

Eike, Kathy

From: Sharon Hillstrom <SharonH@bradentonareaedc.com>
Sent: Thursday, April 25, 2019 3:05 PM
To: RICH BankSup Applications Comments
Cc: fermin.miranda@suntrust.com
Subject: [External] Bradenton Area Economic Development Corporation Comments in Support of the work SunTrust is doing with our Community

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To Whom it May Concern,

The Bradenton Area Economic Development Corporation (EDC), is recognized by the state of Florida, as the lead economic development organization for all of Manatee County, Florida. The EDC works to diversify the local economy by attracting and retaining high-wage jobs for area residents, and connecting established businesses to the resources they need to succeed.

SunTrust has been engaged with the EDC at the leadership level in both financial and human capital for over 10 years. In fact, when the EDC launched its "Build Bradenton Area" strategic plan in 2015, SunTrust was so confident in the plan that they elevated their financial investment to the first ever Pacesetter Investment Level. That additional support enabled the EDC to achieve some performance goals of the plan and served as a catalyst for other EDC investors to elevate their level of investment to support the very robust plan.

We greatly appreciate and value the leadership SunTrust provides to the EDC. We look forward to continued partnership in the years to come, as we endeavor to positively impact the quality of life for the residents of our community, by attracting and retaining high quality jobs.

Sincerely,

Sharon

Sharon Hillstrom

President & CEO

Bradenton Area Economic Development Corporation

Lakewood Ranch at the McClure Center: 4215 Concept Ct, Bradenton, FL 34211

sharonh@bradentonareaedc.com

P: (941) 803-9031 **F:** (941) 803-9039 **M:** (941) 713-9360

BradentonAreaEDC.com

Subscribe to our newsletter



Eike, Kathy

From: Karen Knapp <Karen.Knapp@unitedwayslc.org>
Sent: Thursday, April 25, 2019 3:10 PM
To: RICH BankSup Applications Comments
Subject: [External] SunTrust Bank supportive of United Way in St. Lucie County

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To Whom it May Concern:

SunTrust Bank runs a workplace campaign that raises money to support the United Way mission-To Improve Lives here in St. Lucie County.

We use their donations to address some of our community's most pressing health and human service issues. We need more great community partners like SunTrust.

Karen Knapp, COE
United Way of St. Lucie County

Eike, Kathy

From: Sharon Gorman <SharonG@ymcaatlanta.org>
Sent: Thursday, April 25, 2019 3:12 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: kGaylord@BBandT.com
Subject: [External] BB&T/SunTrust merger

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Dear Federal Reserve Bank of Richmond,

BB&T has been supporting the work of the Covington Family YMCA for over seven years. Due to the work of Senior VP-South Atlanta Market President Ken Gaylord, our relationship has strengthened. Mr. Gaylord and BB&T strongly believe in the mission of the YMCA. The Y believes in building stronger communities through family and youth programs. BB&T stands beside us in putting that belief into action and serves as one of our top tier donors. Under Mr. Gaylord's leadership, BB&T's support has grown, allowing us to reach more at-risk youth in the community. We are excited about the potential the merger with SunTrust will have on our community.

Sharon Gorman
Financial Development Associate
COVINGTON FAMILY YMCA
2140 Newton Drive
Covington, GA 30014
(P) 770 787 3908 (F) 770 787 3909
(W) cvy.ymcaatlanta.org
The Y: We're for youth development, healthy living and social responsibility.

Eike, Kathy

From: lance@kappafoundationofcharlotte.org
Sent: Thursday, April 25, 2019 3:39 PM
To: RICH BankSup Applications Comments
Subject: [External]

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The Kappa Foundation of Charlotte is fully supportive of the combination of SunTrust and BB&T – we expect the going forward entity to be an even more capable force supporting the local Charlotte community that we collectively operate in and serve.

Thank you,

H. Lance Johnson
President, Kappa Foundation of Charlotte

Eike, Kathy

From: Cynthia J. Mulhern <cjm@hsfh.com>
Sent: Thursday, April 25, 2019 3:38 PM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Cc: Cader Howard; KSain@BBandT.com
Subject: [External] 4.25.19 Letter from E. Cader Howard re BB&T and Sun Bank Trust Merger
Attachments: 4.25.19 Letter from E. Cader Howard re BB&T and Sun Bank Trust Merger.pdf

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Please see the attached.

Best regards,

Cynthia J. Mulhern
Paralegal

Howard, Stallings, From, Atkins, Angell & Davis, P.A.
5410 Trinity Road, Suite 210, Raleigh, NC 27607
Post Office Box 12347, Raleigh, NC 27605
Phone: (919) 821-7700 | Fax: (919) 821-7703

Email: cjm@hsfh.com | www.howardstallings.com



**HOWARD, STALLINGS,
FROM, ATKINS,
ANGELL & DAVIS, P.A.**
ATTORNEYS AT LAW

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HOWARD, STALLINGS,
FROM, ATKINS,
ANGELL & DAVIS, P.A.

Telephone: 919.821.7700 | Facsimile: 919.821.7703 | PO Box 12347, Raleigh, NC 27605

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Robert H. Jessup
Elizabeth C. Buckley
Rebecca Huffman Ugolick

Of Counsel
Edwin P. Friedberg
(Deceased 2009)

April 25, 2019

Via Electronic Mail

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261
comments.applications@rich.frb.org

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849
BankMergerApplication@fdic.gov

Re: Comments on pending merger of BB&T and Sun Trust Bank

Gentleman,

I am writing this letter as a local board member, individual and corporate customer of BB&T, and member of the Cary, North Carolina community for over 45 years. Our law firm has offices in Raleigh, New Bern and Morehead City, North Carolina. My comments apply to each of these specific communities as well as all other areas of North Carolina. It is my solid conviction that completion of the pending merger will benefit all of these referenced communities and all of the clients of BB&T, as well as those of Sun Trust Bank. Each bank will save enormous sums in necessary IT costs and other cost savings. The footprints of each of these two banks will fit together in a manner that benefits all concerned. I urge your approval thereof.

