



## COUNT ON EAGLEBANK



Consistency and trust are words that are often repeated when we talk with current and prospective business customers about what they look for in a bank. Businesses face obstacles and challenges daily: economic uncertainties, new regulations, price fluctuation, timing and purchasing issues, and expensive technology updates are just a few. But when a banking relationship short circuits because of a bank merger, a change of focus, policy updates or product and service issues, the signs are clear that it is time to seek a new banking relationship.

Hopefully, that business is looking for a bank like EagleBank – one with a reputation for consistency, trust, and commitment to business banking. We've stuck to our focus and objectives of serving the local business community since our founding in 1998.

We consider other banks' changes a great opportunity for EagleBank, and for any prospect who ends up knocking on our door, as well. Despite the chore of changing banks, there is often a lot of validity in the old saying: "When one door closes, a better one usually opens."

EagleBank has never wavered from its original concept of building the local economy by providing area businesses with flexible product and service solutions, quick response and local decision making. We also share in the responsibility to make our community a better place. When new customers contact us, our first job is to listen and learn everything we can about their business or organization. When we ask, "What can we tell you about our bank?"... the answer we most often hear is: "We already know all about EagleBank."

It's refreshing and humbling to know we've stood out like that. We have remained consistent over the past 18 years; true to our mission of serving the business community and focusing on loyal relationships built on trust. We take pride in our RELATIONSHIPS F.I.R.S.T attitude. It truly describes us: Flexible, Involved, Responsive, Strong and Trusted.

Our business customers can count on us; we'll be here when they need a solution to a business or personal financial need. We are the one local, community bank that can tweak, flex, redesign, create and fix just about any product and service—just for them. They trust our business banking knowledge and our dedication to the local economy and the community. We are not all things to all people...never have been. But, according to business, non-profit, and other commercial organization CFOs – we are all-things-financial to their success and growth. We can be that for you, too. Give us a call.

Lindsey Rheaume  
Executive Vice President  
Chief C&I Lending Officer



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## Real Estate News

**Sign up for EagleBank Presents the Bisnow Morning Brief**  
[bisnow.com/morning-brief-washington-dc](http://bisnow.com/morning-brief-washington-dc)

## Let's Be Social

**Like us on Facebook**  
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[linkedin.com/company/EagleBank](https://linkedin.com/company/EagleBank)

## Eagle Bancorp, Inc. Stock

Eagle Bancorp stock is available for purchase through NASDAQ.  
Symbol: **EGBN**



## PRESS RELEASE

### EAGLE BANCORP, INC. ANNOUNCES ITS 31<sup>ST</sup> CONSECUTIVE QUARTER OF RECORD EARNINGS WITH THIRD QUARTER 2016 NET INCOME UP 14% OVER 2015

(Excerpts from the October 19, 2016 Press Release)

BETHESDA, MD. Eagle Bancorp, Inc. (the “Company”) (NASDAQ:EGBN), the parent company of EagleBank, today announced record quarterly net income of \$24.5 million for the three months ended September 30, 2016, a 14% increase over the \$21.5 million net income for the three months ended September 30, 2015. Net income available to common shareholders for the three months ended September 30, 2016 increased 15% to \$24.5 million as compared to \$21.3 million for the same period in 2015.

Net income per basic common share for the three months ended September 30, 2016 was \$0.73 compared to \$0.64 for the same period in 2015, a 14% increase. Net income per diluted common share for the three months ended September 30, 2016 was \$0.72 compared to \$0.63 for the same period in 2015, a 14% increase.

“We are very pleased to report a continued quarterly trend of balanced and consistently strong financial performance” noted Ronald D. Paul, Chairman and Chief Executive Officer of Eagle Bancorp, Inc. “Our net income has increased for 31 consecutive quarters dating back to the first quarter of 2009. This strong financial performance has resulted from a combination of balance sheet growth, revenue growth, solid asset quality, and favorable operating leverage.” Mr. Paul added, “A lower level of net loan growth in the third quarter was due substantially to higher loan payoffs while loan originations and pipeline commitments remain very strong. Additionally, our regulatory capital levels were enhanced in July 2016 from an already well capitalized position as we completed the sale of \$150 million in subordinated debt by our holding company. This raise, together with the strong quarter in deposit growth, served to both increase liquidity in the quarter and suppress earning asset yields. We estimate a 15 basis point negative impact on the net interest margin for the third quarter 2016 due to the \$150 million sub-debt raise.” The raise was accomplished at a favorable cost of capital and will be deployed over time into higher yielding assets.

