



VIRGINIA COMMERCE BANK

# The VCB Newswire

Summer 2009

## VCB Is Here to Lend to Businesses and Individuals We're even here to lend to help man's best friend.

Amy Nichols and Mike Schlegel, partners in marriage and business, identified an opportunity to serve dogs and their busy owners, so they founded Dogtopia® (formerly Happy Tails Dog Spa), a full-service dog day care, spa and boarding facility in 2002 in Tysons Corner.

Like many business owners, Amy and Mike were greatly affected by last year's economic downturn. In fact, due to tighter lending parameters, their former bank limited Dogtopia's two revolving lines of credit right when they needed money the most to maintain operations and finance growth. So, Dogtopia's owners turned to a customer service-oriented community Bank, VCB.

Working with Amy and Mike, VCB was able to find the right solution for them by structuring a financial program to pay off their loan with their former bank and give them additional funds for Dogtopia's operations. VCB utilized the SBA's 7a Program, which received extra funding through the recent Stimulus Act and provided VCB a 90% SBA guaranty with no fees to either the Bank or borrower. This program lets VCB offer a more flexible repayment schedule, easing pressure on a business's

cash flow during a tough economic stretch. By eliminating their fees, VCB helped Amy and Mike save approximately \$15,000.

Like VCB, Dogtopia has committed itself to reaching out to local communities by sponsoring foster dogs, holding safety classes and hosting fundraisers. This July 18-19, Dogtopia will hold its 5th annual dog wash for K-9 Support, Inc., its charitable division that helps working dogs around the world. This year's event proceeds will benefit local law enforcement K-9 units. Learn more at the Dogtopia Web site, [www.dogdaycare.com](http://www.dogdaycare.com).



Amy Nichols, Dogtopia CEO, with Griffin

As a result of Dogtopia's success and the growth VCB proudly supports, Amy and Mike not only own the two original Dogtopias in Tysons Corner and North Bethesda, but they have also franchised their successful model

in metropolitan areas across the country, for a total of 20 Dogtopia stores, including 4 in Northern Virginia.

VCB is here to lend a helping hand to help you reach your goals, too. Call **(703) 534-0700** to talk to our Business Lending specialists; or call **(703) 961-0160** for VCB's Consumer Lending or Mortgage specialists.

### Get VCB eNews & Give Your Feedback

Are you receiving the latest VCB news and promotions via email? If not, it's easy to sign up today at your local branch or to opt-in from our home page at [VCBOnline.com](http://VCBOnline.com).

Also, watch for our eSurvey in August. Take this opportunity to tell us how well VCB is meeting your needs. Your valuable feedback helps us determine how we can exceed your expectations and continue to *Make the Difference* in your banking.

### Your Deposits Are Safer Than Ever

Congress recently approved an extension through December 31, 2013 for the increase in FDIC deposit insurance coverage to at least \$250,000 per depositor. Also remember that the unlimited guarantee for non-interest bearing deposits remains in effect until December 31, 2009. To learn more, call **1-877-ASK FDIC**, visit [www.fdic.gov](http://www.fdic.gov) or visit a VCB branch.

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## Children Can Be Smart about Money – No Kidding!

### VCB Spreads Savings Buzz to Students

In conjunction with the American Bankers Association's Nation-wide Teach Children to Save initiative this April, Lisa Bluntzer (VCB Lending) visited kindergarteners at Virginia Run Elementary School in Centreville, and Toni Roussel (VCB Marketing) visited second-graders at Signal Hill Elementary School in Manassas. A total of 190 students learned about the importance of saving money, methods of saving, opening and maintaining a savings account, interest and basic budgeting, which also met Virginia's Standards of Learning. In a related activity, students received play money to practice budgeting and depositing. Students went home with bookmarks bearing savings reminders, pencils made from recycled money, educational resources for parents/guardians and invaluable savings knowledge.

To read more about the Teach Children to Save program and to get other savings resources from the ABA's Education Foundation, visit [www.aba.com](http://www.aba.com).

### Financial Resources for Kids

When's the best time to teach kids about finances? *Anytime.*

No matter a child's age, you can model strong examples of money-management, provide open discussion about money and finances and allow room for kids to learn from their own mistakes and successes. And if you'd like to make learning about money a bit more *interest*-ing, you can check out these resources:

- *Follow the Money!* by Loreen Leedy — In this story, elementary-aged kids can discover how money circulates by following a day in the life of George, a newly-minted quarter.
- *Money Sense for Kids* by Hollis Page Harman — This book will help satisfy preteens' curiosity about money with questions and answers as well as activities and games.
- *The Motley Fool Investment Guide for Teens* by David and Tom Gardner — A witty yet wise look at saving and investing from the popular personal-finance duo from Alexandria, VA.
- <http://www.usmint.gov/kids> — At this government site, games, stories and activities teach the history and value of coins.
- <http://www.minyanland.com> — The Council for Economic Education co-sponsors this fun site for kids and families.



### Cougar Bank Gives Students Financial Lessons to Last a Lifetime

The students of Mountain View Elementary School in Prince William County take the subject of saving money seriously. For 30 minutes each Wednesday during the school year, student-run Cougar Bank opens to receive savings deposits from students with accounts. Fifth graders operate Cougar Bank under the guidance of Virginia Commerce Bank representatives, Amy Tanner (Battlefield branch, Manassas), Jennifer Whitesides (Walney branch, Chantilly) and Jeff Jerge (Mortgage Lending). Student employees of Cougar Bank experience the job process from interviews to training before taking their place behind the teller line to accept deposits, count money and provide receipts to fellow students.

At the beginning of the school year, Mountain View students and their parents receive information about opening a savings account at Cougar Bank. The bank, having just completed its 2nd year of operation, currently has 225 accounts. To reward student savers, local businesses provide account opening gift certificates, redeemable for sweet treats and other prizes. Cougar Bank averages 100 savings deposits a month, and students who deposit money at the school bank are entered in a monthly drawing for a Webkinz toy. Students can also make savings deposits at any Virginia Commerce Bank branch.

Mountain View Elementary School's Principal, Mrs. Fisher, along with teachers and parents, agree that students benefit greatly from this unique, hands-on experience, provided with the help of VCB. Learning how money works and how to save for short and long-term goals helps students meet the state's standards of learning; more importantly, it provides a solid foundation for students to make wise money decisions throughout their lives.