Please advise if I can provide any additional information.

Very truly yours,

HOWARD, STALLINGS, FROM,
ATKINS, ANGELL & DAVIS, P.A.

E. Cader Howard

RALEIGH OFFICE

5410 Trinity Road
Suite 210
Raleigh, NC 27607
Telephone: 919.821.7700
Facsimile: 919.821.7703
Toll Free: 800.822.4182

OTHER LOCATIONS

New Bern, NC
Morehead City, NC

Eike, Kathy

From: Sam Hay <sam@fowlerprop.com>
Sent: Thursday, April 25, 2019 3:39 PM
To: RICH BankSup Applications Comments
Subject: [External] Merger of BB&T and SunTrust

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Federal Reserve Bank of Richmond
Post Office Box 27622
Richmond, Virginia 23261

Via electronic mail

To Whom It May Concern:

It is an honor to express my support for the merger of BB&T Corporation and SunTrust Banks, Inc. As a former banker, longtime BB&T client and active participant in the metropolitan Atlanta community, I have a unique perspective on this combination.

As a banker, I have competed with both institutions and hold them in highest regard for rational decision-making, conservative stewardship and always doing the right thing for all constituents.

As a longtime BB&T client, our real estate investment business has benefited greatly from their market leading service and advice. Though I have known many BB&T associates, our current contact and South Atlanta market president, Ken Gaylord, is the total package - his advice, responsiveness, affability and community leadership are second to none.

I realize that your perspective must focus heavily on community impact and safety and soundness. No two institutions in the history of banking in our region compare to BB&T and SunTrust in terms of their prudence, conservatism and community support. This combination will be unsurpassed in its positive impact on product offering, service quality, community investment and employee opportunity.

Please accept my highest recommendation of the merger of BB&T and SunTrust. Please contact me if I may be of further assistance.

Best regards,

Samuel B. Hay III
Partner
Fowler Properties
2141 Emory Street, NW
Covington, Georgia 30014

Mobile: 770.313.0259

Eike, Kathy

From: Joe Pearson <jpearson@pearsonproperties.net>
Sent: Thursday, April 25, 2019 3:47 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T/Sun Trust Merger
Attachments: CCE_20190425_154545_0001.pdf

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Please see letter of endorsement attached.

PEARSON
PROPERTIES

703 South Marletta Street • Suite 200 • Gastonia, NC 28052
PHONE 704 / 867-5002 • FAX 704 / 867-0465

Sent Via Email To: comments.applications@rich.frb.org

April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: Proposed BB&T and Sun Trust Merger

To whom it may concern:

I am a commercial real estate developer active throughout the Southeastern United States. BB&T has provided our company with construction and interim financing for approximately fifteen projects during the past twenty years. Our developments have leased and provided a positive economic boost to the communities where they are located, as well as aiding in the growth of our company. BB&T has been a reliable, fair minded funding source for us. I support the proposed merger of BB&T and Sun Trust Bank and look forward to a positive business relationship with the combined banks.

Regards,

PEARSON PROPERTIES



Joseph P. Pearson

Eike, Kathy

From: Counselor <counselor@gracewayrecovery.com>
Sent: Thursday, April 25, 2019 3:50 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] SunTrust Recommendation
Attachments: scan0019.pdf

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GraceWay

RECOVERY RESIDENCE FOR WOMEN

April 25, 2019

FDIC's Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

To Whom It May Concern:

Our relationship with SunTrust Bank in Albany, Georgia goes back to 2003 when GraceWay Recovery Residence opened its doors to women seeking recovery support services from drug and alcohol dependency. GraceWay has maintained our financial accounts with SunTrust throughout the years and have found them to be a reliable partner, and wholly endorse the merger with BB&T.

SunTrust Bank has always been responsive to our needs and has provided financial support towards our mission for the past 2 years. This financial backing allowed GraceWay to provide full scholarships to the women who desperately wanted to change their lives and become the mothers, daughters, sisters, and wives that their families had lost years ago to drug and alcohol addiction. These women are now productive members of society and have, in turn, reached their hands back to pull the next woman out the pits of addiction. These grants not only affected the lives of the women they helped bring into GraceWay, but had a trickle-down effect to their families, the community, and to other suffering addicts as well.

SunTrust has not only supported us financially, but has allowed its employees to take on a leadership role in our organization and one will soon serve on our board of directors.

SunTrust has been a valuable organization to GraceWay and to our community in South West Georgia, and I believe that after the merger with BB&T, their community support and presence will be even stronger.

Debbie Mazur



Debbie Mazur | Founder | GraceWay Recovery Residence
412 West Tift Avenue, Albany, GA 31701
Phone: (229) 446-7800 | Fax: (229) 446-4554 | gracewayrecovery.com

Eike, Kathy

From: Allyson Coker <coker@daltonchamber.org>
Sent: Thursday, April 25, 2019 3:52 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and SunTrust Merger

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To Whom It May Concern:

I am the Project Manager for Believe Greater Dalton, the Greater Dalton Chamber of Commerce's five year strategic plan for our community in greater Dalton, GA. As the carpet and flooring capital of the world, Dalton was one of the hardest hit communities in the country during the recession. In recent years we have developed great momentum as we work together on all fronts to diversify our industry, focus on improving our educational attainment, and seek to find solutions to pursue a competitive and diverse housing stock. Believe Greater Dalton's strategic plan focuses on six core elements which include education, downtown, housing, economic development, entrepreneurship, and community pride.

