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

For the quarterly period ended March 31, 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 (IRS Employer Identification No.) incorporation or organization)

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(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 May 8th, 2001 was $16,272,572$. No preferred shares are issued or outstanding.

## GLACIER BANCORP, INC.

 QUARTERLY REPORT ON FORM 10-Q
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LIABILITIES AND STOCKHOLDERS' EQUITY:
Deposits - non-interest bearing
Deposits - interest bearing
Advances from Federal Home Loan Bank of Seattle
Securities sold under agreements to repurchase
Other borrowed funds
Accrued interest payable
Current income taxes
Deferred tax liability
Other liabilities
Minority interest

Total liabilities

Preferred shares, 1,000,000 shares authorized. None outstanding
Common stock, \$.01 par value per share.
50,000,000 shares authorized
Paid-in capital
Retained earnings (deficit) - substantially restricted
Accumulated other comprehensive income (loss)
Total stockholders' equity

Number of shares outstanding ..
Book value of equity per share
Tangible book value per share

## MARCH 31, 2001

\$ 59,715
--
3,455
----------170
----------

505,840
563,269
339,570
$(17,047)$

1,391, 632

|  | 58,286 |
| :---: | :---: |
|  | 451 |
|  | 30,625 |
|  | 1,722 |
|  | 12,973 |
|  | 10,343 |
|  | 37,647 |
|  | -- |
|  | 7,627 |
| \$ | 2,132,779 |

227,362
$1,278,419$
355,457
28,270
12,304
12,121
887
3,327
20,568
351
35,000
--------
$1,974,066$
$----\ldots-\ldots$

| 161 |
| ---: |
| 158,294 |
| $(2,586)$ |
| 2,844 |
| ------ |
| $-158,713$ |
| ----- |
| $\$ \quad 2,132,779$ |
| $==========$ |
| $16,061,254$ |
| 9.88 |
| 6.89 |

December 31,
2000

March 31, 2000

40,161 1,450 12,150 53, 761 142, 816

| $\begin{array}{r} 71,415 \\ 140,473 \end{array}$ |
| :---: |
| 211,888 |
| 231,215 |
| 340,391 |
| 169,754 |
| $(7,799)$ |
| 733,561 |


| 25,016 |
| ---: |
| 291 |
| 16,436 |
| 1,662 |
| 6,637 |
| 1,547 |
| 4,946 |
| -- |
| 2,942 |
| ------ |
| $1,056,712$ |

$========$

| 141,207 | 148,253 |
| :---: | :---: |
| 579,363 | 524,455 |
| 196,791 | 200,926 |
| 24,877 | 12,979 |
| 4,652 | 9,885 |
| 4,591 | 2,186 |
| 17 | 1,581 |
| 578 | -- |
| 6,185 | 4,830 |
| 338 | 305 |
| -- |  |
| 958,599 | 905,400 |


| 114 | 104 |
| :---: | :---: |
| 101,828 | 87,410 |
| $(4,087)$ | 4,664 |
| 258 | $(4,683)$ |
| 98,113 | 87,495 |
| 1,056,712 | 992,895 |
| 11,447,150 | 11,437,279 |
| 8.57 | 7.65 |
| 8.00 | 7.05 |

