NATIONAL BANKSHARES INC

## Form 10-Q

August 09, 2006


# Form 10-Q 

Index
Part I Financial Information

| Item 1 | Financial Statements |  |
| :---: | :---: | :---: |
|  | Consolidated Balance Sheets, June 30, 2006 (Unaudited) and December 31, 2005 |  |
|  | Consolidated Statements of Income for the Three Months Ended 2006 and 2005 (Unaudited) | June 30, |
|  | Consolidated Statement of Income for the Six Months ended June 30, 2006 and 2005 (Unaudited) |  |
|  | Consolidated Statements of Changes in Stockholders' Equity, Six Months Ended June 30, 2006 and 2005 (Unaudited) |  |
|  | Consolidated Statements of Cash Flows, <br> Six Months Ended June 30, 2006 and 2005 (Unaudited) |  |
|  | Notes to Consolidated Financial Statements |  |
| Item 2 | Management's Discussion and Analysis of Financial Condition and Results of Operations |  |
| Item 3 | Quantitative and Qualitative Disclosures About Market Risk |  |
| Item 4 | Controls and Procedures |  |
| Part II | Information |  |
| Item 1 | Legal Proceedings |  |
| Item 1A | Risk Factors |  |
| Item 2 | Unregistered Sales of Equity Securities and Use of Proceeds |  |
| Item 3 | Defaults Upon Senior Securities |  |
| Item 4 | Submission of Matters to a Vote of Security Holders |  |
| Item 5 | Other Information |  |
| Item 6 | Exhibits |  |
| Signatur |  |  |

Signatures
----------

Index of Exhibits

2

Part I<br>Financial Information<br>Item 1.<br>Financial Statements

## National Bankshares, Inc. and Subsidiaries <br> Consolidated Balance Sheets

```
    (Unaudited)
    June 30,
        2006
($ In thousands, except share and per share data)
```


## Assets:

Cash and due from banks \$19,037
Interest-bearing deposits
Securities available for sale, at fair value
162,813
Securities held to maturity (fair value
approximates $\$ 102,747$ at June 30, 2006 and $\$ 109,513$
at December 31, 2005) 104,864
Mortgage loans held for sale 222
Loans:
Real estate construction loans 30,177
Real estate mortgage loans 123,688
Commercial and industrial loans 209,667
Loans to individuals $\quad 132,944$

Total loans
496,476
Less unearned income and deferred fees
(976)

Loans, net of unearned income and deferred fees

495,500
Less: allowance for loan losses

Loans, net

Bank premises and equipment, net
12,777
Accrued interest receivable
5,301
Other real estate owned, net 390
Intangible assets and goodwill, net
16,544
Other assets

Total assets

Liabilities and Stockholders' Equity:
Noninterest-bearing demand deposits \$108,252
Interest-bearing demand deposits 241,664
Savings deposits
53,518
Time deposits

Total deposits
746,581
Other borrowed funds ..... 78
Accrued interest payable ..... 688
Other liabilities ..... 2,887Total liabilities
3
Stockholders' Equity Preferred stock of no par value.
Authorized 5,000,000 shares; none
issued and outstanding
Common stock of $\$ 1.25$ par value.
Authorized $10,000,000$ shares; issued and
outstanding 6,999,284 shares in 2006 and
$7,019,874$ in 2005 8,749
Retained earnings 87,723
Accumulated other comprehensive income (loss), net
Total stockholders' equity
Total liabilities and
stockholders' equity
$\$ 843,407$
See accompanying notes to the consolidated financial statements.
4

$$
\begin{gathered}
\text { National Bankshares, Inc. and Subsidiaries } \\
\text { Consolidated Statements of Income } \\
\text { Three Months Ended June 30, } 2006 \text { and } 2005 \\
\text { (Unaudited) }
\end{gathered}
$$

            (\$ In thousands, except share and per share data)
        June 30,
        2006
    Interest income:
Interest and fees on loans \$8,637
Interest on interest-bearing deposits 102
Interest on Federal funds sold ---
Interest on securities - taxable 1,893
Interest on securities - nontaxable 1,217
Total interest income
11,849
Interest expense:
Interest on time deposits $\$ 100,000$ or more 1,103
Interest on other deposits 3,259
Interest on borrowed funds

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

Total interest expense

4,374
Net interest income ..... 7,475
Provision for loan lossesNet interest income afterprovision for loan losses7,468
Noninterest income:
Service charges on deposit accounts ..... 855
Other service charges and fees ..... 104
Credit card fees ..... 636
Trust income ..... 365
Other income ..... 250
Realized securities gains, net ..... 2
Total noninterest income ..... 2,212
Noninterest expense:
salaries and employee benefits ..... 2,929
Occupancy, furniture and fixtures ..... 472
Data processing and ATM ..... 327
Credit card processing ..... 469
Intangibles amortization ..... 285
Net costs of other real estate owned-
Other operating expenses ..... 919
Total noninterest expense ..... 5,401
Income before income tax expense ..... 4,279
Income tax expense ..... 1,052
Net income ..... \$3,227
5

| Net income per share - basic | \$0.46 |
| :---: | :---: |
| - diluted | \$0.46 |
| Weighted average number of common shares outstanding - basic | 7,011,581 |
| - diluted | 7,033,626 |
| Dividends declared per share | \$0.36 |

See accompanying notes to consolidated financial statements.

National Bankshares, Inc. and Subsidiaries<br>Consolidated Statements of Income Six Months Ended June 30, 2006 and 2005<br>(Unaudited)

| (\$ In thousands, except share and per share data) | $\begin{gathered} \text { June } 30 \text {, } \\ 2006 \end{gathered}$ |
| :---: | :---: |
| Interest income: |  |
| Interest and fees on loans | \$16,998 |
| Interest on interest-bearing deposits | 260 |
| Interest on Federal funds sold | --- |
| Interest on securities - taxable | 3,696 |
| Interest on securities - nontaxable | 2,478 |
| Total interest income | 23,432 |
| Interest expense: |  |
| Interest on time deposits \$100,000 or more | 2,191 |
| Interest on other deposits | 6,407 |
| Interest on borrowed funds | 14 |
| Total interest expense | 8,612 |
| Net interest income | 14,820 |
| Provision for loan losses | 24 |
| Net interest income after provision for loan losses | 14,796 |
| Noninterest income: |  |
| Service charges on deposit accounts | 1,670 |
| Other service charges and fees | 213 |
| Credit card fees | 1,160 |
| Trust income | 745 |
| Other income | 517 |
| Realized securities (losses), net | (34) |
| Total noninterest income | 4,271 |
| Noninterest expense: |  |
| Salaries and employee benefits | 5,840 |
| Occupancy, furniture and fixtures | 1,005 |
| Data processing and ATM | 628 |
| Credit card processing | 882 |
| Intangibles amortization | 569 |
| Net costs of other real estate owned | 14 |
| Other operating expenses | 1,962 |
| Total noninterest expense | 10,900 |
| Income before income tax expense | 8,167 |
| Income tax expense | 1,937 |
| Net income | \$6,230 |

```
\begin{tabular}{|c|c|}
\hline Net income per share - basic & \$0.89 \\
\hline - diluted & \$0.89 \\
\hline Weighted average number of common shares outstanding - basic & 7,013,311 \\
\hline - diluted & 7,039,303 \\
\hline Dividends declared per share & \$0.36 \\
\hline
\end{tabular}
See accompanying notes to consolidated financial statements.
8
National Bankshares, Inc. and Subsidiaries
Consolidated Statements of Changes in Stockholders' Equity Six Months Ended June 30, 2006 and 2005
(Unaudited)
```



# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 


Accrued interest receivable ..... (156)
Other assets(376)
Increase in:
Accrued interest payable(37)
59
Other liabilities
Net cash provided by operating activities
Cash flows from investing activities
Net (increase) in federal funds sold ..... $(3,687)$
Net (increase) decrease in interest-bearing deposits
Net (increase) decrease in interest-bearing deposits
Proceeds from calls, principal payments, sales and maturities of securities available for sale ..... 6,261
Proceeds from calls, principal payments and maturities of
Proceeds from calls, principal payments and maturities of
securities held to maturity
securities held to maturity ..... ---
Proceeds from the sale of securities held to maturity
Proceeds from the sale of securities held to maturity ..... $(10,798)$
Purchases of securities available for sale
Purchases of securities available for sale ..... $(1,458)$
Purchases of securities held to maturity
Purchases of securities held to maturity ..... $(2,232)$
Purchases of loan participations
Purchases of loan participations ..... 4, 084
Collections of loan participations
Collections of loan participations ..... $(4,974)$
Net (increase) in loans to customers
Net (increase) in loans to customers
Acquisitions, net of cash received ..... ---
Proceeds from disposal of other real estate owned
Proceeds from disposal of other real estate owned

Purchase of bank premises and equipment

Purchase of bank premises and equipment ..... (475) ..... 2
Proceeds from disposal of bank premises and equipment
Proceeds from disposal of bank premises and equipment
Net cash provided by(used in) investing activities\$---7,847---76

## 10

Cash flows from financing activities
Net increase (decrease) in other deposits ..... \$10,873
Net increase (decrease) in time deposits$(9,941)$
Net increase (decrease) in other borrowed funds ..... (279)
Stock options exercised ..... 121
Cash dividends ..... $(2,524)$
Stock repurchased(740)
Net cash used in financingactivities$\$(2,490)$
Net increase (decrease) in cash and due from banks ..... $(1,078)$
Cash and due from banks at beginning of period
Cash and due from banks at end of period20,115\$19,037
Supplemental disclosure of cash flow information:

| Cash paid for income taxes | \$1,741 |
| :---: | :---: |
| Loans charged to the allowance for loan losses | \$209 |
| Loans transferred to other real estate owned | \$24 |
| Unrealized (losses) on securities available for sale | \$ $(2,851)$ |
| Transactions related to acquisition of branches: |  |
| Increase in assets and liabilities: |  |
| Investments | \$--- |
| Loans | \$--- |
| Deposits | \$--- |
| Fixed assets | \$--- |

See accompanying notes to consolidated financial statements.

11

National Bankshares, Inc. and Subsidiaries
Notes to Consolidated Financial Statements June 30, 2006
(Unaudited)
(\$ In thousands, except share and per share data)

Note (1)

The consolidated financial statements of National Bankshares, Inc. (Bankshares) and its wholly-owned subsidiaries, The National Bank of Blacksburg (NBB and National Bankshares Financial Services, Inc. (NBFS), (the Company), conform to accounting principles generally accepted in the United States of America and to general practices within the banking industry. The accompanying interim period consolidated financial statements are unaudited; however, in the opinion of management, all adjustments consisting of normal recurring adjustments, which are necessary for a fair presentation of the consolidated financial statements, have been included. The results of operations for the six months ended June 30,2006 are not necessarily indicative of results of operations for the full year or any other interim period. The interim period consolidated financial statements and financial information included in this Form $10-Q$ should be read in conjunction with the notes to consolidated financial statements included in the Company's 2005 Form $10-\mathrm{K}$. The Company posts all reports required to be filed under the Securities and Exchange Act of 1934 on its web site at www. nationalbankshares.com.

Note (2) Stock-Based Compensation

The Company adopted the National Bankshares, Inc. 1999 Stock Option Plan to give key employees of Bankshares and its subsidiaries an opportunity to acquire shares of National Bankshares, Inc. common stock. The purpose of the 1999 Stock Option Plan is to promote the success of Bankshares and its subsidiaries by providing an incentive to key employees that enhances the identification of their personal interest with the long term financial success of the Company and with growth in stockholder value. Under the 1999 Stock Option Plan, up to 250,000 shares of Bankshares common stock may be granted. The 1999 Stock Option Plan is administered by the Stock Option Committee, which is the NBI Board of Directors' Compensation Committee, made up entirely of independent directors of National Bankshares, Inc. The Stock Option Committee may determine

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

whether options are incentive stock options or nonqualified stock options and may determine the other terms of grants, such as number of shares, term, a vesting schedule, and the exercise price. The 1999 Stock Option Plan limits the maximum term of any option granted to ten years, states that options may be granted at not less than fair market value on the date of the grant and contains certain other limitations on the exercisability of incentive stock options. The options generally vest $25 \%$ after one year, $50 \%$ after two years, $75 \%$ after three years and $100 \%$ after four years. On December 29, 2005, the Company's Board of Directors passed a resolution stating that all 142,000 previously granted, but unvested, stock options be immediately vested. The vesting was made subject to the provision that any shares of NBI common stock obtained by an option grantee by exercise of an option subject to accelerated vesting may not be sold or otherwise transferred prior to the expiration of the option's original vesting period. This action was taken to reduce the impact of the "Statement of Financial Accounting Standards No. 123R, Share-Based Payment" on the Company's earnings over the remaining vesting period of the stock options. At the discretion of the Stock Option Committee options may be awarded with the provision that they may be accelerated upon a change of control, merger, consolidation, sale or dissolution of National Bankshares, Inc. At June 30, 2006, there were 286,000 additional shares available for grant under the plan.

Compensation expense is calculated using the Black-Scholes model and is amortized over the requisite service period using the straight-line method. Please refer to the Company's Form 10-K dated December 31, 2005 for assumptions used. There have been no grants of stock options in 2006.

## 12

| Options | Shares(1) | Weight <br> Weighted- <br> Average <br> Exercise <br> Price | -Average <br> Remaining Contractual Term | Aggregate <br> Intrinsic <br> Value <br> (\$000) |
| :---: | :---: | :---: | :---: | :---: |
| Outstanding at January 1, 2006 | 172,500 | \$19.90 |  |  |
| Granted | --- |  |  |  |
| Exercised | $(10,710)$ | \$11.24 |  |  |
| Forfeited or expired | --- |  |  |  |
| Outstanding at June 30, 2006 | 161,790 | \$20.48 | 7.5 | \$ 442 |
| Exercisable at June 30, 2006 | 161,790 | \$20.48 | 7.5 | \$ 442 |
|  | ======= | ===== | == |  |

1. Outstanding shares at January 1, 2006 have been adjusted to reflect a $2-f o r-1$ stock split effective March 31, 2006.

