## BLACKHAWK BANCORP INC

## Form 10QSB

August 13, 2003

```
                                    FORM 10-QSB
                                    SECURITIES AND EXCHANGE COMMISSION
                                    WASHINGTON, D.C. 20549
                    [X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (D)
                    OF THE SECURITIES EXCHANGE ACT OF 1934
                    FOR THE QUARTERLY PERIOD ENDED JUNE 30, 2003
                                    OR
                    [ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D)
                    OF THE SECURITIES EXCHANGE ACT OF 1934
                        FOR THE TRANSITION PERIOD FROM ---- TO ----
                    COMMISSION FILE NUMBER 0-18599
                            BLACKHAWK BANCORP, INC.
                    (EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)
            WISCONSIN
(STATE OR OTHER JURISDICTION OF
INCORPORATION OR ORGANIZATION)
```

39-1659424
(I. R. S. EMPLOYER IDENTIFICATION NO.)

```
400 BROAD STREET
BELOIT, WISCONSIN 53511
(ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)
(608) 364-8911
(REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE)
NOT APPLICABLE
(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, and (2) has been subject to such filing requirements for the past 90 days.
YES X
NO
-----
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.
```

Outstanding at
August 5, 2003
---------------
$2,518,131$ shares

```
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Unaudited Consolidated Balance Sheets as ofJune 30, 2003 and December 31, 20024
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BLACKHAWK BANCORP, INC. AND SUBSIDIARIES UNAUDITED CONSOLIDATED BALANCE SHEETS

JUNE 30, 2003Cash\$ 12,166
Federal funds sold and securities purchased under agreements to resell--
Interest-bearing deposits in banks ..... 1,922Available-for-sale securities102,013


See Notes to Unaudited Consolidated Financial Statements
BLACKHAWK BANCORP, INC. AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

|  | THREE MONTHS ENDED JUNE 2003 |
| :---: | :---: |
| INTEREST INCOME: | (Dollars in thousands, except per share data) |
| Interest and fees on loans | \$3,019 \$3, |
| Interest and dividends on securities: |  |
| Taxable | 929 |

Nontaxable282
Interest on fed funds sold and securities purchased under agreements to resell ..... 7
Interest on interest-bearing deposits in banks ..... 8
Total Interest Income ..... 4,245
INTEREST EXPENSE:
Interest on deposits ..... 1,230
Interest on short-term borrowings ..... 41
Interest on long-term borrowings ..... 530
Interest on Company Obligated Mandatorily Redeemable Preferred Securities ..... 82
Total Interest Expense ..... 1,883
Net Interest Income ..... 2,362
Provision for loan losses ..... 142
Net Interest Income after Provision for Loan Losses ..... 2,220
NONINTEREST INCOME:
Service charges on deposit accounts ..... 363
Gain on sale of loans ..... 141
Securities gains, net ..... 95
Other ..... 281
Total Noninterest Income ..... 880
NONINTEREST EXPENSES:
Salaries and employee benefits ..... 1,360
Occupancy ..... 179
Equipment ..... 231
Data processing services ..... 203
Advertising and marketing ..... 143
Amortization of intangibles ..... 79
Professional fees ..... 116
Office supplies ..... 55
Telephone ..... 79
Transportation and postage ..... 112
Other ..... 212
Total Noninterest Expenses ..... 2,769------
Income before Income Taxes ..... 331
Income Taxes ..... 1
Net Income ..... \$ 330
----------
Basic Earnings Per Share ..... \$ 0.13
_--_--_
Diluted Earnings per Share ..... $\$ 0.13$
----------
Dividends Per Share ..... $\$ 0.09$
------

BLACKHAWK BANCORP, INC. AND SUBSIDIARIES UNAUDITED CONSOLIDATED STATEMENTS OF INCOME
SIX MONTHS ENDED JUNE2003
(Dollars in thousands, except per share data)
Interest and fees on loans \$6,267
Interest and dividends on securities:
Taxable
1,857 535
Interest on fed funds sold and securities purchased under agreements to resell
49
Interest on interest-bearing deposits in banks 18
Total Interest Income $\quad 8,726$

## INTEREST EXPENSE:

$\begin{array}{ll}\text { Interest on deposits } & 2,496\end{array}$
Interest on short-term borrowings 76
Interest on long-term borrowings 1,035
Interest on Company Obligated Mandatorily Redeemable
Preferred Securities
163
Total Interest Expense
Net Interest Income
8,726
------
$\begin{array}{ll}\text { Provision for loan losses } & 365\end{array}$
Net Interest Income after Provision for Loan Losses
------
4,591
NONINTEREST INCOME:
Service charges on deposit accounts 700
Gain on sale of loans 301
Securities gains, net 424
Other 492

## Total Noninterest Income 1,917

NONINTEREST EXPENSES:
$\begin{array}{ll}\text { Salaries and employee benefits } & 2,818\end{array}$
Occupancy 369
Equipment 461
Data processing services 399
Advertising and marketing 207
Amortization of intangibles 159
Professional fees 302
Office supplies 117
Telephone 153
$\begin{array}{ll}\text { Transportation and postage } & 212\end{array}$
Other 523

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| Total Noninterest Expenses | 5,720 |
| :---: | :---: |
| Income before Income Taxes | 788 |
| Income Taxes | 61 |
| Net Income | \$ 727 |
| Basic Earnings Per Share | \$ 0.29 |
| Diluted Earnings per Share | \$ 0.29 |
| Dividends Per Share | \$ 0.18 |

See Notes to Unaudited Consolidated Financial Statements

BLACKHAWK BANCORP, INC. AND SUBSIDIARIES
UNAUDITED CONSOLIDATED STATEMENTS OF STOCKHOLDERS' EQUITY

Common Stock:
Balance at beginning of period
Stock options exercised

Balance at end of period
SIX MONTHS ENDED JUNE 2003
(Dollars in thousands)
\$ 25
--
-------
25

Surplus:
Balance at beginning of period
Stock options exercised
Sale of treasury stock

Balance at end of period

Retained Earnings:
Balance at beginning of period 15,788
Net income
727
Dividends declared on common stock
(453)

Balance at end of period
16,062

Treasury Stock, at cost:
Balance at beginning of period
Sale of treasury stock

Balance at end of period

Accumulated other comprehensive income:

```
    Balance at beginning of period
    Other comprehensive income (loss), net of taxes:
        Fair market value of available for sale securities
    Fair value of interest rate SWAP contract 45
    Balance at end of period
Total Stockholders' Equity
        1,287
        (50)
    1,282
\$26, 142

\section*{CASH FLOWS FROM OPERATING ACTIVITIES:}

\section*{Net income}
\$
727

648
Provision for loan losses 365
Gain on sale of loans (301)
FHLB stock dividends (126)
Amortization of premiums on securities, net 397
Securities gains, net (424)
Decrease (increase) in accrued interest receivable 253
Decrease in accrued interest payable
Decrease (increase) in other assets
(213)

Increase (decrease) in other liabilities
\((1,127)\)

Net cash provided by operations before
loan originations and sales
--------
\(\$\)

Origination of loans for sale
Proceeds from sale of loans
Net cash provided by operating activities

CASH FLOWS FROM INVESTING ACTIVITIES:
Net decrease in interest-bearing deposits in banks 6,550
Net decrease in federal funds sold and securities purchased under agreements to resell

13,120
Proceeds from sales of available-for-sale securities 23,957
Proceeds from maturities and calls of available-for-sale securities
20,824
Proceeds from maturities and calls of held-to-maturity securities
Purchase of available-for-sale securities
Purchase of held-to-maturity securities
3,574
\((62,948)\)
Net decrease in loans
--

Proceeds from the sale of office buildings, equipment, and other real estate owned

317
Purchase of office buildings and equipment, net

Net cash provided by investing activities
(202)
---------

6,143

\author{
See Notes to Unaudited Consolidated Financial Statements. \\ BLACKHAWK BANCORP, INC. AND SUBSIDIARIES UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS \\ (CONTINUED)
}

SIX MONTHS ENDED 2003
----
(Dollars in thous
```

```
$(14,192)
```

```
```

```
$(14,192)
```

```
(453)

8, 000
(300)
\((1,464)\)
Net increase (decrease) in short-term borrowings
Proceeds from exercise of stock options
58
Sale of treasury stock
Net cash used in financing activities
\((8,351)\)

Net increase (decrease) in cash and due from banks
(406)

CASH AND DUE FROM BANKS:
Beginning
12,572

Ending
\$ 12,166
--------
--------

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:
Cash paid (refunded) during the period for:
Interest
\$ 3,825
Income taxes \$ (163)

