



# JOHN MARSHALL BANCORP

2019 Annual Report



A PLAN TO **BUILD.**  
A PATTERN OF **GROWTH.**

# Industry Specialties



Nonprofits & Associations



Health Services



Professional Services



Title & Escrow Services



Property Management



Community Associations



Schools  
(Private & Charter)



Government Contractors



Commercial Real Estate



Business Banking

## Redefining Banking

Our world is rapidly evolving. Technology has afforded us the tools needed to efficiently serve our clients and their businesses – without having to sacrifice convenience. Through our Online and Mobile Banking capabilities, businesses have full access to their accounts.

### Business Online Banking

Clients have the ability to set up wire transfers, pay designated vendors or simply track their account activity with Business Online Banking.

### Business Mobile Banking

For the business owner who's on the go or the CFO that's always on the clock, Business Mobile Banking provides the flexibility for clients to check in on their accounts and complete a number of transactions.

### Remote Deposit Capture (RDC)

For businesses that have a sizeable number of check deposits, Remote Deposit Capture provides a convenient and efficient solution. We install the device in the client's office and provide ongoing support through our Treasury Management team.

### Positive Pay

For a nominal monthly fee, clients can add this powerful fraud prevention tool. Only the debts that are authorized by the account holder are cleared.

# Letter to Shareholders

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In our nearly 40 years in the business community, we have witnessed the ebbs and flows of both the local and global economy. In the early 1990s, it was the sudden decline in commercial real estate values. In 2001, it was the traumatic aftermath of 9/11. In 2008, it was an unprecedented recession and housing market crash. And now in 2020, it's the recent COVID-19 outbreak. But through every devastating event, we have seen the resolve of Americans whose spirit and diligent efforts enabled us to successfully move forward as a nation.

While the significance and consequences of the coronavirus outbreak are evolving, we encourage our partners to maintain perspective. Our collective interest in advancing the vision of the Bank is a long-term investment. A long-term investment that will continue to drive our decisions and direction.

Although we didn't anticipate the coronavirus outbreak and its impact, our team has been proactive in responding with expertise and careful navigation of the financial markets. In spite of the turbulence of current domestic and global events, we believe John Marshall Bank (JMB) is well-positioned for the future. This is partly due to the success of the previous year that was marked by the implementation and successful execution of growth and risk management initiatives.

In fact, we're pleased to report that 2019 delivered a record financial performance, driven by our committed team of bankers and employees. Through their dedication, they have strengthened existing partnerships while aggressively targeting prospective clients. Thanks to our team's efforts, we've been able to attract and sustain critical relationships in a variety of industry segments, expanding our presence in the region as a leading business bank.

Indeed, 2019 has distinguished itself as a year rife with opportunities to build on JMB's strong foundation, while demonstrating a defined pattern of growth. Now, when we use the term "opportunities," we're moving past the figurative language and towards

tangible, measurable objectives. Throughout the year, our team has been able to map out qualitative and quantitative milestones that have turned opportunities into concrete accomplishments. This 2019 Annual Report will provide a comprehensive review of the first wave of these objectives including:

**1. Industry Specialties:** We identified nine industry segments and created targeted banking packages for businesses within these industries. Each segment has a designated team of bankers who understand the regional markets and can leverage their expertise to provide a holistic experience for our clients. In the midst of our campaign towards these nine industries, we have continued to extend our marketing efforts towards businesses within other sectors throughout the region.

**2. Technology:** Last year, JMB implemented the powerful construction lending software, Built. Built provides a secure, cloud-based platform to streamline our loan administration process, ensuring compliance and managing risk while improving the overall client experience. Additionally, our newly redesigned website - equipped with highly responsive features, an enhanced user experience and contemporary layout - officially launched in December of 2019.

