

# MonumentNews

Your Quarterly Newsletter from Monument Bank

Fall Issue October 2011

## Mortgage Division Poised to Help Buyers Get the Best Rates Available!

In late 2009, the Management of Monument Bank felt that the Bank was well-positioned to identify additional products and services that would fulfill the needs of its customers. As a result, the Bank made the decision to establish a dedicated in-house Residential Mortgage Division.

It is now the fall of 2011 and the Residential Mortgage Division employs a team of eight – Clark Goldstein, VP and Division Manager, Allan Bernstein, Mortgage Services Manager, Dan Caplan, Patrick Settle and Robert Cortez, Sr. Mortgage Loan Consultants, Debbie Pritts, Mortgage Loan Manager, Victor McKoy, Mortgage Loan Underwriter, and Amy Cates, Mortgage Loan Processor. The recent addition of an in-house underwriter allows for faster turnaround on loan requests and much improved customer service.

Monument Bank offers 30-year and 15-year fixed rate mortgages up to \$2 million and Adjustable Rate Mortgages (ARMs) up to \$3 million. Additionally, the Bank is making residential construction loans for builders, developers and homeowners as well as construction, renovation and mini-perm loans for investors. For more information, call 301.841.9580 and speak to one of our Mortgage Loan Consultants.

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## Letter from the President



Dear Friends,

On September 5th, Monument Bank observed its sixth anniversary and once again we want to express our appreciation to our customers, staff, directors and shareholders. We are proud of our good performance in what is still a struggling economy and realize we owe all of you our deepest gratitude for your support over the last six years.

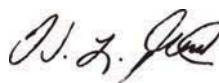
The third quarter of 2011 was full of activity for Monument Bank. We held the first meetings of the year for our two Advisory Boards. We added four new members to the Bethesda Advisory Board and we established a brand new Silver Spring Advisory Board. Both Boards met in September and we had a great exchange. We thank them for their commitment and look forward to working with them in the future.

I would also like to announce that Monument Bank has established a Non-Profit Division, with Bank employees specifically designated to develop business in the non-profit community. Headed by Debbie Colliton, SVP of Business Development, other members of the Division are Robert Armstrong, SVP of Commercial Lending, and Aashish Ponniah, AVP and Cash Management Officer. Our commitment of donations and volunteer hours has always been a trademark of Monument Bank. Now we are ready to create a Division of experienced staff to help non-profits find the right financial solutions for their organizations.

Total asset growth continues to be strong fueled in most part by deposit growth. Assets stood at \$369 million at September 30, 2011 compared to \$296 million at September 30, 2010, an increase of 25%. During this same period, deposits grew to \$314 million from \$244 million, an increase of 29%. Loan demand in the local market has become sluggish and this, coupled with intense competition for quality loans, has impacted the pace of loan growth. During this period, loans grew from \$211 million to \$238 million, a very respectable 13% but not the 20% or more experienced in recent years. After-tax profit for the nine months ending September 30, 2011 totaled \$1.6 million, an increase of 20% over the same period in 2010.

On behalf of the management and staff of Monument Bank, thanks for six great years. Please feel free to contact me or any of my staff anytime for any reason. We know our success is the result of your trust and loyalty. We will work hard to keep that trust.

Sincerely,



H. L. Ward  
President & CEO



## Problem: Not enough hours in the day?

### Solution: **CONVENIENCE** BANKING online banking solutions

Managing your business is a full-time job. The ability to manage your banking efficiently can result in more time to invest in activities to grow your business. Convenience Banking offers a variety of methods to save time completing transactions as well as the means to track your cash flow. Here's how:

**Commercial Online Banking:** Using a standard web browser you can access account balances and check images, prepare stop payments, transfer funds and pay your bills. If your company has more advanced cash management needs, you can also send wire transfers, originate Automated Clearing House (ACH) transactions and monitor check transactions with Positive Pay and Check Reconciliation.

**Express Deposit:** With this web-based application, you can make check deposits to your account using a small desktop scanner. Express Deposit saves you time and also allows for deposits to be credited the same day up until 6:00 p.m. And, with the new platform we recently installed, you can use a single sign-on for both Online Banking and Express Deposit.

**Courier Service:** Our courier service will pick up your deposit according to a pre-arranged schedule.

**And there's one more way:** Don't have time to come to the branch office to sign-up for these services? One of our Business Development Officers will be happy to come to **your** office at **your convenience** to complete the paperwork and answer all your questions. Ask about Convenience Banking from Monument Bank.

