## Bànking The

 American Way.

AmeriBancShares, Inc. 2004 Annual Report


Iam pleased to present the financial results for AmeriBancShares, Inc., for the year ending 2004. And what a year it was! In fact, one could probably make a case that it was the best year in the Bank's history, and if not, certainly one of our most productive years to date.

To begin with, net income for the year was an all time high, eclipsing the previous record by nearly $\$ 112,000$. In contrast to the past couple of years where our earnings were adversely affected by the decline in interest rates nationwide, the recent reversal in rates orchestrated by Alan Greenspan and the Federal Reserve certainly had a positive impact on American National Bank's bottomline in 2004. For the year, net interest income was up over $\$ 830,000$, an improvement of nearly $11 \%$. While interest income only improved slightly, interest expense was down $\$ 765,000$, a decline of $20 \%$, as a majority of our deposits repriced during the year at rates below where they were previously. Historically, in a down rate environment, our net interest margin will narrow. Conversely, when rates are on the rise as they are now, the margin improves. This is due to the fact that our floating rate loans adjust each time there is a prime rate change, while a majority of our deposits remain fixed until their maturity.

Non-interest income continues to represent a significant portion of the Bank's operating revenue as well. In fact, it accounted for more than $38 \%$ of total revenue for 2004, even though the total was down slightly from the previous year. This is by design, as management and the Board of Directors made the decision some time ago to focus on growing the Bank's fee income as a source of improving overall earnings. That it is the reason we opened a Mortgage Loan Department back in 1990, and why we formed a Trust Department five years later. Both endeavors have proved to be great decisions for the Bank, and ultimately, for our shareholders. This past year Trust fees totaled nearly $\$ 3$ million, and fees from the sale of mortgage loans accounted for another $\$ 683,000$. You will find very few banks in the entire country who generate as much fee income as a percentage of average assets as American National Bank.

Our loan totals have also continued to rise, as we ended 2004 with slightly more than $\$ 180$ million in net loans outstanding, a 7.4\% increase from FYE 2003. Just as important as the growth in the loan totals, however, is the fact that loan losses were kept to a minimum. For the year, we charged off less than $\$ 89,000$, and that total was offset by recoveries from


John B. "Bo" Stahler President and CEO prior charge-offs of nearly $\$ 57,000$. Our entire loan staff, under the leadership of Executive Vice President Dwight Berry, continues to do a tremendous job of increasing the loans outstanding while at the same time maintaining excellent credit quality within the portfolio and minimizing the Bank's exposure to loss.

While we have experienced significant loan growth the past several years, such is not the case with our primary funding source, i.e., deposits. As a matter of fact, we have actually seen some shrinkage in our deposit totals of late. Fortunately, we have been able to supplement the loan growth not covered by internally generated deposits through borrowing advances from the Federal Home Loan Bank and the purchase of Fed Funds from several corresponding banks. Looking to the future, however, we must re-establish a balance between the growth in our loans and deposits. That is something most community banks struggle with, as the competition from the major money center banks is tough, and we are certainly not immune to the situation.

American National Bank's two operating subsidiaries, American National Leasing Company and Archer Title of Texas, Inc., are both showing good potential. The leasing company made approximately $\$ 140,000$ for the year, and while the earnings at Archer Title were not that significant, the future for the title company is likewise promising. Management and the Board of Directors are so confident that the title business will continue to grow that a decision was made this past year to open a

President's Message

second office in Wichita County. Opening a title plant in Wichita Falls did, however, present somewhat of a logistics problem. In order to solve the facility needs, we purchased an office building directly north of the main bank. This acquisition, along with taking care of the needs of the title company, affords us some additional office space for future expansion. In the meantime, all but approximately 3,000 square feet is leased out, so there is minimal operating cost to the bank associated with the purchase of the building.

As you review the report, let me encourage you to pay particular attention to the two pages of financial highlights, since from a shareholder's perspective they provide an excellent overview of the Bank's performance for the year, and the positive impact on your investment. For example, the holding company's return on average assets (ROAA) of $1.07 \%$ represents a $24 \%$ increase over the previous year, and the return on average equity (ROAE) of $11.44 \%$ is an improvement of $20 \%$ from 2003. More importantly is the fact that the $\$ 2,649,004$ in net income equates to $\$ 1.35$ per share, a gain of $25 \%$ over last year, and the book value improved to $\$ 12.10$ per share, an increase of $5.6 \%$. And, for the 18th year in a row, we raised the annual dividend.

From an initial capitalization of $\$ 1$ million in the fall of 1976 when we opened for business, the shareholder's equity of AmeriBancShares, Inc. has grown to nearly $\$ 24$ million, and total footings are now approaching $\$ 250$ million. In addition, the Trust Department has approximately $\$ 650$ million in trust assets under management, making it by far the largest Trust operation in our area. There are so many individuals who have had a part in the Bank's success. The staff, past and present, should be congratulated for their ongoing efforts in growing American National Bank's reputation for service quality in the communities we serve. We have also been fortunate to have the support of a dedicated Board of Directors to provide guidance and oversight from our inception. While all deserve recognition, certainly the four individuals who have served as Chairman of the Board warrant special
man, played such a pivotal role in getting the Bank on sound footing during the early years. Roy was a wonderful person and loved American National Bank dearly. Sadly, Roy died in 1989, but his memory will be with us forever. David Andrews was our next Chairman, and like Roy, was a real asset to the organization. When Dave was forced to resign for health reasons, Curtis Smith, one of American National Bank's founding Directors, stepped in as Chairman from 1991-2003. We were fortunate to have had someone with Curtis's respect in the community, having run a successful nursery and landscape business for many years, plus someone who was actively involved in local government and charitable causes as well. As I indicated in my report last year, Curtis elected to retire in 2004 to allow himself more time to spend with his wife and their love of travel. While his experience, dedication, and leadership have been missed, we are pleased that Dr. George Ritchie, a retired orthodontist and member of our Board since 1979, agreed to assume the Chairmanship last April. In his short time as Chairman, George has done just a superb job of providing leadership for the Board, and we look forward to his continued service.

The future for American National Bank is so exciting. I am confident that 2005 will be another record setting year. We as an organization have much to be thankful for, but first and foremost, it is the trust and support of you our shareholders. For without you, there would be no American National Bank. So in conclusion, let me simply say a heartfelt thanks for entrusting us with your investment. I can assure you the future of your investment continues to look bright.

John B. "Bo" Stahler
President and CEO



To the Board of Directors and Stockholders
of AmeriBancShares, Inc. and Subsidiaries
We have audited the accompanying consolidated balance sheets of AmeriBancShares, Inc. and Subsidiaries as of December 31, 2004 and 2003, and the related consolidated statements of income, changes in stockholders' equity, and cash flows for the years then ended. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these consolidated financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of AmeriBancShares, Inc. and Subsidiaries as of December 31, 2004 and 2003, and the results of their operations and their cash flows for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements taken as a whole. The consolidating schedules presented following the Notes to Consolidated Financial Statements are presented for purposes of additional analysis of the consolidated financial statements rather than to present the financial position, results of operations, and cash flows of the individual companies. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements, and in our opinion, is fairly stated in all material respects in relation to the consolidated financial statements taken as a whole.

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Payne Falkner Smith \& Jones, P.C.
Wichita Falls, Texas
March 3, 2005

## Consolidated Balance Sheets

December 31, 2004 and 2003

## ASSETS

Cash and due from banks, noninterest bearing
Time deposits in banks
Federal funds sold
Total cash and cash equivalents
Securities available for sale
Securities to be held to maturity (approximate market value of
$\$ 561,775$ in 2004 and $\$ 840,636$ in 2003)
Other securities (approximate market value of
$\$ 966,050$ in 2004 and $\$ 932,650$ in 2003)
Total investment securities
Mortgage loans held for sale
Loans
Less: Unearned discount
Allowance for loan losses
Loans, net
Premises and equipment, net
Accrued interest receivable
Goodwill
Other assets
Total assets
LIABILITIES AND STOCKHOLDERS' EQUITY
Deposits:
Deposits:
Demand deposits
Savings deposits
Money market and NOW accounts
Time certificates of deposit
Total deposits
Federal funds purchased
Federal Home Loan Bank advances
Accrued interest payable
Other liabilities
Total liabilities

| $\$ 52,716,903$ | $\$ 50,910,507$ |  |
| ---: | ---: | ---: |
| $7,615,212$ | $7,176,430$ |  |
| $64,179,560$ |  | $59,806,696$ |
| $83,678,677$ | $99,547,831$ |  |
| $208,190,352$ |  | $217,441,464$ |
|  |  |  |
| $1,650,000$ | $2,450,000$ |  |
| $10,795,533$ | $3,286,851$ |  |
| 201,083 | 221,534 |  |
| $3,872,060$ | $3,349,715$ |  |
| $224,709,028$ | $226,749,564$ |  |

Commitments and contingencies
Stockholders' equity:
Common stock (par value $\$ 2.50 ; 5,000,000$ shares authorized, 2,016,000 issued and $1,967,000$ outstanding)

| $5,040,000$ | $5,040,000$ |
| ---: | ---: |
| $10,878,386$ | $10,878,386$ |
| $8,800,661$ | $7,410,537$ |
| $882,000)$ | $\left(\begin{array}{rr}882,000) \\ & \\ & \\ 40,622) & 104,445 \\ \hline 23,796,425 \\ \hline\end{array}\right.$ |

