WESTAMERICA BANCORPORATION
Form 10-Q
November 02, 2011
UNITED STATES SECURITIES AND EXCHANGE COMMISSION
WASHINGTON, D.C. 20549
FORM 10-Q
(Mark One)
bQUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2011
or
oTRANSITION REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES EXCHANGE ACT OF 1934
For the transition period from $\qquad$ to $\qquad$ .

Commission file number: 001-09383
WESTAMERICA BANCORPORATION
(Exact Name of Registrant as Specified in Its Charter)

CALIFORNIA
(State or Other Jurisdiction of Incorporation or Organization)

94-2156203
(I.R.S. Employer

Identification No.)

1108 FIFTH AVENUE, SAN RAFAEL, CALIFORNIA 94901
(Address of Principal Executive Offices) (Zip Code)
Registrant's Telephone Number, Including Area Code (707) 863-6000
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes R No $£$
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T ( $\$ 232.405$ of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

## Yes R No $£$

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act. (Check one):

| Large accelerated filer R $\quad$Accelerated filer $£$ Non-accelerated filer $£$ | Smaller reporting <br> company $£$ |
| :---: | :---: | :---: |
| (Do not check if a smaller reporting company) |  |

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

## Yes $£ \quad$ No $R$

Indicate the number of shares outstanding of each of the registrant's classes of common stock, as of the latest practicable date:

| Title of Class | Shares outstanding as of October 27, |
| :--- | :---: |
|  | 2011 |
| Common Stock, | $28,478,701$ |
| No Par Value |  |

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Exhibit 32.2 - Certification of Chief Financial Officer Required by 18 U.S.C. Section 1350

## FORWARD-LOOKING STATEMENTS

This report on Form 10-Q contains forward-looking statements about Westamerica Bancorporation for which it claims the protection of the safe harbor provisions contained in the Private Securities Litigation Reform Act of 1995. Examples of forward-looking statements include, but are not limited to: (i) projections of revenues, expenses, income or loss, earnings or loss per share, the payment or nonpayment of dividends, capital structure and other financial items; (ii) statements of plans, objectives and expectations of the Company or its management or board of directors, including those relating to products or services; (iii) statements of future economic performance; and (iv) statements of assumptions underlying such statements. Words such as "believes", "anticipates", "expects", "intends", "targeted", "projected", "continue", "remain", "will", "should", "may" and other similar expressions are intended to identify forward-looking statements but are not the exclusive means of identifying such statements.

These forward-looking statements are based on Management's current knowledge and belief and include information concerning the Company's possible or assumed future financial condition and results of operations. A number of factors, some of which are beyond the Company's ability to predict or control, could cause future results to differ materially from those contemplated. These factors include but are not limited to (1) the length and severity of current and potential future difficulties in the global, national and California economies and the effects of government efforts to address those difficulties; (2) liquidity levels in capital markets; (3) fluctuations in asset prices including, but not limited to stocks, bonds, real estate, and commodities; (4) the effect of acquisitions and integration of acquired businesses; (5) economic uncertainty created by terrorist threats and attacks on the United States, the actions taken in response, and the uncertain effect of these events on the national and regional economies; (6) changes in the interest rate environment; (7) changes in the regulatory environment; (8) competitive pressure in the banking industry; (9) operational risks including data processing system failures or fraud; (10) volatility of interest rate sensitive loans, deposits and investments; (11) asset/liability management risks and liquidity risks; (12) the effect of natural disasters, including earthquakes, fire, and other disasters, on the uninsured value of loan collateral, the financial condition of debtors and issuers of investment securities, the economic conditions affecting the Company's market place, and commodities and asset values, and (13) changes in the securities markets. The Company undertakes no obligation to update any forward-looking statements in this report. The reader is directed to the Company's annual report on Form 10-K for the year ended December 31, 2010, for further discussion of factors which could affect the Company's business and cause actual results to differ materially from those expressed in any forward-looking statement made in this report. The Company undertakes no obligation to update any forward-looking statements in this report.

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PART I - FINANCIAL INFORMATION
Item 1 Financial Statements

## WESTAMERICA BANCORPORATION CONSOLIDATED BALANCE SHEETS (unaudited)

| At |  |
| :---: | :---: |
| September | At December |
| 30, | 31, |
| 2011 | 2010 |
| (In thousands) |  |

Assets:

| Cash and due from banks | $\$ 459,754$ | $\$$ | 338,793 |
| :--- | :---: | :---: | :--- |
| Money market assets | - | 392 |  |
| Investment securities available for sale | 683,640 | 671,484 |  |


| Investment securities held to maturity, with fair values of: |  |  |
| :--- | :--- | :--- |
| $\$ 778,330$ at September 30, 2011, $\$ 594,711$ <br> at December 31, 2010 | 755,906 | 580,728 |
| Purchased covered loans | 575,353 | 692,972 |
| Purchased non-covered loans | 139,200 | 199,571 |
| Originated loans | $1,920,286$ | $2,029,541$ |
| Allowance for loan losses | $(32,893$ | $(35,636$ |
| Total loans | $2,601,946$ | $2,886,448$ |
| Non-covered other real estate owned | 24,671 | 13,620 |
| Covered other real estate owned | 23,160 | 21,791 |
| Premises and equipment, net | 36,098 | 36,278 |
| Identifiable intangibles, net | 30,099 | 34,604 |
| Goodwill | 121,673 | 121,673 |
| Other assets | 229,552 | 225,713 |
| Total Assets | $\$ 4,966,499$ | $\$$ |

Liabilities:
Deposits

| Noninterest bearing deposits | $\$ 1,527,030$ | $\$$ |
| :--- | :--- | :--- |
| Interest bearing deposits | $\mathbf{1 , 4 5 4 , 6 6 3}$ |  |
| Total deposits | $4,665,353$ | $2,678,298$ |
| Short-term borrowed funds | 120,917 | $4,132,961$ |
| Federal Home Loan Bank advances | 26,078 | 107,385 |
| Debt financing and notes payable | 15,000 | 26,363 |
| Other liabilities | 58,133 | 57,830 |
| Total Liabilities | $4,412,511$ | $4,386,237$ |

Shareholders' Equity:
Common stock (no par value), authorized - 150,000 shares
Issued and outstanding:

| 28,301 at September 30, 2011, 29,090 at December 31, 2010 | 374,398 | 378,885 |
| :--- | :--- | :--- |
| Deferred compensation | 3,060 | 2,724 |
| Accumulated other comprehensive income | 10,795 | 159 |
| Retained earnings | 165,735 | 163,519 |
| Total Shareholders' Equity | 553,988 | 545,287 |

Total Liabilities and Shareholders' Equity \$4,966,499 \$ 4,931,524

See accompanying notes to unaudited condensed consolidated financial statements.

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## WESTAMERICA BANCORPORATION CONSOLIDATED STATEMENTS OF INCOME (unaudited)

For the Three
Months Ended
For the Nine Months Ended
September 30,
$2011 \quad$ September 30,
(In thousands, except per share data)

| Interest Income: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Loans | $\$ 39,899$ | $\$ 44,434$ | $\$ 122,534$ | $\$ 133,196$ |
| Money market assets and funds sold | - | 1 | - | 2 |
| Investment securities available for sale | 5,526 | 4,189 | 16,428 | 12,110 |
| Investment securities held to maturity | 6,551 | 6,579 | 18,597 | 20,976 |
| Total Interest Income | 51,976 | 55,203 | 157,559 | 166,284 |
| Interest Expense: |  |  |  |  |
| Deposits | 1,677 | 2,047 | 5,344 | 6,716 |
| Short-term borrowed funds | 76 | 511 | 184 | 1,538 |
| Federal Home Loan Bank advances | 118 | 113 | 398 | 249 |
| Notes payable | 200 | 425 | 601 | 1,272 |
| Total Interest Expense | 2,071 | 3,096 | 6,527 | 9,775 |
| Net Interest Income | 49,905 | 52,107 | 151,032 | 156,509 |
| Provision for Loan Losses | 2,800 | 2,800 | 8,400 | 8,400 |
| Net Interest Income After Provision For Loan Losses | 47,105 | 49,307 | 142,632 | 148,109 |
| Noninterest Income: |  |  |  |  |
| Service charges on deposit accounts | 7,430 | 8,162 | 22,529 | 25,533 |
| Merchant processing services | 2,358 | 2,234 | 6,921 | 6,631 |
| Debit card fees | 1,269 | 1,259 | 3,752 | 3,678 |
| ATM processing fees | 980 | 1,004 | 2,911 | 2,917 |
| Trust fees | 432 | 429 | 1,407 | 1,257 |
| Financial services commissions | 111 | 211 | 257 | 583 |
| Gain on acquisition | - | 178 | - | 178 |
| Other | 2,625 | 1,594 | 7,462 | 5,534 |
| Total Noninterest Income | 15,205 | 15,071 | 45,239 | 46,311 |
| Noninterest Expense: |  |  |  |  |
| Salaries and related benefits | 14,401 | 15,481 | 44,388 | 46,849 |
| Occupancy | 4,010 | 3,962 | 12,085 | 11,561 |
| Outsourced data processing services | 2,165 | 2,187 | 6,743 | 6,629 |
| Amortization of identifiable intangibles | 1,477 | 1,573 | 4,505 | 4,711 |
| Professional fees | 1,185 | 950 | 3,489 | 2,480 |
| Furniture and equipment | 943 | 1,067 | 2,915 | 3,234 |
| Courier service | 840 | 826 | 2,535 | 2,636 |
| Deposit insurance assessments | 740 | 1,268 | 2,700 | 3,848 |
| Other Real Estate Owned | 700 | 188 | 1,835 | 653 |
| Settlements | - | - | 2,100 | 23 |
| Other | 4,922 | 4,006 | 13,719 | 13,011 |
| Total Noninterest Expense | 31,383 | 31,508 | 97,014 | 95,635 |
| Income Before Income Taxes | 30,927 | 32,870 | 90,857 | 98,785 |
| Provision for income taxes | 8,495 | 9,161 | 24,774 | 27,939 |
| Net Income | $\$ 22,432$ | $\$ 23,709$ | $\$ 66,083$ | $\$ 0,846$ |


| Average Common Shares Outstanding | 28,433 | 29,127 | 28,739 | 29,187 |
| :--- | ---: | ---: | ---: | :---: |
| Diluted Average Common Shares Outstanding | 28,498 | 29,385 | 28,879 | 29,515 |
| Per Common Share Data: | $\$ 0.79$ | $\$ 0.81$ | $\$ 2.30$ | $\$ 2.43$ |
| Basic earnings | 0.79 | 0.81 | 2.29 | 2.40 |
| Diluted earnings | 0.36 | 0.36 | 1.08 | 1.08 |
| Dividends paid |  |  |  |  |

See accompanying notes to unaudited condensed consolidated financial statements.

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## WESTAMERICA BANCORPORATION <br> CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY AND COMPREHENSIVE INCOME <br> (unaudited)

| Common | Accumulated |  |  |  |
| ---: | :---: | :---: | :---: | ---: |
| Shares | Common | Deferred Comprehensive | Retained |  |
| Outstanding | Stock Compensation | Income | Earnings | Total |


| Balance, December 31, 2009 | 29,208 | \$ 366,247 | \$ | 2,485 | \$ | 3,714 | \$ 133,002 | \$ 505,448 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Comprehensive income |  |  |  |  |  |  |  |  |
| Net income for the period |  |  |  |  |  |  | 70,846 | 70,846 |
| Other comprehensive income, net of tax: |  |  |  |  |  |  |  |  |
| Increase in net unrealized gains on securities available for sale |  |  |  |  |  | 3,497 |  | 3,497 |
| Post-retirement benefit transition obligation amortization |  |  |  |  |  | 27 |  | 27 |
| Total comprehensive income |  |  |  |  |  |  |  | 74,370 |
| Exercise of stock options | 305 | 12,682 |  |  |  |  |  | 12,682 |
| Stock option tax benefits |  | 917 |  |  |  |  |  | 917 |
| Restricted stock activity | 7 | 194 |  | 239 |  |  |  | 433 |
| Stock based compensation |  | 1,060 |  |  |  |  |  | 1,060 |
| Stock awarded to employees | 2 | 101 |  |  |  |  |  | 101 |
| Purchase and retirement of stock | (404 ) | (5,078 ) |  |  |  |  | (17,171) | $(22,249)$ |
| Dividends |  |  |  |  |  |  | (31,589) | $(31,589)$ |
| Balance, September 30, 2010 | 29,118 | \$ 376,123 | \$ | 2,724 | \$ | 7,238 | \$ 155,088 | \$ 541,173 |
| Balance, December 31, 2010 | 29,090 | \$ 378,885 | \$ | 2,724 | \$ | 159 | \$ 163,519 | \$ 545,287 |
| Comprehensive income |  |  |  |  |  |  |  |  |
| Net income for the period |  |  |  |  |  |  | 66,083 | 66,083 |
| Other comprehensive income, net of tax: |  |  |  |  |  |  |  |  |
| Increase in net unrealized gains on securities available for sale |  |  |  |  |  | 10,609 |  | 10,609 |
| Post-retirement benefit transition obligation amortization |  |  |  |  |  | 27 |  | 27 |
| Total comprehensive income |  |  |  |  |  |  |  | 76,719 |
| Exercise of stock options | 150 | 6,234 |  |  |  |  |  | 6,234 |
| Stock option tax benefits |  | 6 |  |  |  |  |  | 6 |
| Restricted stock activity | 15 | 455 |  | 336 |  |  |  | 791 |
| Stock based compensation |  | 1,080 |  |  |  |  |  | 1,080 |
| Stock awarded to employees | 2 | 75 |  |  |  |  |  | 75 |
| Purchase and retirement of stock | (956 ) | (12,337) |  |  |  |  | (32,725 ) | $(45,062)$ |
| Dividends |  |  |  |  |  |  | $(31,142)$ | $(31,142)$ |
| Balance, September 30, 2011 | 28,301 | \$ 374,398 | \$ | 3,060 | \$ | 10,795 | \$ 165,735 | \$ 553,988 |

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# WESTAMERICA BANCORPORATION CONSOLIDATED STATEMENTS OF CASH FLOWS 

(unaudited)

For the Nine Months
Ended September 30,
20112010
(In thousands)

Operating Activities:

| Net income | \$66,083 |  | \$70,846 |
| :---: | :---: | :---: | :---: |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |
| Depreciation and amortization | 10,460 |  | 11,359 |
| Loan loss provision | 8,400 |  | 8,400 |
| Net amortization of deferred loan (fees) cost | (295 | ) | 12 |
| Decrease in interest income receivable | 74 |  | 742 |
| Gain on acquisition | - |  | (178 |
| Decrease in other assets | 944 |  | 11,751 |
| Increase in income taxes payable | 805 |  | 2,530 |
| Decrease in net deferred tax asset | 1,365 |  | - |
| Decrease in interest expense payable | (1,196 | ) | (28 |
| Decrease in other liabilities | (551 | ) | (14,778) |
| Stock option compensation expense | 1,080 |  | 1,060 |
| Stock option tax benefits | (6 | ) | (917 |
| Gain on sale of other assets | (800 | ) | (608 |
| Net gain on sale of premises and equipment | (398 | ) | (445 |
| Originations of mortgage loans for resale | (450 | ) | (277 |
| Net proceeds from sale of mortgage loans originated for resale | 471 |  | 288 |
| Net gain on sale of foreclosed assets | (280 | ) | (561 |
| Writedown of foreclosed assets | 1,326 |  | 793 |
| Net Cash Provided by Operating Activities | 87,032 |  | 89,989 |


| Investing Activities: |  |  |
| :--- | :--- | :--- |
| Net repayments of loans | 240,524 | 227,056 |
| Proceeds from FDIC* loss-sharing indemnification | 7,956 | 35,792 |
| Purchases of investment securities available for sale | $(208,707)$ | $(279,827)$ |
| Purchases of investment securities held to maturity | $(233,966)$ | - |
| Proceeds from maturity/calls of securities available for sale | 204,168 | 122,452 |
| Proceeds from maturity/calls of securities held to maturity | 61,737 | 108,096 |
| Net change in FRB**/FHLB*** securities | $(12,698)$ | 3,479 |
| Proceeds from sale of foreclosed assets | 17,702 | 10,953 |
| Purchases of premises and equipment | $(2,198)$ | $(657$ |
| Proceeds from sale of premises and equipment | 640 | 603 |
| Net cash acquired from acquisitions | - | 57,895 |
| Net Cash Provided by Investing Activities | 75,158 | 285,842 |

Financing Activities:
Net change in deposits $\quad 60,375 \quad(237,794)$
Net change in short-term borrowings and FHLB advances
(21,640 ) (114,764)
Repayments of notes payable and debt financing
(10,000 )
Exercise of stock options
6,234 12,682

| Stock option tax benefits | 6 | 917 |
| :--- | :---: | :---: |
| Repurchases/retirement of stock | $(45,062)$ | $(22,249)$ |
| Dividends paid | $(31,142$ | $(31,589)$ |
| Net Cash Used in Financing Activities | $(41,229)$ | $(392,797)$ |
| Net Change In Cash and Due from Banks | 120,961 | $(16,966)$ |
| Cash and Due from Banks at Beginning of Period | 338,793 | 361,135 |
| Cash and Due from Banks at End of Period | $\$ 459,754$ | $\$ 344,169$ |
| Supplemental Cash Flow Disclosures: |  |  |
| Supplemental disclosure of non cash activities: | $\$ 33,196$ | $\$ 24,188$ |
| Loan collateral transferred to other real estate owned | 9,028 | 11,759 |
| Supplemental disclosure of cash flow activities: | 22,604 | 39,578 |
| Interest paid for the period | $\$-$ | $\$ 315,083$ |
| Income tax payments for the period | - | 314,905 |
| Acquisitions: | $\$-$ | $\$ 178$ |
| Assets acquired |  |  |

See accompanying notes to unaudited condensed consolidated financial statements.

* Federal Deposit Insurance Corporation ("FDIC")
** Federal Reserve Bank ("FRB")
*** Federal Home Loan Bank ("FHLB")
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## NOTES TO UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

## Note 1: Basis of Presentation

The accompanying unaudited consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and pursuant to the rules and regulations of the Securities and Exchange Commission. The results of operations reflect interim adjustments, all of which are of a normal recurring nature and which, in the opinion of Management, are necessary for a fair presentation of the results for the interim periods presented. The interim results for the three and nine months ended September 30, 2011 and 2010 are not necessarily indicative of the results expected for the full year. These unaudited consolidated financial statements should be read in conjunction with the audited consolidated financial statements and accompanying notes as well as other information included in the Company's Annual Report on Form 10-K for the year ended December 31, 2010.

The Company has evaluated events and transactions subsequent to the balance sheet date. Based on this evaluation, the Company is not aware of any events or transactions that occurred subsequent to the balance sheet date but prior to filing that would require recognition or disclosure in its consolidated financial statements.