I have known Bill Davies, the BB&T Market President of Northwest GA, for all of my life as we grew up together here in this community and now work very closely together in moving our community forward. Bill has been an invaluable member of our Believe Greater Dalton housing committee, and his knowledge and expertise of our current housing market through his work at BB&T has provided great insight and guidance to our process. Bill and BB&T are critical partners in the future progress and success of our community.

I support the merger and believe the combined entity will be good for the community and associates, and I thank you for your time.

Kind regards,
Allyson Coker

Allyson M. Coker
Project Manager
Believe Greater Dalton
706-712-0962
706-218-0248 cell
believegreaterdalton.com



Eike, Kathy

From: Mark Kirkpatrick <mkirkpatrick@parishepiscopal.org>
Sent: Thursday, April 25, 2019 4:00 PM
To: RICH BankSup Applications Comments
Subject: [External] comment letter for BB&T and SunTrust
Attachments: BB&T support letter Fed.pdf

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Mark Kirkpatrick | Chief Financial Officer
Parish Episcopal School
Midway Campus | 4101 Sigma Rd. | Dallas, TX 75244
Direct 972.852.8813 | Fax 972.852.8803
www.parishepiscopal.org | [Get The Scoop](#) on Parish!

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EPISCOPAL SCHOOL
WISDOM ▪ HONOR ▪ SERVICE

April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Ladies and Gentlemen:

I am writing to express Parish Episcopal School's ("Parish") support of the proposed merger between BB&T and SunTrust banks.

Parish is a pre-K through 12th grade, not-for-profit, private school in Dallas, TX. We have 1,132 students, two campuses (main campus is 50 acres with 325,000 square feet under one roof; the second campus is 10 acres with 4 separate buildings), 250 employees, revenues of \$30 million and a tax-exempt loan from BB&T of \$21 million. I say all of that to support my statement that we are a mid-size business.

We have had a lending and commercial relationship with BB&T since December 2010. Like all mid-size businesses, we are concerned with data security, liquidity, flexibility, technology, and long-range financial planning strategies. BB&T has worked with Parish in each of these areas. For example, we executed an interest rate hedge just this past summer after the late 2018 tax act created some interesting interest rate opportunities for us. The local BB&T presence and our continued communication with BB&T allow both parties to move quickly if the need arises.

It is my understanding that the proposed merger provides synergistic strengths that again will provide benefits to Parish in the areas of concern I listed in the above paragraph. We must have a financial partner that can provide that level of service so that we can continue to thrive in a very competitive Dallas private school market.

I enthusiastically support the merger and believe the combined entity will be better able to serve the Parish community.

Sincerely,



J. Mark Kirkpatrick
Chief Financial Officer

Inspired by our values of Wisdom, Honor and Service, our inclusive Episcopal community guides young people to become creative learners and bold leaders prepared to impact our complex global society.

Eike, Kathy

From: Buncie Lanners <blanners@newtoncountyarts.org>
Sent: Thursday, April 25, 2019 4:13 PM
To: RICH BankSup Applications Comments
Subject: [External] support of merger transaction between BB&T & Suntrust

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To Whom It May Concern:

As a deposit holder at BB&T and a community leader, I am writing to support the merger of BB&T and SunTrust Bank as a wonderful community member of Covington, GA and Newton County. Not only has BB&T supported significant economic development projects in this community, but also, the bank has been a wonderful community partner to non-profit organizations which radically impact quality of life. Donations of time as a board member, of donations, and of employee volunteer involvement have made a difference in our community. We are confident that the merger transaction will only make these partnerships in our community even more significant and impactful.

Thank you!

Buncie Hay Lanners | Executive Director
Arts Association in Newton County
O: 770.786.8188 | M: 678.234.1991
blanners@newtoncountyarts.org
www.newtoncountyarts.org



[Join our Capital Campaign!](#)
[See Your Donations At Work - Video](#)

Eike, Kathy

From: Kyana Cannon <kcannon@aerocids.com>
Sent: Thursday, April 25, 2019 4:31 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Shannon James
Subject: [External] SunTrust Bank support letter
Attachments: Suntrust Letter.pdf

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Good day,

Please see the attached letter of Support for SunTrust Bank.

Kyana Cannon
Executive Administrative Assistant
Aerotropolis Atlanta CIDs
Aerotropolis Atlanta Alliance
P: 404 349-2211

3800 Camp Creek Parkway
Building 1400, Suite 132
Atlanta, GA 30331
www.aeroatl.org



To Bank Merger Application,

The Aerotropolis Atlanta Alliance is a non-profit organization focused on regional economic competitiveness through economic, education and workforce development. Our Public/Private partnership believes the merger between SunTrust Bank and Branch Banking & Trust will be a great benefit to our region. SunTrust Bank is an amazing partner of Aerotropolis Atlanta Alliance and we've partnered on community events such New Market Tax Credit workshops held in the South Fulton communities. SunTrust Bank is also a key partner in our workforce development initiatives by operating as a funding partner for several construction and hospitality cohorts. SunTrust Bank has served on our board since 2015 and continues provide leadership and much needed resources towards our good faith efforts to improve the quality of life for business and residents in the South Fulton and Clayton County region.

Respectively,



Shannon James
President & CEO
Aerotropolis Atlanta Alliance, Inc
3800 Camp Creek Parkway
Building 1400 STE 132
Atlanta, GA 30331
404-249-2211 (office)
S.James@aeroatl.org

Eike, Kathy

From: Doug Driver <ddriver@lantzcc.com>
Sent: Thursday, April 25, 2019 4:40 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Ellis, Christopher
Subject: [External] Merger

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To Whom It May Concern,

My name is Douglas Driver and I am the past president and current Chairman of the Board of Directors of Lantz Construction Company, a Virginia corporation. Our company is a 58+ year old commercial general contracting business located in Broadway, Virginia. We employ approximately 165 persons and our annual construction sales range between \$45,000,000 to \$50,000,000.