## GLACIER BANCORP, INC.

CONSOLIDATED STATEMENTS OF OPERATIONS

| (unaudited - dollars in thousands except per share data) | THREE MONTHS ENDED MARCH 31, |  |
| :---: | :---: | :---: |
|  | 2001 | 2000 |
| INTEREST INCOME: |  |  |
| Real estate loans | \$ 6,689 | 4,560 |
| Commercial loans | 9,377 | 6,330 |
| Consumer and other loans | 5,052 | 3,499 |
| Investments | 5,257 | 3,857 |
| Total interest income | 26,375 | 18,246 |
| INTEREST EXPENSE: |  |  |
| Deposits .... | 8,734 | 4,947 |
| FHLB Advances | 3,611 | 3,144 |
| Repurchase agreements | 263 | 187 |
| Trust preferred securities | 601 | -- |
| Other borrowed funds ..... | 64 | 67 |
| Total interest expense | 13,273 | 8,345 |
| NET INTEREST INCOME | 13,102 | 9,901 |
| Provision for loan losses | 585 | 487 |
| Net interest income after provision for loan losses | 12,517 | 9,414 |
| NON-INTEREST INCOME: |  |  |
| Service charges and other fees | 2,443 | 1,855 |
| Miscellaneous loan fees and charges | 693 | 568 |
| Gains on sale of loans ...... | 467 | 370 |
| Gains (losses) on sale of investments, net | 64 | (30) |
| Other income ............................... | 460 | 452 |
| Total non-interest income | 4,127 | 3,215 |
| NON-INTEREST EXPENSE: |  |  |
| Compensation, employee benefits and related expenses ... | 5,257 | 3,957 |
| Occupancy expense ............. | 1,459 | 1,115 |
| Data processing expense | 261 | 276 |
| Core deposit intangibles amortization | 168 | 50 |
| Goodwill amortization .................. | 224 | 86 |
| Other expenses | 3,131 | 2,151 |
| Minority interest | 15 | 15 |
| Total non-interest expense | 10,515 | 7,650 |
| EARNINGS BEFORE INCOME TAXES | 6,129 | 4,979 |
| Federal and state income tax expense | 2,215 | 1,751 |
| NET EARNINGS | \$ 3,914 | 3,228 |
| Basic earnings per share (1) | 0.30 | 0.28 |
| Diluted earnings per share (1) . | 0.29 | 0.28 |
| Dividends declared per share (1) | 0.15 | 0.14 |
| Return on average assets (annualized) | 1.14\% | 1.33\% |
| Return on average equity (annualized) | 13.14\% | 15.06\% |
| Return on tangible average equity (annualized) | 14.64\% | 16.33\% |
| Average outstanding shares - basic (1) | 13,020,217 | 11,436,633 |
| Average outstanding shares - diluted (1) | 13,569,827 | 11,585,464 |

(1) Adjusted for stock dividends on May 25, 2000

See accompanying notes to consolidated financial statements.

| (Unaudited - dollars in thousands except per share data) | Common Stock |  |  | Paid-in capital | Retained earnings (accumulated deficit) substantially restricted | Accumulated other comprehensive income (loss) | Total stockholders' equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at December 31, 1998 | 9,344, 093 | \$ | 93 | 66,180 | 16,700 | 1,173 | 84,146 |
| Comprehensive income: <br> Net earnings |  |  |  |  |  |  |  |
| Net earnings | -- |  | -- | -- | 12,352 | -- | 12,352 |
| of reclassification adjustment . | -- |  | -- | -- | -- | $(6,604)$ | $(6,604)$ |
| Total comprehensive income |  |  |  |  |  |  | 5,748 |
| Cash dividends declared (\$.64 per share) | -- |  | -- | -- | $(6,076)$ | -- | $(6,076)$ |
| 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 | -- |  | -- | -- | 3,914 | -- | 3,914 |
| Unrealized gain on securities, net of reclassification adjustment . | -- |  | -- | -- | - - | 2,586 | 2,586 |
| Total comprehensive income |  |  |  |  |  |  | 6,500 |
| Cash dividends declared (\$.15 per share) | -- |  | -- | -- | $(2,413)$ | -- | $(2,413)$ |
| Stock options exercised | 83,642 |  | 1 | 798 | -- | -- | 799 |
| Stock issued in connection with merger of WesterFed Financial Corporation . | 4,530,462 |  | 46 | 55,668 | -- | -- | 55,714 |
| Balance at March 31, 2001 | 16,061,254 | \$ | 161 | 158,294 | $(2,586)$ | 2,844 | 158,713 |