To read the complete press release, visit: [ir.EagleBankCorp.com](http://ir.EagleBankCorp.com).



## A STORY IN EVERY LOAN

### Loans That Help Heal

Every loan tells a story: A commercial venture that brings an interesting historic property back to life; new homes to make homeownership dreams come true; a development that opens doors, provides jobs, but also preserves a natural habitat; shops, eateries, and retail enhancements that provide us with exciting choices and options. Among recent approved loans, one touched our hearts and inspired our patriotism.

Travel down a two-lane road west of Cambridge on Maryland’s Eastern Shore and eventually you’ll see the Blackwater National Wildlife Refuge on your left. On the right, tucked behind some trees, is a 290-acre property with 2.3 miles of waterfront along Parsons Creek and Slaughters Creek. It was once owned by 1920s silent screen star Clara Bow, and later by Jim Bugg, founder of the Yellow Ribbon Fund.

Over the years, Mr. Bugg graciously enjoyed sharing his beautiful part of the Bay with wounded military veterans and their families as a retreat and “thank you” for serving our country. After Mr. Bugg passed away, the property was for sale. Stuart Plank, who had been to the property, approached DC Bowl Committee President & Executive Director Steve Beck with the idea that the DC Bowl Committee should purchase the property and create a formal retreat for the nation’s wounded service members – a place where these brave men and women could hunt, fish, crab and relax. Plank and the Taishoff Family Foundation were on board as Founding Partners.



Among the group of investors, were friends of EagleBank, who knew EagleBank’s spirit of patriotism would prevail in funding a loan for this veteran retreat. The loan would help restore, improve and expand the existing 6-bedroom/5-bath guest house; the 4-bedroom/3-bath main house; the caretaker’s house, plus a barn and other outbuildings. It was approved, of course. The project, now named Patriot Point, is a continuous work in progress that has brought others in to help...the State of Maryland with capital funding for improvements that included handicapped accessibility, and the USO of Metropolitan Washington-Baltimore, along with other veteran service organizations, to help identify the deserving military men and women, their families and caregivers. Here, they can enjoy recreation, relaxation and a refreshing re-acquaintance with nature.

U.S. Army (ret.) SFC Jason Burr of the Yellow Ribbon Fund, Inc., has been visiting here for 11 years: “It is a place where service members are able to talk without being judged; learn and adapt to their injuries; and move on with their lives. Patriot Point has so much to offer. I have never heard any of the soldiers complain about anything – only about leaving Patriot Point.”

EagleBank salutes this worthy project and sincerely thanks all who serve our country.



**Joe Moore III**, *President of Moore Cadillac*, found that working with national lenders could be frustrating. A lunch meeting with EagleBank Vice Chairman Bob Pincus turned his focus to banking with a local community bank that could provide quick response and local decision making.

**Question:** With the growth of both tech and government contracting businesses in the Northern Virginia region, has Moore Cadillac seen increased activity?

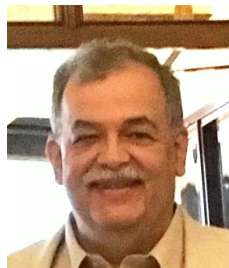
**Answer:** We certainly see a steady group of customers for the Cadillac brand – many of whom are involved in government contracting and/or are in the Northern Virginia area because of related military assignments. The Cadillac brand has panache with these groups, but we are also delighted to see a risk-taking younger group of entrepreneurs explore Cadillac ownership. These young people are looking for something different – something that is represented by the iconic and historic heritage of the Cadillac brand.

**Q:** What are the biggest challenges and opportunities in the Northern Virginia market?

**A:** I would say that our biggest challenge is quality staffing. While we are not perceived to be a glamour industry, we are heavily invested in customer relations and service. We are hiring in a highly competitive environment and seeking to track, manage and reduce turnover as much as possible. Retaining outstanding employees who provide continuity and care to our valued clientele is important. In a sense, staffing is also our greatest area of opportunity. There is a pool of highly qualified and underemployed young people in Northern Virginia whom we have learned to identify and recruit because they are readily able to embrace our values of hard work and retail dedication.