Our company has been a BB&T customer for approximately 20 years. Our relationship with BB&T has been very good during this time. My primary contact is Mr. Chris Ellis, SVP and Market President. For years BB&T has provided solid service and extended to our company a generous line of credit that has enabled us to expand and grow our business. More importantly, the bank has provided our company with significant financing that has enabled our company to transition from a closely held, privately owned family business to an ESOP company (Employee Stock Ownership Plan).

I support the merger of BB&T and SunTrust. I believe that these two banking institutions have different, but complementary strengths. BB&T is particularly strong in community markets, especially in our region. It is my impression that SunTrust's strength is in the larger capital markets. It is my belief that the combined entity will be a benefit for our community and local businesses, and I look forward to a successful merger.

Best regards,

Douglas G. Driver

Main: (540) 896-8911
Cell: (540) 271-5021
Fax: (540) 898-6502
E-mail: ddriver@lantzcc.com
Visit: www.lantzcc.com



539 South Main Street
Broadway, Virginia 22815

Eike, Kathy

From: Rhonda Akins <Rhonda.Akins@ourunitedway.org>
Sent: Thursday, April 25, 2019 4:40 PM
To: RICH BankSup Applications Comments
Cc: Amanda Burt
Subject: [External] Letter of Support
Attachments: SKM_C36819042515410.pdf

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Attached please find the requested letter of support.

Thank you!



**United Way
of Northwest Georgia**

Rhonda Akins | Project Manager

United Way of Northwest Georgia

816 S. Thornton Avenue, P.O. Box 566, Dalton, Georgia 30722-0566

706.876.1587

www.ourunitedway.org



Improving Lives. Inspiring Donors. Uniting Community.

United Way of Northwest Georgia

P.O. Box 566
816 S. Thornton Ave.
Dalton, GA 30722-0566
tel 706.226.4357
fax 706.226.1029

ounitedway.org



April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Dear Friends:

I am writing in support of the BB&T – SunTrust merger. For many years BB&T has been an active partner with the United Way of Northwest Georgia in our mission: Improving Lives. Inspiring Donors. Uniting Community. Our success would not be possible without the support of both organizations. Over 55,000 people in our two-county area benefit annually from United Way services.

Both BB&T and SunTrust run employee campaigns locally and make corporate gifts to our annual campaign. BB&T has partnered with United Way in the past in the Lighthouse service projects with our United Way Volunteer Center. BB&T has also partnered with United Way of Northwest Georgia through a grant to bring financial literacy services to our community.

Bill Davies, BB&T Market President, has been a leader with our United Way since assuming his role. He co-founded our Young Leaders Society in the fall of 2006 and Chaired the group through 2010. In 2011 Bill served as our community-wide Campaign Chair raising over \$3.3 million. Bill once again led an effort in 2012 to form a Junior Alexis de Tocqueville Society to encourage donors age 40 and under to give \$5,000 annually on their journey to becoming a full member at \$10,000 annually. Bill served on the United Way Board of Directors from 2011 – 2016, and he continues to assist each year in our annual United Way campaign.

In summary, I am pleased to support the BB&T-SunTrust merger.

Kind regards,



Amanda Burt, President

Eike, Kathy

From: Francis Pirozzi <FPirozzi@sipcamagro.com>
Sent: Thursday, April 25, 2019 4:52 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T - SunTrust MOE Support Letter
Attachments: BBT - Suntrust MOE Support - FedRichmond - 25Apr2019.pdf

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April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Sent Via E-Mail - comments.applications@rich.frb.org

RE: BB&T / SunTrust MOE

Dear Sir/Madam:

Please accept this letter of support for the BB&T and SunTrust merger of equals that was announced on February 7, 2019. The combination of these financial institutions will provide high-growth, middle-market corporate clients such as Sipcam Agro USA, Inc. with the ability to access additional world-class banking knowledge, tools and security at a time when failure to obtain such support is simply not an option.

Our business operates in the agricultural input market by developing, manufacturing and distributing plant protecting products which allow farmers to produce crops in an efficient, scalable manner. This in turn allows crop outputs to be maximized offering the largest possible supply of quality, affordable produce throughout the value chain. BB&T allows us to enhance U.S. farm economics by providing critical working capital which allows us to operate in what is, by its very nature, a very cyclical market. Without the support of BB&T financial backing Sipcam Agro USA, Inc. could not operate from a month-to-month basis, let alone invest in future growth.

We also rely on BB&T to safeguard our most liquid and unsecured asset, cash. BB&T's Treasury platform provides technology that must be continually reviewed, updated and protected. That effort requires a vast amount of investment and expertise. The BB&T/SunTrust merger will allow for the combined institution to realize economies of scale which would lead to advances in technology and security, which will benefit the entire U.S. banking public.

On behalf of Sipcam Agro USA, Inc., I request that you approve the BB&T and SunTrust merger.

Thank you for your kind consideration.

Francis X. Pirozzi

Francis X. Pirozzi
Chief Financial Officer



April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Sent Via E-Mail - comments.applications@rich.frb.org

RE: BB&T / SunTrust MOE

Dear Sir/Madam:

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We also rely on BB&T to safeguard our most liquid and unsecured asset, cash. BB&T's Treasury platform provides technology that must be continually reviewed, updated and protected. That effort requires a vast amount of investment and expertise. The BB&T/SunTrust merger will allow for the combined institution to realize economies of scale which would lead to advances in technology and security, which will benefit the entire U.S. banking public.

