[X] Quarterly report pursuant to section 13 or 15(d) of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 2001
[ ] Transition report pursuant to section 13 or 15(d) of the Securities Exchange Act of 1934

For the transition period from $\qquad$ to $\qquad$

## 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 | 59901 |
| (Address of principal executive offices) | (Zip Code) |
| Registrant's telephone number, including area code | (406) 756-4200 |

## N/A

(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 $15(\mathrm{~d})$ 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 $\qquad$
The number of shares of Registrant's common stock outstanding on July 17, 2001 was $16,634,325$. No preferred shares are issued or outstanding.

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

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| (Unaudited - dollars in thousands except per share data) | $\begin{gathered} \text { June 30, } \\ 2001 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2000 \end{gathered}$ | $\begin{array}{r} \text { June } 30, \\ 2000 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: |
| ASSETS: |  |  |  |  |
| Cash on hand and in banks. | \$ | 69,446 | 41,456 | 42,870 |
| Interest bearing cash deposits. |  | 18,938 | 10,330 | 2,533 |
| Cash and cash equivalents. |  | 88,384 | 51,786 | 45,403 |
| Investments: |  |  |  |  |
| Investment securities, available-for-sale. |  | 165,294 | 71,415 | 65,350 |
| Mortgage backed securities, available-for-sale. |  | $352,267$ | 140,473 | 140,141 |
| Total Investments. |  | 517,561 | 211,888 | 205,491 |
| Net loans receivable: |  |  |  |  |
| Real estate loans. |  | 484,959 | 231,215 | 231,691 |
| Commercial Loans |  | 590,021 | 340,391 | 318,836 |
| Consumer and other loans. |  | 317, 289 | 169,754 | 167,768 |
| Allowance for loan losses |  | $(18,465)$ | $(7,799)$ | $(7,484)$ |
| Total Loans, net |  | 1,373,804 | 733,561 | 710,811 |
| Premises and equipment, net. |  | 52,376 | 25,016 | 25,413 |
| Real estate and other assets owned, net |  | 462 | 291 | 436 |
| Federal Home Loan Bank of Seattle stock, at cost |  | 31,146 | 16,436. | 16,048 |
| Federal Reserve stock, at cost. |  | 4,428 | 1,662 | 1,467 |
| Accrued interest receivable. |  | 13,896 | 6,637 | 6,130 |
| Core deposit intangible, net |  | 9,013 | 1,547 | 1,647 |
| Goodwill, net.. |  | 35,544 | 4,946 | 5,117 |
| Deferred tax asset |  | - | - | 2,940 |
| Other assets. |  | 7,482 | 2,942 | 3,089 |
|  | \$ | 2,134,096 | 1, 056,712 | 1,023,992 |
| LIABILITIES AND STOCKHOLDERS' EQUITY: |  |  |  |  |
| Deposits - non-interest bearing. | \$ | 231,007 | 141,207 | 138,718 |
| Deposits - interest bearing. |  | 1,212,343 | 579,363 | 520,701 |
| Advances from Federal Home Loan Bank of Seattle. |  | 416,222 | 196,791 | 241, 223 |
| Securities sold under agreements to repurchase. |  | 30,741 | 24,877 | 21,277 |
| Other borrowed funds. |  | 11,480 | 4,652 | 3,138 |
| Accrued interest payable. |  | 11,211 | 4,591 | 3,086 |
| Current income taxes. |  | 182 | 17 | 308 |
| Deferred tax liability. |  | 1,244 | 578 | - |
| Trust preferred securities |  | 35,000 | - | - |
| Minority interest. |  | 353 | 338 | 311 |
| Other liabilities |  | 18,953 | 6,185 | 7,109 |
| Total liabilities. |  | 1,968,736 | 958,599 | 935,871 |
| Preferred shares, 1,000,000 shares authorized. |  |  |  |  |
| Common stock, $\$ .01$ par value per share. |  |  |  |  |
| Paid-in capital. |  | 162,572 | 101,828 | 101,757 |
| Retained earnings (deficit) - substantially restricted. |  | 563 | $(4,087)$ | $(8,194)$ |
| Accumulated other comprehensive income (loss). |  | 2,059 | 258 | $(5,556)$ |
| Total stockholders' eq |  | 165,360 | 98,113 | 88,121 |
|  | \$ | 2,134,096 | 1,056,712 | 1,023,992 |
| Number of shares outstanding. |  | 16,613,425 | 11,447,150 | 11,441, 234 |
| Book value of equity per share. |  | 9.95 | 8.57 | 7.70 |
| Tangible book value per share..... |  | 7.27 | 8.00 | 7.11 |


| (unaudited - dollars in thousands except per share data) | THREE MONTHS ENDED JUNE 30, |  | SIX MONTHS ENDED JUNE 30, |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2001 | 2000 | 2001 | 2000 |
| INTEREST INCOME: |  |  |  |  |
| Real estate loans. | \$ 10,291 | 4,685 | 16,980 | 9,245 |
| Commercial loans. | 12,323 | 6,975 | 21,700 | 13,305 |
| Consumer and other loans. | 7,436 | 3,758 | 12,488 | 7,257 |
| Investments. | 8,723 | 3,875 | 13,980 | 7,732 |
| Total interest income. | 38,773 | 19,293 | 65,148 | 37,539 |
| INTEREST EXPENSE: |  |  |  |  |
| Deposits | 13,064 | 5,274 | 21,798 | 10,221 |
| FHLB Advances | 5,226 | 3,553 | 8,837 | 6,697 |
| Securities sold under agreements to repurchase. | 262 | 184 | 525 | 371 |
| Trust preferred securities. | 905 | - | 1,506 | - |
| Other borrowed funds. | 79 | 123 | . 143 | 190 |
| Total interest expense. | 19,536 | 9,134 | 32,809 | 17,479 |
| NET INTEREST INCOME. | 19,237 | 10,159 | 32,339 | 20,060 |
| Provision for loan losses | 1,838 | 505 | 2,423 | 992 |
| Net interest income after provision for loan losses. | 17,399 | 9,654 | 29,916 | 19,068 |
| NON-INTEREST INCOME: |  |  |  |  |
| Service charges and other fees. | 3,549 | 2,059 | 5,992 | 3,914 |
| Miscellaneous loan fees and charges | 1,070 | 528 | 1,763 | 1,096 |
| Gains on sale of loans... | 943 | 337 | 1,410 | 707 |
| Gains on sale of investments, net | - | 30 | 64 | - |
| Other income. | 938 | 347 | 1,398 | 799 |
| Total non-interest income. | 6,500 | 3,301 | 10,627 | 6,516 |
| NON-INTEREST EXPENSE: |  |  |  |  |
| Compensation, employee benefits |  |  |  |  |
| Occupancy and equipment expense. | 2,531 | 1,232 | 3,990 | 2,347 |
| Data processing expense. | 976 | 603 | 1,237 | 879 |
| Core deposit intangibles amortization. | 406 | 50 | 574 | 100 |
| Goodwill amortization. | 513 | 92 | 737 | 178 |
| Other expenses... | 3,862 | 2,127 | 6,993 | 4,278 |
| Minority interest. | 20 | 14 | 35 | 29 |
| Total non-interest expense..................... | 15,216 | 7,972 | 25,731 | 15,622 |
| EARNINGS BEFORE INCOME TAXES. | 8,683 | 4,983 | 14,812 | 9,962 |
| Federal and state income tax expense. | 3,075 | 1,791 | 5,290 | 3,542 |
| NET EARNINGS. | \$ 5,608 | 3,192 | 9,522 | 6,420 |
| Basic earnings per share (1) | 0.34 | 0.28 | 0.65 | 0.56 |
| Diluted earnings per share (1). | 0.33 | 0.28 | 0.63 | 0.55 |
| Dividends declared per share (1). | 0.15 | 0.15 | 0.30 | 0.29 |
| Return on average assets (annualized). | 1.04\% | 1.28\% | 1.08\% | 1.30\% |
| Return on average equity (annualized). | 14.03\% | 14.58\% | 13.64\% | 15.05\% |
| Return on tangible average equity (annualized). | 17.82\% | 15.88\% | 16.34\% | 16.38\% |
| Average outstanding shares - basic (1).................... | 16,336,932 | 11,440,519 | 14,678,575 | 11,438,576 |
| Average outstanding shares - diluted (1).................. | 16,770, 005 | 11,584,429 | 15,189, 394 | 11,586,499 |
| (1) Adjusted for stock dividends on May 25, 2000 |  |  |  |  |

