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## EAGLE BANCORP/MT

Form 10QSB
February 13, 2002


EAGLE BANCORP AND SUBSIDIARY

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EAGLE BANCORP AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION

| (Unaudited) |  |  | (Audited) |
| :---: | :---: | :---: | :---: |
| \$ | 3,669,894 | \$ | 3,427,038 |
|  | 6,773,443 |  | 4,925,000 |
| 30,701,134 |  |  | 21,603,520 |


| at amortized cost | 5,015,869 | 6,570,794 |
| :---: | :---: | :---: |
| Federal Home Loan Bank stock, at cost | 1,540,200 | 1,487,300 |
| Mortgage loans held-for-sale | 4,875,426 | 3,033,244 |
| Loans receivable, net of deferred loan fees and allowance for loan losses ............ | 113,108,460 | 114,977,895 |
| Accrued interest and dividends receivable | 898,371 | 941,117 |
| Mortgage servicing rights, net | 1,382,690 | 1,315,819 |
| Property and equipment, net | 6,351,030 | 6,505,627 |
| Cash surrender value of life insurance | 2,192,330 | 2,140,524 |
| Real estate acquired in settlement of loans, net of allowance for losses | -- |  |
| Other assets | 179,797 | 195,034 |
| Total assets | \$176,688, 644 | \$167,122,912 |

[^0]| December 31, 2001 | June 30, 2001 |
| :---: | :---: |
| ------------- | ---------------1 |


| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |
| :---: | :---: | :---: |
| Liabilities: |  |  |
| Deposit accounts: |  |  |
| Noninterest bearing | \$ 7,158,245 | \$ 6,486,306 |
| Interest bearing | 137,612,918 | 127,564,024 |
| Advances from Federal Home Loan Bank | 9,393,889 | 11,443,889 |
| Accrued expenses and other liabilities | 1,970,483 | $1,926,450$ |
| Total liabilities | 156,135,535 | 147,420,669 |
| Stockholders' Equity: |  |  |
| Preferred stock (no par value, 1,000,000 shares authorized, none issued or outstanding) ..... |  |  |
| Common stock (par value \$0.01 per share; |  |  |
| 10,000,000 shares authorized; 1,223,572 |  |  |
| shares issued and 1,203,572 outstanding |  |  |
| Additional paid-in capital | 3,862,480 | 3,845,908 |
| Unallocated common stock held by employee stock ownership plan ("ESOP") ......... | (294,448) | $(312,848)$ |
| Treasury stock, at cost (20,000 shares) | $(235,000)$ | (235,000) |
| Retained earnings | 17,018,150 | 16,220,812 |
| Accumulated other comprehensive income | 189,691 | 171,135 |



See accompanying notes to consolidated financial statements.

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EAGLE BANCORP AND SUBSIDIARY
QUARTERLY CONSOLIDATED STATEMENTS OF INCOME


Interest and dividend income:
Interest and fees on loans ....
Interest on deposits with banks
FHLB stock dividends .........
Securities available for sale.
Securities held to maturity ...

Total interest and dividend income

| Interest expense: |  |
| :---: | :---: |
| Deposits | 1,150,361 |
| FHLB advances | 175,281 |
| Total interest expense | 1,325,642 |

```
    Net interest income ..........
Loan loss provision ...........
```

Net interest income after loan loss provision ......

Noninterest income:
Net gain on sale of loans .....
Demand deposit service charges
Mortgage loan servicing fees ..
Net gain on sale of available
for sale securities .........
Other ..........................
Total noninterest income..

| Six Months Ended |  |
| :---: | :---: |
| December 31, |  |
| $------------------------------~$ | 2000 |
| 2001 | ---- |


| \$2,364,788 | \$ 2,301,293 |
| :---: | :---: |
| 43,974 | 22,454 |
| 24,799 | 23,131 |
| 346,750 | 285,677 |
| 79,430 | 144,921 |
| 2,859,741 | 2,777,476 |

$1,534,099$
$\qquad$
$1,534,099$
$1,300,006$
166,431
---------
$1,466,437$

| $1,311,039$ |  |
| :---: | :---: |
|  |  |

$1,311,039$

401,039
88,679
139,150
72,767
--
100,782
----------
401,378

| 572,157 | 131,278 |
| ---: | ---: |
| 253,803 | 273,829 |
| 94,163 | 145,361 |
| 1,976 | -- |
| 186,478 | 194,213 |
| ----------- | ---------- |
| $1,108,577$ | 744,681 |
| ---------- | --------- |


| \$4,740,808 | \$ 4,554,478 |
| :---: | :---: |
| 110,822 | 27,599 |
| 52,946 | 45,891 |
| 649,886 | 572,916 |
| 170,261 | 307,044 |
| 5,724,723 | 5,507,928 |


| $\begin{array}{r} 2,375,050 \\ 354,090 \end{array}$ | $\begin{array}{r} 2,532,623 \\ 311,365 \end{array}$ |
| :---: | :---: |
| 2,729,140 | 2,843,988 |
| 2,995,583 | 2,663,940 |
| -- | 15,000 |
| 2,995,583 | 2,663,940 |

