## FORM 10-Q

$|X|$ Quarterly report pursuant to section 13 or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934

For the quarterly period ended June 30, 2000
I_| Transition report pursuant to section 13 or $15(\mathrm{~d})$ 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

(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 |_|

The number of shares of Registrant's common stock outstanding on August 2, 2000 was 11,441,234. No preferred shares are issued or outstanding.

## 1

> GLACIER BANCORP, INC. Quarterly Report on Form 10-Q

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## Item 1 - Financial Statements

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(Unaudited - \$ in thousands except per share and per share data)

Assets:


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
Other liabilities
Minority Interest
Total liabilities

Common stock, $\$ .01$ par value per share
Paid-in capital
Retained earnings (deficit) - substantially restricted
Accumulated other comprehensive (loss)
Total stockholders' equity

Number of shares outstanding

See accompanying notes to consolidated condensed financial statements
----------
June 30,
2000 2000
\$

----------

45,403
0
65,350
0
140,141
-----
205,491
231,691
318,836
167,768
$(7,484)$
$---------710,811$

|  | 25,413 |
| :---: | :---: |
|  | 436 |
|  | 16,048 |
|  | 1,467 |
|  | 6,130 |
|  | 6,764 |
|  | 2,940 |
|  | 3,089 |
| \$ | 23,992 |


| \$ | 138,718 |
| :---: | :---: |
|  | 520,701 |
|  | 241, 223 |
|  | 21,277 |
|  | 3,138 |
|  | 3,086 |
|  | 308 |
|  | 7,109 |
|  | 311 |
|  | 935, 871 |


|  | 114 |
| :---: | :---: |
|  | 101, 757 |
|  | $(8,194)$ |
|  | $(5,556)$ |
|  | 88,121 |
| \$ | 1,023,992 |

## June 30, 1999 <br> 

-----------
December 31,
1999
----------2

| 50,590 | 34,322 |
| :---: | :---: |
| 64 | 3, 042 |
| 1,711 | 2,934 |
| 52,365 | 40,298 |
| 500 | 500 |
| 61,560 | 61,597 |
| 251 | 274 |
| 147, 001 | 139,545 |
| 209,312 | 201,916 |
| 225, 041 | 223,350 |
| 279,341 | 252,239 |
| 154,548 | 137,013 |
| $(6,722)$ | $(6,245)$ |
| 652,208 | 606,357 |
| 24,670 | 21,050 |
| 550 | 264 |
| 15,134 | 14,265 |
| 1,467 | 1,430 |
| 5,611 | 4,576 |
| 7,035 | 2,636 |
| 3,004 | 130 |
| 2,645 | 3,812 |
| 974,001 | 896,734 |

117,958
421, 870
202,741
49,113
9,941
2,675
121
6,929
310
811,658

104
86, 837
49
$1,914)$
85, 076
896,734
$10,369,617$
(unaudited - \$ in thousands except per share data)

Interest income:
Real estate loa
Commercial loans
Consumer and other loans
Investment securities
Total interest income $\qquad$
$\qquad$
xpense
Deposits
.

Repurchase agreements
Other borrowed funds
Total interest expense
..
....


Net Interest Income after provision for loan losses
Non-interest income:
Service charges and other fees
Miscellaneous loan fees and cha
Miscellaneous loan fees and charges
Gains on sale of investments
Other income
Total fees and other income
. .
Non-interest expense:
Compensation, employee benefits and related expenses

| \$ | 4,685 | 4,386 |
| :---: | :---: | :---: |
|  | 6,975 | 5,160 |
|  | 3,758 | 2,950 |
|  | 3,875 | 2,980 |
|  | 19,293 | 15,476 |


| 5,274 | 3,823 |
| :---: | :---: |
| 3,553 | 2,263 |
| 184 | 222 |
| 123 | 162 |
| 9,134 | 6,470 |


| 10,159 | 9,006 |
| :---: | :---: |
| 505 | 410 |
| 9,654 | 8,596 |
| 2,055 | 1,727 |
| 868 | 1,287 |
| 30 | 1 |
| 348 | 149 |
| 3,301 | 3,164 |


| 3,854 | 3,692 |
| :---: | :---: |
| 1,232 | 991 |
| 603 | 287 |
| 2,268 | 2,036 |
| 14 | 12 |
| 7,971 | 7,018 |
| 4,983 | 4,742 |
| 1,791 | 1,654 |
| \$ 3,192 | 3,088 |


| 0.28 | 0.27 |
| :---: | :---: |
| 0.28 | 0.27 |
| 0.15 | 0.14 |
| $1.28 \%$ | $1.54 \%$ |
| $14.58 \%$ | $14.68 \%$ |
| $11,440,519$ | $11,302,305$ |
| $11,551,404$ | $11,481,258$ |

