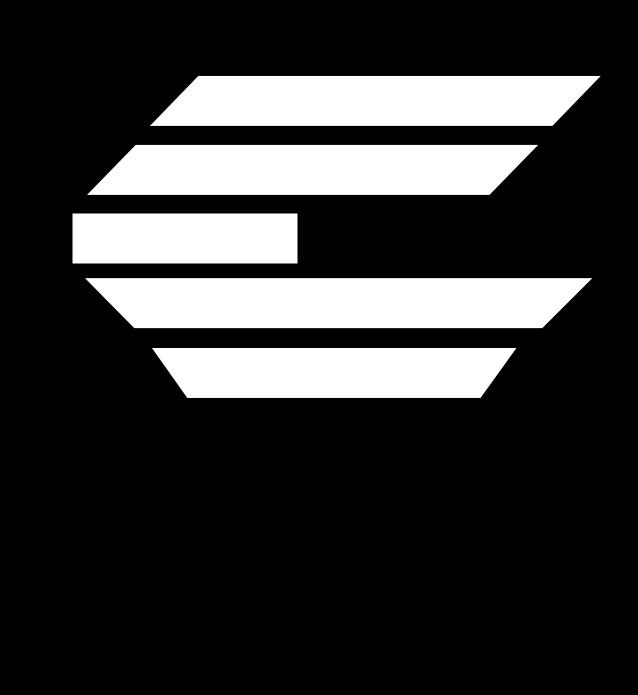


Annual Report 2012



### BOSSIER

### MAIN OFFICE

2711 E. TEXAS STREET Bossier City, LA 71111 Phone: (318) 747-6000

### STOCKWELL ROAD BRANCH

700 Stockwell Road Bossier City, LA 71111 Phone: (318) 629-2240

#### **BENTON ROAD BRANCH**

2005 Benton Road Bossier City, LA 71111 Phone: (318) 747-8888

### **SHREVEPORT**

#### MANSFIELD ROAD BRANCH

9237 Mansfield Road Shreveport, LA 71118 Phone: (318) 688-2265

#### EAST 70TH STREET BRANCH

1545 E. 70th Street Shreveport, LA 71105 Phone: (318) 797-7707

### DOWNTOWN BRANCH

330 Marshall Street, Ste. 120 Beaird Tower Shreveport, LA 71101 Phone: (318)-629-3921

### HOMER

600 E. Main St Homer, LA 71040 Phone: (318) 927-1099

#### PLAIN DEALING

102 N. Forrest Road Plain Dealing, LA 71064 Phone: (318) 326-5544

### MANSFIELD BRANCH

94 Polk Street Mansfield, LA 71052 Phone: (318) 872-0044

### **SPRINGHILL OFFICE**

405 S. Arkansas Street Springhill, LA 71075 Phone: (318) 539-5656

### **SPRINGHILL - PINE PLAZA**

601 S. Arkansas Street Springhill, LA 71075 Phone: (318) 539-5726

### MINDEN - HOMER ROAD

1176 Homer Road Minden, LA 71055 Phone: (318) 382-0080

### **MINDEN - DOWNTOWN**

704 Main Street Minden, LA 71055 Phone: (318) 371-2265

### HAUGHTON BRANCH

401 W. MCKINLEY AVE Haughton, LA 71037 Phone: (318) 949-0422

### HAYNESVILLE

9865 Hwy 79 Haynesville, LA 71038 Phone: (318) 624-9898

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### A Letter from the President & Chief Executive Officer

In November 2011, we completed our merger with Citizens Bank & Trust of Springhill, Louisiana. Those locations that were previously Citizens Bank & Trust have become branches of Citizens National Bank, N.A. The process of merging the companies involves more than changing the name of the bank. Management must deal with combining the thousands of accounts, merging the operating systems, and blending the employees and the cultures of the two organizations. The year of 2012 was the completion of that process as we move forward as a stronger company ready for the opportunities that lie ahead.

The year of 2012 has continued to see an economy that on the national scene is still trying to recover from the credit calamity that occurred several years ago. While we were fortunate in Northwest Louisiana to have avoided the serious credit issues, we are confronted with a historically low interest rate environment. Like most commercial banks in this country, the largest earning asset is our loan portfolio. This current flat rate environment has continued to create a challenge for us to maintain our net interest margin so that we can continue to provide our shareholders with the rate of return they expect and deserve.

As a result of the continued outstanding efforts by our employees, we have successfully met our objectives for 2012. We again exceeded our objective of a 1% Return on Average Assets. Our bank had net income after tax of over \$7 Million. All of our financial highlights are covered in detail in that section of this Annual Report.