128,240
78,831

1,976
94,269

704,355

401,378

572,157
273,829
145,361

194,213

744,681
EAGLE BANCORP AND SUBSIDIARY
QUARTERLY CONSOLIDATED STATEMENTS OF INCOME
(Continued)

| Three Months Ended December 31, |  |
| :---: | :---: |
| 2001 | 2000 |

Six Months Ended
December 31 ,
---------------------

Noninterest expense:

| Salaries and employee benefits | \$ | 698,787 | \$ | 693,695 | \$1,432,254 | \$1,362,255 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Occupancy expenses |  | 121,788 |  | 127,654 | 235,537 | 241,705 |
| Furniture and equipment depreciation |  | 71,226 |  | 83,430 | 139,370 | 165,246 |
| In-house computer expense |  | 48,879 |  | 45,558 | 98,378 | 88,909 |
| Advertising expense |  | 26,389 |  | 43,660 | 57,915 | 87,595 |
| Amortization of mortgage servicing fees |  | 105,083 |  | 25,095 | 173,792 | 56,102 |
| Federal insurance premiums |  | 6,088 |  | 5,322 | 12,214 | 12,394 |
| Postage |  | 22,019 |  | 25,529 | 51,772 | 47,196 |
| Legal, accounting, and examination fees |  | 49,177 |  | 51,228 | 72,169 | 98,916 |
| Consulting fees |  | 5,880 |  | 8,601 | 13,236 | 16,476 |
| ATM processing |  | 12,736 |  | 16,222 | 23,297 | 30,518 |
| Other |  | 202,846 |  | 190,760 | 384,766 | 357,815 |
| Total noninterest expense |  | 370,898 |  | 316,754 | 2,694,700 | 2,565,127 |
| Income before provision for income taxes |  | 867,556 |  | 395,663 | 1,409,460 | 843,494 |
| Provision for income taxes |  | 305,865 |  | 124,084 | 501,107 | 268,364 |
| Net income | \$ | 561,691 | \$ | 271,579 | \$ 908,353 | \$ 575,130 |
| Basic Earnings per share | \$ | 0.48 | \$ | 0.23 | \$ 0.78 | \$ 0.49 |
| Diluted Earnings per share | \$ | 0.47 |  | n.a. | \$ 0.77 | n.a. |
| Weighted average shares outstanding (basic eps) |  | 166,010 |  | 181,412 | 1,165,434 | 1,180,835 |
| Weighted average shares outstanding (diluted eps) |  | 186,010 |  | n.a. | 1,185,434 | n.a. |

See accompanying notes to consolidated financial statements.

EAGLE BANCORP AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY



See accompanying notes to consolidated financial statements.

EAGLE BANCORP AND SUBSIDIARY CONSOLIDATED STATEMENTS OF CASH FLOWS


```
            Amortization of capitalized mortgage
                servicing rights
                    171,126
            56,101
```



```
            Gain on sale of real estate owned
                                    --
        (131,278)
        (8,951)
            Net realized (gain) loss on sale of
            available-for-sale securities ............ (1,976) --
            FHLB & other Dividends reinvested .......... (72,290)
            (45,800)
            Increase in cash surrender value
```



```
            Gain on sale of property & equipment
                (950)
Change in assets and liabilities:
        (Increase) decrease in assets:
            Accrued interest and dividends receivable ..
\begin{tabular}{|c|c|}
\hline 42,746 & \((81,905)\) \\
\hline (1,269,859) & 414,204 \\
\hline 15,238 & (827) \\
\hline 133,707 & \((56,576)\) \\
\hline 12,044 & 12,231 \\
\hline \((78,339)\) & 114,894 \\
\hline
\end{tabular}
```



```
            69,859
                                    414,204
            Other assets
                                    15,238
                                    (827)
Increase (decrease) in liabilities:
    Accrued expenses and other liabilities
            133,707
                            (56,576)
    Deferred compensation payable ..............
            133,707
        12,231
            12,044
    Deferred income taxes payable
        (78,339)
        114,894
            Net cash provided by (used in) operating
                    activities
            (423,547)
        1,077,486
CASH FLOWS FROM INVESTING ACTIVITIES:
    Purchase of securities:
        Investment securities held-to-maturity .......
        (278,708)
        (501,150)
        Investment securities held-to-maturity .......
                (12,972,116)
(1,173,415)
    Proceeds from maturities, calls and
        principal payments:
        Investment securities held-to-maturity ...... 1,827,982 1,474,445
        Investment securities available-for-sale ..... 3,382,835 1,032,845
    Proceeds from sales of investment securities
        available-for-sale
            502,750
                (47,987)
```

See accompanying notes to consolidated financial statements.
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EAGLE BANCORP AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF CASH FLOWS
(Continued)

| 2001 | 2000 |
| :---: | :---: |
| - | ---- |
| $(1,848,443)$ | -- |
| 1,573,005 | $(5,730,253)$ |



See accompanying notes to consolidated financial statements.

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EAGLE BANCORP AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

NOTE 1. BASIS OF PRESENTATION

The accompanying unaudited consolidated financial statements have been prepared in accordance with instructions for Form 10-QSB. Accordingly, they 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. However, such information reflects all adjustments (consisting of normal recurring adjustments), which are, in the opinion of management, necessary for a fair presentation of results for the unaudited interim periods.

