

Partnership Presentation 1:
**Mastering Niche Banking
Through Advanced Data
Technology**

Mike Kennedy

Green Check Verified

Jeff Trammell

Merchants & Marine Bank



Mastering Niche Banking Through Advanced Analytics

Today's Presenters



Mike Kennedy

Co-founder, Chief Strategy Officer
Green Check Verified

mkenedy@greencheckverified.com



Jeffery Trammell, CERP

Chief Operations Officer
Merchants & Marine Bancorp

jeff.trammell@mandmbank.com



Merchants & Marine Bank

Key Stats:

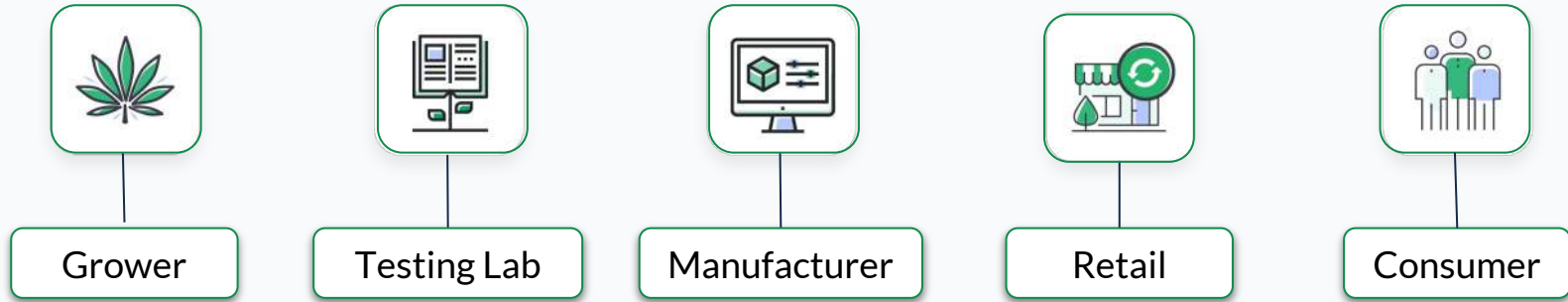
- Total Assets = \$794 Million
- Total Deposits = \$617 Million
- Gross Loans - \$449 Million
- 18 Branches and Offices Across the South Among Six Bank Divisions
- Started Working with Cannabis Clientele in 2022