"The difference in banks lies in the manner in which customers are treated". We discuss this all of the time as a company and repeat it on a regular basis at our employee meetings. Our existence is based on how well we treat our customers. Hopefully, if we do our job, you will tell your friends and neighbors that there is something special about the bank where you do business.

I want to ackowledge our Employees, Shareholders and Board of Directors for the loyal support to our company. We appreciate each of you, our customers that allow us the opportunity to help you with your financial objectives. If we can focus on helping our customers achieve success with their financial objectives, then we in turn will be successful as a company.

2012 was another successful year for Citizens National Bank, N.A. and we are excited about the future and proving every day that we are "Your Kind of Bank".

Sincerely,

Woody C. Dehid

Woody Schick, President & Chief Executive Officer



### A Letter from the **Chairman of the Board**

Despite the many economic challenges of 2012, Citizens National Bank continued to deliver exceptional value to our customers and shareholders. We were recognized again as one of the top community banks in the United States, an important accomplishment and quite an impressive statement for our customers and shareholders.

Importantly, we enjoyed a great first year of business since the 2011 merger. Citizens strategic plan, put in place by our management team headed by President and CEO Woody Schick, stayed on course and again we enjoyed controlled growth. This growth included an increased customer base in all our lines of business and an overall performance that, in some aspects, was ahead of the industry.

Our success can again be attributed to our super-community banking model, which allows us to balance our small bank customer service and deep market knowledge with our bank product offerings. This enables us to compete with all banks in pricing and services rendered.

Citizens National Bank has long operated from a position of strength, built on our solid asset quality, judicious expense management and superior customer service. As we begin another year we will continue to develop new products designed to assist in customer growth and customer service.

I believe that the New Year will bring a vibrant banking industry and Citizens is well positioned to be one of the winners in a more focused and competitive environment.

We appreciate your support and look forward to the challenges and opportunities of the upcoming year. With our management team and our loyal employees, the future looks bright for Citizens National Bank. Thank you for your years of support and it is a continued blessing for me to serve as your Chairman.

John milnath

John McConathy, Chairman of the Board

## **Statement of Income & Expenses**

INTEREST INCOME	2012	2011	2010	2009	
LOANS:					
Individuals, Partnerships & Corporations INVESTMENT SECURITIES:	25,993,693	23,085,358	17,751,393	15,788,175	
Taxable	1,319,426	1,602,145	1,544,240	2,041,943	
Non-taxable	1,107,610	747,781	395,089	258,939	
Dividends	75,284	39,376	34,307	30,264	
Income from Sale of Federal Funds	0	14,416	2,072	6,071	
Interest on Deposits with Banks	53,645	64,197	32,487	9,008	
EREST TOTAL INTEREST INCOME	28,549,658	25,553,273	19,759,588	18,135,030	
INTEREST EXPENSE					
Deposits	2,442,088	3,015,824	2,616,502	2,570,974	
Federal Funds Purchased	1,143	5,727	7,564	44,056	
Other Borrowings	19,622	61,400	97,847	139,350	
TOTAL INTEREST EXPENSE	2,462,853	3,082,951	2,721,913	2,754,380	
NET INTEREST INCOME	26,086,805	22,470,322	17,037,675	15,380,650	
Less: Allocation for Loan Losses	1,273,000	750,000	720,000	720,000	
NET INTEREST INCOME AFTER PROVISION FOR POSSIBLE LOSSES					
Adjusted	24,813,805	21,720,322	16,317,675	14,660,650	
OTHER REVENUES AND EXPENSES					
Commissions, Fees and Other Income	6,657,330	5,681,141	2,462,531	2,253,695	
Gains (Losses) on Securities Transactions	233,387	480,402	300,788	3,673	
Total Other Expenses before IncomeTax	21,804,726	19,288,095	13,089,894	11,900,820	
INCOME BEFORE					
FEDERAL INCOME TAX	9,899,796	8,593,770	5,991,100	5,017,198	
Federal Income Taxes	2,894,874	2,700,000	1,900,000	1,670,000	A INSERT
Net Income After Federal Income Taxes	7,004,922	5,893,770	4,091,100	3,347,198	
Citizens National Bank Annual Report 2012	- E				