SUPPLEMENTAL SCHEDULES OF NON-CASH INVESTING
ACTIVITIES:
Change in accumulated other comprehensive income unrealized gains (losses) on available-for-sale securities, net \$
Other assets acquired in settlement of loans
\(\$\)
88
```

                See Notes to Unaudited Consolidated Financial Statements.
    ```
                See Notes to Unaudited Consolidated Financial Statements.
                    BLACKHAWK BANCORP, INC. AND SUBSIDIARIES
                    BLACKHAWK BANCORP, INC. AND SUBSIDIARIES
                NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
                NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS
                        June 30, 2003
                        June 30, 2003
Note 1. General:
The unaudited consolidated financial statements include the accounts of Blackhawk Bancorp, Inc. and its subsidiaries. In the opinion of management, all adjustments (consisting only of normal recurring adjustments) necessary for a fair presentation of the financial position, results of operation and cash flows for the interim periods have been made. The results of operations for the six months ended June
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30, 2003 are not necessarily indicative of the results to be expected for the entire fiscal year.

The unaudited interim financial statements have been prepared in conformity with accounting principles generally accepted in the United States of America and industry practice. Certain information in footnote disclosure normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America and industry practice has been condensed or omitted pursuant to rules and regulations of the Securities and Exchange Commission. The more significant policies used by the Company in preparing and presenting its financial statements are stated in the Corporation's Form $10-K S B$. These financial statements should be read in conjunction with the consolidated financial statements and notes thereto included in the Company's December 31, 2002 audited financial statements.

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions which affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements, as well as the reported amounts of income and expenses during the reported periods. Actual results could differ from those estimates.

Certain reclassifications have been made to the 2002 historical financial statements to conform to the 2003 presentation.

Stock-Based Compensation Plan: At June 30, 2003, the Company had a
stock-based director, key officer and employee compensation plan. The Company accounts for this plan under the recognition and measurement principles of APB Opinion No. 25, Accounting for Stock Issued to Employees, and related interpretations. No stock-based employee compensation cost is reflected in income, as all options granted under those plans had an exercise price equal to the market value of the underlying common stock on the date of grant. The table on the following page illustrates the effect on net income and earnings per share if the Company had applied the fair value recognition provisions of Financial Accounting Standards Board (FASB) Statement No. 123, Accounting for Stock-Based Compensation, to stock-based employee compensation.


Diluted:

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| Loans charged off | 247 | 182 |
| :--- | ---: | ---: |
| Recoveries | 145 | 36 |
| Balance at end of period | ------ | ------ |
|  | $\$ 2,342$ | $\$ 2,519$ |
|  | ------ | ------ |
|  | ------ | ------ |

Note 3.Earnings per Share

Presented below are the calculations for basic and diluted earnings per share:


Note 4. Derivative Instrument

As of June 30,2003 , the Company has entered into an interest rate swap transaction, which resulted in the Company converting its $\$ 7,000,000$ of variable rate Company Obligated Mandatorily Redeemable Preferred Securities into fixed rate debt. This swap transaction requires the payment of interest by the Company at a fixed rate equal to $2.47 \%$ using an actual/360 day basis. In turn the Company receives a variable rate interest payment based on the 90 day LIBOR rate adjusted quarterly.

Summary information about the interest rate swap at June 30 is as follows:

2003
2002
----
----
(Dollars in thousands)
Notional amount
\$7,000
$2.51 \%$--

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Weighted average variable rate Weighted average maturity Fair value

| $1.02 \%$ | -- |
| ---: | ---: |
| 4.5 years | -- |
| $\$ 69$ | -- |

Note 5. Recent Accounting Developments

The Financial Accounting Standards Board has issued Statement 149, "Amendment of Statement 133 on Derivative Instruments and Hedging". This Statement amends and clarifies financial accounting and reporting for derivative instruments, including certain derivative instruments embedded in other contracts, and for hedging activities under Statement 133. The Statement is effective for contracts entered into or modified after June 30, 2003 and for hedging relationships designated after June 30, 2003. Implementation of the Statement is not expected to have a material impact on the company's financial statements.

The Financial Accounting Standards Board has issued Statement 150, "Accounting for Certain Financial Instruments with Characteristics of both Liabilities and Equity". This Statement establishes standards for how an issuer classifies and measures certain financial instruments with characteristics of both liabilities and equity and requires that certain freestanding financial instruments be reported as liabilities in the balance sheet. Depending on the type of financial instrument, it is required to be accounted for at either fair value or the present value of future cash flows determined at each balance sheet date with the change in that value reported as interest expense in the income statement. Prior to the application of Statement No. 150 , either those financial instruments were not required to be recognized, or if recognized were reported in the balance sheet as equity and changes in the value of those instruments were normally not recognized in net income. For the Company, the Statement is effective July 1, 2003 and implementation is not expected to have a material impact on the consolidated financial statements.

Note 6. Recent Regulatory Developments
On July 30, 2002, President Bush signed the Sarbanes-Oxley Act of 2002 (the "Act"). This legislation impacts corporate governance of public companies, affecting their officers and directors, their audit committees, their relationships with their accountants and the audit function itself. Certain provisions of the Act became effective on July 30, 2002. Other provisions will become effective as the SEC adopts appropriate rules.

The Act implements a broad range of corporate governance and accounting measures for public companies designed to promote honesty and transparency in corporate America and better protect investors from corporate wrongdoing. The Act includes the creation of an independent accounting oversight board to oversee the audit of public companies and their auditors, provisions restricting non-audit services performed by independent accountants for public companies and additional corporate governance and responsibility provisions.

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

The purpose of Management's discussion and analysis is to provide relevant information regarding the Registrant's financial condition and its results of operations. The information included herein should be read in conjunction with the company's consolidated financial statements and footnotes thereto for the year ended December 31, 2002.

