[X] QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15 (D) OF THE SECURITIES EXCHANGE ACT OF 1934
for the Quarterly Period Ended September 30, 1999
OR
[ ] TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934
for the Transition Period From $\qquad$ to $\qquad$
Commission File Number 0-21656

UNITED COMMUNITY BANKS, INC.
(Exact Name of Registrant as Specified in Its Charter)
Georgia
-------------------------
$58-180-7304$
(I.R.S. Employer Identification No.)
P.o. Box 398, 59 Highway 515

Blairsville, Georgia

30512
(Zip Code)

$$
\begin{gathered}
(706 \text { ) } 745-2151 \\
\text {----------------- } \\
\text { (Telephone Number) }
\end{gathered}
$$

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes [x] no [ ]
Common stock, par value $\$ 1$ per share: $8,034,268$ shares outstanding as of November 12, 1999

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UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES
CONSOLIDATED BALANCE SHEETS (UNAUDITED)

| (in thousands) | $\begin{array}{r} \text { September } 30, \\ 1999 \end{array}$ |  | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Cash and due from banks Federal funds sold | \$ | $\begin{array}{r} 110,555 \\ 13,780 \end{array}$ | $\begin{aligned} & 51,102 \\ & 13,010 \end{aligned}$ |
| Cash and cash equivalents |  | 124,335 | 64,112 |
| ```Securities held to maturity (estimated fair value of $60,018 at December 31, 1998) Securities available for sale Mortgage loans held for sale Loans, net of unearned income Less: Allowance for loan losses``` |  | $\begin{array}{r} 521,733 \\ 3,453 \\ 1,335,406 \\ (16,765) \end{array}$ | $\begin{array}{r} 58,306 \\ 333,787 \\ 8,129 \\ 1,061,166 \\ (12,680) \end{array}$ |
| Loans, net |  | 1,318,641 | 1,048,486 |
| Premises and equipment, net Accrued interest receivable Other assets |  | $\begin{aligned} & 46,400 \\ & 17,950 \\ & 27,848 \end{aligned}$ | $\begin{aligned} & 41,247 \\ & 14,019 \\ & 23,313 \end{aligned}$ |
| Total assets | \$ | 2,060,360 | 1,591,399 |

LIABILITIES AND STOCKHOLDERS' EQUITY

| Deposits: |  |  |  |
| :---: | :---: | :---: | :---: |
| Demand | \$ | 191,671 | 152,201 |
| Interest bearing demand |  | 326,025 | 295,549 |
| Savings |  | 74,746 | 65,323 |
| Time |  | 994,090 | 725,250 |
| Total deposits |  | 1,586,532 | 1,238,323 |
| Accrued expenses and other liabilities |  | 10,454 | 20,089 |
| Federal funds purchased and repurchase agreements |  | 43,518 | 26,520 |
| Federal Home Loan Bank advances |  | 284,789 | 186,854 |
| Long-term debt and other borrowings |  | 15,606 | 1,277 |
| Convertible subordinated debentures |  | 3,500 | 3,500 |
| Trust Preferred Securities |  | 21,000 | 21,000 |
| Total liabilities |  | 1,965,399 | 1,497,563 |
| Stockholders' equity: |  |  |  |
| Preferred Stock |  | - | - |
| Common stock, $\$ 1$ par value; 10,000,000 shares authorized; $8,034,268$ and $8,003,949$ shares issued and outstanding |  | 8,034 | 8,004 |
| Capital surplus |  | 30,186 | 29,999 |
| Retained earnings |  | 62,754 | 54,500 |
| Accumulated other comprehensive income |  | $(6,013)$ | 1,333 |
| Total stockholders' equity |  | 94,961 | 93,836 |

$\qquad$
Total liabilities and stockholders' equity $\$ 2,060,360 \quad 1,591,399$

See notes to consolidated financial statements.


See notes to consolidated financial statements.

For the Nine Months Ended
September 30,

| 1999 | 1998 |
| :---: | :---: |
| (In Thousands) |  |

(In Thousands)
CASH FLOWS FROM OPERATING ACTIVITIES:

| Net income | $\mathbf{\$}$ |
| :--- | ---: |
| Adjustments to reconcile net income to net cash | 9,394 |
| provided (used) by operating activities: | 9,120 |
| Depreciation, amortization and accretion | 3,916 |
| Provision for loan losses | 3,064 |
| Loss (gain) on sale of investment securities | 21 |
| Change in assets and liabilities, net of purchase acquisitions: | 1,985 |
| Interest receivable | $(3,645)$ |
| Other assets | $(3,408)$ |
| Accrued expenses and other liabilities | 123 |

CASH FLOWS FROM INVESTING ACTIVITIES, NET OF PURCHASE ACQUISITIONS:
Proceeds from maturities and calls of securities held to maturity

| - | 21,020 |
| ---: | ---: |
| - | $(13,095)$ |
| 4,554 | 14,364 |
| 72,008 | 37,882 |
| $(205,170)$ | $(122,401)$ |
| $(8,100)$ | - |
| $(259,022)$ | $(129,724)$ |
| $(2,248)$ | - |
| 391 | 113 |
| $(1,533)$ | $(10,362)$ |
| $-1399,120)$ | $(202,203)$ |

CASH FLOWS FROM FINANCING ACTIVITIES, NET OF PURCHASE ACQUISITIONS:
Net change in demand and savings deposits

|  | 62,666 | 100,443 |
| :---: | :---: | :---: |
|  | 253,951 | 55,052 |
|  | 16,998 | $(33,421)$ |
|  | 97,935 | 49,203 |
|  | 14,329 | 7,325 |
|  | 371 | 119 |
|  | - | 1,560 |
|  | $(1,048)$ | (811) |
|  | 445,202 | 179,470 |
|  | 60,223 | $(11,652)$ |
|  | 64,112 | 71,387 |
| \$ | 124,335 | 59,735 |

SUPPLEMENTAL DISCLOSURES OF CASH FLOW INFORMATION:
Cash paid during the period
for:
$\begin{array}{llrr}\text { Interest } & \text { \$ } & \text { 56,016 } \\ \text { 3, }\end{array}$
Income Taxes

| 56,016 | 43,590 |
| ---: | ---: |
| 3,615 | 4,131 |

UNITED COMMUNITY BANKS, INC. \& SUBSIDIARIES
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED)
(in thousands)

|  | FOR THE THREE MONTHS ENDED SEPTEMBER 30, |  |  | FOR THE NINE MONTHS ENDED SEPTEMBER 30, |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 99 | 1998 | 1999 | 1998 |
| Net income | \$ | 2,610 | 3,321 | 9,394 | 9,120 |
| Other comprehensive income, before tax: |  |  |  |  |  |
| Unrealized holding gains (losses) on investment securities |  | $(3,481)$ | 2,066 | $(11,963)$ | 2,149 |
| Unrealized gains (losses) on cash-flow hedge derivatives |  | (432) | - | 88 | - |
| Less reclassification adjustment for gains (losses) on securities available for sale |  | (31) | 43 | (21) | 218 |
| Total other comprehensive income (loss), before tax |  | $(3,882)$ | 2,023 | $(11,854)$ | 1,931 |
| INCOME TAX EXPENSE (BENEFIT) RELATED TO OTHER COMPREHENSIVE INCOME |  |  |  |  |  |
| Unrealized holding gains (losses) on investment securities |  | $(1,323)$ | 785 | $(4,546)$ | 817 |
| Unrealized gains (losses) on cash-flow hedge derivatives |  | (147) | - | 30 | - |
| Less reclassification adjustment for gains (losses) on securities available for sale |  | (12) | 16 | (8) | 83 |
| Total income tax expense (benefit) related to other comprehensive income (loss) |  | $(1,458)$ | 769 | $(4,508)$ | 734 |
| Total other comprehensive income (loss), net of tax |  | $(2,424)$ | 1,254 | $(7,346)$ | 1,197 |
| Total comprehensive income (loss) | \$ | 186 | 4,575 | 2,048 | 10,317 |

[^0]The accounting and financial reporting policies of United Community Banks, Inc. ("United") and its subsidiaries conform to generally accepted accounting principles and general banking industry practices. The following consolidated financial statements have not been audited and all material intercompany balances and transactions have been eliminated. A more detailed description of United's accounting policies is included in the 1998 annual report filed on Form 10-K.