Total liabilities and stockholders' equity
\$ 248,505,453

|  | 2004 |  | 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |
| Interest and fees on loans | \$ | 10,702,513 | \$ | 10,493,586 |
| Interest on investment securities |  | 730,852 |  | 782,738 |
| Interest on time deposits in banks |  | 77,242 |  | 77,522 |
| Interest on federal funds sold |  | 39,953 |  | 129,502 |
| Total interest income |  | 11,550,560 |  | 11,483,348 |
| Interest expense: |  |  |  |  |
| Interest on deposits: |  |  |  |  |
| Savings |  | 30,724 |  | 32,722 |
| Money market and NOW accounts |  | 389,717 |  | 417,160 |
| Time |  | 2,453,177 |  | 3,173,194 |
| Total interest on deposits |  | 2,873,618 |  | 3,623,076 |
| Interest on federal funds purchased |  | 31,898 |  | 32,845 |
| Interest on Federal Home Loan Bank advances |  | 144,817 |  | 159,525 |
| Total interest expense |  | 3,050,333 |  | 3,815,446 |
| Net interest income |  | 8,500,227 |  | 7,667,902 |
| Provision for loan losses |  | 152,500 |  | 282,607 |
| Net interest income after provision for loan losses |  | 8,347,727 |  | 7,385,295 |
| Other operating income: |  |  |  |  |
| Service charges on deposit accounts |  | 785,947 |  | 807,566 |
| Trust fee income |  | 2,976,400 |  | 2,934,752 |
| Gain on sale of mortgage loans |  | 683,156 |  | 1,067,602 |
| Rent income |  | 1,416,423 |  | 1,660,994 |
| Net gain on sale of securities |  |  |  | 10,340 |
| Other, net |  | 1,106,957 |  | 590,049 |
| Total other operating income |  | 6,968,883 |  | 7,071,303 |
| Other operating expenses: |  |  |  |  |
| Salaries and bonuses |  | 4,305,730 |  | 4,069,490 |
| Employee benefits |  | 1,833,830 |  | 1,859,819 |
| Premises and equipment |  | 2,590,553 |  | 2,623,696 |
| Advertising |  | 233,770 |  | 211,294 |
| Data processing expense |  | 460,647 |  | 404,239 |
| Printing, stationery and supplies |  | 173,479 |  | 158,291 |
| Professional fees |  | 128,495 |  | 131,863 |
| Other operating expenses |  | 1,899,661 |  | 1,989,736 |
| Total other operating expenses |  | 11,626,165 |  | 11,448,428 |
| Income before income taxes |  | 3,690,445 |  | 3,008,170 |
| Provision for income taxes |  | 1,041,441 |  | 884,212 |
| Net income | \$ | 2,649,004 | \$ | 2,123,958 |
| Net income per share of common stock | \$ | 1.35 | \$ | 1.08 |

## Consolidated Statements of Changes in Stockholders' Equity

For the Years Ended December 31, 2004 and 2003

|  | Common <br> Stock <br> Number <br> of Shares | Amount | Surplus |  | Undivided <br> Profits and <br> Capital <br> Reserves |  | Treasury Stock | Accumulated Other Comprehensive Income | Total Stockholders' Equity |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance, January 1, 2003 | 2,016,000 | \$ 5,040,000 | \$ 10,878,386 | \$ | 6,466,779 | (\$ | 882,000) | \$ 217,846 | \$ 21,721,011 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  | 2,123,958 |  |  |  | 2,123,958 |
| Other comprehensive loss: Net change in unrealized appreciation on securities available for sale, net of taxes of $(\$ 58,419)$ |  |  |  |  |  |  |  | ( 113,401) | 113,401) |
| Total comprehensive income |  |  |  |  |  |  |  |  | 2,010,557 |
| Cash dividends, $\$ .60$ per common share |  |  |  |  | 1,180,200) |  |  |  | 1,180,200) |
| Balance, December 31, 2003 | 2,016,000 | 5,040,000 | 10,878,386 |  | 7,410,537 | ( | 882,000) | 104,445 | 22,551,368 |
| Comprehensive income: |  |  |  |  |  |  |  |  |  |
| Net income |  |  |  |  | 2,649,004 |  |  |  | 2,649,004 |
| Other comprehensive loss: Net change in unrealized depreciation on securities available for sale, net of taxes of $(\$ 74,731)$ |  |  |  |  |  |  |  | $(145,067)$ | 145,067) |
| Total comprehensive income |  |  |  |  |  |  |  |  | 2,503,937 |
| Cash dividends, \$.64 per common share |  |  |  |  | 1,258,880) |  |  |  | 1,258,880) |
| Balance, December 31, 2004 | $\underline{\text { 2,016,000 }}$ | \$ 5,040,000 | \$ 10,878,386 | \$ | 8,800,661 | (\$ | 882,000) | (\$ 40,622) | \$ 23,796,425 |

Cash flows from operating activities:
Net income
Adjustments to reconcile net income to net cash provided by operations:
Depreciation
Amortization of intangibles
Provision for loan losses
Provision for losses on other real estate owned
Benefit from deferred taxes
(Gain) loss on sale of available for sale securities
Gain on sale of held to maturity securities
Gain on sale of mortgage loans
Gain on sale of other real estate owned
(Gain) loss on disposal of premises and equipment
Amortization of premium on investment securities
Accretion of discount on investment securities
Proceeds from sales of mortgage loans
Mortgage loans funded
(Increase) decrease in:
Prepaid expenses
Accrued interest receivable
Income taxes receivable
Miscellaneous other assets
Increase (decrease) in:
Accrued interest payable
Income taxes payable
Other taxes payable
Other accrued expenses
Net cash provided by operating activities
Cash flows from investing activities:
Proceeds from maturities of securities available for sale
Proceeds from sale of securities available for sale
Proceeds from maturities of securities held to maturity
Proceeds from sale of securities held to maturity
Purchase of securities available for sale
Purchase of other securities
Purchase of cash value life insurance
Purchase of title business
Net (increase) decrease in loans
Purchase of premises and equipment
Proceeds from sale of premises and equipment
Proceeds from sale of other real estate owned
Net cash used in investing activities
Cash flows from financing activities:
Net increase (decrease) in deposits
Net increase (decrease) in federal funds purchased
Net increase (decrease) in Federal Home Loan Bank advances
Dividends paid
Net cash provided by (used in) financing activities
Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period
Supplemental disclosures of cash flow information:
Cash paid during the year for:
Interest
\$ 3,070,783 \$ 3,896,737
Income taxes
938,545
The accompanying Notes are an integral part of these financial statements.

## Note 1 - SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES

The accounting and reporting policies of AmeriBancShares, Inc. and Subsidiaries ("the Company") conform to generally accepted accounting principles and prevailing practices within the banking industry. The Company carries its assets and liabilities principally on the historical cost basis and follows the accrual method of accounting.

## Nature of Operations

The Company provides a variety of financial services to individual and business customers through its locations in Wichita Falls, Iowa Park and Flower Mound, Texas. The Company's primary deposit products are demand deposits, savings deposits, and certificates of deposit, and the primary lending products are commercial, real estate mortgages, and installment loans. The Company also provides trust services and vehicle and equipment leasing services to individual and business customers through its locations in Wichita Falls, Texas and Flower Mound, Texas.

## Basis of Presentation

The accompanying consolidated financial statements include the accounts of AmeriBancShares, Inc. and its wholly-owned subsidiaries, ANB Realty Corp. and AmeriBancShares of Delaware, Inc. The financial statements also include American National Bank, which is a wholly-owned subsidiary of AmeriBancShares of Delaware, Inc. and American National Leasing Company and Archer Title of Texas, Inc., which are wholly owned subsidiaries of American National Bank. All significant intercompany transactions have been eliminated. The consolidated statements of income, changes in stockholders' equity, and cash flows include operations for the years ended December 31, 2004 and 2003.

## Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

The determination of the adequacy of the allowance for loan losses is based on estimates that are particularly susceptible to significant changes in the economic environment and market conditions. In connection with the determination of the estimated losses on loans, management obtains independent appraisals for significant collateral.

The Company's loans are generally secured by specific items of collateral including real property, consumer assets and business assets. Although the Company has a diversified loan portfolio, a substantial portion of its debtors' ability to honor their contracts is dependent on local economic conditions in the real estate industry.

While management uses available information to recognize losses on loans, further reductions in the carrying amounts of loans may be necessary based on changes in local economic conditions. In addition, regulatory agencies, as an integral part of their examination process, periodically review the estimated losses on loans. Such agencies may require the Company to recognize additional losses based on their judgments about information available to them at the time of their examination.

## Cash and Due From Banks

Included in cash and due from banks are legal reserve requirements which must be maintained on an average basis in the form of cash and balances

## Securities

In accordance with Statement of Financial Accounting Standards No. 115, "Accounting for Certain Debt and Equity Securities" (SFAS 115), securities are classified into three categories: held-to-maturity (HTM), available-for-sale (AFS) and trading.

Securities classified as held-to-maturity, which are those the Company has the positive intent and ability to hold to maturity, are reported at amortized cost. Securities classified as available-for-sale may be sold in response to changes in interest rates, liquidity needs, and for other purposes. Available-for-sale securities are reported at fair value and include securities not classified as held-to-maturity or trading. Trading securities are those held principally for the purpose of selling in the near future and are carried at fair value. The Company currently has no trading securities.