## These Boots (feet, shoes, sandals) Are Made for Walking!

Do we have any readers of the age group who remember Nancy Sinatra's song "These Boots Are Made for Walking" (circa 1966 and #1 on the charts)? In an effort to encourage Bethesda residents to walk instead of drive, Bethesda Transportation Solutions is once again conducting the Walk & Ride. From October 10th through October 30th, Bethesda-based companies and their employees will compete for bragging rights and prizes to see who can record the most "steps", thus relying less on driving their cars. Monument Bank has entered five teams in the competition and although the results won't be final by the time of publication, it is sure to be highly successful, especially for the Bank's teams who can't resist a chance to compete with each other!



Who **IS** this mystery model posing with the pedometer that our walkers are wearing during the competition?

Sorry, no prizes awarded for the correct answer!

## Bank Notes

### Employees "Weather" Taste of Bethesda

Mother Nature was not on our side on October 1st as 14 Monument Bank employees volunteered on a rainy and breezy day hovering in the 50's. Toes were cold but spirits were high as the Monument Bank ticket booth had a successful day of sales in spite of the weather.



Monument Bank employees withstand the rain and chilly temperatures to support Taste of Bethesda.

### The Great Pumpkin Fundraiser

Again this year, Monument Bank participated in the Great Pumpkin Pin-up to benefit the Greater Washington Chapter of Cystic Fibrosis. Customers and employees alike purchased paper pumpkins for \$1.00 which have been posted with the name of the donor. \$1.00 - a small gift for a very important cause!



Left to right: Sandra Tunnell and Rosemary Henry, employees who support the Great Pumpkin Pin-Up.

### Welcome to Our New Bethesda Advisory Board Members!

We are proud to welcome the following new members to the Bethesda Advisory Board:

**Lena Barnett, Esq.**, Lena Barnett & Associates, LLC

**Phyllis Bresler**, PW Communications

**John Katinas, AIA**, Katinas Bruckwick Architecture

**H. Mark Rabin, Esq.**, Selzer Gurvitch Rabin

Wertheimer Polott & Obecnay, P.C.

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## Celebrating Good Works



Adventure Theatre is the longest-running children's theater in the Washington, D.C., region. Located in Glen Echo Park, Adventure Theatre reaches over 65,000 audience members annually with live performances, theater classes and camps, and community engagement programs. Adventure Theatre is a recognized leader in arts and arts education for youth. If You Give a Pig a Pancake received the 2011 Helen Hayes Award for "Outstanding Production, Theatre for Young Audiences." Adventure Theatre was just named to the PB53 Exceptional Companies by the Gazette of Politics & Business, and was featured in the 2009-10 Catalogue for Philanthropy as "one of the best small nonprofits in the greater Washington region."

In addition to its entertaining plays and enriching education programs, Adventure Theatre has implemented various partnerships and initiatives to reach under-served children. Each year, Adventure Theatre provides deeply discounted tickets to schools that serve low and moderate income children. Adventure Theatre offers sensory-friendly performances – a program which it developed – for children who are diagnosed with autism and Asperger's syndrome. The regional touring production of Just a Dream: The Green Play, debuted last season and reaches thousands of children across the region (and recently ended a tour of Singapore and Malaysia) with an uplifting message of environmental stewardship. Adventure Theatre also encourages community engagement among young people by pairing a philanthropic activity with each show, such as a hat-and-mitten drive with Rudolph the Red-Nosed Reindeer.

Many of these programs are made possible with the support of local businesses and civic organizations. Adventure Theatre and Monument Bank are proud to work together to launch a county-wide Anti-Bullying 10-Minute New Play Contest for students in grades 6-8 to address this growing concern. For more information about Adventure Theatre, please contact Joseph Rossi at (301) 634-2265 or [jrossi@adventuretheatre.org](mailto:jrossi@adventuretheatre.org)

FDIC Offers Advice on Preparing Financially for a Natural Disaster or Fire

## FDIC Offers Advice on Preparing Financially for a Natural Disaster or Fire

Hurricane Irene, the earthquake that shook the East Coast and the deadly tornado that hit Joplin, Missouri are recent reminders that disasters rarely give advance warning and can happen anytime. The Summer 2011 issue of FDIC Consumer News features tips on how to prepare financially for a natural disaster, a fire or another tragedy, especially one that requires people to evacuate their home and not return for days or weeks. Other timely topics in the latest issue include what to know before signing up for person-to-person, or "P2P," electronic payment services using a smart phone or mobile computer; how to solve mysteries of old bank accounts; and an update on new standards for and disclosures by mortgage loan professionals. The latest issue can be read or printed online at [www.fdic.gov/consumers/consumer/news/cnsum11](http://www.fdic.gov/consumers/consumer/news/cnsum11).

