

MonumentNews

Your Quarterly Newsletter from Monument Bank

Winter Issue January 2012

Monument Bank Ranks High in SBA Lending

We all shared in the pride Ron Warrick, the Bank's VP of SBA (Small Business Administration) Lending must have felt when the Washington Business Journal's 2012 List of Books, published the Bank's leap from 25th to 8th place in loan volume among all Washington metropolitan SBA lenders. The number is even more impressive when you consider that there were 50 total lenders on the list. The source of these numbers is the SBA's fiscal year reporting that goes from October 1st through September 30th.

In late 2009, we committed to growing our SBA program and in May 2010 hired a lender with 18 years of experience in SBA lending and who had been responsible for starting up SBA departments in three community banks. Over those years, Ron has seen a steady increase in the loan programs offered, with several more introduced as a result of the American Reinvestment and Recovery Act enacted in February 2009.

With at least 14 different SBA Guaranty Loan Programs available, Monument Bank has focused on the following:

1. 504 Loans are long-term, fixed asset loans with the benefit of having low down payments. The SBA portion has a long-term fixed rate and is fully amortized with no balloon payments.

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Letter from the President



Dear Friends,

My first letter of 2012 must begin by wishing a happy and prosperous New Year to all our customers, shareholders, employees and their families. Our hope for you is that the encouraging economic improvements in 2011 continue into the New Year.

The good news is that 2011 ended on a positive note in several ways for Monument Bank. The Dow was a bit of a roller coaster ride throughout the year but ended above 12,000 and has remained there. Holiday spending for retailers was on the upward swing again and employment numbers continue to trend in a positive direction. Most major indicators are promising as well.

Monument Bank is pleased to report another successful year. We observed our sixth anniversary in September and celebrated the fact that we accomplished many goals that we set for ourselves in 2011. In particular, our SBA Lending Department reached new heights. You can read about the new things happening in our SBA program by reading the feature article on this page. Also, at year-end, our new Silver Spring Office, which opened in May 2010, reached \$54 million in deposits, well above plan. And, our new Non-Profit division continues to attract new business.

While some were still affected by the recession, Monument Bank enjoyed solid, healthy growth. Total assets grew to \$366 million at 12/31/11, compared to \$313 million at 12/31/10, an increase of 17%. Our lending continued to be solid as evidenced by gross loans growing to \$245 million at 12/31/11 from \$218 million at 12/31/10, an increase of 12%. Deposits grew to \$293 million at 12/31/11, compared to \$249 million at 12/31/10, an increase of 18%. After-tax operating profit for 2011 totaled \$2.5 million compared to \$1.8 million in 2010, an increase of 39% for the same period in 2010.

As we look forward to 2012, we are optimistic that we will continue to benefit from steady, well-managed growth. We have branch expansion on our radar and are also negotiating a move from the third and fourth floors of 7401 Wisconsin Avenue which currently is 11,000 sf to a space of 19,000 sf. In other words, we plan on measurable growth in 2012.

We never forget who has helped us achieve our sixth year anniversary and the success that accompanied it. My team and I look forward to our future relationships with you and ask that you never hesitate to let us know how we can make your banking experience the best it can be.

Sincerely,

H. L. Ward
President & CEO



Fraudulent FDIC Emails Still a Concern

On December 21, 2011, the FDIC issued the following alert:

“The Federal Deposit Insurance Corporation (FDIC) has received numerous reports of fraudulent e-mails that have the appearance of being sent from the FDIC. While the e-mails exhibit variations in the “From” and “Subject” lines, the messages are similar.

The fraudulent e-mails are said to notify recipients of “recent changes in the Federal Deposit Insurance Corporation insurance coverage.” They state, “During the period from December 31, 2010 to December 31, 2012 all the money in a “noninterest-bearing transaction account” are fully insured by the Federal Deposit Insurance Corporation. Please note, that this is a temporary measure besides the Federal Deposit Insurance Corporation’s general rules.

The term “noninterest-bearing transaction account” includes a usual checking account or demand deposit account on which no interest is paid by the insured depository institution.” A hyper link is provided (the Web addresses (URL) vary widely) to a Web site that supposedly provides “more details of this temporary FDIC coverage for transaction accounts.” This e-mail and link are fraudulent. Recipients should consider the intent of this e-mail as an attempt to collect personal or confidential information, or to load malicious software onto end users’ computers. Recipients should not click on the link provided. The FDIC does not issue unsolicited e-mails to consumers or business account holders.”