See accompanying notes to consolidated financial statements

## (Unaudited - dollars in thousands)

```
OPERATING ACTIVITIES:
Net earnings
Adjustments to reconcile net earnings to net
cash provided by (used in) operating activities:
    Mortgage loans held for sale originated or acquired
        Proceeds from sales of mortgage loans held for sal
        Proceeds from sales of commercial loans
        Provision for loan losses
        Depreciation of premises and equipment
        Amortization of goodwill and deposit premium
        Net (gain) loss on sale of investments
        Gain on sale of loans
        Amortization of investments premiums and discounts, net
        FHLB stock dividends
        Deferred tax expense (benefit)
        Net (increase) decrease in accrued interest receivable
        Net decrease in accrued interest payable
        Net decrease (increase) in other assets
        Net decrease in other liabilities and minority interest
```

            NET CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES
        INVESTING ACTIVITIES:
        Proceeds from sales, maturities and prepayments of
        investments available-for-sale
    Purchases of investments available-for-sale
    Principal collected on installment and commercial loans
    Installment and commercial loans originated or acquired
    Principal collections on mortgage loans
    Mortgage loans originated or acquired
    Net purchase of FHLB and FRB stock
    Acquisition of WesterFed Financial Corporation and several branches
        net of cash and cash equivalents acquired of \$162,254
    Net addition of premises and equipment
        NET CASH USED IN INVESTING ACTIVITIES
    | 81,243 | 10,932 |
| ---: | ---: |
| $(197,529)$ | $(7,574)$ |
| 74,874 | 57,190 |
| $(83,012)$ | $(81,738)$ |
| 44,102 | 32,117 |
| $(35,702)$ | $(26,720)$ |
| $(845)$ | $(213)$ |
| 109,905 | -- |
| $(1,990)$ | $(521)$ |
| ----- | ----- |
| $(8,954)$ | $(16,527)$ |

FINANCING ACTIVITIES:
Net increase (decrease) in deposits

| $(2,312)$ | 28,602 |
| :---: | :---: |
| 1,282 | $(4,687)$ |
| $(4,459)$ | $(6,787)$ |
| 35,000 | -- |
| $(1,723)$ | $(1,561)$ |
| 799 | 24 |
| 28,587 | 15,591 |
| 11,384 | 1,396 |
| 51,786 | 52,365 |
| 63,170 | 53,761 |

        8, 876
        278
    SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION
Cash paid during the period for: Interest
\$ 5,743
85
NON-CASH INVESTING AND FINANCING ACTIVITY
During the first quarter ended March 31, 2001, the Company
purchased a bank and seven branches with net loans of $\$ 650,248$
and deposits of $\$ 787,523$. At March 31, 2001 and 2000, the
Company had declared dividends, but not yet paid of $\$ 2,413$ and
\$1,560. Dividends payable are included in other liabilities.

See accompanying notes to consolidated condensed financial statements.

Basis of Presentation:
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 as of March 31, 2001, December 31, 2000, and March 31, 2000 and the results of operations and cash flows for the three months ended March 31, 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-K for the year ended December 31, 2000. Operating results for the three months ended March 31, 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, a Delaware corporation incorporated in 1998, is the successor corporation in a merger with the original Glacier Bancorp, Inc., a Delaware corporation incorporated in 1990, pursuant to the reorganization of Glacier Bank, FSB into a bank holding company. The formation of the new corporation, and subsequent merger, was effected to resolve technical deficiencies in the May 9, 1997 stock split.

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 March 31, 2001, the Company owned 100\% of Glacier, Missoula, Helena, Big Sky, Mountain West, Western, Glacier Trust and CFI; 94\% of Whitefish, and $98 \%$ of Eureka.

The Company formed Glacier Capital Trust I (Glacier Trust) as a financing subsidiary on December 18, 2000. On January 25, 2001, Glacier Trust offered 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)

Big Sky
Western Bank
(Commercial bank)

First Security Bank
of Missoula
(Commercial bank)
Valley Bank
of Helena
(Commercial bank)
Glacier Capital
Trust I
(Financing services)
Glacier Bank
of Whitefish
(Commercial bank)

Mountain West Bank
of Coeur d'Alene (Commercial bank)

Community First, Inc. (Brokerage services)

Ratios:
Returns on average assets and average equity were calculated based on daily averages.