Because no options were granted in 2006 , there is no expense included in net income.

| Six months ended June 30, | Three months ended June 30, |
| :---: | :---: |
| 2005 | 2005 |

Net income, as reported
Deduct: Total stock-based employee compensation
expense determined under fair value based method
for all awards
Pro forma net income
Earnings per share:
$\quad$ Basic - as reported
Basic - pro forma
Diluted - as reported
Diluted - pro forma

| (73) | (37) |
| :---: | :---: |
| \$6,072 | \$3,115 |
| \$0.88 | \$0.45 |
| \$0.87 | \$ 0.45 |
| \$0.87 | \$0.45 |
| \$0.86 | \$ 0.45 |

During the six months ended June 30 , 2006 , there were no stock options granted and 10,710 stock options were exercised with an intrinsic value of $\$ 128,000$. For the six months ended June 30,2005 there were no stock options granted and 1,250 options were forfeited.

For and $2004,36,000$ shares and 16,500 shares were excluded.

13

Note (3) Allowance for Loan Losses, Nonperforming Assets and Impaired Loans


```
1. Net charge-offs are on an annualized basis.
2. The Company defines nonperforming loans as total nonaccrual and
    restructured loans. Loans 90 days past due and still accruing are
    excluded.
```

|  | June 30, |  | December 31, |
| :---: | :---: | :---: | :---: |
|  | 2006 | 2005 | 2005 |
| (\$ In thousands, except \% data) |  |  |  |
| Nonperforming Assets: |  |  |  |
| Nonaccrual loans | \$--- | \$252 | \$178 |
| Restructured loans | --- | --- | --- |
| Total nonperforming loans | --- | 252 | 178 |
| Foreclosed property | 390 | 483 | 376 |
| Total nonperforming assets | \$390 | \$735 | \$554 |
| Ratio of nonperforming assets to loans, net of unearned income and deferred fees, plus other real estate owned | $0.08 \%$ | $0.15 \%$ | $0.11 \%$ |
| 14 |  |  |  |
|  |  |  | December 31, |
|  | 2006 | 2005 | 2005 |
| Loans Past due 90 days or more and still accruing | \$362 | \$526 | \$546 |
| Ratio of loans past due 90 days or more and still accruing to loans, net of unearned income and deferred fees | $0.07 \%$ | $0.11 \%$ | $0.11 \%$ |
| Impaired loans: |  |  |  |
| Total impaired loans | \$--- | \$252 | \$174 |
| Impaired loans with a valuation allowance | --- | --- | --- |
| Valuation allowance | --- | --- | --- |
| Impaired loans, net of allowance | -- | --- | --- |
| Impaired loans with no valuation allowance | \$--- | \$252 | \$174 |
| Average recorded investment in impaired loans | \$232 | \$316 | \$274 |

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

Income recognized on impaired loans

Amount of income recognized on a cash basis


Nonaccrual loans excluded from impaired loan disclosure under FASB 114 at June 30,2006 were $\$ 0$.

15

Note (4) Securities

The amortized costs, gross unrealized gains, gross unrealized losses and fair values for securities available for the sale by major security type as of June 30, 2006 are as follows:


The amortized costs, gross unrealized gains, gross unrealized losses and fair values for securities held to maturity by major security type as of June 30, 2006 are as follows:

June 30, 2006

|  | Gross | Gross | Amortized |
| :---: | :---: | :---: | :---: |
| (\$ In thousands) | Costs | Gnrealized | Gains |

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

Held to Maturity:

```
U.S. Government
        Agencies and
State and political
Mortgage-backed
        securities
    Corporate securities
        Total securities
            held to maturity
```

        Corporations \(\$ 28,609 \quad-\quad\) -
        subdivisions \(\quad 53,483 \quad 4334\)
    | $\$ 28,609$ | --- | $\$ 1,235$ |
| ---: | ---: | ---: |
| 53,483 | 433 | 558 |
| 3,577 | 18 | 88 |
| 19,195 | 130 | 817 |
| $\$ 104,864$ | $\$ 581$ | $\$ 2,698$ |

16

Information pertaining to securities with gross unrealized losses at June 30, 2006 and December 31, 2005, aggregated by investment category and length of time that individual securities have been in a continuous loss position, follows:

June 30, 2006
---------------

Less Than 12 Months
------------------------------
U.S. Government agencies and corporations
State and political subdivisions Mortgage-backed securities Corporate debt securities

Total temporarily impaired securities
\$39,480
36,444
18, 608
12,447
------
\$106,979
========
$=====$
\$18, 812
19,239
10,546
26,840
------
$\$ 75,437$
=======

December 31, 2005
--------------------

Less Than 12 Months
Fair Value Unrealized Loss
---------------------------------

12 Months or More

| Fair Value | Unrealiz |
| :---: | :---: |

## U.S. Government agencies and

 corporations $\$ 38,913$\$38,913 $541 \quad \$ 11,698$

State and political subdivisions
28,660
429
15,625
Mortgage-backed securities
22,169
333
3,132
Corporate debt securities
12,052
200
25,881
------ --- -----
Total temporarily impaired
securities
\$101, 794
\$1, 503
\$56,336
$\$ 2$

The Company had 304 securities with a fair value of $\$ 182,416$ which were temporarily impaired at June 30,2006 . The total unrealized loss on these securities was $\$ 7,626$. Losses are attributed to interest rate movements. Credit quality of the securities portfolio is continuously monitored by management, and there is no present concern with that quality. The Company has the ability and intent to hold these securities until maturity. Therefore, the losses associated with these securities are considered temporary at June 30,2006 . All securities shown are above investment grade.

Note (5) Recent Accounting Pronouncements
In March 2006, the Financial Accounting Standards Board issued Statement of Financial Accounting Standards No. 156, "Accounting for Servicing of Financial Assets an amendment of FASB Statement 140" (Statement 156). Statement 156 amends statement 140 with respect to separately recognized servicing assets and liabilities. Statement 156 requires an entity to recognize a servicing asset or liability each time it undertakes an obligation to service a financial asset by entering into a servicing contract and requires all servicing assets and liabilities to be initially measured at fair value, if practicable. Statement 156 also permits entities to subsequently measure servicing assets and liabilities using an amortization method or fair value measurement method. Under the amortization method, servicing assets and liabilities are amortized in proportion to and over the estimated period of servicing. Under the fair value measurement method, servicing assets are measured at fair value at each reporting date and changes in fair value are reported in net income for the period the change occurs.

Adoption of Statement 156 is required as of the beginning of fiscal years beginning subsequent to September 15, 2006. Earlier adoption is permitted as of the beginning of an entity's fiscal year, provided the entity has not yet issued financial statements, including interim financial statements.

## 17

The Company does not expect the adoption of Statement 156 at the beginning of 2007 to have a material impact.

Note (6) Defined Benefit Plan

Components of Net Periodic Benefit Cost

|  | Pension Benefits |  |
| :---: | :---: | :---: |
|  | Six Months Ended June 30, |  |
| (\$ in Thousands) |  |  |
|  | 2006 | 2005 |
| Service cost | \$ 286 | \$ 280 |
| Interest cost | 322 | 306 |
| Expected return on plan assets | (286) | (290) |
| Amortization of prior service cost | ( 6) | 4 |
| Recognized net actuarial loss | 106 | 92 |
| Amortization of transition cost | 4 | ( 6 ) |
| Net periodic benefit cost | \$ 426 | \$ 386 |

Bankshares expects to contribute a total of $\$ 698$, paid in quarterly installments, to the pension plan for 2006. Contributions through June 30, 2006 totaled $\$ 349$, and Bankshares anticipates making all required contributions prior to the end of 2006 .