0.27
0.27 1.54\%
14.68\%

11,481,258
Three months ended June 30,
-------------------------1999
2000

2,263 222

6,470

410
, 596
,727 1
149

3,164

Occupancy expense
expense
Other expenses
Minority interest
Total non-interest expense
,971
Earnings before income taxes
Federal and state income tax expense
Net earnings $\qquad$

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

11,551,404

Six months ended June 30,

| 9,245 | 8,956 |
| :---: | :---: |
| 13,305 | 10, 011 |
| 7,257 | 5,763 |
| 7,732 | 5,144 |
| 37,539 | 29,874 |

7,742
4,110
407
184
12,443

17,431
768
16,663

3,282
2,779
20
472
6,553

7,036
2, 059
569
4, 247
23
13,934
9,282
3,225
6,057
0.54
0.53
0.26
1.52\%
14.29\%

11, 401, 474
(1) Adjusted for stock dividends

See accompanying notes to consolidated financial statements.

## GLACIER BANCORP, INC

## (Unaudited -dollars in thousands)



NET CASH PROVIDED BY OPERATING ACTIVITIES

INVESTING ACTIVITIES:
Proceeds from sales, maturities and prepayments of securities
available-for-sale
Purchases of securities available-for-sale
Proceeds from maturities and prepayments of securities held-to-maturity
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 proceeds from sales (acquisition) of real estate owned
Net purchase of FHLB and FRB stock
Net addition of premises and equipment
NET CASH USED IN INVESTING ACTIVITIES

FINANCING ACTIVITIES:


NET CASH PROVIDED BY FINANCING ACTIVITIES
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD
CASH AND CASH EQUIVALENTS AT END OF PERIOD
NON-CASH INVESTING AND FINANCING ACTIVITIES (See Note 12)
SUPPLEMENTAL DISCLOSURE OF CASH FLOW INFORMATION
Cash paid during the period for: Interest .
Income taxes


See accompanying notes to consolidated condensed financial statements.

1) Basis of Presentation:

In the opinion of Management, the accompanying unaudited consolidated condensed financial statements contain all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of Glacier Bancorp Inc.'s (the "Company") financial condition as of June 30, 2000, December 31, 1999, and June 30, 1999 and the results of operations and cash flows for the six months ended June 30, 2000 and 1999

The accompanying consolidated condensed financial statements do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. These consolidated condensed financial statements should be read in conjunction with the consolidated financial statements and notes thereto contained in the Company's Annual Report on Form $10-\mathrm{K}$ for the year ended December 31, 1999. Operating results for the three months ended June 30, 2000 are not necessarily indicative of the results anticipated for the year ending December 31, 2000. Certain reclassifications have been made to the 1998 financial statements to conform to the 1999 presentation.
2) Organizational Structure:

The Company is the parent company for eight 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"), Mountain West Bank (Mountain West) and Community First, Inc. ("CFI"). CFI provides full service brokerage services through Raymond James Financial Services, Inc. Big Sky Western Bank became a subsidiary of the Company on January 20, 1999 and Mountain West became a subsidiary on February 4, 2000. The pooling of interests accounting method was used for both acquisitions. Under this method, financial information for each of the periods presented includes the combined companies as though the mergers had occurred prior to the earliest date presented. At June 30, 2000, the Company owned 100\% of Glacier, Missoula, Helena, Big Sky, Mountain West and CFI; 94\% of Whitefish, and $98 \%$ of Eureka. The following abbreviated organizational chart illustrates the various relationships:

Glacier Bancorp, Inc.
(Parent Holding Company)

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  |  |


| Glacier Bank <br> (Commercial bank) | First Security Bank <br> of Missoula <br> (Commercial bank) |
| :---: | :---: | | Glacier Bank |
| :---: |
| of Whitefish |
| (Commercial bank) |$\quad$| Glacier Bank |
| :---: |
| of Eureka |
| (Commercial bank) |