On behalf of Sipcama Agro USA, Inc., I request that you approve the BB&T and SunTrust merger.

Thank you for your kind consideration,

Francis X. Pirozzi

Francis X. Pirozzi
Chief Financial Officer

Eike, Kathy

From: Mike.Gleason@bhcpns.org
Sent: Thursday, April 25, 2019 5:03 PM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Subject: [External] BB&T - SunTrust Bank Merger support comment

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To whom it may concern,

The purpose of this email is to express support for the merger of BB&T and SunTrust Bank. I have worked with both banks throughout my career, and believe the proposed merger will create a financial institution that is better positioned to serve existing and new customers at enhanced levels. Currently, BB&T is a significant partner for my not-for-profit organization and is crucial for our ability to deliver on our mission. I believe that the combined bank will be in an even stronger position to support the NFP health care industry and will create a better competitor, and thus help to drive down our costs, to the larger financial institutions that tend to dominate our industry.

All the best,
Mike

*Michael E. Gleason
SVP & Chief Financial Officer
Baptist Health Care
1717 North E Street, Suite 320
Pensacola, FL 32501
(850)469-7643*



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Eike, Kathy

From: Gil Staley <gil.staley@edpartnership.net>
Sent: Thursday, April 25, 2019 5:15 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T / SunTrust Merger Letter of Support
Attachments: BB&T Merger.pdf

NONCONFIDENTIAL // EXTERNAL

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To Whom it May Concern:

Attached, please find our letter of support for the merger between BB&T and SunTrust.

Regards,

Gil Staley
Chief Executive Officer

The Woodlands Area Economic Development Partnership

9320 Lakeside Blvd., Bldg. 2, Suite 200, The Woodlands, TX 77381
(office) 281-363-8135 | (assistant) 281-363-8130 | (fax) 281-298-6874 | (email) gil.staley@edpartnership.net





April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To Whom It May Concern:

As the lead economic development organization for The Woodlands, TX, we offer our support for the merger between BB&T and SunTrust. We have had the pleasure of working with Steve Smith, Market President, BB&T, for over 5 years as a client and as a partner in our mission to grow jobs and capital investment in our community.

BB&T's committed presence in our community goes beyond their role as one of the largest financial services holding companies in the U.S. to a bank that is dedicated to building a stronger and more vital community. With their leadership and financial support, The Woodlands has enjoyed unprecedented commercial growth in the last several years. The area's economic base is well diversified with over 4,000 employers, including all business sectors. These businesses range from owner-operated establishments to global corporate headquarters.

BB&T's merger with SunTrust will ultimately be good for our community and their associates. We look forward to a successful union of equals that will bring further prosperity for all.

Sincerely,

A handwritten signature in blue ink, appearing to read "G. Staley".

Gil P. Staley
CEO



Eike, Kathy

From: Shenita Cotton <scotton@adamsjordan.com>
Sent: Thursday, April 25, 2019 5:52 PM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Cc: Virgil Adams
Subject: [External] BB&T and SunTrust Bank Merger
Attachments: DOC_20190425172927.pdf

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Good Afternoon:

Please see the attached correspondence.

Sincerely,

Shenita R. Cotton

Paralegal to Virgil L. Adams
ADAMS, JORDAN & HERRINGTON, P.C.
P.O. Box 928
577 Mulberry Street, Suite 1250
Macon, Georgia 31202
478.743.2159
478.743.4938 (fax)
scotton@adamsjordan.com
www.adamsjordan.com

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ADAMS, JORDAN & HERRINGTON

ATTORNEYS AT LAW | A PROFESSIONAL CORPORATION

VIRGIL L. ADAMS
D. JAMES JORDAN
CAROLINE W. HERRINGTON
DAWN MAYNOR LEWIS
LAUREN M. CHILDS
CEDRIC B. DAVIS *

Fickling & Co. Building
577 Mulberry Street, Suite 1250
Post Office Box 928
Macon, Georgia 31202-0928
Telephone (478) 743-2159
Fax (478) 743-4938
Writer's Email: vadams@adamsjordan.com

Milledgeville Office
115 E. McIntosh Street
Post Office Box 1370
Milledgeville, Georgia 31061
Telephone (478) 453-3997
Fax(478) 452-4880

Albany Office

2410 Westgate Drive
Albany, Georgia 31707
Telephone (229) 405-1698
Fax (478) 743-4938

*Of Counsel

April 25, 2019

**Via Email: comments.applications@rich.frb.org
and BankMergerApplication@fdic.gov**

Federal Reserve Bank of Richmond
Post Office Box 27622
Richmond, VA 23261


FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, Georgia 30309-3849

To Whom It may Concern:

I am happy to submit this letter in support of the merger of BB&T and SunTrust Bank. Both of these financial institutions are stalwarts in the banking industry and to my knowledge have always been active supporters in the respected communities in which they serve. I am personally familiar with both of these institutions. I bank with BB&T and currently serve on the local advisory board here in Macon. I can attest to BB&T's commitment to the community and to its customers.

I am also a customer of SunTrust Bank. It has for the past two years serviced my home mortgage loan. Again, I have been extremely satisfied with the service provided.

It is my opinion that the merger of these two institutions will result in an even stronger ability to serve local communities not only from a banking standpoint but also in providing much needed support for community, volunteer and non-profit activities. I am therefore very pleased to provide personal support for the BB&T-SunTrust merger and would be glad to provide any additional information as deemed necessary.

Sincerely,

Virgil L. Adams

VLA/src

Eike, Kathy

From: Ben Penfold <ben@cocreatemgmt.com>
Sent: Thursday, April 25, 2019 5:57 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and Suntrust

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To Whom It May Concern,

“We at Heath Hospitality/Cocreate Management have been banking with BB&T for 3 years and have enjoyed a mutually beneficial relationship over the years. BB&T has been a key partner in helping my company achieve its business objectives. I support the merger of equals between SunTrust and BB&T. The merger will result in a stronger company that will be able to better serve our company and communities.”