Note (7) Stock Split
Bankshares' Board of Directors approved a 2 -for-1 stock split of Bankshares' common stock effective March 31, 2006. All per share information for prior periods presented has been restated to reflect the stock split.

National Bankshares, Inc. and Subsidiaries
(In thousands, except per share data)
Item 2. Management's Discussion and Analysis of Financial Condition
The purpose of this discussion is to provide information about the financial condition and results of operations of National Bankshares, Inc. and its wholly-owned subsidiaries (the Company), which are not otherwise apparent from the consolidated financial statements and other information included in this report. Refer to the financial statements and other information included in this report as well as the 2005 Annual Report on Form 10-K for an understanding of the following discussion and analysis.

This Quarterly Report on Form 10-Q contains forward-looking statements as described in the Securities Exchange Act of 1934. The Company's actual results could differ materially from those set forth in the forward-looking statements.

Critical Accounting Policies
General

The Company's financial statements are prepared in accordance with accounting principles generally accepted in the United States (GAAP). The financial information contained within our statements is, to a significant extent, financial information that is based on measures of the financial effects of transactions and events that have already occurred. A variety of factors could affect the ultimate value that is obtained when earning income, recognizing an expense, recovering an asset or relieving a liability. We use

18
historical loss factors as one element in determining the inherent loss that may be present in our loan portfolio. Actual losses could differ significantly from the historical factors that we use. In addition, GAAP itself may change from one previously acceptable method to another method. Although the economics of our transactions would be the same, the timing of events that would impact our transactions could change.

## Allowance for Loan Losses

The allowance for loan losses is an estimate of the losses that may be sustained in our loan portfolio. The allowance is based on two basic principles of accounting: (i) SFAS 5, Accounting for Contingencies, which requires that losses be accrued when they are probable of occurring and estimable and (ii) SFAS 114, Accounting by Creditors for Impairment of a Loan, which requires that losses be accrued based on the differences between the value of collateral, present value of future cash flows or values that are observable in the secondary market and the loan balance.

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

Our allowance for loan losses has three basic components; the formula allowance, the specific allowance and the unallocated allowance. Each of these components is determined based upon estimates that can and do change when actual events occur. The formula allowance uses a historical loss view and certain qualitative factors as an indicator of future losses and, as a result, could differ from the loss incurred in the future. However, since this history is updated with the most recent loss information, the errors that might otherwise occur are mitigated. The specific allowance uses various techniques to arrive at an estimate of loss. Expected cash flows and fair market value of collateral are used to estimate these losses. The use of these values is inherently subjective and our actual losses could be greater or less than the estimates. The unallocated allowance captures losses that are attributable to various economic events, industry or geographic sectors, whose impact on the portfolio have occurred but have yet to be recognized in either the formula or specific allowance.

Core deposit intangibles

Effective January 1, 2002, the Corporation adopted Financial Accounting Standards Board Statement No. 142, Goodwill and Other Intangible Assets. Accordingly, goodwill is no longer subject to amortization over its estimated useful life, but is subject to at least an annual assessment for impairment by applying a fair value based test. Additionally, Statement 142 requires that acquired intangible assets (such as core deposit intangibles) be separately recognized if the benefit of the asset can be sold, transferred, licensed, rented, or exchanged and amortized over its estimated useful life. Branch acquisition transactions were outside the scope of the Statement and therefore any intangible asset arising from such transactions remained subject to amortization over their estimated useful life.

In October 2002, the Financial Accounting Standards Board issued Statement No. 147, Acquisitions of Certain Financial Institutions. The Statement amends previous interpretive guidance on the application of the purchase method of accounting to acquisitions of financial institutions, and requires the application of Statement No. 141, Business Combinations, and Statement No. 142 to branch acquisitions if such transactions meet the definition of a business combination. The provisions of the Statement do not apply to transactions between two or more mutual enterprises. In addition, the Statement amends Statement No. 144, Accounting for the Impairment of Long-Lived Assets, to include in its scope core deposit intangibles of financial institutions. Accordingly, such intangibles are subject to a recoverability test based on undiscounted cash flows, and to the impairment recognition and measurement provisions required for other long-lived assets held and used. The Company has determined that the acquisitions that generated the intangible assets and goodwill on the consolidated balance sheets in the amount of $\$ 9,958$ and $\$ 10,912$ at December 31, 2003 and 2002, respectively, did not constitute the acquisition of a business, and therefore will continue to be amortized.

19

## Overview

National Bankshares, Inc. (NBI) is a financial holding company located in Southwest Virginia. Until May 26, 2006, it conducted operations primarily through two full-service banking affiliates, the National Bank of Blacksburg and Bank of Tazewell County. On May 26, Bank of Tazewell County was merged with and into the National Bank of Blacksburg, which does business as National Bank. It also has one nonbanking affiliate, National Bankshares Financial Services, Inc., which offers investment and insurance products. Net income derived from the nonbanking affiliate is not significant at this time or in the foreseeable future. NBI is a community bank operation.

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

Performance Summary
The following table shows NBI's key performance ratios for the period ended June 30, 2006 and 2005 and December 31, 2005. Per share data has been adjusted to reflect the effects of the March 31, 2006 2-for-1 stock split.

|  | June 30, | June 30, |
| :--- | :---: | :---: |
| 2005 |  |  |

(1) Net Interest Margin: Year-to-date tax-equivalent net interest income divided by year-to-date average earning assets using a tax rate of $35 \%$.
(2) Noninterest Margin: Noninterest income (including securities gains and losses) less noninterest expense (excluding the provision for bad debts and income taxes) divided by average year-to-date assets. This is a non-GAAP financial measure of the level of noninterest income and expense.

The return on average assets for the first half of 2006 was $1.50 \%$, down slightly from the $1.53 \%$ for the same period in the prior year and from the $1.52 \%$ at December 31, 2005. The return on average equity also experienced a decline. The net interest margin declined by 43 basis points when compared with June 30, 2005, and it is down 23 basis points when compared to year-end 2005. This decrease was due to rising interest rates. Interest expense has continued to grow at a faster pace than interest income.

Growth

The following table shows NBI's key growth indicators:

|  | June 30, 2006 | June 30, 2005 | December 31, 2005 |
| :---: | :---: | :---: | :---: |
| Securities | \$267,677 | \$259,385 | \$272,541 |
| Loans, net | 490,160 | 491,882 | 487,162 |
| Deposits | 746,581 | 725,997 | 745,649 |
| Total assets | 843,407 | 819,574 | 841,498 |

At June 30, 2006, total assets were $\$ 843,407$, an increase of $\$ 23,833$, or
2.91\%, when compared to June 31, 2005, and total assets increased $\$ 1,909$, or
$0.23 \%$, when compared to December 31, 2005.

# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 

In order to reduce the compression of the net interest margin, management has exercised restraint when pricing large denomination time deposits. This approach has had positive influence on profitability; however, it has caused lower rates of deposit growth.

20

Asset Quality

Key asset quality indicators are shown below:


This data indicates that the level of nonperforming loans has declined, and at quarter-end there were no nonperforming loans. The level of loans past due 90 days or more has also declined. Asset quality remains excellent.

Net Interest Income
Net interest income for the period ending June 30, 2006 was $\$ 14,820$, a decrease of $\$ 1,214$ or $7.57 \%$, from June 30, 2005.

The principal cause of the decline is rising interest rates. Specifically, the Company's interest-bearing liabilities have repriced upward at a faster pace than interest-earning assets. The yield on earning assets rose by 14 basis points, while the cost of interest-bearing liabilities increased by 67 basis points when the six months ended June 30,2006 and 2005 are compared.

Net Interest Income - Trends and Future Expectations

Starting in mid-2004 and continuing through 2006, the Federal Reserve Board initiated a series of interest rate increases. These increases were designed to restore interest rates to historically more typical levels and to prevent inflation. Rate increases have occurred at regular intervals, each at 25 basis points to date.

Rising energy costs coupled with high levels of government spending are viewed as inflationary. Government expenditures are expected to remain high as a result of natural disasters, conflict in the Middle East and new spending programs such as the prescription drug benefit for senior citizens. This may prompt future interest rate increases by the Federal Reserve Bank, unless the national economy slows sufficiently to keep inflationary pressure in check.

As long as interest rates continue to rise the Company will experience downward pressure on its net interest margin.

The general impact of a rising interest rate scenario on the Company's balance sheet is described on page 15 of the Company's 2005 Form 10K, which is incorporated by reference in this report.

## Interest Expense

Interest expense for the six months ended June 30,2006 was $\$ 8,612$, an increase of $\$ 2,343$, or $37.37 \%$ from the same period the prior year. As previously discussed, rising interest rates have been the major contributor to this increase.

During periods of rising interest rates, interest-bearing demand deposits, and to a lesser degree savings deposits, migrate to higher rate, longer-term time deposits. Generally, as rates climb, more migration occurs. Given their re-pricing characteristics, interest-bearing demand deposits readily respond to any interest rate movement. In other words, increases or decreases in interest expense can occur quite quickly.

21

Provision and Allowance for Loan Losses

The provision for loan losses for the six-month period ended June 30, 2006 was $\$ 24$, a $\$ 364$ decrease from the same period ended June 30 , 2005. The ratio of the allowance for loan losses to total loans at the end of the first six months of 2006 was $1.08 \%$ which compares to $1.13 \%$ at the same period last year. The net charge-off ratio at June 30 , 2006 was. $05 \%$, and it was $.20 \%$ at June 30, 2005.

The Company regularly reviews asset quality and re-evaluates the allowance for loan losses. An appropriate provision and allowance for loan losses is established for the bank, depending upon the quality of its loan portfolio. Because of the continued excellent overall quality of the loan portfolio and somewhat slower loan growth, it is management's judgment that the decrease in the provision for loan losses is justified and the allowance is appropriate and adequate. (See "Allowance for Loan Losses" under "Critical Accounting Policies".)

Noninterest Income


Noninterest income is made up of several categories. Following is a description of each, as well as the factors that influence each.

Service charges on deposit accounts consist of a variety of charges imposed on demand deposits, interest-bearing deposits and savings deposit accounts. These include, but are not limited to, the following:
o Demand deposit monthly activity fees
o Service charges for checks for which there are non-sufficient funds or

```
    overdraft charges
O ATM transaction fees
                            The principal factors affecting current or future levels of income from
this category are:
o Internally generated growth
o Acquisitions of other banks/branches or de novo branches
o Adjustments to service charge structures
    Service charges on deposits were $1,670 at June 30, 2006, an increase
of $194 or 13.14%. Of that increase, approximately $188 was due to increases in
fees for overdrafts and returned checks. In early 2005 the Company increased its
charge for each overdrawn item, and the amount of daily maximum charges was
increased.
    Other service charges and fees consist of several categories. The
primary categories are listed below.
o Fees for the issuance of official checks
O Safe deposit box rent
o Income from the sale of customer checks
o Income from the sale of credit life and accident and health insurance
            Levels of income derived from other service charges and fees vary. Fees
    for the issuance of official checks and customer check sales tend to grow as
    the existing franchise grows and as new offices are added. Fee schedules, while
```

22
subject to change, generally do not by themselves yield a significant increase in income when they change. The most significant growth in safe deposit box rent also comes with an expansion of offices. Safe deposit box fee schedules, which are already at competitive levels, are occasionally adjusted. Income derived from the sale of credit life insurance and accident and health insurance varies with loan volume.

Other service charges and fees at June 30, 2006 were $\$ 213$, as compared with $\$ 156$ for the same period the prior year. Of the $\$ 57$ increase, approximately $\$ 10$ was due to increases in fees associated with cashing income tax refund checks. Another $\$ 19$ came from increased fees for letters of credit. The remainder of the increase were in the safe deposit box, and credit life insurance categories.
Credit card fees consist of three types of revenues.
o Credit card transaction fees

- Debit card transaction fees
- Merchant fees

In all three cases volume is critical to growth in income. For debit and credit cards the number of accounts, whether obtained from internal growth or by acquisition, is the key factor. Merchant fees also depend on the number of merchants in the Company's program, as well as the type of business and the level of transaction discounts associated with them.

Credit card fees increased by $\$ 88$ or $8.21 \%$ when June 30,2006 and June 30, 2005 are compared. The increase was attributable to volume.

Trust income is somewhat dependent upon market conditions and the number of estate accounts being handled at any given point in time. Financial market conditions, which affect the value of trust assets managed, can vary, leading to fluctuations in the related income. Over the past few years and into 2006, the financial markets have experienced a degree of volatility. Income from estates is also unpredictable. Trust income for the first six months of 2006 was $\$ 745$, an increase of $\$ 9$ from the previous year.

Other income is used for types of income that cannot be classified with other categories of noninterest income. The category includes such things as: - Net gains on the sale of fixed assets

- Rent on foreclosed property
- Income from cash value life insurance
o Other infrequent or minor forms of income
- Revenue from investment and insurance sales

Given the nature of the items included in this category, trends or patterns are not identifiable. Other income increased $\$ 258$ when June 30,2006 and June 30,2005 are compared. Of the $\$ 258$ change, approximately $\$ 273$ was attributable to increases in cash value associated with bank owned life insurance policies, offset by declines in other areas.

Realized net gains and losses on securities include write-downs in certain investments in limited liability companies (LLC's) of which the company is part owner, as well as sales, maturities and calls of securities.

Realized gains and losses were (\$34) for the period ended June 30, 2006 . The majority of this loss was attributable to write-downs in investments in limited liability companies (LLC's).