In management's opinion, all accounting adjustments necessary to accurately reflect the financial position and results of operations on the accompanying financial statements have been made. These adjustments are considered normal and recurring accruals considered necessary for a fair and accurate presentation. The results for interim periods are not necessarily indicative of results for the full year or any other interim periods.

NOTE 2 - ACQUISITIONS

On June 3, 1999, United entered into a definitive agreement to merge with 1st Floyd Bankshares, Inc. ("Floyd") in Rome, Georgia, in a tax-free stock exchange. The merger was completed on August 27, 1999, and United issued 632,890 shares of common stock in connection with the transaction. This merger was accounted for as a pooling of interests, and accordingly, all of the financial statements and performance ratios contained in this report have been restated to include the results of $F l o y d$ for all periods presented.

On January 21, 1999, United entered into a definitive agreement to acquire the stock of Adairsville Bancshares, Inc. ("Adairsville") in Bartow County, Georgia, for cash consideration of $\$ 7.1$ million. This acquisition was closed during March 1999. Effective April 1, 1999, Adairsville's results of operations were included in United's consolidated statements of income. The Adairsville acquisition was accounted for as a purchase. United recorded a goodwill asset in conjunction with this acquisition of approximately $\$ 3.2$ million that will be recognized through charges to expense over a term of 15 years beginning in April, 1999.

NOTE 3 - RECENTLY ISSUED ACCOUNTING STANDARDS

In 1998, the Financial Accounting Standards Board ("FASB") issued SFAS No. 133, "Accounting for Derivative Instruments and Hedging Activities". SFAS No. 133 establishes accounting and reporting standards for hedging activities and for derivative instruments including derivative instruments embedded in other contracts. It requires the fair value recognition of derivatives as assets or liabilities in the financial statements. The accounting for the changes in the fair value of a derivative depends on the intended use of the derivative instrument at inception. Instruments used as fair value hedges account for the change in fair value in the income of the period simultaneous with accounting for the fair value change of the item being hedged. Cash flow hedges account for the change in fair value of the effective portion in comprehensive income rather than income, and foreign currency hedges are accounted for in comprehensive income as part of the translation adjustment. Derivative instruments that are not intended as a hedge account for the change in fair value in the income of the period of the change. SFAS No. 133 is effective for all fiscal quarters of all fiscal years beginning after June 15, 1999, but initial application of the statement must be made as of the beginning of the quarter. At September 30 , 1999, United's derivative financial instruments had a positive fair market value of $\$ 88$ thousand. This market valuation was recorded, net of tax, as a component of other comprehensive income on the balance sheet in the amount of $\$ 58$ thousand.

At the date of initial application, an entity may transfer any held to maturity security into the available for sale or trading categories without calling into question the entity's intent to hold other securities to maturity in the future. United adopted SFAS No. 133 as of January 1, 1999, and transferred all held to maturity securities to available for sale which increased stockholders' equity by $\$ 1.1$ million for the net of tax effect for the unrealized gains.

On June 30, 1999 the FASB issued SFAS No. 137, an amendment to SFAS No. 133, that delayed the effective date of the pronouncement to all fiscal quarters of all fiscal years beginning after June 15, 2000. Any entity that has already applied the provisions of SFAS No. 133 and issued interim financial statements, such as United, may not revert to previous methods of accounting for derivative instruments under the provisions SFAS No. 137.


MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## FORWARD-LOOKING STATEMENTS

This discussion contains forward-looking statements under the Private Securities Litigation Reform Act of 1995 that involve risks and uncertainties. Although United believes that the assumptions underlying the forward-looking statements contained in the discussion are reasonable, any of the assumptions could be inaccurate, and therefore, no assurance can be made that any of the forward-looking statements included in this discussion will be accurate. Factors that could cause actual results to differ from results discussed in forward-looking statements include, but are not limited to: economic conditions (both generally and in the markets where United operates); competition from other providers of financial services offered by United; government regulation and legislation; changes in interest rates; material unforeseen changes in the financial stability and liquidity of United's credit customers; material unforeseen complications related to the Year 2000 issues for United, its suppliers, customers and governmental agencies; and other risks detailed in United's filings with the Securities and Exchange Commission, all of which are difficult to predict and which may be beyond the control of United. United undertakes no obligation to revise forward-looking statements to reflect events or changes after the date of this discussion or to reflect the occurrence of unanticipated events.

## OVERVIEW

United Community Banks, Inc. ("United") is a bank holding company registered under the Bank Holding Company Act of 1956. United has eight commercial bank subsidiaries that operate primarily in North Georgia and Western North Carolina (the "Banks"). As of September 30, 1999 United had 33 bank branches in operation. Total assets at September 30, 1999 were $\$ 2.1$ billion, compared with $\$ 1.6$ billion at December 31, 1998. The increase in total assets of $\$ 468$ million represents an annualized growth rate of $39 \%$ and includes $\$ 36$ million of assets related to the acquisition of Adairsville Bancshares ("Adairsville") described in the RECENT DEVELOPMENTS section below. Excluding the Adairsville acquisition, the annualized asset growth rate for the nine months of 1999 was $36 \%$.

## RECENT DEVELOPMENTS

On June 3, 1999, United entered into a definitive agreement to merge with 1st Floyd Bankshares, Inc. ("Floyd") in Rome, Georgia, in a tax-free stock exchange. The merger was completed on August 27, 1999, and United issued 632,890 shares of common stock in connection with the transaction. This merger was accounted for as a pooling of interests, and accordingly, all of the financial statements and performance ratios contained in this report have been restated to include the results of Floyd for all periods presented. In addition, the reported net income for the third quarter and 1999 year-to-date includes the after-tax impact of $\$ 1.2$ million of merger-related charges.

On January 21, 1999, United entered into a definitive agreement to acquire the stock of Adairsville Bancshares, Inc. ("Adairsville") in Bartow County, Georgia for cash consideration. This acquisition was closed during March 1999. Effective April 1, 1999, Adairsville's results of operations were included in United's consolidated statement of income. The Adairsville acquisition was accounted for as a purchase. United recorded a goodwill asset in conjunction with this acquistion of approximately $\$ 3.2$ million that will be recognized through charges to expense over a term of 15 years beginning in April, 1999.

## INCOME SUMMARY

For the nine months ended September 30, 1999, United reported net income of $\$ 9.4$ million, or $\$ 1.15$ per diluted share, compared to $\$ 9.1$ million, or $\$ 1.13$ per diluted share, for the same period in 1998. The first nine months' results for 1999 provided an annualized return on equity and assets of $0.69 \%$ and $13.2 \%$, respectively, compared to . $93 \%$ and $13.9 \%$, respectively, for the same period in 1998. Net income for the nine months ended September 30, 1999 increased $3.0 \%$ compared to the same period in 1998. Diluted earnings per share for the quarter ended September 30 , 1999 were $\$ .32$, a decrease of $22.0 \%$ over the same period in 1998.