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This report contains certain forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 with respect to the financial condition, results of operations, plans, objectives, future performance and business of Blackhawk Bancorp, Inc. Statements that are not historical facts, including statements about beliefs and expectations, are forward-looking statements. These statements are based upon beliefs and assumptions of Blackhawk's management and on information currently available to such management. The use of the words "believe", "expect", "anticipate", "plan", "estimate", "may", "will" or similar expressions are forward-looking statements.

Contemplated, projected, forecasted or estimated results in such forward-looking statements involve certain inherent risks and uncertainties. A number of factors - many of which are beyond the ability of the company to control or predict could cause actual results to differ materially from those described in the forward-looking statements. Factors which could cause such a variance to occur include, but are not limited to: heightened competition; adverse state and federal regulation; failure to obtain new or retain existing customers; ability to attract and retain key executives and personnel; changes in interest rates; unanticipated changes in industry trends; unanticipated changes in credit quality and risk factors, including general economic conditions; success in gaining regulatory approvals when required; changes in the Federal Reserve Board monetary policies; unexpected outcomes of new and existing litigation in which Blackhawk or its subsidiaries, officers, directors or employees is named defendants; technological changes; changes in accounting principles generally accepted in the United States; changes in assumptions or conditions affecting the application of critical accounting policies; and the inability of second party vendors to perform critical services for the company or its customers.

The Company does not undertake, and specifically declines any obligation, to publicly release the results of any revisions which may be made to any forwardlooking statements to reflect events or circumstances after the date of such statements or to reflect the occurrence of anticipated or unanticipated events.

## RESULTS OF OPERATIONS

The company reported net income of $\$ 330,000$ for the three months ended June 30 , 2003, a decrease of $\$ 100,000$ or $23.3 \%$ from the $\$ 430,000$ reported for the same three month period in 2002. Net income for the six month period ended June 30, 2003 was $\$ 727,000$, a decrease of $\$ 20,000$, or $2.7 \%$ from the $\$ 747,000$ reported for the same period in 2002 .

Diluted earnings per share were $\$ 0.13$ and $\$ 0.29$ for the three and six months ended June 30, 2003, respectively, compared to $\$ 0.17$ and $\$ 0.31$ for the same periods in 2002 . This represents a decrease of $23.5 \%$ and $6.5 \%$ for the three month and six month periods, respectively.

## NET INTEREST INCOME

Net interest income, which is the sum of interest and certain fees generated by earning assets minus interest paid on deposits and other funding sources, is the primary source of the company's earnings. All discussions of interest income amounts and rates are on a tax-equivalent basis, which accounts for income earned on loans and securities that are not fully subject to income taxes as if they were fully subject to income taxes. The following table sets forth the company's consolidated average balances of assets, liabilities and stockholders' equity, interest income and expense on related items, and the company's average rate for the three and six month periods ended June 30, 2003 and 2002 . The taxequivalent yield calculations assume a Federal Tax Rate of 34\%:

AVERAGE BALANCE SHEET WITH RESULTANT INTEREST AND RATES
(yields on a tax-equivalent basis)

INTEREST EARNING ASSETS:
Interest-bearing deposits in banks
Federal funds sold \& securities purchased under agreements to resell
Investment securities:
Taxable investment securities
Tax-exempt investment securities

Total investment securities
Loans

TOTAL EARNING ASSETS

Allowance for loan losses
Cash and due from banks
Other assets

TOTAL ASSETS

INTEREST BEARING LIABILITIES:
Interest bearing checking accounts
Savings deposits
Time deposits
Total interest bearing deposits
Short-term borrowings
Long-term borrowings
Trust preferred securities
TOTAL INTEREST-BEARING
LIABILITIES

NET INTEREST SPREAD
39,047
54,466
124,229
-------
217,742
13,463
44,029
7,000
--------

Noninterest bearing deposits
Other liabilities
32,535
2,140
--------

Total liabilities
316,909
25,894
--------
75
102
1,053
-----
1,230
41
530
82
------
$\$ 1,883$
-----
$2.96 \%$
-----
-----
. 7
$.75 \%$
$3.40 \%$
-----
. 27
$1.22 \%$
4.83\%
$4.75 \%$

Three Months ended


Average Balance Interes

| \$ 1,409 | \$ 8 | $2.28 \%$ | \$ 1,428 | \$ |
| :---: | :---: | :---: | :---: | :---: |
| 1,640 | 7 | 1.71\% | 3,885 |  |
| 98,069 | 929 | 3.80\% | 72,345 | 9 |
| 28,387 | 427 | 6.03\% | 19,598 | 31 |
| 126,456 | 1,356 | 4.30\% | 91,943 | 1, 24 |
| 182,962 | 3,019 | 6. $62 \%$ | 196,087 | 3,6 |
| \$312,467 | \$4,390 | $5.64 \%$ | \$293,343 | \$4,94 |

$(2,518)$
10,173
16,980
\$317, 978
--------
--------
\$ 33, 172
53,730
121,827
--
208,72
10,879
41,306
-0-
--------
\$2, 15
---

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NET INTEREST SPREAD
Noninterest bearing deposits
Other liabilities
Total liabilities
Stockholders' equity

TOTAL LIABILITIES AND
STOCKHOLDERS' EQUITY
$3.16 \%$
-----
-_---

| 32,164 | 29,260 |
| ---: | ---: |
| 2,046 | 2,134 |
| ------- | ------- |
| 312,172 | 290,931 |
| 25,881 | 24,405 |

$\$ 338,053$
\$315,336
--------

NET INTEREST MARGIN
$\$ 5,2323.43 \%$
,
-----
-------

Net interest income decreased by $\$ 283,000$, or $10.1 \%$, to $\$ 2,507,000$ for the quarter ended June 30, 2003, compared to $\$ 2,790,000$ for the comparable period in 2002. On a year to date basis net interest income decreased by $\$ 357,000$, or $6.4 \%$, to $\$ 5,232,000$ compared to $\$ 5,589,000$ for the first six months of 2002 . The net interest margin, which is the tax equivalent net interest income divided by average interest earning assets was $3.22 \%$ and $3.43 \%$ for the three and six month periods ended June 30,2003 . The second quarter net interest margin represents a 59 basis point decrease compared to the 2002 second quarter net interest margin of $3.81 \%$. The year to date net interest margin of $3.43 \%$ represents a 45 basis point increase compared to the $3.88 \%$ net interest margin realized for the same period in 2002.

For the three months ended June 30, 2003, total interest income decreased by $\$ 551,000$, or $11.2 \%$ to $\$ 4,390,000$ compared to $\$ 4,941,000$ for the same period in 2002. The decrease in interest income is due to a 112 basis point decrease in the yield on average earning assets to $5.64 \%$ for the second quarter of 2003 , compared to $6.76 \%$ for the same period in 2002. The decrease in the yield on average earning assets for the second quarter of 2003 compared to the second quarter of 2002 is offset by a $\$ 19,124,000$ increase in average earning assets. For the six months ended June 30,2003 , total interest income decreased by $\$ 909,000$, or $9.2 \%$ to $\$ 9,002,000$ compared to $\$ 9,911,000$ for the same period in 2002. The decrease in interest income is due to a 97 basis point decrease in the yield on average earning assets to $5.90 \%$ compared to $6.87 \%$ for the same period in 2002 partially offset by a $5.9 \%$ increase in average earning assets.