**Q:** How has EagleBank helped you fulfill your vision?

**A:** EagleBank has helped us enormously in so many ways – from stabilizing and sustaining our balance sheet needs to helping us engineer for substantial future growth. The Bank has also given me confidence that I have a partner who will stand by me and provide true continuity year-in and year-out. EagleBank has never tried to apply a one-size-fits-all model to us – something which is terribly important to a business as diversified as ours. And EagleBank has also known how to measure our risk profile from a very customized standpoint. In medical terms, I would say that EagleBank provides a holistic approach that supports and encourages business growth and success. I am also personally appreciative for the mentoring, time sharing and guidance that I have enjoyed from all of the EagleBank experts who work on my account.



**Gabe Ivanescu**, *CEO of United Air Temp*, came to EagleBank after various bank changes and mergers. He was looking for stability, consistency, and a relationship.

**Question:** Your journey to the United States was a challenging one. Can you tell us a little about it?

**Answer:** Raised in Bucharest, Romania, I came to the USA in 1984, with my wife and her family during the height of socialist repression. With a background in engineering and a focus on developing a career, I entered the Lincoln Technical Institute – graduating with top honors. I worked for a while in the air conditioning/heating field, but, then, injuries sustained from a car accident set me back physically. I accepted an offer from Lincoln for a teaching position. This, eventually, led me back into independent business, since teaching improved my English, and my students were always referring family members because of my engineering skills. The customers were there.

**Q:** So you followed a straight line from teaching to corporate ownership?

**A:** My wife and I started our own company, Alpine Air, in 1987, but I still continued to lecture students seeking extra credits at Lincoln. The Dean of the school was contacted by a friend and fellow Marine, Bill Fowler, who was looking for an engineer for his company, United Air Temp. Our skills and background were complimentary. We merged our companies and worked closely and successfully until 1998, when Bill retired and I took over.

**Q:** Has the company grown and has EagleBank helped?

**A:** Originally, we had 21 technicians; today we have 300 employees and generate over 110,000 heating and air conditioning service calls per year. We now have a great banking relationship with EagleBank growing along side us right here in Northern Virginia and helping us fund that growth. EagleBank has suggested many financial efficiencies, as well. This gives us more time to concentrate on our business. We've expanded in the DC area, and also have branches in Georgia, North Carolina and Florida. EagleBank has been an amazing "partner", taking the time to learn and understand our business and financial needs. When other banks were unable to grasp our structure and our "outside the box" contracting business, EagleBank could and did. With their banking knowledge and experience customizing solutions for many different types of businesses in the NOVA area, it was not surprising that they understood us best – where we came from, where we were, and where we wanted to go. Our relationship with EagleBank is here to stay.





## EAGLEBANKERS HONORED

Executive VP & General Counsel **Larry Besignor** was named by Finance Monthly magazine as USA Real Estate Lawyer of the Year. Larry was also named a Finalist in the 2016 Distinguished General Counsel Awards for the NY Stock Exchange Governance Services.

B2B Portfolio Manager **Mohammad Raza** was honored as a SmartCEO Center of Influence.

**EagleBank** ranked in the Washington Business Journal 2016 Corporate Philanthropy Awards in two categories: Corporate Philanthropy by Giving and Corporate Philanthropy by Volunteer Hours.

For the fourth consecutive year, **EagleBank** has made Sandler O'Neill's list of small-bank all-stars.



## EAGLEBANKERS IN THE NEWS

### Ron Paul Speaks Before House Subcommittee

In September, our Chairman and CEO **Ron Paul** spoke before the House Subcommittee on Financial Institutions and Consumer Credit on behalf of EagleBank and the Independent Community Bankers of America. His testimony was in support of HR 4116. Simply stated, this bill would allow “good” or “outstanding” banks to treat “reciprocal” deposits as regular deposits.