During the third quarter of 1999, United took merger-related charges in connection with the Floyd merger totaling $\$ 1.2$ million, net of tax. Excluding the effect of these one-time expenses, net income for the nine months ended September 30, 1999 was $\$ 10.5$ million, an increase of $15.7 \%$ over the comparable 1998 period. Excluding the merger-related charges, the return on average equity and return on average assets for the nine months ended September 30, 1999 were $14.8 \%$ and $.77 \%$, respectively. Diluted earnings per share for the nine months ended September 30, 1999, exclusive of merger-related charges, were \$1.29, an increase of $14.2 \%$ over the same period in 1998.

The following table summarizes the components of income and expense for the third quarter and first nine months of 1999 and 1998 and the changes in those components for the periods presented.

Table 1 - Condensed Consolidated Statements of Income
Unaudited
(In thousands)

|  | For the Thr Ended Sept 1999 | Months er 30, 1998 | Change Amount | Percent | For the Nine Months Ended September 30,19991998 |  |  | Change Amount | Percent |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income \$ | 39,131 | 30,125 | 9,006 | 29.9\% | \$ | 108,171 | 84,801 | 23,370 | 27.6\% |
| Interest expense | 21,281 | 15,636 | 5,645 | 36.1\% |  | 57,906 | 43,801 | 14,105 | 32.2\% |
| Net interest income | 17,850 | 14,489 | 3,361 | 23.2\% |  | 50,265 | 41,000 | 9,265 | 22.6\% |
| Provision for loan losses | 1,086 | 627 | 459 | 73.2\% |  | 3,064 | 1,785 | 1,279 | 71.7\% |
| Net interest income after provision for loan losses | 16,764 | 13,862 | 2,902 | 20.9\% |  | 47,201 | 39,215 | 7,986 | 20.4\% |
| Non-interest income | 2,572 | 2,138 | 434 | 20.3\% |  | 7,656 | 6,242 | 1,414 | 22.7\% |
| Non-interest expense | 15,501 | 10,975 | 4,526 | 41.2\% |  | 40,770 | 31,647 | 9,123 | 28.8\% |
| Income before taxes | 3,835 | 5,025 | $(1,190)$ | -23.7\% |  | 14,087 | 13,810 | 277 | 2.0\% |
| Income tax expense | 1,225 | 1,704 | (479) | -28.1\% |  | 4,693 | 4,690 | 3 | $0.1 \%$ |
| Net income \$ | 2,610 | 3,321 | (711) | -21.4\% | \$ | 9,394 | 9,120 | 274 | $3.0 \%$ |

## NET INTEREST INCOME

Net interest income is the largest source of United's operating income. Net interest income on a tax-equivalent basis was $\$ 51.8$ million for the nine months ended September 30, 1999, an increase of $23 \%$ over the comparable period in 1998. For the quarter ended September 30, 1999, tax-equivalent net interest income was $\$ 18.7$ million, an increase of $19 \%$ over the same period in 1998. The increases in net interest income for both the three and nine month periods in 1999 are primarily attributable to increases in outstanding average interest bearing assets (loans and securities) over the comparable prior year periods.

The increase in average outstanding securities is primarily the result of United's leverage program that was initiated during the fourth quarter of 1998. The leverage program was designed to make optimal utilization of United's capital by using borrowed funds to purchase additional securities. The leverage borrowings are principally advances from the Federal Home Loan Bank "FHLB" that are secured by mortgage loans and other investment securities. The securities purchased under the leverage program are primarily mortgage-backed pass-through and other mortgage backed securities, including collateralized mortgage obligations. At September 30, 1999 United had approximately $\$ 163$ million of earning assets and corresponding borrowings in the leverage program.

For the nine months ended September 30, 1999, the net interest margin (net interest income as a percentage of average interest earning assets) on a tax-equivalent basis was $4.10 \%$, 51 basis points less than the comparable prior year period. The compression of the margin is primarily due to continued competitive pressures on loan pricing and the leverage program described above. The leverage program assets and related borrowings have an average interest rate spread of approximately $1.20 \%$ which reduced United's overall margin by approximately 34 basis points for the first nine months of 1999.

The following table shows the relative impact of changes in average balances of interest earning assets and interest bearing liabilities, and interest rates earned (on a fully-tax equivalent basis) and paid by United on those assets and liabilities for the nine month period ended September 30, 1999.

Table 2 - Average Consolidated Balance Sheets and Net Interest Analysis
for the Nine Months Ended September 30
Unaudited
Fully tax-equivalent basis
(in thousands)


[^1]The following table shows the relative impact on net interest income of changes in the average outstanding balances (volume) of earning assets and interest bearing liabilities and the rates earned and paid by United on such assets and liabilities. Variances resulting from a combination of changes in rate AND volume are allocated in proportion to the absolute dollar amounts of the change in each category.

Table 3 - Change in Interest Income and Expense On a Tax Equivalent Basis Unaudited
(in thousands)

| Loans | \$ | 19,017 | $(5,109)$ | 13,908 |
| :---: | :---: | :---: | :---: | :---: |
| Taxable investments |  | 9,353 | 5 | 9,358 |
| Tax-exempt investments |  | 932 | (105) | 827 |
| Federal funds sold and other interest income |  | (185) | (182) | (367) |
| TOTAL INTEREST-EARNING ASSETS |  | 29,117 | $(5,391)$ | 23,726 |
| INTEREST-BEARING LIABILITIES: |  |  |  |  |
| Transaction accounts |  | 841 | (882) | (41) |
| Savings deposits |  | 392 | 10 | 402 |
| Certificates of deposit |  | 6,790 | $(2,424)$ | 4,366 |
| Total interest-bearing deposits |  | 8,023 | $(3,296)$ | 4,727 |
| FHLB advances |  | 6,746 | (607) | 6,139 |
| Federal funds purchased and repurchase agreements |  | 2,319 | (2) | 2,317 |
| Long-term debt and other borrowing |  | 505 | 417 | 922 |
| Total borrowed funds |  | 9,570 | (192) | 9,378 |
| TOTAL INTEREST-BEARING LIABILITIES |  | 17,593 | $(3,488)$ | 14,105 |
| INCREASE (DECREASE) |  |  |  |  |
| IN NET INTEREST INCOME | \$ | 11,524 | $(1,903)$ | 9,621 |

The provision for loan losses was $\$ 3.1$ million, or . $34 \%$ of average loans on an annualized basis, for the nine months ended September 30, 1999, compared with $\$ 1.8$ million, or $.26 \%$ of average loans, for the same period in 1998. Net loan charge-offs for the first nine months of 1999 were $\$ 801$ thousand, or $0.09 \%$ of average loans on an annualized basis, compared to $\$ 545$ thousand, or $0.08 \%$ of average loans on an annualized basis, for the same period in 1998 . The provision for loan losses and allowance for loan losses reflect management's consideration of the various risks in the loan portfolio. Additional discussion of loan quality and the allowance for loan losses in provided in the ASSET QUALITY discussion section of this report.

## NON-INTEREST INCOME

Non-interest income for the nine months ended September 30, 1999 was $\$ 7.7$ million, an increase of $\$ 1.4$ million, or $23 \%$, over the comparable 1998 period. Excluding net gains on the sale of securities, non-interest income for the nine months ended September 30, 1999 increased by $\$ 1.7$ million, or $27 \%$, compared to the same period in 1998. For the three months ended September 30, 1999 total non-interest income was $\$ 2.6$ million, an increase of $\$ 434$ thousand over the comparable 1998 period. Excluding net gains on the sale of securities, total non-interest income for the third quarter of 1999 increased by $24 \%$ over comparable 1998 period.