## GLACIER BANCORP, INC

CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY
AND COMPREHENSIVE INCOME
Years ended December 31, 2000, 1999, and Six months ended June 30, 2001

| (Unaudited - dollars in thousands except per share data) | Common <br> Shares | Stock <br> Amount | Paid-in capital | $\begin{aligned} & \text { Retained } \\ & \text { earnings } \\ & \text { (accumulated } \\ & \text { deficit) } \\ & \text { substantially } \\ & \text { restricted } \end{aligned}$ | Accumulated other comprehensive income (loss) | ```Total stock holders' equity``` |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1998. | 9,344, 093 | \$ 93 | 66,180 | 16,700 | 1,173 | 84,146 |
| Comprehensive income: |  |  |  |  |  |  |
| Net earnings | -- | -- | -- | 12,352 | -- | 12,352 |
| Unrealized loss on securities, net of reclassification adjustment | -- | -- | -- | -- | $(6,604)$ | $(6,604)$ |
| Total comprehensive income |  |  |  |  |  | 5,748 |
| Cash dividends declared (\$. 64 per share)...... | 113, -- | -- | -- | $(6,076)$ | -- | $(6,076)$ |
| Stock options exercised. | 113,049 | 1 | 1,091 | -- | -- | 1,092 |
| Tax benefit from stock related compensation. | - - | -- | 240 | -- | -- | 240 |
| 10\% stock dividend. | 936,899 | 10 | 19,876 | $(19,905)$ | -- | (19) |
| Fiscal year conforming adjustment. | - - | -- | -- | (75) | -- | (75) |
| Balance at December 31, 1999. | 10,394,041 | \$104 | 87,387 | 2,996 | $(5,431)$ | 85,056 |
| Comprehensive income: |  |  |  |  |  |  |
| Net earnings. | -- | -- | -- | 14,003 | -- | 14,003 |
| Unrealized gain on securities, net of reclassification adjustment. | -- | -- | -- | -- | 5,689 | 5,689 |
| Total comprehensive income. |  |  |  |  |  | 19,692 |
| Cash dividends declared (\$.59 per share)...... | - ${ }^{--}$ | -- | -- | $(6,752)$ | -- | $(6,752)$ |
| Stock options exercised. | 14,161 | -- | 134 | -- | -- | 134 |
| Tax benefit from stock related compensation. | -- | -- | 16 | -- | -- | 16 |
| 10\% stock dividend. | 1,039,608 | 10 | 14,302 | $(14,334)$ | -- | (22) |
| Dissenting Mountain West shareholders. | (660) | -- | (11) | - - | -- | (11) |
| Balance at December 31, 2000. | 11,447,150 | \$114 | 101, 828 | $(4,087)$ | 258 | 98,113 |
| Comprehensive income: |  |  |  |  |  |  |
| Net earnings. | -- | -- | -- | 9,522 | -- | 9,522 |
| Unrealized gain on securities, net of reclassification adjustment $\qquad$ | -- | -- | -- | - - | 1,801 | 1,801 |
| Total comprehensive income. |  |  |  |  |  | 11,323 |
| Cash dividends declared (\$. 30 per share)....... | - ${ }^{--}$ | -- | -- | $(4,872)$ | -- | $(4,872)$ |
| Stock options exercised. | 635,813 | 6 | 5,076 | -- | -- | 5,082 |
| Stock issued in connection with merger of WesterFed Financial |  |  |  |  |  |  |
| Corporation.......... | 4,530,462 | 46 | 55,668 | -- | -- | 55,714 |
| Balance at June 30, 2001. | 16,613,425 | \$166 | 162,572 | 563 | 2,059 | 165,360 |

See accompanying notes to consolidated financial statements

SIX MONTHS ENDED JUNE 30,

| 2001 | 2000 |
| :---: | :---: |


| OPERATING ACTIVITIES : |  |  |
| :---: | :---: | :---: |
| Net earnings | \$ 9,522 | 6,420 |
| Adjustments to reconcile net earnings to net |  |  |
| cash provided by (used in) operating activities: |  |  |
| Mortgage loans held for sale originated or acquired. | $(127,725)$ | $(53,848)$ |
| Proceeds from sales of mortgage loans held for sale. | 110,850 | 53, 052 |
| Proceeds from sales of commercial loans. | 17,616 | 19,493 |
| Provision for loan losses | 2,423 | 992 |
| Depreciation of premises and equipment | 1,730 | 1,191 |
| Amortization of goodwill and core deposit premium. | 1,311 | 271 |
| Net gains on sale of investments | (64) | -- |
| Gains on sale of loans | $(1,410)$ | (707) |
| Gains on sale of branches | (511) | -- |
| Amortization of investments premiums and discounts, net | 973 | 75 |
| FHLB stock dividends. | (863) | (649) |
| Deferred tax expense (benefit) | $(3,440)$ | 88 |
| Net increase in accrued interest receivable. | $(1,002)$ | (519) |
| Net increase (decrease) in accrued interest payable | $(1,421)$ | 369 |
| Net (increase) decrease in other assets | 241 | (244) |
| Net increase (decrease) in other liabilities and minority interest | $(4,082)$ | 670 |
| NET CASH PROVIDED BY OPERATING ACTIVITIES. | 4,148 | 26,654 |


