



FIRST VIRGINIA COMMUNITY BANK

CONVENIENTLY LOCATED IN YOUR OFFICE

11325 Random Hills Road :: Fairfax VA 22030

Main 703 436 3800 :: Fax 703 436 3820

March 19, 2012

Ethan Assal
Verasolve
9916 Logan Drive
Potomac, MD 20854

Dear Ethan,

I am writing to express my appreciation for all the marketing and public relations work Verasolve has done for FVCbank. You and your team have been integral in helping us to promote our Government Contractor Lending business, with the brochures you created and the updates to our website that you have made, among other projects. The information you were able to obtain by speaking with our clients, and the case studies and testimonials you put together from those discussions, are already resonating with important prospects. We are also receiving traction from the updated messaging and design on our website, and we are excited by the momentum.

Your assistance with our Reston grand opening, including planning, invitations, ribbon-cutting, catering and media promotion, was significant to the event's success. In addition, your work on our educational series event, including planning, developing the critical mailing list, invitation copy, design, printing and mailing, RSVPs, etc., has helped position this event and secure attendance of the appropriate audiences.

We are excited to be getting the word out about FVCbank's growth and success through your public relations efforts as well. The media interest you have gained for our newest branch opening and recent capital raise from the *Washington Business Journal* and *Bank Director*, among other publications, has been helpful in building awareness for the Bank. We also appreciate your coordination of our recent photography and copy for the client testimonial posters now displayed in our offices, and for our *SmartCEO* banking ad.

We would be happy to refer Verasolve to any of our contacts, and we look forward to continuing a successful relationship with you and your team.

Sincerely,

A handwritten signature in black ink, appearing to read "David Pijor".

David Pijor
Chairman
Chief Executive Officer

FVCbank.com