**3. Consumer Products & Services:** The Freedom Checking and Supreme Checking accounts were introduced in Q2 of 2019. These attractive accounts responded to the needs of our diverse client base





**Increase in Earnings Per Share**



**Gross Loan Increase**



**Gross Deposit Increase**

and provide an opportunity to increase our deposits. Additionally, 2019 proved to be a rewarding year for our consumers as we introduced Zelle® – the hassle-free fund transfer app – as well as fee-free ATMs, worldwide.

**4. Staff:** JMB had the privilege of hiring 23 new employees in 2019, including pivotal leadership positions that will be instrumental to executing our growth strategy in regional markets.

**5. Community Involvement:** Embedding ourselves into the neighborhoods we serve has become a JMB standard over the years. Our service to the region is not an annual goal but a virtue of our identity as a community bank. We’ve included the service of our staff over the year to both recognize their dedication to our core values and emphasize the importance of community involvement at JMB.

With consideration to our strong financial performance for the past year, it’s important to keep in mind the internal investments we’ve made towards the Bank’s long-term vision. Even with these internal investments, advancing our financial priorities has remained at the forefront of our strategic direction as evidenced by record earnings for both the 4th Quarter of 2019 and the year as a whole.

For the twelve months that ended on December 31, 2019, earnings per share increased by 31.5%. Gross loans increased \$164.1 million - or 14.1% - to \$1.33 billion. Total deposits increased \$170.3 million - or 15.0%

to \$1.31 billion. The credit quality of our loan portfolio remains very strong; there were no non-performing loans, no other real estate owned and no loans more than 30 days past due as of December 31, 2019.

To our shareholders, we want to assure you of our commitment to accountability and transparency as we protect your investment and work together to provide you with favorable returns and deliver sustainable shareholder value. Through the guidance of our engaged Board of Directors, dedicated executive team and phenomenal staff, we are confident in JMB’s ability to continue to solidify itself as the prominent business bank in the Greater DC region. We want to express our gratitude and appreciation to our clients who have trusted us with their finances and banking relationship. We also want to thank our investors for your continued partnership and ongoing support. For our clients and partners that have been impacted by the coronavirus outbreak, our hearts and thoughts are with you. We’re standing united in the fight against the impact of the pandemic and we’re here to assist with the resources at our disposal.

Together, we’re taking on the challenge of building towards our future success at John Marshall Bank. Even through the uncertainties caused by the COVID-19 outbreak, we’re enthusiastic about the opportunities that lie ahead in 2020 as we leverage our strengths and position JMB to be the premier business bank in the Greater DC region.

**Jonathan Kinney**  
Chairman of the Board

**Christopher W. Bergstrom**  
President & Chief Executive Officer

# JOHN MARSHALL BANCORP, INC.

## Consolidated Statements of Income

Years Ended December 31, 2019 and 2018

(In thousands, except per share data)

<b>Interest and Dividend Income</b>	<b>2019</b>	<b>2018</b>	<b>% Change</b>
Interest and fees on loans	\$ 63,920	\$ 53,716	19.0%
Interest on investment securities, taxable	2,528	1,757	43.9%
Interest on investment securities, tax-exempt	135	330	-59.1%
Dividends	424	470	-9.8%
Interest on federal funds sold	1	1	0.0%
Interest on deposits in banks	1,982	1,616	22.6%
Total interest and dividend income	68,990	57,890	19.2%
<b>Interest Expense</b>			
Deposits	17,817	11,307	57.6%
Federal Home Loan Bank advances	1,015	1,393	-27.1%
Subordinated debt	1,487	1,487	0.0%
Other short-term borrowings	3	3	0.0%
Total interest expense	20,322	14,190	43.2%
Net interest income	48,668	43,700	11.4%
<b>Provision for loan losses</b>			
	1,170	1,069	9.4%
Net interest income after provision for loan losses	47,498	42,631	11.4%
<b>Noninterest Income</b>			
Service charges on deposit accounts	556	508	9.4%
Bank owned life insurance	501	525	-4.6%
Other service charges and fees	180	194	-7.2%
Gain on sales and calls of securities	14	—	N/M
Other operating income	84	10	740.0%
Total noninterest income	1,335	1,237	7.9%
<b>Noninterest Expenses</b>			
Salaries and employee benefits	18,012	18,327	-1.7%
Occupancy expense of premises	2,179	2,030	7.3%
Furniture and equipment expenses	1,420	1,307	8.6%
Other operating expenses	7,090	6,858	3.4%
Total noninterest expenses	28,701	28,522	0.6%
Income before income taxes	20,132	15,346	31.2%
<b>Income Tax Expense</b>			
	4,211	3,172	32.8%
Net income	\$ 15,921	\$ 12,174	30.8%
<b>Earnings Per Common Share</b>			
Basic	\$ 1.22	\$ 0.95	28.4%
Diluted	\$ 1.17	\$ 0.89	31.5%