On February 4, 2000, the Company issued 844,257 shares of common stock in exchange for all of the outstanding stock of Mountain West Bank. This business combination has been accounted for as a pooling-of-interests combination and, accordingly, the consolidated condensed financial statements for periods prior to the combination have been restated to include the accounts and results of operations of Mountain West Bank. The results of operations previously reported by the separate companies and the combined amounts presented in the accompanying consolidated condensed financial statements are summarized below: (Dollars in thousands)

3) Stock Dividend:

On April, 26, 2000, a $10 \%$ stock dividend was approved by the Board of Directors. As a result, all per share amounts from time periods preceding this date have been restated to illustrate the effect of the stock dividend. Any fractional shares were paid in cash.
4) Ratios:

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

On June 29, 2000, the Board of Directors declared of $\$ .15$ per share quarterly cash dividend to stockholders of record on July 11, 2000, payable on July 20, 2000.
6) Computation of Earnings Per Share:

Basic earnings per common share is computed by dividing net earnings by the weighted average number of shares of common stock outstanding during the period presented. Diluted earnings per share is computed by including the net increase in shares if dilutive outstanding stock options were exercised, using the treasury stock method. Previous period amounts are restated for the effect of the 2000 stock dividend. The following schedule contains the data used in the calculation of basic and diluted earnings per share.
(Dollars in thousands except per share amounts)

Net income available to common stockholders, basic and diluted

Average outstanding shares - basic Add: dilutive stock options

Average outstanding shares - diluted Basic earnings per share

| Three | Three | $\begin{aligned} & \text { Six } \\ & \text { months } \end{aligned}$ | $\begin{aligned} & \text { Six } \\ & \text { months } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| months ended | months ended | ended | ended |
| June 30, | June 30, | June 30, | June 30, |
| 2000 | 1999 | 2000 | 1999 |

\$ 3,192
==========
11,440,519
110, 885
11,551,404

$$
\begin{array}{r}
3,088 \\
\hline
\end{array}
$$

11,302,305 178,953

11, 481, 258
==========

6,420
$11,438,576$
114, 89
$11,553,474$

6,057

11,401, 474
205, 263
$11,606,737$
=========

| $\$$ | .28 |
| :--- | ---: |
| $\$$ | $=======$ |
| \$ | .28 |

==========
.27

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

INVESTMENT SECURITIES AS OF JUNE 30, 2000

| Available for Sale <br> U.S. Government and Federal Agencies | Weighted Yield | Amortized Cost | Gross <br> Gains | Unrealized Losses | Estimated <br> Fair <br> Value |
| :---: | :---: | :---: | :---: | :---: | :---: |
| maturing within one year | 5.10\% | \$ 960 | 0 | (9) | 951 |
| maturing one year through five years | 6.29\% | 4,474 | 0 | (133) | 4,341 |
| maturing five years though ten years | 6.62\% | 3,548 | 0 | (124) | 3,424 |
| maturing after ten years | 7.59\% | 1,172 | 1 | (12) | 1,161 |
|  | 6.44\% | 10,154 | 1 | (278) | 9,877 |
| State and Local Governments and other issues: |  |  |  |  |  |
| maturing within one year | 5.64\% | 555 | 0 | (34) | 521 |
| maturing one year through five years | 5.40\% | 1,284 | 12 | (7) | 1,289 |
| maturing five years through ten years | 7.58\% | 4,669 | 26 | (50) | 4,645 |
| maturing after ten years | 5.56\% | 50,839 | 256 | $(2,077)$ | 49,018 |
|  | 5.72\% | 57,347 | 294 | $(2,168)$ | 55,473 |
| Mortgage-Backed Securities | 6.93\% | 40,228 | 35 | $(1,277)$ | 38,986 |
| Real Estate Mortgage Investment Conduits | 7.15\% | 106,864 | 63 | $(5,772)$ | 101,155 |
| Total Available-for-Sale Securities | 6.69\% | \$214,593 | 393 | $(9,495)$ | 205,491 |

INVESTMENT SECURITIES AS OF DECEMBER 31, 1999

| Dollars in thousands | Weighted | Amortized |
| :---: | :---: | :---: |
| Held-to-Maturity | Yield | Cost |