Noninterest Expense

|  | June 30, 2006 | June 30, 2005 |
| :---: | :---: | :---: |
| Salaries and employee benefits | \$5,840 | \$5,712 |
| Occupancy and furniture and fixtures | 1,005 | 959 |

## 23

| Data processing and ATM | 628 | 902 |
| :---: | :---: | :---: |
| Credit card processing | 882 | 839 |
| Intangibles and goodwill amortization | 569 | 549 |
| Net costs of other real estate owned | 14 | 181 |
| Other operating expenses | 1,962 | 2,138 |

Noninterest expense includes several categories. A brief description of the factors that affect each follows.

In addition to employee salaries, the salaries and benefits expense category includes the costs of employment taxes and employee fringe benefits. Certain of these are:

- Health insurance
- Employee life insurance
- Dental insurance
- Executive compensation plans (1)
- Qualified Pension plans (1)
- Supplemental retirement plan (salary continuation agreements)
- Employer FICA
- Unemployment taxes
(1) See the 2005 Form $10-K$ and the Proxy Statement for the 2006 Annual


# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 

Meeting of Stockholders for further information.
Salaries and employee benefits expense was $\$ 5,840$ at June 30, 2006, an increase of $\$ 128$ or $2.24 \%$ when compared with the same period in 2005 . Included in the increase is an $\$ 180$ expense associated with a supplemental retirement plan that provides for salary continuation agreements with selected officers of the Company and its affiliates. This expense was offset by income from bank owned life insurance on the plan participants. (See the discussion of "Other Income".) The Company employed 250.5 fulltime equivalent employees at June 30, 2006 and 275.5 at June $30,2005$.

Occupancy costs include such items as depreciation expense, maintenance of the properties, repairs and real estate taxes. At June 30, 2006, occupancy and furniture and fixture expense was $\$ 1,005$, an increase of $\$ 46$ or $4.80 \%$ over the end of the first half of last year. The increase was due to fluctuation in various accounts, none of which represent a material change.

Data processing and ATM expense decreased by $\$ 274$ when compared to June 30, 2005. A decline in maintenance cost of approximately $\$ 116$ and a decrease in conversion expenses of $\$ 152$ account for most of the decrease.

Credit card processing includes costs associated with the processing of credit cards, debit cards and merchant transactions. These expenses are related to credit card income previously discussed in "Noninterest Income", and the comments in that section are applicable. Credit card processing expense was $\$ 882$ for the six months ended June 30, 2006, an increase of $\$ 43$ from the same period in 2005. Volume accounted for the increase.

Intangible expense is influenced by acquisitions, amortization schedules and impairment testing depending on the nature of the intangible. Core deposit intangibles are amortized while goodwill is subject to testing for impairment. Both generally increase with acquisitions. Intangibles amortization expense at June 30, 2006 was $\$ 569$, an increase of $\$ 20$ over the same period the previous year. The increase was associated with the acquisition of two branches acquired in February 2005.

24


#### Abstract

Net cost of other real estate owned consists of losses on disposal, repairs, write-downs and other foreclosure costs. Net costs of other real estate owned was down $\$ 167$ when compared to the first half of last year. This category can fluctuate substantially depending on the number of properties on hand, the gains or losses on sale and the amount of write-downs.

Other operating expenses include all other forms of expense not classified elsewhere in the Company's statement of income. Included in this category are such items as stationery and supplies, franchise taxes, contributions, telephone, postage and other operating costs. Other operating expenses for the first half of 2006 , at $\$ 1,962$, were down $\$ 176$ from the same period in the prior year, largely due to cost containment measures.

Balance Sheet

Year-to-date daily averages for the major balance sheet categories are as follows:


## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

| Interest-bearing deposits |  | 11,464 |  | 14,819 |
| :---: | :---: | :---: | :---: | :---: |
| Securities available for sale |  | 164,689 |  | 151,431 |
| Securities held to maturity |  | 107,462 |  | 110,312 |
| Mortgage loans held for sale |  | 337 |  | 60 |
| Real estate construction loans |  | 27,501 |  | 26,92 |
| Real estate mortgage loans |  | 118,113 |  | 117,855 |
| Commercial and industrial loans |  | 200,818 |  | 200,79 |
| Loans to individuals |  | 146,473 |  | 148,088 |
| Total Assets | \$ | 837,315 | \$ | 819,34 |
| Liabilities and stockholders equity |  |  |  |  |
| Noninterest-bearing demand deposits | \$ | 113,188 |  | 114,186 |
| Interest-bearing demand deposits |  | 224,410 |  | 204,522 |
| Savings deposits |  | 53,930 |  | 57,836 |
| Time deposits |  | 348,770 |  | 347,471 |
| Other borrowings |  | 772 |  | 705 |
| Shareholders' equity |  | \$91,754 |  | \$90,470 |

Loans

Total loans net of unearned income at June 30,2006 were $\$ 495,500$, an increase of $\$ 2,889$ or approximately . $59 \%$ from December 31, 2005 . This equates to an annualized growth rate of approximately 1.18\%.

## Deposits

Total deposits at June 30, 2006 increased by $\$ 932$ from December 31, 2005. Noninterest-bearing demand deposits decreased by $\$ 4,193$ when June 30,2006 is compared to December 31, 2005. During the same period, interest-bearing demand deposits increased by $\$ 16,053$, and time deposits decreased by $\$ 9,941$. Saving deposits during the period declined by $\$ 987$.

Liquidity and Capital Resources

Net cash provided by operating activities was $\$ 6,776$ for the period ended June 30,2006 , which compares to $\$ 6,075$ for the same period the previous year.

Net cash used in investing activities was \$5,354 for the period ended June 30, 2006, and $\$ 1,129$ was provided for the period ended June 30, 2005. Net cash used by financing activities was $\$ 2,490$ for the period ending June 30 , 2006 .

Management is unaware of any commitment that would have a material and adverse effect on liquidity at June 30, 2006.

25

Total shareholders' equity grew by $\$ 1,234$ from December 31, 2005 to June 30, 2006. Earnings, the changes in unrealized gains and losses for securities available for sale and a dividend of $\$ 2,524$ accounted for the net increase. During the first half of 2006 , the Company repurchased 31,300 shares of its own stock for approximately $\$ 740$ at an average price of $\$ 23.67$ (including broker commission). The Tier I and Tier II risk-based capital ratios at June 30, 2006 were $13.35 \%$ and $14.25 \%$ respectively. The Company's leverage capital ratio was 9.76\%

Interest Rate Sensitivity
Following is a table showing repricing and maturity data for the Company's interest-earning assets and interest-bearing liabilities:

| Assets | June 30, 2006 |  |  |
| :---: | :---: | :---: | :---: |
|  | <1 Year | 1-5 Years | > 5 Years |
| Federal funds sold | --- | --- | --- |
| Interest-bearing deposits | 13,966 | --- | --- |
| Securities available for sale | 25,422 | 86,862 | 50,529 |
| Securities held to maturity | 10,374 | 56,459 | 38,031 |
| Mortgage loans held for sale | 222 | --- | --- |
| Loans, net of unearned income and deferred fees | 173,630 | 259,668 | 62,202 |
| Total assets repricing/maturing | 223,614 | 402,989 | 150,762= |

Liabilities

| Interest-bearing demand deposits | 241,664 | - | --- |
| :---: | :---: | :---: | :---: |
| Savings deposits | 53,518 | --- | -- |
| Time deposits | 177,815 | 147,749 | 17,583 |
| Other borrowings | 78 | --- | --- |
| Total liabilities/maturing | 473,075 | 147,749 | 17,583 |
| Gap | $(249,461)$ | 255,240 | 133,179 |
| Cumulative repricing gap | $(249,461)$ | 5,779 | 138,958 |
| Cumulative gap ratio | 0.47 | 1.01 | 1.22 |

As shown in the above table, the Company is liability sensitive. In other words, the Company's interest-bearing liabilities reprice and/or mature at a faster rate than its interest-earning assets. During periods of rising interest rates, such as we have recently experienced, this causes the company's net interest margin to decrease. This in turn has a negative impact on overall profitability.

