## IBT BANCORP INC /MI/

Form 10-Q
November 06, 2007

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UNITED STATES
SECURITIES AND EXCHANGE COMMISSION Washington, D.C. 20549
FORM 10-Q
[X] Quarterly Report Pursuant to Section 13 or \(15(d)\) of the Securities Exchange Act of 1934.
For the quarterly period ended September 30, 2007
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: 0-18415
IBT Bancorp, Inc.
(Exact name of registrant as specified in its charter)

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Michigan
(State or other jurisdiction of incorporation or organization)

38-2830092
(I.R.S. Employer
identification No.)
```

200 East Broadway, Mt. Pleasant, MI 48858 (Address of principal executive offices)
(Zip code)
(989) 772-9471
(Registrant's telephone number, including area code)
N/A
(Former name, former address and former fiscal year, if changed since last report)
Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or $15(d)$ 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. [X] Yes [ ] No
Indicate by check mark whether the registrant is a large accelerated filer, an accelerated file, or a non-accelerated filer. See definition of "accelerated filer and large accelerated filer" in Rule $12 b-2$ of the Exchange Act (Check One).
Large accelerated filer [ ] Accelerated Filer [X] Non-accelerated filer [ ]
Indicate by check mark whether the registrant is a shell company (as defined in

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Rule 12b-2 of the Exchange Act). [ ] Yes [X] No
APPLICABLE ONLY TO CORPORATE ISSUERS:
Indicate the number of shares outstanding of each of the issuer's classes of
common stock, as of the latest practicable date.
Common Stock no par value, 6,337,685 as of October 15, 2007
1

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\section*{IBT BANCORP, INC.}
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Exhibit 3237

```

Item 1 -- Condensed Consolidated Financial Statements

\begin{tabular}{rr} 
September 30 & December 31 \\
2007 & 2006 \\
_-_-_-_-_-_-_-_-_-_-_-_-_-_
\end{tabular}
\begin{tabular}{rr}
\(\$ 23,527\) & \$ 31,359 \\
30,062 & -- \\
182,983 & 213,450 \\
1,382 & 2,734 \\
48,967 & 47,302 \\
232,861 & 212,701 \\
30,582 & 30,389 \\
297,776 & 300,650 \\
-------- & ------- \\
610,186 & 591,042 \\
7,614 & 7,605 \\
-------- & 583,437 \\
602,572 & 5,765 \\
6,619 & 20,754 \\
21,446 & 12,763 \\
13,084 & 27,288 \\
27,075 & 3,480 \\
6,325 & 9,097 \\
8,646 & -------- \\
\hline------- & \(\$ 910,127\) \\
\(\$ 923,721\) & \(========\) \\
\(=======\) &
\end{tabular}
\begin{tabular}{rr}
\(\$ 78,470\) & \(\$ 83,902\) \\
106,255 & 111,406 \\
409,581 & 388,176 \\
132,463 & 142,356 \\
------- & ------- \\
726,769 & 725,840 \\
67,077 & 58,303 \\
3,648 & 2,416 \\
5,045 & 7,819 \\
-------- & -------- \\
802,539 & 794,378
\end{tabular}
\begin{tabular}{rr}
115,075 & 114,785 \\
6,787 & 4,451 \\
\((680)\) & \((3,487)\) \\
-------- & ------- \\
121,182 & -------- \\
------ & \(\$ 910,127\) \\
\(\$ 923,721\) & \(========\)
\end{tabular}

See notes to condensed consolidated financial statements.
```

CONDENSED CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY
(UNAUDITED)
(Dollars in thousands except per share data)

```
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{5}{|l|}{NUMBER OF SHARES OF COMMON STOCK OUTSTANDING} \\
\hline Balance at beginning of year & & 335,861 & & 974,715 \\
\hline Common stock dividends & & -- & & 497,299 \\
\hline Issuance of common stock & & 43,252 & & 38,404 \\
\hline Common stock repurchased & & \((41,428)\) & & -- \\
\hline BALANCE END OF PERIOD & & 337,685 & & 510,418 \\
\hline \multicolumn{5}{|l|}{COMMON STOCK} \\
\hline Balance at beginning of year & \$ & 114,785 & \$ & 72,296 \\
\hline Common stock dividends (10\%) & & -- & & 20,887 \\
\hline Transfer & & -- & & \((12,000)\) \\
\hline Issuance of common stock & & 1,470 & & 1,537 \\
\hline Share-based payment awards under equity compensation plan & & 621 & & 350 \\
\hline Common stock repurchased & & \((1,801)\) & & -- \\
\hline BALANCE END OF PERIOD & & 115,075 & & 83,070 \\
\hline \multicolumn{5}{|l|}{RETAINED EARNINGS} \\
\hline Balance at beginning of year & & 4,451 & & 10,112 \\
\hline Net income & & 5,662 & & 5,039 \\
\hline Common stock dividends (10\%) & & -- & & \((20,887)\) \\
\hline Transfer & & -- & & 12,000 \\
\hline Adjustment to initially apply FASB Statement No. 159, net of tax (Note 5) & & \((1,050)\) & & -- \\
\hline Cash dividends ( \(\$ 0.36\) per share in 2007 and \(\$ 0.33\) per share in 2006) & & \((2,276)\) & & \((1,818)\) \\
\hline BALANCE END OF PERIOD & & 6,787 & & 4,446 \\
\hline \multicolumn{5}{|l|}{ACCUMULATED OTHER COMPREHENSIVE LOSS} \\
\hline Balance at beginning of year & & \((3,487)\) & & \((1,506)\) \\
\hline Adjustment to initially apply fair value provisions & & & & \\
\hline of FASB Statement No. 159, net of tax (Note 5) & & 897 & & -- \\
\hline Other comprehensive income & & 1,910 & & 473 \\
\hline BALANCE END OF PERIOD & & (680) & & \((1,033)\) \\
\hline TOTAL SHAREHOLDERS' EQUITY END OF PERIOD & \$ & 121,182 & \$ & 86,483 \\
\hline
\end{tabular}

\footnotetext{
See notes to condensed consolidated financial statements.
}
(DOLLARS IN THOUSANDS EXCEPT PER SHARE DATA)
```

INTEREST INCOME
Loans, including fees
Investment securities
Taxable
Nontaxable
Trading account securities
Federal funds sold and other
TOTAL INTEREST INCOME
INTEREST EXPENSE
Deposits
Borrowings
TOTAL INTEREST EXPENSE
NET INTEREST INCOME
Provision for loan losses
NET INTEREST INCOME AFTER PROVISION FOR LOAN LOSSES
NONINTEREST INCOME
Service charges and fees
Title insurance
Trust fees
Gain on sale of mortgage loans
Net gain on trading activities
Other
TOTAL NONINTEREST INCOME
NONINTEREST EXPENSES
Compensation and benefits
Occupancy
Furniture and equipment
Other
TOTAL NONINTEREST EXPENSES
INCOME BEFORE FEDERAL INCOME TAXES
Federal income taxes
NET INCOME
EARNINGS PER SHARE
Basic
Diluted
CASH DIVIDENDS PER BASIC SHARE

```

Three Months Ended September 30
\begin{tabular}{|c|c|}
\hline 2007 & 2006 \\
\hline
\end{tabular}

Nine Months Ended September 30
\begin{tabular}{|c|c|}
\hline 2007 & 2006 \\
\hline
\end{tabular}
\(\$ 32,625 \$ 26,129\)
\begin{tabular}{rrrr}
967 & 1,252 & 2,609 & 3,572 \\
954 & 693 & 2,659 & 2,018 \\
389 & -- & 1,809 & -- \\
257 & 98 & 523 & 236 \\
------ & ------ & ------ & ------ \\
13,794 & 11,312 & 40,225 & 31,955 \\
& & & \\
5,783 & 4,425 & 17,030 & 11,874
\end{tabular}
\(\begin{array}{rr}907 & 739 \\ ------- & ------- \\ 6,690 & 5,164 \\ ------- & ------- \\ 7,104 & 6,148 \\ 268 & 245 \\ ------- & ------- \\ 6,836 & 5,903\end{array}\)
\(\begin{array}{rr}1,223 & 1,214 \\ 611 & 679 \\ 262 & 217 \\ 50 & 53 \\ 246 & -- \\ 327 & 243 \\ ------- & ------- \\ 2,719 & 2,406\end{array}\)
\begin{tabular}{rr}
3,933 & 3,148 \\
440 & 457 \\
841 & 677 \\
1,781 & 1,377
\end{tabular}
\(\begin{array}{rr}1,781 & ------- \\ 6,995 & 5,659\end{array}\)
\(2,560 \quad 2,650\)
619
\(\begin{array}{ll}------- & ------ \\ \$ 2,096 & \$ 2,031\end{array}\)
\(==============\)
\(\$ 0.33 \quad \$ \quad 0.37\)
\(=======\quad======\)
\(\begin{array}{ll}\$ 0.32 & \$ 0.36 \\ ======== & =======\end{array}\)
\(\begin{array}{lll}====== & ====== \\ \$ 0.12 & \$ 0.11\end{array}\)
\$

\(\$ 0.92\)
\(===\)
\(\$=====\)
\(\$\)
\(\$\)
\(\$ 0.89\)
\$
\(=======\)
\(\$ 0.33\)

See notes to condensed consolidated financial statements.

CONDENSED CONSOLIDATED \(\begin{aligned} & \text { STATEMENTS OF COMPREHENSIVE INCOME (UNAUDITED) } \\ & \text { (Dollars in thousands) }\end{aligned}\)
\begin{tabular}{|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Three Months Ended September 30} & Nine month Septemb \\
\hline & 2007 & 2006 & 2007 \\
\hline NET INCOME & \$2,096 & \$2,031 & \$ 5,662 \\
\hline Unrealized income (losses) on available-for-sale securities: Unrealized holding income (losses) arising during period Reclassification adjustment for net realized losses included in net income & 1,860 & 2,067
6 & \((165)\)
30 \\
\hline Net unrealized income (losses) Tax effect & \[
\begin{array}{r}
1,860 \\
(632)
\end{array}
\] & \[
\begin{array}{r}
2,073 \\
(705)
\end{array}
\] & \[
\begin{gathered}
(135) \\
46
\end{gathered}
\] \\
\hline Unrealized income (losses), net of tax & 1,228 & 1,368 & (89) \\
\hline ```
Reduction in unrecognized actuarial loss
    of defined benefit pension plan
        Tax effect
``` & -- & --- & \[
\begin{gathered}
3,029 \\
(1,030)
\end{gathered}
\] \\
\hline Reduction in unrecognized actuarial loss of defined benefit pension plan & -- & -- & 1,999 \\
\hline Adjustment to initially apply FASB Statement No. 159 Tax effect & --- & --- & \[
\begin{array}{r}
1,359 \\
(462)
\end{array}
\] \\
\hline FASB Statement No. 159 adjustment, net of tax & -- & -- & 897 \\
\hline OTHER COMPREHENSIVE INCOME, NET OF TAX & 1,228 & 1,368 & 2,807 \\
\hline COMPREHENSIVE INCOME & \$3,324 & \$3,399 & \$ 8,469 \\
\hline See notes to condensed consolidated financial statements. & & & \\
\hline
\end{tabular}

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OPERATING ACTIVITIES
Net income (
Reconciliation of net income to cash provided by operations:
Provision for loan losses
\$ 5,662
Depreciation 1,471
Net amortization of investment securities 136
Realized loss on sale of investment securities 30
Amortization and impairment of mortgage servicing rights 156
Earnings on corporate owned life insurance policies (321)
Amortization of acquisition intangibles 213
Deferred income tax benefit 23
Share-based payment awards
Share-based payment awards
Trading securities (including unrealized appreciation of \$263 in 2007)
Loans held for sale
47,777
Accrued interest receivable
Other assets
Escrow funds payable
Accrued interest and other liabilities
1,352
(854)
(3,722)
1,232
420
NET CASH PROVIDED BY OPERATING ACTIVITIES
54,814
INVESTING ACTIVITIES
Activity in available-for-sale securities
Maturities, calls, and sales
39,596
Purchases
Net increase in loans
(87,269)
(19,753)
Purchases of premises and equipment
Purchase of corporate owned life insurance policies
Acquisition of title office
NET CASH USED IN INVESTING ACTIVITIES
(69,589)
FINANCING ACTIVITIES
Net (decrease) increase in noninterest bearing deposits
Net increase in interest bearing deposits
(5,432)
6,361
8,621
(2,276)
1,470
Cash dividends paid on common stock
Proceeds from the issuance of common stock
Common stock repurchased
NET CASH PROVIDED BY FINANCING ACTIVITIES
DECREASE IN CASH AND CASH EQUIVALENTS
Cash and cash equivalents at beginning of year
CASH AND CASH EQUIVALENTS AT END OF YEAR
(7,832)
31,359

```
See notes to condensed consolidated financial statements.