## Small Departments that make A BIG Difference

In our last edition, we talked about two one-person departments that have a huge impact on the smooth operations of our bank – IT and Compliance. There are two more, equally important, that we would like to share with you - Risk Management and HR.

### Risk Management

**Scenario #1:** During the "great quake" of 2011 that shook Bethesda, those of us located on the third floor of the main office were puzzled by the sudden shaking under our feet. "What is that?" "Did a truck run into the building?" In a matter of seconds, however, there was a voice, loud and clear, giving instructions to the concerned staff. The voice was that of Rick Carder, our SVP of Risk Management and Facilities Management.

**Scenario #2:** A water heater breaks on the eighth floor of the building that houses our Bethesda Branch and water begins to run heavily down the front of the building and into the branch office, threatening property and, potentially, lives. In a matter of minutes, Rick was on site, giving orderly instructions to staff members.

Now, on to Rick's multitude of additional responsibilities: Rick is responsible for the preparation and on-site coordination of examinations/audits, computer-based compliance training, regulatory/compliance issues monitoring, assisting in business continuity planning/insurance coverage and policy/procedure monitoring. For Facilities Management, Rick handles furniture, fixtures and equipment (FFE) purchases, the rehab of new locations, daily landlord issues, contract/lease monitoring and records management. All in a day's work. . . .

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**Mobile Banking from Monument Bank**  
» Reach new heights in banking convenience.

 **Monument Bank**  
PROVIDING CAPITAL SOLUTIONS

Bethesda  
**301.841.9600**

Silver Spring  
**301.841.9579**

[www.monumentbank.com](http://www.monumentbank.com)

FDIC

## Your Direct Line to Service

### MANAGEMENT

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<b>Clyde Garrett II</b> Vice President	301.841.9564 cgarrett@monumentbank.com

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<b>Robert Armstrong</b> Vice President	301.841.9512 rarmstrong@monumentbank.com
<b>Matthew Markiewicz</b> Vice President	301.841.9516 mmarkiewicz@monumentbank.com

### SMALL BUSINESS LENDING

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## Small Departments - BIG Difference

### Meet the HR Department

What does Human Resources do to support an organization? HR is the one department that provides services and support to every member of the company. HR ensures that the Bank's objectives, practices and policies regarding our staff, or "human capital", are aligned with meeting the Bank's organizational needs and mission. Alyssa Mezebish, our HR Director, has been administering this role for over 20 years, in healthcare facilities prior to joining Monument Bank in 2007. Alyssa is currently becoming recertified as an SPHR, "Senior Professional in Human Resources". Some central aspects of her role include:

- Preparing and administering payroll and employee benefits, annual reviews and updates, working with vendors, recommending new employee benefits each year to enhance our already outstanding benefits package;
- Administering the Bank's performance evaluation and compensation programs, preparing job descriptions, and assisting managers in setting goals and preparing written evaluations of their staff members;
- Recruiting, interviewing, onboarding, and orienting new hires. Monument Bank has grown to 57 employees in six years, requiring new systems and procedures to manage our current and future growth;
- Creating, reviewing and updating HR policies and procedures, and monitoring ever-changing laws and legal requirements to ensure the Bank's compliance. Maintaining complete and accurate files and documentation to ensure that all of our HR audits have been passed with flying colors;
- Managing Employee Relations by assisting employees as needed to maintain a positive, productive and cohesive work environment, resolving workplace issues, and striving to ensure compliance within the Bank's Code of Ethics for fairness and excellence in everything that affects our employees.

### Bank Notes (contd. from Page 2)

#### One of our Own is One of Montgomery's Best

Lena Marcellino, Vice President and Corporate Secretary of Monument Bank, was among the select group of Business Women Leaders of Montgomery County selected by the Montgomery County Business Gazette. Since 2009, the Gazette has recognized those women who have demonstrated strong leadership qualities at work, at home and in the community. Congratulations, Lena. Well deserved!

#### Ready to Grow or Ready to Go?

On October 25th, Monument Bank and Grossberg Company LLP partnered to present "Ready to Grow or Ready to Go? – What You Need to Know." The event was held at Columbia Country Club from 5-7 pm. Grossberg Company LLP spoke on the topic of *Exit and Succession Planning* and Monument Bank lenders presented *Community Bank Lending: The Approval Process*.