Customers with accounts above \$250,000, the FDIC insurance limit, sometimes request that we share the excess deposit with other banks as a means of receiving deposit insurance for the full amount of the deposit. Regulators measure deposits as “core” or “brokered,” and historically consider these relocated deposits not to be core. That hurts community banks in regulators’ eyes, even though the originating relationship is a very core one. Allowing these “reciprocal” deposits to be treated as core will enhance the strength of community banks.

We are proud that Ron Paul continues to stand tall for the community banking industry and its value and importance to our economy through the ICBA and other organizations in which he is very active. HR 4116 would reclassify reciprocal deposits and help banks that are in sound financial shape provide more loans to keep our economy strong.



## IN THE COMMUNITY



The EagleBank Foundation held its 12th Annual Fight Against Breast Cancer Golf & Tennis Tournament on Monday, October 10, at Woodmont Country Club in Rockville. The sold-out event raised over \$400k—best results to date—and welcomed 256 golfers, the most in its history. More than 30 tennis players participated in this first-time-ever tennis classic. Since 2005, the Foundation has raised over \$3M to help local area hospitals and organizations fighting breast cancer. The EagleBank Foundation and EagleBank are truly grateful for the generosity of everyone involved, from sponsors and players to the many volunteers it takes to make this event successful every year. Breast cancer affects one out of eight women and more than 2,600 men each year.



### THANKYOU, GOLF & TENNIS VOLUNTEERS!

Adrienne Gude, Ali Chope, Anne Mandeville, Bianca Garramone, Brittany Washington, Carmen Penaranda, Caryn Liebowitz, Christina Berube, Christina Santos, Craig Mendelsohn, Danielle Fry, Dennis Boyle, Emily Quagliieri, Fern Stone, Gabe Pinsky, Jackie Leese, Jane Troxell, Jeanette Binstock, Jodee Lichtenstein, Judy Woods, Kathy Sullivan, Keisha Guider, Kelly Sauter, Lesa Poinsett, Linda Dawkins, Lindsey Hoffman, Lisa Jurick, Lori Hartinger, Marlyn Newton, Marty Kahsar, Maya Abate, Meredith Keller, Michele Waters, Mona Rashidi, Norma Reisen, Olivia Burnett, Phil Mazzara, Terri Kerner, Tory Geider



## IN THE COMMUNITY

Chief Deposit Sales Officer **Joe Clarke**, Director of Compliance **Lola Stokes** and Compliance Manager **Tiffany Brown**, along with our partner EverFi, taught a group of students at the Latin American Youth Center. They taught budgeting and other financial literacy topics.



We are very proud of our volunteers who attended the Arlington Partnership for Affordable Housing Summer Book Party and helped the kids have a great time. Thank you to everyone who donated books for this event. We couldn't have done it without you!



**Pfashema Faber**, Relationship Manager at EagleBank's McPherson Branch, was a sponsor/presenter at the Women Business Center's 5th Anniversary Awards Luncheon on October 6, 2016, at Lakewood Country Club.

On Friday, September 30, the EagleBank Finance and Accounting Team invited the GMU Accounting Honors Students to their offices for lunch and a discussion on accounting careers and the job market.



## FOCUSED ON SECURITY

### Chip Card vs Magnetic Stripe Card - What's the difference?

You may have received your new EagleBank chip-enabled debit card in the mail. These cards are being issued to provide greater safety.

1. Why are EMV cards more secure than traditional cards?

That new metallic square you see on the new cards is a computer chip, that, unlike the old magnetic strip, creates a unique transaction code with each purchase – a code that cannot be used again. The old magnetic strip, on the other hand, stored unchanging data that could be read and used again.

2. How do I use an EMV card to make a purchase?

Just like magnetic-stripe cards, EMV cards are processed for payment in two steps: card reading and transaction verification. However, with EMV cards, you no longer have to master a quick, fluid card swipe in the right direction. Chip cards are read by 'card dipping' instead, which means inserting your card into a terminal slot and waiting for it to process. When an EMV card is dipped, data flows between the card chip and the issuing financial institution to verify the card's legitimacy and create the unique transaction data. This process will take a tiny bit longer for that transmission of data.

3. If I want to use my chip-card at a retailer that doesn't support EMV technology yet, will it work?

Yes. EMV cards will be equipped with both chip and magnetic-stripe functions so consumer spending is not disrupted and merchants can adjust. If you find yourself at a point-of-sale terminal and are not sure whether to dip or swipe your card, have no fear. The terminal will walk you through the process.