The decrease in the yield on average earning assets reflects a shift in the asset mix from loans to investment securities for the three and six month periods ended June 30, 2003 compared to the same periods in 2002 . The decrease in the yield on average earning assets also reflects the difficulty of finding attractive investments due to the lower interest rate environment during the second quarter and first six months of 2003 compared to the same periods in 2002. Managed and long-term interest rates are at historical lows. If managed rates continue to decrease or even remain at current levels, interest income and the average rate on earning assets are expected to continue to decline as bank assets reprice.

Interest and fees on loans decreased $17.8 \%$ to $\$ 3,019,000$ for the three months ended June 30,2003 compared to $\$ 3,674,000$ for the same period of 2002 . This decrease was the result of a $\$ 13,125,000$ or $6.7 \%$ decrease in average loans outstanding and a 90 basis point decrease in yield on the portfolio. Interest and fees on loans decreased $17.3 \%$ to $\$ 6,268,000$ for the six months ended June

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30,2003 compared to $\$ 7,583,000$ in same period of 2002 . This decrease was the result of a $\$ 16,982,000$ or $8.5 \%$ decrease in average loans outstanding and a 74 basis point decrease in yield on the portfolio. The decrease in average loans outstanding for the three and six month periods ended June 30, 2003 compared to the same periods in 2002 is largely attributable to the refinancing activity in the residential real estate market, weak commercial and consumer loan demand and competitive pricing pressure for quality credits. The decrease in the bank's residential real estate portfolio accounted for $\$ 16,431,000$ of the overall year to date decrease and was partially offset by a $\$ 10,655,000$ increase in commercial real estate loans. Year to date average commercial loans decreased by $\$ 5,469,000$ or $16.9 \%$ to $\$ 26,901,000$ and year to date average consumer loans decreased by $\$ 6,179,000$ or $23.5 \%$ to $\$ 20,101,000$.

Interest income on taxable securities increased by $\$ 3,000$ or $0.3 \%$ in the second quarter of 2003 to $\$ 929,000$ compared to $\$ 926,000$ for the same period in 2002 . Average balances of taxable investment securities increased $35.6 \%$ to $\$ 98,069,000$ for the quarter ended June 30, 2003 compared to $\$ 72,345,000$ for the same period in the prior year. However, the yield on average taxable investment securities decreased 133 basis points to $3.80 \%$ for the second quarter of 2003 compared to 5.13\% for the second quarter of 2002. The decrease in the yield on taxable investments is due to accelerated pre-payment speeds on mortgaged backed securities and collateralized mortgage obligations and management's decision to keep portfolio duration short during this historically low rate environment. Tax exempt investment securities increased $\$ 8,789,000$, or $44.8 \%$ to an average balance of $\$ 28,387,000$ for the three months ended June 30 , 2003 compared to $\$ 19,598,000$ for the same period in 2002. Interest income on tax exempt securities increased $\$ 110,000$ or $34.7 \%$ to $\$ 427,000$ for the second quarter of 2003 compared to $\$ 317,000$ for the second quarter of 2002.

Interest income on taxable securities increased by $\$ 244,000$ or $15.1 \%$ in the first six months of 2003 to $\$ 1,857,000$ from $\$ 1,613,000$ for the same period in 2002. Average balances of taxable investment securities increased 48.8\% to $\$ 91,393,000$ for the six months ended June 30, 2003 compared to $\$ 61,424,000$ for the same period in the prior year. The increase in average balances outstanding was offset by a decrease of 120 basis points in average yield to $4.10 \%$ for the first six months of 2003 compared to $5.30 \%$ for the first six months of 2002 . The decrease in the yield on taxable investments is due to accelerated prepayment speeds on mortgaged backed securities and collateralized mortgage obligations and management's decision to keep portfolio duration short during this historically low rate environment. Average tax exempt securities increased to $\$ 26,692,000$ for the six months ended June 30,2003 compared to $\$ 19,453,000$ for the same period in 2002 and their average tax equivalent yield decreased from 6.54\% for the six months ended June 30, 2002 to 6.12\% for the same period in 2003.

Interest from fed funds sold and securities purchased under agreements to resell decreased to $\$ 7,000$ and $\$ 49,000$ for the three and six month periods ended June 30, 2003, respectively, compared to $\$ 17,000$ and $\$ 50,000$ during the same periods in 2002. The quarterly and year to date decreases in interest on fed funds sold and securities purchased under agreements to resell were due to lower average balances.

Total interest expense decreased by $\$ 268,000$, or $12.4 \%$ to $\$ 1,883,000$ for the three months ended June 30,2003 compared to $\$ 2,151,000$ for the same period in 2002. For the six months ended June 30, 2003 total interest expense decreased by $\$ 552,000$, or $12.8 \%$, to $\$ 3,770,000$ compared to $\$ 4,322,000$ for the same period in 2002. The decrease in total interest expense is the result of the aforementioned lower interest rate environment.

While interest paid on deposits decreased $\$ 317,000$, or $20.4 \%$ to $\$ 1,230,000$ during the three months ended June 30, 2003 compared to $\$ 1,547,000$ for the same period in 2002, average interest bearing deposits increased $\$ 9,013,000$ quarter

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over quarter. Year to date interest paid on deposits decreased $\$ 612,000$, or $19.7 \%$ to $\$ 2,496,000$ compared to $\$ 3,108,000$ for the same period in 2002 while average total interest bearing deposits increased by $\$ 8,199,000$.

Interest on short-term borrowings decreased $\$ 8,000$ to $\$ 41,000$ for the three months ended June 30,2003 compared to $\$ 49,000$ for the same period in 2002 . This decrease is the result of an increase of $\$ 3,943,000$ in average fed funds purchased for the three months ended June 30, 2003 compared to the same period in 2002 offset by lower rates due to the decrease in managed interest rates. For the six months ended June 30, 2003 interest on short-term borrowings decreased $\$ 19,000$ to $\$ 76,000$ compared to $\$ 95,000$ for the same period in 2002 . This decrease is the net result of the decrease in managed interest rates as mentioned earlier and a $\$ 2,625,000$, or $25.4 \%$ increase in average short-term borrowings to $\$ 12,958,000$ for the six months ended June 30,2003 compared to $\$ 10,333,000$ for the same period in 2002.

Interest expense on long-term borrowings decreased $\$ 25,000$ and $\$ 84,000$ to $\$ 530,000$ and $\$ 1,035,000$ for the three and six month periods ended June 30, 2003 compared to $\$ 555,000$ for the second quarter and $\$ 1,119,000$ for the first six months of 2002. The decrease is primarily the result of additional Federal Home Loan Bank advances in 2003, at lower market interest rates, and the pay-off of the bank debt of Blackhawk Bancorp, Inc. during December, 2002 co-incident with the issuance of the company's Trust Preferred Securities.