Cash Dividend Declared:

On March 28, 2001, the Board of Directors declared a $\$ .15$ per share quarterly cash dividend to stockholders of record on April 10, 2001, payable on April 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 <br> months <br> ended <br> March 31, 2001 | Three months ended March 31, 2000 |
| :---: | :---: | :---: |
| Net earnings available to common |  |  |
| stockholders, basic | 3,914,266 | 3,227,733 |
| After tax effect of interest on convertible subordinated debentures | 4,000 | 4,000 |
| Net earnings available to common |  |  |
| stockholders, diluted | 3,918,266 | 3,231,733 |
| Average outstanding shares - basic | 13,020,217 | 11,436,633 |
| Add: Dilutive stock options | 516,585 | 115,806 |
| Convertible subordinated debentures | 33, 025 | 33, 025 |
| Average outstanding shares - diluted | 13,569,827 | 11,585,464 |
| Basic earnings per share | 0.30 | 0.28 |
| Diluted earnings per share | 0.29 | 0.28 |

6) Investments:

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

## INVESTMENTS AS OF MARCH 31, 2001

## (Dollars in thousands)

| U.S. GOVERNMENT AND FEDERAL AGENCIES | Weighted Yield | $\begin{aligned} & \text { Amortized } \\ & \text { Cost } \end{aligned}$ | Gross Gains | Unrealized Losses | Estimated Fair Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| maturing within one year | 4.99\% | 500 | -- | -- | 500 |
| maturing after ten years | 8.02\% | 1,685 | 14 | (6) | 1,693 |
|  | 7.33\% | 2,185 | 14 | (6) | 2,193 |
| STATE AND LOCAL GOVERNMENTS AND OTHER ISSUES maturing within one year | 5.37\% | 12,395 | 1 | (7) | 12,389 |
| maturing one year through five years | 5.68\% | 12,314 | 140 | (4) | 12,450 |
| maturing five years through ten years | 5.37\% | 5,158 | 55 | (36) | 5,177 |
| maturing after ten years | 5.67\% | 129,900 | 2,486 | (460) | 131,926 |
|  | 5.67\% | 159,767 | 2,682 | (507) | 161,942 |
| MORTGAGE-BACKED SECURITIES | 7.14\% | 149,444 | 990 | (151) | 150,283 |
| REAL ESTATE MORTGAGE INVESTMENT CONDUITS | 6.49\% | 202,241 | 1,676 | (32) | 203,885 |
| TOTAL AVAILABLE-FOR-SALE INVESTMENTS | 6.42\% | 513,637 | 5,362 | (696) | 518,303 |



## 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 March 31, 2001:

## CONSOLIDATED

## (Dollars in thousands)

GAAP Capital
Less: Goodwili
Accumulated other comprehensive gain on AFS securities
Plus: Minority interest ..
Allowance for loan losses
Trust preferred secuirities
Other regulatory adjustments
Regulatory capital computed

Risk weighted assets $\qquad$
Total average assets ..................................

| Capital as \% of defined assets | 9.69\% | 10.73\% | 7.10\% |
| :---: | :---: | :---: | :---: |
| Regulatory "well capitalized" requirement | 6.00\% | 10.00\% | 5.00\% |
| Excess over "well capitalized" requirement | 3.69\% | 0.73\% | 2.10\% |

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 March 31, |  |  |
| :---: | :---: | :---: | :---: |
| Dollars in thousands |  | 2001 | 2000 |
| Net earnings | \$ | 3,914 | 3,228 |
| Unrealized holding gains arising during the period |  | 4,212 | 1,309 |
| Transfer from held-to-maturity |  | -- | (11) |
| Tax expense |  | $(1,665)$ | (532) |
| Net after tax |  | 2,547 | 766 |
| Reclassification adjustment for gains (losses) included in net income |  | 64 | (30) |
| Tax expense (benefit) |  | (25) | 12 |
| Net after tax |  | 39 | (18) |
| Net unrealized gains on securities |  | 2,586 | 748 |
| Total comprehensive earnings | \$ | 6,500 | 3,976 |

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, Community First, Inc., Glacier Trust, and intercompany eliminations.
$\qquad$

## (Dollars in thousands)

Revenues from external customers
Intersegment revenues
Expenses
Intercompany eliminations
Net income .....
Total Assets .....