**Merchants & Marine
Bank**



Banking the cannabis supply chain



✓ Low cost deposits

✓ Expansion into new market

✓ Loan opportunities

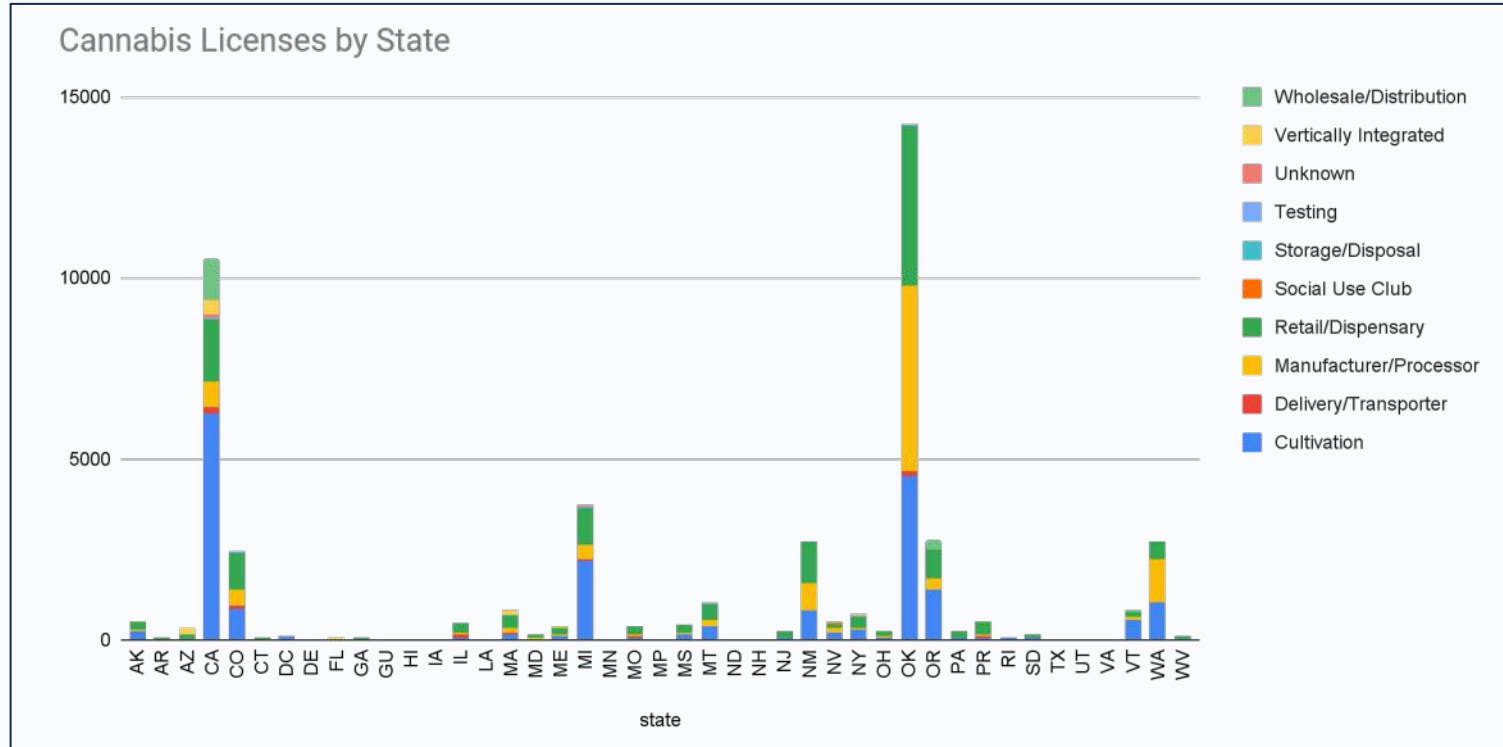
✓ Fee revenue

✓ Inclusivity and access

✓ Gain new skills and exposure



Banking the cannabis supply chain



Data Source: CRB Monitor (April 2024)



Building a compliant cannabis program is hard. Scaling a program is even harder



Legal cannabis businesses can't readily obtain financial services because most FIs can't / won't stand up the compliance infrastructure needed to serve this industry