NOTE 1 - BASIS OF PRESENTATION
The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with generally accepted accounting principles for interim financial information and with the instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. In the opinion of management, all adjustments (consisting only of normal recurring accruals with the exception of the fair value reporting election described in Note 5) considered necessary for a fair presentation have been included. Operating results for the three and nine month periods ended September 30, 2007 are not necessarily indicative of the results that may be expected for the year ending December 31, 2007. For further information, refer to the consolidated financial statements and footnotes thereto included in the Corporation's annual report for the year ended December 31, 2006.

All amounts other than share and per share amounts have been rounded to the nearest thousand (\$000) in this report.

Effective October 3, 2006, Isabella Bank and Trust, a subsidiary of the Corporation, acquired Farwell State Savings Bank. The consolidated financial statements include the results of operations of Farwell State Savings Bank only since that time. Refer to Management's Discussion and Analysis for further consideration of the impact of this transaction on the consolidated financial statements.

\section*{NOTE 2 - COMPUTATION OF EARNINGS PER SHARE}

Basic earnings per share represents income available to common stockholders divided by the weighted--average number of common shares outstanding during the period. Diluted earnings per share reflects additional common shares that would have been outstanding if dilutive potential common shares had been issued, as well as any adjustments to income that would result from the assumed issuance. Potential common shares that may be issued by the Corporation relate solely to outstanding shares in the Corporation's Deferred Director fee plan.

Earnings per common share have been computed based on the following amounts:


Average number of common shares outstanding for basic calculation* Director fee plan*

Average number of common shares outstanding used to calculate diluted earnings per common share
\(\begin{array}{rr}6,338,026 & 5,503,044 \\ 180,296 & 166,278\end{array}\)
_---------
6,518,322 5,669,322
\(==================\)

Nine Months Ende September 30

\(\square\)
6,337,241 5,491,
178,996 163,

6,516,237 5,654,
* As adjusted for the \(10 \%\) stock dividend paid February 15, 2006

NOTE 3 - OPERATING SEGMENTS

The Corporation's reportable segments are based on legal entities that account for at least \(10 \%\) of net operating results. In April 2007, the individual bank charters of Isabella Bank and Trust and FSB Bank were consolidated into one bank charter as a part of the Corporation's strategy to increase efficiencies. Retail banking operations now present over \(90 \%\) of the Corporation's total operating results. As such, no segment reporting is presented.

The accounting policies are the same as those discussed in Note 1 to the Consolidated Financial Statements included in the Corporation's annual report for the year ended December 31, 2006 with the exception of those new pronouncements adopted during 2007 (see Notes 5 and 7).

\section*{NOTE 4 - DEFINED BENEFIT PENSION PLAN}

The Corporation has a defined benefit pension plan covering substantially all of its employees. Benefits are based on years of service and the employees' five highest consecutive years of compensation out of the last ten years of service. The funding policy is to contribute annually the maximum amount that can be deducted for federal income tax purposes. Contributions are intended to provide not only for benefits attributed to services to date but also for those expected to be earned in the future.

In December 2006, the Board of Directors voted to curtail the defined benefit plan effective March 1, 2007. The effect of the curtailment is to freeze the current participant's accrued benefits as of March 1, 2007 and to limit participation in the plan only to eligible employees as of December 31, 2006. Subsequent to the decision to curtail the defined benefit plan, the Corporation elected to increase its level of contributions to the Corporation's defined contribution \(401(k)\) plan effective January 1, 2007.

The aggregate effect from the plan curtailment was a loss of \(\$ 37\) for the nine months ended September 30, 2007, and was determined as follows:
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \multicolumn{2}{|l|}{Before Curtailment} & \multicolumn{2}{|l|}{Effect of Curtailment} & After Curtailment \\
\hline Accumulated benefit obligation & \$ & \((8,197)\) & \$ & \$ & \$ 8 , 197) \\
\hline Effect of future salary increases & & \((2,956)\) & & \((2,956)\) & -- \\
\hline Projected benefit obligation & & \((11,153)\) & & \((2,956)\) & \((8,197)\) \\
\hline Plan assets at fair value & & 9,244 & & -- & 9,244 \\
\hline Funded status & & \((1,909)\) & & \((2,956)\) & 1,047 \\
\hline Items not yet recognized in earnings: Unrecognized prior service cost & & 37 & & 37 & -- \\
\hline Unrecognized net loss & & 4,061 & & 2,956 & 1,105 \\
\hline Prepaid pension cost (net amount recognized) & \$ & 2,189 & \$ & \$ 37 & \$ 2,152 \\
\hline
\end{tabular}

On December 31, 2006 the Corporation adopted Statement of Financial Accounting Standards (SFAS) No. 158, "Employers' Accounting for Defined Benefit Pension and Other Postretirement Plans" (SFAS No. 158). SFAS No. 158 required the Corporation to recognize on a prospective basis the funded status of the defined

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benefit pension plan on the Corporation's consolidated balance sheet and recognize as a component of accumulated other comprehensive loss, net of tax, the sum of unamortized actuarial gains or losses and prior service costs at the close of each reporting period. During each reporting period, recognized actuarial losses included in net periodic pension expense reduce other comprehensive income or loss, net of tax.

The components of net periodic benefit cost for the three and nine month periods ended September 30 are as follows:


The Corporation contributed \(\$ 350\) and \(\$ 1,128\) to the pension plan during the nine month periods ended September 30,2007 and 2006 , respectively.

NOTE 5 -- FINANCIAL INSTRUMENTS RECORDED AT FAIR VALUE

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities" ("SFAS No. 159"). SFAS No. 159 expands the use of fair value accounting but does not affect existing standards which require assets or liabilities to be carried at fair value. Under SFAS No. 159, a company may elect to measure many financial instruments and certain other assets and liabilities at fair value. The fair value measurement option is not allowable for deposit or withdrawable on demand liabilities. If the use of fair value is elected, any upfront costs and fees related to the item must be recognized in earnings and cannot be deferred, e.g., debt issue costs. The fair value election is irrevocable and is generally made on an
instrument-by-instrument basis, even if an entity has similar instruments that it elects not to measure based on fair value. At the adoption date, unrealized gains and losses on existing items for which fair value has been elected are reported as a cumulative adjustment to beginning retained earnings as of January 1, 2007. Subsequent to the adoption of SFAS No. 159, changes in fair value are recognized in earnings. Although, SFAS No. 159 is effective for fiscal years

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beginning after November 15, 2007 and is required to be adopted by IBT Bancorp in the first quarter of fiscal 2008, IBT Bancorp elected to early adopt SFAS No. 159 effective January 1, 2007, the impact of which is detailed in the table below. For further discussion on the financial statement impact of adopting this standard, see Management's Discussion and Analysis in Item 2 of this report and the information presented.

As shown in the following table, the Corporation elected to transfer \(\$ 77,839\) of its \(\$ 213,450\) available-for-sale securities investment portfolio to trading status to facilitate more active trading of these securities. In determining which available-for-sale securities to transfer, the Corporation considered interest rates, duration, marketability, and balance sheet management strategies. The securities transferred included obligations of US Government Agencies, variable rate Federal National Mortgage Association and Federal Home Loan Mortgage Corporation mortgage backed securities, taxable municipal bonds, and a limited number of tax exempt bonds. During the second quarter of 2007, the Corporation sold \(\$ 34,290\) of trading securities, purchased \(\$ 3,677\), and repositioned its funding position from a net Fed Funds purchased position of \(\$ 6,675\) to a Fed Funds sold position of \(\$ 6,240\) at June 30,2007 . During the third quarter of 2007 , the Corporation sold \(\$ 7,298\) of trading securities. During the remainder of 2007, the Corporation plans to reduce its overall trading securities position to approximately \(2.0 \%\) to \(3.0 \%\) of total assets. Management believes this level to be the optimum amount needed to provide liquidity and interest margin protection.

The Corporation also elected to report \(\$ 7,256\) of long-term, relatively high interest rate, Federal Home Loan Bank advances at their fair value upon the adoption of SFAS No. 159 to provide a hedge against significant movement in interest rates. These advances had an outstanding principal balance of \(\$ 7,256\) as of September 30, 2007. During the third quarter there were no changes in borrowings measured at fair value.
Net Gain /
(Loss) Upon
\[
\text { Adoption of } \mathrm{FVO}
\]
----------------

Investment securities
\[
\$ 79,198
\]
\[
\$(1,359)
\]

FHLB borrowings included in other borrowed funds
```

Pretax cumulative loss effect of adoption
Increase in deferred tax asset
Cumulative loss effect of adoption of the
fair value option (charged as a reduction to
retained earnings as of January 1, 2007)
Cumulative loss effect of adoption of the fair value option (charged as a reduction to retained earnings as of January 1, 2007)

```
        of the fair value option (1,591)
Balance Sheet
\(1 / 1 / 2007\) Prior to
Adoption of FVO
\((7,256)\)
\$(1,050)

In September 2006, the FASB issued SFAS No. 157 "Fair Value Measurements" (SFAS No. 157). SFAS No. 157 establishes a common definition for fair value to be applied to GAAP guidance requiring use of fair value, establishes a framework for measuring fair value, and expands disclosure about such fair value measurements. SFAS No. 157 clarifies the principle that fair value should be

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based on the assumptions market participants would use when pricing an asset or liability and establishes a fair value hierarchy that prioritizes the information used to develop those assumptions. Under the standard, fair value measurements would be separately disclosed by level within the fair value hierarchy. SFAS No. 157 is effective for fiscal years beginning after November 15, 2007. As the Corporation has elected early adoption of SFAS No. 159, it has also early adopted SFAS No. 157, as required by SFAS No. 159.