Management's Discussion and Analysis of the Financial Condition and Results of Operations for the Three Months ended June 30, 2006

Net income for the three months ended June 30,2006 was $\$ 3,227$, up $\$ 75$ when compared to the same period the prior year. Basic earnings per share for the second quarter of 2006 were $\$ 0.46$ compared to $\$ 0.45$ in the second quarter of 2005.

## Earnings

Interest rates have been steadily rising throughout 2005 and 2006 . Because the Company is liability sensitive, the rising rates have had an adverse impact on net interest income. As shown in the statement of profit and loss, interest income increased by $\$ 581$, while interest expense during the same period increased by $\$ 1,148$. This produced a decline in net interest income of $\$ 567$, when the second quarter of 2006 and 2005 are compared.

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

The provision for loan losses increased by $\$ 7$ in the second quarter of 2006, a decrease from the $\$ 198$ in the second quarter of 2005. Asset quality remains excellent. Therefore, based upon current information, the Company does not anticipate substantial additions to the allowance for loan losses.

Noninterest income increased by $\$ 285$ when the second quarter of 2006 and 2005 are compared. With the exception of realized gains and losses on securities, which declined by $\$ 27$, all other categories improved. Comments made in the year-to-date discussion apply. Other income was up significantly because of income from bank-owned life insurance contracts.

Noninterest expense was $\$ 5,401$ for the quarter ended June 30, 2006 . This represents a decrease of $\$ 190$ from the same period last year. Comments made in the year-to-date discussion apply. Data processing expense declined when compared to 2005 because of acquisition-related computer conversion costs in 2005. The cost of other real estate owned has dropped substantially as foreclosed properties have been liquidated.

In summary, the Company has experienced a decline in net interest income due to rising interest rates. To date, increases in the noninterest income areas, coupled with decreases in noninterest expense, have more than offset the decline in net interest income. The extent to which noninterest income and expense will continue to offset the decline in interest income is not currently known. If interest rates continue to rise and the interest margin erodes further, it would not be unreasonable to expect that net income could be negatively impacted. However, if interest rates stabilize, the Company's interest income could improve.

Derivatives and Off Balance Sheet Items

The Company is not a party to derivative financial instruments with off-balance sheet risks, such as futures, forwards, swaps and options. The Company is a party to financial instruments with off-balance sheet risks, such as commitments to extend credit, standby letters of credit, and recourse obligations in the normal course of business, to meet the financing needs of its customers. Management does not plan any future involvement in high- risk derivative products.

The Company's banking affiliate extends lines of credit to its customers in the normal course of business. Amounts drawn upon these lines vary at any given time depending on the business needs of the customers.

Standby letters of credit are also issued to the bank customers. There are two types of standby letters of credit. The first is a guarantee of payment to facilitate customer purchases. The second type is a performance letter of credit that guarantees a payment if the customer fails to perform a specific obligation.

While it would be possible for customers to draw in full on approved lines of credit and letters of credit, historically this has not occurred. In the event of a sudden and substantial draw on these lines, the Company has its own lines of credit on which it could draw funds. Sale of the loans would also be an option.

The Company also sells mortgages on the secondary market for which there are recourse agreements should the borrower default.

During the first half of 2006, there have been no significant or unusual changes in these types of off balance sheet contractual obligations.

Item 3. Quantitative and Qualitative Disclosures about Market Risk

The Company considers interest rate risk to be a significant market risk and has systems in place to measure the exposure of net interest income to adverse movement in interest rates. Interest rate shock analyses provides management with an indication of potential economic loss due to future rate

# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 

changes. There have not been any changes which would significantly alter the 26
results disclosed as of December 31, 2005. (See "Interest Rate Sensitivity".)

Item 4. Controls and Procedures

Under the supervision and with the participation of management, including the Company's principal executive officer and principal financial officer, the Company has conducted an evaluation of the effectiveness of the design and operation of its disclosure controls and procedures as of June 30 , 2006. Based on that evaluation, the Company's principal executive officer and principal financial officer have concluded that these controls and procedures are effective to give reasonable assurance in alerting them in a timely fashion to material information relating to the Company that is required to be included in the reports the Company files under the Act. There were no changes in the Company's internal controls over financial reporting during the period covered by this report that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting. Disclosure controls and procedures are the Company's controls and procedures that are designed to ensure that information required to be disclosed by the Company in the reports it files or submits under the Exchange Act is accumulated and communicated to allow timely decisions regarding its required disclosure. The Company believes that a controls system, no matter how well designed and operated, cannot provide absolute assurance that all control issues have been detected.

Part II
Other Information

Item 1. Legal Proceedings

There were no material legal proceedings for the quarter ending
June 30, 2006.

Item 1A. Risk Factors

No material changes from risk factors as previously disclosed in the Company's 2005 Annual Report on Form 10-K.

Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

The following table provides information about our purchases during the second quarter of 2006 of equity securities that are registered by the Company pursuant to Section 12 of the Exchange Act.

| Fiscal Period | Total Number of Shares Purchased | Average Price Paid per Share(1) | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Approxi <br> Value <br> Shares Th Purchase Plans or |
| :---: | :---: | :---: | :---: | :---: |
| April 1-30 | 4,100 | \$24.62 | 4,100 |  |
| May 1-31 | 6,000 | \$24.07 | 6,000 |  |


| June 1-30 | 10,500 | \$22.91 | 10,500 |
| :---: | :---: | :---: | :---: |

1) Average price per share includes commissions.
2) On May 12, 2005 the Board approved the repurchase of up to \$1 million of common stock in the period from June 1, 2005 through May 31, 2006. On May 9, 2006 the Board approved repurchase of up to 100,000 shares of common stock in the period from June 1, 2006 through May 31, 2007.

27
3) Beginning in June of 2006 the units remaining to be repurchased are e xpressed in shares.

Item 3. Defaults upon Senior Securities

None for the three months ended June 30, 2006.

Item 4. Submission of Matters to a Vote of Security Holders

Three Class 1 Directors of the Company were elected for a term of three years each by a vote of the security holders.
(a) This matter was submitted to a vote at the Company's Annual Meeting of Stockholders held on April 11, 2006.
(b) The name of each director elected at the meeting
follows:

| Lawrence J. Ball |  |  |
| :---: | :---: | :---: |
| Mary G. Miller Glenn P. Reynolds |  |  |
|  |  |  |
| The name of each director whose term of office continued after the meeting is listed: |  |  |
| Jack H. Harry |  |  |
| Jack M. Lewis |  |  |
| William A. Peery |  |  |
| James G. Rakes |  |  |
| James M. Shuler |  |  |
| Jeffrey R. Stewart |  |  |
| The number of votes cast for or against each nominee is provided below. There were no abstentions and no broker non-votes. |  |  |
| Election of Directors |  |  |
| Director | Votes For | Votes Against |
| Lawrence J. Ball | 3,113,421 | 13,074 |
| Mary G. Miller | 3,111,955 | 14,540 |
| Glenn P. Reynolds | 3,114,655 | 11,840 |

Item 5. Other Information

# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 

None

Item 6. Exhibits

See Index of Exhibits.