Gross Unrealized
Gains $\quad$ Losses

Estimated Fair Value

49
245
740
=======
Available for Sale
U.S. Government and Federal Agencies


| $5.98 \%$ | 1,998 |
| ---: | ---: |
| $6.37 \%$ | 4,480 |
| $6.76 \%$ | 4,546 |
| $5.20 \%$ | 1,322 |
| --------- |  |
| $6.33 \%$ | $---12,346$ |
| ------- |  |

State and Local Governments and other issues:
maturing within one year ....................
maturing one year through five years .....
maturing five years through ten years .....
maturing after ten years ..................

| 6.50\% | 397 | 1 |
| :---: | :---: | :---: |
| 4.92\% | 1,302 | 14 |
| 6.88\% | 4,120 | 25 |
| 5.21\% | 46,698 | 39 |
| 5.34\% | 52,517 | 79 |
| $6.96 \%$ | 44,277 | 164 |
| 6.94\% | 108,374 | 126 |
| 6.52\% | \$217, 514 | 389 |


8) 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, 2000:

## (dollars in thousands)


unrealized gains and losses on available-for-sale securities.

| Dollars in thousands | $\begin{aligned} & \text { For the three months } \\ & \text { ended June } 30, \\ & 2000 \end{aligned}$ |  | For the six months ended June 30, 2000 1999 |  |
| :---: | :---: | :---: | :---: | :---: |
| Net earnings | \$ 3,192 | 3,088 | 6,420 | 6,057 |
| Unrealized holding gains losses arising during the period | $(1,388)$ | $(4,722)$ | (138) | $(5,368)$ |
| Transfer from held-to-maturity | 0 | 0 | (11) | 288 |
| Tax expense | 533 | 1,821 | 24 | 2,060 |
| Net after tax | (855) | $(2,901)$ | (125) | $(3,020)$ |
| Less: reclassification adjustment for amounts included in net income | 30 | 1 | 0 | 20 |
| Tax expense | (12) | 0 | 0 | (8) |
| Net after tax | 18 | 1 | 0 | 12 |
| Net unrealized loss on securities | (873) | $(2,902)$ | (125) | $(3,032)$ |
| Total comprehensive earnings | \$ 2,319 | 186 | 6,295 | 3,025 |

None
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., and inter-company eliminations.

|  |  | months end | and as | une 30, | 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | 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 | 1,937 | 1,024 | 7,445 | 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 | (105) |  | 37,635 |
| Intercompany eliminations | -- | -- | $(8,676)$ |  | $(8,676)$ |
| Net income | 230 | 410 | (425) |  | 6,420 |
| Total Assets | 70,926 | 106,888 | $(14,211)$ |  | 1,023,992 |


|  |  | months end | and as | une 30, | 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (Dollars in thousands) | Glacier | Whitefish | Eureka | Missoula | Helena |
| Revenues from external customers | 15,943 | 1,768 | 1,079 | 8,121 | 3,540 |
| Intersegment revenues | 146 | 47 | 5 | 21 | 23 |
| Expenses | 13,183 | 1,460 | 928 | 6,282 | 2,938 |
| Intercompany eliminations | -- | -- | -- | -- | - - |
| Net income | 2,885 | 360 | 167 | 1,839 | 602 |
| Total Assets | 432,079 | 46,005 | 27,401 | 178,534 | 79,161 |
|  | Big Sky | Mountain West | Other |  | Total Consolidated |
| Revenues from external customers | 1,718 | 3,772 | 486 |  | 36,427 |
| Intersegment revenues |  |  | 7,008 |  | 7,250 |
| Expenses | 1,551 | 3,612 | 402 |  | 30,370 |
| Intercompany eliminations | -- | -- | $(7,250)$ |  | $(7,250)$ |
| Net income | 202 | 160 | (158) |  | 6,057 |
| Total Assets | 54,410 | 78,356 | 1,679 |  | 897,625 |