Fair value is the price that would be received to sell an asset or transfer a liability in an orderly transaction between market participants at the measurement date. To increase consistency and comparability in fair value measurements and related disclosures, the fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value into three broad levels. The fair value hierarchy gives the highest priority to quoted prices (unadjusted) in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). In some cases, the inputs used to measure fair value might fall in different levels of the fair value hierarchy. The level in the fair value hierarchy within which the fair value measurement in its entirety falls shall be determined based on the lowest level input that is significant to the fair value measurement in its entirety.

Level 1 instruments are those assets for which the identical item is traded on an active exchange, such as publicly-traded instruments. The majority of the fair value amounts included in current period earnings resulted from Level 2 fair value methodologies; that is, the Corporation values the assets and liabilities based on observable market data for similar instruments.

For further discussion on the financial statement impact of adopting these standards, see Management's Discussion and Analysis in Item 2 of this report.

\section*{Description}

RECURRING ITEMS
Trading securities
Investment securities available for sale
Mortgage loans available for sale
Other borrowed funds
NONRECURRING ITEMS
Mortgage servicing rights Other real estate owned

Fair Value Measurements at September 30, 2007 Using
\begin{tabular}{|c|c|}
\hline Quoted Prices & \\
\hline in Active & Significant \\
\hline Markets for & Other Observable \\
\hline Identical Assets (Level 1) & Inputs (Level 2) \\
\hline
\end{tabular}
\begin{tabular}{rrr}
\(\$ 30,062\) & \(\$\) & -- \\
182,983 & 3,981 & \(\$ 30,062\) \\
1,382 & -- & 179,002 \\
7,479 & -- & 7,479 \\
2,192 & -- & 2,192 \\
755 & -- & 755
\end{tabular}

\section*{Description}

RECURRING ITEMS
Trading securities
Other borrowed funds
NONRECURRING ITEMS
Mortgage servicing rights
Other real estate owned

Period Ended September 30, 2007 for Items Measured at Fair Value Pursuant to Election of the Fair Value Option
\begin{tabular}{|c|c|c|}
\hline & & Total Changes \\
\hline Trading & Other & in Fair Values Included in \\
\hline Gains and (Losses) & Gains and (Losses) & Current Period Earnings \\
\hline
\end{tabular}

Period Ended September Items Measured at Fair to Election of the Fair
\begin{tabular}{cc} 
Trading & Other \\
Gains and & Gains and \\
(Losses) & (Losses) \\
--------- & --------
\end{tabular}
\begin{tabular}{ccccc}
\(\$ 320\) & \(\$--\) & \(\$ 320\) & \(\$ 263\) & \(\$--\) \\
\((74)\) & -- & \((74)\) & 9 & -- \\
-- & -- & -- & -- & -- \\
-- & \((38)\) & \((38)\) & -- & \((64)\)
\end{tabular}

During the three month period ended March 31, 2007 , in accordance with the provisions of SFAS No. 156, mortgage servicing rights with a carrying amount of \(\$ 2,187\) were written down to their fair value of \(\$ 2,186\), resulting in an impairment charge of \(\$ 1\), while during the three month period ended June 30 , 2007, mortgage servicing rights with a carrying amount of \(\$ 2,190\) were written up to their fair value of \(\$ 2,191\), resulting in a decrease in the impairment of \(\$ 1\). There were no adjustments to the fair value of mortgage servicing rights during the three month period ended September 30, 2007. Such adjustments were included in earnings for the nine month period ended September 30, 2007.

During the three month period ended March 31, 2007 , in accordance with the provisions of SFAS No. 144, other real estate owned with a carrying amount of \(\$ 643\) was written down to its fair value of \(\$ 617\), resulting in an impairment charge of \(\$ 26\), while during the three month period ended September 30, 2007, other real estate owned with a carrying amount of \(\$ 793\) was written down to its fair value of \(\$ 755\), resulting in an impairment charge of \(\$ 38\). There were no adjustments to the fair value of other real estate owned during the three month period ended June 30,2007 . Such adjustments were included in earnings for the nine month period ended September 30, 2007.

NOTE 6 -- INCOME TAXES

The Corporation adopted the provisions of Financial Accounting Standards Board ("FASB") Interpretation No. 48, "Accounting for Uncertainty in Income Taxes-an interpretation of FASB Statement No. 109" ("FIN 48"), on January 1, 2007. FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with FASB Statement 109, "Accounting for Income Taxes", and prescribes a recognition threshold and measurement process for financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. FIN 48 also provides guidance on derecognition, classification, interest and penalties, accounting in interim periods, disclosure and transition.

Based on our evaluation, we have concluded that there are no significant uncertain tax positions requiring recognition in our financial statements. Our evaluation was performed for the tax years ended December 31, 2003, 2004, 2005 and 2006, the tax years which remain subject to examination by major tax jurisdictions as of September 30, 2007.

From time to time, we may be assessed interest or penalties by major tax jurisdictions, although any such assessments historically have been minimal and immaterial to our financial results. In the event we have received an assessment for interest and/or penalties, it has been classified in the financial statements as other noninterest expenses.

In June 2006, the Financial Accounting Standards Board ("FASB") issued Financial Accounting Standards Interpretation No. 48 ("FIN 48"), "Accounting for Uncertainty in Income Taxes". FIN 48 clarifies the accounting for uncertainty in income taxes recognized in an enterprise's financial statements in accordance with FASB Statement No. 109, "Accounting for Income Taxes". FIN 48 prescribes a recognition threshold and measurement attributable for the financial statement recognition and measurement of a tax position taken or expected to be taken in a tax return. On January 1, 2007, the Corporation adopted FIN 48. The adoption of this standard did not impact the Corporation's consolidated financial statements.

\section*{NOTE 7 -- RECENT ACCOUNTING PRONOUNCEMENTS}

In June 2006, the Emerging Issues Task Force ("EITF") reached a tentative conclusion reflected in the draft abstract for EITF Issue No. 06-5, "Accounting for Purchases of Life Insurance-Determining the Amount That Could Be Realized in Accordance with FASB Technical Bulletin No. 85-4." The Task Force's tentative conclusion states that a policyholder should consider certain additional amounts included in the contractual terms of the policy in determining the amount that could be realized under the insurance contract. This issue is effective for fiscal years beginning after December 15, 2006. The provisions of EITF \(06-5\) did not have an impact on the Corporation's consolidated financial statements.

In February 2006 the FASB issued SFAS No. 155 " Accounting for Certain Hybrid Instruments," which allows financial instruments that have embedded derivatives to be accounted for as a whole (eliminating the need to bifurcate the derivative from its host) if the holder elects to account for the whole instrument on a fair value basis. The issuance of Statement No. 155 provides the following: 1. Clarifies which interest-only strips and principal-only strips are not subject to the requirements of Statement No. 133; 2. Establishes a requirement to evaluate interests in securitized financial assets to identify interests that are freestanding derivatives or that are hybrid financial instruments that contain an embedded derivative requiring bifurcation; 3. Clarifies that concentrations of credit risk in the form of subordination are not embedded derivatives; and 4. Amends Statement No. 140 to eliminate the prohibition on a qualifying special purpose entity from holding a derivative financial instrument that pertains to a beneficial interest other than another derivative financial instrument. SFAS No. 155 is effective for all financial instruments acquired or issued after the beginning of the first fiscal year beginning after September 15, 2006. The Corporation adopted SFAS No. 155 on January 1, 2007 and it did not have a material impact on the Corporation's consolidated financial statements.

In March 2006 the FASB issued SFAS No. 156, "Accounting for Servicing of Financial Assets," which affects the accounting for servicing rights, which includes mortgage servicing rights and those associated with other types of financial assets transferred in securitizations such as auto loans, student loans, credit cards, commercial real estate and equipment financing. Specifically, Statement No. 156 requires that all separately recognized servicing rights be initially measured at fair value, if practicable. For subsequent accounting for servicing assets and liabilities, entities would choose either to amortize and recognize over a period of estimated net servicing income or net servicing loss (currently required under Statement No. 140) or remeasure at fair value at each subsequent reporting date. The choice to measure at fair value would make it easier to account for hedges of servicing rights, which currently are difficult to apply under Statement No. 133. Statement No.

156 is effective for all servicing assets or liabilities acquired or assumed after the beginning of the first fiscal year beginning after September 15, 2006 . In addition, an entity may elect to apply fair value measurement to existing servicing rights upon adoption. The Corporation adopted SFAS No. 156 on January 1, 2007 and it did not have a material impact on the Corporation's consolidated financial statements.

In July of 2006, the Emerging Issues Task Force ("EITF") of FASB issued a draft abstract for EITF Issue No. 06-4, "Accounting for Deferred Compensation and Postretirement Benefit Aspects of Endorsement Split-Dollar Life Insurance Arrangements." The EITF reached a consensus that for an endorsement split-dollar life insurance arrangement within the scope of this Issue, an employer should recognize a liability for future benefits. IBT Bancorp has purchased corporation-owned life insurance on certain of its employees. The cash surrender value of these policies is carried as an asset on the consolidated balance sheets. The carrying value was \(\$ 13,084\) at September 30, 2007. These life insurance policies are generally subject to endorsement split-dollar life insurance arrangements. These arrangements were designed to provide a pre-and postretirement benefit for senior officers of the Corporation. The Corporation is required to apply EITF Issue No. 06-4 beginning January 1, 2008, and is currently evaluating the effect the implementation of EITF Issue No. 06-4 will have on the consolidated financial statements.

In September 2006, the FASB issued SFAS No. 157 "Fair Value Measurements" (SFAS No. 157). SFAS No. 157 establishes a common definition for fair value to be applied to GAAP guidance requiring use of fair value, establishes a framework for measuring fair value, and expands disclosure about such fair value measurements. SFAS No. 157 clarifies the principle that fair value should be based on the assumptions market participants would use when pricing an asset or liability and establishes a fair value hierarchy that prioritizes the information used to develop those assumptions. Under the standard, fair value measurements would be separately disclosed by level within the fair value hierarchy. SFAS No. 157 is effective for fiscal years beginning after November 15, 2007 unless SFAS No. 159 is adopted, in which case SFAS No. 157 would need to be adopted concurrently. The results of the adoption of this standard are disclosed in Note 5.

In February 2007, the FASB issued SFAS No. 159, "The Fair Value Option for Financial Assets and Financial Liabilities" which provides entities with an option to report selected financial assets and liabilities at fair value, with the objective to reduce both the complexity in accounting for financial instruments and the volatility in earnings caused by measuring related assets and liabilities differently. SFAS No. 159 permits fair value to be used for both the initial and subsequent measurements on a contract-by-contract election, with changes in fair value to be recognized in earnings as those changes occur. SFAS No. 159 also revises provisions of SFAS No. 115 that apply to available-for-sale and trading securities. This statement is effective for fiscal years beginning after November 15, 2007, with an option to early adopt effective January 1 , 2007. After review of the standard, the Corporation has early adopted the standard. The impact of the adoption is presented in Note 5.