## PROVISION FOR LOAN LOSSES

The provision for loan losses (provision) is an amount added to the allowance for loan losses (allowance) to provide for the known and estimated amount of loans that will not be collected. Actual loan losses are charged against (reduce) the allowance when management believes that the collection of principal will not occur. Subsequent recoveries of amounts previously charged to the allowance, if any, are credited to (increase) the allowance. Management determines the appropriate provision based upon a number of criteria, including a detailed evaluation of certain credits, historical performance, economic conditions and overall quality of the loan portfolio.

The provision was $\$ 142,000$ in the second quarter of 2003 , an increase of $\$ 20,000$ or $16.4 \%$ from the $\$ 122,000$ in the second quarter of 2002 . For the first six months of 2003, the provision was $\$ 365,000$ compared to $\$ 261,000$ during the same time period a year ago.

Activity in the allowance for loan losses is detailed in footnote 2 to the unaudited consolidated financial statements. Charge-offs, net of recoveries for the second quarter of 2003 decreased by $\$ 123,000$ to net recoveries of $\$ 3,000$ compared to net charge-offs of $\$ 120,000$ for the second quarter of 2002 . Year to date net charge-offs decreased $\$ 44,000$ or $30.1 \%$ to $\$ 102,000$ compared to $\$ 146,000$ for the first six months of 2002.

The year to date increases in the provision combined with reduced net chargeoffs and a decrease in the loan portfolio have resulted in an increase in the ratio of the allowance to total loans to $1.26 \%$ at June 30, 2003 compared to $1.10 \%$ at December 31, 2002.

## NONINTEREST INCOME

Total noninterest income increased $\$ 10,000$, or $1.1 \%$, to $\$ 880,000$ for the three months ended June 30, 2003 compared to $\$ 870,000$ for the same period in 2002 . Year to date total noninterest income increased $\$ 405,000$, or $26.8 \%$, to $\$ 1,917,000$ compared to $\$ 1,512,000$ for the same period in 2002.

Service charges on deposit accounts totaled $\$ 363,000$ for the quarter ended June 30, 2003 compared to $\$ 396,000$ for the second quarter of 2002 . The decrease is

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primarily due to lower overdraft fees collected which decreased by $\$ 46,000$ or $18.0 \%$ to $\$ 210,000$ for the quarter ended June 30,2003 compared to $\$ 256,000$ for the second quarter of 2002. Year to date service charges on deposits decreased $\$ 45,000$, or $6.0 \%$, to $\$ 700,000$ compared to $\$ 745,000$ in the prior year primarily due to lower levels of overdraft fees collected for the six months ended June 30, 2003.

Gain on the sale of mortgage loans increased $\$ 87,000$ or $161.1 \%$ to $\$ 141,000$ for the second quarter of 2003 compared to the $\$ 54,000$ of gains recognized during the second quarter of 2002. The increase was due to higher volumes and margins during the second quarter of 2003 . In the second quarter of $2003, \$ 7,719,000$ of loans were sold to the secondary market compared to $\$ 3,917,000$ for the same period in 2002. Year to date gain on sale of mortgage loans increased $\$ 174,000$ or $137.0 \%$ to $\$ 301,000$ compared to $\$ 127,000$ for the same period in 2002 . The increase is due to a higher volume of loans sold and better margins. The average gain in 2003 was $1.80 \%$ on $\$ 16,708,000$ in loans sold to the secondary market compared to an average gain of $1.04 \%$ on the $\$ 12,226,000$ of loans sold in the same period in 2002. The lower volume in 2002 is the result of turn-over in the company's mortgage banking management and origination staff.

The Company recognized $\$ 95,000$ in securities gains in the second quarter of 2003 compared to $\$ 225,000$ in the second quarter of 2002. Year to date the company has realized $\$ 424,000$ in securities gains, a $\$ 195,000$ or $85.2 \%$ increase over the $\$ 229,000$ realized for the six months ended June 30, 2002.

Other noninterest income increased $\$ 86,000$ or $44.1 \%$ to $\$ 281,000$ for the quarter ended June 30, 2003 compared to $\$ 195,000$ for the second quarter of 2002 . The increase is primarily due to additional income on the bank's investment in bank owned life insurance. The increase in the cash surrender value of life insurance increased by $\$ 67,000$ in the second quarter of 2003 compared to the second quarter of 2002. The bank invested $\$ 5,000,000$ in bank owned life insurance on September 30, 2002. Year to date other noninterest income increased by $\$ 81,000$ or $19.7 \%$ to $\$ 492,000$ for the six months ended June 30,2003 from $\$ 411,000$ for the six months ended June 30 , 2002 . The year to date increase is due to an increase in cash surrender value of bank owned life insurance of $\$ 135,000$ offset by the unamortized portion of mortgage servicing rights written off on early payoffs of loans serviced for others.

## NONINTEREST EXPENSES

Total operating expenses decreased $\$ 70,000$, or $2.5 \%$ to $\$ 2,769,000$ for the three months ended June 30, 2003 compared to $\$ 2,839,000$ for the same period in 2002 . The second quarter of 2002 included a $\$ 75,000$ charge for closing the bank's WalMart facility and a $\$ 50,000$ employee severance charge. Excluding these nonrecurring items, operating expenses increased by $\$ 55,000$ for the quarter. The increase in operating expenses, net of the non-recurring items, is due to an increase in marketing and advertising expense. For the first six months of 2002 total operating expenses increased $\$ 100,000$, or $1.8 \%$ to $\$ 5,720,000$ compared to $\$ 5,620,000$ for the same period in 2002 .

Salaries and employee benefits increased $\$ 22,000$ or $1.6 \%$ to $\$ 1,360,000$ for the quarter ended June 30,2003 compared to $\$ 1,338,000$ for the second quarter of 2002. For the first six months of 2002 total salaries and employee benefits increased $\$ 87,000$ or $3.2 \%$ to $\$ 2,818,000$ compared to $\$ 2,731,000$ for the same period in 2002.

Occupancy expenses for 2002 included a $\$ 75,000$ charge related to the Wal-Mart branch consolidation. Excluding this one time charge, occupancy expenses for the three months ended June 30, 2003 decreased to $\$ 179,000$ from $\$ 186,000$ for the second quarter of 2002. Occupancy expenses for the six months ended June 30, 2003 decreased to $\$ 369,000$ compared to $\$ 374,000$ for the same period in 2002 .

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Furniture and equipment expenses increased $\$ 23,000$ or $11.1 \%$ to $\$ 231,000$ for the quarter ended June 30,2003 compared to $\$ 208,000$ for the same quarter in 2002 . For the first six months of 2002 furniture and equipment expense increased $\$ 33,000$, or $7.7 \%$ to $\$ 461,000$ compared to $\$ 428,000$ for the same period in 2002 . The increase relates primarily to increased depreciation and maintenance on computer equipment purchased.

Data processing costs increased $\$ 15,000$, or $8.0 \%$ to $\$ 203,000$ for the quarter ended June 30, 2003 and $\$ 12,000$, or $3.1 \%$, to $\$ 399,000$ for the six months ended June 30, 2003. These increases reflect higher volumes of service utilized from our core processor.

Advertising and marketing costs increased $\$ 52,000$, or $57.1 \%$ to $\$ 143,000$ for the second quarter of 2003 compared to $\$ 91,000$ for the same period in 2002. Year to date advertising and marketing costs increased $\$ 44,000$, or $27.0 \%$ to 207,000 from $\$ 163,000$. The increase is primarily due to the timing of expenses as a number of major marketing campaigns occurred during the second quarter of 2003.