Purchase premiums and discounts are recognized in interest income using the interest method over the terms of the securities. Unrealized holding gains and losses for available-for-sale securities are excluded from earnings and reported, net of any income tax effect, as a separate component of stockholders' equity. Realized gains and losses are reported in earnings based on the adjusted cost of the specific security sold.

## Mortgage Loans Held for Sale

The mortgage loans held for sale are stated at the lower of cost or market. Such mortgage loans are aggregated by type for the purpose of valuation. Allowances which are necessary to reflect a reduction of the portfolio to the lower of cost or market are charged against income in the current period.

## Loans and Allowance for Loan Losses

Loans are stated at the amount of unpaid principal, reduced by unearned discount and an allowance for loan losses. Unearned discount on installment loans is recognized as income over the terms of the loans by using the sum-of-the-months' digits method. Interest on other loans is calculated by using the simple interest method on daily balances of the principal amount outstanding. The allowance for loan losses is established through a provision for loan losses charged to expenses. Loans are charged against the allowance for loan losses when management believes that the collectibility of the principal is unlikely. The allowance for loan losses is an amount that management believes will be adequate to absorb probable losses on existing loans that may become uncollectible, based on evaluations of the collectibility of loans and prior loan loss experience. The evaluations take into consideration such factors as changes in the nature and volume of the loan portfolio, overall portfolio quality, review of specific problem loans, and current economic conditions that may affect the borrowers' ability to pay.

Impaired loans are generally placed on nonaccrual when a loan is specifically determined to be impaired or when principal or interest is delinquent for 90 days or more. Any unpaid interest previously accrued on those loans is reversed from income. Interest income generally is not recognized on specific impaired loans unless the likelihood of further loss is remote. Interest payments received on such loans are applied as a reduction of the loan principal balance. Interest income on other impaired loans is recognized only to the extent of interest payments received.

## Servicing

Servicing assets are recognized as separate assets when rights are acquired through purchase or through sale of financial assets. Capitalized servicing rights are reported in other assets and are amortized into noninterest income in proportion to, and over the period of, the estimated future net

Note 1 - SUMMARY OF SIGNIFICANT ACCOUNTING AND REPORTING POLICIES (CONT'D)
servicing income of the underlying financial assets. Servicing assets are evaluated for impairment based upon the fair value of the rights as compared to amortized cost. Impairment is determined by stratifying rights by predominant characteristics, such as interest rates and terms. Fair value is determined using prices for similar assets with similar characteristics, when available, or based upon discounted cash flows using market-based assumptions. Impairment is recognized through a valuation allowance for an individual stratum, to the extent that fair value is less than the capitalized amount for the stratum.

## Other Real Estate Owned

Other real estate owned consists of real property acquired through foreclosure or deed in lieu of foreclosure. The Company has adopted Statement of Position 92-3 entitled "Accounting for Foreclosed Assets." In accordance with this statement, other real estate owned, in the amount of $\$ 363,732$ at December 31,2003 , is carried at the lower of fair value minus estimated selling costs or cost. There was no other real estate owned as of December 31, 2004. When property is acquired, the asset is recorded at its fair value and an allowance for estimated selling costs is provided. The allowance for other real estate owned is adjusted for increases or declines in the fair value of the assets; however, the allowance may not be reduced below zero.

## Premises and Equipment, and Depreciation

Premises and equipment are recorded at cost. Expenditures for maintenance and repairs are expensed, while expenditures for significant renewals and betterments are capitalized. When property is disposed of, the cost of the property and the related accumulated depreciation are removed from the accounts. The Company has elected to provide for depreciation on the straight-line method for financial reporting purposes and accelerated method for tax purposes.

## Income Taxes

The Company files a consolidated income tax return with its whollyowned subsidiaries and their wholly-owned subsidiaries. Federal income tax expense or benefit has been allocated on a separate return basis.

Income taxes are provided for the tax effects of transactions reported in the financial statements and consist of taxes currently due plus deferred taxes related primarily to differences between the basis of accumulated depreciation and the allowance for loan losses for financial and income tax reporting. The deferred tax assets and liabilities represent the future tax return consequences of those differences, which will either be taxable or deductible when the assets and liabilities are recovered or settled.

## Goodwill

During 2002, the Company fully implemented the provisions of SFAS No. 142, Goodwill and Other Intangible Assets, which eliminated the amortization of goodwill and required at a minimum the Company to perform an annual impairment test for goodwill. At December 31, 2004 and 2003, Management has determined that there has been no impairment of recorded goodwill.
Goodwill, net of accumulated amortization of $\$ 507,484$, at both December 31, 2004 and 2003 is included in the accompanying consolidated financial statements.

## Net Income Per Common Share

Net income per common share is based on the weighted average number of common shares outstanding during the period.

## Reclassification

For comparability, certain amounts in the 2003 financial statements have been reclassified, where appropriate, to conform with the financial presentation used in 2004.

## Cash and Cash Equivalents

For purposes of recording cash flows, cash and cash equivalents include cash on hand, amounts due from banks, interest-bearing deposits in banks and federal funds sold. Generally, federal funds are purchased and sold for one-day periods.

## Note 2 - INVESTMENT SECURITIES

The amortized cost and estimated market values of investments in debt securities are as follows:

|  | December 31, 2004 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Gross Unrealized Gains | Gross |  |
|  |  |  | Unrealized Losses | Estimated <br> Market Value |
| Securities Available For Sale |  |  |  |  |
| United States Agency securities | \$ 8,582,985 | \$ 571 | (\$44,695) | \$ 8,538,861 |
| Obligations of states and political subdivisions | 9,315,000 | 57,968 | $(125,118)$ | 9,247,850 |
| Corporate bonds | 996,376 | 35,762 |  | 1,032,138 |
| Mortgage-backed securities | 2,029,018 | 21,930 | 7,965) | 2,042,983 |
| Totals | \$ 20,923,379 | \$ 116,231 | (\$177,778) | \$20,861,832 |


|  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\frac{\text { Securities to be Held to Maturity }}{\text { Obligations of states and }}$ |  |  |  |  |  |  | Obligations of states and <br> political subdivisions$\quad \$ \quad 119,649$$\quad \$ \quad 6,834 \quad \$ \quad \$ \quad 126,483$ |
| Mortgage-backed |  |  |  |  |  |  |  |
| Totals | \$ | 557,958 | \$ | 7,166 | (\$ 3,349) | \$ | 561,775 |
| Other securities | \$ 966,050 |  | \$ |  | \$ | \$ 966,050 |  |


|  | December 31, 2003 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized <br> Cost | Gross Gross |  |  |
|  |  | Unrealized Gains | Unrealized Losses | Estimated Market Value |
| Securities Available For Sale |  |  |  |  |
| United States |  |  |  |  |
| Treasury securities | \$ 7,499,700 | \$ | \$ | \$ 7,499,700 |
| United States |  |  |  |  |
| Agency securities | 16,233,905 |  | ( 11,945) | 16,221,960 |
| Obligations of states and political subdivisions | 6,315,000 | 88,127 | ( 37,587) | 6,365,540 |
| Corporate bonds | 1,586,994 | 82,101 |  | 1,669,095 |
| Mortgage-backed securities | 3,024,353 | 44,641 | $(7,087)$ | 3,061,907 |
| Totals | \$34,659,952 | \$214,869 | (\$56,619) | \$34,818,202 |


| Securities to be Held to Maturity |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Obligations of states and political subdivisions | \$ | 119,569 | \$ | 10,614 | \$ |  | \$ | 130,183 |
| Mortgage-backed securities |  | 702,406 |  | 8,268 |  | 221) |  | 710,453 |
| Totals | \$ | 821,975 | \$ | 18,882 | (\$ | 221) | \$ | 840,636 |
| Other securities | \$ | 932,650 | \$ |  | \$ |  | \$ | $\xlongequal{9932,650}$ |

## Note 2 - INVESTMENT SECURITIES (CONT’D)

Other securities consist of common stock in the Federal Reserve Bank, Federal Home Loan Bank and Independent Bankers Financial Corporation and are carried at fair value.

The amortized cost and estimated market value of debt securities at December 31, 2004, by contractual maturity, are shown below. Expected maturities will differ from contractual maturities because borrowers may have the right to call or prepay obligations with or without call or prepayment penalties.

|  | Securities Available for Sale |  | Securities to be Held to Maturity |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amortized Cost | Estimated Market Value | Amortized Cost | Estimated Market Value |
| Due in one year or less | 3,814,850 | \$ 3,820,923 | \$ | \$ |
| Due after one year through five years | 10,459,511 | 10,391,253 | 119,649 | 126,483 |
| Due after five years through ten years More than ten years | $\begin{array}{r} 3,975,000 \\ 645,000 \end{array}$ | $\begin{array}{r} 3,961,673 \\ 645,000 \end{array}$ |  |  |
|  | 18,994,361 | 18,818,849 | 119,649 | 126,483 |
| Mortgage-backed securities | 2,029,018 | 2,042,983 | 438,309 | 435,292 |
| Totals | \$ 20,923,379 | \$ 20,861,832 | \$ 557,958 | \$ 561,775 |

Proceeds from sales of available for sale securities for the years ended December 31, 2004 and 2003 were approximately $\$ 2,976,757$ and $\$ 562,854$, respectively. Gross gains of approximately $\$ 5,673$ were realized on sales of available for sale securities during 2003. Gross losses of $\$ 360$ and $\$ 1,805$ were recognized on sales of available for sale securities during 2004 and 2003 respectively. During 2003, as provided by SFAS 115, Accounting for Certain Investments in Debt and Equity Securities, the Company sold certain securities held to maturity that had been substantially collected. Proceeds from these sales of held to maturity securities were approximately $\$ 230,177$ during 2003. Gross gains of approximately $\$ 6,472$ were realized on sales of held to maturity securities during 2003. No losses were recognized on those sales. There were no sales of held to maturity securities during 2004.