\section*{NOTE 8 -- COMMON STOCK REPURCHASES}

On March 22 , 2007, the Board of Directors adopted a repurchase plan which provides for the repurchase of up to 150,000 shares of the Corporation's common stock. Any shares repurchased under this plan revert to the status of authorized but unissued shares. During the nine months ended September 30, 2007, a total of

41,428 shares were repurchased for cash of \(\$ 1,801\), including 18,694 shares pursuant to this plan during the third quarter.

NOTE 9 - POTENTIAL BUSINESS ACQUISITION
On August 21, 2007, IBT Bancorp, Inc. signed a definitive agreement to acquire Greenville Community Financial Corporation (GCFC), which was subsequently amended on September 24, 02007. Pursuant to the terms of the acquisition, GCFC shareholders shall receive 0.6659 of a share of IBT common stock and \(\$ 14.70\) of cash for each of their shares of GCFC common stock, resulting in a total consideration of approximately \(\$ 34,000\). The transaction, which has been approved by both IBT's and GCFC's Boards of Directors, is expected to be completed in the fourth quarter of 2007, pending regulatory approval, the approval of GCFC shareholders, and other customary closing conditions.

ITEM 2 - MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following is management's discussion and analysis of the major factors that influenced IBT Bancorp's financial performance. This analysis should be read in conjunction with the Corporation's 2006 annual report and with the unaudited condensed consolidated financial statements and notes, as set forth on pages 3 through 14 of this report.

CRITICAL ACCOUNTING POLICIES: A summary of the Corporation's significant accounting policies is set forth in Note 1 of the Consolidated Financial Statements included in the Corporation's Annual Report for the year ended December 31, 2006. Of these significant accounting policies, the Corporation considers its policies regarding the allowance for loan losses to be its most critical accounting policy.

The allowance for loan losses requires management's most subjective and complex judgment. Changes in economic conditions can have a significant impact on the allowance for loan losses and, therefore, the provision for loan losses and results of operations. The Corporation has developed appropriate policies and procedures for assessing the adequacy of the allowance for loan losses, recognizing that this process requires a number of assumptions and estimates with respect to its loan portfolio. The Corporation's assessments may be impacted in future periods by changes in economic conditions, the impact of regulatory examinations, and the discovery of information with respect to borrowers which is not known to management at the time of the issuance of the consolidated financial statements. For additional discussion concerning the Corporation's allowance for loan losses and related matters, see Provision for Loan Losses and Allowance for Loan Losses in the Corporation's 2006 Annual Report and herein.

\section*{RESULTS OF OPERATIONS}

The following table outlines the results of operations for the periods ended September 30, 2007 and 2006. Return on average assets measures the ability of the Corporation to profitably and efficiently employ its resources. Return on average equity indicates how effectively the Corporation is able to generate earnings on shareholder invested capital.

SUMMARY OF SELECTED FINANCIAL DATA
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{2}{|l|}{Three Months Ended Seotember 30} & \multicolumn{2}{|l|}{Nine Months Ended Seotember 30} \\
\hline & 2007 & 2006 & 2007 & 2006 \\
\hline \multicolumn{5}{|l|}{INCOME STATEMENT DATA} \\
\hline Net interest income & \$7,104 & \$6,148 & \$20,732 & \$18,203 \\
\hline Provision for loan losses & 268 & 245 & 618 & 628 \\
\hline Net income & 2,096 & 2,031 & 5,662 & 5,039 \\
\hline \multicolumn{5}{|l|}{PER SHARE DATA} \\
\hline \multicolumn{5}{|l|}{Earnings per share:} \\
\hline Basic & \$0.33 & \$0.37 & \$0.89 & \$0.92 \\
\hline Diluted & 0.32 & 0.36 & 0.87 & 0.89 \\
\hline Cash dividends per common share & 0.12 & 0.11 & 0.36 & 0.33 \\
\hline \multicolumn{5}{|l|}{RATIOS} \\
\hline Average primary capital to average assets & \(13.71 \%\) & \(11.67 \%\) & \(13.52 \%\) & \(11.69 \%\) \\
\hline Net income to average assets & 0.91 & 1.03 & 0.82 & 0.88 \\
\hline Net income to average equity & 6.98 & 9.51 & 6.39 & 8.06 \\
\hline
\end{tabular}

NET INTEREST INCOME

Net interest income equals interest income less interest expense and is the primary source of income for IBT Bancorp. Interest income includes loan fees of \(\$ 381\) and \(\$ 957\), for the three and nine month periods ended September 30, 2007, respectively, as compared to \(\$ 325\) and \(\$ 881\) during the same periods in 2006 . For analytical purposes, net interest income is adjusted to a "taxable equivalent" basis by adding the income tax savings from interest on tax-exempt loans and securities, thus making year-to-year comparisons more meaningful.
(Continued on page 18)

AVERAGE BALANCES, INTEREST RATE, AND NET INTEREST INCOME

The following schedules present the daily average amount outstanding for each major category of interest earning assets, nonearning assets, interest bearing liabilities, and noninterest bearing liabilities. This schedule also presents an analysis of interest income and interest expense for the periods indicated. All interest income is reported on a fully taxable equivalent (FTE) basis using a \(34 \%\) tax rate. Nonaccruing loans, for the purpose of the following computations, are included in the average loan amounts outstanding. Federal Reserve and Federal Home Loan Bank restricted equity holdings are included in Other.

Results for the three and nine month periods ended September 30, 2007 and September 30, 2006 are as follows:

Three Months Ended
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{3}{|c|}{September 30, 2007} & September 30 \\
\hline & Tax & Average & \\
\hline Average & Equivalent & Yield\} & Average \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline & Balance & Interest & Rate & Balance & Inter \\
\hline \multicolumn{6}{|l|}{INTEREST EARNING ASSETS:} \\
\hline Loans & \$608,033 & \$11,227 & 7.39\% & \$520,348 & \$ 9,2 \\
\hline Taxable investment securities & 71,461 & 967 & 5.41\% & 119,936 & 1,2 \\
\hline Nontaxable investment securities & 100,295 & 1,491 & 5.95\% & 75,885 & 1,0 \\
\hline Trading account securities & 35,694 & 445 & 4.99\% & -- & \\
\hline Federal funds sold & 10,453 & 172 & 6.58\% & 2,367 & \\
\hline Other & 7,892 & 85 & 4.31\% & 5,299 & \\
\hline Total earning assets & 833,828 & 14,387 & 6.90\% & 723,835 & 11,7 \\
\hline \multicolumn{6}{|l|}{NON EARNING ASSETS:} \\
\hline Allowance for loan losses & \((7,627)\) & & & \((7,081)\) & \\
\hline Cash and due from banks & 21,299 & & & 21,281 & \\
\hline Premises and equipment & 21,468 & & & 17,612 & \\
\hline Accrued income and other assets & 55,186 & & & 29,710 & \\
\hline Total assets & \$924,154 & & & \$785,357 & \\
\hline \multicolumn{6}{|l|}{INTEREST BEARING LIABILITIES:} \\
\hline Interest-bearing demand deposits & \$105,670 & 411 & 1.56\% & \$104,870 & \\
\hline Savings deposits & 194,843 & 1,200 & \(2.46 \%\) & 148,988 & \\
\hline Time deposits & 348,807 & 4,172 & 4.78\% & 302,956 & 3, 3 \\
\hline Other borrowed funds & 66,668 & 907 & 5.44\% & 58,756 & \\
\hline Total interest bearing liabilities & 715,988 & 6,690 & 3.74\% & 615,570 & 5,1 \\
\hline \multicolumn{6}{|l|}{NONINTEREST BEARING LIABILITIES:} \\
\hline Demand deposits & 78,984 & & & 69,349 & \\
\hline Other & 9,058 & & & 15,033 & \\
\hline Shareholders' equity & 120,124 & & & 85,405 & \\
\hline Total liabilities and equity & \$924,154 & & & \$785,357 & \\
\hline Net interest income (FTE) & & \$ 7,697 & & & \$ 6,5 \\
\hline \multicolumn{6}{|l|}{Net yield on interest earning assets (FTE)} \\
\hline 16 & & & & & \\
\hline & & & \multicolumn{3}{|l|}{Nine Months Ended} \\
\hline & \multicolumn{3}{|c|}{September 30, 2007} & \multicolumn{2}{|r|}{September 30} \\
\hline & Average Balance & \begin{tabular}{l}
Tax \\
Equivalent \\
Interest
\end{tabular} & Average Yield \(\backslash\) Rate & Average Balance & Tax Equiter Inte \\
\hline \multicolumn{6}{|l|}{INTEREST EARNING ASSETS:} \\
\hline Loans & \$602,077 & \$ 32,625 & 7.22\% & \$500,168 & \$26, \\
\hline Taxable investment securities & 64,278 & 2,609 & 5.41\% & 120,433 & 3, \\
\hline
\end{tabular}

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Nontaxable investment securities
Trading account securities
Federal funds sold
Other

Total earning assets

NON EARNING ASSETS:
Allowance for loan losses
\((7,646)\)
20,405
21,263
4,167
59,053
1,956
\begin{tabular}{lr}
\(5.92 \%\) & 74,053 \\
\(4.42 \%\) & -- \\
\(5.96 \%\) & 1,417 \\
\(4.41 \%\) & 5,135 \\
---- & ------- \\
\(6.71 \%\) & 701,206
\end{tabular}

Cash and due from banks
Premises and equipment

Accrued income and other assets

Total assets

INTEREST BEARING LIABILITIES:
Interest-bearing demand deposits
Savings deposits
Time deposits
Other borrowed funds

Total interest bearing liabilities
56,50
\begin{tabular}{rrrr}
\begin{tabular}{l}
-------- \\
\(\$ 923,133\) \\
\(========\)
\end{tabular} & & \begin{tabular}{l}
-------- \\
\(\$ 765,991\) \\
\(======\)
\end{tabular} \\
\(\$ 111,693\) & 1,520 & \(1.81 \%\) & \(\$ 104,259\) \\
186,740 & 3,141 & \(2.24 \%\) & 153,734 \\
350,997 & 12,369 & \(4.70 \%\) & 285,361 \\
65,688 & 2,463 & \(5.00 \%\) & 52,398 \\
------- & ------- & ---- & ------ \\
715,118 & 19,493 & \(3.63 \%\) & 595,752
\end{tabular}

NONINTEREST BEARING LIABILITIES:
Demand deposits
Other
Shareholders' equity
Total liabilities and equity
et interest income (FTE)

Net yield on interest earning assets (FTE)

79,563
10,252
118,200
--------
\$923, 133
=======
\$ 22,387
\(=======\)

VOLUME AND RATE VARIANCE ANALYSIS

The following table sets forth the effect of volume and rate changes on interest income and expense for the periods indicated. For the purpose of this table, changes in interest due to volume and rate were determined as follows:

Volume Variance - change in volume multiplied by the previous year's rate.

Rate Variance - change in the fully taxable equivalent (FTE) rate multiplied by the prior year's volume.