Transportation and postage increased $\$ 20,000$ or $21.7 \%$ to $\$ 112,000$ for the second quarter of 2003 compared to $\$ 92,000$ for the second quarter of 2002 . For the first six months of 2003 transportation and postage increased $\$ 30,000$ or $16.4 \%$ to $\$ 212,000$ compared to $\$ 182,000$ for the same period in 2002 . The increase is primarily due to additional costs from an expansion of the bank's courier program in 2003.

Other noninterest expenses decreased $\$ 106,000$ or $33.3 \%$ to $\$ 212,000$ for the three months ended June 30,2003 compared to $\$ 318,000$ for the same period a year ago. For the first six months of 2003 other noninterest expenses decreased $\$ 31,000$ or $5.6 \%$ to $\$ 523,000$ compared to $\$ 554,000$ for the same period in 2002 . Other noninterest expenses in 2002 included $\$ 117,000$ of charges to accrue severance payments for executive officers that left the company in 2002 partially offset by an $\$ 87,000$ credit from adjustment of stale reconciling items. The company also incurred lower net loan expenses in 2003 compared to the same periods in 2002.

Income taxes decreased $\$ 159,000$, or $99.4 \%$ to $\$ 1,000$ for the three months ended June 30,2003 from $\$ 160,000$ for the same period in 2002 . For the six months ended June 30, 2003 income taxes decreased $\$ 195,000$, or $76.2 \%$, to $\$ 61,000$ from $\$ 256,000$ for the same period in 2002. The decrease reflects greater tax efficiency brought about by an increase in non-taxable interest from the municipal bond portfolio and the purchase of bank owned life insurance on September 30, 2002.

## BALANCE SHEET ANALYSIS

## OVERVIEW

Total assets decreased to $\$ 343,533,000$ at June 30,2003 compared to $\$ 352,377,000$ at December 31, 2002, a decrease of $2.5 \%$. The December 31, 2002 balance sheet included short-term year-end deposits of $\$ 18,600,000$, which were invested in federal funds sold and interest bearing deposits in banks at December 31, 2002 . Excluding these deposits, total assets increased 2.9\% from December 31, 2002 to June 30, 2003. While total assets excluding the short-term year-end deposits increased by $\$ 9,756,000$, there was a considerable shift in balances from shortterm investments to investment securities. Securities increased by $\$ 14,513,000$, while short investments decreased by $\$ 19,670,000$.

LOANS

Gross loans decreased $\$ 2,498,000$, or $1.3 \%$ to $\$ 185,881,000$ on June 30 , 2003 compared to $\$ 188,379,000$ on December 31, 2002. The composition of loans is shown in the following table:

(Dollars in millions)

Residential Real Estate
Commercial Real Estate
Construction and Land Development
Commercial
Consumer
Other

| $\$ 77.0$ | $\$ 71.8$ | $\$ 5.2$ | $41.4 \%$ | $38.1 \%$ |
| :--- | ---: | :---: | ---: | ---: |
| $\$ 55.2$ | $\$ 59.0$ | $(\$ 3.8)$ | $29.7 \%$ | $31.4 \%$ |
|  |  |  |  |  |
| $\$ 7.7$ | $\$ 6.4$ | $\$ 1.3$ | $4.1 \%$ | $3.4 \%$ |
| $\$ 26.4$ | $\$ 28.3$ | $(\$ 1.9)$ | $14.2 \%$ | $15.0 \%$ |
| $\$ 19.1$ | $\$ 22.3$ | $(\$ 3.2)$ | $10.3 \%$ | $11.8 \%$ |
| $\$ 0.5$ | $\$ 0.6$ | $(\$ 0.1)$ | $0.3 \%$ | $0.3 \%$ |

The historically low interest rate environment has led to substantial prepayments on the company's 1-4 family residential real estate loan portfolio. To offset this loan run-off, the bank has retained new adjustable and fixed rate mortgages with lives of 15 years or less. This has lead to an increase of $\$ 5,200,000$ or $7.2 \%$ in residential real estate loans for the six months ended June 30, 2003. This increase has partially offset decreases of $\$ 5,700,000$ in Commercial and Commercial Real Estate loans and $\$ 3,200,000$ in Consumer loans over the same period. In addition, the company's focus on relationship banking has resulted in the subsidiary bank not pursuing certain "transactions" that may have resulted in increased loan balances, but offered no opportunity to form other relationships with the client.

NON-PERFORMING LOANS

Non-performing loans includes loans which have been categorized by management as non-accruing because collection of interest is not assured, and loans which are past-due ninety days or more as to interest and/or principal payments.

The following summarizes information concerning non-performing loans:

| (DOLLARS IN THOUSANDS) | $\begin{gathered} \text { JUNE 30, } \\ 2003 \end{gathered}$ | $\begin{array}{r} \text { DECEMBER 31, } \\ 2002 \end{array}$ |
| :---: | :---: | :---: |
| Non-accruing loans | \$3,233 | \$2,560 |
| Past due 90 days or more and still accruing | 17 | 26 |
| Total non-performing loans | \$3,250 | \$2,586 |
| Restructured loans performing in accordance with modified terms | \$ 393 | \$ 418 |

## ASSET QUALITY

The allowance for loan losses was $\$ 2,342,000$ or $1.26 \%$ of total loans at June 30 , 2003 compared to $\$ 2,079,000$ or $1.10 \%$ of total loans at December 31, 2002. As of June 30, 2003, non-performing loans and restructured loans performing in accordance with modified terms totaled $\$ 3,643,000$ compared to $\$ 3,004,000$ at December 31, 2002. The allowance for loan losses is established through a provision for loan losses charged to expense. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. The allowance for loan losses is adequate to cover probable credit losses relating to specifically identified loans, as well as probable credit losses inherent in the balance of the loan portfolio. In accordance with FASB Statements 5 and 114, the allowance is provided for losses

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that have been incurred as of the balance sheet date. The allowance is based on past events and current economic conditions, and does not include the effects of expected losses on specific loans or groups of loans that are related to future events or expected changes in economic conditions. Management reviews a calculation of the allowance for loan losses on a quarterly basis. While management uses the best information available to make its evaluation, future adjustments to the allowance may be necessary if there are significant changes in economic conditions.

In addition, various regulatory agencies periodically review the allowance for loan losses. These agencies may require the bank to make additions to the allowance for loan losses based on their judgments of collectibility based on information available to them at the time of their examination. The policy of the Company is to place a loan on non-accrual status if: (a) payment in full of interest and principal is not expected, or (b) principal or interest has been in default for a period of 90 days or more, unless the obligation is both in the process of collection and well secured. Well secured is defined as collateral with sufficient market value to repay principal and all accrued interest. A debt is in the process of collection if collection of the debt is proceeding in due course either through legal action, including judgement enforcement procedures, or in appropriate circumstances, through collection efforts not involving legal action which are reasonably expected to result in repayment of the debt or in its restoration to current status.

At June 30,2003 the allowance for loan losses to total non-performing and impaired loans equaled $64.3 \%$ compared to 69.2\% at December 31, 2002. Total nonperforming and impaired loans increased by $\$ 639,000$ primarily as the result of two large loans. One is a commercial real estate loan and the other is a single family residence. Both loans are in foreclosure.

