



The following are copies of the nomination submissions
of the 2017 award recipients.

We look forward to receiving your nomination submissions
for the 2018 Achievement Awards!



2017 Achievement Award Recipient

Erin Lyddane
Senior Vice President-Operations, BSA Officer, Cyber Security Officer
Old Line Bank

Erin exemplifies one of the greatest benefits of a career in Community Banking. She started her career as a teller and has continuously grown in knowledge and responsibility to reach the role of Senior Vice President. She did this while raising 3 children. She now heads up our Deposit Operations, is the primary owner of our relationship with FIS, serves as our BSA officer and has taken ownership of our Cyber Risk Assessment and Management program.

I refer to Erin as our Protector. She understands most areas of the Bank's operations and has a highly refined understanding of risk and the methods of mitigating that risk. That knowledge and those skills are the reason that we have an extremely effective BSA program and Fraud Management program. It is also the reason she was chosen to head up our Cyber Risk Assessment and Management program.

Erin has spent her entire adult life working at Old Line and stepping up to each challenge along the way. The career journey from a teller at a bank of less than \$20 million to the Senior Vice President of Operations, BSA Officer and Cyber-Security Officer of a \$1.7 billion bank that has completed 3 acquisitions is a path that is completed by very few individuals. The achievement is even more impressive when you factor in that she is also a dedicated mother and she achieved that SVP title before she turned 40.

It is also clear that her assumption of the role of Cyber-Security Officer indicates that she is still finding new ways to add value in areas that are emerging as the new risks of our industry and every other industry. She is not content to rest on her accomplishments to date.

Erin began her career with Old Line in 1992; serving in a variety of roles as needed by management at any given time. She held positions in operations, branch management, human resources and accounting – becoming the treasurer in 2000. In 2005 Erin was promoted to Senior Vice President.

Throughout her career Erin worked closely with senior management to help see the bank through its first major milestone; expanding its locations. She was also instrumental in the bank's successful growth from one office with 12 employees to 21 offices with approximately 240 employees and \$1.7 billion in assets.

Erin led the process of leading the Electronic Banking Department through every major milestone since the bank's inception. She was also instrumental in the successful completion of multiple M&A transactions as well as the related core and online conversions.

Industry Involvement:

Member of the Association For Certified Anti Money Laundering Professionals
Serves on Maryland Financial Bank Advisory Board
Maryland Bankers School Board of Trustees

Volunteer:

Charles County Children's Aid Society (past board member/treasurer)
St. Mary's Ryken High School Board Member
Volunteer For Mary's Food Pantry with Sacred Heart Church

Achievements:

2005 Graduate Maryland Banking School
2011 Named Maryland Bankers Association "Next Leaders in Banking"
2015 Dale Carnegie Training Highest Award For Achievement
2016 Received CAMS Certification



2017 Champion for Women Award Recipient

Sally Proto
Market Executive
Capital One Bank

Sally Proto has been a Market Executive with Capital One for the past 7 years of her 30-year career in banking. She is responsible for the sales, service and operations of 25 banking facilities across Northern Maryland, including Prince George's, Howard, Anne Arundel and Baltimore Counties. Not only is she a leader with extensive experience in Retail and Business Banking, but she's also a go-to mentor and relentless advocate of the next generation of banking professionals. She is a committed community activist who puts in countless hours of community volunteerism.

Sally is known for creating working environments that fosters mentorship and allow individuals to continuously grow and expand their careers in banking. Sally is an active mentor and promoter of women. Growing up the daughter of a Marine, with two sisters, her Father instilled her a commitment to work, to independence, and strong commitment to help the communities where you live. In addition to her community work, she has extensive experience with developing sales practices and processes designed to enable sales teams to recognize their full potential and achieve their goals. Her ability to coach and develop direct reports and create highly functional team players is often touted by peers and leaders alike.

In addition to managing high-performing teams in the Maryland area, she's simultaneously spends time teaching the next generation of women executives and entrepreneurs on how to be successful in the industry she loves.