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The results of operations for the three and six month periods ended December 31, 2001 are not necessarily indicative of the results to be expected for the fiscal year ending June 30, 2002 or any other period. The unaudited consolidated financial statements and notes presented herein should be read in conjunction with the audited consolidated financial statements and related notes thereto included in Eagle's Form $10-K$ SB dated June 30, 2001.
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EAGLE BANCORP AND SUBSIDIARY
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

NOTE 2. INVESTMENT SECURITIES

Investment securities are summarized as follows:

December 31, 2001

| GROSS |  |  |
| :---: | :---: | :---: |
| AMORTIZED | UNREALIZED | FAIR |
| COST | GAINS (LOSSES) | VALUE |



|  | June |
| :---: | :---: |
| AMORTIZED |  |
| COST |  |

Available-for-sale:
U.S. government and agency
obligations .............
Municipal obligations ......
4, 302,471
Corporate obligations ...... 7,459,901
Mortgage-backed securities . 10,963,656
Collateralized mortgage obligations .............
$1,032,763 \quad 10,996$

Corporate preferred stock ..
1,958
11,808
\$ 278,264
\$30,701,134
\$ 4,747,320
4,209,579
7,710,582
11,019,394

1,043,759
\$ 4,566,644
4, 303,574
$(92,892)$
250,681
55,738

1,013,759
7,114,917
4,029,519
$1,190,586$
150,000
\$21, 355, 240
\$30,422, 870
$========$
$==========$
$=========$

Held-to-maturity:
U.S. government and agency
obligations

Municipal obligations .....
Mortgage-backed securities

Total .................
\$ 498,014
1,356,036
3,161,819
\$ 5,015,869
---------
$\$ \quad 68,749$
\$ $\quad 8,391$
$(5,093)$
65,451
$\$ 5,084,618$
$==========$
$1,350,943$
3,227,270
$\$ 1,395,905$
1,078,681
4,096,208
\$ 6,570,794
= = = =
\$

## NOTE 3. LOANS RECEIVABLE

Loans receivable consist of the following:

|  | ```December 31, (Unaudited)``` | $\begin{gathered} \text { June } 30, \\ 2001 \\ \text { (Audited) } \end{gathered}$ |
| :---: | :---: | :---: |
| First mortgage loans: |  |  |
| Residential mortgage (1-4 family) | \$ 72,618,327 | \$ 75,961,742 |
| Commercial real estate | 10,265,442 | 9,062,769 |
| Real estate construction | 3,657,300 | 1,981,968 |
| Other loans: |  |  |
| Home equity | 15,189,129 | 15,698, 367 |
| Consumer | 9,709,035 | 10,362,135 |
| Commercial | 2,499,396 | 2,720,740 |
| Total | 113,938,629 | 115,787,721 |
| Less: |  |  |
| Allowance for loan losses | $(705,128)$ | $(688,282)$ |
| Deferred loan fees | (125,041) | $(121,544)$ |
| Total | \$ 13,108, 460 | \$114, 977,895 |

Loans net of related allowance for loan losses on which the accrual of interest has been discontinued were $\$ 481,000$ and $\$ 407,000$ at December 31, 2001 and June 30, 2001, respectively. Classified assets, including real estate owned, totaled $\$ 1.36$ million and $\$ 1.50$ million at December 31, 2001 and June 30, 2001, respectively.

The following is a summary of changes in the allowance for loan losses:

|  | Six Months Ended December 31, 2001 <br> (Unaudited) | Year Ended June 30, 2001 <br> (Audited) |
| :---: | :---: | :---: |
| Balance, beginning of period | \$688, 282 | \$712,165 |
| Reclassification to REO reserve | -- | $(13,725)$ |
| Provision charged to operations | -- | -- |
| Charge-offs | $(16,675)$ | $(29,037)$ |
| Recoveries | 33,521 | 18,879 |
| Balance, end of period | \$705,128 | \$688, 282 |

NOTE 4. DEPOSITS
-----------------

Deposits are summarized as follows:

|  | $\begin{gathered} \text { December } 31, \\ 2001 \\ \text { (Unaudited) } \end{gathered}$ | $\begin{gathered} \text { June } 30, \\ 2001 \\ \text { (Audited) } \end{gathered}$ |
| :---: | :---: | :---: |
| Noninterest checking | \$ 7,158,245 | \$ 6, 486,306 |
| Interest-bearing checking | 25,193,351 | 22,535,586 |
| Passbook | 21,197,459 | 20,688,121 |
| Money market | 23,978,014 | 17,399,325 |
| Time certificates of deposit | 67,244,094 | 66,940,992 |
| Total | \$144,771,163 | \$134, 050,330 |

NOTE 5. EARNINGS PER SHARE

Earnings per share for the three months ended December 31, 2001 is computed using 1,166,010 weighted average shares outstanding. Earnings per share for the six months ended December 31,2001 is computed using 1, 165,434 weighted average shares outstanding. Diluted earnings per share is computed by adjusting the number of shares outstanding by the shares purchased to fund the company's restricted stock plan, for which stock was awarded in January 2001 , as determined by the treasury stock method. The weighted average shares outstanding for the diluted earnings per share calculations are $1,186,010$ for the three months ended December 31, 2001 and 1,185,434 for the six months ended December 31, 2001. Earnings per share for the three months ended December 30, 2000 is computed using 1,181,412 weighted average shares outstanding. Earnings per share for the six months ended December 31, 2000 is computed using 1,180,835 weighted average shares outstanding.