Investment securities with a book value of approximately $\$ 12,785,256$ and $\$ 17,706,976$ at December 31, 2004 and 2003, respectively, were pledged to secure deposits and for other purposes as required by law.

Unrealized losses and fair value, aggregated by investment category and length of time that individual securities have been in a continuous unrealized loss position, as of December 31, 2004 are summarized as follows:

|  | Less than 12 Months |  | 12 Months or More |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Fair <br> Value | Unrealized Losses | Fair <br> Value | Unrealized Losses |
| Securities Available for Sale |  |  |  |  |
| US Government <br> Agency <br> Obligations | \$ 6,538,847 | (\$ 44,695) | \$ | \$ |
| Mortgage-backed securities |  |  | 964,915 | ( 7,965) |
| State and political obligations | $\frac{3,566,084}{10,104,931}$ | $(\underline{98,916)}$ | $\frac{2,308,781}{3,273,606}$ | $(\underline{26,202)}$ |
|  | \$ 10,104,931 | (\$ 143,611) | \$ 3,273,696 | $(\$ \quad 34,167)$ |
| Securities Held to Maturity |  |  |  |  |
| Mortgage-backed securities | \$ 193,121 | $(\$ \quad 2,622)$ | \$ 41,221 | $(\$ \quad 727)$ |

For all of the above investment securties, the unrealized losses are generally due to changes in interest rates and, as such, are considered to be temporary, by the Bank.

## Note 3 - LOANS AND ALLOWANCE FOR LOAN LOSSES

A summary of loan categories is as follows:

|  | December 31, |  |
| :--- | ---: | ---: | ---: |
|  | 2004 | 2003 |
| Commercial and industrial | $\$ 27,464,616$ | $\$ 28,608,693$ |
| Real estate - other | $104,683,210$ | $104,612,052$ |
| Real estate - construction | $33,302,886$ | $20,508,395$ |
| Consumer - installment | $16,971,981$ | $16,117,898$ |
| Overdrafts | 109,701 | 40,630 |
| Total loans | $\$ 182,532,394$ | $\$ 169,887,668$ |

The Company had no loans to borrowers engaged in similar activities which exceeded $5 \%$ of total assets at December 31, 2004 other than as disclosed above.

Mortgage loans serviced for others are not included in the accompanying consolidated balance sheets. The unpaid principal balances of mortgage loans serviced for others was $\$ 42,793,582$ and $\$ 33,729,342$ at December 31, 2004 and 2003, respectively. Custodial escrow balances maintained in connection with the foregoing loan servicing, and included in demand deposits, were approximately $\$ 171,388$ and $\$ 133,375$ at December 31, 2004 and 2003 , respectively.

The Company accounts for mortgage servicing rights under SFAS 140, Accounting for Transfers and Servicing of Financial Assets and Extinguishments of Liabilities. Originated mortgage servicing rights capitalized at December 31, 2004 and 2003, are $\$ 334,833$ and $\$ 263,911$, respectively, and are included in other assets. The fair values of these rights were $\$ 411,546$ and $\$ 328,187$ at December 31, 2004 and 2003, respectively. The fair value of servicing rights was determined using discount rates ranging from $9.5 \%$ to $12 \%$ and prepayment speeds ranging from $12.25 \%$ to $30 \%$, depending on the stratification of the specific right.

Impaired loans having carrying values of $1,756,955$ and $\$ 2,099,741$ at December 31, 2004 and 2003, respectively, have been recognized in conformity with SFAS 114 as amended by SFAS 118. The average recorded investment in impaired loans during 2004 and 2003 was $\$ 1,870,506$ and $\$ 2,335,250$, respectively. The total allowance for loan losses related to those loans was $\$ 16,898$ and $\$ 63,500$ on December 31, 2004 and 2003, respectively. No payments on these loans were recorded as interest income when received in 2004 or 2003 . There were no material commitments to lend additional funds to debtors whose loans were classified as impaired as of December 31, 2004 or 2003.

Loan maturities and rate sensitivity of the loan portfolio at December 31, 2004 and 2003, including mortgage loans held for resale less loans on nonaccrual, are as follows:

|  |  | 2004 |  | 2003 |
| :---: | :---: | :---: | :---: | :---: |
| Fixed rate loans with a remaining maturity of: |  |  |  |  |
| Three months or less | \$ | 7,999,590 | \$ | 6,236,755 |
| Over three months through twelve months |  | 14,884,508 |  | 16,471,289 |
| Over one year through five years |  | 38,690,620 |  | 38,298,189 |
| Over five years |  | 12,807,000 |  | 8,536,255 |
| Total fixed rate loans | \$ | 74,381,718 | \$ | 69,542,488 |

Note 3 - LOANS AND ALLOWANCE FOR LOAN LOSSES (CONT'D)

|  |  | 2004 |  | 2003 |
| :---: | :---: | :---: | :---: | :---: |
| Variable rate loans with a repricing frequency of: |  |  |  |  |
| Quarterly or more frequently | \$ | 98,478,407 | \$ | 90,746,564 |
| Annually or more frequently, but less frequently than quarterly |  | 4,127,872 |  | 4,343,312 |
| Every five years or more frequently, but less frequently than annually |  | 4,679,769 |  | 4,148,381 |
| Total variable rate loans | \$ | 107,286,048 | \$ | 99,238,257 |

A summary of the changes in allowance for loan losses is as follows:

|  | 2004 |  | 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of year | \$ | 1,964,190 | \$ | 1,691,421 |
| Provision for loan losses |  | 152,500 |  | 282,607 |
| Loans charged off | ( | 88,843) | ( | 117,852) |
| Recoveries of loans previously charged off |  | 56,723 |  | 108,014 |
| Balance at end of year | \$ | 2,084,570 | \$ | 1,964,190 |

The allowance for financial statement purposes exceeded the federal income tax allowance by $\$ 1,350,930$ and $\$ 1,212,400$ at December 31, 2004 and 2003, respectively.

## Note 4 - PREMISES AND EQUIPMENT

A summary of premises, equipment and land improvements and related accumulated depreciation is as follows:

|  | Estimated Useful Lives | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 2004 |  | 2003 |
| Land |  | \$ | 1,568,081 | \$ | 1,442,498 |
| Premises | 5-40 years |  | 8,176,962 |  | 7,301,237 |
| Furniture, fixtures and equipment | 3-10 years |  | 5,564,709 |  | 4,958,097 |
| Land improvements | 5-20 years |  | 532,028 |  | 532,028 |
| Lease equipment | 3-5 years |  | 5,717,761 |  | 6,400,889 |
|  |  |  | 21,559,541 |  | 20,634,749 |
| Less accumulated depreciation |  |  | 8,328,471 |  | 7,799,999 |
| Totals |  | \$ | 13,231,070 | \$ | 12,834,750 |

Depreciation expense amounted to $\$ 1,726,819$ and $\$ 1,849,772$ in 2004 and 2003, respectively.

A portion of the banking premises acquired in 2004 which the Company occupies is leased to certain tenants under month-to-month and term leases. Rental income totaled approximately $\$ 19,463$ for the year ended December 31, 2004. Minimum future rentals to be received on noncancelable leases in effect at December 31, 2004 are as follows:

| $\frac{\text { Year }}{}$ | Amount |
| :--- | ---: |
| 2005 | $\$ 21,920$ |
| 2006 | 3,000 |
| Total minimum future rentals | $\$ 24,920$ |

Premises of \$8,176,962 at December 31, 2004 includes \$40,201 in construction costs related to an expansion of the Company's title company facility. Estimated additional costs of the expansion to be completed during 2005 total \$80,000.

Note 5- DEPOSITS
Included in time deposits are certificates of deposit in amounts of \$100,000 or more. The aggregate amount of short-term jumbo certificates of deposit, each with a minimum denomination of $\$ 100,000$, was $\$ 28,997,842$ and $\$ 33,899,135$ at December 31, 2004 and 2003, respectively.