See Notes to Consolidated Financial Statements.

# JOHN MARSHALL BANCORP, INC.

## Consolidated Balance Sheets

December 31, 2019 and 2018

(In thousands, except share and per share data)

<b>Assets</b>	<b>2019</b>	<b>2018</b>	<b>% Change</b>
Cash and due from banks	\$ 7,471	\$ 7,853	-4.9%
Interest-bearing deposits in banks	87,019	93,716	-7.1%
Federal funds sold	–	126	N/M
Securities available-for-sale, at fair value	122,729	61,055	101.0%
Securities held-to-maturity, fair value of \$35,589 in 2018	–	36,177	N/M
Restricted securities, at cost	7,188	7,283	-1.3%
Equity securities, at fair value	431	120	259.2%
Loans, net of unearned income	1,325,532	1,161,455	14.1%
Allowance for loan losses	(10,756)	(9,731)	10.5%
Net loans	1,314,776	1,151,724	14.2%
Bank premises and equipment, net	2,318	2,852	-18.7%
Accrued interest receivable	4,010	3,623	10.7%
Bank owned life insurance	20,118	19,617	2.6%
Other real estate owned	–	379	N/M
Right of use assets	7,254	–	N/M
Other assets	8,569	10,096	-15.1%
Total assets	\$ 1,581,883	\$ 1,394,621	13.4%
<b>Liabilities</b>			
Deposits:			
Non-interest bearing demand deposits	\$ 273,459	\$ 222,299	23.0%
Interest bearing demand deposits	428,529	367,656	16.6%
Savings deposits	29,208	6,987	318.0%
Time deposits	577,508	541,426	6.7%
Total deposits	1,308,704	1,138,368	15.0%
Federal funds purchased	12,000	15,001	-20.0%
Federal Home Loan Bank advances	62,000	68,500	-9.5%
Subordinated debt, net of unamortized issuance costs	24,630	24,581	0.2%
Accrued interest payable	1,106	1,243	-11.0%
Lease liabilities	7,474	–	N/M
Other liabilities	3,987	4,910	-18.8%
Total liabilities	1,419,901	1,252,603	13.4%
<b>Shareholders' Equity</b>			
Preferred stock, par value \$0.01 per share; authorized 1,000,000 shares; none issued	–	–	–
Common stock, nonvoting, par value \$0.01 per share; authorized 1,000,000 shares; none issued	–	–	–
Common stock, voting, par value \$0.01 per share; authorized 20,000,000 shares; issued and outstanding, 13,127,661 in 2019 including 51,548 unvested shares, 12,900,125 in 2018 including 86,400 unvested shares	131	128	2.3%
Additional paid-in capital	87,435	85,127	2.7%
Retained earnings	73,639	57,718	27.6%
Accumulated other comprehensive income (loss)	777	(955)	181.4%
Total shareholders' equity	161,982	142,018	14.1%
<b>Liabilities and Shareholders' Equity</b>	\$ 1,581,883	\$ 1,394,621	13.4%

See Notes to Consolidated Financial Statements.