NOTE 6. DIVIDENDS AND STOCK REPURCHASE PROGRAM

This fiscal year Eagle has paid two dividends of $\$ 0.10$ per share, on August 24 , 2001 and November 16, 2001. Another dividend of $\$ 0.10$ per share was declared on January 17, 2002, payable February 15, 2002 to stockholders of record on February 1, 2002. Eagle Financial MHC, Eagle's mutual holding company, has waived the receipt of dividends on its 648,493 shares.

A stock repurchase program was announced on December 21, 2000 , covering $4 \%$ of the Company's outstanding common stock. Through February 13, 2002, 20,000 shares had been repurchased. At the annual meeting held October 19, 2000, shareholders approved stock option and restricted stock plans for the Company covering aggregate grants of up to 80,511 and 23,003 , respectively. The repurchase plan announced in December is intended to meet the needs of the restricted stock plan. On January $18,2002,4,600$ shares of the restricted stock plan vested and were distributed to the participants.

EAGLE BANCORP AND SUBSIDIARY<br>NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)

## NOTE 7. MORTGAGE SERVICING RIGHTS

The Bank allocates its total cost in mortgage loans between mortgage servicing rights and loans, based upon their relative fair values, when loans are subsequently sold or securitized, with the servicing rights retained. Fair values are generally obtained from an independent third party. Impairment of mortgage servicing rights is measured based upon the characteristics of the individual loans, including note rate, term, underlying collateral, current market conditions, and estimates of net servicing income. If the carrying value of the mortgage servicing rights exceeds the estimated fair market value, a valuation allowance is established for any decline, which is viewed to be temporary. Charges to the valuation allowance are charged against or credited to mortgage servicing income. Periodic independent valuations of the mortgage servicing rights are performed. As a result of a valuation performed on September 30, 2001, a temporary decline in the fair value was determined to have occurred, and a valuation allowance of $\$ 58,433$ was established. There was no valuation allowance at June 30, 2001. The following schedules show the activity in the mortgage servicing rights and the valuation allowance.

|  | Six Months Ended December 31, 2001 (Unaudited) | Twelve Months <br> Ended <br> June 30, 2001 <br> (Audited) |
| :---: | :---: | :---: |
| Mortgage Servicing Rights |  |  |
| Beginning balance | \$1,315,819 | \$1,338, 271 |
| Servicing rights capitalized | 299,096 | 150,029 |
| Servicing rights amortized | (173,792) | $(172,481)$ |
| Ending balance | 1,441,123 | $1,315,819$ |
| Valuation Allowance |  |  |
| Beginning balance | -- | -- |
| Provision | $(58,433)$ | -- |
| Adjustments | -- | -- |
| Ending balance | $(58,433)$ | -- |
| Net Mortgage Servicing Rights | \$1,382,690 | \$1,315,819 |

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EAGLE BANCORP AND SUBSIDIARY
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Note Regarding Forward-Looking Statements

This report contains certain "forward-looking statements." Eagle Bancorp
("Eagle" or the "Company") desires to take advantage of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995 and is including this statement for the express purpose of availing itself of the protections of the safe harbor with respect to all such forward-looking statements. These forward-looking statements, which are included in Management's Discussion and Analysis, describe future plans or strategies and include Eagle's expectations of future financial results. The words "believe," "expect," "anticipate," "estimate," "project," and similar expressions identify forward-looking statements. Eagle's ability to predict results or the effect of future plans or strategies or qualitative or quantitative changes based on market risk is inherently uncertain. Factors which could affect actual results but are not limited to include (i) change in general market interest rates, (ii) general economic conditions, (iii) local economic conditions, (iv) legislative/regulatory changes, (v) monetary and fiscal policies of the U.S. Treasury and Federal Reserve, (vi) changes in the quality or composition of Eagle's loan and investment portfolios, (vii) demand for loan products, (viii) deposit flows, (ix) competition, and (x) demand for financial services in Eagle's markets. These factors should be considered in evaluating the forward-looking statements. You are cautioned not to place undue reliance on these forward-looking statements which speak only as of their dates.

## Financial Condition

Comparisons of results in this section are between the six months ended December 31, 2001 and June 30, 2001.

Total assets increased by $\$ 9.57$ million, or $5.73 \%$, to $\$ 176.69$ million at December 31, 2001, from $\$ 167.12$ million at June 30, 2001. Total liabilities increased by $\$ 8.72$ million to $\$ 156.14$ million at December 31, 2001, from $\$ 147.42$ million at June 30, 2001. Total equity increased $\$ 850,000$ to $\$ 20.55$ million at December 31, 2001 from $\$ 19.70$ million at June 30, 2001.