## Note 2: Accounting Policies

The Company's accounting policies are discussed in Note 1 to the audited consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2010. Certain amounts in prior periods have been reclassified to conform to the current presentation.

Nonmarketable Equity Securities. Nonmarketable equity securities include securities that are not publicly traded and securities acquired for various purposes, such as to meet regulatory requirements (for example, Federal Home Loan Bank and Federal Reserve stock). These securities are accounted for under the cost method and are included in other assets. The Company reviews those assets accounted for under the cost method at least quarterly for possible declines in value that are considered "other than temporary". The Company's review typically includes an analysis of the facts and circumstances of each investment, the expectations for the investment's cash flows and capital needs, the viability of its business model and exit strategy. The asset value is reduced when a decline in value is considered to be other than temporary. The Company recognizes the estimated loss as a loss from equity investments in noninterest income.

Certain accounting policies underlying the preparation of these financial statements require Management to make estimates and judgments. These estimates and judgments may significantly affect reported amounts of assets and liabilities, revenues and expenses, and disclosures of contingent assets and liabilities. Management exercises judgment to estimate the appropriate level of the allowance for credit losses and the acquisition date fair value of purchased loans, which are discussed in the Company's accounting policies.

As described in Note 3 below, Westamerica Bank ("Bank") acquired assets and assumed liabilities of the former Sonoma Valley Bank ("Sonoma") on August 20, 2010. The acquired assets and assumed liabilities were measured at estimated fair values, as required by Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) 805, Business Combinations. Management made significant estimates and exercised significant judgment in accounting for the acquisition. Management judgmentally measured loan fair values based on loan file reviews (including borrower financial statements and tax returns), appraised collateral values, expected cash flows, and historical loss factors. Repossessed loan collateral was primarily valued based upon appraised collateral values. The Bank also recorded an identifiable intangible asset representing the value of the core deposit customer base of Sonoma based on Management's evaluation of the cost of such deposits relative to alternative funding sources. In determining the value of the identifiable intangible asset, Management used significant estimates including average lives of depository accounts, future interest rate levels, the cost of servicing various depository products, and other significant estimates. Management used quoted market prices to determine the fair value of investment securities and FHLB advances.

The acquired assets of Sonoma include loans; such loans are not indemnified by the Federal Deposit Insurance Corporation ("FDIC"). However, on February 6, 2009, the Bank acquired loans in a business combination that are indemnified by the FDIC, as described in Note 2 to the audited consolidated financial statements included in the Company's Annual Report on Form 10-K for the year ended December 31, 2010. Pursuant to acquisition accounting, the loans in each business combination were measured at their estimated fair value at the respective acquisition date. This method of measuring the carrying value of purchased loans differs from loans originated by the Company, and as such, the Company identifies purchased loans not indemnified by the FDIC as "Purchased Non-covered Loans" and purchased loans indemnified by the FDIC as "Purchased Covered Loans."

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Loans originated by the Company are measured at the principal amount outstanding, net of unearned discount and unamortized deferred fees and costs. These loans are identified as "Originated Loans."

## Recently Adopted Accounting Standards

FASB Accounting Standards Update (ASU) 2011-02, A Creditor's Determination of Whether a Restructuring is a Troubled Debt Restructuring, was issued April 2011 providing additional guidance for creditors in determining whether a creditor has granted a concession and whether a debtor is experiencing financial difficulties for purposes of determining whether a restructuring constitutes a troubled debt restructuring. The provisions of this standard are effective for the first interim or annual period beginning on or after June 15, 2011 with early adoption permissible, and should be applied retrospectively to the beginning of the annual period of adoption. The Company early adopted the provisions of this standard effective April 1, 2011 with retrospective application to January 1, 2011. One troubled debt restructuring was identified as a result of the adoption of this Update as disclosed in Note 5.

FASB ASU 2011-01, Deferral of the Effective Date of Disclosures about Troubled Debt Restructurings in Update No. 2010-20 (Topic 310), was issued January 2011 deferring the new disclosure requirements (paragraphs 310-10-50-31 through 50-34 of the FASB Accounting Standards Codification) about troubled debt restructurings to be concurrent with the effective date of the guidance for determining what constitutes a troubled debt restructuring, as presented in proposed Accounting Standards Update, Receivables (Topic 310): Clarifications to Accounting for Troubled Debt Restructurings by Creditors. As a result of the issuance of Update 2011-02, the provisions of Update 2011-01 are effective for the first interim or annual period beginning on or after June 15, 2011 or July 1, 2011 for the Company, and should be applied retrospectively to the beginning of the annual period of adoption. The Company adopted the Update concurrent with ASU 2011-02.

## Recently Issued Accounting Standards

FASB ASU 2011-03, Reconsideration of Effective Control for Repurchase Agreements, was issued April 2011 addressing the accounting for repurchase agreements and other agreements that both entitle and obligate a transferor to repurchase or redeem financial assets before their maturity. The amendments remove from the assessment of effective control (1) the criterion requiring the transferor to have the ability to repurchase or redeem the financial assets on substantially the agreed terms, even in the event of default by the transferee, and (2) the collateral maintenance implementation guidance related to that criterion. The provisions of this Update are effective for the first interim or annual period beginning on or after December 15, 2011, and should be applied prospectively to transactions or modifications of existing transactions that occur on or after the effective date. Management does not expect the adoption of the Update to have a material effect on the Company's financial statements at the date of adoption.

FASB ASU 2011-04, Amendments to Achieve Common Fair Value Measurement and Disclosure Requirements in U.S. GAAP and IFRSs, was issued May 2011 as a result of the FASB and International Accounting Standards Board's (IASB) goal to develop common requirements for measuring fair value and for disclosing information about fair value measurements in accordance with U.S. generally accepted accounting principles and International Financial Reporting Standards. The provisions of this Update are effective during the interim or annual periods beginning after December 15, 2011, and are to be applied prospectively. Management does not expect the adoption of the Update to have a material effect on the Company's financial statements at the date of adoption.

FASB ASU 2011-05, Presentation of Comprehensive Income, was issued June 2011 requiring that all changes in stockholders' equity be presented either in a single continuous statement of comprehensive income or in two separate but consecutive statements. This Update also requires that reclassification adjustments for items that are reclassified from other comprehensive income to net income be presented on the face of the financial statements. The provisions of this Update are effective for fiscal years, and interim periods within those years, beginning after December 15, 2011, and are to be applied retrospectively. Early adoption is permitted. Management does not expect the adoption of the Update to have a material effect on the Company's financial statements at the date of adoption.

FASB Accounting Standards Update (ASU) 2011-08, Testing for Goodwill Impairment, was issued September 2011 giving an entity the option to first assess qualitative factors to determine whether the existence of events or circumstances leads to a determination that it is more likely than not that the fair value of a reporting unit is less than its carrying amount. If, after assessing the totality of events or circumstances, an entity determines it is more likely than not that the fair value of a reporting unit is more than its carrying amount, then performing the two-step impairment test is unnecessary. However, if an entity concludes otherwise, then it is required to perform the first step of the two-step impairment test by calculating the fair value of the reporting unit and comparing the fair value with the carrying amount of the reporting unit. If the carrying amount of a reporting unit exceeds its fair value, then the entity is required to perform the second step of the goodwill impairment test to measure the amount of the impairment loss, if any. Under the amendments in this Update, an entity has the option to bypass the qualitative assessment for any reporting unit in any period and proceed directly to performing the first step of the two-step goodwill impairment test. An entity may resume performing the qualitative assessment in any subsequent period. The provisions of this standard are effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011, with early adoption permitted. Management does not expect the adoption of the Update to have a material effect on the Company's financial statements at the date of adoption.

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## Note 3: Acquisition

On August 20, 2010, the Bank purchased substantially all the assets and assumed substantially all the liabilities of Sonoma from the FDIC, as Receiver of Sonoma. Sonoma operated three commercial banking branches within Sonoma County, California. The FDIC took Sonoma under receivership upon Sonoma's closure by the California Department of Financial Institutions at the close of business August 20, 2010. Westamerica Bank purchased substantially all of Sonoma's net assets at a discount of $\$ 43,000$ thousand and paid a $\$ 5,008$ thousand deposit premium.

The Sonoma acquisition was accounted for under the purchase method of accounting in accordance with FASB ASC 805, Business Combinations. The statement of net assets acquired as of August 20, 2010 and the resulting bargain purchase gain are presented in the following table. The purchased assets and assumed liabilities were recorded at their respective acquisition date fair values, and identifiable intangible assets were recorded at fair value. Fair values are preliminary and subject to refinement for up to one year after the closing date of a merger as information relative to closing date fair values becomes available. A "bargain purchase" gain totaling $\$ 178$ thousand resulted from the acquisition and is included as a component of noninterest income on the statement of income. The amount of the gain is equal to the amount by which the fair value of assets purchased exceeded the fair value of liabilities assumed. Sonoma's results of operations prior to the acquisition are not included in Westamerica's statement of income.

## Statement of Net Assets Acquired (at fair value)

| Assets |  |
| :--- | :--- |
| Cash and due from banks | 57,895 |
| Money market assets | 26,050 |
| Securities | 7,223 |
| Loans | 213,664 |
| Other real estate owned | 2,916 |
| Core deposit intangible | 5,270 |
| Other assets | 2,065 |
| Total Assets | 315,083 |
| Liabilities | 252,563 |
| Deposits | 61,872 |
| Federal Home Loan Bank advances | 470 |
| Other liabilities | 314,905 |
| Total Liabilities | $\$$ |
| Net assets acquired | 178 |


| Sonoma Valley Bank tangible shareholder's equity | $\$ 13,923$ |
| :--- | :--- |
| Adjustments to reflect assets acquired and liabilities assumed at fair value: | 21,270 |
| Cash payment from FDIC | $(34,562 \quad)$ |
| Loans and leases, net | $(1,491$ |
| Other real estate owned | $(811$ |
| Other assets | 5,270 |
| Core deposit intangible | $(1,233$ |
| Deposits | $(1,872$ |
| Federal Home Loan Bank advances | $(316$ |
| Other liabilities | $\$$ |
| Gain on acquisition | 178 |

Note 4: Investment Securities
The amortized cost, unrealized gains and losses accumulated in other comprehensive income, and fair value of the available for sale investment securities portfolio follows:

|  | Investment Securities Available for Sale <br> At September 30, 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Gross Unrealized Gains (In tho | Gross Unrealized Losses sands) | Fair Value |
| U.S. Treasury securities | \$3,541 | \$ 59 | \$ | \$3,600 |
| Securities of U.S. government sponsored entities | 128,157 | 383 | (42 | ) 128,498 |
| Residential mortgage-backed securities | 93,328 | 5,984 | (6 | ) 99,306 |
| Commercial mortgage-backed securities | 4,606 | 24 | (6 | ) 4,624 |
| Obligations of states and political subdivisions | 257,481 | 8,801 | (471 | 265,811 |
| Residential collateralized mortgage obligations | 51,919 | 2,384 | - | 54,303 |
| Asset-backed securities | 7,933 | - | (282 | ) 7,651 |
| FHLMC and FNMA stock | 824 | 1,968 | (5 | 2,787 |
| Corporate securities | 114,441 | 199 | (1,863 | ) 112,777 |
| Other securities | 2,397 | 1,928 | (42 | 4,283 |
| Total | \$664,627 | \$ 21,730 | \$ (2,717 | \$683,640 |

The amortized cost, unrealized gains and losses, and fair value of the held to maturity investment securities portfolio follows:

|  | Investment Securities Held to Maturity <br> At September 30, 2011 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Gross Gross |  |  |
|  |  | Unrealized | Unrealized | Fair |
|  |  | Gains | Losses | Value |
|  |  | (In thousands) |  |  |
| Residential mortgage-backed securities | \$34,072 | \$ 1,646 | \$ - | \$35,718 |
| Obligations of states and political subdivisions | 513,823 | 20,045 | (371 | ) 533,497 |
| Residential collateralized mortgage obligations | 208,011 | 3,405 | (2,301 | ) 209,115 |
| Total | \$755,906 | \$ 25,096 | \$ (2,672 | \$778,330 |

The amortized cost, unrealized gains and losses accumulated in other comprehensive income, and fair value of the available for sale investment securities portfolio follows:


| FHLMC and FNMA stock | 824 | 42 | $(211$ | $)$ | 655 |
| :--- | :---: | :--- | :---: | :--- | :--- |
| Corporate securities | 79,356 | 200 | $(365$ | $)$ | 79,191 |
| Other securities | 2,655 | 2,699 | $(51$ | $)$ | 5,303 |
| Total | $\$ 670,778$ | $\$ 10,569$ | $\$(9,863$ | $\$ 671,484$ |  |

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The amortized cost, unrealized gains and losses, and fair value of the held to maturity investment securities portfolio follows:

|  | Investment Securities Held to Maturity <br> At December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Gross <br> Unrealized Gains (In tho | Gross Unrealized Losses usands) | Fair <br> Value |
| Residential mortgage-backed securities | \$40,531 | \$ 1,797 | \$ - | \$42,328 |
| Obligations of states and political subdivisions | 455,372 | 13,142 | (1,142 | ) 467,372 |
| Residential collateralized mortgage obligations | 84,825 | 2,198 | (2,012 | 85,011 |
| Total | \$580,728 | \$ 17,137 | \$ (3,154 | ) $\$ 594,711$ |

The amortized cost and fair value of securities by contractual maturity are shown in the following table:
At September 30, 2011

| Securities Available |  | Securities Held |  |
| :---: | :---: | :---: | :---: |
| for Sale | to Maturity |  |  |
| Amortized | Fair | Amortized | Fair |
| Cost | Value | Cost | Value |
|  | (In thousands) |  |  |

Maturity in years:

| 1 year or less | $\$ 36,061$ | $\$ 36,229$ | $\$ 10,910$ | $\$ 10,980$ |
| :--- | :---: | :---: | :---: | :---: |
| Over 1 to 5 years | 275,954 | 275,655 | 136,765 | 140,613 |
| Over 5 to 10 years | 60,795 | 62,417 | 318,260 | 331,886 |
| Over 10 years | 138,743 | 144,036 | 47,888 | 50,018 |
| Subtotal | 511,553 | 518,337 | 513,823 | 533,497 |
| Mortgage-backed securities and residential collateralized mortgage    <br> obligations    <br> Other securities 149,853 158,233 242,083 <br> Total 3,221 7,070 -$\quad \$ 664,627$ | $\$ 683,640$ | $\$ 755,906$ | $\$ 778,330$ |  |

The amortized cost and fair value of securities by contractual maturity are shown in the following table:

|  | At December 31, 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Securities Available for Sale |  | Securities Held to Maturity |  |
|  | Amortized Cost | Fair Value (In tho | Amortized Cost usands) | Fair Value |
| Maturity in years: |  |  |  |  |
| 1 year or less | \$21,362 | \$21,460 | \$6,057 | \$6,103 |
| Over 1 to 5 years | 315,777 | 314,605 | 92,837 | 95,608 |
| Over 5 to 10 years | 64,565 | 64,804 | 351,407 | 360,602 |
| Over 10 years | 130,103 | 124,160 | 5,071 | 5,059 |
| Subtotal | 531,807 | 525,029 | 455,372 | 467,372 |
| Mortgage-backed securities and residential collateralized mortgage obligations | 135,492 | 140,497 | 125,356 | 127,339 |
| Other securities | 3,479 | 5,958 | - | - |
| Total | \$670,778 | \$671,484 | \$580,728 | \$594,711 |

Expected cash flows from mortgage-backed securities and collateralized mortgage obligations can differ from contractual cash flows because borrowers have the right to call or prepay obligations with or without call or prepayment penalties. In addition, such factors as prepayments and interest rates may affect the yield on the carrying value of mortgage-backed securities.

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An analysis of gross unrealized losses of the available for sale investment securities portfolio follows:

|  | Investment Securities Available for Sale <br> At September 30, 2011 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair Value | Losses |  | Fair Value (In t | $\begin{aligned} & \text { Losses } \\ & \text { usands) } \end{aligned}$ |  | Fair Value | Losses |  |
| Securities of U.S. government sponsored entities | \$15,012 | \$ (42 | ) | \$- | \$ - |  | \$15,012 | \$ (42 | ) |
| Residential mortgage-backed securities | 2,540 | (3 | ) | 973 | (3 | ) | 3,513 | (6 |  |
| Residential collateralized mortgage obligations | 18 | - |  | - | - |  | 18 | - |  |
| Commercial mortgage-backed securities | - | - |  | 1,365 | (6 | ) | 1,365 | (6 |  |
| Obligations of states and political subdivisions | 8,115 | (102 | ) | 22,117 | (369 | ) | 30,232 | (471 | ) |
| Asset-backed securities | - | - |  | 7,651 | (282 | ) | 7,651 | (282 |  |
| FHLMC and FNMA stock | - |  |  | 1 | (5 | ) | 1 | (5 |  |
| Corporate securities | 44,222 | (1,187 | ) | 24,324 | (676 | ) | 68,546 | (1,863 |  |
| Other securities | 2 | - |  | 1,959 | (42 | ) | 1,961 | (42 |  |
| Total | \$69,909 | \$ (1,334 |  | \$58,390 | \$ (1,383 |  | \$128,299 | \$ (2,717 |  |

An analysis of gross unrealized losses of the held to maturity investment securities portfolio follows:
Investment Securities Held to Maturity
At September 30, 2011
Less than 12 Months 12 Months or Longer Total

Unrealized

| Fair |  | Fair |  | Fair |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Value | Losses | Value | Losses | Value | Losses |

(In thousands)
$\left.\begin{array}{lrrrrrrr}\begin{array}{l}\text { Obligations of States and political } \\ \text { subdivisions }\end{array} & \$ 22,747 & \$(193 & ) & \$ 7,075 & \$(178 & ) & \$ 29,822\end{array}\right) \$(371 \quad)$

The unrealized losses on the Company's investments in mortgage obligations and asset backed securities were caused by market conditions for these types of investments. The Company evaluates these securities on a quarterly basis including changes in security ratings issued by rating agencies, delinquency and loss information with respect to the underlying collateral, changes in the levels of subordination for the Company's particular position within the repayment structure, and remaining credit enhancement as compared to expected credit losses of the security.

The unrealized losses on the Company's investments in obligations of states and political subdivisions were caused by conditions in the municipal securities market. The Company's investments in obligations of states and political subdivisions primarily finance essential community services such as school districts, water delivery systems, hospitals and fire protection services. Further, these bonds are primarily "bank qualified" issues whereby the issuing authority's total debt issued in any one year does not exceed $\$ 30$ million, thereby qualifying the bonds for tax-exempt status for federal income tax purposes. The Company evaluates these securities quarterly to determine if a change in security rating has occurred or the municipality has experienced financial difficulties. Substantially all of these securities continue to be investment grade rated.