# Executive Team



**Christopher W. Bergstrom**  
President &  
Chief Executive Officer



**William J. Ridenour**  
Senior Executive Vice President  
Chief Banking Officer



**Carl E. Dodson**  
Senior Executive Vice President  
Chief Operating Officer & Risk Officer



**Kent D. Carstater**  
Executive Vice President  
Chief Financial Officer



**Andrew J. Peden**  
Executive Vice President  
Chief Lending Officer



**Jason R. McDonough**  
Executive Vice President,  
Director of Commercial Real Estate



**Sheila Yosufy**  
Senior Vice President  
Director of Business Development



**Kelly Bell**  
Senior Vice President,  
Director of Retail Banking



**Linda M. Fourney**  
Executive Vice President  
HR Director



**Ted M. Johnson**  
Alexandria  
Regional Executive



**Sonia N. Johnston**  
Arlington  
Regional President



**Edward S. Harrington**  
DC/MD  
Regional President



**James N. Estep**  
Fairfax/Reston  
Regional Executive



**Paul W. Bice**  
Loudoun  
Regional President



**Todd W. Hewitt**  
Prince William  
Regional Executive

# Board of Directors



**Jonathan C. Kinney**  
Chairman of the Board



**Christopher W. Bergstrom**  
President &  
Chief Executive Officer



**Philip W. Allin**  
Executive Vice President  
Interiors by Guernsey



**Philip R. Chase**  
Owner and Principal  
Synergis LLC



**Jean M. Edelman**  
Co-Founder  
Edelman Financial Services, LLC



**Michael T. Foster**  
President  
MTFA Architecture, Inc.



**Mike Garcia**  
President, Mike Garcia  
Construction Inc.



**Subhash K. Garg**  
Co-Founder and Principal  
Wiener & Garg LLC



**Ronald J. Gordon**  
Founder and CEO  
ZGS Communications



**O. Leland Mahan**  
Senior Partner, Hall, Monahan,  
Engle, Mahan & Mitchell



**Lim Ngunonly**  
Founder and President  
Princess Jewelers

# Technology

## Software Implementation:

In order to sustain our momentum of success within the Commercial Real Estate industry we implemented Built, the market-leading construction finance software. Built is a cloud-based software that increases operational efficiency by providing a centralized, online solution for construction loan management. It's compatible with a variety of construction loans including builder lines of credit, acquisition and development loans, multi-family residential loans, and commercial real estate projects. The system is able to conduct a multitude of functions such as:

- Consolidate key loan information and documents in one, secure online platform to streamline the process of requesting, sharing and managing data
- Effortlessly track collateral, audit trail of key activities and provide complete transparency throughout the loan process
- Enhance digital experience for end-users by providing 24/7 access, allowing them to easily view balance and request draws and inspections
- Mitigate risk by utilizing "Built Insights" to analyze data, monitor portfolio, eliminate manual processes, and provide real-time alerts