## (Dollars in thousands)

Three months ended and as of June 30, 2000

Revenues from external customers

Glacier Whitefish Eureka Missoula Helena
Expenses

Expenses
Intercompany eliminations
Net income
Total Assets

| 8,402 | 988 | 517 | 3,777 | 1,961 |
| :---: | :---: | :---: | :---: | :---: |
|  | -- | -- |  |  |
| 1,634 | 226 | 130 | 884 | 161 |
| 486,748 | 56,374 | 30,279 | 201,445 | 85,543 |


| S | Mountain | Other | Total |
| :---: | :---: | :---: | :---: |
| Big Sky |  |  | Consolidated |


(Dollars in thousands)

Revenues from external
customers
Intersegment revenues

## Expenses

 Intercompany eliminations

|  | Big Sky | Mountain West | Other | Total <br> Consolidated |
| :---: | :---: | :---: | :---: | :---: |
| Revenues from external |  |  |  |  |
| customers | 928 | 1,851 | 150 | 18,640 |
| Intersegment revenues | (50) | -- | 3,646 | 3,564 |
| Expenses | 783 | 1,766 | 349 | 15,552 |
| Intercompany eliminations | -- | -- | $(3,564)$ | $(3,564)$ |
| Net income | 130 | 85 | (117) | 3,088 |
| Total Assets | 54,410 | 78,356 | 1,679 | 897,625 |

```
Non-cash investing and financing activities for the six months ended June
30, 2000 consist of the following (dollars in thousands):
```

| Transfer from held-to-maturity to available for sale | \$ 751 |
| :---: | :---: |
| Transfer to other real estate owned from loan portfolio | \$ 114 |
| 10\% Stock dividend, transferred from retained earnings to capital stock and additional paid in capital . | \$14,317 |

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Financial Condition - This section discusses the changes in Statement of Financial Condition items from December 31, 1999 to June 30, 2000.

From December 31, 1999 total assets have grown $\$ 49.991$ million, or 5.13 percent, to $\$ 1.024$ billion. This increase was primarily the net result of an increase in loans of $\$ 58.603$ million, or 8.99 percent, and a decrease in investments and cash and cash equivalents of $\$ 10.783$ million, or 4.12 percent.

Loan growth has occurred in all categories with commercial loans increasing $\$ 39.495$ million, or 14.14 percent, consumer loans increasing $\$ 13.220$ million, or 8.55 percent, and residential real estate loans increasing $\$ 6,650$ million, or 2.95 percent, which is consistent with management's plan to retain fewer real estate loans that generally have lower interest rates than other types of loans.

Loans sold to the secondary market amounted to $\$ 71.839$ million and $\$ 102.259$ million during the first six months of 2000 and 1999, respectively.

The amount of loans serviced for others on June 30, 2000 was approximately $\$ 206$ million.

Total deposits increased $\$ 15.313$ million, or 2.38 percent, with $\$ 11.791$ million of the increase in non-interest bearing deposits. Advances from the FHLB and other borrowed funds increased $\$ 30.373$ million, a result of loan growth that outpaced deposit growth.

All seven institutions are members of the FHLB. Accordingly, management of the Company has a wide range of versatility in managing the liquidity and asset/liability mix for each individual institution as well as the Company as a whole. The following table demonstrates the available FHLB lines of credit and the extent of utilization as of June 30, 2000 (in thousands): Community investment program advances not counted against the available line of credit were $\$ 8,751$ thousand.

Glacier Bank
Glacier Bank of Whitefish
Glacier Bank of Eureka First Security Bank Missoula Valley Bank of Helena Big Sky Western Bank Mountain West Bank

Totals

| Available line | Amount Used | Available |
| :---: | :---: | :---: |
| \$194, 699 | 147,680 | 47,019 |
| 14,094 | 12,760 | 1,334 |
| 9, 084 | 7,448 | 1,636 |
| 40,289 | 30,380 | 9,909 |
| 17,109 | 5,994 | 11,115 |
| 21,278 | 16,170 | 5,108 |
| 32,066 | 12, 050 | 20,016 |
| \$328, 619 | 232,482 | 96,137 |

Non-performing assets consist of non-accrual loans, accruing loans that are 90 days or more overdue, and real estate and other assets acquired by foreclosure or deed-in-lieu thereof, net of related reserves. Non-performing assets at June 30, 2000 were $\$ 2,430$ thousand, an increase $\$ 152$ thousand or 6.67 percent from December 31, 1999, while the allowance for losses increased $\$ 762$ thousand or 11.35 percent during the same period. 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:

Allowance as a percentage of Total Loans:
Allowance as a percentage of Non-performing Assets:
\$7.484 million
$\$ 6.722$ million
1.05\%
1.03\%

308\%
295\%

Impaired Loans
As of June 30 2000, there were no loans considered impaired. Interest income on impaired loans and interest recoveries on loans that have been charged off, is recognized on a cash basis after principal has been fully paid, or at the time a loan becomes fully performing based on the terms of the loan.