Service charges on deposit accounts totaled $\$ 3.8$ million for the first nine months of 1999, an increase of $\$ 692$ thousand, or $23 \%$, compared to the same period in 1998. This increase is primarily attributed to an increase in the number and volume of transaction deposit accounts. Mortgage banking revenue for the first nine months of 1999 decreased by $\$ 79$ thousand compared with the same period in 1998. Excluding the recognition of an additional $\$ 143$ thousand of mortgage servicing rights amortization during the first nine months of 1999 , mortgage banking revenue increased by 5\% compared to the same period in 1998. The increased amortization of mortgage servicing rights was necessary because of the mortgage interest rate environment during the first six months of 1999 , which contributed to a higher level of prepayments within the serviced loan portfolio. United has not recorded any mortgage servicing assets on the balance sheet since year-end 1998 (loans are sold with the servicing rights released to the purchaser). The amortization of mortgage servicing rights decreased during the third quarter of 1999 due to recent increases in mortgage interest rates and resulting decreases in prepayment activity.

Other non-interest income totaled $\$ 2.6$ million for the nine months ended September 30,1999, an increase of $\$ 1.0$ million, or $65 \%$ compared to the same period in 1998. Excluding a gain on the sale of loans of $\$ 45$ thousand recognized during the first quarter of 1999, other non-interest income increased by 62\% for the first nine months of 1999. The increase in other non-interest income, exclusive of the gain on the sale of loans, is attributed to revenue increases in several areas. Trust and brokerage revenue increased by $\$ 237$ thousand, or $88 \%$ compared with the same period in 1998. This increase is attributed to the increase in trust assets under management resulting from management's strategic focus on trust sales opportunities to current United customers and prospective customers in United's market areas. Credit insurance revenue for the first nine months of 1999 totaled $\$ 701$ thousand, an increase of 65\% compared to the same period in 1998. This improvement is primarily attributed to continued loan growth at United's consumer finance company subsidiary, United Family Finance Company, which opened its fourth branch office in December, 1998 and introduced an employee performance incentive plan for credit insurance sales in January 1999. ATM related revenues increased by $\$ 169$ thousand, or $78 \%$, compared to the same period in 1998 , primarily the result of increases in the number of off-site ATMs deployed and the surcharge for foreign withdrawal transactions. The improvement in other non-interest income also reflects earnings of approximately $\$ 287$ thousand on life insurance contracts purchased by United in December 1998.

For the nine months ended September 30, 1999, non-interest expense totaled $\$ 40.8$ million, an increase of $\$ 9.1$ million, or $29 \%$ from the same period in 1998. Total non-interest expense for the quarter ended September 30, 1999 was $\$ 15.5$ million, an increase of $41 \%$ over the same period in 1998.

During the third quarter of 1999, United incurred expenses related to the Floyd merger totaling $\$ 1.8$ million, on a pre-tax basis. Included in this charge are contractual compensation expense of $\$ 682$ thousand, equipment write-offs of $\$ 424$ thousand, professional fees of $\$ 482$ thousand and other expenses of $\$ 257$ thousand.

Excluding the merger-related expense, the increase in non-interest expense is primarily attributed to United's recent internal growth, which includes: the opening or acquisition of five new branch offices; acquisition of Adairsville and the Floyd merger; the addition of several new senior management positions; and, the purchase of new computer equipment that is utilized throughout the entire company since June, 1998. Comparing the nine month period ended September 30, 1999 with the same period in 1998, exclusive of the merger expenses discussed above, compensation and benefit expense increased \$3.7 million, or 21\%; total occupancy expense (which includes equipment expense) increased $\$ 1.8$ million, or $37 \%$; and, total other operating expense increased $\$ 1.7$ million, or $20 \%$.

The efficiency ratio, which is a measure of operating expenses excluding one-time expenses as a percentage of operating revenues excluding one-time gains, was $67.3 \%$ for the nine months ended September 30,1999 , unchanged from the same period in 1998.

## INCOME TAXES

Income tax expense increased by $\$ 3$ thousand, or $1 \%$, during the first nine months of 1999 as compared to the same period in 1998. The effective tax rate for the nine months ended September 30 , 1999 was $33.2 \%$, compared to $33.8 \%$ for comparable 1998 period.

SECURITIES
Average securities for the first nine months of 1999 were $\$ 473$ million, an increase of $\$ 221$ million, or $88 \%$, over the comparable 1998 period. This significant increase is primarily attributed to United's leverage program which was initiated during the fourth quarter of 1998 and designed to make optimal utilization of United's assets and capital. This program provides for using borrowed funds (principally FHLB advances) secured by mortgage loans and securities to purchase additional securities. The securities purchased in conjunction with the leverage program are primarily mortgage-backed securities, including collateralized mortgage obligations. The leverage program generates additional income for United by virtue of the positive spread between the leverage assets and associated borrowings. As of September 30, 1999, United had $\$ 163$ million of securities and related borrowings as a result of the leverage program, compared with $\$ 75$ million at year-end 1998. Management expects the leverage program to represent between $6 \%$ and $9 \%$ of total consolidated assets during the remainder of 1999.

Effective January 1, 1999, United adopted Statement of Financial Accounting Standards ("SFAS") No. 133, "Accounting for Derivative Instruments and Hedging Activities." SFAS No. 133 provides the adopting entity the option of transferring any securities classified as held to maturity into the available for sale or trading classifications (without calling into question the entity's intent to hold the securities to maturity in the future) as of the date of initial application. United transferred all held to maturity securities to available for sale on January 1, 1999, which increased accumulated other comprehensive income section of stockholders' equity by $\$ 1.1$ million for the net-of-tax effect for the unrealized gains. At September 30, 1999, the unrealized loss on available for sale securities, net-of-tax, was $\$ 6.1$ million.

United experienced annualized loan growth of $35 \%$ for the nine month period ended September 30, 1999. Total loans, net of unearned income, totaled $\$ 1.3$ billion at September 30, 1999, compared to $\$ 1.1$ billion at December 31, 1998. The loan growth experienced during the first nine months of 1999 is attributed to continued robust economic conditions in United's market areas and corresponding strong demand for residential construction, residential mortgage and consumer loans. Average loans (including mortgage loans held for sale) for the nine months ended September 30, 1999 were $\$ 1.2$ billion compared to $\$ 934$ million for the comparable 1998 period, representing an increase of $28 \%$. The average tax-equivalent yield on loans for the nine months ended September 30, 1999 was $9.69 \%$, compared to $10.38 \%$ for the same period in 1998 . This decline is primarily attributed to 42 basis point lower average prime rate for the first nine months of 1999 compared to the same period in 1998 and to a general increase in competitive pricing pressure.

## ASSET QUALITY

Non-performing assets, which include non-accrual loans, loans past-due 90 days or more and still accruing interest and other real estate owned totaled $\$ 2.7$ million at September 30, 1999, compared to $\$ 1.5$ million at December 31, 1998. Total non-performing loans at September 30, 1999 increased by $\$ 749$ thousand over the year-end 1998 level. Loans obtained in the Adairsville acquisition represent $\$ 345$ thousand, or $50 \%$, of this increase. Non-performing loans at September 30,1999 consist primarily of loans secured by real estate that are generally well secured and in the process of collection. Other real estate owned at September 30, 1999 totaled $\$ 839$ thousand, compared to $\$ 424$ thousand at December 31, 1998, and comprised ten properties.