At December 31, 2004 and 2003, the scheduled maturities of certificates of deposit are as follows:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  | 2004 |  | 2003 |
| Less than three months | \$ | 27,215,010 | \$ | 35,358,939 |
| Four to twelve months |  | 29,983,854 |  | 28,328,549 |
| One to five years |  | 26,479,813 |  | 35,860,343 |
| Totals |  | 83,678,677 | \$ | 99,547,831 |

## Note 6 - OTHER BORROWED FUNDS

Federal funds purchased are generally purchased on a daily basis. Other borrowed funds consist of Federal Home Loan Bank advances, secured by customer loans and mortgage-backed securities collateralized by one-to-four family residences. The Federal Home Loan Bank advances have fixed interest rates ranging from $2.39 \%$ to $4.19 \%$. The advances were used by the Company to fund fixed interest rate loans to its customers. As of December 31, 2004, aggregate annual scheduled repayments of Federal Home Loan Bank advances were as follows.

| 2005 | $\$$ | $5,380,578$ |
| ---: | ---: | ---: |
| 2006 |  | $2,036,043$ |
| 2007 |  | $1,179,451$ |
| 2008 |  | $1,033,997$ |
| 2009 |  | $1,074,098$ |
| 2010 | 91,366 |  |
|  | $\$ 10,795,533$ |  |
|  |  |  |

## Note 7 - INCOME TAXES

The provision for income taxes consists of the following:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| Current income tax expense: Federal | \$ | 1,087,004 | \$ | 1,013,952 |
| Deferred income tax expense (benefit) arising from: |  |  |  |  |
| Excess of tax over financial accounting depreciation |  | 32,713) |  | 37,805) |
| Accounting for bad debt expense |  | 55,080) |  | 73,571) |
| Writedown of other real estate owned |  | 42,500 |  | 15,640) |
| Federal Home Loan Bank stock dividends |  | 6,290 |  | 4,828 |
| Deferred compensation benefits |  | 112,231) |  | 115,246) |
| Deferred loan fee income | ( | 29) |  | 1,994 |
| Goodwill amortization |  | 105,700 |  | 105,700 |
|  |  | 45,563) |  | 129,740) |
| Total income tax expense | \$ | 1,041,441 | \$ | 884,212 |

## Note 7 - INCOME TAXES (CONT’D)

The difference between the consolidated financial statement income tax expense and amounts computed by applying the statutory federal income tax rate of $34 \%$ to consolidated income before taxes is primarily attributable to investments in tax-exempt securities, tax-exempt increases in cash surrender value of life insurance, and certain other transactions.

As of December 31, 2004 and 2003, there are no unused net operating losses or tax credits available for carryover to future periods for either financial reporting or tax reporting purposes.

Net deferred federal income tax liabilities of $\$ 242,326$ and $\$ 362,619$ are included in other liabilities as of December 31, 2004 and 2003, respectively. The accumulated tax effects of each type of income and expense item that gave rise to deferred taxes are as follows:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| Deferred tax assets: |  |  |  |  |
| Excess of tax cost over financial cost for fixed assets | \$ | 206,416 | \$ | 67,283 |
| Allowance for loan losses |  | 467,296 |  | 412,216 |
| Writedowns of other real estate owned |  |  |  | 42,500 |
| Deferred compensation benefits |  | 842,060 |  | 729,830 |
| Deferred loan fee income |  | 27,634 |  | 27,604 |
| Net unrealized depreciation on securities available for sale |  | 20,926 |  |  |
| Total deferred tax assets |  | 1,564,332 |  | 1,279,433 |
| Deferred tax liabilities: |  |  |  |  |
| Depreciation |  | 1,370,497) | ( | 1,264,077) |
| Federal Home Loan Bank stock dividends |  | 118,626) |  | 112,336) |
| Amortization |  | 317,534) | ( | 211,834) |
| Net unrealized appreciation on securities available for sale |  |  |  | 53,805) |
| Total deferred tax liablilities |  | 1,806,657) |  | 1,642,052) |
| Total net deferred tax assets (liabilities) | (\$ | 242,325) | (\$ | 362,619) |

Federal income taxes currently payable of $\$ 92,753$ at December 31, 2004 are included in other liabilities.

Federal income taxes currently receivable of $\$ 31,278$ at December 31, 2003 are included in other assets.

The Company was not liable for state income taxes in 2004 or 2003.

## Note 8 - PENSION PLAN

The Company maintains a leveraged employee stock ownership 401(k) plan ("KSOP"). The KSOP periodically borrows from unrelated lenders to acquire stock for future allocation to KSOP participants. The KSOP provides for voluntary employee salary reduction contributions, voluntary employee after-tax contributions, discretionary employer salary reduction matching contributions, and additional discretionary employer contributions which the Company uses to pay interest on KSOP debt and KSOP debt principal reductions as the Company desires to release

As shares are released from collateral, the Company reports compensation expense equal to the current market price of the shares. KSOP expense for 2004 and 2003 was $\$ 277,444$ and $\$ 175,454$, respectively. Employee salary reduction contributions of $\$ 262,092$ and $\$ 251,338$ were made in 2004 and 2003 , respectively.

## Note 9 - DEFERRED COMPENSATION PLANS

The Company maintains individually designed supplemental income plan agreements ("agreements") with certain designated employees and directors. The agreements provide a deferred compensation benefit payable at retirement or death.

The liability under the agreements is recorded based upon the present value of the deferred compensation benefits. At December 31, 2004 and 2003, the Company's accrued liability under the agreements was $\$ 2,476,646$ and $\$ 2,182,557$, respectively.

In connection with the funding of the agreements, the Company has purchased life insurance policies that it believes will fund the benefits payable pursuant to the agreements. The Company is owner and beneficiary of the life insurance policies. Other assets at December 31, 2004 and 2003, respectively, include \$6,213,762 and \$5,531,684 in cash value of these life insurance policies.

## Note 10 - RELATED-PARTY TRANSACTIONS

At December 31, 2004 and 2003, certain officers and directors, and companies in which they have a 10 percent or more beneficial ownership, were indebted to the Company in the aggregate amount of approximately $\$ 2,344,235$ and $\$ 4,729,447$, respectively. During 2004, \$927,187 of new loans were originated and repayments totaled $\$ 3,312,399$. All such loans were made in the ordinary course of business. All loans included in such transactions were made on substantially the same terms, including interest rates and collateral requirements, as those prevailing at the time for comparable transactions with other persons and did not involve more than the normal risk of loss or present other unfavorable features.

## Note 11 - COMMITMENTS AND CONTINGENT LIABILITIES

The Company's financial statements do not reflect various commitments and contingent liabilities which arise in the normal course of business and which involve elements of credit risk, interest rate risk and liquidity risk. These commitments and contingent liabilities are commitments to extend credit and standby letters of credit. A summary of the Company's commitments and contingent liabilities at December 31, 2004 and 2003, are as follows:

|  | December 31, |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2004 |  | 2003 |  |
| Commitments to extend credit | \$ | 27,029,276 | \$ | 27,354,413 |
| Standby letters of credit |  | 2,787,698 |  | 2,566,698 |
| Total | \$ | 29,816,974 | \$ | 29,921,111 |

Commitments to extend credit, and standby letters of credit all include exposure to some credit loss in the event of nonperformance of the customer. The Company evaluates each customer's creditworthiness on a case-by-case basis. The amount of collateral obtained if deemed necessary by the Company upon extension of credit is based on management's credit evaluation. Collateral held varies but may include accounts receivable, inventory, property, plant and equipment, and

## Note 11 - COMMITMENTS AND CONTINGENT LIABILITIES (CONT’D)

income-producing commercial properties. Because these instruments have fixed maturity dates, and because many of them expire without being drawn upon, they do not generally present any significant liquidity risk to the Company. The Company has not incurred any significant losses on its commitments in either 2004 or 2003.

The Company is a party to litigation and claims arising in the normal course of business. Management, after consultation with legal counsel, believes that the liabilities, if any, arising from such litigation and claims will not be material to the Company's financial position.

## Note 12 - CONCENTRATIONS OF CREDIT

Substantially all of the Company's loans, commitments, credit card arrangements and standby letters of credit have been granted to customers in the Company's market area. Most customers are depositors of the Company. Investments in state and municipal securities also involve governmental entities within the Company's market area. The concentrations of credit by type of loan are set forth in Note 3. The distribution of commitments to extend credit approximates the distribution of loans outstanding. Commercial and standby letters of credit were granted primarily to commercial borrowers.

The Company occasionally maintains deposits and federal funds sold in excess of federally insured limits. Statement of Financial Accounting Standards No. 105 identifies these items as a concentration of credit risk requiring disclosure, regardless of the degree of risk. At December 31, 2004 the Company had due from banks and federal funds sold of approximately $\$ 8,700,000$ which represent concentrations of credit in excess of federally insured amounts.The risk is managed by maintaining all deposits in high quality financial institutions.

## Note 13 - FAIR VALUE OF FINANCIAL INSTRUMENTS

The following methods and assumptions were used to estimate the fair value of each class of financial instruments as disclosed herein. The values are for disclosure purposes only and have not affected the carrying values of the assets and liabilities on the balance sheet.

## Cash and Short-Term Investments

For those short-term investments, the carrying amount is a reasonable estimate of fair value.

## Investment Securities

For debt securities held as investments, fair value equals quoted market price, if available. If a quoted market price is not available, fair value is estimated using quoted market prices for similar securities.

## Loan Receivables

For certain homogeneous categories of loans, such as some residential mortgages, credit card receivables, and other consumer loans, fair value is estimated using the quoted market prices for securities backed by similar loans, adjusted for differences in loan characteristics. The fair value of other types of loans is estimated by discounting the future cash flows using the current rates at which similar loans would be made to borrowers with similar credit ratings and for the same remaining maturities.

Deposit Liabilities
The fair value of demand deposits, savings accounts, and certain money market deposits is the amount payable on demand at the reporting date. The fair value of fixed maturity certificates of deposit is estimated using the rates currently offered for deposits of similar remaining maturities.

## Other Borrowed Funds

The fair value of federal funds purchased is the amount payable upon demand at the reporting date. The fair value of the Federal Home Loan Bank advance is estimated by discounting the future cash flows using the current rates at which similar advances would be made to banks with similar credit ratings for the same remaining maturities.

Commitments to Extend Credit, Standby Letters of Credit and Financial Guarantees Written

The fair value of commitments is estimated using the fees currently charged to enter into similar agreements, taking into account the remaining terms of the agreements and the present creditworthiness of the counterparties. For fixed-rate loan commitments, fair value also considers the difference between the current levels of interest rates and the committed rates. The fair value of guarantees and letters of credit is based on fees currently charged for similar agreements or on the estimated cost to terminate them or otherwise settle the obligations with the counterparties at the reporting date.