## Minority Interest

The minority interest on the consolidated 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, 2000, 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.

Stockholders' Equity
Total stockholders' equity increased $\$ 3.065$ million, or 3.60 percent, primarily the result of earnings retention.

Results of Operations - The three months ended 6/30/00 compared to the three months ended 6/30/99.

Quarterly earnings including data system conversion expenses were $\$ 3.192$ million, or fully diluted earnings per share of $\$ .28$ compared to $\$ .27$ last year, an increase of 4 percent. Return on average assets and return on average equity, including these expenses, were 1.28 percent and 14.58 percent, respectively.

Excluding the after-tax impact of data system conversion expenses of $\$ 225$ thousand, the Company reported record net operating earnings of $\$ 3.417$ million, or fully diluted earnings per share of $\$ .30$, for the second quarter of 2000, compared with $\$ 3.088$ million, or fully diluted earnings per share of $\$ .27$, for the same quarter of 1999 , an increase of 11 percent. Return on average assets and return on average equity for the quarter were 1.37 percent and 15.61 percent, respectively, which compares to returns of 1.54 percent and 14.68 percent for the same quarter of 1999.

Net Interest Income
Net interest income for the quarter was $\$ 10.159$ million, an increase of $\$ 1.153$ million, or 13 percent, over the same period in 1999. The Federal Reserve Bank has raised interest rates 175 basis points since June 30, 1999 which created a larger percentage increase in interest expense than in interest income. However, the growth in earning assets and the increase in non-interest bearing deposits resulted in a significant increase in net interest income. Net interest margin as a percentage of earning assets, on a tax equivalent basis, has declined from 4.6 percent in 1999 to 4.3 percent in 2000. Funding costs continue to put pressure on the net interest margin.

Non-interest Income
Fee income from loans was significantly lower in 2000 with less activity due to higher mortgage rates. Loan fees declined $\$ 419$ thousand, or 33 percent, from the 1999 amount. Offsetting this decline was an increase in other fee income of $\$ 328$ thousand, and other income of $\$ 228$ thousand for a net increase of $\$ 137$ thousand in non-interest income.

Non-interest expense increased by $\$ 953$ thousand, or 14 percent, over the second quarter of 1999. Included in this amount was $\$ 366$ thousand for contract termination and other conversion expense connected with moving Valley Bank of Helena and Big Sky Western Bank data processing from outside service providers to the Company's data system. Without the one-time data conversion expenses non-interest expense increased $\$ 587$ thousand, or 8 percent. Compensation and employee benefits increased $\$ 162$ thousand, or 4 percent. Occupancy and equipment expense was up $\$ 241$ thousand, or 24 percent. Other expenses were up $\$ 232$ thousand, or 11 percent. The reasons for the increased operating expenses include the addition of the two Butte branches and $\$ 78$ thousand in amortization of the premium paid for that acquisition, the start-up of the new Bozeman office by Big Sky Western Bank, and other growth related expenses.

Operating results six months ended June 30, 2000 compared to June 30, 1999
Earnings were $\$ 6.420$ million, or fully diluted earnings per share of $\$ .56$ compared to $\$ .54$ last year, an increase of 4 percent. Return on average assets and return on average equity, were 1.30 percent and 15.05 percent, respectively. The 1999 return on average assets was 1.52 percent and the return on average equity was 14.29 percent.

Net operating earnings, without the after tax data conversion expense of $\$ 225$ thousand, were $\$ 6.645$ million, an increase of $\$ 588$ thousand, or 10 percent over the same six months in 1999, and fully diluted operating earnings per share were $\$ .58$ an increase of $\$ .05$, or 9 percent over the same period in 1999. The return on average assets and the return on average equity, without the data conversion expense, were 1.35 percent and 15.58 percent, respectively.