A niche banking strategy oriented around data



Onboarding



Servicing



Oversight

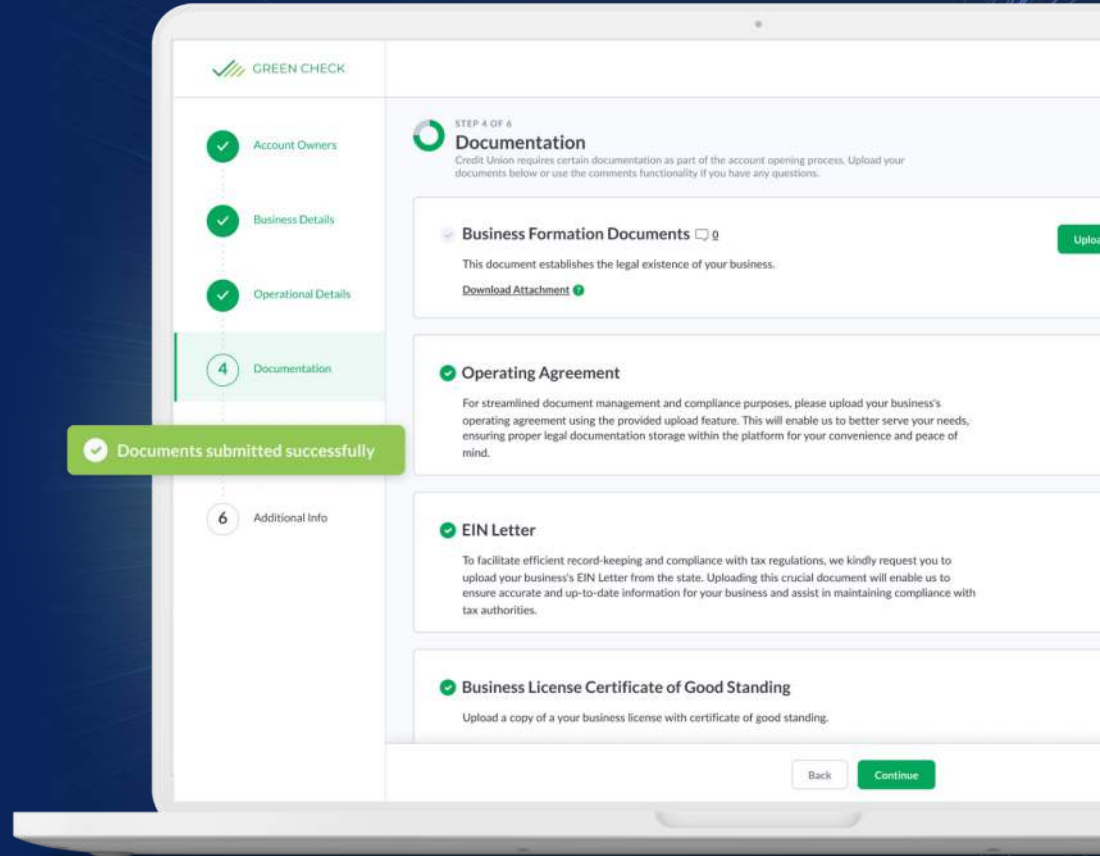


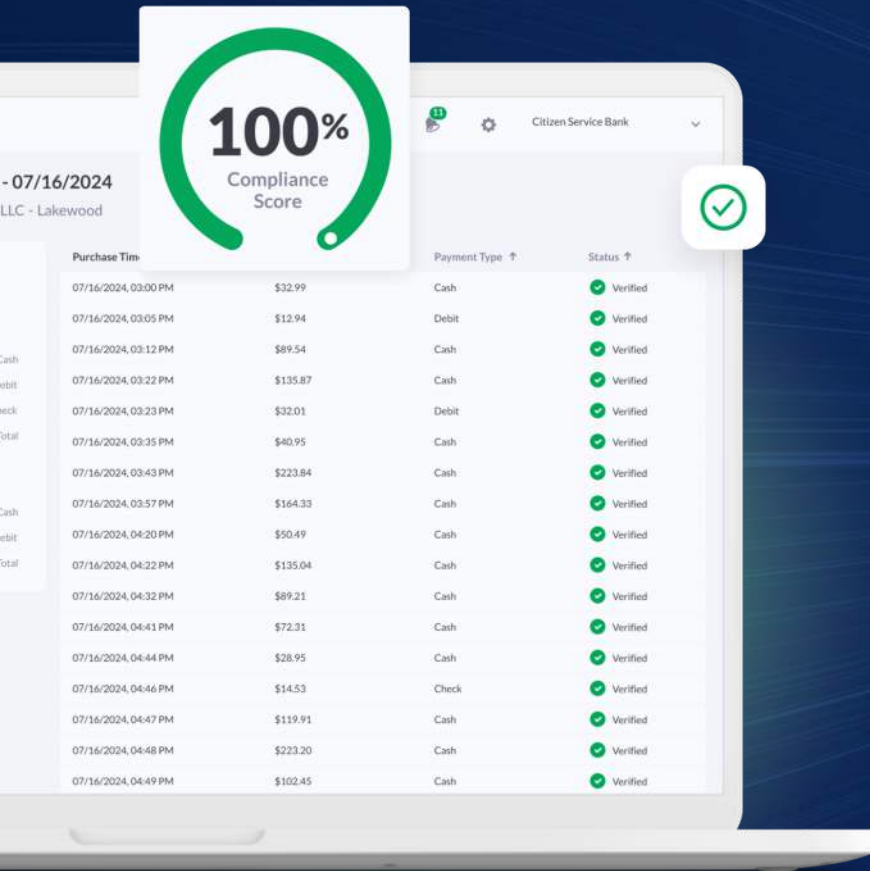
Reporting

ONBOARDING

Know your business like never before

- ✓ Enhanced due diligence, including UBO, business operations, financial review, etc.
- ✓ MJ license verification and negative news monitoring
- ✓ Workflows to track all tasks and communications related to enhanced due diligence and customer onboarding