28

## Signatures

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

DATE: August 9, 2006 NATIONAL BANKSHARES, INC.
/s/ JAMES G. RAKES

James G. Rakes
Chief Executive Officer
/s/ J. ROBERT BUCHANAN
----------------------------------1
J. Robert Buchanan

Chief Financial Officer


National Bankshares, Inc. included in Exhibit No. 3 (a)

10(ii) (B) Computer software license agreement dated June 18, 1990, by and between Information Technology, Inc. and The National Bank of Blacksburg

30
reference to Exhibit 4(b) the Annual Report on orm for fiscal year ended December 31, 1993)
(incorporated herein by reference to Exhibit 10 (e) the Annual Report on Form for fiscal year ended December 31, 1992)
*10(iii)(A) National Bankshares, Inc. 1999 Stock Option Plan
*10(iii) (A) Employment Agreement dated January 2002 between National Bankshares, Inc. and James G. Rakes
*10(iii)(A) Employment Lease Agreement dated August 14, 2002 between National Bankshares, Inc., The National Bank of Blacksburg and James G. Rakes
*10(iii)(A) Change in Control Agreement dated January 5, 2003, between National Bankshares, Inc. and Marilyn B. Buhyoff
*10(iii)(A) Change in Control Agreement dated January 8, 2003, between National Bankshares, Inc. and F. Brad Denardo
*10(iii)(A) Salary Continuation Agreement dated February 8, 2006, between the National Bank of Blacksburg and James G. Rakes.
*10(iii)(A) Salary Continuation Agreement dated February 8, 2006, between the National Bank of Blacksburg and F. Brad Denardo.
*10(iii) (A) Salary Continuation Agreement dated February 8, 2006, between Bank of Tazewell County and J. Robert Buchanan.
*10(iii) (A) Salary Continuation Agreement dated February 8, 2006, between Bank of Tazewell County and Marilyn B. Buhyoff.
(incorporated herein by reference to Exhibit 4.3 the Form $S-8$, filed as Registration No. 333-79979 with the Commission on Jun 1999)
(incorporated herein by reference to Exhibit 10 (i of Form 10-Q for the perio ended June 30, 2002)
(incorporated herein by reference to Exhibit
10 (iii) (A) of Form 10-Q fo the period ended June 30,
(incorporated herein by reference to Exhibit 10 i of Form $10-\mathrm{K}$ for the period ended December 31,
(incorporated herein by reference to Exhibit 10 i of Form 10-K for the period ended December 31,
(incorporated herein by reference to Exhibit
10 (iii) (A) of Form 8-K
filed on February 8, 2006)
(incorporated herein by reference to Exhibit 10 (ii
of Form 8-K filed
on February 8, 2006)
(incorporated herein by reference to Exhibit 10 (i of Form 8-K filed on Febru 2006)
(incorporated herein by reference to Exhibit 10 (i of Form 8-K filed on Febru 2006)

| 31 (ii) | Section 302 Certification of Chief Financial Officer | Page |
| :--- | :--- | :--- |
| $32(i)$ | 18 U.S.C. Section 1350 Certification of Chief <br> Executive Officer | Page |
| 32 (ii) | 18 U.S.C. Section 1350 <br> Financial Officer | Certification of Chief |

* Indicates a management contract or compensatory plan required to be filed herein.

31

Exhibit No. $31(i)$

CERTIFICATIONS UNDER SECTION 906 OF THE SARBANES OXLEY ACT OF 2002

I, James G. Rakes, Chairman, President and Chief Executive Officer of National Bankshares, Inc., certify that:

1. I have reviewed this quarterly report on Form $10-Q$ of National Bankshares, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and $I$ are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules $13 a-15$ (e) and $15 d-15$ (e)) and internal control over financial reporting (as defined in Exchange Act Rules $13 a-15(f)$ and $15 d-$ 15(f)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluations; and
(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual
report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 9, 2006

```
/s/ JAMES G. RAKES
James G. Rakes
Chairman
President and Chief Executive Officer
(Principal Executive Officer)
```

32

Exhibit $31(i i)$

I, J. Robert Buchanan, Treasurer (Chief Financial Officer) of National Bankshares, Inc., certify that:

1. I have reviewed this quarterly report on Form 10-Q of National Bankshares, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules $13 a-15$ (e) and $15 \mathrm{~d}-15$ (e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a - 15(f) and 15d 15(f)) for the registrant and have:
(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared; and

## Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q

(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purpose in accordance with generally accepted accounting principles;
(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluations; and
(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: August 9, 2006
/s/ J. ROBERT BUCHANAN
J. Robert Buchanan

Treasurer
(Principal Financial Officer)

Exhibit 32 (i)

> CERTIFICATION OF CHIEF EXECUTIVE OFFICER PURSUANT TO 18 U.S.C. SECTION 1350

In connection with the Form 10-Q of National Bankshares, Inc. for the quarter ended June 30, 2006, I, James G. Rakes, President and Chief Executive Officer of National Bankshares, Inc. (Principal Executive Officer), hereby certify pursuant to 18 U.S.C. Section 1350 , as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002 , to the best of my knowledge and belief, that:
(1) such Form 10-Q for the quarter ended June 30, 2006, fully complies with the requirements of section $13(\mathrm{a})$ or $15(\mathrm{~d})$ of the Securities Exchange Act of 1934; and
(2) the information contained in such Form 10-Q for the quarter ended June 30 , 2006, fairly presents, in all material respects, the financial condition and results of operations of National Bankshares, Inc.

# Edgar Filing: NATIONAL BANKSHARES INC - Form 10-Q 

```
/s/ JAMES G. RAKES
------------------------
James G. Rakes
Chairman, President and Chief Executive Officer
(Principal Executive Officer)
```

Exhibit 32 (ii)


#### Abstract

CERTIFICATION OF CHIEF FINANCIAL OFFICER PURSUANT TO 18 U.S.C. SECTION 1350

In connection with the Form 10-Q of National Bankshares, Inc. for the quarter ended June 30, 2006, I, J. Robert Buchanan, Treasurer (Principal Financial Officer) of National Bankshares, Inc., hereby certify pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, to the best of my knowledge and belief, that: (1) such Form 10-Q for the quarter ended June 30, 2006, fully complies with the requirements of section $13(a)$ or 15 (d) of the Securities Exchange Act of 1934; and


(2) the information contained in such Form 10-Q for the quarter ended June 30, 2006, fairly presents, in all material respects, the financial condition and results of operations of National Bankshares, Inc.
/s/ J. ROBERT BUCHANAN
-
J. Robert Buchanan

Treasurer
(Principal Financial Officer)