Monument Bank cares about the safety and security of its customers. Stay current on FDIC alerts by visiting the following page on their website: www.fdic.gov/consumers/consumer/alerts/. Bookmark it today.

Moving In and Moving Up

Welcome to the following new employees:

Michele McWhinney, AVP/Loan Administration Officer
Joanne Poulard, Branch Representative, Bethesda Branch
Melanie Rankin, PHR, Human Resources Specialist
Shahnaz Tabibi, SVP/Area Business Development Officer

And congratulations to those recently promoted:

Mariana Phifer, promoted to SVP, Credit and Loan Administration

Bank Notes

Hard Work Pays Off for HR Officer

Alyssa Mezebish, Monument Bank’s Assistant VP of Human Resources, just completed the rigorous process and the testing to achieve the coveted certification of Senior Professional in Human Resources (SPHR). The four-hour exam encompasses the entire “HR Body of Knowledge,” requiring months of intensive study and preparation. Alyssa, who currently has over 20 years of HR experience, joined Monument Bank in 2007 when there were only 25 employees. The Bank has grown to a current 59 employees, and expects further expansion in 2012. Congratulations, Alyssa!

Congratulations for Big Winner at TIVA Awards

Congratulations are in order for Irene Magafan, the daughter of Monument Bank director Angelo Magafan for winning not one but three TIVA-DC Peer Awards in three different categories (Gold, Silver and Bronze) for her documentary film “The Bonobo Connection”. TIVA stands for the Television, Internet & Video Association. Irene received her awards on November 19th at the National Press Club. Visit www.thebonoboconnection.com to view more about her award-winning documentary.



Left: Irene Magafan poses with her Gold Award, just one of three she earned for her documentary film, “The Bonobo Connection”.

Walk & Run a Big Success for Monument!

We are pleased to announce that one of the Bank’s teams was the Second Runner-up in the 2011 Walk & Ride Challenge, sponsored by Bethesda Transportation Solutions. The “Stepin’ Out” team did a lot of walking with an average of 161,286 steps. Very impressive was Teresa Avent who was First Runner-up among the Top Individuals with an amazing single person total of 265,420 steps! Monument Bank entered five teams to show its continuing support for this worthwhile event.

Christina Ties the Knot

Christina Schaffer, the Bank’s talented and “tons of fun” Financial Analyst, married David Szerlip on October 29th during the unexpected “mini-blizzard” of 2011. The snow in Christina’s hometown of Philadelphia where they were married did not hinder the nuptials or the fun they had afterward. The couple of seven years settled in the Washington area to be near to David’s job. Lucky for all of us at Monument Bank! Congratulations Christina and David!

Celebrating Good Works

“Never again will one generation of veterans abandon another.”

To tell even the most rudimentary facts of how the Vietnam Veterans of America came to be and what they have accomplished since the organization's inception would fill this entire newsletter, much less a single article. VVA's founding principle of “never again allowing one generation of veterans to abandon another”, however, says a great deal.

By the time the last diplomatic, civilian and military personnel evacuated Vietnam in late April 1975, it became increasingly clear that established veterans groups were failing to make the issues of the Vietnam veterans a top priority. Hence, in January 1978, a small group of Vietnam veteran activists sought out support in Washington, D.C. to create an advocacy group exclusively to address the needs of this specific group of veterans. Ultimately, the Vietnam Veterans of America became the only congressionally chartered not-for-profit organization dedicated exclusively to Vietnam era veterans and their families.

Today the VVA has 65,000 members with 48 state councils and 650 local chapters. Their many special programs address a great many needs. Some, but not all (because space does not permit), are to:

- Aggressively advocate on issues important to veterans
- Seek full access to quality health care for veterans
- Hold government agencies accountable for obeying laws mandating veterans health care
- Create a positive perception of Vietnam veterans
- Seek the fullest possible accounting of America's POW/MIAs
- Support the next generation of America's war veterans and their families

For more information on this worthy organization, visit their website at www.vva.org.