Ben Penfold

Partner
CoCreate Management
303.242.6534

Eike, Kathy

From: MARCUS D. GOODSON <mvkgoodson@comcast.net>
Sent: Thursday, April 25, 2019 6:09 PM
To: RICH BankSup Applications Comments
Cc: Jason Brewer
Subject: [External] Letter of Support

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To Whom it May Concern,

I am a small business owner and former executive director of a medium size housing authority located in Southwest Florida. I have been a customer of BB&T for many years and believe strongly in the bank and what it stands for. My experiences with BB&T from a personal perspective lead me to recommend to the board of commissioners of the housing authority to switch our accounts from a competing bank to BB&T. It was a very smart decision. We enjoyed a wonderful banking relationship with BB&T until my retirement in June 2018. The housing authority is still banking with BB&T. I am in support of the proposed merger with SunTrust Bank because I truly believe if this merger would harm one customer at BB&T or the greater community, the bank would not move forward with the merger. Marcus D. Goodson

Eike, Kathy

From: Brian Edwards <bedwards@gulfstreamgoodwill.org>
Sent: Thursday, April 25, 2019 6:43 PM
To: RICH BankSup Applications Comments
Subject: [External] Comments for Support/Information - SunTrust Bank
Attachments: 2019 Comments - SunTrust.pdf

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Dear Board Members:

Please find attached hereto comments for consideration in the proposed merger with SunTrust Bank and BB&T.

Thank you very much,

Brian Edwards
Vice President, Marketing & Development
Gulfstream Goodwill Industries
1715 Tiffany Drive East
West Palm Beach, FL 33407
Office: (561) 848-7200, ext. 3250
Mobile: (561) 373-8149
Fax: (561) 494-0802
Email: bedwards@gulfstreamgoodwill.org
Goodwill: gulfstreamgoodwill.org
Lighthouse: lighthousepalmbeaches.org

50 Years of Strengthening Our Community.



Lighthouse for the Blind
of the Palm Beaches



1715 Tiffany Drive East
West Palm Beach, FL 33407
TEL: 561.848.7200
gulfstreamgoodwill.org

April 25, 2019

RE: Comments SunTrust and BB&T Merger

Dear Distinguished Federal Reserve Board Members:

Please accept these comments of support on behalf of SunTrust Bank substantiating their company and employees' dedication to community service.

For full disclosure, SunTrust Bank is currently the banking vendor for Gulfstream Goodwill Industries. This business partnership was the result of a vigorous eighteen month request for proposal process among various competitors. SunTrust Bank, through that process was ultimately selected over their competition.

SunTrust Bank is a valued company in Palm Beach County. The executive leadership team and employees are a deeply embedded within the community's human, health and social services work and is frequently sought out as a company gets involved, cares and volunteers for nonprofits throughout the county. In the case of Gulfstream Goodwill, one of SunTrust Bank's executive team members has been a volunteer board member for many years, completing one full term, rolling off the board due to term limits, and then becoming a board member for a second term. I personally know other executive team members and employees from SunTrust Bank who are also vitally important to other community nonprofit boards they serve on as well.

In the case of Gulfstream Goodwill, SunTrust Bank has been significantly engaged in working with the homeless and persons with disabilities over the years. Specifically, the SunTrust Foundation supports our Financial Education Program, which provides training modules for staff and program participants. This program has been very successful in helping the less fortunate get back on their feet financially as well as ensuring they are able to manage their finances on a long term basis as they gain employment. These supported modules are provided to both adults and youth! Important to note is the required follow-up on outcomes and accountability from SunTrust by way of staff visits and goal reporting.

SunTrust Bank is the epitome of a corporate partner for any community. Through their community engagement, servant leadership and dedication to enhancing citizen's quality of life, they are indeed one of the stand-out companies for corporate leadership.

Thank you for your consideration. I will be happy to personally speak with someone if you desire. My contact number is (561) 848-7200, ext. 3250. Email address: bedwards@gulfstreamgoodwill.org.

With gratitude,

Brian Edwards
VP, Marketing and Development

Eike, Kathy

From: Bryan Dobson <bdobson@qualityequip.com>
Sent: Thursday, April 25, 2019 9:45 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: steve bullard
Subject: [External] letter of support
Attachments: BBT_SunTrust merger.docx

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Please see attached a letter of support for the BB&T and SunTrust merger.

Thank you,

Bryan Dobson, CEO
Quality Equipment, LLC
252-883-8375
bdobson@eastcoastequip.com



4-25-2019

*Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261*

*FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849*

To whom it may concern,

My name is Bryan Dobson, and I serve as the CEO of Quality Equipment, LLC, a 27 location John Deere Dealership in North Carolina and Southeast Virginia. We sell and service John Deere equipment and other complimentary products to homeowners, property owners, agricultural producers, and commercial contractors.

We have utilized BB&T to service our treasury/retail needs for our branches since 2007 and operating/inventory floor plan needs since 2012. BB&T has earned and maintained our business with an intentional approach focusing on truly understanding our needs and pressures through a personal relationship and ongoing dialogue. They also have always coupled this with competitive products that meet our needs and requirements, and they have worked to make doing business as easy as possible.

We believe the personal approach will remain at the forefront with the BB&T/SunTrust merger. In our examination of both companies, this seems to be a core value that both banks believe in today and will continue in the newly merged company.