**\$750**

Million in  
CRE Loans

**\$250+**

Million in  
Construction  
Loans



## New Website Launch

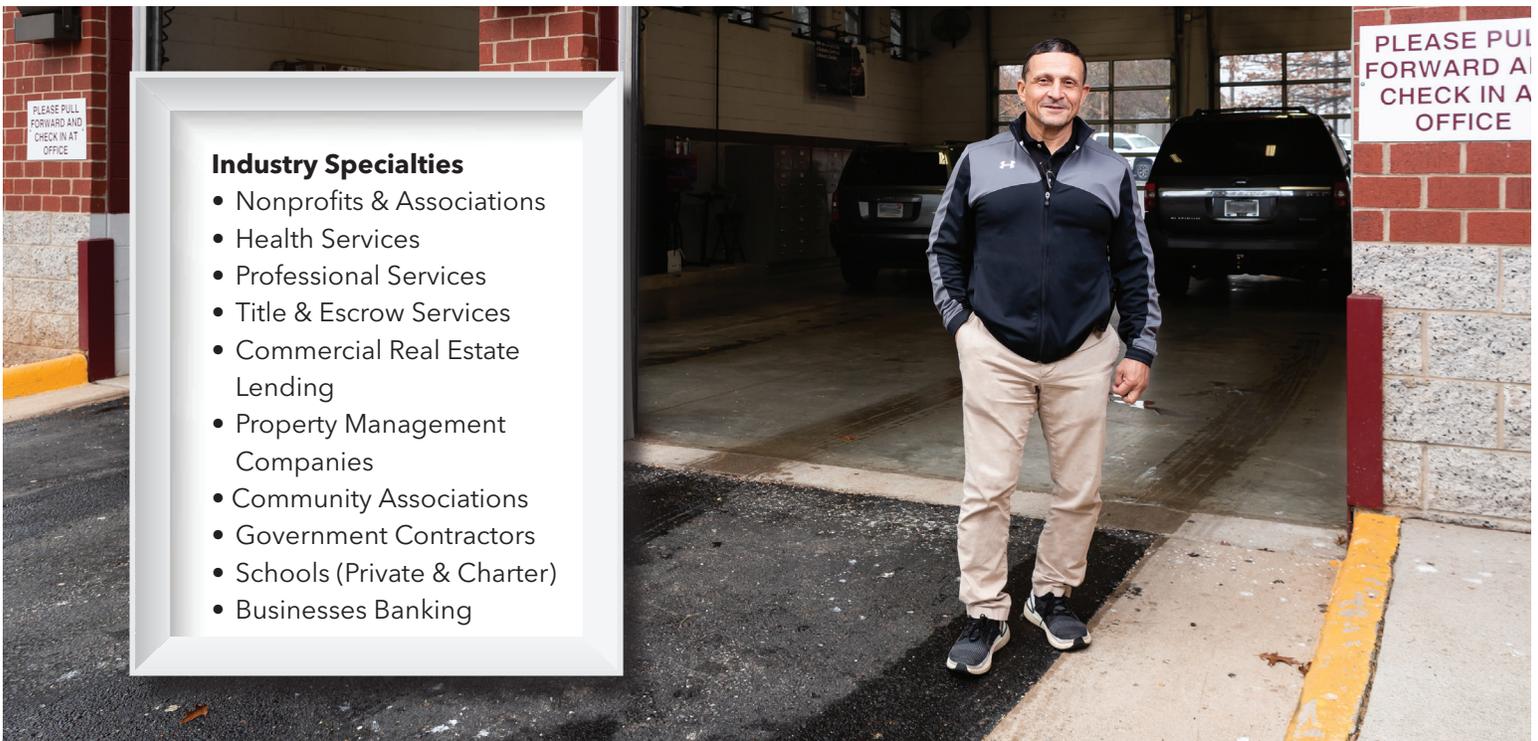
In a world where 63,000 Google searches are conducted per second and 3.8 billion people - roughly 40% of the world's population - is using the internet, establishing an online presence is imperative. To meet the growing technical expectations of our customers and prospects while also establishing a stronger digital platform for growth, we re-engineered and launched a new JMB website. The newly redesigned site is an extension of our commitment to innovation, reflecting a modern layout and responsive functionality designed to improve the user experience on both our online and mobile platforms.

By utilizing search engine optimization techniques and content development strategies, our updated website serves as both a resource for existing customers and a marketing tool for prospects. An integral component of the site architecture are dedicated pages for the industry segments we serve. Each page contains targeted services, lending solutions, banking products, and client testimonials unique to these industries.

# Business Overview

A core differentiator at John Marshall Bank has been our ability to recognize a diverse set of industries and develop comprehensive packages to serve their specific financing and banking needs. The nine industry segments we've designated are part of a larger effort to enhance our business banking presence in the regional markets. While we specialize in these segments, we are not limited to them in our services and offerings.