Management classifies loans as non-accrual when principal or interest is 90 days or more past due and the loan is not sufficiently collateralized and in the process of collection. Once a loan is classified as non-accrual, it cannot be reclassified as an accruing loan until all principal and interest payments are brought current and the prospects for future payments in accordance with the loan agreement appear relatively certain. Foreclosed properties held as other real estate owned are recorded at the lower of United's recorded investment in the loan or market value of the property less expected selling costs.

The following table presents information about United's non-performing assets, including asset quality ratios.

Table 4 - Non-performing Assets
(in thousands)

|  |  | $\begin{gathered} \text { September } 30, \\ 1999 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1998 \end{gathered}$ | $\begin{gathered} \text { September } 30, \\ 1998 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Non-accrual loans | \$ | 1,006 | 612 | 585 |
| Loans past due 90 days or more and still accruing |  | 823 | 468 | 264 |
| Total non-performing loans |  | 1,829 | 1,080 | 849 |
| Other real estate owned |  | 839 | 424 | 781 |
| Total non-performing assets | \$ | 2,668 | 1,504 | 1,630 |
| Total non-performing loans as a percentage of total loans |  | 0.14\% | 0.10\% | 0.08\% |
| Total non-performing assets as a percentage of total assets |  | 0.13\% | 0.09\% | 0.12\% |

As of September 30, 1999 United had approximately $\$ 6.5$ million of outstanding loans that were not included in the past-due or non-accrual categories, but for which management had knowledge that the borrowers were having financial difficulties. Although these difficulties are serious enough for management to be uncertain of the borrowers' ability to comply with the original repayment terms of the loans, no losses are anticipated at this time in connection with them based on current market conditions, cash flow generation and collateral values. These loans are subject to routine management review and are considered in determining the adequacy of the allowance for loan losses.

The allowance for loan losses ("ALL") at September 30, 1999 totaled $\$ 16.8$ million, an increase of $\$ 4.1$ million, or $32 \%$ from December 31, 1998. The ALL acquired from Adairsville represented $\$ 1.8$ million of the total $\$ 4.1$ million increase. Although the level of non-performing loans within the Adairsville portfolio was considerably higher than United (as a percentage of total loans), a thorough due diligence review of the portfolio was conducted by United prior to closing. Management believes that the ALL recorded on the balance sheet of Adairsville as of the date of acquisition was sufficient.

The ratio of ALL to total loans at September 30, 1999 was $1.26 \%$, compared with $1.30 \%$ at June 30, 1999 and $1.19 \%$ at December 31, 1998. At September 30, 1999 and December 31, 1998 the ratio of ALL to total non-performing loans was $917 \%$ and $1440 \%$, respectively.

The following table provides an analysis of the changes in the ALL for the nine months ended September 30, 1999 and 1998.

Table 5 - Summary of Loan Loss Experience
(in thousands)

Balance beginning of period
Provision for loan losses
Balance acquired from subsidary at acquisition
Loans charged-off
Charge-off recoveries
Net charge-offs

Balance end of period

Total loans:

At period end
Average (nine months for 1999)
As a percentage of average loans:
Net charge-offs (annualized basis for 1999)
Provision for loan losses (annualized basis for 1999)
Allowance as a percentage of period end loans
Allowance as a percentage of non-performing loans

|  | Nine Months Ended September 30 |  |
| :---: | :---: | :---: |
|  | 1999 | 1998 |
| \$ | 12,680 | 10,989 |
|  | 3,064 | 1,785 |
|  | 1,822 | - |
|  | $(1,297)$ | (918) |
|  | 496 | 373 |
|  | (801) | (545) |
| \$ | 16,765 | 12,229 |


| September 30, | December 31, <br> 1999 |
| ---: | ---: |
| $\$ 1998$ |  |
| $\$$ | $1,335,406$ |
| $1,188,118$ | $1,061,166$ |
|  | 956,252 |
| $0.09 \%$ | $0.10 \%$ |
| $0.34 \%$ | $0.27 \%$ |
| $1.26 \%$ | $1.19 \%$ |
| $917 \%$ | $1440 \%$ |

Management believes that the ALL at September 30,1999 is sufficient to absorb losses inherent in the loan portfolio. This assessment is based upon the best available information and does involve a degree of uncertainty and matters of judgement. Accordingly, the adequacy of the loan loss reserve cannot be determined with precision and could be susceptible to significant change in future periods. Further discussion of the allowance for loan losses is included in the YEAR 2000 section of this discussion.

Total average non-interest bearing deposits for the nine months ended September 30 , 1999 were $\$ 176$ million, an increase of $\$ 54$ million, or $44 \%$, from the same period in 1998. For the nine months ended September 30, 1999, total average interest bearing deposits were $\$ 1.2$ billion, an increase of $\$ 208$ million, or $21 \%$, from the comparable 1998 period.

During the third quarter of 1999, United issued "brokered" certificates of deposit totaling $\$ 39$ million, bringing the total outstanding brokered deposits to $\$ 44$ million. Average certificates of deposit for the nine months ended September 30, 1999 increased by $\$ 161$ million, or $25 \%$ over the same period in 1998; brokered deposits represented $\$ 9$ million, or 6\%, of the total increase. United acquired $\$ 32$ million of total deposits with the Adairsville transaction, of which $\$ 4.5$ million were non-interest bearing and $\$ 27$ were interest bearing.

Total average borrowed funds for the nine months ended September 30, 1999 were $\$ 336$ million, an increase of $\$ 242$ million, or $257 \%$, from the comparable 1998 period. Most of this increase is attributed to increased net borrowings from the FHLB. Approximately $36 \%$ of the increase in average borrowed funds is in conjunction with United's leverage program and used to fund the purchase of investment securities classified as available for sale. The remaining borrowings were primarily used to fund loan growth. At September 30, 1999, United had aggregate FHLB borrowings of approximately $\$ 285$ million.

## ASSET/LIABILITY MANAGEMENT

United's financial performance is largely dependent upon its ability to manage market interest rate risk, which can be further defined as the exposure of United's net interest income to fluctuations in interest rates. Since net interest income is the largest component of United's earnings, management of interest rate risk is a top priority. United's risk management program includes a coordinated approach to managing interest rate risk and is governed by policies established by the Asset/Liability Management Committee ("ALCO"), which is comprised of members of United's senior management team. The ALCO meets regularly to evaluate the impact of market interest rates on the assets, liabilities, net interest margin, capital and liquidity of United and to determine the appropriate strategic plans to address the impact of these factors.

United's balance sheet structure is primarily short-term with most assets and liabilities either repricing or maturing in five years or less. Management monitors the sensitivity of net interest income to changes in market interest rates by utilizing a dynamic simulation model. This model measures net interest income sensitivity and volatility to interest rate changes based on assumptions which management believes are reasonable. Factors considered in the simulation model include actual maturities, estimated cash flows, repricing characteristics, deposit growth and the relative sensitivity of assets and liabilities to changes in market interest rates. The simulation model considers other factors that can impact net interest income, including the mix of earning assets and liabilities, yield curve relationships, customer preferences and general market conditions. Utilizing the simulation model, management can project the impact of changes in interest rates on net interest income.

At September 30, 1999, United's simulation model indicated that net interest income would increase by $3.24 \%$ if interest rates increased by 200 basis points and would decrease by $4.80 \%$ if interest rates fell by the same amount. Both of the simulation results are within the limits of United's policy, which permits an expected net interest income impact within a range of plus $10 \%$ and minus $10 \%$ for any 200 basis point increase or decrease in rates.