The change in interest due to both volume and rate has been allocated to volume and rate changes in proportion to the relationship of the absolute dollar amounts of the change in each.
```

CHANGES IN INTEREST INCOME:
Loans
Taxable investment securities
Nontaxable investment securities
Trading account securities
Federal funds sold
Other

```

Total changes in interest income CHANGES IN INTEREST EXPENSE:
    Interest bearing demand deposits
    Savings deposits
    Time deposits
Other borrowings

Total changes in interest expense

Net change in interest margin (FTE)

September 30, 2007 compared to
September 30, 2006
Increase (Decrease)
Due to
\begin{tabular}{|c|c|c|}
\hline Volume & Rate & Net \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \$1,609 & \$349 & \$1,958 & \$ 5,492 & \$1,004 & \$6,496 \\
\hline (593) & 308 & (285) & \((2,008)\) & 1,045 & (963) \\
\hline 362 & 34 & 396 & 876 & 96 & 972 \\
\hline 445 & -- & 445 & 1,956 & -- & 1,956 \\
\hline 131 & 10 & 141 & 245 & 14 & 259 \\
\hline 29 & (11) & 18 & 43 & (15) & 28 \\
\hline 1,983 & 690 & 2,673 & 6,604 & 2,144 & 8,748 \\
\hline 3 & (41) & (38) & 89 & 240 & 329 \\
\hline 241 & 290 & 531 & 461 & 788 & 1,249 \\
\hline 530 & 335 & 865 & 2,201 & 1,377 & 3,578 \\
\hline 105 & 63 & 168 & 495 & 90 & 585 \\
\hline 879 & 647 & 1,526 & 3,246 & 2,495 & 5,741 \\
\hline \$1,104 & \$ 43 & \$1,147 & \$ 3,358 & \$ (351) & \$3,007 \\
\hline
\end{tabular}

\section*{NET INTEREST INCOME, CONTINUED}

During much of 2006 and throughout most of 2007, the yield curve was inverted, which means that short term rates were higher than long term rates. This yield curve has encouraged customers to invest their funds in short term deposits and to borrow long term with fixed rate loans. Banks typically make money through the assumption of credit and interest rate risk. Interest rate risk is related to borrowing funds short term and investing them long term. Inverted and flat yield curves have provided the Corporation with little opportunity to do this effectively for much of 2007 . However, the yield curve began to correct itself during the third quarter of 2007 , primarily as a result of a \(.50 \%\) decrease in the federal funds target rate, as this decrease lowered short term interest rates.

To help combat these tight margins, the Corporation employed a measured growth strategy to increase its net interest margin through increased volume. This growth strategy has resulted in a substantial increase in commercial loans. This commercial loan growth coupled with the acquisition of the Farwell State Savings Bank has allowed the Corporation to increase net interest income through volume.

The total volume and rate variances resulted in net increases in net FTE interest margin of \(\$ 1,147\) and \(\$ 3,007\), when the three and nine month periods ended September 30, 2007 are compared to the same periods in 2006.

During the quarter ended September 30, 2007, long term rates have increased, resulting in a shift in the yield curve, which is now essentially flat. Management anticipates that the yield curve will continue to normalize throughout the remainder of 2007; however, this correction is expected to be slow. The Corporation did see some relief in the current three month period when compared to the same period in 2006, with an increase in the net yield on interest earning assets of \(.07 \%\). While this increase is not significant it is the
first increase experienced in over two years. When management looks forward to the remainder of 2007, the net interest position will continue to be challenging with respect to interest rates. The driving force behind this challenge continues to be competition and the yield curve. To help offset this, the Corporation will continue to grow its balance sheet, while accepting smaller interest rate margins.

IBT Bancorp, Inc. (IBT) elected early adoption of Statement of Financial Accounting Standards ("SFAS") No. 159, The Fair Value Option for Financial Assets and Financial Liabilities, and SFAS No. 157, Fair Value Measurements. SFAS No. 159, which was issued in February 2007 (see Note 5 pg 10 ), generally permits the measurement of selected eligible financial instruments at fair value at specified election dates. Subsequent to the issuance of SFAS No. 159 the IBT Audit Committee, Board of Directors, management, and investment advisors reviewed the Corporation's assets and liabilities to determine which fluctuate in value based on changes in market interest rates to determine the potential impact of the new standard. As a result of these considerations, IBT elected early adoption of the new accounting standard effective January 1, 2007. The purpose of the early adoption of this standard was to provide IBT an opportunity to accelerate the restructuring of its balance sheet to better manage interest rate risk now and in the future.

The impact of the Corporation's balance sheet restructuring plan implemented during the second quarter of 2007 was a 0.24 \% increase in FTE net interest margin when the quarter ended September 30, 2007 is compared to the quarter ended March 31, 2007. The restructuring strategies pursued are discussed in the analysis of changes in financial condition beginning on page 26.

\section*{ALLOWANCE FOR LOAN LOSSES}

The viability of any financial institution is ultimately determined by its management of credit risk. Total loans outstanding represent \(66.1 \%\) of the Corporation's total assets and is the Corporation's single largest concentration of risk. The allowance for loan losses is management's estimation of potential future losses inherent in the existing loan portfolio. Factors used to evaluate the loan portfolio, and thus to determine the current charge to expense, include recent loan loss history, financial condition of borrowers, amount of nonperforming and impaired loans, overall economic conditions, and other factors. The following table summarizes the Corporation's charge off and recovery activity for the nine month periods ended September 30, 2007 and 2006.
\begin{tabular}{|c|c|c|c|c|}
\hline \multirow[t]{2}{*}{} & \multicolumn{4}{|r|}{Nine Months Ended September 30} \\
\hline & \multicolumn{2}{|r|}{2007} & \multicolumn{2}{|r|}{2006} \\
\hline Allowance for loan losses - January 1 & \$ & 7,605 & \$ & 6,899 \\
\hline Loans charged off & & & & \\
\hline Commercial and agricultural & & 414 & & 181 \\
\hline Real estate mortgage & & 199 & & 166 \\
\hline Consumer & & 446 & & 362 \\
\hline TOTAL LOANS CHARGED OFF & & 1,059 & & 709 \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|}
\hline Recoveries & & \\
\hline Commercial and agricultural & 228 & 98 \\
\hline Real estate mortgage & 10 & 15 \\
\hline Consumer & 212 & 198 \\
\hline TOTAL RECOVERIES & 450 & 311 \\
\hline Net loans charged off & 609 & 398 \\
\hline Provision charged to income & 618 & 628 \\
\hline ALLOWANCE FOR LOAN LOSSES - SEPTEMBER 30 & \$ 7,614 & 7,129 \\
\hline YEAR TO DATE AVERAGE LOANS & \$599,629 & \$500,168 \\
\hline NET LOANS CHARGED OFF TO AVERAGE LOANS OUTSTANDING & \(0.10 \%\) & \(0.08 \%\) \\
\hline TOTAL AMOUNT OF LOANS OUTSTANDING AT SEPTEMBER 30 & \$610,186 & \$523,147 \\
\hline ALLOWANCE FOR LOAN LOSSES AS A \% OF LOANS & 1.25\% & 1.36\% \\
\hline
\end{tabular}

The allowance for loan losses as a percentage of loans has decreased from \(1.36 \%\) as of September 30, 2006 to \(1.25 \%\) in 2007 . The provision for loan losses was decreased by \(\$ 10\) in 2007 , while net charged off loans have increased by \(\$ 211\). The principal reasons for the decrease in both the allowance as a percentage of loans and the 2007 provision for loan losses relates to loans that were charged off in 2007 that had specific reserve allocations in 2006 .

The nationwide increase in residential mortgage loans past due and in foreclosures has received considerable attention by both the press and regulators. Based on information provided by The Mortgage Bankers Association, the increases in both past dues and foreclosures are related to fixed and adjustable rate sub-prime mortgages. Additionally, a substantial portion of sub-prime adjustable rate mortgages are scheduled to reset at higher rates in the next 9 months. As a result of the rate resetting on these mortgages, it is expected that troubled sub-prime loans nationally will increase substantially through the end of 2008. The increase in troubled residential mortgage loans, higher fixed and variable interest rates, and a tightening of underwriting standards will most likely result in a further increased inventory of unsold homes from its current level of over 10 months. The inventory of unsold homes has not reached these levels since the 1991 recession. The combination of all of these factors will most likely further reduce average home values and thus homeowner's equity on a national level.

The Corporation originates and sells fixed rates residential real estate mortgages to the Federal Home Loan Mortgage Corporation. The Corporation has not originated loans for either trading or its own portfolio that would be classified as sub prime, nor has it originated adjustable rate mortgages or finance loans for more than \(80 \%\) of market value unless insured by private third party insurance.

While IBT does not originate variable rate mortgages, nor does it hold sub-prime mortgage loans, the difficulties experienced in the sub-prime market has the potential to adversely impact the entire market, and thus the overall credit quality of the \(I B T\) residential mortgage portfolio.
\begin{tabular}{|c|c|c|c|c|}
\hline & & Septe & mer 30 & \\
\hline & & 2007 & & \\
\hline & Consolidated & Farwell & Adjusted w/o Farwell & \[
\begin{gathered}
2006 \\
\text { Consolidated }
\end{gathered}
\] \\
\hline Nonaccrual loans & \$4,703 & \$ 778 & \$3,925 & \$2,272 \\
\hline Accruing loans past due 90 days or more & 1,229 & 646 & 583 & 1,308 \\
\hline Restructured loans & 686 & -- & 686 & 705 \\
\hline TOTAL NONPERFORMING LOANS & 6,618 & 1,424 & 5,194 & 4,285 \\
\hline Other real estate owned & 755 & 171 & 584 & 410 \\
\hline TOTAL NONPERPERFORMING ASSETS & \$7,373 & \$1,595 & \$5,778 & \$4,695 \\
\hline NONPERFORMING LOANS AS A \% OF TOTAL LOANS & \(1.08 \%\) & \(2.28 \%\) & \(0.95 \%\) & \(0.82 \%\) \\
\hline NONPERFORMING ASSETS AS A \% OF TOTAL ASSETS & \(0.80 \%\) & \(1.89 \%\) & \(0.69 \%\) & \(0.59 \%\) \\
\hline
\end{tabular}

Since September 2006, the Corporation has experienced an increase in the percent of loans classified as nonperforming. While the Corporation has seen increases in its nonperforming loans, net loans charged off as a percentage of loans have remained relatively stable. Management does anticipate the level of net charge offs to moderately increase when compared to the prior period for the remainder of 2007 . This is due to the depressed economy and the decline in the market value of housing.

The majority of the increase in non-accrual loans is related to two credits. These credits are both well collateralized and management believes the principal will be recovered in full. Based on management's analysis of the allowance for loan losses, the current allowance falls within the acceptable range and, therefore, the allowance for loan losses is considered adequate as of September 30, 2007 .

To management's knowledge, there are no other loans which cause management to have serious doubts as to the ability of a borrower to comply with their loan repayment terms.

\section*{NONINTEREST INCOME AND EXPENSES}

The following discussions of noninterest income and noninterest expenses have been adjusted for the acquisition of the Farwell State Savings Bank in October 2006 to make the line items more comparable with the prior period numbers.