By leveraging our collective insight and industry experiences, we've been able to build dedicated industry segment teams that provide relationship banking services to each respective industry. This strategic approach was designed to optimize our targeted efforts throughout designated markets in the Greater DC region. Each segment is equipped with a team of industry banking experts who understand the financial nuances and regulatory environments that are unique to the respective fields.



## Industry Specialties

- Nonprofits & Associations
- Health Services
- Professional Services
- Title & Escrow Services
- Commercial Real Estate Lending
- Property Management Companies
- Community Associations
- Government Contractors
- Schools (Private & Charter)
- Businesses Banking



"John Marshall Bank has been instrumental in the growth of our auto body shop business. Over the years, they've supported our expansion plans through a number of lending and financing solutions including real estate loans, equipment loans and refinancing loans. In addition to managing the majority of our accounts, we've recently transitioned the main operating account over to JMB for our newest business location in Merrifield. I've also benefited from their personal Money Market Savings Account that has provided great returns on my deposit balance. We're looking forward to continuing our financial partnership with JMB as we expand our auto body shop network throughout the Northern Virginia market."

- Nedal Khatib, President of Chantilly Auto body

# Commercial Real Estate

In 2019, our Commercial Real Estate (CRE) lending team surpassed \$250 million in construction loan outstandings and \$750 million in total CRE loans, including construction. Whether it's assisted living communities or high-end wineries, we've provided financing and lending services for developers looking to purchase, refinance, develop, or construct non-owner occupied real estate and commercial properties.

## CRE Pillars

- Responsive Service
- Local Decision-Making
- Market & Industry Knowledge
- Creative & Flexible Financing Solutions
- Innovative Technology



"John Marshall Bank has been a pillar of support for our nonprofit organization. Their help and expertise has allowed us to assist dozens of families and senior citizens experience the joys of having a home. Their Commercial Real Estate lending team has guided us through the development of multiple senior assisted living communities throughout the DC Metro area. Our banking relationship with JMB started in 2013. John Marshall Bank's dedication to our vision and mission combined with their expertise in the industry has been – and continues to be – instrumental in our efforts of providing affordable housing to those who need it most."

– John Spencer, CFO & Leila Finucane, CEO, Victory Housing

# Nonprofit

The nonprofit industry faces unique regulatory requirements that can sometimes translate into financial challenges. We responded to these challenges while also functioning in an advisory role to support our client's goals and objectives. We decided to show our appreciation for for clients who service the greater community by waiving the monthly maintenance fee on their choice of two Treasury Management Services.

## Giving Back to Those Who Give Most:

- Remote Deposit Service
- ACH & Same Day ACH Origination
- Online Wire Transfer
- Fraud Prevention – Positive Pay for Checks & ACH



"We switched to John Marshall Bank after consistently running into issues with our previous banking relationships. Since 2008, JMB has provided our team a level of concierge service and attention to detail that has truly set them apart. Through their dedicated bankers, we've been able to open a robust line of credit to cover our overhead costs and condense multiple accounts under one roof, making it much easier to keep track of our finances. As a Volunteer Rescue Squad, we understand that being knowledgeable and responsive is crucial to those who depend on the care and attention we provide. That's why we can confidently say that we've made the right choice by selecting JMB as our financial partner."

– Tammy Smith, Volunteer, Loudoun County Volunteer Rescue Squad



# Business Banking

Businesses are the fingerprints that distinguish our region and contribute to the unique character of the DC Metro area. From rapidly growing tech firms to sole proprietors that have served local neighborhoods for decades, JMB supports dozens of small businesses with the resources and treasury management services that foster both sustenance and growth.