SERVICING

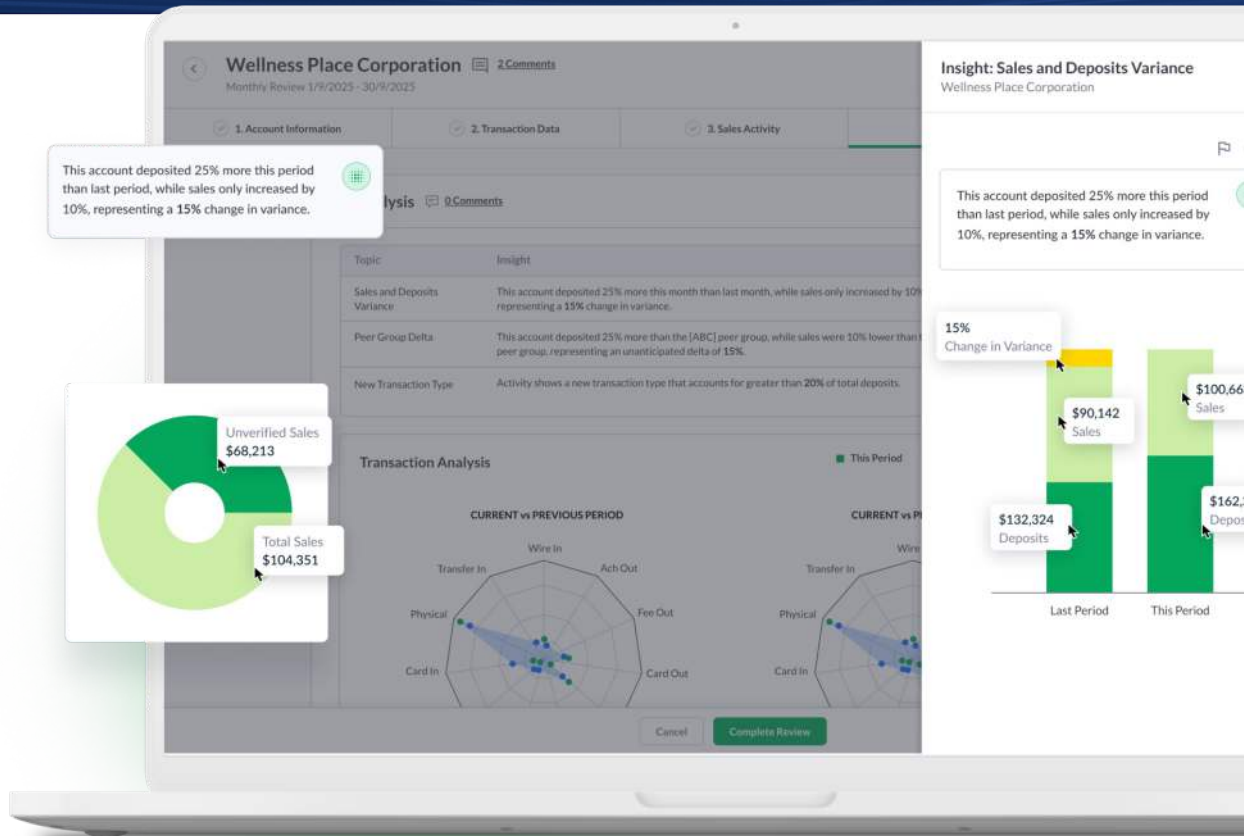
Designing the right operational model

- ✓ Cash intensive businesses require a thoughtful approach with appropriate products and services
- ✓ Hands-on relationship management to support growth-stage businesses
- ✓ Heavy collaboration between client-facing and compliance teams