\section*{NONINTEREST INCOME}

Noninterest income consists of trust fees, deposit service charges, fees for other financial services, gains on the sale of mortgage loans, title insurance revenue, and other. Significant account balances are highlighted in the accompanying tables with additional descriptions of significant fluctuations of both quarter to date and year to date variances following:

\section*{Three Months Ended}
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|c|}{September 30} \\
\hline & 2007 & & \\
\hline Consolidated & Farwell & Adjusted w/o Farwell & \[
\begin{gathered}
2006 \\
\text { Consolidated }
\end{gathered}
\] \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline \multicolumn{6}{|l|}{Service charges and fee income} \\
\hline NSF and overdraft fees & \$2,162 & \$ & 131 & \$2,031 & \$2,175 \\
\hline Freddie Mac servicing fee & 464 & & -- & 464 & 475 \\
\hline ATM and debit card fees & 535 & & 3 & 532 & 400 \\
\hline Service charges on deposit accounts & 251 & & 40 & 211 & 228 \\
\hline All other & 160 & & 39 & 121 & 125 \\
\hline Total service charges and fees & 3,572 & & 213 & 3,359 & 3,403 \\
\hline Title insurance revenue & 1,738 & & -- & 1,738 & 1,826 \\
\hline Trust fees & 708 & & -- & 708 & 648 \\
\hline
\end{tabular}
Gain on sale of mortgage loans
Net gain on trading activities
Other
Increase in cash value of corporate
owned life insurance policies
Brokerage and advisory fees
Loss on sale of investment securities
All other
Total other
TOTAL NONINTEREST INCOME

Gain on sale of mortgage loans Other

Increase in cash value of corporate owned life insurance policies

Loss on sale of investment securities All other

Total other

TOTAL NONINTEREST INCOME
\begin{tabular}{|c|c|c|c|c|}
\hline 149 & & -- & 149 & 164 \\
\hline 272 & & -- & 272 & -- \\
\hline 319 & & -- & 319 & 305 \\
\hline 198 & & -- & 198 & 156 \\
\hline (30) & & -- & (30) & (109) \\
\hline 431 & & 10 & 421 & 350 \\
\hline 918 & & 10 & 908 & 702 \\
\hline \$7,357 & \$ & 223 & \$7,134 & \$6,743 \\
\hline
\end{tabular}

305
156
(109)

350
702
\$6,743
======

As a result of the persistent compression on interest margins, management continuously analyzes various fees related to deposit accounts, including service charges, NSF and overdraft fees, and ATM and debit card fees. Based on these analyses, the Corporation makes any necessary adjustments to ensure that its fee structure is within the range of its competitors, while at the same time making sure that the fees remain fair to deposit customers. Management does not expect significant changes to its deposit fee structure in 2007.

The decrease in NSF and overdraft fee income is due to a decline in overdraft occurrences from our customers. Based on year-to-date information this number is expected to remain at the current level for the reminder of 2007 .

The increases in trust fee income are related to increased marketing efforts by the trust department. The Corporation anticipates that demand for trust services will remain strong for the remainder of 2007 .

The decline in the gain on sale of mortgage loans and title insurance revenue is a result of the continued slow demand in residential mortgages. Management anticipates the demand for residential mortgages to remain unchanged for the remainder of 2007 .

The gains recognized on trading activities during the third quarter of 2007 are a result of decreases in interest rates, as there is an inverse relationship between the value of the trading portfolio and changes in interest rates. Management does expect trading gains to stabilize throughout the remainder of 2007 .

The first nine months of 2007 have been some of the most productive months in the Corporation's history for brokerage and advisory services. These results are due to the increased confidence of consumers in the stock market as well as an increase in customer base and a conscious effort by management to expand the Bank's presence in the local market. The Corporation anticipates this trend to continue throughout the rest of the year.

Losses on sales of available for sale investment securities were incurred by the Corporation in the first quarter. This was a result of the Corporation selling investments nearing maturity at low interest rates and reinvesting the proceeds in higher yielding longer term securities as part of asset and liability management. Management expects that the additional interest income earned upon the reinvestment of the proceeds will exceed the losses recognized by the fourth quarter of 2007 .

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The increases in all other noninterest income are mainly related to the fact that the Bank is now collecting monthly commissions related to its sold credit card portfolio.

\section*{NONINTEREST EXPENSES}

Noninterest expenses include compensation, occupancy, furniture and equipment, and other expenses. Significant account balances are highlighted in the accompanying tables with additional descriptions of significant fluctuations of both quarter to date and year to date variances following:

Three Months Ended
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|c|}{September 30} \\
\hline \multicolumn{4}{|c|}{2007} \\
\hline & & Adjusted & \[
2006
\] \\
\hline Consolidated & Farwell & w/o Farwell & Consolidated \\
\hline
\end{tabular}

Occupancy
Depreciation
Outside services
Property taxes
Utilities
\begin{tabular}{rr}
\(\$ 2,869\) & \(\$ 194\) \\
1,023 & 79 \\
41 & 5 \\
------ & ---- \\
3,933 & 278 \\
------ & ----
\end{tabular}
\(\$ 2,675\)
944
36
------
3,655
------
\$2, 501
Leased employee salaries
Leased employee benefits
All other

Total compensation
------

111
67

Building rent
Building repairs
All other

Total occupancy

Furniture and equipment
Depreciation
Computer costs
38
330
ATM and debit card
All other

Total furniture and equipment

Other
Audit and SOX compliance fees
\begin{tabular}{rrrr}
50 & 4 & 46 & 97 \\
171 & 4 & 167 & 174 \\
203 & 17 & 186 & 156 \\
108 & 4 & 104 & 82 \\
78 & 3 & 75 & 98 \\
110 & 6 & 104 & 111 \\
1,061 & 209 & 852 & 659
\end{tabular}

Total other

TOTAL NONINTEREST EXPENSES
\begin{tabular}{|c|c|c|c|}
\hline 1,781 & 247 & 1,534 & 1,377 \\
\hline \$6,995 & \$617 & \$6,378 & \$5,659 \\
\hline
\end{tabular}

Nine Months Ended
\begin{tabular}{|c|c|c|c|}
\hline \multicolumn{4}{|c|}{September 30} \\
\hline \multicolumn{4}{|c|}{2007} \\
\hline & & Adjusted & 2006 \\
\hline Consolidated & Farwell & w/o Farwell & Consolidated \\
\hline
\end{tabular}
\(\left.\begin{array}{lrrrrr}\text { Compensation } & & & \\ \text { Leased employee salaries } & \$ 8,466 & \$ 154 & \$ 7,912 & \$ 7,426 & \$ 2,621\end{array}\right)\)

Leased employee salaries expense continues to increase as a result of annual merit increases and the continued growth of the Corporation. The change in leased employee benefits is primarily attributed to the Corporation changing medical insurance administrators in the third quarter of 2006 , which resulted in the Corporation reducing its medical reserve liability by \(\$ 304\) during this period. Exclusive of the effects of this one time expense reversal, leased employee benefits have increased slightly since last year. Management believes that leased employee benefits will approximate current levels for the remainder of 2007.

Upon completion of a new Canadian Lakes branch location in 2006, the building lease for the facility that had previously housed the Canadian Lakes office was terminated. This lease termination resulted in a one time penalty of \(\$ 37\), which was included in rent expense in 2006. The completion of the project also resulted in an increase in building depreciation expense beginning in June 2006. The Corporation anticipates building rent and building depreciation to approximate current levels for the remainder of 2007.

The increases in computer costs are a result of the Corporation's continuous investment in its technological infrastructure as well as increases in fees charged by vendors. This constant reinvestment helps the Corporation maintain a competitive edge in an ever changing marketplace. Management expects that computer expenses will remain at the current levels for the remainder of 2007.

Management has been diligently working to decrease audit and (Sarbanes Oxley) SOX compliance fees. In 2007, this became a reality. These fees decreased as a result of the following factors:
- Many similar processes between subsidiaries have been centralized.
- Testing previously outsourced is now being performed internally as a result of an expanded internal audit department.
- A substantial portion of the 2006 year end audit work was performed prior to year end, where in prior years; most of it had been completed after year end.

Management does anticipate that audit and SOX compliance fees will increase in the fourth quarter of 2007 as a majority of the SOX work for 2007 will be completed during this time. However, we do expect the costs to be lower than 2006.

The Corporation places a strong emphasis on continuing education. These educational programs help provide team members with a competitive edge in the market place. In the third and fourth quarters of 2006 and during the first six months of 2007, the Corporation offered structured leadership training to its employees. This program is designed to help develop and optimize the communication skills of its participants. There were no classes during the third quarter of 2007. Management feels that this investment in its employees today will pay dividends for years to come.

The increases in director fees are a result of additional meetings related to ongoing strategic planning.

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All other expenses include consulting fees, legal fees, title insurance expenses, as well as other miscellaneous expenses. The main reasons for the increases in this line item were related to legal expenses incurred for the potential acquisition of Greenville Community Financial Corporation and service related expenses incurred to convert the Farwell Division to Isabella Bank and Trust's core banking platform in August of 2007 . The other expenses are not individually significant.

ANALYSIS OF CHANGES IN FINANCIAL CONDITION
\begin{tabular}{|c|c|c|c|c|}
\hline & \[
\begin{gathered}
\text { September } 30 \\
2007
\end{gathered}
\] & \[
\begin{gathered}
\text { December } 31 \\
2006
\end{gathered}
\] & \$ Change & \begin{tabular}{l}
\% Chang \\
(unannuali
\end{tabular} \\
\hline \multicolumn{5}{|l|}{ASSETS} \\
\hline Cash and cash equivelants & \$ 23,527 & \$ 31,359 & \$ (7, 832) & -25.0\% \\
\hline Trading securities & 30,062 & -- & 30,062 & N/A \\
\hline Securities available for sale & 182,983 & 213,450 & \((30,467)\) & -14.3\% \\
\hline Mortgage loans available for sale & 1,382 & 2,734 & \((1,352)\) & -49.5\% \\
\hline Loans & 610,186 & 591,042 & 19,144 & \(3.2 \%\) \\
\hline Allowance for loan losses & \((7,614)\) & \((7,605)\) & (9) & \(0.1 \%\) \\
\hline Bank premises and equipment & 21,446 & 20,754 & 692 & \(3.3 \%\) \\
\hline Other assets & 61,749 & 58,393 & 3,356 & 5.78 \\
\hline TOTAL ASSETS & \$923, 721 & \$910,127 & \$ 13,594 & 1.5\% \\
\hline \multicolumn{5}{|l|}{\multirow[t]{2}{*}{LIABILITIES AND SHAREHOLDERS' EQUITY LIABILITIES}} \\
\hline & & & & \\
\hline Deposits & \$726,769 & \$725,840 & \$ 929 & \(0.1 \%\) \\
\hline Other borrowed funds & 67,077 & 58,303 & 8,774 & \(15.0 \%\) \\
\hline Escrow funds payable & 3,648 & 2,416 & 1,232 & \(51.0 \%\) \\
\hline Accrued interest and other liabilities & 5,045 & 7,819 & \((2,774)\) & -35.5\% \\
\hline TOTAL LIABILITIES & 802,539 & 794,378 & 8,161 & \(1.0 \%\) \\
\hline SHAREHOLDERS' EQUITY & 121,182 & 115,749 & 5,433 & \(4.7 \%\) \\
\hline \multicolumn{5}{|l|}{TOTAL LIABILITIES AND} \\
\hline SHAREHOLDERS' EQUITY & \$923,721 & \$910,127 & \$ 13,594 & \(1.5 \%\) \\
\hline
\end{tabular}

As previously mentioned, the Corporation commenced a balance sheet reorganization strategy in 2007 which resulted in a transfer of available-for-sale securities to trading securities. The Corporation's overall intent was to sell a portion of the trading securities to enhance the ongoing restructuring of assets and liabilities as part of our interest rate risk management objectives.