## Net interest income

Net interest income for the six months was $\$ 20.060$ million an increase of $\$ 2.629$ million, or 15 percent over the same 1999 period. Growth in earning assets combined with the increased percentage of higher yielding commercial and consumer loans was the primary reason for the increase in net interest income The net interest margin as a percentage of average earning assets on a tax equivalent basis, was 4.4 percent, a decline from 4.7 percent in 1999. Interest income increased $\$ 7,665$ million, or 25.66 percent over the same period last year. Interest expense increased $\$ 5.036$ million, or 40.47 percent due to the increase in borrowings, a 175 basis point increase short term interest rates on borrowings, and the increase in interest-bearing deposits.

Loan loss provision
The provision for loan losses was $\$ 992$ thousand, an increase of $\$ 224$ thousand or 29 percent from the six-month period in 1999, exceeding the 17 percent growth in loans. The level of non-performing loans remains at a relatively low level compared to the peer group and has declined from a year ago.

Non-interest income
Loan fee income declined by $\$ 976$ thousand, or 35 percent, the result of lower volume of mortgage loan activity due to increased interest rates. Increases in service charges and other fee income of $\$ 632$ thousand, or 19 percent, and other income of $\$ 327$ thousand offset the decline in loan fee income.

Non-interest expense
Non-interest expense, including $\$ 366$ thousand of data conversion expense, has increased $\$ 1.688$ million, or 12 percent. The addition of two Butte, Montana offices, staffing increases in the Boise, Sun Valley, and Bozeman offices, and other growth related expenses are the primary reasons for the increases. Compensation, employee benefits and related expenses have increased \$775 thousand, or 11 percent. Occupancy and equipment expense increased \$288 thousand, or 14 percent. Other expenses, including \$156 thousand in premium amortization for the Butte offices, increased $\$ 309$ thousand, or 7 percent.

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, 1999, 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, 1999 to June 30, 2000.

Interest Rate Sensitivity

Estimated sensitivity

| +200 bp | -200 bp |
| :---: | :---: |
| ------- |  |
| $-3.66 \%$ | $2.68 \%$ |
| $(372)$ | 272 |

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 26 annual meeting of shareholders held in Kalispell, Montana, two proposals were voted on. The first proposal was for the election of Directors, and the second proposal was an amendment to the certificate of incorporation to increase the number of shares of common stock that the Company is authorized to issue from 15 million shares to 50 million shares, thereby increasing the total number of authorized shares (common and preferred) to 51 million shares. Following is a tabulation of results:

Proposal One - Election of Directors

| Name | For | Against | Abstain |
| :---: | :---: | :---: | :---: |
| William L. Bouchee | 8,814,632 | 723 | 212,155 |
| Jon W. Hippler | 8,812,713 | 2,641 | 212,155 |
| L. Peter Larson | 8,814,631 | 0 | 212,878 |
| Everit A. Sliter | 8,809,715 | 2,458 | 212,878 |

Proposal Two - Amendment to the certificate of incorporation

| For | Against | Abstain |
| :---: | :---: | :---: |
| 7,554,076 | 1,423,376 | 50,290 |

Item 5. Other Information
None
Item 6. Exhibits and Reports on Form 8-K.
a. Exhibit 27 - Financial data schedule

## SIGNATURES

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

GLACIER BANCORP, INC.

August 10, 2000
/s/ Michael J. Blodnick
President/CEO
/s/James H. Strosahl
Executive Vice President/CFO

6-MOS
DEC-31-2000
JAN-01-2000
JUN-30-2000
2,533
0
205, 491
0
718,295
7,484
1, 023, 992 659,419
265, 288
10, 814
350
0
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114
88, 007
1,023,992

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& \text { 29, } 807 \\
& \text { 7,732 } \\
& \text { 37,539 } \\
& \text { 10, } 221 \\
& \text { 17,479 } \\
& \text { 20, } 060 \\
& 992 \\
& 0 \\
& \text { 15, } 622 \\
& \text { 6,420 } \\
& \text { 9,962 } \\
& 0 \\
& 0 \\
& \text { 6,420 } \\
& 0.56 \\
& 0.56 \\
& 4.40 \\
& \text { 1,748 } \\
& 246 \\
& 0 \\
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& 54 \\
& \text { 7,484 } \\
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