Growth in the available-for-sale investment portfolio of $\$ 9.10$ million accounted for the majority of the growth in total assets. The investment category with the largest increase was mortgage-backed securities, which increased $\$ 6.92$ million. $\$ 4$ million of this increase is attributable to the investment of excess liquidity into a mortgage-backed securities mutual fund. Loans held for sale increased to $\$ 4.88$ million at December 31, 2001 from $\$ 3.03$ million at June 30 , 2001. The loan portfolio decreased $\$ 1.87 \mathrm{million}$, or $1.63 \%$ to $\$ 113.11$ million at December 31, 2001 from $\$ 114.98$ million at June 30,2001 . Heavy refinancing activity and the sale of practically all new originations contributed to the decline in single-family mortgage loan balances to $\$ 72.62$ million at December 31, 2001 from $\$ 75.96$ million at June 30 , 2001 . The commercial real estate and construction loan categories showed increased balances, while all other loan categories showed

## EAGLE BANCORP AND SUBSIDIARY MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## Financial Condition (continued)

small decreases since June 30,2001 . Total loan originations were $\$ 67.88$ million for the six months ended December 31, 2001. Single-family mortgages accounted for $\$ 50.09$ million of the total. Commercial real estate loan originations
totaled $\$ 5.45$ million (including a $\$ 3$ million construction loan not fully funded). Home equity and consumer loan originations totaled $\$ 4.37$ million and $\$ 4.24$ million, respectively, for the same period.

Growth in deposits funded asset growth. Deposits have grown $\$ 10.72$ million, or 8.00\%, to $\$ 144.77$ million at December 31, 2001 from $\$ 134.05$ million at June 30 , 2001. Growth in money market accounts and checking accounts contributed to the increase in deposits. The balances in Federal Home Loan Bank advances declined $\$ 2.05$ million, as an advance matured in December.

The growth in total equity was the result of earnings for the six months of $\$ 908,000$ and an increase in the unrealized gain on securities available for sale of $\$ 19,000$, offset by the payment of two $\$ 0.10$ per share regular cash dividends during the period.

Results of Operations for the Three Months Ended December 31, 2001 and 2000

Net Income

Eagle's net income was $\$ 562,000$ and $\$ 272,000$ for the three months ended December 31, 2001, and 2000, respectively. The increase of $\$ 290,000$, or $106.62 \%$, was primarily due to increases in non-interest income of $\$ 303,000$ and net interest income of $\$ 223,000$, partially offset by an increase in noninterest expense of $\$ 54,000$. Basic earnings per share were $\$ 0.48$ for the current period, compared to $\$ 0.23$ for the previous year's period.

Net Interest Income

Net interest income increased to $\$ 1.53$ million for the quarter ended December 31, 2001 from $\$ 1.31$ million for the quarter ended December 31, 2000. This increase of $\$ 223,000$ was the result of an increase in interest and dividend income of $\$ 82,000$ and a decrease in interest expense of $\$ 141,000$.

Interest and Dividend Income

Total interest and dividend income was $\$ 2.86$ million for the quarter ended December 31, 2001, compared to $\$ 2.78$ million for the quarter ended December 31, 2000, representing an increase of $\$ 82,000$, or $2.87 \%$. Interest and fees on loans increased to $\$ 2.36$ million for 2001 from $\$ 2.30$ million for 2000 . This increase of $\$ 63,000$, or $2.74 \%$ was due primarily to an increase in the average balances of loans receivable for the quarter ended December 31, 2001. Average balances for loans receivable, net, for the quarter ended December 31, 2001 were $\$ 118.59$ million, compared to $\$ 113.47$ million for the previous year. This represents an increase of $\$ 5.12$ million, or $4.51 \%$. Most loan categories had shown increases from the previous year. The average interest rate earned on loans receivable decreased by 13 basis points, from 8.11\% at

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EAGLE BANCORP AND SUBSIDIARY
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

Results of Operations for the Three Months Ended December 31, 2001 and 2001 (continued)

Interest and Dividend Income (continued)

December 31, 2000 to 7.98\% at December 31, 2001. Interest and dividends on investment securities available-for-sale (AFS) increased to $\$ 347,000$ for the quarter ended December 31, 2001 from $\$ 286,000$ for quarter ended December 31, 2000, while interest on securities held-to-maturity (HTM) decreased to \$79,000 from $\$ 145,000$. Interest earned from deposits held at other banks increased to $\$ 44,000$ for the quarter ended December 31, 2001 from $\$ 22,000$ for the quarter ended December 31, 2000.