Revenues from external customers ......

Intersegment revenues ..................
Expenses ...............................
Intercompany eliminations

| Net income | 166 |
| :---: | :---: |
| Total Assets | 77,955 |


| 1,714 | 3,716 | 6,280 |
| :---: | :---: | :---: |
| -- | 143 | -- |
| 1,548 | 3,694 | 5,480 |
| -- | -- | -- |
| 166 | 165 | 800 |
| 77,955 | 308,467 | 916,113 |



[^0]|  | Three months ended and as of March 31, 2000 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 9,315 | 1,178 | 626 | 4,604 | 1,873 |
| Intersegment revenues | 373 | 2 | -- | -- | 54 |
| Expenses | 8,120 | 949 | 507 | 3,668 | 1,611 |
| Intercompany eliminations | -- | -- | -- | -- | -- |
| Net income | 1,568 | 231 | 119 | 936 | 316 |
| Total Assets | 461,303 | 54,380 | 27,734 | 196,223 | 83,609 |
|  | Big Sky | Mountain West | Other |  | Total Consolidated |
| Revenues from external customers | 1,436 | 2,303 | 126 |  | 21,461 |
| Intersegment revenues | -- | -- | 4,007 |  | 4,436 |
| Expenses | 1,300 | 2,144 | (66) |  | 18,233 |
| Intercompany eliminations | -- | -- | $(4,436)$ |  | $(4,436)$ |
| Net income | 136 | 159 | (237) |  | 3,228 |
| Total Assets | = $=====$ 68,437 | ======= | ======= |  | ======= 992,895 |

## 10) Recent Acquisitions

On February 28, 2001 the Company completed the acquisition of WesterFed Financial Corporation. The Company issued 4,530,462 shares and $\$ 37,274,000$ cash to shareholders in consideration of the merger. The acquisition is being accounted for, using 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, is recorded as goodwill and will be amortized over a useful life of 20 years.

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

| Cash and due from banks | \$ 24,891 |
| :---: | :---: |
| Investments available-for-sale | 185,984 |
| FHLB stock | 13,062 |
| Loans | 613,676 |
| Premises and equipment | 25,546 |
| Goodwill | 15,609 |
| Core deposit intangible | 7,449 |
| Other assets | 11,034 |
|  | 897,251 |
| Deposits | \$603, 555 |
| FHLB advances | 165,386 |
| Repurchase agreements | 7,851 |
| Other liabilities | 26,747 |
|  | 803,539 |
| Total consideration paid | \$ 93,712 |

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 is being accounted for using the purchase method of accounting.
Accordingly, the assets and liabilities of the acquired banks were
recorded by the Company at there 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 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, is recorded as goodwill and will be amortized over a useful life of 20 years.

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, 288 |
| :---: | :---: |
| Loans | 36,573 |
| Premises and equipment | 6,449 |
| Core deposit intangible | 1,514 |
| Other assets | 196 |
|  | 167,020 |
| Deposits | \$183,968 |
| Other liabilities | 454 |
|  | 184,422 |
| Net liabilities assumed in excess of |  |
| identifiable net assets acquired | \$ 17,402 |

The following pro forma information presents the consolidated results of operations as if the acquisitions had occurred at the beginning of each of the periods presented below.

| (unaudited - dollars in thousands except per share data) | For the three months ended March 31, 2001 2000 |  |
| :---: | :---: | :---: |
| Total interest and non-interest income | \$ 47, 629 | 38,588 |
| Net earnings | \$ 4,676 | 3,991 |
| Net earnings per common share - basic(1) | 0.29 | 0.25 |
| Net earnings per common share - diluted(1) | 0.28 | 0.24 |

(1) Adjusted for stock dividends on May 25, 2000

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.