| INVESTING ACTIVITIES: |  |  |
| :---: | :---: | :---: |
| Proceeds from sales, maturities and prepayments of |  |  |
| investments available-for-sale. | 115,613 | 26,060 |
| Purchases of investments available-for-sale | $(233,276)$ | $(22,463)$ |
| Principal collected on installment and commercial loans | 186,946 | 108,782 |
| Installment and commercial loans originated or acquired | $(231,066)$ | $(181,220)$ |
| Principal collections on mortgage loans. | 137,754 | 57,717 |
| Mortgage loans originated or acquired. | $(106,590)$ | $(62,750)$ |
| Net purchase of FHLB and FRB stock. | $(3,551)$ | (265) |
| Acquisition of WesterFed Financial Corporation and several branches, net of cash and cash equivalents acquired of $\$ 162,254 . . . . . . . . .$. | 107,568 | - - |
| Sale of branches net of cash paid of \$53,454 | $(53,131)$ |  |
| Net premises and equipment | 1,167 | $(1,934)$ |
| NET CASH USED IN INVESTING ACTIVITIES. | $(78,566)$ | $(76,073)$ |
| FINANCING ACTIVITIES: |  |  |
| Net increase in deposits | 15,834 | 15,313 |
| Net increase in FHLB advances and other borrowed funds | 61,223 | 28,863 |
| Net increase (decrease) in securities sold under repurchase agreements. | $(1,987)$ | 1,511 |
| Proceeds from issuance of trust preferred securities. | 35,000 |  |
| Cash dividends paid to stockholders. | $(4,136)$ | $(3,294)$ |
| Proceeds from exercise of stock options and other stock issued. | 5,082 | 64 |
| NET CASH PROVIDED BY FINANCING ACTIVITIES. | 111,016 | 42,457 |
| NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS. | 36,598 | $(6,962)$ |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD. | 51,786 | 52,365 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD. | \$ 88,384 | 45,403 |
| SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION |  |  |
| Cash paid during the period for: Interest. | \$ 33,777 | 17,109 |
| Income taxes. | 5,970 | 3,342 |

NON-CASH INVESTING AND FINANCING ACTIVITIES
During the first quarter ended March 31, 2001, the Company purchased a bank and seven branches with net loans of $\$ 650,398$ and deposits of $\$ 787,523$.
During the second quarter ended June 30, 2001, the Company sold six branches with net loans of $\$ 21,800$ and deposits of $\$ 81,700$. At June 30, 2001 and
2000, the Company had declared dividends, but not yet paid of $\$ 2,494$ and
\$1,715, respectively. Dividends payable are included in other liabilities.

In the opinion of management, the accompanying unaudited consolidated financial statements contain all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of Glacier Bancorp Inc.'s (the "Company") financial condition and stockholders' equity as of June 30, 2001, December 31, 2000, and June 30, 2000 and the results of operations and cash flows for the three and six months ended June 30, 2001 and 2000.

The accompanying consolidated financial statements do not include all of the information and footnotes required by accounting principles generally accepted in the United States of America for complete financial statements. These consolidated 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, 2000. Operating results for the six months ended June 30, 2001 are not necessarily indicative of the results anticipated for the year ending December 31, 2001. Certain reclassifications have been made to the 2000 financial statements to conform to the 2001 presentation.

Organizational Structure:
The Company, headquartered in Kalispell, Montana, is the successor Delaware corporation to a Delaware corporation incorporated in 1990, pursuant to the reorganization of Glacier Bank, FSB into a bank holding company. The Company is the parent company for ten 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"), Western Security Bank ("Western"), Glacier Capital Trust I ("Glacier Trust"), and Community First, Inc. ("CFI"), all located in Montana, and Mountain West Bank ("Mountain West") which is located in Idaho and Utah. CFI provides full service brokerage services through Raymond James Financial Services, Inc. At June 30, 2001, the Company owned $100 \%$ of Glacier, Missoula, Helena, Big Sky, Mountain West, Western, Glacier Trust, CFI, 94\% of Whitefish, and 98\% of Eureka. The Company has received regulatory approval to merge Whitefish and Eureka and redeem the minority shares outstanding.

The Company formed Glacier Capital Trust I (Glacier Trust) as a financing subsidiary on December 18, 2000. On January 31, 2001, Glacier Trust sold 1,400,000 preferred securities at $\$ 25$ per preferred security. The purchase of the securities entitles the shareholder to receive cumulative cash distributions at an annual interest rate of $9.40 \%$ from payments on the junior subordinated debentures of Glacier Bancorp, Inc. The subordinated debentures will mature and the preferred securities must be redeemed by February 1, 2031. In exchange for the Company's capital contribution, the Company obtained all of the outstanding common securities of the trust.

The following abbreviated organizational chart illustrates the various relationships:

Glacier Bancorp, Inc.
(Parent Holding Company)

| Glacier Bank (Commercial bank) | First Security Bank of Missoula (Commercial bank) | $\begin{aligned} & \text { Glacier Bank } \\ & \text { of Whitefish } \\ & \text { (Commercial bank) } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { Big Sky } \\ \text { Western Bank } \\ \text { (Commercial bank) } \end{gathered}$ | Valley Bank of Helena (Commercial bank) | Mountain West Bank of Coeur d'Alene (Commercial bank) | Western Security Bank (Commercial bank) |
|  | Glacier Capital Trust I | Community First, Inc. (Brokerage services) |  |

3) Ratios:

Returns on average assets and average equity were calculated based on daily averages.
4) Cash Dividend Declared:

On June 27, 2001, the Board of Directors declared a $\$ .15$ per share quarterly cash dividend to stockholders of record on July 10, 2001, payable on July 19, 2001.
5) 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 2000 stock dividend.