The estimated fair values of the Company's financial instruments at December 31, 2004 and 2003, are as follows:

|  | December 31, 2004 |  | December 31, 2003 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Carrying | Fair | Carrying | Fair |
|  | Amount | Value | Amount | Value |
| Financial assets: |  |  |  |  |
| Cash and short-term investments | \$ 11,820,167 \$ | 11,820,167 | \$ 16,470,015 | \$16,470,015 |
| Federal funds sold | 5,000,000 | 5,000,000 | 800,000 | 800,000 |
| Investment securities | 22,385,840 | 22,389,657 | 36,572,827 | 36,591,488 |
| Mortgage loans held for sale | 892,327 | 892,327 | 992,818 | 992,818 |
| Loans, net of unearned discount | 182,183,046 | 185,708,673 | 169,631,798 | 176,408,854 |
| Less allowance for loan losses | 2,084,570) ( | 2,084,570) | 1,964,190) | ( 1,964,190) |
| Loans, net of allowance | 180,098,476 | 183,624,103 | 167,667,608 | 174,444,664 |
| Financial liabilities: |  |  |  |  |
| Deposits | 208,190,352 | 208,863,931 | 217,441,464 | 219,605,180 |
| Federal funds purchased | 1,650,000 | 1,650,000 | 2,450,000 | 2,450,000 |
| Federal Home Loan |  |  |  |  |
| Bank advances | 10,795,533 | 10767,000 | 3,286,851 | 3,446,000 |
| Unrecognized financial instruments: |  |  |  |  |
| Commitments to extend credit | 0 | 0 | 0 | 0 |
| Standby letters of credit | 0 | 0 | 0 | 0 |

## Note 14 - REGULATORY MATTERS

The Bank is subject to the dividend restrictions set forth by the Comptroller of the Currency. Under such restrictions, the Bank may not, without the prior approval of the Comptroller of the Currency, declare dividends in excess of the lesser of the current and prior two years' undistributed earnings or the amount by which total capital exceeds the minimum allowable capital. The dividends, as of December 31, 2004 that the Bank could declare without the approval of the Comptroller of the Currency amounted to approximately $\$ 3,317,934$.

## Note 14 - REGULATORY MATTERS (CONT’D)

The Company and Bank are subject to various regulatory capital requirements administered by the federal banking agencies. Failure to meet minimum capital requirements can initiate certain mandatory, and possibly additional discretionary, actions by regulators that, if undertaken, could have a direct material effect on the consolidated financial statements. Under capital adequacy guidelines and the regulatory framework for prompt corrective action, the Company and Bank must meet specific capital guidelines that involve quantitative measures of their assets, liabilities, and certain off-balance-sheet items as calculated under regulatory accounting practices. The Company's and Bank's capital amounts and classification are also subject to qualitative judgments by the regulators about components, risk weightings and other factors.

Quantitative measures established by regulation to ensure capital adequacy require the Company and Bank to maintain minimum amounts and ratios (set forth in the table below) of total and Tier I capital (as defined in the regulations) to risk-weighted assets (as defined), and of Tier I capital (as defined) to average assets (as defined). Management believes, as of December 31, 2004 and 2003, that the Company and Bank meet all capital adequacy requirements to which it is subject.

As of December 31, 2004, the most recent notification from the Office of the Comptroller of the Currency categorized the Bank as well capitalized under the regulatory framework for prompt corrective action. To be categorized as well capitalized, the Company and Bank must maintain minimum total risk-based, Tier I risk-based, and Tier I leverage ratios as set forth in the table. There are no conditions or events since that notification that management believes have changed the institution's category.

The Company's and Bank's actual capital amounts and ratios are also presented in the table.

To Be Well Capitalized Under Prompt Corrective Action Provisions Amount Ratio

As of December 31, 2004:
Total capital
(to risk-weighted assets)
Consolidated $\quad \$ 21,712,759 \quad 11.2 \% \quad \geq 15,472,080 \geq 8.0 \% \geq \$ 19,340,100 \geq 10,0 \%$
American National Bank $\quad \$ 21,053,654 \quad 10.9 \% \quad \geq \$ 15,419,760 \geq 8.0 \% \geq \$ 19,274,700 \geq 100 \%$
Tier I capital
(to risk-weighted assets)
Consolidated $\quad 19,628,189 \quad 10.2 \% \quad \geq 7,736,040 \quad \geq 4,0 \% \quad \geq 11,604,060 \geq 6.0 \%$
American National Bank $18,969,084 \quad 9.8 \% \quad \geq 7,709,880 \geq 4.0 \% \quad \geq 11,564,820 \geq 6.0 \%$
Tier I capital
(to average assets)
Consolidated $\quad 19,628,189 \quad 8.3 \% \quad \geq 9,515,862 \geq 4.0 \% \quad \geq 11,894,827 \geq 5.0 \%$
American National Bank $\quad 18,969,084 \quad 8.0 \% \quad \geq 9,489,415 \quad \geq 4.0 \% \quad \geq 11,861,768 \geq 5.0 \%$
As of December 31, 2003:
Total capital
(to risk-weighted assets)
Consolidated $\quad \$ 20,228,961 \quad 11.1 \% \geq \$ 14,611,680 \geq 8.0 \% \geq \$ 18,266,600 \geq 1000 \%$
American National Bank $\quad \$ 19,545,932 \quad 10.7 \% \geq \$ 14,559,520 \geq 8.0 \% \geq \$ 18,199,400 \geq 100 \%$
Tier I capital
(to risk-weighted assets)
Consolidated $\quad 18,264,771 \quad 10.0 \% \geq 73,05,840 \geq 40 \% \geq 10,9587,760 \geq 6.0 \%$
American National Bank $\quad 17,593,213 \quad 9.7 \% \geq 7,779,760 \geq 4.0 \% \geq 10,919,640 \geq 6.0 \%$
Tier I capital
(to average assets)
Consolidated $\quad 18,264,771 \quad 7.4 \% \geq 9,930,985 \geq 4.0 \% \geq 12,413,731 \geq 5.0 \%$

Note 15 - MULTI-TIERED BANK HOLDING COMPANY STRUCTURE
On February 19, 1997, an application was filed with the Federal Reserve Bank to authorize the formation of a multi-tiered bank holding company structure consisting of a Texas based parent company, AmeriBancShares, Inc. and a Delaware based intermediate holding company, AmeriBancShares of Delaware, Inc. Upon receipt of proper authorization of the holding company structure from the Federal Reserve Bank, the stock of American National Bank ("the Bank") was transferred to AmeriBancShares of Delaware, Inc. with the stockholders of the Bank receiving three shares of AmeriBancShares, Inc. common stock in exchange for each share of Bank common stock. The transfer was effective May 1, 1997 and was accomplished by the formation of a new bank subsidiary by AmeriBancShares of Delaware, Inc., with an initial capitalization of $\$ 240,000$. The new bank subsidiary was merged with the Bank and the surviving entity retained the name of the Bank. On May 1, 1997, AmeriBancShares, Inc. formed an additional subsidiary, ANB Realty Corp., to acquire and develop real estate in Flower Mound, Texas.

## Note 16 - ARCHER TITLE OF TEXAS, INC.

In January 2004, the Company created an operating subsidiary, Archer Title of Texas, Inc. (the Title Company), for the purpose of conducting title insurance policy operations. In January 2004, the Title Company acquired the title plant and equipment of Archer Title, Inc. for \$420,000. The transaction has been accounted for in accordance with SFAS No. 141, Business Combinations. The market value of the tangible assets acquired was $\$ 400,315$. The purchase price in excess of the tangible assets acquired amounted to $\$ 19,615$ and has been included in goodwill in the accompanying financial statements.
The Title Company is a wholly-owned subsidiary of the Bank and its assets and liabilities, results of operations, changes in stockholder's equity and cash flows have been consolidated with the activity of the Company. All significant intercompany transactions have been eliminated.