## Interest Expense

Total interest expense decreased to $\$ 1.33$ million for the quarter ended December 31, 2001, from $\$ 1.47$ million for the quarter ended December 31, 2000, a decrease of $\$ 141,000$, or $9.59 \%$, due to a decrease in interest paid on deposits. Interest on deposits decreased to $\$ 1.15$ million for the quarter ended December 31, 2001, from $\$ 1.30$ million for the quarter ended December 31, 2000. This decrease of $\$ 150,000$, or $11.54 \%$, was the result of a decrease in average rates paid despite higher balances on deposit accounts. Money market accounts accounted for the largest gain in balances during the period from December 31, 2000 to December 31, 2001. The decline in interest rates over the past year combined with the poor performance of the stock market appears to have led consumers to invest in safe, short-term insured deposits. Average balances in money market accounts increased from $\$ 14.79$ million for the quarter ended December 31, 2000 to $\$ 23.06$ million for the quarter ended December 31, 2001. The average rate paid on money market accounts also decreased, from 4.11\% to 3.01\% for the period. Average rates paid on all interest-bearing deposits declined from 2000 to 2001, with the average rate paid on all liabilities dropping 84 basis points from the quarter ended December 31, 2000 to the quarter ended December 31, 2001. The cost of deposits is expected to continue to decline in the coming quarter, as certificate of deposit accounts opened in previous quarters are renewed at lower interest rates. Interest paid on borrowings increased to $\$ 175,000$ for the quarter ended December 31, 2001 from $\$ 166,000$ for the quarter ended December 31, 2000. The increase in borrowing costs was due to an increase in the average balance of Federal Home Loan Bank advances.

Provision for Loan Losses
Provisions for loan losses are charged to earnings to maintain the total allowance for loan losses at a level considered adequate by Eagle's subsidiary, American Federal Savings Bank, to provide for probable loan losses based on prior loss experience, volume and type of lending conducted by American Federal, available peer group information, and past due loans in portfolio. The Bank's policies require the review of assets on a quarterly basis. The Bank classifies loans as well as other assets if warranted. While the Bank believes it uses the best information available to make a determination with respect to the allowance for loan losses, it recognizes that future adjustments may be necessary. No provision was made for loan losses for either the quarter ended December 31, 2001 or the quarter ended December 31, 2000. This is a reflection of the continued strong asset quality of American Federal's loan portfolio. Total classified assets declined to $\$ 1.36$ million at December 31, 2001 from $\$ 1.50$ million at June 30, 2001. The Bank currently has no foreclosed property.

Results of Operations for the Three Months Ended December 31, 2001 and 2001 (continued)

## Noninterest Income

Total noninterest income increased to $\$ 704,000$ for the quarter ended December 31, 2001, from $\$ 401,000$ for the quarter ended December 31, 2000, an increase of $\$ 303,000$ or $75.56 \%$. This was the result of an increase in net gain on sale of loans of $\$ 312,000$. Increased loan originations compared to a year ago contributed to the increase in income from the sale of loans. Low interest rates contributed to unusually high levels of refinancing activity, which will likely decline in the coming quarter, resulting in lower loan originations and income from the sale of loans. Mortgage loan servicing fees increased slightly to $\$ 79,000$ in the quarter ended December 31, 2001 from $\$ 73,000$ in the quarter ended December 31, 2000. Demand deposit service charges declined to $\$ 128,000$ in the current quarter from $\$ 139,000$ for the previous year's period due to the decline in the volume of overdraft charges.

## Noninterest Expense

Noninterest expense increased by $\$ 54,000$ or $4.09 \%$ to $\$ 1.37$ million for the quarter ended December 31, 2001, from $\$ 1.32$ million for the quarter ended December 31, 2000. This increase was primarily due to an increase in amortization of mortgage service fees of $\$ 80,000$. The increase was related to increased prepayment activity on mortgage loans. Advertising expense decreased $\$ 17,000$ due to decreased advertising for product promotions.

## Income Tax Expense

Eagle's income tax expense was $\$ 306,000$ for the quarter ended December 30 , 2001 , compared to $\$ 124,000$ for the quarter ended December 31, 2000. The effective tax rate for the quarter ended December 31, 2001 was $35.25 \%$ and was $31.36 \%$ for the quarter ended December 31, 2000. Management expects Eagle's effective tax rate to be approximately $35 \%$.

Results of Operations for the Six Months Ended December 31, 2001 and 2000

Net Income

Eagle's net income was $\$ 908,000$ and $\$ 575,000$ for the six months ended December 31, 2001 and 2000, respectively. The increase of $\$ 333,000$, or $57.91 \%$, was primarily due to increases in noninterest income of $\$ 364,000$ and net interest income of $\$ 332,000$, partially offset by an increase in non-interest expense of $\$ 130,000$. Basic earnings per share for the period ended December 31, 2001 were $\$ 0.78$, compared to $\$ 0.49$ per share for the period ended December 31, 2000.

Net Interest Income

Net interest income increased to $\$ 2.99$ million for the six months ended December 31, 2001 from $\$ 2.66$ million for the six months ended December 31, 2000. This increase of $\$ 332,000$ was the result of an increase in interest and dividend income of $\$ 217,000$ and a decrease in interest expense of $\$ 115,000$.