The following schedule contains the data used in the calculation of basic and diluted earnings per share.

|  | Three months ended June 30, 2001 | Three months ended June 30, 2000 | Six <br> months ended June 30, 2001 | Six <br> months ended <br> June 30, 2000 |
| :---: | :---: | :---: | :---: | :---: |
| Net earnings available to common |  |  |  |  |
| stockholders, basic. | 5,608,078 | 3,192,283 | 9,522,344 | 6,420,016 |
| After tax effect of interest on convertible subordinated debentures.... | 4,000 | 4,000 | 8,000 | 8,000 |
| Net earnings available to common |  |  |  |  |
| stockholders, diluted........ | 5,612,078 | 3,196,283 | 9,530,344 | 6,428,016 |
| Average outstanding shares - basic. | 16,336,932 | 11,440,519 | 14,678,575 | 11,438,576 |
| Add: Dilutive stock options. | 400,048 | 110,885 | 477,794 | 114,898 |
| Convertible subordinated debentures. | 33, 025 | 33, 025 | 33, 025 | 33, 025 |
| Average outstanding shares - diluted. | 16,770,005 | 11,584,429 | 15,189,394 | 11,586,499 |
| Basic earnings per share. | 0.34 | 0.28 | 0.65 | 0.56 |
| Diluted earnings per share. | 0.33 | 0.28 | 0.63 | 0.55 |

6) Investments:

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

INVESTMENTS AS OF JUNE 30, 2001

| (Dollars in thousands) | Weighted Yield | Amortized Cost | $\begin{aligned} & \text { Gross Ur } \\ & \text { Gains } \end{aligned}$ | lized <br> Losses | Estimated Fair Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. GOVERNMENT AND FEDERAL AGENCIES maturing after ten years | 6.40\% | 1,556 | 14 | (6) | 1,564 |
|  | 6.40\% | 1,556 | 14 | (6) | 1,564 |
| STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES:maturing within one year........................maturing one year through five years.......maturing five years through ten years...... | 5.07\% | 12,493 | 4 | (6) | 12,491 |
|  | 5.81\% | 14,551 | 199 | (21) | 14,729 |
|  | 5.61\% | 3,784 | 71 | (4) | 3,851 |
| maturing after ten yea | 5.89\% | 132,141 | 1,992 | $(1,474)$ | 132,659 |
|  | 5.82\% | 162,969 | 2,266 | $(1,505)$ | 163,730 |
| MORTGAGE-BACKED SECURITIES. | 6.64\% | 158,776 | 952 | (435) | 159,293 |
| REAL ESTATE MORTGAGE INVESTMENT CONDUITS. | 6.53\% | 190,889 | 2,345 | (260) | 192,974 |
| TOTAL AVAILABLE-FOR-SALE INVESTMENTS. | 6.34\% | 514,190 | 5,577 | $(2,206)$ | 517,561 |


| (Dollars in thousands) | Weighted Yield | Amortized Cost | Gross Gains | Unrealized Losses | Estimated Fair Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. GOVERNMENT AND FEDERAL AGENCIES |  |  |  |  |  |
| maturing within one year | 5.05\% | 500 | - | (3) | 497 |
| maturing one year through five years. | 6.33\% | 4,975 | 5 | (25) | 4,955 |
| maturing five years though ten years. | 6.92\% | 3,050 | 24 | (11) | 3,063 |
| maturing after ten years. | 7.20\% | 1,070 | - | (12) | 1,058 |
|  | 6.55\% | 9,595 | 29 | (51) | 9,573 |
| STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES: |  |  |  |  |  |
| maturing within one year | 5.47\% | 600 | 1 | (19) | 582 |
| maturing one year through five years. | 5.17\% | 1,635 | 41 | (1) | 1,675 |
| maturing five years through ten years | 7.53\% | 4,047 | 34 | 4 (99) | 3,982 |
| maturing after ten years........... | 5.50\% | 54,561 | 1,612 | (570) | 55,603 |
|  | 5.63\% | 60,843 | 1,688 | (689) | 61,842 |
| MORTGAGE-BACKED SECURITIES. | 6.79\% | 39,374 | 268 | (157) | 39,485 |
| REAL ESTATE MORTGAGE INVESTMENT CONDUITS. | 6.94\% | 101,635 | 396 | $(1,043)$ | 100,988 |
| TOTAL AVAILABLE FOR SALE INVESTMENTS. | 6.52\% | \$ 211,447 | 2,381 | $(1,940)$ | 211, 888 |

7) Stockholders' Equity:

The Federal Reserve Board has adopted capital adequacy guidelines that are used to assess 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, 2001:

## CONSOLIDATED

| (Dollars in thousands) | Tier 1 (Core) Capital |  | ```Tier 2 (Total) Capital``` | Leverage Capital |
| :---: | :---: | :---: | :---: | :---: |
| GAAP Capital | \$ | 165,360 | 165,360 | 165,360 |
| Less: Goodwill and intangibles |  | $(44,557)$ | $(44,557)$ | $(44,557)$ |
| Accumulated other comprehensive gain on AFS securities.......... |  | $(2,059)$ | $(2,059)$ | $(2,059)$ |
| Plus: Minority interest.. |  | 353 | 353 | 353 |
| Allowance for loan losses |  | - | 18,430 | - |
| Trust preferred securities |  | 35,000 | 35,000 | 35,000 |
| Other regulatory adjustments.. |  | $(1,174)$ | $(1,174)$ | $(1,174)$ |
| Regulatory capital computed. | \$ | 152,923 | 171,353 | 152,923 |
| Risk weighted assets. |  | 449,929 | 1,449,929 |  |
| Total average assets. |  |  |  | 2,119,574 |
| Capital as \% of defined assets. |  | 10.55\% | 11.82\% | 7.21\% |
| Regulatory "well capitalized" requirement. |  | 6.00\% | 10.00\% | 5.00\% |
| Excess over "well capitalized" requirement |  | 4.55\% | 1.82\% | 2.21\% |

The Company's only component of other comprehensive earnings 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 |  | 001 | 2000 | 2001 | 2000 |
| Net earnings. | \$ | 5,608 | 3,192 | 9,522 | 6,420 |
| Unrealized holding gains (losses) arising during the period. |  | $(1,345)$ | $(1,447)$ | 2,867 | (138) |
| Transfer from held-to-maturity. |  | - | - | - | (11) |
| Tax expense. |  | 560 | 556 | $(1,105)$ | 24 |
| Net after tax... |  | (785) | (891) | 1,762 | (125) |
| Reclassification adjustment for gains (losses) included in net income. |  | - | 30 | 64 | - |
| Tax expense (benefit). |  | - | (12) | (25) | - |
| Net after tax. |  | - | 18 | 39 | - |
| Net unrealized gains on securities. |  | (785) | (873) | 1,801 | (125) |
| Total comprehensive earnings. | \$ | 4,823 | 2,319 | 11,323 | 6,295 |

9) Segment Information

The Company evaluates segment performance internally based on individual bank charter, and thus the operating segments are so defined. The following schedule provides selected financial data for the Company's operating segments. Centrally provided services to the Banks are allocated based on estimated usage of those services. The operating segment identified as "Other" includes the Parent, CFI, Glacier Trust, and intercompany eliminations.