Sally is one of the key advisors of the Capital One Student Banking Program. She directs our PARKDALE HIGH SCHOOL program. The graduation rate in the program that Sally helped Capital One establish has a 100% graduation rate compared to 68% in the rest of the school. She coordinates annual trips to the corporate office. She trains them to be summer tellers in our financial centers. She takes them to New York for the annual budget competition and has been a strong advocate with the county to have them participate in Maryland Bankers Day in Annapolis. This program provides students the opportunity to improve their financial literacy skills and gain real-world experience with money management. Under her supervision, students are equipped to run a branch within their high school, and they compete in budget competitions designed to be used as learning tools. Sally has mentored many students over the years and she's taught them how to be successful bankers by sharing everything she knows, from what to expect from the banking industry, to valuable career advice around how to dress and prepare for job interviews. Many of these high school teams that Sally has mentored have gone on to win first place in banking competitions year after year. Over 70% of the students go on to farther their education with several of them joining the banking community in Maryland. She has recruited over 25 people to help volunteer logging over 750 hours since the program. Sally is proudly seen at every Parkdale High School graduation, with tissue in hand, proudly cheering them on.

In addition to her work at Parkdale, she oversees Capital One's massive CRA Volunteer Program in Maryland and DC. She organizes and recruits over 700 volunteers who managed over 2000 CRA volunteer hours. She is the force behind in our community involvement. Sally is an active member of her parish, St Christopher's. She services a lay lector and on several church committees. Sally always finds time to balance her commitment to her company, community, mentees, and church. She has been a role model for the next generation of women leaders at Capital One.

Sally received her undergraduate degree in Finance from the Bryant School in Rhode Island and went on to attain her MBA from the University of Connecticut. She's a graduate of the CBA-Executive School of Retail Bank Management, and a Board Member with the Council of Professional Women-MBA.

Her communications and leadership skills have also enabled her to create strong cross-functional partnerships and ties within her community. She regularly volunteers and notes the following key service activities:

- Sally is past HR Chair and a Board Member for the YMCA from 2004-2009.
- She currently serves on the Council of Professional Women-MBA -Maryland Bankers.
- She currently serves on the Board of St. Christopher's of Kent Island supporting the Finance and Ministry Development Councils.

Sally is a strong leader in our company and community. She is committed to making a difference with every person and organization where she is involved.



2017 Lifetime Achievement Award Recipient

Martha Foulon-Tonat
Director of Special Projects
Revere Bank

Martha Foulon-Tonat has been a leader in key executive positions in community banking for decades. She has forged business relationships, served as a mentor, structured organizations and systems, and built departments and teams. She has a pattern of achievement within each financial institution she has worked for, rising to senior lending and administrative positions within a male-dominated industry. As President and Chief Administrative Officer of Monument Bank (recently acquired by Revere Bank), she consistently excelled in her management and oversight of the lending and credit divisions as she improved processes, efficiency and workflow. Her expertise was critical in recruiting talent and building an outstanding business development team.

Since 1981 community banking has been the focus of Martha's entire career. For nearly four decades, she has mastered many areas of banking operations. From Customer Service Representative to Branch Manager, Vice President/Commercial Account Officer to Executive Vice President/Chief Lending Officer, then ultimately President/Chief Administrative Officer-her progressive banking and management experience has proven to be a testament to her integrity, hard work, desire to help others realize their potential and grow professionally, commitment and her drive to excel.

- a. As Executive Vice President/Chief Administrative Officer and then President/Chief Administrative Officer, Martha's contributions were instrumental to the growth of Monument Bank. Under her management, she revamped the workflow of the lending and credit departments, recruited top-notch talent, and supported her team in the development of a significant pipeline of business. Her commitment, knowledge and executive skills made her an invaluable leader in the bank.
- b. In September of 2015, she was an honoree of the "Women Who Mean Business" program sponsored by the Washington Business Journal. The program recognizes women who have broken barriers, created or led successful organizations, shown

leadership in their communities and persevered in the face of adversity. Martha was selected as one of 25 recipients out of hundreds of nominations.

- c. Martha was a founding member of the Montgomery County (Maryland) Bankers Small Business Loan Fund, a fund providing loans and grants for entrepreneurs and minority businesses. She was founding treasurer and board member, and served as Chair, Operations Subcommittee.
- d. As a founding member of EagleBank, a de novo bank started in 1998, Martha served as Chief Lending Officer and grew the loan portfolio from start-up to over \$1.8 billion in just 13 years while maintaining excellent asset quality and highly motivated staff.

Education

- Graduated from University of Arizona with a Bachelor of Arts in Psychology 1978
- Awarded a Master of Arts degree in International Relations and U.S. Foreign Policy from American University in 1983
- Graduated, with Honors, from the Stonier Graduate School of Banking in 1997

WBJ article, September 11, 2015, "Women Who Mean Business 2015: Martha Foulon-Tonat