If you haven't received a new card and would like one, contact your branch or Relationship Manager.

For more information, visit:  
[www.EagleBankCorp.com/cardfaq](http://www.EagleBankCorp.com/cardfaq)





## GROWING TO FIT YOUR NEEDS

### Chevy Chase and Georgetown Branches Relocated



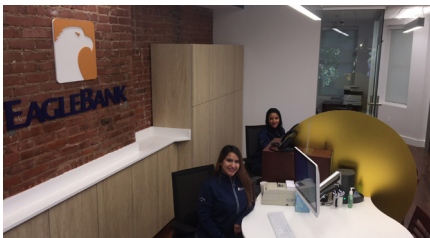
*Above: (L-R) Samuel Belachew, Joanne Swift, and Henri-Noel Ndong serve customers fancy treats at our new Chevy Chase location.*

*Below: Our new address is 5480 Wisconsin Ave., First Floor, Chevy Chase.*



*Above: Happy to welcome customers at our new Georgetown branch location are (L to R): Claudia Legay, Philomina Gomes and Mariama Barrie.*

*Below: Visit our beautiful, new branch just east of Wisconsin Ave at 3143 N Street, NW, DC.*



## CELEBRATING VALUABLE ASSETS

Our Bank's success is created by dedicated, loyal, trusted employees, and our appreciation runs deep. We thank them for sharing **10 years** of their careers with EagleBank.

Congratulations to the following for reaching their 10th anniversary this past Quarter: Including Blair Horne (no photo available)...



**Rochelle  
Nichols**



**Leslye  
Reed**



**Marcelo  
Rios**



**Connie  
Singleton**



**Shante  
Taylor-Palma**



**Michele  
Waters**



## BRANCHES

### Virginia

Alexandria, 277 S. Washington St. | 703.956.5075  
Ballston, 4420 N. Fairfax Dr. | 571.319.4800  
Chantilly, 13986 Metrotech Dr. | 703.378.0010  
Dulles, 45745 Nokes Blvd. | 703.230.1515  
Fairfax, 11166 Fairfax Blvd. | 703.359.4100  
Merrifield, 2905 District Ave. | 571.319.4900  
Reston, 12011 Sunset Hills Rd. | 571.319.4848  
Rosslyn, 1919 N. Lynn St. | 571.319.4855  
Tysons Corner, 8245 Boone Blvd. | 703.752.9360

### Maryland

Bethesda, 7815 Woodmont Ave. | 240.497.2044  
Chevy Chase, 5480 Wisconsin Ave. | 301.280.6800  
Park Potomac, 12505 Park Potomac Ave. | 301.444.4520  
Rockville, 110 N. Washington St. | 301.738.9600  
Rollins Ave./Rockville, 130 Rollins Ave. | 301.287.8500  
Shady Grove/Rockville, 9600 Blackwell Rd. | 301.762.3076  
Silver Spring, 8665-B Georgia Ave. | 301.588.6700

### DC

Dupont Circle, 1228 Connecticut Ave., NW | 202.466.3161  
Gallery Place, 700 7th St., NW | 202.628.7300  
Georgetown, 3143 N St., NW | 202.481.7025  
K Street, 2001 K St., NW | 202.296.6886  
McPherson Square, 1425 K St., NW | 202.408.8411

Corporate Headquarters  
7830 Old Georgetown Road, 3rd Floor  
Bethesda, MD 20814

Eagle Commercial Ventures  
Tony Marquez | 240.497.1799

Eagle Insurance Services  
Ken Van Valkenburgh | 240.497.2061

Investment Advisory Services  
Larry Bensingor | 240.497.1788

MD Lending Team | 240.497.2049

DC Lending Team | 202.292.1624

VA Lending Team | 703.277.2200

Operations Center, Tech Rd., Silver Spring | 301.986.1800

Residential Mortgage Lending | 301.738.7200



## DIRECTORY

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301.986.1800

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240.497.4077

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**Tony Marquez**  
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**Joe Clarke**  
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**Mark Deitz**  
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**Jane Cornett**  
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240.497.2041

**Main Number**  
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**Electronic Banking Service**  
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