In addition to the meaningful personal relationship continuing, we also believe the merger will allow the newly formed company to offer additional services and business insights utilizing the new scale and different, but complementary, strengths that both companies will bring to the new entity. We believe this will allow the new company to continue to offer us competitively priced products as they do today but across a broader range of services and products. The scale should allow them to offer more specialized and focused support in these areas as well.

We are comfortable there will be little negative effect in terms of local bank presence or elimination of local jobs. While we understand there will be some reorganization required, we believe they will stay invested in our communities and remain an integral part of the local economy.

In closing, Quality Equipment, LLC supports the BB&T and SunTrust merger, and we believe the combined companies will form a new entity that will continue to do great things for our community, our local economy, and our business.

Sincerely,

Bryan Dobson, CEO
Quality Equipment, LLC
2214 S. Main St.
Fuquay-Varina, NC 27526
Mobile number- (252) 883-8375

Eike, Kathy

From: Meredith Rozanski <Meredith@bgchamber.com>
Sent: Friday, April 26, 2019 7:46 AM
To: RICH BankSup Applications Comments
Cc: Rick Wilson
Subject: [External] Merger Support Letter
Attachments: Federal Reserve Letter - Chamber.pdf

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Dear Sir or Madam,

Please find attached our letter of support for the BB&T/SunTrust merger.

Thank you,
Meredith

Meredith Rozanski

Chief Operating Officer

Bowling Green Area Chamber of Commerce

710 College Street

Bowling Green, KY 42101

D: 270-901-4750 | F: 270-843-0458

P: 270-781-3200

www.bgchamber.com

www.southcentralky.com

Connect with us on





Bowling Green Area
Chamber of Commerce
710 College Street
Bowling Green, KY 42101

April 24, 2019

**Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 33261**

Dear Sir or Madam:

I am writing in support of the merger between BB&T and SunTrust. The Bowling Green Area Chamber of Commerce, Inc. has been a long-time client of BB&T working on numerous financial transactions. BB&T financed the facility we occupy when we transitioned to be the first new investment in our City's downtown redevelopment effort.

Our chamber is ranked nationally in both economic development (#1 by Site Selection Magazine in 2018) and chamber operations. As a 5-star accredited chamber with the US Chamber of Commerce we recognize and appreciate quality. This same level of quality is what has drawn us to BB&T and we believe the merger with SunTrust will only serve to strengthen their quality of service.

As the fastest growing city in the State of Kentucky, we believe this merger will continue to strengthen our community and provide additional opportunities to the businesses we serve.

Sincerely,

**Meredith Rozanski
Chief Operating Officer**



Eike, Kathy

From: Meredith Rozanski <Meredith@bgchamber.com>
Sent: Friday, April 26, 2019 7:49 AM
To: RICH BankSup Applications Comments
Cc: Rick Wilson
Subject: [External] BB&T/SunTrust Merger Letter of Support
Attachments: Federal Reserve Letter - ITA.pdf

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Dear Sir or Madam,

Please find attached our letter of support for the BB&T/SunTrust merger.

Thank you,
Meredith

Meredith Rozanski
Chief Operating Officer
Inter-Modal Transportation Authority, Inc.
710 College Street
Bowling Green, KY 42101
D: 270-901-4750 | F: 270-843-0458
P: 270-781-3200

www.bgchamber.com
www.southcentralky.com

Connect with us on



KENTUCKY TRANSPARK

April 24, 2019

Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 33261

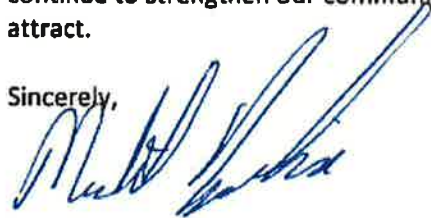
Dear Sir or Madam:

I am writing in support of the merger between BB&T and SunTrust. The Inter-Modal Transportation Authority, Inc. ("ITA") has been a long-time client of BB&T. As a public entity with strict guidelines on financial investments, we trust BB&T to manage our funds now and into the future.

The ITA is a public industrial development authority that holds title to the state's premier industrial park, the Kentucky Transpark. We are responsible for attracting new industrial clients to our area with shovel ready sites. BB&T has been a partner in this effort since inception, and has provided financial services to several of our clients.

Warren County has been the #1 county for inward investment in the state. We believe this merger will continue to strengthen our community and provide additional opportunities to the businesses we attract.

Sincerely,



Meredith Rozanski
Chief Operating Officer

Eike, Kathy

From: Kay, Tripp <Tripp.Kay@claconnect.com>
Sent: Friday, April 26, 2019 8:02 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Support Email

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To whom it may concern,

I am writing this email in support of the merger between BB&T and SunTrust.

I am a CPA as well as an owner and CFO of a temporary staffing firm named Axiom Staffing Group. Axiom has 21 locations in Georgia, Florida, Virginia, West Virginia and Pennsylvania. We are a full service provider of clerical, administrative and light industrial staffing to a wide variety of clients and routinely employ over 2,300 people each week.

We have had a wonderful and supportive relationship with James Holmes and his team at BB&T for five or six years. During that time, they have provided Axiom with an operating line of credit, required letters of credit and treasury services which have allowed us to continue to grow and serve our clients well. Our relationship and their support has been instrumental in that success. For that reason, we are supportive of the proposed merger between BB&T and SunTrust and believe that the combined entity will continue to support our growth as we move forward.

Thanks for your time and please feel free to reach out if that is appropriate.

Tripp



Tripp Kay, CPA
Principal, Private Sector

Direct 404-467-5812 | Mobile 770-354-5818 | Main 404-262-3300 x45812 | Fax 404-262-3271
CLA (CliftonLarsonAllen LLP) | 3575 Piedmont Road, Suite 1550, Atlanta, GA 30305
tripp.kay@CLAconnect.com | <http://www.CLAconnect.com>

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Investment advisory services are offered through CliftonLarsonAllen Wealth Advisors, LLC, an SEC-registered investment advisor.