Consolidating Balance Sheet
Pages 18-19

# Consolidating Statement of Income 

Pages 20-21
Consolidating Statement of Cash Flows
Pages 22-23

## Consolidating Balance Sheet

AmeriBancShares, Inc. and Subsidiaries, December 31, 2004

| ASSETS | American <br> National <br> Leasing Co. |  | Archer <br> Title of Texas, Inc. |  | American National Bank |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash and due from banks, noninterest bearing | \$ | 79,586 | \$ | 27,998 | \$ | 9,911,801 |
| Time deposits in banks |  |  |  |  |  | 1,898,000 |
| Federal funds sold |  |  |  |  |  | 5,000,000 |
| Total cash and cash equivalents |  | 79,586 |  | 27,998 |  | 16,809,801 |
| Securities available for sale |  |  |  |  |  | 20,861,832 |
| Securities to be held to maturity |  |  |  |  |  | 557,958 |
| Other securities |  |  |  |  |  | 966,050 |
| Total investment securities |  |  |  |  |  | 22,385,840 |
| Mortgage loans held for sale |  |  |  |  |  | 892,327 |
| Loans |  | 2,408,282 |  |  |  | 184,518,892 |
| Less: Unearned discount | ( | 345,501) |  |  | ( | 3,847) |
| Allowance for loan losses | ( | 23,471) |  |  |  | 2,061,099) |
| Loans, net |  | 2,039,310 |  |  |  | 182,453,946 |
| Premises and equipment, net |  | 3,570,175 |  | 391,782 |  | 8,629,085 |
| Accrued interest receivable |  |  |  |  |  | 2,565,124 |
| Goodwill |  |  |  | 19,615 |  | 4,155,760 |
| Other assets |  | 260,940 |  | 408,538 |  | 9,213,851 |
| Total assets | \$ | 5,950,011 | \$ | 847,933 |  | 247,105,734 |
| LIABILITIES AND STOCKHOLDERS' EQUITY |  |  |  |  |  |  |
| Deposits: |  |  |  |  |  |  |
| Demand deposits | \$ |  | \$ |  | \$ | 52,844,972 |
| Savings deposits |  |  |  |  |  | 7,615,212 |
| Money market and NOW accounts |  |  |  |  |  | 64,179,560 |
| Time certificates of deposit |  |  |  |  |  | 83,678,677 |
| Total deposits |  |  |  |  |  | 208,318,421 |
| Federal funds purchased |  |  |  |  |  | 1,650,000 |
| Notes payable |  | 3,609,780 |  | 785,000 |  |  |
| Federal Home Loan Bank advances |  |  |  |  |  | 10,795,533 |
| Accrued interest payable |  | 1,300,950 |  | 9,187 |  | 228,399 |
| Other liabilities |  | 852,430 |  | 18,961 |  | 2,976,060 |
| Total liabilities |  | 5,763,160 |  | 813,148 |  | 223,968,413 |
| Stockholders' equity: |  |  |  |  |  |  |
| Common stock |  | 1,000 |  | 1,000 |  | 1,680,000 |
| Surplus |  |  |  |  |  | 2,090,826 |
| Undivided profits and capital reserves |  | 185,851 |  | 33,785 |  | 19,407,117 |
| Treasury stock at cost |  |  |  |  |  |  |
| Accumulated other comprehensive loss: |  |  |  |  |  |  |
| Net unrealized depreciation on securities available for sale |  |  |  |  |  | 40,622) |
| Total stockholders' equity |  | 186,851 |  | 34,785 |  | 23,137,321 |
| Total liabilities and stockholders' equity | \$ | 5,950,011 | \$ | 847,933 |  | 247,105,734 |


| AmeriBancShares of Delaware, Inc. | ANB <br> Realty Corp. |  | AmeriBancShares,$\qquad$ |  | Reclassification and Elimination Entries |  | Consolidated |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 10,366 | \$ | 7,702 | \$ | 12,783 | (\$ | 128,069) | \$ | 9,922,167 |
|  |  |  |  |  |  |  |  | 1,898,000 |
|  |  |  |  |  |  |  |  | 5,000,000 |
| 10,366 |  | 7,702 |  | 12,783 |  | 128,069) |  | 16,820,167 |
| $\begin{array}{r} 23,137,321 \\ \hline 23,137,321 \\ \hline \end{array}$ |  |  |  |  |  |  |  | 20,861,832 |
|  |  |  |  |  |  |  |  | 557,958 |
|  |  |  |  | 23,785,139 |  | 46,922,460) |  | 966,050 |
|  |  |  |  | 23,785,139 |  | 46,922,460) |  | 22,385,840 |
|  |  |  |  |  |  |  |  | 892,327 |
|  |  |  |  |  | ( | 4,394,780) |  | 182,532,394 |
|  |  |  |  |  |  |  |  | 349,348) |
|  |  |  |  |  |  |  |  | 2,084,570) |
|  |  |  |  |  |  | 4,394,780) |  | 180,098,476 |
|  |  | 640,028 |  |  |  |  |  | 13,231,070 |
|  |  |  |  |  |  | 1,337,453) |  | 1,227,671 |
|  |  |  |  |  |  |  |  | 4,175,375 |
| 7,316 |  | 4,623 |  |  | ( | 220,741) |  | 9,674,527 |
| \$ 23,155,003 | \$ | 652,353 | \$ | 23,797,922 | (\$ | 53,003,503) | \$ | 248,505,453 |
| \$ | \$ |  | \$ |  | (\$ | 128,069) | \$ | 52,716,903 |
|  |  |  |  |  |  |  |  | 7,615,212 |
|  |  |  |  |  |  |  |  | 64,179,560 |
|  |  |  |  |  |  |  |  | 83,678,677 |
|  |  |  |  |  | ( | 128,069) |  | 208,190,352 |
|  |  |  |  |  |  |  |  | 1,650,000 |
|  |  |  |  |  | ( | 4,394,780) |  |  |
|  |  |  |  |  |  |  |  | 10,795,533 |
|  |  |  |  |  | ( | 1,337,453) |  | 201,083 |
|  |  | 22,217 |  | 1,497 |  | 895 |  | 3,872,060 |
|  |  | 22,217 |  | 1,497 | ( | 5,859,407) |  | 224,709,028 |
| 7,500 |  | 1,000 |  | 5,040,000 | ( | 1,690,500) |  | 5,040,000 |
| 15,910,885 |  | 851,159 |  | 10,878,386 | ( | 18,852,870) |  | 10,878,386 |
| 7,277,240 | ( | 222,023) |  | 8,800,661 | ( | 26,681,970) |  | 8,800,661 |
|  |  |  | ( | 882,000) |  |  | ( | 882,000) |
| 40,622) |  |  | ( | 40,622) |  | 81,244 | ( | 40,622) |
| 23,155,003 |  | 630,136 |  | 23,796,425 | ( | 47,144,096) |  | 23,796,425 |
| \$ 23,155,003 | \$ | 652,353 | \$ | 23,797,922 | (\$ | 53,003,503) | \$ | 248,505,453 |

## Consolidating Statement of Income

AmeriBancShares, Inc. and Subsidiaries, December 31, 2004

|  | American <br> National <br> Leasing Co. |  | Archer <br> Title of Texas, Inc. |  | American <br> National <br> Bank |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income: |  |  |  |  |  |  |
| Interest and fees on loans | \$ | 169,454 | \$ |  | \$ | 10,713,121 |
| Interest on investment securities |  |  |  |  |  | 730,852 |
| Interest on time deposits in banks |  |  |  |  |  | 77,242 |
| Interest on federal funds sold |  |  |  |  |  | 39,953 |
| Total interest income |  | 169,454 |  |  |  | 11,561,168 |
| Interest expense: |  |  |  |  |  |  |
| Interest on deposits: |  |  |  |  |  |  |
| Savings |  |  |  |  |  | 30,724 |
| Money market and NOW accounts |  |  |  |  |  | 389,717 |
| Time |  |  |  |  |  | 2,453,177 |
| Total interest on deposits |  |  |  |  |  | 2,873,618 |
| Interest on federal funds purchased |  |  |  |  |  | 31,898 |
| Interest on Federal Home Loan Bank advances |  |  |  |  |  | 144,817 |
| Interest on notes payable |  | 75,145 |  | 9,187 |  |  |
| Total interest expense |  | 75,145 |  | 9,187 |  | 3,050,333 |
| Net interest income |  | 94,309 | ( | 9,187) |  | 8,510,835 |
| Provision for loan losses |  | 2,500 |  |  |  | 150,000 |
| Net interest income after provision for loan losses |  | 91,809 | ( | 9,187) |  | 8,360,835 |
| Other operating income: |  |  |  |  |  |  |
| Service charges on deposit accounts |  |  |  |  |  | 785,947 |
| Trust fee income |  |  |  |  |  | 2,976,400 |
| Gain on sale of mortgage loans |  |  |  |  |  | 683,156 |
| Rent income |  | 1,416,423 |  |  |  |  |
| Earnings from subsidiary |  |  |  |  |  | 173,793 |
| Other, net |  | 39,311 |  | 341,040 |  | 675,707 |
| Total other operating income |  | 1,455,734 |  | 341,040 |  | 5,295,003 |
| Other operating expenses: |  |  |  |  |  |  |
| Salaries and bonuses |  | 160,336 |  | 142,514 |  | 4,002,880 |
| Employee benefits |  | 33,688 |  | 8,685 |  | 1,791,457 |
| Premises and equipment |  | 1,051,442 |  | 22,839 |  | 1,506,054 |
| Advertising |  | 2,447 |  | 6,195 |  | 225,128 |
| Data processing expense |  |  |  |  |  | 460,647 |
| Printing, stationery and supplies |  | 776 |  | 10,763 |  | 161,940 |
| Professional fees |  |  |  | 406 |  | 128,089 |
| Other operating expenses |  | 86,588 |  | 89,262 |  | 1,748,474 |
| Total other operating expenses |  | 1,335,277 |  | 280,664 |  | 10,024,669 |
| Income before income taxes |  | 212,266 |  | 51,189 |  | 3,631,169 |
| Provision for income taxes |  | 72,258 |  | 17,404 |  | 962,110 |
| Net income | \$ | 140,008 | \$ | 33,785 | \$ | 2,669,059 |

AmeriBancShares of Delaware, Inc.