| (Dollars in thousands) | Six months ended and as of June 30, 2001 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 19,792 | 2,674 | 1,332 | 10,322 | 4,688 |
| Intersegment revenues | 459 | 2 | 4 | 11 | 66 |
| Expenses | 16,682 | 2,115 | 1,089 | 8,213 | 3,981 |
| Intercompany eliminations | - | - | - | - | - |
| Net income | 3,569 | 561 | 247 | 2,120 | 773 |
| Total Assets | 487,522 | 64,022 | 31,837 | 229,601 | 145,945 |
|  | Big Sky | Mountain West | Western | Other | Total Consolidated |
| Revenues from external customers | 3,593 | 9,406 | 23,713 | 255 | 75,775 |
| Intersegment revenues | - | 192 | 8 | 12,659 | 13,401 |
| Expenses | 3,189 | 9,493 | 20,680 | 811 | 66,253 |
| Intercompany eliminations | - | - | - | $(13,401)$ | $(13,401)$ |
| Net income | 404 | 105 | 3,041 | $(1,298)$ | 9,522 |
| Total Assets | 88,010 | 301,383 | 807,438 | $(21,662)$ | 2,134,096 |


| (Dollars in thousands) | Six months ended and as of June 30, 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 19,094 | 2,389 | 1,271 | 9,266 | 3,999 |
| Intersegment revenues | 630 | 5 | 1 | - | 50 |
| Expenses | 16,522 |  | 1,023 | 7,446 | 3,573 |
| Intercompany eliminations | - | - | - | - | - |
| Net income | 3,202 | 457 | 249 | 1,820 | 476 |
| Total Assets | 486,748 | 56,374 | 30,279 | 201,445 | 85,543 |
|  | Big Sky | Mountain West | Other |  | Total Consolidated |
| Revenues from external customers | 2,961 | 4,919 | 156 |  | 44,055 |
| Intersegment revenues | - | - | 7,990 |  | 8,676 |
| Expenses | 2,731 | 4,509 | (106) |  | 37,635 |
| Intercompany eliminations | - | - | $(8,676)$ |  | $(8,676)$ |
| Net income | 230 | 410 | (424) |  | 6,420 |
| Total Assets | 70,926 | 106,888 | $(14,211)$ |  | 1,023,992 |
|  | Three months ended and as of June 30, 2001 |  |  |  |  |
| (Dollars in thousands) | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 10,305 | 1,376 | 656 | 5,254 | 2,651 |
| Intersegment revenues | 148 | 2 | 1 | 1 | 35 |
| Expenses | 8,509 | 1,056 | 532 | 4,115 | 2,240 |
| Intercompany eliminations | - | - | - | - | - |
| Net incomeTotal Assets | 1,944 | 322 | 125 | 1,140 | 446 |
|  | 487,522 | 64,022 | 31,837 | 229,601 | 145,945 |
|  | Big Sky | Mountain West | Western | Other | Total Consolidated |
| Revenues from external customers | 1,879 | 5,690 | 17,433 | 29 | 45,273 |
| Intersegment revenues | - | 49 | 8 | 7,415 | 7,659 |
| Expenses | 1,641 | 5,799 | 15,200 | 573 | 39,665 |
| Intercompany eliminations | - | - | - | $(7,659)$ | $(7,659)$ |
| Net income | 238 | (60) | 2,241 | (788) | 5,608 |
| Total Assets | 88,010 | 301,383 | 807,438 | $(21,662)$ | 2,134,096 |


| (Dollars in thousands) | Three months ended and as of June 30, 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 9,779 | 1,211 | 645 | 4,662 | 2,126 |
| Intersegment revenues | 257 | 3 | 1 | - | (4) |
| Expenses | 8,402 | 988 | 516 | 3,778 | 1,961 |
| Intercompany eliminations | - | - | - | - | - |
| Net income | 1,634 | 226 | 130 | 884 | 161 |
| Total Assets | 486,748 | 56,374 | 30,279 | 201,445 | 85,543 |
|  | Big Sky | Mountain West | Other |  | Total Consolidated |
| Revenues from external customers | 1,525 | 2,616 | 30 |  | 22,594 |
| Intersegment revenues | - | - | 3,983 |  | 4,240 |
| Expenses | 1,431 | 2,365 | (39) |  | 19,402 |
| Intercompany eliminations | - | - | $(4,240)$ |  | $(4,240)$ |
| Net income | 94 | 251 | (188) |  | 3,192 |
| Total Assets | 70,926 | 106,888 | $(14,211)$ |  | 1,023,992 |

Recent Acquisitions
On February 28, 2001 the Company completed the acquisition of WesterFed Financial Corporation. The Company issued 4,530,462 shares and \$37.274 million cash to shareholders as consideration for the merger. The acquisition was accounted for under the purchase method of accounting. Accordingly, the assets and liabilities of WesterFed were recorded by the Company at their respective fair values at the time of the completion of the merger and the results of WesterFed have been included with those of the Company since the date of the acquisition. The excess of the Company's purchase price over the net fair value of the assets acquired and liabilities assumed, including identifiable intangible assets, was recorded as goodwill and will be amortized over a useful life of 20 years during the current year. Subsequent to 2001, the goodwill will not be amortized due to a recently issued accounting standard. See footnote 12 for further discussion regarding FASB Statement No. 141 and 142.

The estimated fair values of net assets acquired at the acquisition date are summarized as follows:
(Dollars in thousands)


On March 15, 2001, the Company completed the acquisition, subject to certain adjustments, of seven Wells Fargo \& Company and First Security Corporation subsidiary banks located in Idaho and Utah. The acquisition was accounted for under the purchase method of accounting. Accordingly, the assets and liabilities of the acquired banks were recorded by the Company at their respective fair values at the date of the acquisition and the results of the banks operations have been included with those of the Company since the date of acquisition. The excess of the Company's purchase price over the net fair value of the assets acquired and liabilities assumed, including identifiable intangible assets, was recorded as goodwill and will be amortized over a useful life of 20 years during the current year. Subsequent to 2001, the goodwill will not be amortized due to a recently issued accounting standard. See footnote 12 for further discussion regarding FASB Statement No. 141 and 142.