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

Recent Developments

## 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 $\$ 37,274,000$ in cash as compensation 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. It is intended that by the end of the fiscal year, several of the branch offices will become 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.

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 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.

Sale of Six Branch Offices
on March 23, 2001 the sale of six branch locations with assets of $\$ 79$ million to Stockman Bank was announced. Stockman Bank will acquire five Western Security Bank offices located in Conrad, Havre, and three branches in Great Falls and one Glacier Bank office located in Cutbank.

The proposed acquisition is subject to the approval of federal banking regulators, and the parties expect to receive such approval by early June. It is anticipated the transaction will close by the end of June 2001.

## Financial Condition

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

Since December 31, 2000 total assets have increased $\$ 1.076$ billion, or 102 percent, to $\$ 2.133$ billion, 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 $\$ 658$ million, or 90 percent, of which $\$ 650$ million came from the acquisitions. The loan growth has occurred in all loan classifications. Commercial loans increased $\$ 222.9$ million, or 65 percent, consumer loans increased $\$ 169.8$ million, or 100 percent, and residential real estate loans increased \$274.6 million or 119 percent. Internal growth in loans since March 31, 2000 was $\$ 69$ million, a 10 percent increase.

Loans sold to the secondary market amounted to $\$ 34.430$ million and $\$ 18.678$ million during the first three months of 2001 and 2000, respectively.

The amount of loans serviced for others on March 31, 2001 was approximately $\$ 352$ million.

Total deposits have increased $\$ 785$ million, or 109 percent, over the December 31, 2000 balances. Total deposits acquired were $\$ 787$ million, leaving a decrease of $\$ 2$ million from internal activity. Total deposits are also up $\$ 833$ million from March 31, 2000, of which $\$ 48$ million is from internal growth. Non-interest bearing deposits are up $\$ 86$ million, or 61 percent from December 31, 2000, and interest-bearing deposits have increased $\$ 699$ million, or 121 percent from December 31, 2000. Borrowed funds, including the subordinated debentures issued with the trust preferred security, and repurchase agreements, have increased $\$ 205$ million, or 90 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 March 31, 2001, the Company had $\$ 710,113,000$ of available FHLB line of which $\$ 355,457,000$ was utilized.

Loan Loss Provision and Non-Performing Assets
Asset quality continued to be very strong during the quarter. Non-performing assets as a percentage of total assets at March 31, 2001 were .37 percent versus .23 at the same time last year, but still well below the Peer Group average of .53 percent at December 31, 2000, the most recent information available. The reserve for loan losses was 216 percent of non-performing assets at March 31, 2001, down from 310 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 $\$ 9.248$ million, or 119 percent, to $\$ 17.047$ million, of which $\$ 8.893$ million is from acquisitions. The reserve balance is 1.21 percent of total loans outstanding, up from 1.05 percent of loans at December 31, 2000. The first quarter provision expense for loan losses was $\$ 585$ thousand, up from $\$ 487$ 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:
March 31, 2001

December 31, 2000
\$17.047 million

Allowance as a percentage of Total Loans:
1.21\%
$\$ 7.799$ million
1.05\%

Allowance as a percentage of Non-performing Assets:
216\%
372\%

## Impaired Loans

As of March 31, 2001, there was $\$ 5.885$ 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 March 31, 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. Glacier has a plan in place to purchase the minority interest in the two subsidiaries and subsequently merge the two subsidiaries. It is anticipated that the transactions will occur in the second quarter of 2001 .

Total stockholders' equity increased $\$ 61$ million, or 62 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 March 31, 2001 compared to the three months ended March 31, 2000.

