that Glacier Bank had entered into a definitive agreement with Washington Mutual Bank fsb to purchase two branches of Washington Mutual located in Butte, Montana. Under the terms of the purchase and assumption agreement, Glacier would acquire approximately $\$ 80$ million in deposits and the real estate of the two branches. The transaction is expected to close early in October, 1999.

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly cause this report to be signed on its behalf by the undersigned thereunto duly authorized.

GLACIER BANCORP, INC.

August 10, 1999

August 10, 1999

By
Michael J. Blodnick
President/CEO

By
James H. Strosahl
Executive Vice President/CFO

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM CONSOLIDATED STATEMENTS OF FINANCIAL JUNE 30, 1999, CONSOLIDATED STATEMENTS OF OPERATIONS JUNE 30, 1999, REFERENCE TO QUARTERLY REPORT FROM 10-Q JUNE 30, 1999.

1,000

> 6-MOS
> DEC-31-1999
> JAN-01-1999
> JUN-30-1999
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> 218
> 3, 042
> 188, 531
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> 470, 933
> 101,516
> 8,314
> 159, 777
> 0
> 0
> 95
> 819,269
> 22,512
> 4, 639
> 0
> 27,151
> 6,813
> 11,486
> 15,665
> 672
> 3
> 11, 458
> 9,039
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> 1,715
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> 138
> 5,652
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> 0