The estimated fair values of the branches net assets acquired at the acquisition date are summarized as follows:
(Dollars in thousands)

| Cash and due from banks. | \$122, 149 |
| :---: | :---: |
| Loans | 36,573 |
| Premises and equipment | 6,449 |
| Core deposit intangible. | 1,514 |
| Other assets. | 196 |
|  | 166,881 |
| Deposits | \$183, 968 |
| Other liabilities | 463 |
|  | 184, 431 |
| Net liabilities assumed in excess of identifiable net assets acquired | \$ 17,550 |

The following pro forma information presents the consolidated results of operations as if the acquisitions had occurred at the beginning of January 1, 2000 and 2001. The table is for comparison purposes only.
(dollars in thousands except per share data)

Total interest and non-interest income......................



| For the three months ended June 30, |  |  |
| :---: | :---: | :---: |
|  | 2001 | 2000 |
| \$ | 45,273 | 46,001 |
| \$ | 5,608 | 4,753 |
|  | 0.34 | 0.30 |
|  | 0.33 | 0.29 |

For the six months
ended June 30,
2001

The pro forma information does not purport to be indicative of the results of operations that would have occurred had the transactions taken place at the beginning of the periods presented or of future results of operations. For example, these results do not take into affect any efficiencies or revenue enhancements that might have been realized had the acquisition occurred at the beginning of the periods.

On June 23, 2001 the Company completed the sale of six branch locations in north central Montana with assets of $\$ 23.5$ million to Stockman Bank. Stockman acquired five Western Security Bank offices and one Glacier Bank office. Included in the sale were loans of approximately $\$ 21.8$ million, property and equipment with a book value of approximately $\$ 1.7$ million, and deposits of $\$ 81.7$ million. A gain of $\$ 511$ thousand was recognized on this sale.

Impact of Recently Issued Accounting Standards
On July 2001, the FASB issued Statement No. 141, Business Combinations, and Statement No. 142, Goodwill and Other Intangible Assets. Statement 141 requires that the purchase method of accounting be used for all business combinations initiated after June 30, 2001 as well as all purchase method business combinations completed after June 30, 2001. Statement 141 also specifies criteria that intangible assets acquired in a purchase method business combination must meet to be recognized and reported apart from goodwill, noting that any purchase price allocable to an assembled workforce may not be accounted for separately. Statement 142 will require that goodwill and intangible assets with indefinite useful lives no longer be amortized, but instead tested for impairment at least annually in accordance with the provisions of Statement 142. Statement 142 will also require that intangible assets with definite useful lives be amortized over their respective estimated useful lives to their estimated residual values, and reviewed for impairment in accordance with SFAS No. 121, Accounting for the Impairment of Long-Lived Assets and for Long-Lived Assets to Be Disposed Of.

The Company is required to adopt the provisions of Statement 141 immediately, and Statement 142 effective January 1, 2002. Furthermore, any goodwill and any intangible asset determined to have an indefinite useful life that are acquired in a purchase business combination completed after June 30, 2001 will not be amortized, but will continue to be evaluated for impairment in accordance with the appropriate pre-Statement 142 accounting literature. Goodwill and intangible assets acquired in business combinations completed before July 1, 2001 will continue to be amortized prior to the adoption of Statement 142.

Statement 141 will require upon adoption of Statement 142, that the Company evaluate its existing intangible assets and goodwill that were acquired in a prior purchase business combination, and to make any necessary reclassifications in order to conform with the new criteria in Statement 141 for recognition apart from goodwill. Upon adoption of Statement 142, the Company will be required to reassess the useful lives and residual values of all intangible assets acquired in purchase business combinations, and make any necessary amortization period adjustments by the end of the first interim period after adoption. In addition, to the extent an intangible asset is identified as having an indefinite useful life, the Company will be required to test the intangible asset for impairment in accordance with the provisions of Statement 142 within the first interim period. Any impairment loss will be measured as of the date of adoption and recognized as the cumulative effect of a change in accounting principle in the first interim period.

In connection with the transitional goodwill impairment evaluation, Statement 142 will require the Company to perform an assessment of whether there is an indication that goodwill is impaired as of the date of adoption. To accomplish this the Company must identify its reporting units and determine the carrying value of each reporting unit by assigning the assets and liabilities, including the existing goodwill and intangible assets, to those reporting units as of the date of adoption. The Company will then have up to six months from the date of adoption to determine the fair value of each reporting unit and compare it to the reporting unit's carrying amount. To the extent a reporting unit's carrying amount
exceeds its fair value, an indication exists that the reporting unit's goodwill may be impaired and the Company must perform the second step of the transitional impairment test. In the second step, the Company must compare the implied fair value of the reporting unit's goodwill, determined by allocating the reporting unit's fair value to all of it assets and liabilities in a manner similar to a purchase price allocation in accordance with Statement 141, to its carrying amount, both of which would be measured as of the date of adoption. This second step is required to be completed as soon as possible, but no later than the end of the year of adoption. Any transitional impairment loss will be recognized as the cumulative effect of a change in accounting principle in the Company's statement of earnings.

And finally, any unamortized negative goodwill existing at the date Statement 142 is adopted must be written off as the cumulative effect of a change in accounting principle.

As of the date of adoption, the Company expects to have unamortized goodwill in the amount of $\$ 34,500,000$ and unamortized identifiable intangible assets in the amount of $\$ 8,200,000$, all of which will be subject to the transition provisions of Statements 141 and 142. Amortization expense related to goodwill was $\$ 360,000$ and $\$ 737,000$ for the year ended December 31, 2000 and the six months ended June 30, 2001, respectively. Because of the extensive effort needed to comply with adopting Statements 141 and 142, it is not practicable to reasonably estimate the impact of adopting these Statements on the Company's financial statements at the date of this report, including whether any transitional impairment losses will be required to be recognized as the cumulative effect of a change in accounting principle.

In September 2000, the FASB issued SFAS No. 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities - a replacement of FASB Statement No. 125. SFAS No. 140 revises accounting standards for securitizations and transfers of financial assets and collateral and requires certain disclosures, but carries forward most of SFAS No. 125's provisions without change. SFAS No. 140 is effective for recognition and reclassification of collateral and disclosures relating to securitization transactions and collateral for fiscal years ended after December 15, 2000. Adoption of these provisions did not have a material effect on the consolidation financial statements, results of operations or liquidity of the Company. SFAS No. 140 is effective for transfers and servicing of financial assets and extinguishments of liabilities occurring after March 31, 2001.

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

Recent Developments

## Recently Completed Acquisitions

The acquisition of Missoula, Montana based WesterFed with December 31, 2000 assets of $\$ 929$ million, loans of $\$ 623$ million, and deposits of $\$ 606$ million was completed on February 28, 2001. WesterFed shareholders received 4,530,462 shares of Glacier Bancorp stock and $\$ 37.274$ million in cash as consideration for the acquisition. WesterFed was the holding company for Western Security Bank, Montana's largest savings bank with twenty-seven offices in fourteen Montana communities. Western Security Bank is a separate banking subsidiary of the Company. On June 23, 2001 six branches with assets of $\$ 23.5$ million, loans of $\$ 21.8$ million, and deposits of $\$ 81.7$ million were sold to Stockman Bank. On July 23, 2001, several of the branch offices became branches of other Glacier bank subsidiaries, based on their geographic location. The remaining branches will continue as a separate subsidiary under the Western Security Bank name, with the main office located in Billings, Montana.