## Big Benefits for Small Businesses

- Checking & Savings Accounts
- Loans & Lending Solutions
- CDARS® & ICS®
- Remote Deposit Capture
- Treasury Management Services



"We recently switched our banking relationship to John Marshall Bank. Since partnering with JMB, they have helped us expand and enhance our wine bar through their business loans including financing leasehold improvements."

– Emil & Kim (not pictured) Wigode, Owners, Bottle Stop Wine Bar

# Government Contractor

With Capitol Hill being right in our backyard, targeting the government contracting industry was a calculated - yet practical - decision. At least 23% of contracts are federally mandated towards small businesses, making Government Contractors a substantial prospect for lending and financing opportunities.

## Bid on Excellence

- Analyzed account with fees offset by JMB's premium earnings credit
- Fee-Free Remote Deposit Capture
- Free e-Statements with check imaging - 18 months history
- Free Direct Connect with QuickBooks®



"It was Christmas Eve in 2015 and the company that manages my payroll did not process payment from my account at John Marshall Bank. I called the Deposit Ops team at John Marshall Bank to help. Every single person in this department stayed well past the holiday closure time to ensure my employees received payment. To achieve this magnificent customer service involved over 25 wires. The teamwork at John Marshall Bank rocks! "

- Vicki Vasques, President, Tribal Tech, LLC



# Property Management

Property management companies are a great source of deposits due to the high volume of financial transactions they incur on a monthly basis including rental deposits, check collections, account management, and more.

## Streamlined Services, Increased Efficiency

- Simplified Collection Process with Lockbox Services
- Escrow Manager
- Remote Deposit Capture for Tenant Checks



"We chose to switch to JMB for a number of reasons including their great staff of experienced professionals. They bring us the best of both client-centered community banking and big-bank capabilities. We've never gotten this level of personalized service from a big bank! As a local business ourselves, we're advocates for partnering with institutions that are committed to our community and John Marshall Bank has proven itself as an integral part of our local economy. "

– Sue & Craig Richey, Owners, Richey Property Management, LLC.

# Charter School

The educational sector, particularly private and charter schools, require distinct banking and financing needs. Their account structures contribute to a significant number of deposits while the nature of the industry demands consistent renovations to existing locations or financing for the development of a new site.

## Savings that Add Up

- Financing for new construction, build outs & purchase of a new building
- Discounts offered for schools needing bulk purchases
- Funding working capital & payroll expenses



"As an independent school, we have a number of moving parts when it comes to our banking and finances. JMB has been a wonderful partner, supporting us in a number of ways including refinancing two existing loans and consolidating our deposit relationships with two former banks into one account. Their banking team has exceeded our expectations, providing a consultative approach to our strategic growth initiatives. Needless to say, we are looking forward to building upon our solid financial partnership with John Marshall Bank."

- Jennifer Bohnen, Head of School, Green Hedges School



# Building: Consumer Products

As a business bank, our primary focus is to build partnerships with businesses and organizations in the Greater DC region. However, we realized that our commercial relationships were also an opportunity to promote our consumer products and increase our deposits.

In 2019, we decided to build a comprehensive suite of client-centered products to meet the evolving needs of our customers. We successfully launched two new personal checking accounts, enhanced our 6/5 Adjustable Rate Mortgage (ARM) and Home Equity Line of Credit (HELOC) products, introduced free, unlimited ATM withdrawals on all of our checking accounts and announced a construction-to-perm financing product.

## Deposits

**Freedom Account:** This bank account is exclusive to an online banking relationship with paperless, e-Statements. For a minimum opening deposit of \$10, this account provides full access to our online and mobile banking services. Customers can enjoy a fee-free checking experience with a host of benefits featured below.

**Supreme Checking Account:** This is a high-yield reward checking account in which the customer can earn a premium rate for 6 months on the portion of their balance up to \$250,000.00 (and a lower rate for that portion of their balances greater than \$250,000.00) – provided they meet the qualifying conditions. A sampling of benefits are listed below.