Results of Operations for the Six Months Ended December 31, 2001 and 2000 (Continued)

## Interest and Dividend Income

Total interest and dividend income was $\$ 5.73$ million for the six months ended December 31, 2001, compared to $\$ 5.51$ million for the same period ended December 31, 2000 , representing an increase of $\$ 217,000$, or $3.94 \%$. Interest and fees on loans increased to $\$ 4.74$ million for 2001 from $\$ 4.55$ million for 2000 . This increase of $\$ 186,000$, or $4.09 \%$ was due primarily to an increase in the average balances of loans receivable for the six months ended December 31, 2001. Average balances for loans receivable, net, for this period were $\$ 119.27$ million, compared to $\$ 112.13$ million for the previous year. This is an increase of $\$ 7.14$ million, or $6.37 \%$ Most loan categories had shown increases from the previous year. The average interest rate earned on loans receivable decreased by 17 basis points, to $7.95 \%$ from $8.12 \%$. Interest and dividends on investment securities available-for-sale (AFS) increased to $\$ 650,000$ for the six months ended December 31, 2001 from $\$ 573,000$ for the same period ended December 31, 2000, while interest on securities held to maturity (HTM) decreased from $\$ 307,000$ to $\$ 170,000$. Most new purchases of securities are placed in the AFS portfolio, and the HTM portfolio will continue to shrink as the securities in it mature. Interest earned from deposits held at other banks increased to $\$ 111,000$ for the six months ended December 31, 2001 from $\$ 28,000$ for the six months ended December 31, 2000 due primarily to higher average balances in these accounts due to increased liquidity from deposit growth and higher loan sale volume.

## Interest Expense

Total interest expense decreased to $\$ 2.73$ million for the six months ended December 31, 2001 from $\$ 2.84$ million for the six months ended December 31, 2000, a decrease of $\$ 115,000$, or $4.05 \%$, due to the decrease in interest paid on deposits. Interest on deposits decreased to $\$ 2.37$ million for the six months ended December 31, 2001 from $\$ 2.53$ million for the six months ended December 31, 2000. This decrease of $\$ 158,000$, or $6.25 \%$, was the result of a decrease in average rates paid on deposit accounts despite higher balances on deposit accounts. Money market accounts accounted for the largest gain in balances during the period from December 31, 2000 to December 31, 2001. Average balances in money market accounts increased from $\$ 14.78$ million at December 31, 2000 to $\$ 21.55$ million at December 31, 2001. The average rate paid on money market accounts decreased, from $4.06 \%$ to $3.29 \%$ Average rates paid on all interest-bearing deposits declined from 2000 to 2001 , with the average rate paid on all liabilities dropping by 59 basis points from the six month period ended December 31, 2000 to the six month period ended December 31, 2001. The cost of deposits is expected to continue to decline in the coming months, as certificate of deposit accounts opened in previous periods are renewed at lower interest rates. Interest paid on borrowings increased to $\$ 354,000$ for the six months ended December 31, 2001 from $\$ 311,000$ for the same period ended December 31, 2000. The increase in borrowing costs was due to an increase in the average balance of Federal Home Loan Bank advances.

Results of Operations for the Six Months Ended December 31, 2001 and 2000
(Continued)

Provision for Loan Losses
Provisions for loan losses are charged to earnings to maintain the total allowance for loan losses at a level considered adequate by Eagle's subsidiary, American Federal Savings Bank, to provide for probable loan losses based on prior loss experience, volume and type of lending conducted by American Federal, available peer group information, and past due loans in portfolio. The Bank's policies require the review of assets on a quarterly basis. The Bank classifies loans as well as other assets if warranted. While the Bank believes it uses the best information available to make a determination with respect to the allowance for loan losses, it recognizes that future adjustments may be necessary. No provision was made for loan losses for either of the six-month periods ended December 31, 2001 or December 31, 2000. This is a reflection of the continued strong asset quality of American Federal's loan portfolio. Total classified assets declined to $\$ 1.36$ million at December 31,2001 from $\$ 1.50$ million at June 30, 2001. The Bank currently has no foreclosed property.

Noninterest Income

Total noninterest income increased to $\$ 1.11$ million for the six months ended December 31, 2001, from $\$ 745,000$ for the six months ended December 31, 2000, an increase of $\$ 365,000$ or $48.99 \%$. This was the result of an increase in net gain on sale of loans of $\$ 441,000$. Increased loan originations contributed to the increase in income from sale of loans. Low interest rates over the past year have contributed to unusually high levels of refinancing activity, which will likely decline over the remainder of the year, resulting in lower loan originations and income from the sale of loans. Mortgage loan servicing fees declined to $\$ 94,000$ for the current six-month period compared to $\$ 145,000$ for the previous year's period. An independent valuation of the Bank's mortgage portfolio indicated a temporary decline in the value of the servicing rights in the amount of $\$ 58,000$. A provision was made to a valuation allowance in that amount. Changes to the valuation allowance for mortgage servicing rights are charged against mortgage loan servicing fees. Demand deposit service charges declined by $\$ 20,000$ from the previous year due to a decline in the volume of overdraft fees.

## Noninterest Expense

Noninterest expense increased by $\$ 130,000$ or $5.08 \%$ to $\$ 2.69$ million for the six months ended December 31, 2001, from $\$ 2.56$ million for the six months ended December 31, 2000. This increase was primarily due to an increase in amortization of mortgage servicing fees of $\$ 118,000$ and in salaries and benefits of $\$ 70,000$. The increase in amortization of mortgage servicing fees was related to increased prepayment activity on mortgage loans, while the increase in salaries was due to merit raises. These increases were partially offset by decreases of $\$ 30,000$ in advertising expense and $\$ 27,000$ in legal and accounting fees. The decrease in advertising expense was due to decreased product promotional advertising, while less time spent on matters relating to being a public company by the Company's counsel led to lower legal fees.