Meet the Loan Administration Team

It is our pleasure to introduce you to the Loan Administration group of Monument Bank. Under the direction of Mariana Phifer, SVP of Loan and Credit Administration, the Loan Administration group consists of: Kathy Laurance, AVP, Construction Loan Administrator; Markketa Portee, AVP, SBA Loan Administrator; Michele McWhinney, AVP, Commercial Real Estate Loan Administrator; and Laura Burns, Loan Administration Specialist. This group alone has combined banking experience of over 75 years!

The Administrators support the Commercial Loan Officers of the Bank. This support includes but is not limited to: preparing and reviewing loan documentation; collecting and/or obtaining the necessary items to close loans such as: organizational documents, lien searches, flood certificates, appraisals, environmental screenings and insurance. They work directly with the settlement agents, bank counsel and customers to ensure everything gets to closing and funds are sent in a timely manner.

While each person in the group has an area of expertise they are all assigned a variety of loan types to administer. This keeps the work flowing and training level high within the group. Whatever the loan type may be or the creative financing involved, rest assured, under Mariana's leadership, this group has the experience and knowledge to get the job done and the customer to settlement.

Maryland Chamber's Business Day in Annapolis



Left: Monument Bank employees Debbie Colliton and Deb Kahley attended the Maryland Chamber of Commerce Business Day in Annapolis on January 19th as part of the team representing the Greater B-CC Chamber. Clockwise from top left is: The Chamber team, U.S. Rep. Chris Van Hollen; panel speakers including from left: Del. Anthony O'Donnell, House Minority Leader, Senate President Thomas Mike Miller, Senate Minority Leader E. J. Pipkin, Bill Riley, Chair of the Maryland Chamber and Del. Michael E. Busch, Speaker of the Maryland House of Delegates.

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SBA Lending Ranks High (contd. from pg. 1)

2. **504 Debt Refinance**, a new type of SBA loan licensed through September 27, 2012. It is structured the same as the 504 loan. The 504 Debt Refinance Program allows for cash out refinancing of owner-occupied property for the working capital needs of the business.

3. **7(a) Loans** are term loans for a variety of purposes including expansion, renovation, new construction, purchase of land, buildings, fixtures, lease-hold improvements or working capital. The benefits include long-term financing, a fixed maturity with no balloons and no prepayment penalty for loans less than 15 years.

4. **CapLines and SBA Express Loans** are revolving credit facilities to finance seasonal and/or short term working capital needs.

With the unexpected success of our SBA lending in such a short time period, what is the next step? The Bank has a goal of achieving *Preferred Lender* status by the second quarter of 2012. *Preferred Lender* certification means that the SBA delegates authority to the financial institution to issue the SBA guarantee, which means shorter approval and turn-around time once the application is fully complete.

"It has been a pleasure working with Ron and with Monument Bank", says Carlos Fernandes, President of Chevy Chase Contractors, Inc. "Ron took the time to really understand our business and our borrowing needs. He examined the information we provided in great detail and advised us well on the best plan to help us achieve our business goals. We have been a part of some very significant projects including the new Walter Reed Hospital facility, the Intercounty Connector, the FDA Building at White Oak in Silver Spring and the Wilson High School expansion and renovation, just to name a few. Monument Bank is truly our financial "partner".

Monument Bank wants to make loans to qualified candidates. To learn more about our SBA Loan Program, contact Ron Warrick at 301.841.9518 or at rwarrick@monumentbank.com.

Providing Capital Solutions



**CHEVY CHASE
CONTRACTORS, INC.**

In 2011 Chevy Chase Contractors, Inc. participated in Monument Bank's **SBA Loan Program** which provides capital solutions for growing companies. Some of Chevy Chase Contractors, Inc. high-profile projects include:

- The new Walter Reed Hospital Facility*
- Wilson High School Expansion and Renovation*
- The Intercounty Connector*
- The FDA Building at White Oak in Silver Spring*



We'd like to work with you.
 Call Ron Warrick at 301.841.9518
 or email rwarrick@monumentbank.com

www.monumentbank.com Member FDIC Equal Housing Lender

Above: Chevy Chase Contractors, Inc. worked with Monument Bank to create this ad that promotes the Bank's various lending programs, including the rapidly growing SBA Guaranty Loan Program.