Since January 1, 2007, the Corporation has reduced its trading securities by \(\$ 47,777\) as a result of sales, calls, and maturities. Management has used these proceeds to help fund its loan growth as well as to invest in available-for-sale securities. Deposits have remained essentially unchanged since December 31, 2006.

In addition to the balance sheet restructuring resulting from the sales of trading securities, as investments securities are sold, called, or matured, IBT

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implemented a strategy to purchase high quality tax exempt municipal bonds funded by fixed rate Federal Home Loan Bank advances.

The decline of mortgage loans available for sale is a result of the continued softening of demand for residential mortgage loans. The residential real estate mortgage loan market is expected to be consistent throughout the remainder of 2007 resulting in low levels of loan activity and a decreased volume of loans sold to the secondary market.

The Corporation experienced a substantial increase in escrow funds payable during the first nine months of 2007 . These balances are attributed to Internal Revenue Code Section ("IRC") 1031 exchange account balances of customers of IBT Title and Insurance Agency, Inc. ("IBT Title"). These IRC 1031 accounts allow owners of business or investment property to defer realized gains from the sale of business or investment property if the funds are reinvested in another property. As such, these balances can fluctuate significantly between periods as the funds are deposited and reinvested.

The main factor contributing to the decrease in accrued interest and other liabilities was the curtailment of a portion of our defined benefit pension plan during the first quarter of 2007.

The following table outlines the changes in the loan portfolio:
\begin{tabular}{|c|c|c|c|c|c|}
\hline & September
\[
2007
\] & \[
\begin{gathered}
\text { December } 31 \\
2006
\end{gathered}
\] & \$ & Change & \% Change (unannualized) \\
\hline Commercial & \$232,861 & \$212,701 & \$ & 20,160 & 9.5\% \\
\hline Agricultural & 48,967 & 47,302 & & 1,665 & 3.5\% \\
\hline Residential real estate mortgage & 297,776 & 300,650 & & \((2,874)\) & -1.0\% \\
\hline Installment & 30,582 & 30,389 & & 193 & \(0.6 \%\) \\
\hline TOTAL GROSS LOANS & \$610,186 & \$591, 042 & \$ & 19,144 & 3.2\% \\
\hline
\end{tabular}

As shown in the above table, management has been successful in increasing the commercial loan portfolio and this trend is expected to continue. The Corporation has also seen an increase in agricultural loans during the first nine months of 2007. Agricultural loans are not expected to vary significantly from current levels for the remainder of 2007 .

The decline in residential real estate mortgage loans is a result of the continued soft mortgage market in Michigan. However, the Corporation does anticipate that residential real estate mortgages may increase moderately in the last quarter of 2007. The installment loan portfolio has been steadily decreasing over the past few years as a result of increased competition as well as a result of the sale of the consumer credit card portfolio in the second quarter of 2006 . Management anticipates the installment loan portfolio to remain stable throughout the remainder of 2007.

The following table outlines the changes in the deposit portfolio:
\begin{tabular}{|c|c|c|c|c|c|}
\hline & \[
\begin{gathered}
\text { September } 30 \\
2007
\end{gathered}
\] & \[
\begin{gathered}
\text { December } 31 \\
2006
\end{gathered}
\] & & Change & \% Change (unannualized) \\
\hline Noninterest bearing demand deposits & \$ 78,470 & \$ 83,902 & \$ & \((5,432)\) & -6.5\% \\
\hline Interest bearing demand deposits & 106,255 & 111,406 & & \((5,151)\) & -4.6\% \\
\hline Savings deposits & 195,665 & 178,001 & & 17,664 & 9.9\% \\
\hline Certificates of deposit & 309,414 & 320,226 & & \((10,812)\) & -3.4\% \\
\hline Brokered certificates of deposit & 30,420 & 27,446 & & 2,974 & 10.8\% \\
\hline Internet certificates of deposit & 6,545 & 4,859 & & 1,686 & \(34.7 \%\) \\
\hline TOTAL & \$726, 769 & \$725,840 & \$ & 929 & \(0.1 \%\) \\
\hline & \(=======\) & ======== & & \(======\) & \(===\) \\
\hline
\end{tabular}

As shown in the preceding table, the Corporation has been unable to fund the loan growth with core deposits and instead the growth has been primarily funded with FHLB Borrowings and the proceeds from the sales of trading securities.

The increase in savings deposits is primarily in money market accounts. Currently the rates on these accounts are attractive to our customers as the Corporation strives to price these products competitively.

CAPITAL

The capital of the Corporation consists solely of common stock, capital surplus, retained earnings, and accumulated other comprehensive loss. The Corporation offers dividend reinvestment and employee and director stock purchase plans. Under the provisions of these Plans, the Corporation issued 43,252 shares of common stock generating \(\$ 1,470\) of capital during the first nine months of 2007, as compared to 38,404 shares of common stock generating \(\$ 1,537\) of capital as of the same period in 2006. The Corporation also offers share-based payment awards through its equity compensation plan. Pursuant to this plan, the Corporation generated \(\$ 621\) and \(\$ 350\) of capital in 2007 and 2006, respectively.

In October 2002, the Board of Directors authorized management to repurchase up to \(\$ 2,000\) in dollar value of the Corporation's common stock. In March 2007, the Board of Directors adopted a new plan which allowed for the repurchase of up to 150,000 shares. During 2007, the Corporation has repurchased 41,428 shares of common stock at an average price of \(\$ 43.47\) under the new and old plans. There were no shares repurchased in 2006.

Accumulated other comprehensive loss decreased \(\$ 2,807\), net of tax, and consists of a \(\$ 89\) increase in unrealized loss on available-for-sale investment securities, \(\$ 1,999\) of comprehensive income as a result of the curtailment of the Corporation's defined benefit pension plan, and a \(\$ 897\) cumulative adjustment related to the adoption of SFAS Statement No. 159.

There are no significant regulatory constraints placed on the Corporation's capital. The Federal Reserve Board's current recommended minimum primary capital to assets requirement is \(6.0 \%\). The Corporation's primary capital to adjusted average assets, which consists of shareholders' equity plus the allowance for loan losses less acquisition intangibles, was 11.6\% as of September 30, 2007. There are no commitments for significant capital expenditures, other than the potential acquisition of Greenville Community Financial Corporation (Note 9).

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The Federal Reserve Board has established a minimum risk based capital standard. Under this standard, a framework has been established that assigns risk weights to each category of on and off-balance-sheet items to arrive at risk adjusted total assets. Regulatory capital is divided by the risk adjusted assets with the resulting ratio compared to the minimum standard to determine whether a corporation has adequate capital. The minimum standard is 8\%, of which at least \(4 \%\) must consist of equity capital net of goodwill. The following table sets forth the percentages required under the Risk Based Capital guidelines and the Corporation's values at September 30, 2007:

PERCENTAGE OF CAPITAL TO RISK ADJUSTED ASSETS
\begin{tabular}{|c|c|}
\hline Required & Actual \\
\hline \(4.00 \%\) & \(16.2 \%\) \\
\hline \(4.00 \%\) & 1.3\% \\
\hline 8.00\% & 17.5\% \\
\hline
\end{tabular}

IBT Bancorp's secondary capital includes only the allowance for loan losses. The percentage for the secondary capital under the required column is the maximum amount allowed from all sources.

The Federal Reserve and FDIC also prescribe minimum capital requirements for the Corporation's subsidiary Bank. At September 30, 2007, the Bank exceeded these minimum capital requirements.

LIQUIDITY

The primary sources of the Corporation's liquidity are cash and cash equivalents, trading securities, and available-for-sale securities. These categories totaled \(\$ 236,572\) or \(25.6 \%\) of assets as of September 30,2007 as compared to \(\$ 244,809\) or \(26.9 \%\) as of December 31, 2006. Liquidity is important for financial institutions because of their need to meet loan funding commitments, depositor withdrawal requests and various other commitments including expansion of operations, investment opportunities, and payment of cash dividends. Liquidity varies significantly daily, based on customer activity.

Operating activities provided \(\$ 54,814\) of cash in the first nine months of 2007 , which includes \(\$ 47,777\) of cash provided from the sales, calls, and maturities of trading securities, as compared to \(\$ 1,561\) during the same period in 2006 . Net cash provided by financing activities equaled \(\$ 6,943\) and \(\$ 46,518\) in the nine month periods ended September 30,2007 and 2006 , respectively. The Corporation's investing activities used cash amounting to \(\$ 69,589\) in the first nine months of 2007 and \(\$ 53,211\) in the same period in 2006 . The accumulated effect of the Corporation's operating, investing, and financing activities used \(\$ 7,832\) and \(\$ 5,132\) in the nine months ended September 30,2007 and 2006 , respectively.

Ordinarily, the primary source of funds for the Bank is deposits. The Bank emphasizes interest-bearing time deposits as part of their funding strategy. The Bank also seeks noninterest bearing deposits, or checking accounts, which reduce the Bank's cost of funds in an effort to expand the customer base.

In recent periods, the Corporation has experienced some competitive challenges

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in obtaining additional deposits to fuel growth. As depositors continue to have wider access to the Internet and other real-time interest rate monitoring resources, deposit sourcing and pricing has become more competitive. Deposit growth is achievable, but at a competitive price, with tight net interest margins, especially during these most recent periods of low interest rates.

In addition to these primary sources of liquidity, the Corporation has the ability to borrow in the federal funds market and at both the Federal Reserve Bank and the Federal Home Loan Bank, some obligations of which have been reported at fair value to mitigate the Corporation's interest rate risk. The Corporation's liquidity is considered adequate by the management of the Corporation. The
potential acquisition of Greenville Community Financial Corporation (Note 9) is not anticipated to materially affect the Corporation's liquidity.

FINANCIAL INSTRUMENTS WITH OFF-BALANCE SHEET ARRANGEMENTS

The Corporation is party to financial instruments with off-balance-sheet risk. These instruments are entered into in the normal course of business to meet the financing needs of its customers. These financial instruments, which include commitments to extend credit and standby letters of credit, involve, to varying degrees, elements of credit and interest rate risk in excess of the amounts recognized in the consolidated balance sheets. The contract or notional amounts of these instruments reflect the extent of involvement the corporation has in a particular class of financial instruments.

The Corporation's exposure to credit loss in the event of nonperformance by the other party to the financial instruments for commitments to extend credit and standby letters of credit is represented by the contractual notional amount of those instruments. The Corporation uses the same credit policies in deciding to make these commitments as it does for extending loans to customers.

Commitments to extend credit, which totaled \(\$ 84,039\) at September 30, 2007, are agreements to lend to a customer as long as there is no violation of any condition established in the contract. Commitments generally have variable interest rates, fixed expiration dates, or other termination clauses and may require the payment of a fee. Since many of the commitments are expected to expire without being drawn upon, the total commitment amounts do not necessarily represent future cash requirements.

Standby letters of credit are conditional commitments issued by the Corporation to guarantee the performance of a customer to a third party. Those guarantees are primarily issued to support private borrowing arrangements, including commercial paper, bond financing, and similar transactions. At September 30 , 2007, the Corporation had a total of \(\$ 4,220\) in outstanding standby letters of credit.