The Company reported quarterly earnings of $\$ 3.9$ million, or fully diluted earnings per share of $\$ .29$ compared to $\$ 3.2$ million, and diluted earnings of $\$ .28$ last year, an increase of 21 percent. Return on average assets and return on average equity, were 1.14 percent and 13.14 percent compared to 1.33 percent and 15.06 percent for the same quarter last year. The Company's results of operations comparability has been affected by the acquisitions completed during the first quarter of 2001 as described under recent developments and in footnote 10 to the consolidated financial statements.

Net Interest Income
Top line revenue growth continues to accelerate as a result of the Company's growth both internally and from acquisitions. Net interest income for the quarter was $\$ 13.102$ million, an increase of $\$ 3.201$ million, or 32 percent, over the same period in 2000. The growth in earning assets and the increase in non-interest bearing deposits 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 the spread on the previous asset base. As a percentage of earning assets, on a tax equivalent basis, the margin has declined from 4.4 percent for the quarter ending March 31,2000 to 4.0 percent this year.

## Non-interest Income

Fee income from loans was $\$ 125$ thousand, or 22 percent higher in the first quarter of 2001 than the same quarter in 2000. There also was an increase in service charge and other fee income of $\$ 588$ thousand, or 32 percent. Gain on sale of loans increased $\$ 97$ thousand, or 26 percent. Net gains on securities sales of $\$ 64$ thousand in 2001, compared to a net loss of $\$ 30$ thousand in 2000, were recorded.

Non-interest Expense
Non-interest expense increased by $\$ 2.865$ million, or 37 percent, over the first quarter of 2000. Included in the 2001 total is $\$ 406$ thousand in merger and conversion expense. Without those non-recurring expenses non-interest expense increased by $\$ 2.459$ million, or 32 percent. Compensation and employee benefits increased $\$ 1.300$ million or 33 percent. Occupancy and equipment expense was up $\$ 334$ thousand, or 31 percent, and other expenses, which include the merger and conversion expenses, were up $\$ 984$ thousand, or 46 percent. Amortization of core deposits and goodwill was $\$ 168$ thousand and $\$ 224$ thousand, respectively, which is an increase of $\$ 252$ thousand over the prior year due primarily to the acquisitions.

## 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 '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 carefully review the risk factors described in the company's most recent 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 and Exchange Commission.

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 March 31, 2001.

Interest Rate Sensitivity

|  | +200 bp | -200 bp |
| :--- | :--- | :--- |
| Estimated sensitivity |  | $-2.75 \%$ |
| Estimated increase (decrease) in net interest income | $\$$(2,007) $1.73 \%$ <br> 1,262  |  |

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.

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
A special meeting was held on February 26, 2001 to vote upon the proposal to adopt the Amended and Restated Plan and Agreement of Merger, dated as of September 20, 2000, between Glacier Bancorp, Inc. and WesterFed Financial Corporation, under the terms of which WesterFed Financial corporation will merge with Glacier Bancorp, Inc. The merger was approved at the meeting.

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 January 30, 2001, a Form 8-K was filed disclosing that Glacier Bancorp, Inc. had completed the sale of $\$ 35$ million in $9.40 \%$ capital securities representing preferred beneficial interest in Glacier Capital Trust I, a business trust formed by the Company for the purpose of facilitation the offering. The net proceeds to the company from the offering were to be used to finance, in part, the acquisition of WesterFed Financial Corporation and the acquisition of seven branches from Wells Fargo \& Company, and for other general corporate purposes.

On February 28, 2001, a Form 8-K was filed disclosing that Glacier Bancorp, Inc. had completed its pending acquisition of WesterFed Financial Corporation and its subsidiary, Western Security Bank. The acquisition was accomplished pursuant to an Amended and Restated Plan and Agreement of Merger dated as of September 20, 2000.

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
/s/ Michael J. Blodnick President/CEO
/s/ James H. Strosahl Executive Vice President/CFO


[^0]:    Total
    Consolidated
    30,502
    5,742
    26,588
    $(5,742)$
    -----
    $=========$
    $2,132,779$
    $-======$