The unrealized losses on the Company's investments in corporate securities were caused by changes in interest rates and market conditions for these types of investments.

The Company does not intend to sell any investments and has concluded that it is more likely than not that it will not be required to sell the investments prior to recovery of the amortized cost basis. Therefore, the Company does not consider these investments to be other-than-temporarily impaired as of September 30, 2011.

The fair values of the investment securities could decline in the future if the issuers' financial condition deteriorates, the general economy deteriorates, credit ratings decline, or the liquidity for securities is low. As a result, other than temporary impairments may occur in the future.

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An analysis of gross unrealized losses of the available for sale investment securities portfolio follows:

|  | Investment Securities Available for Sale <br> At December 31, 2010 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Fair } \\ \text { Value } \end{gathered}$ | Losses |  | Fair Value (In | Losses usands) |  | Fair Value | Losses |
| U.S. Treasury securities | \$3,542 | \$ (12 |  | \$- | \$ - |  | \$3,542 | \$ (12 |
| Securities of U.S. government sponsored entities | 146,083 | (2,365 | ) | - | - |  | 146,083 | (2,365 ) |
| Residential mortgage-backed securities | 1,534 | (15 | ) |  | - |  | 1,534 | (15 |
| Commercial mortgage-backed securities | 3,028 | (23 | ) | - | - |  | 3,028 | (23 |
| Obligations of states and political subdivisions | 132,014 | (5,505 | ) | 10,341 | (542 | ) | 142,355 | (6,047 ) |
| Asset-backed securities | - | - |  | 8,286 | (774 | ) | 8,286 | (774 |
| FHLMC and FNMA stock | 550 | (211 | ) | - | - |  | 550 | (211 |
| Corporate securities | 44,752 | (365 | ) | - | - |  | 44,752 | (365 |
| Other securities | 1 | - |  | 1,948 | (51 | ) | 1,949 | (51 |
| Total | \$331,504 | \$ (8,496 |  | \$20,575 | \$ (1,367 | ) | \$352,079 | \$ (9,863 |

An analysis of gross unrealized losses of the held to maturity investment securities portfolio follows:

|  | Investment Securities Held to Maturity <br> At December 31, 2010 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Less than 12 Months Unrealized |  | 12 Months or Longer Unrealized |  |  | Total |  |
|  |  |  |  | Unrealized |
|  | Fair Value | Losses |  |  |  | Fair Value (In | $\begin{aligned} & \text { Losses } \\ & \text { usands) } \end{aligned}$ |  | Fair Value | Losses |
| Obligations of states and political subdivisions | \$22,157 | \$ (382 | \$18,663 | \$ (760 | ) | \$40,820 | \$ (1,142 |
| Residential collateralized mortgage obligations | - | - | 20,182 | (2,012 | ) | 20,182 | (2,012 ) |
| Total | \$22,157 | \$ (382 | \$38,845 | \$ (2,772 |  | \$61,002 | \$ (3,154 |

The following table provides information about the amount of interest income from taxable and non-taxable investment securities:

|  | For the Three Months Ended September 30, |  | For the Nine Months Ended September 30, |  |
| :---: | :---: | :---: | :---: | :---: |
| Taxable | \$4,624 | \$3,957 | \$ 12,604 | \$ 12,585 |
| Tax-exempt | 7,453 | 6,812 | 22,421 | 20,503 |
| Total interest income from investment securities | \$12,077 | \$10,769 | \$35,025 | \$33,088 |

[^1]Note 5: Loans and Allowance for Credit Losses

A summary of the major categories of loans outstanding is shown in the following table. Re-classification of some purchased non-covered loans occurred in the nine months ended September 30, 2011 upon conversion of such loans to the Company's accounting systems.

At September 30, 2011

|  | Commercial |  |  |  |  |  | Installment |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Commercial | Real Estate |  | onstruction (In th |  |  | \& Other | Total |
| Originated loans | \$419,402 | \$ 720,940 | \$ | 18,246 |  | \$ 283,821 | \$ 477,877 | \$ 1,920,286 |
| Purchased covered loans: |  |  |  |  |  |  |  |  |
| Impaired | 2,312 | 21,377 |  | 3,064 |  | - | 243 | 26,996 |
| Non impaired | 131,240 | 356,301 |  | 14,543 |  | 14,051 | 81,187 | 597,322 |
| Purchase discount | $(20,736$ ) | (23,315 ) |  | (2,550 | ) | (524 ) | (1,840 | (48,965 |
| Purchased non-covered loans: |  |  |  |  |  |  |  |  |
| Impaired | 806 | 21,557 |  | 4,413 |  | - | 639 | 27,415 |
| Non impaired | 14,829 | 74,360 |  | 8,400 |  | 4,063 | 26,679 | 128,331 |
| Purchase discount | (692) | (9,639 ) |  | (3,277 | ) | (467 ) | (2,471 ) | ) $(16,546)$ |
| Total | \$547,161 | \$ 1,161,581 |  | 42,839 |  | \$ 300,944 | \$ 582,314 | \$2,634,839 |

At December 31, 2010
Consumer
Commercial Residential Installment Real
Commercial Real Estate Construction Estate \& Other Total
(In thousands)

| Originated loans | \$474,183 | \$ 757,140 | \$ | 26,145 |  | \$ 310,196 |  | \$ 461,877 | \$2,029,541 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Purchased covered loans: |  |  |  |  |  |  |  |  |  |
| Impaired | 17,922 | 18,768 |  | 11,386 |  | 140 |  | 255 | 48,471 |
| Non impaired | 180,302 | 395,091 |  | 22,185 |  | 18,758 |  | 89,949 | 706,285 |
| Purchase discount | $(29,239)$ | (23,177 |  | (5,191 | ) | (524 | ) | (3,653 | (61,784 |
| Purchased non-covered loans (refined): |  |  |  |  |  |  |  |  |  |
| Impaired | 474 | 40,402 |  | 8,705 |  | 311 |  | 2,793 | 52,685 |
| Non impaired | 17,030 | 100,357 |  | 18,708 |  | 7,211 |  | 35,962 | 179,268 |
| Purchase discount | (1,684 ) | (17,071 ) |  | (7,293 | ) | (467 | ) | (5,867 | ) $(32,382)$ |
| Total | \$658,988 | \$ 1,271,510 | \$ | 74,645 |  | \$ 335,625 |  | \$ 581,316 | \$2,922,084 |

Changes in the carrying amount of impaired purchased covered loans were as follows:


Changes in the accretable yield for purchased loans were as follows:

|  | For the Nine Months Ended September 30, 2011 |  | Year Decembe |  |
| :---: | :---: | :---: | :---: | :---: |
| Purchased loans | (In thousands) |  |  |  |
| Balance at the beginning of the period | \$6,089 | \$ | - |  |
| Accretion | (9,215 ) |  | (8,747 | ) |
| Reclassification from nonaccretable difference | 6,897 |  | 14,836 |  |
| Disposals and other | - |  | - |  |
| Balance at the end of the period | \$3,771 | \$ | 6,089 |  |
|  |  |  |  |  |
| Accretion | \$(9,215 | \$ | (8,747 | ) |
| Reduction in FDIC indemnification asset | 7,256 |  | 6,816 |  |
| Increase in interest income | \$(1,959 ) | \$ | (1,931 | ) |

The following table represents the non impaired purchased non-covered loans receivable at the acquisition date of August 20, 2010. The amounts include principal only and do not reflect accrued interest as of the date of acquisition or beyond:
$\left.\begin{array}{l|l} & \begin{array}{l}\text { At August 20, } \\ 2010 \\ \text { (refined) }\end{array} \\ \text { (In thousands) }\end{array}\right]$

The Company applied the cost recovery method to impaired purchased non-covered loans at the acquisition date of August 20, 2010 due to the uncertainty as to the timing of expected cash flows as reflected in the following table:

|  | At August 20, <br> 2010 <br> (refined) |
| :--- | :---: |
| Impaired purchased non-covered loans | $\$$ |
| (In thousands) |  |
| Contractually required payments receivable (including interest) | 30,243 |
| Nonaccretable difference | 37,639 |
| Cash flows expected to be collected | ) |
| Accretable difference | 37,639 |
| Fair value of loans acquired |  |

Changes in the carrying amount of impaired purchased non-covered loans were as follows for the periods indicated below from August 20, 2010 (acquisition date) through September 30, 2011:

August 20, 2010
For the
Nine
Months
through
December 31,
Ended
2010

|  | September $\text { 30, } 2011$ |  | (r |  |
| :---: | :---: | :---: | :---: | :---: |
| Impaired purchased non-covered loans | (In thousands) |  |  |  |
| Carrying amount at the beginning of the period | \$33,725 | \$ | 37,639 |  |
| Reductions during the period | (15,241) |  | (3,914 | ) |
| Carrying amount at the end of the period | \$18,484 | \$ | 33,725 |  |

No changes in the accretable yield for impaired purchased non-covered loans occurred from the August 20,2010 purchase date through September 30, 2011.

The following summarizes activity in the allowance for credit losses:

| Allowance for Credit Losses |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the Three Months Ended September 30, 2011 |  |  |  |  |  |  |  |
|  |  |  |  | Consumer |  | Purchased |  |
|  | Commercial |  | Residentia | Installment |  | Covered |  |
|  | Real |  | Real |  |  |  |  |
| Commercial | Estate | Construction | Estate (In tho | and Other sands) | Unallocated | Loans | Total |

Allowance for credit losses:

| Balance at beginning of period | \$6,729 | \$ | 10,241 | \$ | 3,959 |  | \$ 466 | \$ 3,522 | \$ | 8,091 | \$ - | \$33,008 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Additions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision | 539 |  | 1,422 |  | (826 | ) | 317 | 539 |  | 381 | 428 | 2,800 |
| Deductions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Chargeoffs | (799 |  | (398 |  | (452 |  | - | (1,575 ) |  | - | (428 | (3,652 ) |
| Recoveries | 190 |  | - |  | - |  | - | 547 |  | - | - | 737 |
| Net loan and lease chargeoffs | (609 ) |  | (398 | ) | (452 | ) | - | (1,028 ) |  | - | (428 | ) $(2,915)$ |
| Balance at end of period | 6,659 |  | 11,265 |  | 2,681 |  | 783 | 3,033 |  | 8,472 | - | 32,893 |
| Liability for off-balance sheet credit exposure | 1,835 |  | 1 |  | 62 |  | - | 150 |  | 645 | - | 2,693 |
| Total allowance for credit losses | \$8,494 |  | 11,266 | \$ | 2,743 |  | \$ 783 | \$ 3,183 | \$ | 9,117 | \$ - | \$35,586 |

Allowance for Credit Losses
For the Nine Months Ended September 30, 2011

| Commercial <br> Real |  |  |  |  |  |  |  | Consumer <br> Residential Installment <br> Real | Purchased <br> Covered |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial | Estate | Construction | Estate and Other Unallocated <br> (In thousands) | Loans | Total |  |  |  |  |  |

Allowance for credit
losses:

| Balance at beginning of period | \$8,094 | \$ 9,607 | \$ | 3,260 |  | \$ 617 |  | \$ 6,372 | \$ | 7,686 | \$ - | \$35,636 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Additions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Provision | 3,518 | 2,057 |  | 1,347 |  | 693 |  | (429 |  | 786 | 428 | 8,400 |
| Deductions: |  |  |  |  |  |  |  |  |  |  |  |  |
| Chargeoffs | $(5,786)$ | (399 | ) | (1,926 | ) | (527 |  | (5,050 |  |  | (428 | $(14,116)$ |
| Recoveries | 833 | - |  | - |  | - |  | 2,140 |  | - | - | 2,973 |
| Net loan and lease chargeoffs | $(4,953)$ | (399 | ) | (1,926 | ) | (527 | ) | (2,910 |  |  | (428 | $(11,143)$ |
| Balance at end of period | 6,659 | 11,265 |  | 2,681 |  | 783 |  | 3,033 |  | 8,472 | - | 32,893 |
| Liability for off-balance sheet credit exposure | 1,835 | 1 |  | 62 |  | - |  | 150 |  | 645 | - | 2,693 |
| Total allowance for credit losses | \$8,494 | \$ 11,266 | \$ | 2,743 |  | \$ 783 |  | \$ 3,183 |  | 9,117 | \$ - | \$35,586 |

The recorded investment in loans was evaluated for impairment as follows:
Recorded Investment in Loans Evaluated for Impairment
At September 30, 2011


Allowance for credit losses:
Individually evaluated for
impairment \$- \$933 \$1,851 \$- \$- \$- \$- \$- \$2,784

Collectively evaluated for

| $\begin{array}{lllll}8,494 & 10,333 & 892 & 783 & 3,183\end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



Carrying value of
loans:
Individually
evaluated for

| impairment | $\$ 1,989$ | $\$ 1,473$ | $\$ 3,183$ | $\$-$ | $\$-$ | $\$-$ | $\$ 4,527$ | $\$ 5,946$ | $\$ 17,118$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Collectively <br> evaluated for |  |  |  |  |  |  |  |  |  |
| impairment | $\$ 417,413$ | $\$ 719,467$ | $\$ 15,063$ | 283,821 | 477,877 | - | 116,189 | 549,947 | $\$ 2,579,777$ |
| Purchased <br> loans with <br> evidence of <br> credit |  |  |  |  |  |  |  |  |  |
| deterioration | - | - | - | - | - | - | 18,484 | 19,460 | 37,944 |
| Total | $\$ 419,402$ | $\$ 720,940$ | $\$ 18,246$ | $\$ 283,821$ | $\$ 477,877$ | $\$-$ | $\$ 139,200$ | $\$ 575,353$ | $\$ 2,634,839$ |

Recorded Investment in Loans Evaluated for Impairment
At December 31, 2010 (refined)

| Commercial |  |  |  |  |  |  |  |  | Residential Consumer | Purchased Purchased |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Commercial | Real | Real | Installment | Non-covered Covered |  |  |  |  |  |  |  |  |
|  | Estate | Construction | Estate | and OtherUnallocated Loans | Loans | Total |  |  |  |  |  |  |

Allowance for
credit losses:
Individually
evaluated for

| impairment | $\$-$ | $\$-$ | $\$ 1,365$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$-$ | $\$ 1,365$ |
| :--- | :---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| Collectively | 9,878 | 9,607 | 2,194 | 617 | 6,982 | 7,686 | - | - | 36,964 |

evaluated for impairment
Purchased
loans with
evidence of credit
deterioration
Total
Carrying
value of
loans:
Individually
evaluated for

| impairment | $\$ 6,600$ | $\$ 2,448$ | $\$ 3,700$ | $\$-$ | $\$-$ | $\$ 2,535$ | $\$ 10,889$ | $\$ 26,172$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |

Collectively
evaluated for
$\begin{array}{llllllllll}\text { impairment } & 467,583 & 754,692 & 22,445 & 310,196 & 461,877 & - & 163,311 & 648,527 & 2,828,631\end{array}$
Purchased
loans with
evidence of
credit

| deterioration | - | - | - | - | - | - | 33,725 | 33,556 | 67,281 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total | $\$ 474,183$ | $\$ 757,140$ | $\$ 26,145$ | $\$ 310,196$ | $\$ 461,877$ | $\$-$ | $\$ 199,571$ | $\$ 692,972$ | $\$ 2,922,084$ |

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#### Abstract

The Bank's customers are small businesses, professionals and consumers. Given the scale of these borrowers, corporate credit rating agencies do not evaluate the borrowers' financial condition. The Bank maintains a Loan Review Department which reports directly to the Board of Directors. The Loan Review Department performs independent evaluations of loans and assigns credit risk grades to evaluated loans using grading standards employed by bank regulatory agencies. Loans judged to carry lower-risk attributes are assigned a "pass" grade, with a minimal likelihood of loss. Loans judged to carry higher-risk attributes are referred to as "classified loans," and are further disaggregated, with increasing expectations for loss recognition, as "substandard," "doubtful," and "loss." If the Bank becomes aware of deterioration in a borrower's performance or financial condition between Loan Review examinations, assigned risk grades will be re-evaluated promptly. Credit risk grades assigned by the Loan Review Department are subject to review by the Bank's regulatory authority during regulatory examinations.


The following summarizes the credit risk profile by internally assigned grade:
Credit Risk Profile by Internally Assigned Grade
At September 30, 2011

| Commercial |  |  |  |  |  |  |  |  | Residential | Consumer | Purchased | Purchased |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Real | Installment Non-covered | Covered |  |  |  |  |  |  |  |  |  |  |
| Commercial | Estate | Construction | Estate and Other | Loans | Loans | Total |  |  |  |  |  |  |
|  |  |  | (In thousands) |  |  |  |  |  |  |  |  |  |


| Grade: |  |  |  |  |  |  |  |  |
| :--- | :---: | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Pass | $\$ 378,381$ | $\$ 667,087$ | $\$ 13,399$ | $\$ 277,452$ | $\$ 475,317$ | $\$ 73,898$ | $\$ 396,587$ | $\$ 2,282,121$ |
| Special mention | 18,264 | 24,934 | 341 | 2,474 | 450 | 16,516 | 36,818 | 99,797 |
| Substandard | 21,787 | 28,919 | 4,506 | 3,895 | 1,160 | 60,240 | 188,037 | 308,544 |
| Doubtful | 970 | - | - | - | 117 | 5,092 | 2,635 | 8,814 |
| Loss | - | - | - | - | 833 | - | 241 | 1,074 |
| Default risk |  |  |  |  |  |  |  |  |
| purchase discount | - | - | - | - | - | $(16,546)$ | $(48,965)$ | $(65,511)$ |
| Total | $\$ 419,402$ | $\$ 720,940$ | $\$ 18,246$ | $\$ 283,821$ | $\$ 477,877$ | $\$ 139,200$ | $\$ 575,353$ | $\$ 2,634,839$ |

 (In thousands)
Grade:

| Pass | $\$ 427,878$ | $\$ 718,124$ | $\$ 18,073$ | $\$ 305,433$ | $\$ 458,789$ | $\$ 128,323$ | $\$ 482,473$ | $\$ 2,539,093$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Special mention | 17,731 | 19,216 | - | 1,749 | 568 | 25,223 | 62,455 | 126,942 |
| Substandard | 27,801 | 19,800 | 8,072 | 3,014 | 1,792 | 61,941 | 206,646 | 329,066 |
| Doubtful | 773 | - | - | - | 89 | 16,465 | 2,747 | 20,074 |
| Loss | - | - | - | - | 639 | 1 | 435 | 1,075 |

Default risk
purchased

| discount | - | - | - | - | - | $(32,382$ | $(61,784)$ | $(94,166)$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Total | $\$ 474,183$ | $\$ 757,140$ | $\$ 26,145$ | $\$ 310,196$ | $\$ 461,877$ | $\$ 199,571$ | $\$ 692,972$ | $\$ 2,922,084$ |

The following tables summarize loans by delinquency and nonaccrual status:

| Summary of Loans by Delinquency and Nonaccrual Status |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $30-89$ | Past Due | At September 30, 2011 Past | Current and | Nonaccrual |  | Total Loans


|  | Accruing | and <br> Accruing |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\$ 4,077$ | $\$-$ | $\$ 4,077$ | $\$ 409,805$ | $\$ 5,520$ | $\$ 419,402$ |
| Commercial | 13,253 | - | 13,253 | 702,604 | 5,083 | 720,940 |
| Commercial real estate | - | - | - | 14,224 | 4,022 | 18,246 |
| Construction | 4,191 | - | 4,191 | 277,138 | 2,492 | 283,821 |
| Residential real estate | 4,632 | 794 | 5,426 | 472,270 | 181 | 477,877 |
| Consumer installment \& other | 26,153 | 794 | 26,947 | $1,876,041$ | 17,298 | $1,920,286$ |
| Total originated loans | 4,375 | - | 4,375 | 109,284 | 25,541 | 139,200 |
| Purchased non-covered loans | 10,176 | 279 | 10,455 | 548,877 | 16,021 | 575,353 |
| Purchased covered loans | $\$ 40,704$ | $\$ 1,073$ | $\$ 41,777$ | $\$ 2,534,202$ | $\$ 58,860$ | $\$ 2,634,839$ |
| Total |  |  |  |  |  |  |

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There were no commitments to lend additional funds to borrowers whose loans were on nonaccrual status at September 30, 2011 and December 31, 2010.