Generally, these commitments to extend credit and letters of credit mature within one year. The credit risk involved in these transactions is essentially the same as that involved in extending loans to customers. The Corporation evaluates each customer's credit worthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by the Corporation upon the extension of credit, is based on management's credit evaluation of the borrower. Collateral held varies but may include accounts receivable, inventory, property, plant and equipment, and other income producing commercial properties.

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Isabella Bank and Trust (IB\&T), a subsidiary of the Corporation, sponsors the IBT Foundation (the "Foundation"), which is a nonprofit entity formed for the purpose of distributing charitable donations to recipient organizations generally located in the communities serviced by Isabella Bank and Trust. IB\&T periodically makes charitable contributions in the form of cash transfers to the Foundation. The Foundation is administered by members of the Corporation's Board of Directors. The assets and transactions of the Foundation are not included in the consolidated financial statements of IBT Bancorp, Inc. The assets of the Foundation as of September 30, 2007 were \(\$ 1,175\).

\section*{FORWARD LOOKING STATEMENTS}

This report contains certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21 E of the Securities Exchange Act of 1934, as amended. The Corporation intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and is including this statement for purposes of these safe harbor provisions. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of the Corporation, are generally identifiable by use of the words "believe," "expect," "intend," "anticipate," "estimate," "project," or similar expressions. The Corporation's ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a material adverse effect on the operations and future prospects of the Corporation and its subsidiaries include, but are not limited to, changes in: interest rates, general economic conditions, legislative/regulatory changes, monetary and fiscal policies of the U.S. Government, including policies of the U.S. Treasury and the Federal Reserve Board, the quality or composition of the loan or investment portfolios, demand for loan products, deposit flows, competition, demand for financial services in the Corporation's market area, and accounting principles, policies and guidelines. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Further information concerning the Corporation and its business, including additional factors that could materially affect the Corporation's financial results, is included in the Corporation's filings with the Securities and Exchange Commission.

ITEM 3 - QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

The Corporation's primary market risks are interest rate risk and, to a lesser extent, liquidity risk. The Corporation has very limited foreign exchange risk and does not utilize interest rate swaps or derivatives in the management of its interest rate risk. The Corporation does have a significant amount of loans extended to borrowers involved in agricultural production. Cash flow and ability to service debt of such customers is largely dependent on growing conditions and the commodity prices for corn, soybeans, sugar beets, milk, beef and a variety of dry beans. The Corporation mitigates these risks by using conservative price and production yields when calculating a borrower's available cash flow to service their debt.

Interest rate risk ("IRR") is the exposure to the Corporation's net interest income, its primary source of income, to changes in interest rates. IRR results from the difference in the maturity or repricing frequency of a financial institution's interest earning assets and its interest bearing liabilities. Interest rate risk is the fundamental method in which financial institutions earn income and create shareholder value. Excessive exposure to interest rate

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risk could pose a significant risk to the Corporation's earnings and capital.

The Federal Reserve, the Corporation's primary Federal regulator, has adopted a policy requiring the Board of Directors and senior management to effectively manage the various risks that can have a material impact on the safety and soundness of the Corporation. The risks include credit, interest rate, liquidity, operational, and reputational. The Corporation has policies, procedures and internal controls for measuring and managing these risks. Specifically, the IRR policy and procedures include defining acceptable types and terms of investments and funding sources, liquidity requirements, limits on investments in long term assets, limiting the mismatch in repricing opportunity of assets and liabilities, and the frequency of measuring and reporting to the Board of Directors.

The Corporation uses two main techniques to manage interest rate risk. The first method is gap analysis. Gap analysis measures the cash flows and/or the earliest repricing of the Corporation's interest bearing assets and liabilities. This analysis is useful for measuring trends in the repricing characteristics of the balance sheet. Significant assumptions are required in this process because of the imbedded repricing options contained in assets and liabilities. A substantial portion of the Corporation's assets are invested in loans and investment securities. These assets have imbedded options that allow the borrower to repay the balance prior to maturity without penalty. The amount of prepayments is dependent upon many factors, including the interest rate of a given loan in comparison to the current interest rates; for residential mortgages the level of sales of used homes; and the overall availability of credit in the market place. Generally, a decrease in interest rates will result in an increase in the Corporation's cash flows from these assets. Investment securities, other than those that are callable, do not have any significant imbedded options. Saving and checking deposits may generally be withdrawn on request without prior notice. The timing of cash flow from these deposits is estimated based on historical experience. Time deposits have penalties which discourage early withdrawals. Cash flows may vary based on current offering rates, competition, customer need for deposits, and overall economic activity. As noted above, the Corporation has reclassified a portion of its investment portfolio and its borrowings into trading accounts. Management feels that these practices help it mitigate the volatility of the current interest rate environment.

The second technique used in the management of interest rate risk is to combine the projected cash flows and repricing characteristics generated by the gap analysis and the interest rates associated with those cash flows and projected future interest income. By changing the amount and timing of the cash flows and the repricing interest rates of those cash flows, the Corporation can project the effect of changing interest rates on its interest income.

The following table provides information about the Corporation's assets and liabilities that are sensitive to changes in interest rates as of September 30 , 2007. The Corporation has no interest rate swaps, futures contracts, or other derivative financial options, except for derivative loan commitments, which are not significant. The principal amounts of assets and time deposits maturing were calculated based on the contractual maturity dates. Savings and NOW accounts are based on management's estimate of their future cash flows.
(dollars in thousands)
```

Rate sensitive assets
Other interest bearing
assets
Average interest rates
Trading securities
Average interest rates
Fixed interest rate
securities
Average interest rates
Fixed interest rate loans
Average interest rates
Variable interest rate
loans
Average interest rates

```
Rate sensitive liabilities
    Borrowed funds
        Average interest rates
    Savings and NOW accounts
        Average interest rates
    Fixed interest rate time
        deposits
        Average interest rates
    Variable interest rate
        time deposits
        Average interest rates
Rate sensitive assets
    Other interest bearing
        assets
        Average interest rates
        Fixed interest rate
        securities
        Average interest rates
    Fixed interest rate loans
        Average interest rates
    Variable interest rate
        loans
        Average interest rates
Rate sensitive liabilities
    Borrowed funds
        Average interest rates
    Savings and NOW accounts
        Average interest rates
    Fixed interest rate time
        deposits
        Average interest rates
    Variable interest rate
        time deposits
        Average interest rates


\section*{September 30, 2006}

Fair
\begin{tabular}{|c|c|c|c|c|c|c|}
\hline 2007 & 2008 & 2009 & 2010 & 2011 & Thereafter & Total \\
\hline
\end{tabular}
\(\begin{array}{cccccccccccc}3,409 & \$ & -- & \$ & -- & \$ & -- & \$ & -- & \$ & -- & \$ \\ 1.31 \% & -- & & -- & & -- & & -- & & - & & \end{array}\)
\(\begin{array}{rrrrcrcrr}\$ 55,374 & \$ 44,316 & \$ 22,064 & \$ 14,303 & \$ 22,271 & \$ 34,940 & \$ 193,268 \\ 3.92 \% & 3.71 \% & 3.84 \% & 4.33 \% & 4.52 \% & 4.58 \% & 4.08 \% \\ \$ 127,399 & \$ 80,772 & \$ 78,644 & \$ 58,334 & \$ 63,692 & \$ 32,735 & \$ 441,576 \\ 6.39 \% & 6.38 \% & 6.39 \% & 6.47 \% & 7.70 \% & 5.94 \% & 6.55 \% \\ \$ 46,872 & \$ 14,398 & \$ 13,355 & \$ 4,438 & \$ 1,603 & \$ & 905 & \$ 81,571\end{array}\)
\begin{tabular}{|c|c|c|c|c|c|c|c|c|c|}
\hline \$ 20,671 & \$ 3,000 & \$12,558 & \$ 4,000 & \$ & 5,286 & \multicolumn{2}{|l|}{\$13,000} & \multicolumn{2}{|l|}{\multirow[t]{2}{*}{\$ 58,515}} \\
\hline 5.73\% & 3.70\% & 4.89\% & 4.11\% & & \(5.69 \%\) & & 4.84\% & & \\
\hline \$ 98,954 & \$65,802 & \$60,842 & \$19,491 & \$ & 5,310 & \$ & -- & & 50,399 \\
\hline \(3.37 \%\) & \(1.19 \%\) & \(0.69 \%\) & \(0.65 \%\) & & \(0.78 \%\) & & -- & & 1.88 \\
\hline \$199,830 & \$45,448 & \$20,224 & \$28,767 & & 1,548 & \$ & 1,492 & & 07,309 \\
\hline \(4.53 \%\) & \(4.27 \%\) & \(4.04 \%\) & 4.49\% & & \(4.57 \%\) & & \(5.18 \%\) & & \(4.46 \%\) \\
\hline \$ 761 & \$ 652 & \$ & \$ & \$ & -- & \$ & -- & \$ & 1,413 \\
\hline 4.23\% & 4.28\% & -- & -- & & -- & & -- & & 4.2 \\
\hline
\end{tabular}

ITEM 4 -- CONTROLS AND PROCEDURES

DISCLOSURE CONTROLS AND PROCEDURES

The Corporation's management carried out an evaluation, under the supervision and with the participation of the Principal Executive Officer and Principal Financial Officer, of the effectiveness of the design and operation of the Corporation's disclosure controls and procedures (as such term is defined in Rules \(13 a-15(e)\) and \(15(d)-15(e)\) under the Securities Exchange Act of 1934 (the "Exchange Act")) as of September 30, 2007, pursuant to Exchange Act Rule \(13 a-15\). Based upon that evaluation, the Principal Executive Officer and Principal Financial Officer concluded that the Corporation's disclosure controls and procedures as of September 30, 2007, were effective to ensure that information required to be disclosed by the Corporation in reports that it files or submits under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in Securities and Exchange Commission rules and forms.

CHANGES IN INTERNAL CONTROL OVER FINANCIAL REPORTING

During the most recent fiscal quarter, the Corporation has consolidated the data processing of The Farwell State Savings Bank (FSSB) into IBT Bancorp (IBT). Additionally, FSSB has adopted IBT's policies and internal control structure. The effectiveness of the control is currently being tested. Other than the aforementioned procedures, no changes have occurred in the Corporation's key controls over financial reporting that materially affected, or is likely to materially affect, the Corporation's internal control over financial reporting.

PART II - OTHER INFORMATION

ITEM 1A -- RISK FACTORS
There have been no material changes to the risk factors disclosed in Item 1A in our Annual Report on Form 10-K for the year ended December 31, 2006.

ITEM 2 -- UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS
(A) NONE
(B) NONE
(C) REPURCHASES OF COMMON STOCK

On March 22 , 2007, the Board of Directors adopted a repurchase plan which allowed for the repurchase of up to 150,000 shares of the Corporation's common stock. This authorization does not have an expiration date. The following table provides information for the three month period ended September 30, 2007, with respect to this plan:


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\section*{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.

IBT Bancorp, Inc.

Date: October 29, 2007
/s/ Dennis P. Angner
Dennis P. Angner
Chief Executive Officer
/s/ Peggy L. Wheeler
Peggy L. Wheeler
Principal Financial Officer```