## **Financial Highlights**

ASSETS	2012	2011	2010	2009	
Cash & Due From Banks	34,504,779	63,533,077	32,740,843	34,134,536	
Investment Securities	140,453,221	113,671,672	66,961,959	52,667,524	
Federal Funds Sold		0	0	3,500,000	
Federal Reserve Bank Stock/FHLB/FNBB/BIC	2,296,369	1,808,210	1,542,700	1,991,300	
Loans, Net of Provision for Possible Loan Losses	474,395,603	445,879,667	299,402,473	257,971,929	
Fixed Assets	16,557,212	17,306,093	10,654,169	9,875,664	
Interest Earned, Not Collected	2,723,906	2,421,688	1,599,284	1,226,039	
Customer Liability on Letters of Credit Outstanding	2,063,836	2,090,651	1,376,229	1,321,252	
Other Assets	22,377,619	22,462,234	9,685,011	8,096,327	
TOTAL ASSETS	695,372,545	669,173,292	423,962,668	370,784,571	
LIABILITIES					
Deposits	596,972,396	589,183,411	377,090,335	319,205,330	
Federal Funds Purchased	10,000,000	0	0	8,000,000	
Other Borrowings	0	1,246,775	2,275,337	3,268,236	
Letters of Credit Outstanding	2,063,836	2,090,651	1,376,229	1,321,252	
Other Liabilities	12,518,212	10,931,231	6,085,579	5,398,64	
TOTAL LIABILITIES	621,554,444	603,452,068	386,827,480	337,193,463	
CAPITAL ACCOUNTS					
Capital Stock	2,425,500	2,425,500	2,425,500	2,425,500	
Surplus	71,392,601	63,295,724	34,709,688	31,165,608	
TOTAL CAPITAL ACCOUNTS	73,818,101	65,721,224	37,135,188	33,591,108	
TOTAL LIABILITIES & CAPITAL ACCOUNTS		000 470 000	400 000 000	370,784,571	
TOTAL LIABILITIES & CAPITAL ACCOUNTS	695,372,545	669,173,292	423,962,668	370,784,571	
Total Assets Incr	eased Bv:	3.92% \$26,199	.253		
Net Loans Increa		6.40% \$28,515			
Total Deposits Ir		1.32% \$7,788,9			
Total Net Incom	the second s	to be the second s			

# Strategic Plan

According to Business Dictionary,

**66** Strategic Planning is a systematic process of envisioning a desired future, and translating this vision into broadly defined goals or objectives and a sequence of steps to achieve them. **99** 



## "Your Kind of Bank"

I became your President and Chief Executive Officer in September 2008. At the end of that year, we developed the initial Strategic Plan for the bank. The Executive Management reviews the strategies on a regular basis to measure the accomplishment and achievement of the goals. We meet periodically with the Board of Directors to review the direction of the bank and the strategic objectives.

In December 2009, we expanded our presence with the opening of our seventh branch located at the Beaird Tower in downtown Shreveport. The following October we added the eighth branch with the opening of our Desoto Parish Branch in Mansfield, Louisiana. In December 2010 we entered into the definitive agreement to merge with the Citizens Bank & Trust of Springhill, Louisiana and consummated that agreement when we merged the two banks in November 2011. We expanded our offerings of financial products when we opened the Citizens National Investment Services in November 2011. Our Investment Services office is located in the Beaird Tower adjacent to the Downtown Shreveport Branch. In March of 2013, we will be opening the new 4300 square foot branch in Springhill, Louisiana.

The Strategic Plan that began in 2008 is updated on an annual basis. The Executive Management, Employees and Board of Directors are committed to moving the bank forward. Since the inception of the bank, our primary pledge has centered on serving our customers and communities. The bank will continue to look at opportunities in Northwest Louisiana to expand our presence. As the adage goes, "If you are not moving forward, you are falling behind". Our commitment remains to move the company forward with a clear vision of future objectives.

Woody C. Dehick Woody Schick,

Woody Schick, President & Chief Executive Officer



# **Board of Directors**



John R. McConathy Chairman of the Board **Will Hubbard** Vice Chairman of the Board Woody Schick President Chief Executive Officer

L. Clary Anthony, Jr.

**David Fite** 



Jay Hearnsberger

**Glenn Jackson** 

Wayne McMahen

J. Kevin McCotter

**Mark Montgomery** 





**Robert Garland** 

John Garmany

**G. Kent Gibson** 

**Edward R. Glover** 

**Gerald Hawkins** 



James W. Ramsey

Dr. James W. Rogers

**Ronnie D. Sheffield** 

Dr. James P. Williams M. Dennis Wilson, CPA





# **Advisory Directors**



**Thomas Boggs** 

**Bill Carter** 

**Anthony Manuel** 

**Raymond Robertson** 

**Charles S. Sentell III** 

## **Director Emeritus**



L. Clary Anthony, Sr



# **Community Involvement**



Bank@School

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# **Community Involvement**



**Operation Santa Claus** 



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**Celebrate Barksdale** 

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## "Your Kind of Bank"





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