The following summarizes impaired loans:


|  | Investment | Income <br> (In | Investment <br> (housands) | Income |
| :--- | :---: | :---: | :---: | :---: |
| Commercial | $\$ 10,950$ | $\$ 39$ | $\$ 16,664$ | $\$ 548$ |
| Commercial real estate | 33,978 | 520 | 39,098 | 1,249 |
| Construction | 17,065 | 122 | 21,839 | 295 |
| Residential real estate | 225 | - | 374 | - |
| Consumer installments and other | 2,474 | 7 | 2,444 | 24 |
| $\quad$ Total | $\$ 64,692$ | $\$ 688$ | $\$ 80,419$ | $\$ 2,116$ |

[^2]Impaired Loans
At December 31, 2010
Unpaid
Recorded Principal
Investment Balance Related (refined) (refined) Allowance (In thousands)
Impaired loans with no related allowance recorded:

| Commercial | $\$ 22,392$ | $\$ 35,127$ | $\$-$ |
| :--- | ---: | ---: | :---: |
| Commercial real estate | 47,081 | 69,627 | - |
| Construction | 17,639 | 36,244 | - |
| Residential real estate | 449 | 451 | - |
| Consumer installments and other | 2,192 | 3,077 | - |


| Impaired loans with an allowance recorded: |  |  |  |
| :--- | :---: | :---: | :---: |
| Construction | 3,700 | 3,700 | 1,365 |
| Total: |  |  |  |
| $\quad$ Commercial | 47,092 | $\$ 35,127$ | $\$-$ |
| Commercial real estate | 21,339 | 39,627 | - |
| Construction | 449 | 451 | 1,365 |
| Residential real estate | 2,192 | 3,077 | - |
| Consumer installments and other |  |  |  |

During the nine months ended September 30, 2011, the Company restructured one troubled debt with a carrying value of $\$ 3,183$ thousand pre-and post-modification; such loan was on nonaccrual status at September 30, 2011. The Company had no troubled debt restructuring during the nine months ended September 30, 2010.

The Company pledges loans to secure borrowings from the Federal Home Loan Bank (FHLB). At September 30, 2011, loans pledged to secure borrowing totaled $\$ 77,431$ thousand compared with $\$ 137,954$ thousand at December 31, 2010. The FHLB does not have the right to sell or repledge such loans.

There were no loans held for sale at September 30, 2011 and December 31, 2010.

## Note 6: Concentration of Credit Risk

The Company's business activity is with customers in Northern and Central California. The loan portfolio is well diversified within the Company's geographic market, although the Company has significant credit arrangements that are secured by real estate collateral. In addition to real estate loans outstanding as disclosed in Note 5, the Company had loan commitments and standby letters of credit related to real estate loans of $\$ 4,266$ thousand and $\$ 13,048$ thousand at September 30, 2011 and December 31, 2010, respectively. The Company requires collateral on all real estate loans with loan-to-value ratios generally no greater than $75 \%$ on commercial real estate loans and no greater than $80 \%$ on residential real estate loans at origination.

Note 7: Goodwill and Identifiable Intangible Assets

The Company has recorded goodwill and other identifiable intangibles associated with purchase business combinations. Goodwill is not amortized, but is periodically evaluated for impairment. The Company did not recognize impairment during the nine months ended September 30, 2011.

The carrying values of goodwill were (in thousands):

Identifiable intangibles are amortized to their estimated residual values over their expected useful lives. Such lives and residual values are also periodically reassessed to determine if any amortization period adjustments are indicated. During the nine months ended September 30, 2011, no such adjustments were recorded.

The gross carrying amount of identifiable intangible assets and accumulated amortization was:

|  | At September 30, 2011 |  | $\begin{gathered} \text { At December 31, } \\ 2010 \end{gathered}$ |  |
| :---: | :---: | :---: | :---: | :---: |
|  | (In thousands) |  |  |  |
|  |  | Accumulated Amortization |  | Accumulated Amortization |
| Core deposit intangibles | \$56,808 | \$ (28,750 | \$56,808 | \$ (24,719 |
| Merchant draft processing intangible | 10,300 | (8,259 | 10,300 | (7,785 |
| Total identifiable intangible assets | \$67,108 | \$ (37,009 | \$67,108 | \$ (32,504 |

As of September 30, 2011, the current year and estimated future amortization expense for identifiable intangible assets was:


Note 8: Commitments and Contingent Liabilities
Loan commitments are agreements to lend to a customer provided there is no violation of any condition established in the agreement. Commitments generally have fixed expiration dates or other termination clauses. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future funding requirements. Loan commitments are subject to the Company's normal credit policies and collateral requirements. Unfunded loan commitments were $\$ 389,006$ thousand and $\$ 422,677$ thousand at September 30, 2011 and December 31, 2010, respectively. Standby letters of credit commit the Company to make payments on behalf of customers when certain specified future events occur. Standby letters of credit are primarily issued to support customers' short-term financing requirements and must meet the Company's normal credit policies and collateral requirements. Standby letters of credit outstanding totaled $\$ 24,734$ thousand and $\$ 25,458$ thousand at September 30, 2011 and December 31, 2010, respectively. The Company also had commitments for commercial and similar letters of credit of $\$ 988$ thousand and $\$ 3,351$ thousand at September 30, 2011 and December 31, 2010, respectively.

Due to the nature of its business, the Company is subject to various threatened or filed legal cases resulting from loan collection efforts, transaction processing for deposit accounts including the order of posting transactions and the assessment of overdraft fees, and employment practices. Legal costs related to covered assets are eighty percent indemnified under loss-sharing agreements with the FDIC if certain conditions are met. Like many banks, the Bank is a defendant in a lawsuit alleging it improperly assessed overdraft fees on deposit accounts due to the order in which it processed payments against such deposit accounts. The Bank has reached a preliminary mediated settlement of this matter which is subject to court approval. The Company establishes a liability for contingent litigation losses for any legal matter when payments associated with the claims become probable and the costs can be reasonably estimated. In the second quarter 2011, the Bank accrued a liability for the preliminary mediated settlement.

## Note 9: Fair Value Measurements

The Company uses fair value measurements to record fair value adjustments to certain assets and liabilities and to determine fair value disclosures. Available for sale investment securities are recorded at fair value on a recurring basis. Additionally, from time to time, the Company may be required to record at fair value other assets on a nonrecurring basis, such as certain loans held for investment and other assets. These nonrecurring fair value adjustments typically involve the lower-of-cost-or-fair value accounting or impairment or write-down of
individual assets

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In accordance with the Fair Value Measurement and Disclosure topic of the Codification, the Company bases its fair values on the price that would be received to sell an asset or paid to transfer a liability in the principal market or most advantageous market for an asset or liability in an orderly transaction between market participants on the measurement date. A fair value measurement reflects all of the assumptions that market participants would use in pricing the asset or liability, including assumptions about the risk inherent in a particular valuation technique, the effect of a restriction on the sale or use of an asset, and the risk of nonperformance.

The Company groups its assets and liabilities measured at fair value into a three-level hierarchy, based on the markets in which the assets and liabilities are traded and the reliability of the assumptions used to determine fair value. These levels are:

Level 1 - Valuation is based upon quoted prices for identical instruments traded in active exchange markets, such as the New York Stock Exchange. Level 1 includes U.S. Treasury and federal agency securities, which are traded by dealers or brokers in active markets. Valuations are obtained from readily available pricing sources for market transactions involving identical assets or liabilities.

Level 2 - Valuation is based upon quoted prices for similar instruments in active markets, quoted prices for identical or similar instruments in markets that are not active, and model-based valuation techniques for which all significant assumptions are observable in the market. Level 2 includes mortgage-backed securities, municipal bonds and residential collateralized mortgage obligations as well as other real estate owned and impaired loans collateralized by real property where the fair value is generally based upon independent market prices or appraised values of the collateral.

Level 3 - Valuation is generated from model-based techniques that use significant assumptions not observable in the market. These unobservable assumptions reflect the Company's estimates of assumptions that market participants would use in pricing the asset or liability. Valuation techniques include use of option pricing models, discounted cash flow models and similar techniques. Level 3 includes those impaired loans collateralized by business assets where the expected cash flow has been used in determining the fair value.

Assets Recorded at Fair Value on a Recurring Basis
The table below presents assets measured at fair value on a recurring basis.

|  | $\begin{aligned} & \text { Fair } \\ & \text { Value } \end{aligned}$ |  | At Septem <br> Quoted <br> Prices <br> in Active <br> Markets for <br> Identical <br> Assets <br> (Level 1) <br> (In tho | er 30, 2011 <br> Significant Other <br> Observable Inputs <br> (Level 2 ) <br> sands) | Significant Unobservable Inputs (Level 3 ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury securities | \$3,600 | \$ | 3,600 | \$ | \$ - |
| Securities of U.S. government sponsored entities | 128,498 |  | 128,498 | - | - |
| Municipal bonds: |  |  |  |  |  |
| Federally tax-exempt - California | 84,811 |  |  | 84,811 | - |
| Federally tax-exempt - 28 other states | 174,032 |  |  | 174,032 | - |
| Taxable - California | 1,586 |  | - | 1,586 | - |
| Taxable - 1 other state | 5,382 |  | - | 5,382 | - |
| Residential mortgage-backed securities ("MBS"): |  |  |  |  |  |
| Guaranteed by GNMA | 39,011 |  | - | 39,011 | - |
| Issued by FNMA and FHLMC | 60,295 |  | - | 60,295 | - |
| Residential collateralized mortgage obligations: |  |  |  |  |  |
| Issued or guaranteed by FNMA, FHLMC, or GNMA | 48,657 |  | - | 48,657 | - |
| All other | 5,646 |  | - | 5,646 | - |
| Commercial mortgage-backed securities | 4,624 |  | - | 4,624 | - |
| Asset-backed securities - government guaranteed student loans | 7,651 |  | - | 7,651 | - |
| FHLMC and FNMA stock | 2,787 |  | 2,787 | - | - |
| Corporate securities | 112,777 |  | - | 112,777 | - |
| Other securities | 4,283 |  | 2,324 | 1,959 | - |

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Total securities available for sale
\$683,640 \$ 137,209 \$ 546,431 \$

There were no significant transfers in or out of Levels 1 and 2 for the nine months ended September 30, 2011.

|  | Fair Value |  | At Decem <br> Quoted Prices in Active Markets for Identical Assets (Level 1) (In tho | er 31, 2010 <br> Significant Other <br> Observable Inputs (Level 2 ) usands) | Significant Unobservable Inputs (Level 3 ) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| U.S. Treasury securities | \$3,542 | \$ | 3,542 | \$ - | \$ |
| Securities of U.S. government sponsored entities | 172,877 |  | 172,877 | - | - |
| Municipal bonds: |  |  |  |  |  |
| Federally tax-exempt - California | 83,616 |  | - | 83,616 | - |
| Federally tax-exempt - 29 other states | 170,741 |  | - | 170,741 | - |
| Taxable - California | 6,276 |  | - | 6,276 | - |
| Taxable - 1 other state | 500 |  | - | 500 | - |
| Residential mortgage-backed securities ("MBS"): |  |  |  |  |  |
| Guaranteed by GNMA | 43,557 |  | - | 43,557 | - |
| Issued by FNMA and FHLMC | 66,272 |  | - | 66,272 | - |
| Residential collateralized mortgage obligations: |  |  |  |  |  |
| Issued or guaranteed by FNMA, FHLMC, or GNMA | 18,010 |  | - | 18,010 | - |
| All other | 7,593 |  | - | 7,593 | - |
| Commercial mortgage-backed securities | 5,065 |  | - | 5,065 | - |
| Asset-backed securities - government guaranteed student |  |  |  |  |  |
| FHLMC and FNMA stock | 655 |  | 655 | - | - |
| Corporate securities | 79,191 |  | - | 79,191 | - |
| Other securities | 5,303 |  | 3,342 | 1,961 | - |
| Total securities available for sale | \$671,484 | \$ | 180,416 | \$ 491,068 | \$ |

Assets Recorded at Fair Value on a Nonrecurring Basis
The Company may be required, from time to time, to measure certain assets at fair value on a nonrecurring basis in accordance with GAAP. These adjustments to fair value usually result from application of lower-of-cost-or-market accounting or write-downs of individual assets. For assets measured at fair value on a nonrecurring basis that were still held in the balance sheet at September 30, 2011 and December 31, 2010, the following table provides the level of valuation assumptions used to determine each adjustment and the carrying value of the related assets at period end.

|  | At September 30, 2011 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Fair <br> Value | Level 1 | Level 2 (In thousan | $\begin{aligned} & \text { Level } 3 \\ & \text { ds) } \end{aligned}$ | Total Losses |
| Non-covered other real estate owned (1) | \$5,513 | \$- | \$5,513 | \$- | \$ (600 |
| Covered other real estate owned (2) | 8,651 | - | 8,651 | - | (445 |
| Originated impaired loans (3) | 1,872 | - | 1,872 | - | - |
| Total assets measured at fair value on a nonrecurring basis | \$16,036 | \$- | \$16,036 | \$- | \$ (1,045 |
|  | At December 31, 2010 |  |  |  |  |
|  |  | Level 1 | Level 2 | Level 3 | Total Losses |

Fair
Value

|  | (In thousands) |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: |
| Non-covered other real estate owned (1) | $\$ 1,863$ | $\$-$ | $\$ 1,863$ | $\$-$ | $\$(664)$ |  |
| Originated impaired loans (3) | 4,780 | - | 4,780 | - | $(829$ |  |
| Total assets measured at fair value on a nonrecurring <br> basis | $\$ 6,643$ | $\$-$ | $\$ 6,643$ | $\$-$ | $\$(1,493)$ |  |

(1) Represents the fair value of foreclosed real estate owned that was measured at fair value subsequent to their initial classification as foreclosed assets.
(2) Represents the fair value of foreclosed real estate owned that is covered by the Indemnification Agreement with the FDIC where the real estate was written down subsequent to its initial classification as foreclosed assets. Total losses are reduced by the $80 \%$ indemnified loss percentage.

[^3](3) Represents carrying value of loans for which adjustments are predominantly based on the appraised value of the collateral and loans considered impaired under FASB ASC 310-10-35, Subsequent Measurement of Receivables, where a specific reserve has been established or a chargeoff has been recorded.

## Disclosures about Fair Value of Financial Instruments

The following section describes the valuation methodologies used by the Company for estimating fair value of financial instruments not recorded at fair value.

Cash and Due from Banks The carrying amount of cash and amounts due from banks approximate fair value due to the relatively short period of time between their origination and their expected realization.

Money Market Assets The carrying amount of money market assets approximate fair value due to the relatively short period of time between their origination and their expected realization.

Investment Securities Held to Maturity The fair values of investment securities were estimated using quoted prices as described above for Level 1 and Level 2 valuation.

Loans Loans were separated into two groups for valuation. Variable rate loans, except for those described below, which reprice frequently with changes in market rates were valued using historical cost. Fixed rate loans and variable rate loans that have reached their minimum contractual interest rates were valued by discounting the future cash flows expected to be received from the loans using current interest rates charged on loans with similar characteristics. Additionally, the allowance for loan losses of $\$ 32,893$ thousand at September 30, 2011 and $\$ 35,636$ thousand at December 31, 2010 and the fair value discount due to credit default risk associated with purchased covered and purchased non-covered loans of $\$ 48,965$ thousand and $\$ 16,546$ thousand, respectively at September 30, 2011 and $\$ 61,784$ thousand and $\$ 32,382$ thousand, respectively at December 31, 2010 were applied against the estimated fair values to recognize estimated future defaults of contractual cash flows. The Company does not consider these values to be a liquidation price for the loans.

FDIC Receivable The fair value of the FDIC receivable recorded in Other Assets was estimated by discounting estimated future cash flows using current market rates for financial instruments with similar characteristics.

Deposit Liabilities The carrying amount of checking accounts, savings accounts and money market accounts approximates fair value due to the relatively short period of time between their origination and their expected realization. The fair values of time deposits were estimated by discounting estimated future cash flows related to these financial instruments using current market rates for financial instruments with similar characteristics.

Short-Term Borrowed Funds The carrying amount of securities sold under agreement to repurchase and other short-term borrowed funds approximate fair value due to the relatively short period of time between their origination and their expected realization. The fair values of term repurchase agreements were estimated by using interpolated yields for financial instruments with similar characteristics.

Federal Home Loan Bank Advances The fair values of FHLB advances were estimated by using interpolated yields for financial instruments with similar characteristics.

Debt Financing and Notes Payable The fair values of debt financing and notes payable were estimated by using interpolated yields for financial instruments with similar characteristics.

Restricted Performance Share Grants The fair value of liabilities for unvested restricted performance share grants recorded in Other Liabilities were estimated using quoted prices as described above for Level 1 valuation.

The table below is a summary of fair value estimates for financial instruments, excluding financial instruments recorded at fair value on a recurring basis. The values assigned do not necessarily represent amounts which ultimately may be realized. In addition, these values do not give effect to discounts to fair value which may occur when financial instruments are sold in larger quantities. The carrying amounts in the following table are recorded in the balance sheet under the indicated captions.