## SHORT-TERM INVESTMENTS

Fed funds sold and securities purchased under agreements to resell decreased $\$ 13,120,000$ to $\$ 0$ at June 30,2003 compared to $\$ 13,120,000$ at December 31, 2002 . The decrease primarily reflects the liquidation of short-term year-end investments on January 2, 2002 associated with the December 31, 2002 year-end deposits of $\$ 18,600,000$.

## INVESTMENT SECURITIES

Securities available for sale increased $\$ 18,116,000$, or $21.6 \%$, to $\$ 102,013,000$ at June 30,2003 compared to $\$ 83,897,000$ at December 31, 2002. The increase in investments in securities available for sale resulted from the redeployment of short-term investments and cash flows from held to maturity securities. In addition, proceeds from the net decrease in loans have been invested in available for sale securities.

DEPOSITS

Total deposits decreased $\$ 14,193,000$ to $\$ 248,892,000$ at June 30, 2003 compared to $\$ 263,085,000$ at December 31, 2002. As noted above, the Company's December 31, 2002 financial statements reflect short-term year-end interest-bearing deposits of $\$ 18,600,000$. Excluding the short-term year-end deposits, total deposits increased 1.8\% from December 31, 2002. Excluding the short-term year-end deposits, non-interest bearing deposits decreased by $\$ 2,154,000$ and interest bearing deposits increased by $\$ 6,561,000$ at June 30,2003 compared to December 31, 2002.

## BORROWINGS

Short-term borrowings decreased \$1,464,000 to \$11,990,000 at June 30, 2003 from $\$ 13,454,000$ at year-end. The decrease is due to lower outstanding balances of
repurchase agreements with commercial customers, offset by $\$ 2,560,000$ in Fed funds purchased at June 30, 2003.

Long-term borrowings consist of term advances from the Federal Home Loan Bank ("FHLB") and were $\$ 46,600,000$ at June 30,2003 compared to $\$ 38,900,000$ at December 31, 2002. The increase reflects an additional $\$ 8,000,000$ in FHLB advances net of a $\$ 300,000$ repayment invested into securities during 2003.

## STOCKHOLDERS' EQUITY

Total stockholders' equity increased $\$ 344,000$ to $\$ 26,142,000$ at June 30, 2003 compared to $\$ 25,798,000$ at December 31, 2002. During the first six months of 2003 additional paid in capital increased by $\$ 75,000$ from stock options exercised. Accumulated other comprehensive income, which is composed of the adjustment of securities available for sale to market value, net of tax, and the fair value of Blackhawk Bancorp, Inc.'s interest rate SWAP contract, net of tax, was $\$ 1,282,000$ at June 30,2003 compared to $\$ 1,287,000$ at December 31, 2002. In addition the company declared two quarterly dividends of $\$ 0.09$ per share on its common stock, which totaled \$453,000.

The Company is subject to certain regulatory capital requirements and continues to remain in compliance with the requirements. The following table shows the company's capital ratios and regulatory requirements.

|  | $\begin{gathered} \text { June 30, } \\ 2003 \end{gathered}$ | $\begin{array}{r} \text { December } 31, \\ 2002 \end{array}$ | Regulatory <br> Requirements |
| :---: | :---: | :---: | :---: |
| Total Capital (To Risk-Weighted Assets) | $14.9 \%$ | 13.9\% | 8. $0 \%$ |
| Tier I Capital (To Risk-Weighted Assets) | $13.7 \%$ | 12.9\% | 4.0\% |
| Tier I Capital (To Average Assets) | 8. $2 \%$ | 8.3\% | 4.0\% |

The Company's subsidiary bank meets regulatory capital requirements to be considered well capitalized.

## ASSET/LIABILITY MANAGEMENT

Asset/liability management is the process of identifying, measuring and managing the risk to the Company's earnings and capital resulting from the movements in interest rates. It is the Company's objective to protect earnings and capital while achieving liquidity, profitability and strategic goals.

The Company focuses its measure of interest rate risk on the effect a shift in interest rates would have on earnings rather than on the amount of assets and/or liabilities subject to repricing in a given time period. Since not all assets or liabilities move at the same rate and at the same time, a determination must be made as to how each interest earning asset and each interest bearing liability adjusts with each change in the base rate. The Company develops, evaluates and amends its assumptions on an ongoing basis and analyzes its earnings exposure quarterly.

In addition to the effect on earnings, a monthly evaluation is made to determine the change in the economic value of the equity with various changes in interest rates. This determination indicates how much the value of the assets and the value of the liabilities change with a specified change in interest rates. The net difference between the economic values of the assets and liabilities results in an economic value of equity.

During June 2003, the Company entered into an interest rate SWAP agreement

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related to the company obligated mandatorily redeemable preferred securities. This SWAP is utilized to manage variable interest rate exposure and is designated as a highly effective cash flow hedge. The differential to be paid or received on the SWAP agreement is accrued as interest rates change and is recognized over the life of the agreement in interest expense. The SWAP agreement expires in December 2007 and essentially fixes the rate to be paid at $5.72 \%$. The notional amount is $\$ 7,000,000$. Included in other comprehensive income is a gain of $\$ 69,000$, less $\$ 24,000$ of deferred income tax, relating to the fair market value of the SWAP agreement as of June 30, 2003. Risk management results for the six months ended June 30,2003 related to the balance sheet hedging of the company obligated mandatorily redeemable preferred securities indicate that the hedge was 100\% effective and that there was no component of the derivative instrument's gain or loss which was excluded from the assessment of hedge effectiveness.

## LIQUIDITY

Liquidity, as it relates to the subsidiary bank, is a measure of its ability to fund loans and withdrawals of deposits in a cost-effective manner. The Bank's principal sources of funds are deposits, scheduled amortization and prepayment of loan principal, maturities of investment securities, short-term borrowings and income from operations. Additional sources include purchasing fed funds, sale of securities, sale of loans, borrowing from both the Federal Reserve Bank and Federal Home Loan Bank, and dividends paid by Nevahawk, a wholly owned subsidiary of the Bank.

The liquidity needs of the Company generally consist of payment of dividends to its Stockholders, payments of principal and interest on borrowed funds and subordinated debentures, and a limited amount of expenses. The sources of funds to provide this liquidity are issuance of capital stock and dividends from its subsidiary bank. Certain restrictions are imposed upon the Bank, which could limit its ability to pay dividends if it did not have net earnings or adequate capital in the future. The Company maintains adequate liquidity to pay its expenses.

The following table summarizes The Company's significant contractual obligations and other potential funding needs at June 30, 2003 (in thousands) :

| Year Ended | Time | Long-term | Operating |
| :---: | :---: | :---: | :---: |
| June 30, | Deposits | debt (1) |  |