### FREEDOM CHECKING

- FREE MasterCard Debit Card
- FREE Unlimited ATM withdrawals, worldwide
- FREE Online and Mobile Banking
- FREE Email or text alerts
- No minimum balance requirement to avoid fee
- No monthly service charge
- No monthly transaction limits

### SUPREME★CHECKING

- Free Standard check orders through JMB
- Free Notary services
- Free 1 time wire transfer/cashier's check per month
- Free 1x Stop Payment per month
- 1x option of 0.25% rate bump on any standard CD
- No Non-Sufficient Funds (NSF) Fees

## Consumer Lending

**6/5 ARM:** As our sole mortgage lending product, we introduced a lower Annual Percentage Rate (APR) for consumers who opened or maintained a banking relationship with us, incentivizing new account openings.

**Construction-to-Permanent:** This new 6/5 ARM product features construction financing with only one closing for owner-occupied primary residences. Construction must be completed within 18 months and once the home is built, the loan automatically adjusts to principal and interest payments at the end of construction.

**HELOC:** Our HELOC product has a low introductory APR for the first six months with a 25-year term. The line features a 10-year interest-only draw period and a 15-year principal and interest repayment period.

## Staff



At JMB we're always looking for ways to add value to our clients. As a result, we've been aggressively hiring veteran bankers who can contribute their wealth of experience to our strategic growth initiatives. Recent hires have included a Business Development Officer, Treasury Sales Manager and Market Executive for the Maryland region of our branch.

We also believe in recognizing the strengths of our staff and supporting their career development. The volume of internal promotions in 2019 reflects our employee's level of engagement and ownership of JMB's long-term vision. We've promoted numerous positions including a Regional Executive for the Tyson's Corner branch and Assistant Vice President of Commercial Lending.



### **Community Involvement**

Every year, our staff contributes hundreds of hours in service to the community through outreach participation, volunteering for local nonprofits, leading through Board memberships, attending fundraising events, and participating in financial education training.

### **Volunteer Spotlight**

Todd Hewitt, Regional Executive in Prince William County and James Estep, Regional Executive in Fairfax, have both served as emergency responders in Northern Virginia. Todd has been a faithful member of the Prince William County Department of Fire and Rescue for over 10 years. James, on the other hand, has dedicated over 12 years of service as an EMT in both Fairfax County and Loudoun County.

# Mission

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Building value by delivering tailored banking services and exceptional client experiences.

# Core Values

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## (HERO)

### Honesty

Our community banking practices are built on the principles of integrity, transparency and honesty.

### Excellence

We strive to conduct each transaction and services with the highest standard of excellence. From the multi-million dollar construction loan to the multi-family bank accounts.

### Responsiveness

Our community bankers are known for providing the highest standard of customer service, prompt, personalized attention, and strategic insight. All available in just a quick phone call or email.

### Ownership

We believe in personal accountability. By internalizing the mission and vision of JMB, we take on full ownership and responsibility of not just the success of our business, but your business as well.

# Locations

## VIRGINIA



640 Franklin St., **Alexandria, VA 22314**

2300 Wilson Blvd., Ste.120, **Arlington, VA 22201**

842 South King St., **Leesburg, VA 20175**

1943 Isaac Newton Sq. E, Ste.150, **Reston, VA 20190**

8229 Boone Blvd., Ste.102, **Tysons, VA 22182**

14130 Noblewood Plz., Ste. 201, **Woodbridge, VA 22193**

## DC



1401 H St., NW, Ste. 702, **Washington, DC 20005**

## MARYLAND



11 N. Washington St., Ste. 100, **Rockville, MD 20850**

### Independent Accountants:

Yount, Hyde & Barbour, P.C.

Winchester, Virginia





# JOHN MARSHALL BANCORP

**John Marshall Bancorp, Inc.**

1943 Isaac Newton Sq.,

Ste. 100

Reston, VA 20190

[JohnMarshallBank.com](http://JohnMarshallBank.com)