In order to assist in achieving a desired level of interest rate sensitivity, United has entered into off-balance sheet contracts that are considered derivative financial instruments. Derivative financial instruments can be a cost and capital effective means of modifying the repricing characteristics of on-balance sheet assets and liabilities. United requires that all contract counterparties have an investment grade or better credit rating. These contracts include interest rate swap contracts in which United pays a variable rate based on Prime Rate and receives a fixed rate on a notional amount, and interest rate cap contracts for which United pays an up-front premium in exchange for a variable cash flow if interest rates exceed the cap rate. At September 30, 1999 United had three cap contracts, each with a notional amount of $\$ 10$ million. The cap contracts had an average remaining contractual life of 45 months and an aggregate fair market falue of $\$ 241$ thousand at September 30, 1999. The following table presents United's swap contracts as of September 30, 1999.

Table 6 - Swap Contracts as of September 30, 1999
(in thousands)

|  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Maturity | NOTIONAL <br> Amount | RATE <br> Received | RATE <br> Paid |  |
| Value |  |  |  |  |

Effective January 1, 1999, United adopted SFAS No. 133, which requires that all derivative financial instruments be included and recorded at fair value on the balance sheet. Currently, all of United's derivative financial instruments are classified as highly effective cash flow hedges, which under the provisions of SFAS No. 133. This provides for any gain or loss (net of tax) to be recorded as a component of other comprehensive income in the equity section of the balance sheet. At September 30, 1999, United's derivative financial instruments had an aggregate positive fair market value of $\$ 88$ thousand. This market valuation is recorded, net of tax, as a component of other comprehensive income on the balance sheet in the amount of $\$ 58$ thousand.

United requires all derivative financial instruments be used only for asset/liability management or hedging specific transactions or positions, and not for trading or speculative purposes. Management believes that the risk associated with using derivative financial instruments to mitigate interest rate sensitivity is minimal and should not have any material unintended impact on United's financial condition or results of operations.

## CAPITAL RESOURCES AND LIQUIDITY

The following table shows United's capital ratios, as calculated under regulatory guidelines, compared to the regulatory minimum capital ratio and the regulatory minimum capital ratio needed to qualify as a "well-capitalized" institution at September 30, 1999 and December 31, 1998:

Table 7 - Capital Ratios
September 30, December 31, 1999 1998

| Leverage ratio | $6.01 \%$ | $7.06 \%$ |
| :---: | ---: | ---: |
| Regulatory minimum | $4.00 \%$ | $4.00 \%$ |
| Well-capitalized minimum | $5.00 \%$ | $5.00 \%$ |
| Tier I risk-based capital | $8.48 \%$ | $9.52 \%$ |
| Regulatory minimum | $4.00 \%$ | $4.00 \%$ |
| Well-capitalized minimum | $6.00 \%$ | $6.00 \%$ |
| Total risk-based capital | $10.00 \%$ | $11.00 \%$ |
| Regulatory minimum | $8.00 \%$ | $8.00 \%$ |
| Well-capitalized minimum | $10.00 \%$ | $10.00 \%$ |

The decline in the leverage and risk-based capital ratios during 1999 indicated in the table above are primarily due to the asset growth of $\$ 468$ million, or 29\%, experienced by United since December 31, 1998. United's leverage program that was implemented during the fourth quarter of 1998 and is discussed earlier in this report in the SECURITIES section resulted in the addition of $\$ 88$ million of the asset growth since year-end 1998. During this period of time, the only significant change in equity capital, exclusive of changes in accumulated other comprehensive income, was the retention of approximately $88 \%$ of net income, or $\$ 8.2$ million.

Management believes that it is in the best interests of United's shareholders to make optimal use of United's capital by maintaining capital levels that meet the regulatory requirements for "well-capitalized"status but do not result in a significant level of excess capital that is not utilized.

United is currently paying dividends on a quarterly basis and expects to continue making such distributions in the future if results from operations and capital levels are sufficient. The following table presents the cash dividends declared in the first three quarters of 1999 and 1998 and the respective payout ratios as a percentage of net income. The dividends shown are historical United dividends and are not restated for the annual cash dividend of \$72 thousand paid by Floyd during 1998.

First quarter Second quarter Third quarter

| 1999 |  |  |
| :---: | :---: | ---: |
|  | DIVIDEND | PAYOUT \% |
| $\$$ | 0.05 | $12.2 \%$ |
| $\$$ | 0.05 | $11.4 \%$ |
| $\$$ | 0.05 | $15.2 \%$ |

1998
DIVIDEND
$\begin{array}{cr}\text { DIVIDEND } & \text { PAYOUT \% } \\ \$ & 0.0375 \\ \$ 10.4 \%\end{array}$

| $\$$ | 0.0375 | $9.6 \%$ |
| :--- | :--- | :--- |
| $\$$ | 0.0375 | $9.1 \%$ |

Liquidity measures the ability to meet current and future cash flow needs as they become due. Maintaining an adequate level of liquid funds, at the most economical cost, is an important component of United's asset and liability management program. United has several sources of available funding to provide the required level of liquidity. United, like most banking organizations, relies primarily upon cash inflows from financing activities (deposit gathering, short-term borrowing and issuance of long-term debt) in order to fund its investing activities (loan origination and securities purchases). The financing activity cash inflows such as loan payments and securities sales and prepayments are also a significant component of liquidity. Additional discussion on liquidity is provided in the YEAR 2000 section below.

During the third quarter of 1999, United began the process of ncreasing cash balances in order to satisfy the possible increase in deposit withdrawal activity associated with the Year 2000 issue. The consolidated balance sheet at September 30,1999 reflects increased cash and equivalents of approximately $\$ 59$ million, of which $\$ 35$ million was held specifically for Year 2000. The increase in cash and equivalents held for Year 2000 was funded primarily with additional borrowings and brokered certificates of deposit. Additional discussion of liquidity risk associated with Year 2000 is provided in the Year 2000 section below.

YEAR 2000

## OVERVIEW

The "Year 2000" issue refers to potential problems that may result from the improper processing of dates and date-dependent calculations by computers and other microchip-embedded technology (like an alarm or telephone system). In simple terms, problems with Year 2000 can result from a computer's inability to recognize a two-digit date field (00) as representing Year 2000 and, incorrectly, recognize the year as 1900. Failure to identify and correct this problem could result in system processing errors that would disrupt United's normal business operations. In recognition of the seriousness of this issue, and in accordance with directives on Year 2000 issued by banking regulatory agencies, United established a Year 2000 Committee in January 1998. The committee is chaired by United's Chief Information Officer and reports directly to United's board of directors on a quarterly basis.