ANB Realty Corp.
\$
$\qquad$
$\underline{\square}$

| AmeriBancShares, |
| :---: |
| Inc. |

\$
$\qquad$

|  |
| :--- |
| $\left(\begin{array}{l}84,332 \\ 84,332\end{array}\right.$ |

$\qquad$
$\qquad$


2,669,059 $\qquad$

## $\begin{array}{r}2,649,091 \\ \hline 2,649,091\end{array}$

|  | $4,305,730$ |
| ---: | ---: |
|  | $1,833,830$ |
| $12,000)$ | $2,590,553$ |
|  | 233,770 |
|  | 460,647 |
|  | 173,479 |
|  | 128,495 |
|  | $1,899,661$ |
| 32,831$)$ | $-11,626,165$ |
| 44,831$)$ |  |

( $5,491,943$ )
$\qquad$
(\$ 5,491,943)

785,947
2,976,400
683,156
1,416,423
Consolidated
\$ 10,702,513
730,852
77,242
39,953
11,550,560

30,724
389,717
$\begin{array}{r}2,453,177 \\ \hline 2873,618\end{array}$
31,898
144,817
$3,050,333$

8,500,227
152,500

8,347,727
-

4,305,730
1,833,830
2,590,553
233,770
173,479
128,495
$11,626,165$
3,690,445
$1,041,441$
$\$ \xlongequal{\$ 2,649,004}$

## Consolidating Statement of Cash Flows

AmeriBancShares, Inc. and Subsidiaries, December 31, 2004

Cash flows from operating activities:
Net income (loss)
Adjustments to reconcile net income (loss) to net cash provided by (used in) operations:

Depreciation
Amortization of intangibles
Provision for loan losses
Provision for losses on other real estate owned
Provision for (benefit from) deferred taxes
Loss on sale of available for sale securities
Gain on sale of mortgage loans
Gain on sale of other real estate owned
Gain on disposal of premises and equipment
Amortization of premium on investment securities
Accretion of discount on investment securities
Proceeds from sales of mortgage loans
Mortgage loans funded
Unconsolidated earnings from subsidiaries
(Increase) decrease in: Prepaid expenses Accrued interest receivable Income taxes receivable Miscellaneous other assets
Increase (decrease) in: Accrued interest payable Income taxes payable Other taxes payable Other accrued expenses

Net cash provided by (used in) operating activities
Cash flows from investing activities:
Proceeds from maturities of securities available for sale
Proceeds from sales of securities available for sale
Proceeds from maturities of securities held to maturity
Purchase of securities available for sale
Purchase of other securities
Purchase of cash value life insurance
Purchase of title business
Cash paid to subsidiaries
Dividends received from subsidiaries
Net increase in loans
Purchase of premises and equipment
Proceeds from sale of premises and equipment
Proceeds from sale of other real estate owned
Net cash provided by (used in) investing activities


Cash flows from financing activities:
Net increase (decrease) in deposits
Net decrease in federal funds purchased
Net increase in Federal Home Loan Bank advances
Net increase (decrease) in other borrowed funds
( 366,925
Capital contributions
Dividends paid
Net cash provided by (used in) financing activities
Net increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of period
Cash and cash equivalents at end of period

| American |
| :---: |
| National |
| Leasing Co. |

\$ 140,008
$1,034,780$

2,500
( 23,365 )

( 3,316 )


8,070

11,911
75,145
9,650
41,843
1,297,226
366,925
( 200,991)
280,577
$\$ \quad 79,586$

\begin{tabular}{|c|c|c|}
\hline \begin{tabular}{l}
Archer \\
Title of Texas, Inc.
\end{tabular} \& \& American National Bank \\
\hline \multirow[t]{19}{*}{\(\$ \quad 33,785\)

3,164
1,800} \& \$ \& 2,669,059 <br>
\hline \& \multicolumn{2}{|r|}{\multirow[t]{2}{*}{688,875}} <br>
\hline \& \& <br>
\hline \& \& 150,000 <br>
\hline \& \& 30,000 <br>
\hline \& ( \& 25,092) <br>
\hline \& \& 360 <br>
\hline \& ( \& 683,156) <br>
\hline \& ( \& 83,537) <br>
\hline \& \multirow[t]{2}{*}{(} \& 1,941) <br>
\hline \& \& 84,171 <br>
\hline \& ( \& 380) <br>
\hline \& \& 42,988,320 <br>
\hline \& \& 42,209,107) <br>
\hline \& ( \& 173,793) <br>
\hline \& ( \& 116,482) <br>
\hline \& ( \& 154,777) <br>
\hline \& \& 26,516 <br>
\hline \& \& 17,971 <br>
\hline 9,187 \& \multirow[t]{3}{*}{(} \& 22,272) <br>
\hline \multirow[t]{2}{*}{14,510} \& \& 75,852 <br>
\hline \& \& 9,737 <br>
\hline 1,557 \& \& 496,681 <br>
\hline 66,897 \& \& 3,767,005 <br>
\hline
\end{tabular}

( 420,000)
23,773,531
2,976,757
262,344
( $13,096,195$ )
( 33,400)
( 749,691)
( 1,000 )
( $12,656,935$ )

( $9,438,863$ )
( 800,000)
7,508,682
85,000
1,000

AmeriBancShares
of Delaware, Inc. \$ 2,663,837 ( $2,669,059)$
( 2,504 )
(2,504)
$\left(\begin{array}{l}7,726 \\ \hline\end{array}\right.$
$\qquad$
(2,504)
$\left(\begin{array}{l}7,726 \\ \hline\end{array}\right.$
$1,266,480$
$1,266,480$ $\overline{1,266,480}$
$\left(\begin{array}{r}1,258,880) \\ \left(\begin{array}{r}1,258,880\end{array}\right. \\ \left(\begin{array}{r}126)\end{array}\right. \\ \hline \$ \quad 10,492 \\ \hline \hline\end{array}\right.$

(\$ 14,746)

10,366
$\square$

| 8,500 |
| ---: |
| 8,500 |
| 6,187$)$ |
| $\$ \quad 7,702$ |


| AmeriBancShares, |
| :---: |
| Inc. |

\$ 2,649,004
( 2,649,091)
16
$\left(\begin{array}{r}71\end{array}\right)$
$\left(\begin{array}{r}8,500\end{array}\right)$
$1,258,880$
$-1,250,380$

| Reclassification and Elimination |  |
| :---: | :---: |
| Entries | Consolidated |
| (\$ 5,491,943) | \$ 2,649,004 |

$1,726,819$
1,800
152,500
30,000
$45,563)$
$\left(\begin{array}{r}360 \\ 683,156) \\ (83,537) \\ (5,257) \\ 84,171 \\ (380) \\ 42,988,320 \\ (42,209,107)\end{array}\right.$

5,491,943

|  | $\left(\begin{array}{r}108,412 \\ 72,266) \\ 72,511 \\ 7,275\end{array}\right.$ |
| :---: | ---: |
|  | $\left(\begin{array}{r}31,278 \\ 29,882 \\ \\ 82,511) \\ 7,275)\end{array}\right.$ |
|  | $\left(\begin{array}{r}9,451) \\ \\ \end{array}\right.$ |

## OFFICERS

Administration
John B. "Bo" Stahler
President and CEO

## Loan Department

Dwight L. Berry
Executive Vice President
Don Whatley
Senior Vice President
Doris McGregor Steinberger
Vice President/Compliance Officer
Linda Musgrave
Assistant Vice President/Loans
Vicki Nason
Assistant Vice President/Credit and Collateral
Peggy Carr
Banking Officer
Vera Simons
Banking Officer
Donna Stell
Banking Officer
Trust and Investment Services
Timothy G. Connolly
Senior Vice President / Senior Trust Officer
Michael W. Boyle
Vice President/Trust Compliance Officer
Kevin Goldstein
Vice President/Trust Officer/Security Sales
Randy R. Martin
Vice President/Trust Officer
Linda Wilson
Vice President/Trust Officer
Kelly J. Smith
Vice President/Trust Officer
Jeffrey S. Schultz
Vice President/Trust Investment Officer
J. Bradley Davidson

Assistant Vice President/Human Resources
Paula Walmer
Assistant Vice President/Operations Manager

Mortgage Loan Department
W.O. Franklin

Senior Vice President
Donna Vaughn
Vice President
Kathy Roberts
Assistant Vice President
Maggie Johnson
Funding Officer
John Johnston
Banking Officer

American National Leasing Company
Randall R. Gibson
Vice President/Manager
James H. Wright
Assistant Vice President

## Operations/Support Personnel

Susan Cast
Senior Vice President/Teller Operations
Roy T. Olsen
Senior Vice President/Cashier
Nancy Vannucci
Senior Vice President/Internal Auditor
Blake Andrews
Vice President/Controller
Kenneth L. Haney
Assistant Vice President/Calling Officer
Downtown Office
Johnny Clark
Senior Vice President/Manager
John W. Kable
Senior Vice President/Loans
Gail Natale
Marketing Director
Marva Pieratt
Banking Officer

## Flower Mound Office

Sam Wilson
Senior Vice President/Manager
Kristin Feeback
Loan Officer

## Flower Mound Trust and Investment Services

Sharon L. Manley
Vice President/Trust Officer
Flower Mound Mortgage Loan Department
Spencer Murphy
Assistant Vice President
McKinney Mortgage Loan Production Office
Gary Eberhart
Assistant Vice President
Iowa Park Office
Randall R. Gibson
Vice President/Manager
Reanna Jones
Banking Officer

## DIRECTORS

Dr. George Ritchie
Chairman of the Board
Dwight L. Berry
Timothy G. Connolly*
Frank Gibson
Harold Haynes
Bill Rowland
Robert Scott
Peggie Woodruff

John B. "Bo" Stahler
President and CEO
Johnny Clark*
W.O. Franklin*

Juliana Hanes
Milburn Nutt
Stanley P. Rugeley
Don Whatley*
Ben D. Woody

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