On July 21, 2001 Company employees, assisted by several representatives of our software vendor, successfully completed the conversion of the data systems from an outside servicer to the Company's in-house computer system.

The acquisition of seven Wells Fargo \& Company and First Security Corporation branches located in Boise, Nampa, Hailey, and Ketchum, Idaho and Brigham City and Park City, Utah by Mountain West Bank of Coeur d'Alene, Idaho was completed on March 15, 2001. The purchase included approximately $\$ 184$ million in deposits, $\$ 37$ million in loans, and real estate and equipment of the branches.

Both acquisitions were accounted for using the purchase method of accounting. Accordingly, the assets and liabilities were recorded by the Company at their respective fair values at the time of the completion of the acquisitions and the results of operations include the results of the acquired operations only since the dates of acquisitions.

As a result of these acquisitions, the Company is now the largest publicly traded bank holding company headquartered in the inland northwest, with assets exceeding $\$ 2$ billion.

Western Security Bank charter change
On May 17, 2001 a new State of Montana charter was granted to Western Security Bank, Billings, Montana, with the existing savings bank merged into the bank. Following the branch sales, and branch mergers into other affiliates, Western Security Bank now has offices in Billings, Laurel, and Lewistown.

Financial Condition
This section discusses the changes in Statement of Financial Condition items from December 31, 2000 to June 30, 2001.

Since December 31, 2000 total assets have increased $\$ 1.077$ billion, or 102 percent, to $\$ 2.134$ billion, primarily the result of completion of the WesterFed Financial Corporation acquisition, and branch purchases in Idaho and Utah from Wells Fargo and First Security Corporation. Total loans, net of the reserve for loan losses, have increased $\$ 640$ million, or 87 percent, of which $\$ 629$ million came from the acquisitions. The loan growth has occurred in all loan
classifications. Commercial loans increased $\$ 249.6$ million, or 73 percent, consumer loans increased $\$ 147.5$ million, or 87 percent, and residential real estate loans increased $\$ 253.7$ million or 110 percent.

Loans sold to the secondary market amounted to $\$ 127.056$ million and $\$ 71.838$ million during the first six months of 2001 and 2000, respectively.

The amount of loans serviced for others on June 30, 2001 was approximately $\$ 286$ million.

Total deposits have increased $\$ 723$ million, or 100 percent, over the December 31, 2000 balances. Total deposits acquired were $\$ 712$ million, leaving a decrease of $\$ 11$ million from internal activity. Total deposits are also up $\$ 784$ million from June 30, 2000, leaving a decrease of $\$ 78$ million from internal activity. Non-interest bearing deposits are up $\$ 90$ million, or 64 percent from December 31, 2000, and interest-bearing deposits have increased $\$ 692$ million, or 133 percent from December 31, 2000. Borrowed funds, including the subordinated debentures issued with the trust preferred security, and repurchase agreements, have increased $\$ 267$ million, or 118 percent.

All eight banking subsidiaries 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. As of June 30, 2001, the Company had $\$ 650,343,000$ of available FHLB line of which $\$ 416,222,000$ was utilized.

Non-performing assets as a percentage of total assets at June 30, 2001 were . 55 percent versus . 23 at the same time last year. The reserve for loan losses was 155 percent of non-performing assets at June 30, 2001, down from 308 percent a year ago.

With the growth in loan balances, and the continuing change in loan mix from residential real estate to commercial and consumer loans, which historically have greater credit risk, the Company has increased the balance in the reserve for loan losses account. The reserve balance has increased $\$ 10.981$ million, or 147 percent, to $\$ 18.465$ million, of which $\$ 8.893$ of the increase came from the acquisitions. The reserve balance is 1.32 percent of total loans outstanding, up from 1.05 percent of loans at December 31, 2000. The second quarter provision expense for loan losses was $\$ 1,838$ thousand, up from $\$ 505$ thousand during the same quarter in 2000.

Changes in the information related to the allowance for loan loss account are shown in the following table:

Total Allowance for Loan and Real Estate Owned Losses:

June 30, 2001
\$18.465 million 1.32\% 155\%

December 31, 2000
$\$ 7.799$ million
1.05\%

372\%

Impaired Loans
As of June 30, 2001, there was $\$ 7.971$ million in impaired loans. 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 statement 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, 2001, 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. Regulatory approval has been received to merge the two banks and redeem the minority shares that were outstanding in these banks. The banks have relatively small total assets, are in close proximity, have similar clients, and share management staff. It is anticipated that cost reductions will result without disturbing the community banking focus. It is anticipated that the transactions will occur in the third quarter of 2001.

Stockholders' Equity
Total stockholders' equity increased $\$ 67.247$ million, or 69 percent, primarily the result of the stock issued in connection with the recent acquisition of WesterFed Financial Corporation.

Results of Operations - The three months ended June 30, 2001 compared to the three months ended June 30, 2000.

## Net Interest Income

Top line revenue growth continues to accelerate. Net interest income for the quarter was $\$ 19.237$ million, an increase of $\$ 9.078$ million, or 89 percent, over the same period in 2000. The growth in earning assets and the increase in non-interest bearing deposits, primarily as a result of the acquisitions, resulted in a significant increase in net interest income. The net interest margin continues to be a challenge as the spread on assets
acquired is less than from the previous asset base. As a percentage of earning assets, on a tax equivalent basis, the margin has declined from 4.3 percent at June 30, 2000 to 3.9 percent in 2001.

Non-interest Income
Fee income from loans was $\$ 542$ thousand, or 103 percent, higher in the second quarter of 2001 than the same quarter in 2000. There also was an increase in service charge and other fee income of $\$ 1.490$ million, or 72 percent. Gain on sale of loans increased $\$ 606$ thousand, or 180 percent, and other income was up $\$ 591$ thousand, of which $\$ 511$ thousand was from gain-on-sale of the Glacier Bank Cut Bank office. There were zero gains on security sales in 2001 compared to a net gain of \$30 thousand in 2000.

Non-interest Expense
Non-interest expense increased by $\$ 7.244$ million, or 91 percent, over the same quarter of 2000. Included in the 2001 total is $\$ 480$ thousand in merger and conversion expense. Without those non-recurring expenses non-interest expense increased by $\$ 6.764$ million, or 85 percent. Compensation and employee benefits increased $\$ 3.054$ million or 79 percent. Occupancy and equipment expense was up $\$ 1.299$ million, or 105 percent, and other expenses were up $\$ 2.114$ million, or 77 percent. Without the merger and conversion expenses, other expenses would have increased $\$ 1.634$ million, or 60 percent. Intangible asset amortization in the form of core deposit and goodwill was $\$ 406$ thousand and $\$ 513$ thousand, respectively, which is an increase of $\$ 777$ thousand over the prior year.