The Company has not included assets and liabilities that are not financial instruments, such as goodwill, long-term relationships with deposit, merchant processing and trust customers, other purchased intangibles, premises and equipment, deferred taxes and other assets and liabilities. The total estimated fair values do not represent, and should not be construed to represent, the underlying value of the Company.
$\left.\begin{array}{lcccc} & \text { At September 30, 2011 } \\ \text { Carrying } \\ \text { Estimated }\end{array} \begin{array}{c}\text { At December 31, 2010 } \\ \text { Carrying }\end{array} \begin{array}{c}\text { Estimated } \\ \text { Amount }\end{array}\right)$

The majority of the Company's standby letters of credit and other commitments to extend credit carry current market interest rates if converted to loans. No premium or discount was ascribed to these commitments because virtually all funding would be at current market rates.

Note 10: Borrowed Funds
Debt financing and notes payable were as follows:

|  | At |  |
| :--- | :---: | ---: |
|  | September | At December |
|  | 30, | 31, |
|  | 2011 | 2010 |
|  | (In thousands) |  |
| Senior fixed-rate note (1) | $\$ 15,000$ | $\$$ |
| (2) | - | 15,000 |
| Subordinated fixed-rate note | 11,363 |  |
| Total debt financing and notes payable - Parent | $\$ 15,000$ | $\$$ |

(1)Senior note, issued by Westamerica Bancorporation, originated in October 2003 and maturing October 31, 2013. Interest of $5.31 \%$ per annum is payable semiannually on April 30 and October 31, with original principal payment due at maturity.
(2)Subordinated debt, assumed by Westamerica Bancorporation March 1, 2005, originated February 22, 2001. Par amount $\$ 10,000$ thousand, interest of $10.2 \%$ per annum, payable semiannually. Redeemed August 22, 2011 at a premium of approximately 5 percent of the $\$ 10,000$ thousand principal amount.

Note 11: Earnings Per Common Share
The table below shows earnings per common share and diluted earnings per common share. Basic earnings per common share are computed by dividing net income applicable to common equity by the average number of common shares outstanding during the period. Diluted earnings per common share are computed by dividing net income applicable to common equity by the average number of common shares outstanding during the period plus the impact of common stock equivalents.

|  | For the Three Months ended September 30, 2011 2010 (In thousands, except per share data) |  |  |  | For the Nine Months Ended September 30, 2011 $2010$ <br> (In thousands, except per share data) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net income applicable to common equity (numerator) | \$ | 22,432 | \$ | 23,709 | \$ | 66,083 | \$ | 70,846 |
| Basic earnings per common share |  |  |  |  |  |  |  |  |
| Weighted average number of common shares outstanding - basic (denominator) |  | 28,433 |  | 29,127 |  | 28,739 |  | 29,187 |
| Basic earnings per common share | \$ | 0.79 | \$ | 0.81 | \$ | 2.30 | \$ | 2.43 |
| Diluted earnings per common share |  |  |  |  |  |  |  |  |
| Weighted average number of common shares outstanding - basic |  | 28,433 |  | 29,127 |  | 28,739 |  | 29,187 |
| Add exercise of options reduced by the number of shares that could have been purchased with the proceeds of such exercise |  | 65 |  | 258 |  | 140 |  | 328 |
| Weighted average number of common shares outstanding - diluted (denominator) |  | 28,498 |  | 29,385 |  | 28,879 |  | 29,515 |
| Diluted earnings per common share | \$ | 0.79 | \$ | 0.81 | \$ | 2.29 | \$ | 2.40 |

For the three and nine months ended September 30, 2011, options to purchase 1,940 thousand and 1,452 thousand shares of common stock, respectively, were outstanding but not included in the computation of diluted net income per share because the option exercise price exceeded the fair value of the stock such that their inclusion would have had an anti-dilutive effect. For the three months and nine months ended September 30, 2010, options to purchase 273 thousand and 285 thousand shares of common stock, respectively, were outstanding but not included in the computation of diluted net income per share because their inclusion would have had an anti-dilutive effect.

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## WESTAMERICA BANCORPORATION FINANCIAL SUMMARY



| Deposits | 4,192,383 |  | 4,072,698 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Shareholders' equity | 553,988 |  | 541,173 |  |  |  |  |  |
| Capital Ratios at Period End: |  |  |  |  |  |  |  |  |
| Total risk based capital | 15.65 | \% | 14.88 | \% |  |  |  |  |
| Tangible equity to tangible assets | 8.35 | \% | 7.95 | \% |  |  |  |  |
| Dividends Paid Per Common Share | \$0.36 |  | \$0.36 |  | \$ 1.08 |  | \$ 1.08 |  |
| Common Dividend Payout Ratio | 46 | \% | 44 | \% | 47 | \% | 45 | \% |

The above financial summary has been derived from the Company's unaudited consolidated financial statements. This information should be read in conjunction with those statements, notes and the other information included elsewhere herein. Percentages under the heading "As Reported" are annualized with the exception of the efficiency ratio.

* Yields on securities and certain loans have been adjusted upward to a "fully taxable equivalent" ("FTE") basis, which is a non-GAAP financial measure, in order to reflect the effect of income which is exempt from federal income taxation at the current statutory tax rate.
** The efficiency ratio is defined as noninterest expense divided by total revenue (net interest income on an FTE basis, which is a non-GAAP financial measure, and noninterest income).


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Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations
Westamerica Bancorporation and subsidiaries (the "Company") reported net income of $\$ 22.4$ million or $\$ 0.79$ diluted earnings per common share for the third quarter 2011 and net income of $\$ 66.1$ million or $\$ 2.29$ diluted earnings per common share for the nine months ended September 30, 2011. The nine months ended September 2011 included $\$ 2.1$ million in litigation settlement accruals which decreased net income by $\$ 1.2$ million and expenses related to the integration of the former Sonoma Valley Bank ("Sonoma") of $\$ 393$ thousand after tax, equivalent to $\$ 0.04$ diluted earnings per common share.

These results compare to net income of $\$ 23.7$ million or $\$ 0.81$ diluted earnings per common share for the third quarter of 2010 and net income of $\$ 70.8$ million or $\$ 2.40$ diluted earnings per common share for the first nine months of 2010. The third quarter of 2010 included a $\$ 178$ thousand gain on the acquisition of Sonoma Valley Bank.

## Acquisition

Westamerica Bank ("Bank") acquired assets and assumed liabilities of the former Sonoma on August 20, 2010. The acquired assets and assumed liabilities were measured at estimated fair values, as required by FASB ASC 805, Business Combinations. Management made significant estimates and exercised significant judgment in accounting for the acquisition. Management judgmentally measured loan fair values based on loan file reviews (including borrower financial statements and tax returns), appraised collateral values, expected cash flows, and historical loss factors. Repossessed loan collateral was primarily valued based upon appraised collateral values. The Bank also recorded an identifiable intangible asset representing the value of the assumed core deposit customer base of Sonoma based on Management's evaluation of the cost of such deposits relative to alternative funding sources. In determining the value of the identifiable intangible asset, Management used significant estimates including average lives of depository accounts, future interest rate levels, the cost of servicing various depository products, and other significant estimates. Management used quoted market prices to determine the fair value of investment securities, Federal Home Loan Bank ("FHLB") advances and other borrowings which were purchased and assumed. The acquired Sonoma operations were fully integrated into the Company's traditional operating systems and practices in February 2011.

## Net Income

Following is a summary of the components of net income for the periods indicated:

| Fro the Three Months |  |  |
| :---: | :---: | :---: |
| Ended | For the Nine Months Ended |  |
| September 30, | September 30, |  |
| 2011 | 2010 | 2011 |

(In thousands, except per share data)


Net income applicable to common equity to average $\begin{array}{lllllllll}\text { total assets (annualized) } & 1.81 & \% & 1.95 & \% & 1.79 & \% & 1.98 & \%\end{array}$
Net income applicable to common equity to average common stockholders' equity (annualized)
$16.44 \quad \% \quad 17.90 \quad \% \quad 16.24 \quad \% \quad 18.32 \quad \%$

Net income for the third quarter of 2011 was $\$ 1.3$ million or $5.4 \%$ less than the same quarter of 2010 , the net result of declines in net interest income (FTE), partially offset by higher noninterest income, lower noninterest expense and lower income tax provision (FTE). A $\$ 2.0$ million or $3.5 \%$ decrease in net interest income (FTE) was mostly attributed to lower yields on earning assets and lower average balances of loans, partially offset by higher average balances of investments, lower rates paid on interest-bearing liabilities and lower average balances of borrowings. The provision for loan losses remained the same, reflecting Management's evaluation of losses inherent in the loan portfolio not covered by loss-sharing agreements with the Federal Deposit Insurance Corporation ("FDIC") and purchased loan credit-default discounts.

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Comparing the first nine months of 2011 to the same period of 2010, net income decreased $\$ 4.8$ million or $6.7 \%$, primarily due to lower net interest income (FTE), lower noninterest income and the $\$ 2.1$ million settlement accrual, partially offset by a decrease in income tax provision (FTE). The lower net interest income (FTE) was primarily caused by lower yields on interest earning assets and a lower average volume of loans, partially offset by higher average balances of investments and lower rates paid on interest-bearing liabilities. The provision for loan losses remained the same, reflecting Management's evaluation of losses inherent in the loan portfolio not covered by loss-sharing agreements with the FDIC and purchased loan credit-default discounts. Noninterest income decreased $\$ 1.1$ million largely due to lower service charges on deposit accounts. Noninterest expense increased $\$ 1.4$ million mostly due to the $\$ 2.1$ million settlement accrual.

## Net Interest Income

Following is a summary of the components of net interest income for the periods indicated:


Net interest income (FTE) decreased during the third quarter of 2011 by $\$ 2.0$ million or $3.5 \%$ from the same period in 2010 to $\$ 54.7$ million, mainly due to lower yields on earning assets (down $0.32 \%$ ) and lower average balances of loans (down $\$ 246$ million), partially offset by higher average balances of investments (up $\$ 271$ million), lower rates paid on interest-bearing liabilities (down $0.14 \%$ ) and lower average balances of borrowings (down $\$ 105$ million).

Comparing the first nine months of 2011 with the corresponding period of 2010, net interest income (FTE) decreased $\$ 4.8$ million or $2.8 \%$, primarily due to lower yields on interest earning assets (down $0.35 \%$ ) and a lower average volume of loans (down $\$ 166$ million), partially offset by higher average balances of investments (up $\$ 229$ million) and lower rates paid on interest-bearing liabilities (down 0.15\%).

Yields on interest-earning assets have declined due to relatively low interest rates prevailing in the market. Economic conditions, competitive pricing and deleveraging by businesses and individuals have reduced loan volumes, placing greater reliance on lower-yielding investment securities. Rates on interest-bearing deposits and borrowings have declined to offset some of the decline in asset yields.

At September 30, 2011, purchased FDIC covered loans represented 22 percent of the Company's loan portfolio. Under the terms of the FDIC loss-sharing agreements, the FDIC is obligated to reimburse the Bank 80 percent of loan interest income foregone on covered loans. Such reimbursements are limited to the lesser of 90 days contractual interest or actual unpaid contractual interest at the time a principal loss is recognized in respect to the underlying loan. The term of the loss-sharing agreement on residential real estate assets is ten years, while the term for loss-sharing on non-residential real estate assets is five years with respect to losses and eight years with respect to loss recoveries.

Interest and Fee Income

Interest and fee income (FTE) for the third quarter of 2011 decreased $\$ 3.0$ million or $5.1 \%$ from the same period in 2010. The decrease was caused by lower average balances of loans and lower yields on earning assets, partially offset by higher average balances of investments. The total average balances of loans declined due to decreases in the average balances of taxable commercial loans (down $\$ 122$ million), commercial real estate loans (down $\$ 49$ million) and residential real estate loans (down $\$ 46$ million), construction loans (down $\$ 21$ million) and tax-exempt commercial loans (down $\$ 19$ million), partially offset by a $\$ 10$ million increase in the average balances of consumer loans. The average investment portfolio increased largely due to higher average balances of municipal securities (up $\$ 96$ million), U.S. Government sponsored entities (up $\$ 74$ million), corporate securities (up $\$ 59$ million) and collateralized mortgage obligations (up $\$ 72$ million), partially offset by a $\$ 38$ million decline in the average balance of residential mortgage backed securities. The average yield on the Company's earning assets decreased from $5.84 \%$ in the third quarter of 2010 to $5.52 \%$ in the corresponding period of 2011 . The composite yield on loans declined $0.13 \%$ to $6.00 \%$ in the third quarter 2011 compared to the corresponding period of 2010 . Nonperforming loans are included in average loan volumes used to compute loan yields; fluctuations in nonaccrual loan volumes impact loan yields. The loan portfolio yield declined due to lower yields on consumer loans (down $0.65 \%$ ), tax-exempt commercial loans (down $0.40 \%$ ), residential real estate loans (down $0.32 \%$ ) and commercial real estate loans (down $0.11 \%$ ), partially offset by increases in yields on construction (up 2.94\%) and taxable commercial loans (up $0.29 \%$ ). The investment portfolio yield decreased $0.51 \%$ to $4.58 \%$. Decreases in yields on collateralized mortgage obligations (down 1.44\%), residential mortgage backed securities (down $0.15 \%$ ), municipal securities (down $0.19 \%$ ) were partially offset by increases in yields on corporate securities (up $0.70 \%$ ) and U.S. government sponsored entities (up $0.20 \%$ ). The decline in loan and investment yields is primarily due to relatively low market rates and competitive loan pricing.

Comparing the first nine months of 2011 with the first nine months of 2010, interest and fee income (FTE) was down $\$ 8.0$ million or $4.5 \%$. The decrease resulted from a lower average volume of loans and lower yields on interest earning assets, partially offset by higher average balances of investments. A lower average balance of the loan portfolio was mostly attributable to decreases in average balances of taxable commercial loans (down $\$ 94$ million), residential real estate loans (down $\$ 45$ million), tax-exempt commercial loans (down $\$ 20$ million) and commercial real estate loans (down $\$ 13$ million), partially offset by a $\$ 7$ million increase in the average balance of consumer loans. The average investment portfolio increased mostly due to higher average balances of U.S. government sponsored entity obligations (up $\$ 112$ million), municipal securities (up $\$ 90$ million) and corporate securities (up $\$ 69$ million), partially offset by a $\$ 47$ million decrease in the average balance of residential mortgage backed securities. The average yield on earning assets for the first nine months of 2011 was $5.56 \%$ compared with $5.91 \%$ in the first nine months of 2010 . The loan portfolio yield for the first nine months of 2011 decreased $0.16 \%$ compared with the first nine months of 2010 primarily due to lower yields on consumer loans (down $0.52 \%$ ), residential real estate loans (down $0.45 \%$ ), tax-exempt commercial loans (down $0.15 \%$ ) and commercial real estate loans (down $0.12 \%$ ), partially offset by increases in yields on taxable commercial loans (up $0.22 \%$ ) and construction loans (up $0.16 \%$ ). The investment portfolio yield declined from $5.24 \%$ in the first nine months of 2010 to $4.65 \%$ in the first nine months of 2011 mainly due to decreases in yields on collateralized mortgage obligations (down $0.90 \%$ ), residential mortgage backed securities (down $0.25 \%$ ) and municipal securities (down $0.18 \%$ ), partially offset by corporate securities (up $0.84 \%$ ).

## Interest Expense

Interest expense in the third quarter of 2011 decreased $\$ 1.0$ million or $33.1 \%$ compared with the same period in 2010. The decrease was attributable to lower rates paid on interest-bearing liabilities (down $0.14 \%$ ) and a shift from higher costing term repurchase agreements and time deposits less than $\$ 100$ thousand to low-cost checking and savings accounts. Such deposits represented $80 \%$ of total deposits in the third quarter 2011 compared with $78 \%$ in the third quarter 2010. Lower average balances of short-term borrowed funds (down $\$ 98$ million), time deposits less than $\$ 100$ thousand (down $\$ 38$ million), time deposits more than $\$ 100$ thousand (down $\$ 19$ million) and debt financing and notes payable (down $\$ 5$ million) were partially offset by higher average balances of preferred money market savings (up $\$ 55$ million), money market savings (up $\$ 45$ million), money market checking accounts (up $\$ 29$ million) and regular savings (up $\$ 25$ million). Lower average balances of short-term borrowed funds were attributable to repayment of term repurchase agreements of $\$ 100$ million in December of 2010. A lower average volume of debt financing and notes payable was due to repayment of a $\$ 10$ million subordinated debt in August of 2011. The average rate paid on interest-bearing liabilities decreased from $0.43 \%$ in the third quarter of 2010 to $0.29 \%$ in the same quarter of 2011. Rates on interest-bearing deposits decreased $0.07 \%$ to $0.25 \%$ primarily due to decreases in rates paid on time deposits $\$ 100$ thousand or more (down $0.19 \%$ ), preferred money market savings (down $0.26 \%$ ) and money market savings (down $0.17 \%$ ), partially offset by higher rates paid on time deposits less than $\$ 100$ thousand (up $0.32 \%$ ). Rates on short-term borrowed funds decreased $0.69 \%$. Rates on debt financing payable declined $2.63 \%$ due to the adjustment of the premium amortization on a $\$ 10$ million subordinated note, which the Company redeemed in August 2011.

Comparing the first nine months of 2011 with the first nine months of 2010, interest expense declined $\$ 3.2$ million or $33.2 \%$, due to lower rates paid on interest-bearing liabilities and a shift from higher costing term repurchase agreements and time deposits less than $\$ 100$ thousand to low-cost checking and savings accounts. Higher average balances of Federal Home Loan Bank advances (up $\$ 23$ million), money market savings (up $\$ 53$ million), preferred money market savings (up $\$ 50$ million), money market checking accounts (up $\$ 40$ million) and regular savings (up $\$ 29$ million) were partially offset by lower average balances of short-term borrowed funds (down $\$ 103$ million) and time deposits less than $\$ 100$ thousand (down $\$ 42$ million). Lower average balances of short-term borrowed funds were attributable to repayment of term repurchase agreements of $\$ 100$ million in December of 2010. Rates paid on interest-bearing liabilities averaged $0.31 \%$ during the first nine months of 2011 compared with $0.46 \%$ for the first nine months of 2010 mainly due to lower rates on time deposits over $\$ 100$ thousand (down $0.18 \%$ ), money market savings
(down $0.17 \%$ ), preferred money market savings (down $0.30 \%$ ), short-term borrowed funds (down $0.74 \%$ ), Federal Home Loan Bank advances (down $0.25 \%$ ) and debt financing and notes payable (down 3.13\%), partially offset by a $0.14 \%$ increase in rates on time deposits less than $\$ 100$ thousand. Rates on debt financing payable declined due to the adjusted premium amortization described in the preceding paragraph.