Results of Operations for the Six Months Ended December 31, 2001 and 2000 (Continued)

Income Tax Expense

Eagle's income tax expense was $\$ 501,000$ for the six months ended December 30 , 2001, compared to $\$ 268,000$ for the six months ended December 31, 2000. The effective tax rate for the six months ended December 31, 2001 was $35.55 \%$ and was $31.82 \%$ for the six months ended December 31, 2000.

Liquidity, Interest Rate Sensitivity and Capital Resources

The Company's subsidiary, American Federal Savings Bank (the Bank), is required to maintain minimum levels of liquid assets as defined by the Office of Thrift Supervision (OTS) regulations. The OTS has eliminated the statutory requirement based upon a percentage of deposits and short-term borrowings. The OTS states that the liquidity requirement is retained for safety and soundness purposes, and that appropriate levels of liquidity will depend upon the types of activities in which the company engages. For internal reporting purposes, the Bank uses the previous regulatory definitions of liquidity. The Bank's liquidity ratio average was $23.35 \%$ and $15.03 \%$ at December 31, 2001 and December 31, 2000, respectively. Liquidity increased due to growth in deposits and the increased loan sale volume for the period ending December 31, 2001.

The Bank's primary sources of funds are deposits, repayment of loans and mortgage-backed securities, maturities of investments, funds provided from operations, and advances from the Federal Home Loan Bank of Seattle. Scheduled repayments of loans and mortgage-backed securities and maturities of investment securities are generally predictable. However, other sources of funds, such as deposit flows and loan prepayments, can be greatly influenced by the general level of interest rates, economic conditions and competition. The Bank uses liquidity resources principally to fund existing and future loan commitments. It also uses them to fund maturing certificates of deposit, demand deposit withdrawals and to invest in other loans and investments, maintain liquidity, and meet operating expenses.

Liquidity may be adversely affected by unexpected deposit outflows, higher interest rates paid by competitors, and similar matters. Management monitors projected liquidity needs and determines the level desirable, based in part on commitments to make loans and management's assessment of the bank's ability to generate funds.

At September 30,2001 (the most recent report available), the Bank's measure of sensitivity to interest rate movements, as measured by the OTS, improved from the previous quarter. This was due to management's strategy of retaining assets with shorter maturities while emphasizing longer-term funding sources such as transaction accounts and FHLB advances. The Bank is well within the guidelines set forth by its Board of Directors for interest rate risk sensitivity.

> EAGLE BANCORP AND SUBSIDIARY
> MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

As of December 31, 2001, the Bank's regulatory capital was in excess of all applicable regulatory requirements. At December 31, 2001, the Bank's tangible, core, and risk-based capital ratios amounted to 10.9\%, 10.9\%, and 19.5\%, respectively, compared to regulatory requirements of $1.5 \%$, $3.0 \%$, and $8.0 \%$, respectively.


Impact of Inflation and Changing Prices

Our financial statements and the accompanying notes have been prepared in accordance with accounting principles generally accepted in the United States of America, which require the measurement of financial position and operating results in terms of historical dollars without considering the change in the relative purchasing power of money over time and due to inflation. The impact of inflation is reflected in the increased cost of our operations. Interest rates have a greater impact on our performance than do the general levels of inflation, as demonstrated in the results of the current reporting period. Interest rates do not necessarily move in the same direction or to the same extent as the prices of goods and services.

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## EAGLE BANCORP AND SUBSIDIARY <br> Part II - OTHER INFORMATION

Item 1. Legal Proceedings.
Neither the Company nor the Bank is involved in any pending legal proceedings other than non-material legal proceedings occurring in the ordinary course of business.

Item 2. Changes in Securities and Use of Proceeds

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    Not applicable.
Item 3. Defaults Upon Senior Securities
    Not applicable.
Item 4. Submission of Matters to a Vote of Security Holders
    The following matters were voted on at the Annual Meeting of
    Stockholders on October 18, 2001:
    1. Election of directors for three-year terms expiring in 2004:
                                    For: Abstain:
            Robert L. Pennington 1,119,392 1,575
            Don O. Campbell 1,118,392 2,575
            Charles G. Jacoby 1,119,367 1,600
        2. Ratification of appointment of Anderson ZurMuehlen & Co., P.C. as
        auditors for the fiscal year ended June 30, 2002:
\begin{tabular}{ccc} 
For: & Against: & Abstain: \\
--------- & -------- & ------- \\
\(1,116,322\) & 250 & 4,395
\end{tabular}
Item 5. Other Information.
    None.
Item 6. Exhibits and Reports on Form 8-K
    None
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    EAGLE BANCORP AND SUBSIDIARY
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SIGNATURES

In accordance with the requirements of the Exchange Act, the registrant caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

EAGLE BANCORP

Date: February 13, 2002

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By: /s/ Larry A. Dreyer
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                            Larry A. Dreyer
                        President/CEO
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Date: February 13, 2002
By: /s/ Peter J. Johnson
Peter J. Johnson
Sr. VP/Treasurer
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[^0]:    See accompanying notes to consolidated financial statements.
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    EAGLE BANCORP AND SUBSIDIARY CONSOLIDATED STATEMENTS OF FINANCIAL CONDITION (Continued)