## STATE OF READINESS

United has adopted a seven-phase action plan to address Year 2000 issues and expects to address all aspects of the action plan in a timely manner and to be prepared for the impact Year 2000 will have on United, its systems, vendors and customers. The seven phases are:

1. Awareness - The Year 2000 committee and committee chairman were appointed and authorized to develop an overall strategy for addressing the Year 2000 issue. An on-going awareness program has been developed to keep directors, employees and customers informed about the Year 2000 issue and apprised of United's progress in addressing it.
2. Inventory - Entails completion of a specific, detailed inventory of all hardware, software and other microchip-embedded products used by United. Procedures are established to ensure that any new purchases are properly analyzed for Year 2000 compliance and then inventoried. Vendors and suppliers are contacted to ascertain Year 2000 compliance status and any efforts undertaken to remediate potential problems.
3. Assessment - Mission critical areas are identified and tested to address potential problem areas. Budgets are developed for
expected expenses and other resources needed to adequately address potential problems. The potential risk exposure posed by credit customers and large depositors is also evaluated.
4. Renovation/Analysis - Vendors that supply system applications are requested to provide certification that their product used by United is Year 2000 compliant. Non-compliant systems are renovated or replaced.
5. Testing - All replaced or upgraded systems are tested to ensure full correction of any Year 2000 issues and then reviewed by a third party for validation of corrective action. Contingency plans are tested for effectiveness.
6. Implementation - A final review of all systems after the renovation of problematic areas is completed. Management and system users will carefully assess the status of corrective action.
7. Post-Implementation - Utilizing the contingency plans, the Year 2000 committee will continue to refine backup processes and procedures to be used in a worst-case scenario.

This seven-phase program applies to both information technology ("IT") and non-information technology ("non-IT") systems that are affected by Year 2000 that have been designated by the Year 2000 Committee as "mission critical." For purposes of the Year 2000 project, mission critical systems are defined as any technology element that, if not able to function properly, could result in financial liability, loss of revenue, significant customer service/support problems and damage to United's reputation.

The following table identifies some, but not all, IT and non-IT mission critical systems and elements:

## IT <br> --

e hardware ame software

AIMs
PC network hardware
PC network software

NON-IT
Security systems HVAC systems Vault doors Printed forms Phone systems

The Federal Financial Institutions Examination Council (FFIEC) issued a statement entitled "Year 2000 Project Management Awareness" in May, 1997. This statement established key milestones that banks and other financial institutions must meet with regard to Year 2000 testing and remediation. The following table sets forth each deadline contained in this statement and where United stands, as of September 30, 1999, with respect to meeting each deadline.

Date

Task
Complete development of all
written testing strategies, plans and policies; due diligence to determine Year 2000 risk posed by customers.

Commence testing of internal
United's Status
Completed

Completed
mission-critical systems; assessment of customers' Year 2000 preparedness and potential impact on the institution.

Testing of internal mission-critical
Completed

Testing of all mission-critical systems

The FFIEC has, under its bank supervisory authority, developed a multi-phase examination process to determine if banks are complying with the provisions of the awareness statement described above. United intends to comply with all regulatory requirements established by banking regulatory agencies.

As is the case with many financial institutions, United is dependent on third parties to provide systems used in daily operations. Examples include, but are not limited to, firms that provided both mainframe and desktop computer hardware, bank processing software that tracks loans and deposits, telecommunications services, check clearing and electrical utilities. Even though many providers of these products have advised that they are Year 2000 compliant, United has performed an independent testing and validation to confirm that this is the case for each product as it is installed and used in United's operations. In addition, United has requested all providers of hardware, software, processing services and other systems that are date-sensitive to provide written certification of the Year 2000 status for their product or service. The following table sets forth United's significant material relationships with third parties that, in the opinion of management, could potentially result in business interruption if the product or service provided is not Year 2000 compliant. This table is not intended to itemize all relationships with third-party service providers.

| Product/Service | Year 2000 Assessment Status |
| :--- | :--- |
| Bank processing system | Certified compliant by manufacturer; |
|  | testing completed |
| Mainframe | Testing completed |
| Telecommunications services | Testing completed |
| Wire transfers | Certified compliant by service provider |
| Check clearing | Certified compliant by service provider |

EXPECTED COSTS ASSOCIATED WITH ADDRESSING YEAR 2000
As part of United's initiative to assess its state of readiness with regard to Year 2000 , a budget was developed by the Year 2000 Committee. The budget is divided into five distinct categories:

| Consulting | - | costs incurred with the engagement of third-party consultants and solution providers assisting management with the Year 2000 project, to review and negotiate contracts and insurance coverage and to perform audits of United's state of readiness for the Year 2000 . |
| :---: | :---: | :---: |
| Inventory | - | costs associated with the initial inventory and review of all of United's systems, including hardware, software and any other micro-chip embedded products. |
| Testing | - | costs associated with running tests on United's systems, both individually and collectively, to determine if processing is affected by any of the potential problem dates associated with the Year 2000 and documenting the results of the tests. These costs may also include costs to upgrade United's computer systems to provide sufficient system resources to perform the tests. |

Remediation - costs incurred to repair, upgrade or replace hardware, software or other micro-chip embedded technology that is not Year 2000 compliant.

Resources
costs associated with staff training
and customer awareness with regard to the Year 2000 issue.

The following table sets forth United's budget for the Year 2000 issue and actual amounts expended as of September 30, 1999. All amounts shown are pre-tax. In addition, the table indicates the percentage of each budget line item (as described above) that is expected to be recognized as current period expense and the percentage that is expected to be recorded as a new asset with expense recognized over the useful life of the asset through charges to depreciation expense. Management expects total Year 2000 related expenditures to be approximately $\$ 300$ thousand, or $15 \%$, less than the budgeted amount.

Table 9 - Year 2000 Budget
(in thousands)

|  | Budget |  | \% of Total Budget | Actual Costs Incurred as of 30-Sep-99 | \% of Budget <br> Expended as of 30-Sep-99 | \% of Co <br> Expensed | ts to Be: Amortized |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consulting | \$ | 175 | 9\% | 34 | 19\% | 100\% | 0\% |
| Inventory |  | 70 | 4\% | 60 | 86\% | 100\% | 0\% |
| Testing |  | 82 | 4\% | 28 | 34\% | 100\% | 0\% |
| Remediation |  | 1,520 | 80\% | 1,344 | 88\% | 15\% | 85\% |
| Resources |  | 53 | $3 \%$ | 36 | 68\% | 100\% | 0\% |
| Total | \$ | 1,900 | 100\% | 1,502 | 79\% | 12\% | 88\% |

In accordance with recently issued accounting guidelines on how Year 2000 costs should be recognized for financial statement purposes, United intends to recognize as current period expense all costs associated with the consulting, inventory, testing and resources components of the Year 2000 budget. The costs associated with remediation, which comprise approximately $80 \%$ of the Year 2000 budget, are primarily related to the installation of a new wide-area desktop computer network (WAN) that replaced virtually all of the desktop computers, file servers and peripheral equipment currently in use. In addition to being Year 2000 compliant, the new WAN provides United with a uniform standard desktop computer configuration, internal and external e-mail capability, internet access and savings on telephone communication costs through utilization of the WAN communications backbone for voice communication. United intends to leverage this new WAN technology to increase the levels of employee productivity and improve operating efficiency. The costs of the WAN component of the Year 2000 remediation budget will be recognized over a useful life of three years at a cost of approximately $\$ 450$ thousand per year starting in the first quarter of 1999. This annual cost does not include any of the anticipated annual savings of approximately $\$ 180$ thousand that the United expects to achieve through improved operating efficiency and reduced telecommunications costs over the next three years.

United expects to fund the costs associated with preparing for Year 2000 out of its normal operating cash flows. No major information technology initiatives have been postponed as a result of Year 2000 preparation that would have a material impact on United's financial condition or results of operations.

CREDIT RISK - United, in the conduct of its ordinary operations, extends credit to individuals, partnerships and corporations. The extension of credit to businesses is based upon an evaluation of the borrower's ability to generate cash flows from operations sufficient to repay principal and interest, in addition to meeting the operating needs of the business. Failure of one of United's business borrowers to adequately prepare for the impact a Year 2000 failure could potentially impair its ability to repay the loan. An example of this would be a loan to a building supply store that has computer accounting systems that fail to recognize Year 2000 and, consequently, are unable to calculate and bill accounts receivable in January 2000. This failure would most likely have a negative impact on the customer's cash flow and, consequently, their ability to repay the loan in accordance with its original terms. United's exposure to Year 2000 credit risk is somewhat mitigated by the fact that only 9\% of the $\$ 1$ billion in outstanding loans are to commercial enterprises.