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## Net Interest Margin (FTE)

The following summarizes the components of the Company's net interest margin for the periods indicated:

|  | For the Three Months Ended September 30, |  |  |  | For the Nine Months <br> Ended <br> September 30, <br> 2011 2010 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2011 |  | 2010 |  |  |  |  |  |
| Yield on earning assets (FTE) | 5.52 | \% | 5.84 | \% | 5.56 | \% | 5.91 | \% |
| Rate paid on interest-bearing liabilities | 0.29 | \% | 0.43 | \% | 0.31 | \% | 0.46 | \% |
| Net interest spread (FTE) | 5.23 | \% | 5.41 | \% | 5.25 | \% | 5.45 | \% |
| Impact of all other net noninterest bearing funds | 0.09 | \% | 0.13 | \% | 0.10 | \% | 0.14 | \% |
| Net interest margin (FTE) | 5.32 | \% | 5.54 | \% | 5.35 | \% | 5.59 | \% |

During the third quarter of 2011, the net interest margin (FTE) decreased $0.22 \%$ compared with the same period in 2010. Yields on interest-earning assets have declined due to relatively low interest rates prevailing in the market. Economic conditions and deleveraging by businesses and individuals have reduced loan volumes, placing greater reliance on lower-yielding investment securities. Rates on interest-bearing deposits and borrowings have declined to offset some of the decline in asset yields. Lower yields on earning assets were partially offset by lower rates paid on interest-bearing liabilities and resulted in a $0.18 \%$ decrease in net interest spread (FTE). The net interest margin contribution of noninterest-bearing demand deposits increased the net interest margin (FTE) to $5.32 \%$. The net interest margin (FTE) in the first nine months of 2011 was $5.35 \%$ compared with $5.59 \%$ in the first nine months of 2010, the net result of a $0.35 \%$ decrease in earning asset yields, partially offset by lower cost of interest-bearing liabilities (down $0.15 \%$ ). The margin contribution from noninterest bearing demand deposits declined from $0.14 \%$ in the first nine months of 2010 to $0.10 \%$ in the first nine months of 2011.

## Summary of Average Balances, Yields/Rates and Interest Differential

The following tables present, for the periods indicated, information regarding the Company's consolidated average assets, liabilities and shareholders' equity, the amount of interest income from average earning assets and the resulting annualized yields, and the amount of interest expense paid on average interest-bearing liabilities and the resulting annualized rate paid. Average loan balances include nonperforming loans. Interest income includes proceeds from loans on nonaccrual status only to the extent cash payments have been received and applied as interest income. The amount of gross interest income that would have been recorded if all nonaccrual loans had been current in accordance with their original terms while outstanding was $\$ 1.1$ million and $\$ 4.4$ million in the third quarter and first nine months of 2011, respectively, compared with $\$ 1.6$ million and $\$ 4.7$ million for the third quarter and first nine months of 2010, respectively. The amount of interest income that was recognized on nonaccrual loans from all cash payments made during the three and nine months ended September 30, 2011, totaled $\$ 1.0$ million and $\$ 3.9$ million, respectively, compared with $\$ 1.7$ million and $\$ 5.2$ million for the third quarter and first nine months of 2010, respectively. There were no cash payments received that were applied against the book balance of nonaccrual purchased covered loans outstanding at September 30, 2011 in the third quarter and first nine months of 2011. Cash payments of $\$ 60$ thousand received in the first nine months of 2010, which were applied against the book balance of nonaccrual loans outstanding at September 30, 2010, were received in the third quarter 2010. Yields on securities and certain loans have been adjusted upward to reflect the effect of income that is exempt from federal income taxation at the current statutory tax rate (FTE).

For the Three Months Ended September 30, 2011

Yields

|  | Interest | Yields <br> Earned/ |
| :---: | ---: | ---: |
| Average | Income/ | Rates |
| Balance | Expense | Paid |

Assets:
Money market assets and funds sold $\quad \$ 281 \quad \$-\quad$ -
Investment securities:

| Available for sale | 453,330 | 2,989 | 2.64 | $\%$ |
| :--- | :--- | :--- | :--- | :--- | :--- |
| Taxable | 252,356 | 3,895 | 6.17 | $\%$ |


| Held to maturity |  |  |  |
| :--- | :--- | :--- | :--- |
| Taxable | 209,826 | 1,635 | 3.12 |
| Tax-exempt (1) | 486,142 | 7,538 | 6.20 |

Loans:

| Commercial: |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Taxable | 415,219 | 6,901 | 6.59 | $\%$ |
| Tax-exempt (1) | 145,672 | 2,270 | 6.18 | $\%$ |
| Commercial real estate | $1,185,692$ | 19,557 | 6.54 | $\%$ |
| Real estate construction | 49,972 | 1,072 | 8.51 | $\%$ |
| Real estate residential | 309,203 | 3,013 | 3.90 | $\%$ |
| Consumer | 585,327 | 7,876 | 5.34 | $\%$ |
| Total loans (1) | $2,691,085$ | 40,689 | 6.00 | $\%$ |
| $\quad$ Total Interest earning assets (1) | $4,093,020$ | $\$ 56,746$ | 5.52 | $\%$ |
| Other assets | 827,462 |  |  |  |

Total assets \$4,920,482

Liabilities and shareholders' equity
Deposits:

| Noninterest bearing demand | \$ 1,494,773 | \$- | - | \% |
| :---: | :---: | :---: | :---: | :---: |
| Savings and interest-bearing transaction | 1,826,688 | 597 | 0.13 | \% |
| Time less than \$100,000 | 303,768 | 556 | 0.73 | \% |
| Time \$100,000 or more | 530,583 | 524 | 0.39 | \% |
| Total interest-bearing deposits | 2,661,039 | 1,677 | 0.25 | \% |
| Short-term borrowed funds | 105,382 | 76 | 0.29 | \% |
| Federal Home Loan Bank advances | 35,309 | 118 | 1.34 | \% |
| Debt financing and notes payable | 21,075 | 200 | 3.80 | \% |
| Total interest-bearing liabilities | 2,822,805 | \$2,071 | 0.29 | \% |
| Other liabilities | 61,535 |  |  |  |
| Shareholders' equity | 541,369 |  |  |  |
| Total liabilities and shareholders' equity | \$4,920,482 |  |  |  |
| Net interest spread (1) (2) |  |  | 5.23 | \% |
| Net interest income and interest margin (1) (3) |  | \$54,675 | 5.32 | \% |

(1) Interest and rates calculated on a fully taxable equivalent basis using the current statutory federal tax rate.
(2) Net interest spread represents the average yield earned on earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and expense (annualized), divided by the average balance of earning assets.

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For the Three Months Ended September 30, 2010

| Average | Interest | Rates |
| :---: | :---: | ---: |
| Income/ | Earned/ |  |
| Balance | Expense | Paid |
| (In thousands) |  |  |

Assets:
$\begin{array}{lllll}\text { Money market assets and funds sold } & \$ 5,130 & \$ 1 & 0.08 & \%\end{array}$
Investment securities:

| Available for sale | 302,176 | 2,158 | 2.86 | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| Taxable | 187,405 | 3,059 | 6.53 | $\%$ |
| Tax-exempt (1) |  |  |  |  |
| Held to maturity | 166,634 | 1,798 | 4.32 | $\%$ |
| Taxable | 469,715 | 7,367 | 6.27 | $\%$ |
| Tax-exempt (1) |  |  |  |  |
| Loans: | 537,116 | 8,534 | 6.30 | $\%$ |
| Commercial: | 164,838 | 2,733 | 6.58 | $\%$ |
| Taxable | $1,234,475$ | 20,696 | 6.65 | $\%$ |
| Tax-exempt (1) | 71,043 | 998 | 5.57 | $\%$ |
| Commercial real estate | 355,103 | 3,744 | 4.22 | $\%$ |
| Real estate construction | 574,926 | 8,677 | 5.99 | $\%$ |
| Real estate residential | $2,937,501$ | 45,382 | 6.13 | $\%$ |
| Consumer | $4,068,561$ | $\$ 59,765$ | 5.84 | $\%$ |
| Total loans (1) | 766,796 |  |  |  |
| Total earning assets (1) |  |  |  |  |
| Other assets | $\$ 4,835,357$ |  |  |  |
| Total assets |  |  |  |  |

Liabilities and shareholders' equity
Deposits:

| Noninterest bearing demand | $\$ 1,417,638$ | $\$-$ | - |  |
| :--- | :--- | :--- | :--- | :--- |
| Savings and interest-bearing transaction | $1,672,458$ | 892 | 0.21 | $\%$ |
| Time less than $\$ 100,000$ | 341,882 | 357 | 0.41 | $\%$ |
| Time $\$ 100,000$ or more | 549,459 | 798 | 0.58 | $\%$ |
| $\quad$ Total interest-bearing deposits | $2,563,799$ | 2,047 | 0.32 | $\%$ |
| Short-term borrowed funds | 203,841 | 511 | 0.98 | $\%$ |
| Federal Home Loan Bank advances | 36,298 | 113 | 1.22 | $\%$ |
| Debt financing and notes payable | 26,417 | 425 | 6.43 | $\%$ |
| $\quad$ Total interest-bearing liabilities | $2,830,355$ | $\$ 3,096$ | 0.43 | $\%$ |
| Other liabilities | 61,734 |  |  |  |
| Shareholders' equity | 525,630 |  |  |  |
|  |  |  |  |  |
| Total liabilities and shareholders' equity | $\$ 4,835,357$ |  |  |  |


| Net interest spread (1) (2) | 5.41 | $\%$ |
| :--- | :---: | :---: |
| Net interest income and interest margin (1) (3) | $\$ 56,669$ | 5.54 |

(1) Interest and rates calculated on a fully taxable equivalent basis using the current statutory federal tax rate.
(2) Net interest spread represents the average yield earned on earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and expense (annualized), divided by the average balance of earning assets.

For the Nine Months Ended
September 30, 2011

|  | Interest | Yields <br> Earned/ |
| :---: | ---: | ---: |
| Average | Income/ | Rates |
| Balance | Expense | Paid |
| (In thousands) |  |  |

Assets:
Money market assets and funds sold $\quad \$ 386 \quad \$-\quad$ -
Investment securities:

| Available for sale |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Taxable | 452,444 | 8,368 | 2.47 | $\%$ |
| Tax-exempt (1) | 264,379 | 12,348 | 6.23 | $\%$ |
| Held to maturity |  |  |  |  |
| Taxable | 157,623 | 4,236 | 3.58 | $\%$ |
| Tax-exempt (1) | 472,228 | 22,038 | 6.22 | $\%$ |
| Loans: |  |  |  |  |
| Commercial: | 452,372 | 21,985 | 6.50 | $\%$ |
| Taxable | 149,634 | 7,207 | 6.44 | $\%$ |
| Tax-exempt (1) | $1,219,657$ | 59,502 | 6.52 | $\%$ |
| Commercial real estate | 64,044 | 2,789 | 5.82 | $\%$ |
| Real estate construction | 318,546 | 9,540 | 3.99 | $\%$ |
| Real estate residential | 582,585 | 24,020 | 5.51 | $\%$ |
| Consumer | $2,786,838$ | 125,043 | 6.00 | $\%$ |
| Total loans (1) | $4,133,898$ | $\$ 172,033$ | 5.56 | $\%$ |
| Total earning assets (1) | 795,803 |  |  |  |
| Other assets | $\$ 4,929,701$ |  |  |  |

Liabilities and shareholders' equity
Deposits:

| Noninterest bearing demand | $\$ 1,474,983$ | $\$-$ | - | $\%$ |
| :--- | :--- | :--- | :--- | :--- |
| Savings and interest-bearing transaction | $1,811,962$ | 1,915 | 0.14 | $\%$ |
| Time less than $\$ 100,000$ | 318,613 | 1,598 | 0.67 | $\%$ |
| Time $\$ 100,000$ or more | 540,625 | 1,831 | 0.45 | $\%$ |
| $\quad$ Total interest-bearing deposits | $2,671,200$ | 5,344 | 0.27 | $\%$ |
| Short-term borrowed funds | 106,449 | 184 | 0.23 | $\%$ |
| Federal Home Loan Bank advances | 47,027 | 398 | 1.13 | $\%$ |
| Debt financing and notes payable | 24,447 | 601 | 3.28 | $\%$ |
| $\quad$ Total interest-bearing liabilities | $2,849,123$ | $\$ 6,527$ | 0.31 | $\%$ |
| Other liabilities | 61,539 |  |  |  |
| Shareholders' equity | 544,056 |  |  |  |
| $\quad$ Total liabilities and shareholders' equity | $\$ 4,929,701$ |  |  |  |
| Net interest spread (1) (2) |  |  | $\$ 165,506$ | 5.25 |
| Net interest income and interest margin $(1)(3)$ |  |  | $\%$ |  |

(1) Interest and rates calculated on a fully taxable equivalent basis using the current statutory federal tax rate.
(2) Net interest spread represents the average yield earned on earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and expense (annualized), divided by the average balance of earning assets.

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For the Nine Months Ended
September 30, 2010

| Average | Interest | Rates |
| :---: | :---: | ---: |
| Income/ | Earned/ |  |
| Balance | Expense | Paid |
| (In thousands) |  |  |

Assets:
$\begin{array}{llll}\text { Money market assets and funds sold } & \$ 2,174 & \$ 2 & 0.12 \quad \%\end{array}$
Investment securities:

| Available for sale |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| Taxable | 272,141 | 6,465 | 3.17 | $\%$ |
| Tax-exempt (1) | 171,122 | 8,466 | 6.60 | $\%$ |
| Held to maturity |  |  |  |  |
| Taxable | 186,336 | 6,119 | 4.38 | $\%$ |
| Tax-exempt (1) | 486,651 | 22,906 | 6.28 | $\%$ |
| Loans: |  |  |  |  |
| Commercial: | 546,269 | 25,660 | 6.28 | $\%$ |
| Taxable | 169,314 | 8,344 | 6.59 | $\%$ |
| Tax-exempt (1) | $1,232,406$ | 61,229 | 6.64 | $\%$ |
| Commercial real estate | 65,352 | 2,767 | 5.66 | $\%$ |
| Real estate construction | 363,337 | 12,104 | 4.44 | $\%$ |
| Real estate residential | 575,987 | 25,984 | 6.03 | $\%$ |
| Consumer | $2,952,665$ | 136,088 | 6.16 | $\%$ |
| Total loans (1) | $4,071,089$ | $\$ 180,046$ | 5.91 | $\%$ |
| Total earning assets (1) | 722,177 |  |  |  |
| Other assets | $\$ 4,793,266$ |  |  |  |
| Total assets |  |  |  |  |

Liabilities and shareholders' equity
Deposits:

| Noninterest bearing demand | $\$ 1,394,033$ | $\$-$ | - |  |
| :--- | :--- | :--- | :--- | :--- |
| Savings and interest-bearing transaction | $1,640,421$ | 2,725 | 0.22 | $\%$ |
| Time less than $\$ 100,000$ | 360,929 | 1,425 | 0.53 | $\%$ |
| Time $\$ 100,000$ or more | 548,848 | 2,566 | 0.63 | $\%$ |
| $\quad$ Total interest-bearing deposits | $2,550,198$ | 6,716 | 0.35 | $\%$ |
| Short-term borrowed funds | 209,846 | 1,538 | 0.97 | $\%$ |
| Federal Home Loan Bank advances | 23,767 | 249 | 1.38 | $\%$ |
| Debt financing and notes payable | 26,450 | 1,272 | 6.41 | $\%$ |
| $\quad$ Total interest-bearing liabilities | $2,810,261$ | $\$ 9,775$ | 0.46 | $\%$ |
| Other liabilities | 71,851 |  |  |  |
| Shareholders' equity | 517,121 |  |  |  |

Total liabilities and shareholders' equity \$4,793,266

| Net interest spread (1) (2) |  | 5.45 |
| :--- | ---: | :--- |
| Net interest income and interest margin (1) (3) | $\$ 170,271$ | 5.59 |

(1) Interest and rates calculated on a fully taxable equivalent basis using the current statutory federal tax rate.
(2) Net interest spread represents the average yield earned on earning assets minus the average rate paid on interest-bearing liabilities.
(3) Net interest margin is computed by calculating the difference between interest income and expense (annualized), divided by the average balance of earning assets.

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Summary of Changes in Interest Income and Expense due to Changes in Average Asset \& Liability Balances and Yields Earned \& Rates Paid

The following tables set forth a summary of the changes in interest income and interest expense due to changes in average asset and liability balances (volume) and changes in average interest rates for the periods indicated. Changes not solely attributable to volume or rates have been allocated in proportion to the respective volume and rate components.

Interest and fee income:
Money market assets and funds sold \$ - \$ (1 \$ \$ (1)

Investment securities:

| Available for sale |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Taxable | 1,010 |  | (179 | ) | 831 |  |
| Tax-exempt (1) | 1,013 |  | (177 | ) | 836 |  |
| Held to maturity |  |  |  |  |  |  |
| Taxable | 408 |  | (571 | ) | (163 | ) |
| Tax-exempt (1) | 256 |  | (85 | ) | 171 |  |
| Loans: |  |  |  |  |  |  |
| Commercial: |  |  |  |  |  |  |
| Taxable | (2,011 | ) | 378 |  | (1,633 | ) |
| Tax-exempt (1) | (305 | ) | (158 | ) | (463 | ) |
| Commercial real estate | (808 | ) | (331 | ) | (1,139 | ) |
| Real estate construction | (352 | ) | 426 |  | 74 |  |
| Real estate residential | (461 | ) | (270 | ) | (731 | ) |
| Consumer | 155 |  | (956 | ) | (801 | ) |
| Total loans (1) | (3,782 | ) | (911 | ) | (4,693 | ) |
| Total decrease in interest and fee income (1) | (1,095 | ) | (1,924 | ) | (3,019 | ) |

Interest expense:
Deposits:

| Savings and interest-bearing transaction | 76 |  | (371 | ) | (295 | ) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Time less than \$100,000 | (44 | ) | 243 |  | 199 |  |
| Time \$100,000 or more | (27 | ) | (247 | ) | (274 | ) |
| Total interest-bearing deposits | 5 |  | (375 | ) | (370 | ) |
| Short-term borrowed funds | (176 | ) | (259 | ) | (435 | ) |
| Federal Home Loan Bank advances | (3 | ) | 8 |  | 5 |  |
| Debt financing and notes payable | (74 | ) | (151 | ) | (225 | ) |
| Total decrease in interest expense | (248 | ) | (777 | ) | (1,025 | ) |
| Decrease in Net Interest Income (1) | \$ (847 | ) | \$ (1,147 | ) | \$ (1,994 | ) |

(1) Amounts calculated on a fully taxable equivalent basis using the current statutory federal tax rate.