Results of Operations - The six months ended June 30, 2001 compared to the six months ended June 30, 2000.

Net earnings of $\$ 9.522$ million, or diluted earnings per share of $\$ .63$, for the first six months of 2001, was an increase of $\$ 3.102$ million over the $\$ 6.420$ million, or diluted earnings per share of $\$ .55$, for the same period in 2000. Return on average assets and return on average equity year-to-date were 1.08 percent and 13.64 percent, respectively, which compares with prior year ratios of 1.30 percent and 15.05 percent. The ratios are lower in 2001 because of lower interest spread on assets acquired since last year. Included in the 2001 results were after tax merger and conversion expenses totaling \$541 thousand, and after tax gain on sale of a branch office of $\$ 312$ thousand. Operating earnings, excluding the merger and conversion expenses and the gain on sale, were \$9.751 million, or $\$ .64$ diluted operating earnings per share, an increase in per share earnings of 16 percent. Cash earnings per diluted shares outstanding were \$.68.

## Net Interest Income

Net interest income for the six months was $\$ 32.339$ million, an increase of $\$ 12.279$ million, or 61 percent, over the same period in 2000. The growth in earning assets and the increase in non-interest bearing deposits, primarily the result of the acquisitions, resulted in a significant increase in net interest income. The net interest margin continues to be a challenge as the spread on assets acquired is less than from the previous asset base. As a percentage of earning assets, on a tax equivalent basis, the year-to-date margin has declined from 4.5 percent to 4.0 percent in 2001.

Loan Loss Provision
The year-to-date provision expense for loan losses was $\$ 2.423$ million, up from $\$ 992$ thousand during the same period in 2000, an increase of 144 percent. The reserve has increased because of the acquisitions, increased volumes of loans, and the continuing shift in the mix of loans to commercial from residential. Commercial loans historically carry a higher risk profile than residential real estate loans. Net charged off loans as a percentage of loans outstanding were .046 for the first six months of 2001 which is similar to the percentage for the full year 2000 percentage of .087

## Non-interest Income

Fee income from loans was $\$ 667$ thousand, or 61 percent, higher in the first six months of 2001 than the same period in 2000. There also was an increase in service charge and other fee income of $\$ 2.078$ million, or 53 percent. Gain on sale of loans increased $\$ 703$ thousand, or 99 percent, and other income was up $\$ 599$ thousand, of which $\$ 511$ thousand was from gain-on-sale of the Glacier Bank Cut Bank office. There were $\$ 64$ thousand in gains on security sales in 2001 compared to a zero net gain in 2000.

## Non-interest Expense

Non-interest expense increased by $\$ 10.109$ million, or 65 percent, over the same six months of 2000. Included in the 2001 total is $\$ 886$ thousand in merger and conversion expense. Without those non-recurring expenses non-interest expense increased by $\$ 9.223$ million, or 59 percent. Compensation and employee benefits increased $\$ 4.354$ million or 56 percent. Occupancy and equipment expense was up $\$ 1.643$ million, or 70 percent, and other expenses were up $\$ 3.079$ million, or 59 percent. Without the merger and conversion expenses other expenses would have increased $\$ 2.193$ million, or 42 percent. Intangible asset amortization in the form of core deposit and goodwill was $\$ 574$ thousand and $\$ 737$ thousand, respectively, which is an increase of $\$ 1.03$ million over the prior year. Subsequent to 2001, the goodwill will not be amortized due to a recently issued accounting standard. See footnote 12 for further discussion regarding FASB Statement No. 141 and 142.

Forward-Looking Statements
When used in this press release, the words or phrases `will likely result in', `are expected to', `will continue', `is anticipated', `estimate', or ${ }^{\prime}$ project' or similar expressions are intended to identify "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from historical earnings and those presently anticipated or projected including general economic conditions, business conditions in the banking industry, the regulatory environment, new legislation, vendor quality and efficiency, employee retention factors, rapidly changing technology and evolving banking industry standards, competitive standards, competitive factors including increased competition among financial institutions and fluctuating interest rate environments. Readers are cautioned not to place undue reliance on any such forward-looking statements, which speak only as of the date made. Readers should also care review the risk factors described in the company's most recent quarterly report on Form 10-Q for the period ending March 31, 2001, its Annual Report on Form 10-K for the period ending December 31, 2000 and other documents the company files from time to time with the Securities Exchange Commission.

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, 2000, the most recent information available, as compared to the $10 \%$ Board approved policy limit (dollars in thousands). There have been no material changes in the analysis from December 31, 2000 to June 30, 2001.

Interest Rate Sensitivity

|  | +200 bp | -200 bp |
| :--- | :---: | :---: |
|  | -----1. | $-1.73 \%$ |
| Estimated sensitivity | $-2.75 \%$ | 1,293 |

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 AND USE OF PROCEEDS
None

ITEM 3. DEFAULTS UPON SENIOR SECURITIES
None
ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITIES HOLDERS
At the April 25, 2001 annual meeting of shareholders held in Kalispell, Montana, a proposal for the election of Directors was voted on.

Following is a tabulation of the results:
Proposal One - Election of Directors

| Name | For | Abstain/Against |
| :--- | :--- | ---: |
| --- | -- |  |
| Allen J. Fetscher | $13,066,253$ | 47,352 |
| Ralph K. Holliday | $12,058,064$ | $1,055,541$ |
| John S. MacMillan | $12,096,178$ | $1,017,427$ |
| F. Charles Mercord | $12,092,222$ | $1,021,383$ |

ITEM 5. OTHER INFORMATION

None

ITEM 6. EXHIBITS AND REPORTS ON FORM 8-K.
(a) Exhibits

None
(b) Current Report on Form 8-K

On May 4th, 2001 a Form 8-Ka was filed disclosing the consolidated balance sheets of WesterFed Financial Corporation and Subsidiaries as of December 31, 2000 and 1999 and the related consolidated statements of income, stockholders' equity and comprehensive income, and cash flows for the year ended December 31, 2000, the six months ended December 31,1999 and the years ended June 30, 1999 and 1998. In addition, the pro forma financial information Unaudited Combined Condensed Pro Forma Statement of Financial Condition as of December 31, 2000 and Unaudited Combined Condensed Pro Forma Statement of Operations for the year ended December 31, 2000 were filed.

## 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 14, 2001

August 14, 2001

By: /s/ JAMES H. STROSAHL Michael J. Blodnick President/CEO

By: /s/ JAMES H. STROSAHL James H. Strosahl Executive Vice President/CFO