In order to assess the Year 2000 risk within the loan portfolio, United's credit administration department developed a risk determination process to determine if any borrower with total debt of $\$ 100$ thousand or more is dependent upon computer technology. Specifically, this process selectively identified business borrowers (including self-employed individuals) that rely on computer technology or use a supply chain that includes vendors that rely on computer technology. After these borrowers were identified, the loan officer responsible for each account completed a survey that includes 30 questions that examine four key components of Year 2000 preparedness: Project Planning; Staffing and Resources; Budget; and Contingency Planning. Based on the results of the survey questions the account officer rated each borrower as a "low," "medium" or "high" risk for Year 2000. The completed surveys and ratings were then independently reviewed by United's Loan Review Department, which had authority to request additional information from the borrower and, if necessary, change the Year 2000 risk rating. As of September 30, 1999 the survey, rating and review process was substantially completed; however, individual credit relationships will be reviewed throughout the remainder of 1999 as needed. The survey results indicated that approximately $45 \%$, $48 \%$ and $6 \%$ of the total aggregate credit exposure for surveyed borrowers were rated low, medium and high Year 2000 risks, respectively.

Management believes that the allowance for loan losses at September 30, 1999 is sufficient to absorb losses inherent in the loan portfolio, including losses related to failure of borrowers to adequately prepare for the direct and indirect impact a Year 2000 computer failure may have on their business. However, additional charges to the provision for loan loss will be made if, in the estimation of management, the increased risk for loan loss related to Year 2000 is not adequately provided for in the allowance for loan losses as of any balance sheet date.

LIQUIDITY RISK - is the risk to United's earnings and capital arising from an inability to raise sufficient cash to meet obligations as they come due. This risk is a very significant one for United since its primary business is banking, which involves taking deposits that are generally due upon demand. Since United uses these deposits to fund loans and purchase investment securities, a dramatic increase in deposit withdrawals because of Year 2000 problems specific to United or of a more general nature could have an adverse impact on United. Specifically, United could be forced to liquidate investments under adverse market conditions (that is, to sell at a loss) in order to fund a significantly higher level of deposit withdrawal activity. United is assessing its liquidity risk by running various scenarios of deposit withdrawals coincident with the turn of the century, ranging from normal activity to what could be reasonably expected in a panic situation. Although estimates of deposit withdrawals related to Year 2000 vary widely, management has analyzed projected cash requirements at individual branch locations under a variety of scenarios. As of September 30, 1999, United had begun the process of increasing vault cash balances at its affiliate banks for the most likely increased withdrawal scenario. Management will monitor cash withdrawal activity on a daily basis during the fourth quarter of 1999 and make immediate adjustments to cash levels if conditions warrant.

TRANSACTION RISK - is the risk to United's income and capital resulting from failure to deliver one of its products or services in a acceptable manner. An example of transaction risk related to Year 2000 is the ability of United's computer system to properly bill customers for loan payments due and account for the payments when received or the ability of a customer to perform a deposit or withdrawal at an ATM. In both of these examples, the individual customer is directly affected and United is impacted by the collective impact of all incorrectly processed customer transactions. Since all of United's products and services are processed in some manner by computer systems, all aspects of product design, delivery and support are being carefully evaluated in order to determine potential transaction risks.

United's Year 2000 policy also addresses other risks related to the Year 2000 issue which include, but are not limited to, strategic risk (adverse impact on business decisions or the implementation of business decisions, such as acquisitions); reputational risk (impact of bad publicity on customers and United's franchise value); and, legal risk (risk of litigation related to adverse impact of Year 2000 issues resulting in a material adverse impact on United's results of operations).

CONTINGENCY PLANNING FOR YEAR 2000
United's Year 2000 committee has presented the board of directors with a written Business Remediation and Business Resumption Contingency Policy. The purpose of this policy is to ensure that United is prepared to address any crisis situation(s) that could result from failure of any of United's systems or third-party vendors and suppliers to recognize Year 2000 critical dates. United's Year 2000 contingency policy is modeled after the FFIEC Interagency Statement on Contingency Planning in Connection with Year 2000 issued in May, 1997 and is comprised of four key phases:

1. Organizational Planning - identification of core business processes and establishment of a timeline for a Year 2000 contingency plan.
2. Business Impact Analysis - determination of Year 2000 failure risks for all core business processes and identification of failure scenarios. The minimal level of acceptable service in the event of failure is also determined.
3. Development of Contingency Plans - identification and selection of the most reasonable and cost-effective contingency strategy for each core business process in the event of failure.
4. Contingency Plan Validation - validation of each plan by a qualified independent party and final approval by senior management and the board of directors.

A core business process is, for the purposes of United's Year 2000 contingency planning, defined as a group of interrelated tasks performed as a basic and integral part of United's daily operation. Examples of core business processes include posting of payments on loans and processing of checks, both which require a complex infrastructure of hardware, software, communications and power. Core business processes are further defined by potential impact on United and its operations. "Mission Critical" core business processes are those which, if not functioning properly because of failure to recognize Year 2000 , will most likely cause an immediate loss of revenue and crisis-level customer service problems that could damage United's reputation. United's Year 2000 Committee has developed specific contingency plans that detail precisely how the "most likely worst-case scenarios" resulting from system failure will be handled. The objective of contingency planning is not to duplicate the complete functionality of failed systems, but, rather to identify the most economical means of resuming a minimally acceptable level of service in as short a time as possible.

Part II. Other Information
Item 1. Legal Proceedings - None
Item 2. Changes in Securities - None
Item 3. Defaults Upon Senior Securities - None
Item 4. Submission of Matters to a Vote of Securities Holders - None
Item 5. Other Information - None
Item 6. Exhibits and Reports of Form 8-K
(a) Exhibit 27 - Financial Data Schedule
(b) There were no reports filed on Form 8-K for the period.

## UNITED COMMUNITY BANKS, INC. AND SUBSIDIARIES

## 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 thereunto duly authorized.

UNITED COMMUNITY BANKS, INC.

By: /s/ Jimmy C. Tallent Jimmy C. Tallent, President (Principal Executive Officer)

Date: November 12, 1999

By: /s/ Christopher H. Bledsoe Christopher J. Bledsoe Chief Financial Officer (Principal Financial Officer)

Date: November 12, 1999

By: /s/ Patrick J. Rusnak Patrick J. Rusnak
Controller
(Principal Accounting Officer)

Date: November 12, 1999

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United Community Banks, Inc.
1,000

9-Mos
DEC-31-1999
JAN-01-1999
SEP-30-1999
110,555

13,780

521,733
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16,765
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10,454
273,270
21,000

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$2,060,360$

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86,927
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86,367
$$

20,834
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44,175
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50,265
3,064
(21)

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0.33
0.32
4.10

1,006
823
0
6,540
12,680
1,297
496
16,765
16,765
0


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

[^1]:    Interest income on tax-exempt securities and loans has been increased by $50 \%$
    to reflect comparable interest on taxable securities.
    For computational purposes, includes non-accrual loans and mortgage loans held for sale.
    Includes Trust Preferred Securities.
    Tax equivalent net interest income as a percentage of average earning assets