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For the Nine Months Ended September 30, 2011
compared with
For the Nine Months Ended September 30, 2010

Volume | Rate |
| :---: |
| (In thousands) |$\quad$ Total

Interest and fee income:
Money market assets and funds sold $\quad \$(1 \quad$ ) \$ (1 ) \$ (2 )
Investment securities:
$\left.\begin{array}{lllll}\hline \text { Available for sale } & 3,566 & (1,663 & ) & 1,903 \\ \hline \text { Taxable } & 4,377 & (495 & ) & 3,882 \\ \hline \text { Tax-exempt (1) } & & & & \\ \hline \text { Held to maturity } & (864 & ) & (1,019 & ) \\ \text { Taxable } & (674 & ) & (194 & ) \\ \hline \text { Tax-exempt (1) } & & & & (8,883 \\ \hline\end{array}\right)$

Interest expense:
Deposits:
$\left.\begin{array}{llllll}\text { Savings and interest-bearing transaction } & 262 & (1,072 & ) & (810 & ) \\ \text { Time less than } \$ 100,000 & (181 & ) & 354 & 173 & \\ \text { Time } \$ 100,000 \text { or more } & (38 & ) & (697 & ) & (735\end{array}\right)$
(1) Amounts calculated on a fully taxable equivalent basis using the current statutory federal tax rate.

Provision for Loan Losses

The Company manages credit costs by consistently enforcing conservative underwriting and administration procedures and aggressively pursuing collection efforts with troubled debtors.

The Company recorded purchased County and Sonoma loans at estimated fair value upon the acquisition dates of February 6, 2009 and August 20, 2010, respectively. Such fair values were recognized for individual loans, although small balance homogenous loans were pooled for valuation purposes. The valuation discounts recorded for purchased loans included Management's assessment of the risk of principal loss under economic and borrower conditions
prevailing on the date of purchase. Any deterioration in such conditions or reassessment by Management could require additional loss recognition through a provision for loan losses. The purchased County loans are "covered" by loss-sharing agreements the Company entered with the FDIC which mitigates any additional losses during the term of the agreements.

Management believes the overall borrower and economic conditions have been relatively stable for the purchased County loans. However, a provision for loan losses of $\$ 428$ thousand, net of FDIC indemnification, was recorded for two County loan customers during the third quarter 2011. Management believes the overall borrower and economic conditions have been relatively stable for the purchased Sonoma loans; no provision for loan losses was recorded for Sonoma loans during the third quarter 2011. Management regularly evaluates the acquisition date fair value discounts and, in its judgment, believes the fair value discounts remaining at September 30, 2011 represent appropriate loss estimates inherent in the purchased loans. However, no assurance can be given that future provisions for loan losses related to purchased loans will not be necessary.

The Company provided $\$ 2,372$ thousand and $\$ 7,972$ thousand for loan losses related to originated loans in the third quarter and first nine months 2011, respectively, compared to $\$ 2,800$ thousand and $\$ 8,400$ thousand for comparable periods in 2010. The provision reflects Management's assessment of credit risk in the originated loan portfolio for each of the periods presented.

For further information regarding credit risk, the FDIC loss-sharing agreements, net credit losses and the allowance for loan losses, see Note 5 and the "Loan Portfolio Credit Risk" and "Allowance for Credit Losses" sections of this report.

Noninterest Income
The following table summarizes the components of noninterest income for the periods indicated.

| For the Three | For the Nine Months |
| :--- | :---: |
| Months Ended | Ended |
| September 30, | September 30, |
| 2011 2010 | 2011 |
| (In thousands) |  |


| Service charges on deposit accounts | $\$ 7,430$ | $\$ 8,162$ | $\$ 22,529$ | $\$ 25,533$ |
| :--- | :---: | :---: | :---: | :---: |
| Merchant processing services | 2,358 | 2,234 | 6,921 | 6,631 |
| Debit card fees | 1,269 | 1,259 | 3,752 | 3,678 |
| ATM processing fees | 980 | 1,004 | 2,911 | 2,917 |
| Other service fees | 743 | 789 | 2,155 | 2,024 |
| Trust fees | 432 | 429 | 1,407 | 1,257 |
| Check sale income | 207 | 221 | 640 | 676 |
| Safe deposit fees | 188 | 178 | 525 | 504 |
| Financial services commissions | 111 | 211 | 257 | 583 |
| Gain on acquisition | - | 178 | - | 178 |
| Other noninterest income | 1,487 | 406 | 4,142 | 2,330 |
| Total | $\$ 15,205$ | $\$ 15,071$ | $\$ 45,239$ | $\$ 46,311$ |

Noninterest income for the third quarter of 2011 increased by $\$ 134$ thousand or $0.9 \%$ from the same period in 2010. Merchant processing services income increased $\$ 124$ thousand mainly due to increased transaction volumes. Other noninterest income rose $\$ 1$ million mostly due to a $\$ 271$ thousand gain on sale of premises, a $\$ 229$ thousand increase in net recoveries of charged-off purchased loans, a $\$ 173$ thousand gain on retirement of subordinated debt, $\$ 152$ thousand in ACH service fee income and $\$ 148$ thousand in recoveries of unclaimed funds. Service charges on deposits decreased $\$ 732$ thousand primarily due to declines in fees charged on overdrawn accounts and insufficient funds (down $\$ 564$ thousand) and deficit fees charged on analyzed accounts (down $\$ 130$ thousand). New regulations over overdraft fees were adopted July 1, 2010 and limited the Bank's ability to assess overdraft fees. Financial services commissions decreased $\$ 100$ thousand due to lower sales of mutual funds and annuities.

In the first nine months of 2011, noninterest income decreased $\$ 1.1$ million or $2.3 \%$ compared with the first nine months of 2010. Service charges on deposits decreased $\$ 3.0$ million due to declines in fees charged on overdrawn accounts and insufficient funds (down $\$ 2.5$ million) and deficit fees charged on analyzed accounts (down $\$ 476$ thousand). Financial services commissions decreased $\$ 326$ thousand due to lower sales of mutual funds and annuities. Merchant processing services income increased $\$ 290$ thousand mainly due to higher transaction volumes. Trust fees increased $\$ 150$ thousand due to increased accounts. Other noninterest income increased $\$ 1.8$ million primarily due to $\$ 459$ thousand in ACH service fee income, a $\$ 446$ thousand increase in income from net recoveries of charged-off purchased loans, a $\$ 299$ thousand increase in income from investment in real estate, a $\$ 173$ thousand gain on retirement of subordinated debt and $\$ 148$ thousand in recoveries of unclaimed funds.

## Noninterest Expense

The following table summarizes the components of noninterest expense for the periods indicated.

| For the Three | For the Nine Months |
| :---: | :---: |
| Months Ended | Ended |
| September 30, | September 30, |
| 2011 | 2010 | | 2011 | 2010 |
| :---: | :---: |


| Salaries and related benefits | $\$ 14,401$ | $\$ 15,481$ | $\$ 44,388$ | $\$ 46,849$ |
| :--- | :---: | :---: | :---: | :---: |
| Occupancy | 4,010 | 3,962 | 12,085 | 11,561 |
| Outsourced data processing services | 2,165 | 2,187 | 6,743 | 6,629 |
| Amortization of identifiable intangibles | 1,477 | 1,573 | 4,505 | 4,711 |
| Professional fees | 1,185 | 950 | 3,489 | 2,480 |
| Equipment | 943 | 1,067 | 2,915 | 3,234 |
| Courier service | 840 | 826 | 2,535 | 2,636 |
| Deposit insurance assessments | 740 | 1,268 | 2,700 | 3,848 |
| Other real estate owned | 700 | 188 | 1,835 | 653 |
| Loan expense | 578 | 354 | 1,515 | 1,248 |
| Telephone | 422 | 346 | 1,285 | 1,141 |
| Postage | 353 | 322 | 1,083 | 1,251 |
| Stationery and supplies | 272 | 276 | 919 | 956 |
| Operational losses | 226 | 237 | 815 | 615 |
| In-house meetings | 179 | 176 | 540 | 534 |
| Customer checks | 167 | 170 | 511 | 503 |
| Advertising/public relations | 156 | 153 | 488 | 629 |
| Correspondent service charges | 30 | 35 | 92 | 272 |
| Settlements | - | - | 2,100 | 23 |
| Other noninterest expense | 2,539 | 1,937 | 6,471 | 5,862 |
| Total | $\$ 31,383$ | $\$ 31,508$ | $\$ 97,014$ | $\$ 95,635$ |

Noninterest expense decreased $\$ 125$ thousand or $0.4 \%$ in the third quarter 2011 compared with the same period in 2010. Expenses related to other real estate owned were $\$ 512$ thousand higher in the three months ended September 30, 2011 due to payment of delinquent property taxes on real estate repossessed during the period and recognition of declines in value based on recent appraisals. Professional fees increased $\$ 235$ thousand due to higher legal fees. Loan expense increased $\$ 224$ thousand primarily due to increases in foreclosure expense, appraisal fees and waived fees on foreclosed loans. Salaries and related benefits decreased $\$ 1.1$ million primarily due to a reduction in salaries, decreases in incentives and other benefits partially offset by higher group health insurance costs and annual merit increases in salaries. Deposit insurance assessments declined $\$ 528$ thousand due to new assessment rules effective April 1, 2011. Equipment expense decreased $\$ 124$ thousand mainly due to lower depreciation charges.

Noninterest expense increased $\$ 1.4$ million or $1.4 \%$ in the first nine months of 2011 compared with the same period in 2010 primarily due to $\$ 2.1$ million in settlement accruals. The first nine months of 2011 results also included $\$ 679$ thousand related to pre-integration costs for the acquired Sonoma, primarily outsourced data processing and personnel costs. Sonoma operations were fully integrated in February 2011. Expenses related to other real estate owned were $\$ 1.2$ million higher in the nine months ended September 30, 2011 due to recognition of declines in value based on recent appraisals, payment of delinquent property taxes on real estate repossessed during the period and lower gains on sales of foreclosed assets. Professional fees increased $\$ 1.0$ million due to higher legal fees. Occupancy expense
increased $\$ 524$ thousand primarily due increased rental of bank premises. Loan expense increased $\$ 267$ thousand primarily due to increases in foreclosure expense, appraisal fees and waived fees on foreclosed loans. Operational losses increased $\$ 200$ thousand due to increased fraudulent deposit account and debit card activity and branch robberies. Outsourced data processing services expense increased $\$ 114$ thousand mainly due to merger deconversion costs for Sonoma operations. Salaries and related benefits decreased $\$ 2.5$ million primarily due to a reduction in regular salaries, decreases in incentives, bonuses and other benefits, partially offset by higher group health insurance costs and annual merit increases in salaries. Deposit insurance assessments declined $\$ 1.1$ million due to new assessment rules effective April 1, 2011. Equipment expense declined $\$ 319$ thousand primarily due to lower repairs and maintenance expenses. Amortization of identifiable intangible assets declined $\$ 206$ thousand as intangible assets are amortized on a declining balance method.

## Provision for Income Tax

During the third quarter of 2011, the Company recorded income tax provision (FTE) of $\$ 13.3$ million compared with $\$ 13.7$ million for the third quarter of 2010. The current quarter provision represents an effective tax rate (FTE) of $37.2 \%$, compared with $36.7 \%$ for the third quarter of 2010 . The higher effective tax rate (FTE) for the third quarter 2011 is primarily attributable to lower tax-exempt loan interest for state franchise tax purposes.

The income tax provision (FTE) was $\$ 39.3$ million for the first nine months of 2011 compared with $\$ 41.7$ million for the corresponding period of 2010. The first nine months of 2011 effective tax rate (FTE) was $37.3 \%$ compared to $37.1 \%$ for the same period of 2010 .

## Loan Portfolio Credit Risk

The risk that loan customers do not repay loans granted by the Bank is the most significant risk to the Company. The Company closely monitors the markets in which it conducts its lending operations and follows a strategy to control exposure to loans with high credit risk. The Bank's organization structure separates the functions of business development and loan underwriting; Management believes this segregation of duties avoids inherent conflicts of combining business development and loan approval. In measuring and managing credit risk, the Company adheres to the following practices.

- The Bank maintains a Loan Review Department which reports directly to the Board of Directors. The Loan Review Department performs independent evaluations of loans and assigns credit risk grades to evaluated loans using grading standards employed by bank regulatory agencies. Those loans judged to carry higher risk attributes are referred to as "classified loans." Classified loans receive elevated management attention to maximize collection.
- The Bank maintains two loan administration offices whose sole responsibility is to manage and collect classified loans.

Classified loans with higher levels of credit risk are further designated as "nonaccrual loans." Management places loans on nonaccrual status when full collection of contractual interest and principal payments is in doubt. Interest previously accrued on loans placed on nonaccrual status is charged against interest income, net of estimated FDIC reimbursements under loss- sharing agreements. The Company does not accrue interest income on nonaccrual loans. Interest payments received on nonaccrual loans are applied to reduce the carrying amount of the loan unless the carrying amount is well secured by loan collateral or covered by FDIC loss-sharing agreements. "Nonperforming assets" include nonaccrual loans, loans 90 or more days past due and still accruing, and repossessed loan collateral.

Management believes the overall credit quality of the loan portfolio is reasonably stable; however, classified and nonperforming assets could fluctuate from period to period. The performance of any individual loan can be affected by external factors such as the interest rate environment, economic conditions, and collateral values or factors particular to the borrower. No assurance can be given that additional increases in nonaccrual and delinquent loans will not occur in the future.

On February 6, 2009, the Bank purchased loans and repossessed loan collateral of the former County Bank from the FDIC. This purchase transaction included loss-sharing agreements with the FDIC wherein the FDIC and the Bank share losses on the purchased assets. The loss-sharing agreements significantly reduce the credit risk of these purchased assets. In evaluating credit risk, Management separates the Bank's total loan portfolio between those loans qualifying under the FDIC loss-sharing agreements (referred to as "purchased covered loans") and loans not qualifying under the FDIC loss-sharing agreements (referred to as "purchased non-covered loans" and "originated loans"). At September 30, 2011, purchased covered loans totaled $\$ 575$ million, or 22 percent of total loans, originated loans totaled $\$ 1.9$ billion, or 73 percent of total loans and purchased non-covered loans totaled $\$ 139$ million, or 5 percent of
total loans.

Purchased covered loans and repossessed loan collateral qualify under loss-sharing agreements with the FDIC. Under the terms of the loss-sharing agreements, the FDIC absorbs 80 percent of losses and shares in 80 percent of loss recoveries on the first $\$ 269$ million in losses on purchased covered assets ("First Tier"), and absorbs 95 percent of losses and shares in 95 percent of loss recoveries if losses on purchased covered assets exceed $\$ 269$ million ("Second Tier"). The term of the loss-sharing agreement on residential real estate assets is ten years, while the term for loss-sharing on non-residential real estate assets is five years with respect to losses and eight years with respect to loss recoveries.
The purchased covered assets are primarily located in the California Central Valley, including Merced County. This geographic area currently has some of the weakest economic conditions within California and has experienced significant declines in real estate values. Management expects higher loss rates on purchased covered assets than on originated assets.

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The Bank recorded purchased covered assets at estimated fair value on the February 6, 2009 acquisition date. The credit risk discount ascribed to the $\$ 1.2$ billion acquired loan and repossessed loan collateral portfolio was $\$ 161$ million representing estimated losses inherent in the assets at the acquisition date. The Bank also recorded a related receivable from the FDIC in the amount of $\$ 129$ million representing estimated FDIC reimbursements under the loss-sharing agreements.

The maximum risk to future earnings if First Tier losses exceed Management's estimated $\$ 161$ million in recognized losses under the FDIC loss-sharing agreements follows (dollars in thousands):

| First Tier loss coverage | $\$ 269,000$ |
| :--- | ---: |
| Less: Recognized credit risk discount | 161,203 |
| Exposure to under-estimated risk within First Tier | 107,797 |


| Bank loss-sharing percentage | 20 percent |
| :--- | :--- |
| First Tier risk to Bank, pre-tax | $\$ 21,559$ |
| First Tier risk to Bank, after-tax | $\$ 12,494$ |

Management has judged the likelihood of experiencing losses of a magnitude to trigger Second Tier FDIC reimbursement as remote. The Bank's maximum after-tax exposure to Second Tier losses is $\$ 14$ million as of September 30, 2011, which would be realized only if all covered assets at September 30, 2011 generated no future cash flows.

Purchased covered assets have declined since the acquisition date, and losses have been offset against the estimated credit risk discount. Purchased covered assets totaled $\$ 599$ million at September 30, 2011, net of a credit risk discount of $\$ 49$ million, compared to $\$ 715$ million at December 31, 2010, net of a credit risk discount of $\$ 62$ million. Purchased covered assets are evaluated for risk classification without regard to FDIC indemnification such that Management can identify purchased covered assets with potential payment problems and devote appropriate credit administration practices to maximize collections. Purchased covered assets classified without regard to FDIC indemnification totaled $\$ 186$ million and $\$ 195$ million at September 30, 2011 and December 31, 2010, respectively. FDIC indemnification limits the Company's loss exposure on covered classified assets.

## Allowance for Credit Losses

The Company's allowance for credit losses represents Management's estimate of credit losses inherent in the loan portfolio. In evaluating credit risk for loans, Management measures loss potential of the carrying value of loans. As described above, payments on nonaccrual loans may be applied against the principal balance of the loans until such time as full collection of the remaining recorded balance is expected. Further, the carrying value of purchased loans includes fair value discounts assigned at the time of purchase under the provisions of FASB ASC 805, Business Combinations, and FASB ASC 310-30, Loans or Debt Securities with Deteriorated Credit Quality. Management determined the credit default fair value discounts assigned to purchased loans remained adequate as an estimate of credit losses inherent in purchased loans as of September 30, 2011. The allowance for credit losses represents Management's estimate of credit losses in excess of these principal reductions.

The Company's allowance for credit losses is maintained at a level considered appropriate to provide for losses that can be estimated based upon specific and general conditions. These include conditions unique to individual borrowers, as well as overall credit loss experience, the amount of past due, nonperforming loans and classified loans, FDIC loss-sharing indemnification, recommendations of regulatory authorities, prevailing economic conditions and other factors. A portion of the allowance is specifically allocated to impaired loans whose full collectability is uncertain. Such allocations are determined by Management based on loan-by-loan analyses. A second allocation is based in part on quantitative analyses of historical credit loss experience, in which criticized and classified credit balances
identified through an independent internal credit review process are analyzed using a linear regression model to determine standard loss rates. The results of this analysis are applied to current criticized and classified loan balances to allocate the allowance to the respective segments of the loan portfolio. In addition, loans with similar characteristics not usually criticized using regulatory guidelines are analyzed based on the historical loss rates and delinquency trends, grouped by the number of days the payments on these loans are delinquent. Given currently weak economic conditions, Management is applying further analysis to consumer loans. Current levels of indirect automobile loan losses are compared to initial allowance allocations and, based on Management judgment, additional allocations are applied, if needed, to estimate losses. For residential real estate loans, Management is comparing ultimate loss rates on foreclosed residential real estate properties and applying such loss rates to nonaccrual residential real estate loans. Based on this analysis, Management exercises judgment in allocating additional allowance if deemed appropriate to estimate losses on residential real estate loans. Last, allocations are made to non-criticized and non-classified commercial and commercial real estate loans based on historical loss rates and other statistical data.