Elevate your monitoring efforts with intelligent insights

- ✓ Reconciling deposits against sales activities, flagging variances, anomalies, and trends
- ✓ A standardized account review process to evaluate each account's behavior and reduce the time and effort needed to maintain effective oversight
- ✓ Ongoing customer risk rating and portfolio management



REPORTING

Satisfying reporting requirements with confidence

- ✓ Increased FinCEN reporting due to MJ-specific SARs and CTRs from cash-intensive businesses
- ✓ House all program-related data in a single reporting system for easy access and deeper analysis
- ✓ Board and Management reporting to ensure all stakeholders are kept informed

✓ Suspicious activity submitted

Subject Information
SAR for Sammy's Apothecary LLC

1. Overview 2. Filing Institution 3. Financial Location 4. Subject Information

Suspicious Activity Information

29. Amount Involved in this report
 Amount unknown No amount involved

30b. Activity End Date
11/20/2021

When completing item 32 through 37, select the appropriate activity type.

32. Structuring
33. Terrorist Financing
34. Fraud
35. Gaming Activities
36. Money Laundering
37. Identification/Documentation

Confirm Transaction Summary Details

Activity Period Start Date
08/01/2025

Activity Period End Date
09/01/2025

Financial Institution Account Numbers Affected
**345345345975
**145345345974

Transaction Types
Select

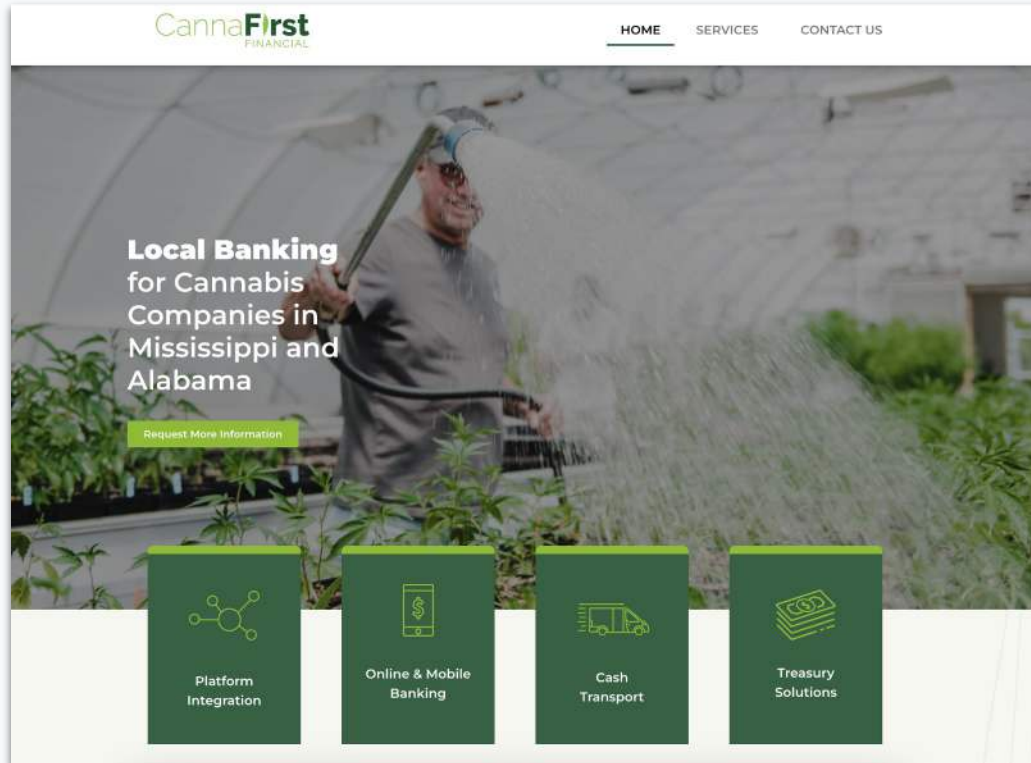
ACH
 Cash
 Debit
 Wire Transfers

Cancel View Transaction Summary

Save Export



Case Study



Thank You!