The remainder of the allowance is considered to be unallocated. The unallocated allowance is established to provide for probable losses that have been incurred as of the reporting date but not reflected in the allocated allowance. It addresses additional qualitative factors consistent with Management's analysis of the level of risks inherent in the loan portfolio, which are related to the risks of the Company's general lending activity. Included in the unallocated allowance is the risk of losses that are attributable to national or local economic or industry trends which have occurred but have not yet been recognized in loan chargeoff history (external factors). The external factors evaluated by the Company include: economic and business conditions, external competitive issues, and other factors. Also included in the unallocated allowance is the risk of losses attributable to general attributes of the Company's loan portfolio and credit administration (internal factors). The internal factors evaluated by the Company include: loan review system, adequacy of lending Management and staff, loan policies and procedures, problem loan trends, concentrations of credit, and other factors. By their nature, these risks are not readily allocable to any specific loan category in a statistically meaningful manner and are difficult to quantify with a specific number. Management assigns a range of estimated risk to the qualitative risk factors described above based on Management's judgment as to the level of risk, and assigns a quantitative risk factor from the range of loss estimates to determine the appropriate level of the unallocated portion of the allowance. Management considers the $\$ 35.6$ million allowance for credit losses to be adequate as a reserve against credit losses inherent in the loan portfolio as of September 30, 2011.

See Note 5 of the Notes to Unaudited Condensed Consolidated Financial Statements for additional information related to the allowance for credit losses.

## Asset/Liability and Market Risk Management

Asset/liability management involves the evaluation, monitoring and management of interest rate risk, market risk, liquidity and funding. The fundamental objective of the Company's management of assets and liabilities is to maximize its economic value while maintaining adequate liquidity and a conservative level of interest rate risk.

## Interest Rate Risk

Interest rate risk is a significant market risk affecting the Company. Interest rate risk results from many factors. Assets and liabilities may mature or reprice at different times. Assets and liabilities may reprice at the same time but by different amounts. Short-term and long-term market interest rates may change by different amounts. The timing and amount of cash flows of various assets or liabilities may shorten or lengthen as interest rates change. In addition, interest rates may have an impact on loan demand, demand for various deposit products, credit losses, and other elements of earnings such as account analysis fees on commercial deposit accounts and correspondent bank service charges.

In adjusting the Company's asset/liability position, Management attempts to manage interest rate risk while enhancing the net interest margin and net interest income. At times, depending on expected increases or decreases in general interest rates, the relationship between long and short term interest rates, market conditions and competitive factors, Management may adjust the Company's interest rate risk position in order to manage its net interest margin and net interest income. The Company's results of operations and net portfolio values remain subject to changes in interest rates and to fluctuations in the difference between long and short term interest rates.

The Company's asset and liability position ranged from "neutral" to slightly "asset sensitive" at September 30, 2011, depending on the interest rate assumptions applied to the simulation model employed by Management to measure interest rate risk. A "neutral" position results in similar amounts of change in interest income and interest expense resulting from application of assumed interest rate changes. An "asset sensitive" position results in a larger change in interest income than in interest expense resulting from application of assumed interest rate changes. Management's simulation modeling is currently biased toward rising interest rates. Management continues to monitor the interest rate environment as well as economic conditions and other factors it deems relevant in managing the Company's exposure
to interest rate risk.

Management assesses interest rate risk by comparing the Company's most likely earnings plan with various earnings models using many interest rate scenarios that differ in the direction of interest rate changes, the degree of change over time, the speed of change and the projected shape of the yield curve. For example, using the current composition of the Company's balance sheet and assuming an increase of 100 basis points ("bp") in the federal funds rate and an increase of 60 bp in the 10 year Constant Maturity Treasury Bond yield during the same period, earnings are not estimated to change by a meaningful amount compared to the Company's most likely net income plan for the twelve months ending September 30, 2012. Simulation estimates depend on, and will change with, the size and mix of the actual and projected balance sheet at the time of each simulation. In the current operating environment, Management's objective is to maintain a "neutral" to slightly "asset sensitive" interest rate risk position. The Company does not currently engage in trading activities or use derivative instruments to control interest rate risk, even though such activities may be permitted with the approval of the Company's Board of Directors.

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Market Risk - Equity Markets

Equity price risk can affect the Company. As an example, any preferred or common stock holdings, as permitted by banking regulations, can fluctuate in value. Management regularly assesses the extent and duration of any declines in market value, the causes of such declines, the likelihood of a recovery in market value, and its intent to hold securities until a recovery in value occurs. Declines in value of preferred or common stock holdings that are deemed "other than temporary" could result in loss recognition in the Company's income statement.

Fluctuations in the Company's common stock price can impact the Company's financial results in several ways. First, the Company has regularly repurchased and retired its common stock; the market price paid to retire the Company's common stock can affect the level of the Company's shareholders' equity, cash flows and shares outstanding for purposes of computing earnings per share. Second, the Company's common stock price impacts the number of dilutive equivalent shares used to compute diluted earnings per share. Third, fluctuations in the Company's common stock price can motivate holders of options to purchase Company common stock through the exercise of such options thereby increasing the number of shares outstanding. Finally, the amount of compensation expense associated with share based compensation fluctuates with changes in and the volatility of the Company's common stock price.

## Market Risk - Other

Market values of loan collateral can directly impact the level of loan chargeoffs and the provision for loan losses. Other types of market risk, such as foreign currency exchange risk and commodity price risk, are not significant in the normal course of the Company's business activities.

Liquidity and Funding
The Company's routine sources of liquidity are operating earnings, investment securities, consumer and other loans, deposits, and other borrowed funds. During the first nine months of 2011, the Company's operating activities generated $\$ 87.0$ million in liquidity providing most of the funds to pay common shareholders $\$ 31.1$ million in dividends, fund $\$ 45.1$ million in stock repurchases and redeem $\$ 10$ million in subordinated debt. The Company's profitability during the first nine months of 2010 contributed operating cash flows of $\$ 90.0$ million. In the first nine months of 2010, the Company paid $\$ 31.6$ million in common shareholder dividends and used $\$ 22.2$ million to repurchase and retire common stock.

During the first nine months of 2011, investment securities provided $\$ 267.3$ million in liquidity from paydowns and maturities, and loans provided $\$ 240.5$ million in liquidity from scheduled payments and maturities, net of loan fundings. Additionally, deposit growth increased cash $\$ 60.4$ million. First nine months of 2011 liquidity provided most of the funds to purchase securities of $\$ 456.7$ million and to reduce short-term borrowings by $\$ 21.6$ million. During the first nine months of 2010, investment securities provided $\$ 230.5$ million in liquidity from paydowns and maturities and $\$ 279.8$ million was used to purchase securities. Loans provided $\$ 227.1$ million in liquidity from scheduled payments, paydowns and maturities, net of loan fundings. First nine months of 2010, operating and investing liquidity provided funds to meet a net reduction in deposits totaling $\$ 237.8$ million and a $\$ 114.8$ million reduction in short-term borrowed funds. During the first nine months of 2011, other sources of cash from investing activities include proceeds of $\$ 8.0$ million under FDIC loss-sharing agreements compared with $\$ 35.8$ million in the first nine months of 2010 .

The Company projects $\$ 206.2$ million in additional liquidity from investment security paydowns and maturities during the twelve months ending September 30, 2012. At September 30, 2011, $\$ 395.7$ million in residential collateralized mortgage obligations ("CMOs") and residential mortgage backed securities ("MBSs") were held in the Company's investment portfolios. None of the CMOs or MBSs are backed by sub-prime mortgages. The residential CMOs and MBSs provided $\$ 21.6$ million in liquidity from paydowns during the three months ended September 30, 2011. At

September 30, 2011, indirect automobile loans totaled $\$ 415.1$ million, which were experiencing stable monthly principal payments of approximately $\$ 16.5$ million during the third quarter of 2011.

The Company held $\$ 1.4$ billion in total investment securities at September 30, 2011. Under certain deposit, borrowing and other arrangements, the Company must hold and pledge investment securities as collateral. At September 30, 2011, such collateral requirements totaled approximately $\$ 897.3$ million. At September 30, 2011, $\$ 683.6$ million of the Company's investment securities were classified as "available-for-sale", and as such, could provide additional liquidity if sold, subject to the Company's ability to meet continuing collateral requirements.

In addition, at September 30, 2011 the Company had customary lines for overnight borrowings from other financial institutions in excess of $\$ 700$ million, under which no balances were outstanding. Additionally, the Company has access to borrowing from the Federal Reserve. The Company's short-term debt rating from Fitch Ratings is F1. The Company's long-term debt rating from Fitch Ratings is A with a stable outlook. Management expects the Company could access additional long-term debt financing if desired. In Management's judgment, the Company's liquidity position is strong and asset liquidations or additional long-term debt are considered unnecessary to meet the ongoing liquidity needs of the Company.

The Company's short-term borrowed funds primarily represent customer depository funds transferred to borrowings under repurchase agreements the Bank enters with its customers who desire additional yield. Such repurchase agreements are collateralized with the Bank's investment securities. Fluctuations in the balance of short-term borrowings is affected by Bank customers' liquidity levels, rates offered by the Bank on repurchase agreements relative to competitive financial instruments, and other factors. Short-term borrowed funds averaged $\$ 106.4$ million during the nine months ended September 30, 2011.

The Company anticipates maintaining its cash levels in the remainder of 2011. Loan demand from credit-worthy borrowers will be dictated by economic and competitive conditions for the remainder of 2011. The Company aggressively solicits non-interest bearing demand deposits and money market checking deposits, which are the least sensitive to changes in interest rates. The growth of deposit balances is subject to heightened competition, the success of the Company's sales efforts, delivery of superior customer service, new regulations and market conditions. Changes in interest rates, most notably rising interest rates, could impact deposit volumes in the future. Depending on economic conditions, interest rate levels, and a variety of other conditions, deposit growth may be used to fund loans, to reduce borrowings or purchase investment securities. However, due to concerns such as uncertainty in the general economic environment, competition and political uncertainty, loan demand and levels of customer deposits are not certain. Shareholder dividends are expected to continue subject to the Board's discretion and continuing evaluation of capital levels, earnings, asset quality and other factors.

Westamerica Bancorporation ("Parent Company") is a separate entity and apart from Westamerica Bank ("Bank") and must provide for its own liquidity. In addition to its operating expenses, the Parent Company is responsible for the payment of dividends declared for its shareholders, and interest and principal on outstanding debt. Substantially all of the Parent Company's revenues are obtained from subsidiary dividends and service fees. Payment of dividends to the Parent Company by the Bank is limited under California law. The amount that can be paid in any calendar year, without prior approval from the state regulatory agency, cannot exceed the net profits (as defined) for the preceding three calendar years less distributions in that period. The Company believes that such restriction will not have an impact on the Parent Company's ability to meet its ongoing cash obligations.

## Capital Resources

The Company has historically generated high levels of earnings, which provides a means of raising capital. The Company's net income as a percentage of average common equity ("return on common equity" or "ROE") was $16.2 \%$ (annualized) in the first nine months of 2011, $18.1 \%$ in 2010 and $25.8 \%$ in 2009. The Company also raises capital as employees exercise stock options, which are awarded as a part of the Company's compensation programs to reinforce shareholders' interests in the Management of the Company. Capital raised through the exercise of stock options totaled $\$ 6.2$ million in the first nine months of 2011, $\$ 16.7$ million in 2010 and $\$ 9.6$ million in 2009.

The Company paid dividends totaling $\$ 31.1$ million in the first nine months of 2011, $\$ 42.1$ million in 2010 and $\$ 41.1$ million in 2009, which represent dividends per share of $\$ 1.08, \$ 1.44$ and $\$ 1.41$, respectively. The Company's earnings have historically exceeded dividends paid to shareholders. The amount of earnings in excess of dividends gives the Company resources to finance growth and maintain appropriate levels of shareholders' equity. In the absence of profitable growth opportunities, the Company has repurchased and retired its common stock as another means to
return capital to shareholders. The Company repurchased and retired 956 thousand shares of common stock valued at $\$ 45.1$ million in the first nine months of 2011, 533 thousand shares valued at $\$ 28.7$ million in 2010 and 42 thousand shares valued at $\$ 2.0$ million in 2009. Share repurchases were restricted to amounts conducted in coordination with employee benefit programs under the terms of the February 13, 2009 issuance of preferred stock to the Treasury; such restrictions were removed with full redemption of the preferred stock in November 2009.

The Company's primary capital resource is shareholders' equity, which increased $\$ 8.7$ million or $1.6 \%$ during the first nine months of 2011 primarily due to $\$ 66.1$ million in net income, $\$ 6.2$ million in issuance of stock in connection with exercises of employee stock options and a $\$ 10.6$ million increase in unrealized gains on securities available for sale, offset by $\$ 31.1$ million in dividends paid and $\$ 45.1$ million in stock repurchases.

Capital to Risk-Adjusted Assets
The following summarizes the ratios of regulatory capital to risk-adjusted assets:


The Company's and the Bank's regulatory capital ratios increased from September 30, 2010 and December 31, 2010 to September 30, 2011 due to a decline in risk-weighted assets. In August 2011, the Company redeemed a $\$ 10$ million subordinated note which qualified as tier one regulatory capital. FDIC-covered assets are included in the $20 \%$ risk-weight category until the loss-sharing agreements terminate; the residential loss-sharing agreement expires February 6, 2019 and the non-residential loss-sharing agreement expires (as to losses) February 6, 2014.

The Company and the Bank intend to maintain regulatory capital in excess of the highest regulatory standard, referred to as "well capitalized." The Company and the Bank routinely project capital levels by analyzing forecasted earnings, credit quality, securities valuations, shareholder dividends, asset volumes, share repurchase activity, stock option exercise proceeds, and other factors. Based on current capital projections, the Company and the Bank expect to maintain regulatory capital levels exceeding the "well capitalized" standard and pay quarterly dividends to shareholders. No assurance can be given that changes in capital management plans will not occur.

## Item 3. Quantitative and Qualitative Disclosures about Market Risk

The Company does not currently engage in trading activities or use derivative instruments to control interest rate risk, even though such activities may be undertaken with the approval of the Company's Board of Directors. Interest rate risk as discussed above is the most significant market risk affecting the Company. Other types of market risk, such as foreign currency exchange risk, equity price risk and commodity price risk, are not significant in the normal course of the Company's business activities.

## Item 4. Controls and Procedures

The Company's principal executive officer and principal financial officer have evaluated the effectiveness of the Company's "disclosure controls and procedures," as such term is defined in Rule 13a-15(e) of the Securities Exchange Act of 1934, as amended, as of September 30, 2011. Based upon their evaluation, the principal executive officer and principal financial officer concluded that the Company's disclosure controls and procedures are effective to ensure that information required to be disclosed by the Company in the reports that it files or submits under the Securities

Exchange Act of 1934 is recorded, processed, summarized and reported within the time period specified in the Securities and Exchange Commission's rules and forms and are effective in ensuring that information required to be disclosed in the reports that the Company files or submits under the Exchange Act is accumulated and communicated to Management, including the chief executive officer and chief financial officer, as appropriate to allow timely decisions regarding required disclosure. The evaluation did not identify any change in the Company's internal control over financial reporting that occurred during the quarter ended September 30, 2011 that has materially affected, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

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## PART II. OTHER INFORMATION

## Item 1. Legal Proceedings

Due to the nature of its business, the Company is subject to various threatened or filed legal cases resulting from loan collection efforts, transaction processing for deposit accounts including the order of posting transactions and the assessment of overdraft fees, and employment practices. Like many banks, the Bank is a defendant in a lawsuit alleging it improperly assessed overdraft fees on deposit accounts due to the order in which it processed payments against such deposit accounts. The Bank has reached a preliminary mediated settlement of this matter which is subject to court approval. The Company establishes a liability for contingent litigation losses for any legal matter when payments associated with the claims become probable and the costs can be reasonably estimated. The Bank accrued a liability in the second quarter 2011 for the preliminary mediated settlement. Legal costs related to covered assets are eighty percent indemnified under loss-sharing agreements with the FDIC if certain conditions are met.

## Item 1A. Risk Factors

The Company's Form 10-K as of December 31, 2010 includes detailed disclosure about the risks faced by the Company's business; such risks have not materially changed since the Form 10-K was filed.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds
(a) Previously reported on Form 8-K.
(b) None
(c) Issuer Purchases of Equity Securities

The table below sets forth the information with respect to purchases made by or on behalf of the Company or any "affiliated purchaser" (as defined in Rule 10b-18(a)(3) under the Securities Exchange Act of 1934), of common stock during the quarter ended September 30, 2011.


* Includes 6 thousand, 11 thousand and 1 thousand shares purchased in July, August and September, respectively, by the Company in private transactions with the independent administrator of the Company's Tax Deferred Savings/Retirement Plan (ESOP). The Company includes the shares purchased in such transactions within the total number of shares authorized for purchase pursuant to the currently existing publicly announced program.

The Company repurchases shares of its common stock in the open market to optimize the Company's use of equity capital and enhance shareholder value and with the intention of lessening the dilutive impact of issuing new shares to meet stock performance, option plans, and other ongoing requirements.

Shares were repurchased during the period from July 1 through July 27, 2011 pursuant to a program approved by the Board of Directors on August 26, 2010 authorizing the purchase of up to 2 million shares of the Company's common stock from time to time prior to September 1, 2011. Shares were repurchased during the period from July 28, 2011 through September 30, 2011 pursuant to a replacement program approved by the Board of Directors on July 28, 2011 authorizing the purchase of up to 2 million shares of the Company's common stock from time to time prior to September 1, 2012.

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Item 3. Defaults upon Senior Securities
None
Item 4. Reserved

Item 5. Other Information

None.

Item 6. Exhibits

The exhibit list required by this item is incorporated by reference to the Exhibit Index filed with this report.

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

WESTAMERICA BANCORPORATION
(Registrant)
/s/ JOHN "ROBERT" THORSON
John "Robert" Thorson
Senior Vice President and Chief Financial Officer
(Chief Financial and Accounting Officer)
Date: November 2, 2011

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## EXHIBIT INDEX

Exhibit 31.1: Certification of Chief Executive Officer pursuant to Securities Exchange Act Rule 13a-14(a)/15d-14(a)
Exhibit 31.2: Certification of Chief Financial Officer pursuant to Securities Exchange Act Rule 13a-14(a)/15d-14(a)
Exhibit 32.1: Certification of Chief Executive Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002

Exhibit 32.2: Certification of Chief Financial Officer pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002


[^0]:    See accompanying notes to unaudited condensed consolidated financial statements.

[^1]:    - 14 -

[^2]:    - 19 -

[^3]:    - 23 -