Send me your files with secure file transfer.

Please note our new address effective January 25, 2019:

3575 Piedmont RD NE

Eike, Kathy

From: Kathy Arnett <office@fowlerpropertiesinc.com>
Sent: Friday, April 26, 2019 8:32 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T-Suntrust Merger
Attachments: BB&T-Suntrust Merger letter.pdf

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My letter of recommendation attached.

HALL FOWLER, President

Fowler Properties, Inc.

P O Box 532

Woodstock, GA 30188

770-926-3195

.....

P.O. Box 532
Woodstock, Georgia 30188
770-926-3195
office@Fowlerpropertiesinc.com

Fowler Properties, Inc.

April 24, 2019

**FDIC Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA 30309-3849**

RE: SunTrust and BB&T merger

To whom it may concern:

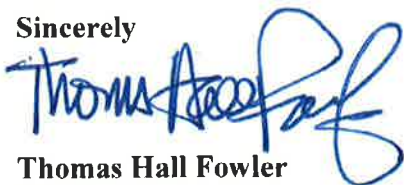
As a commercial client of BB&T, I am writing in support of the merger of BB&T and SunTrust. BB&T has been my lead lender since 2012 and has been a valuable resource for banking, lending and investing.

I know personally that they are involved in our local community through various activities, as well as in the Greater Atlanta area. I have great confidence in my relationship with BB&T, led by Mr. Dan Carey, Senior Vice President and Market President of the North Georgia area.

The combination of these two financial entities would benefit our market with their ability to provide more substantial and expanded financing and banking opportunities. The growth in our area, North Greater Atlanta and North Georgia, requires a company with such expanded resources.

I am very pleased to provide personal support of the BB&T and SunTrust merger and would be happy to provide further information that may be helpful.

Sincerely



**Thomas Hall Fowler
President**

.....

Eike, Kathy

From: Katy Zahradnik <Katy@conyers-rockdale.com>
Sent: Friday, April 26, 2019 9:06 AM
To: 'BankMergerApplication@fdic.gov'; RICH BankSup Applications Comments
Subject: [External] Support Letter - BB&T/SunTrust Merger
Attachments: BBT and SUntrust merger letter (2).pdf

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<p>PLEASE NOTE: This email is not from a Federal Reserve address. Do not click on suspicious links. Do not give out personal or bank information to unknown senders.</p>

Please see the attached letter of support for the BB&T and SunTrust Bank merger. We wish everyone success with this endeavor.

Sincerely,
Fred Boscarino, GCCE
President & CEO
Conyers-Rockdale Chamber of Commerce



April 26, 2019

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

To whom it may concern:

On behalf of The Conyers-Rockdale Chamber of Commerce in Conyers, Georgia, I am pleased to write this letter in support of the upcoming merger transaction between BB&T and SunTrust Bank.

We believe it takes the entire community working together to accomplish great things. Our efforts are enhanced significantly with the support of our great corporate citizens like BB&T and SunTrust, who have both provided superior customer and financial services for decades, and have generously supported the community where we live and work.

The Chamber's goal will always be to address the various needs of the Conyers-Rockdale community. To accomplish this, the Chamber focuses its efforts in three areas:

1. Economic Development
2. Community Development
3. Member Services

As an example, several years ago the Chamber referred BB&T to a chamber member for a loan which resulted in a million dollar plus construction loan.

Both of these banks have supported our past efforts in each of these areas, and we are excited that their individual strengths will be united in our community as one strong entity. We currently have two (2) business accounts with BB&T and are very pleased to have your organization in our community and look forward to our continued partnership.

If you should have any questions, or I can provide any additional information or references, please don't hesitate to contact me.

Kindest regards,

A handwritten signature in black ink that reads "Fred Boscarino". The signature is written in a cursive style.

Fred Boscarino, GCCE
President & CEO

Eike, Kathy

From: Kali Boatright <kboatright@gnfcc.com>
Sent: Friday, April 26, 2019 9:28 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: James Holmes; Bill Bland; Alan Najjar
Subject: [External] BB&T Merger Endorsement

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Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Please accept this Greater North Fulton Chamber endorsement for the merger of BB&T in their Merger of Equals with SunTrust. Greater North Fulton is proud to be one of the economic engines of our state, and the Greater North Fulton Chamber is proud to serve more than 1200 businesses as well as the cities of Sandy Springs, Roswell, Alpharetta, Johns Creek, Milton and Mountain Park.

The Chamber has a long and successful relationship with BB&T including having long-standing accounts with the bank. We are proud to have BB&T as a Chairman's Circle member and to have Senior Vice President and North Fulton Market President James Holmes serve on our Executive Committee and Board of Directors. We also appreciate the significant BB&T sponsorships of Chamber programs which allow us to serve the many businesses in our region. BB&T is a huge community partner for so many organizations in North Fulton, and, as such, we believe our communities and our Chamber will benefit from this merger transaction.

Thank you for your consideration of this endorsement on behalf of the Greater North Fulton Chamber. Please feel free to contact me with any questions.



KALI KIRKHAM BOATRIGHT

President & CEO

11605 Haynes Bridge Road, Suite 100
Alpharetta, GA 30009

(P): 678.397.0553 | (C): 770.823.7674

www.gnfcc.com

Eike, Kathy

From: Doug Smith <Doug.Smith@vecelligroup.com>
Sent: Friday, April 26, 2019 9:45 AM
To: RICH BankSup Applications Comments
Subject: [External] Merger BB&T and SunTrust
Attachments: Scanned from the Vecellio Group_ Inc_.pdf

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Comment Letter

Robert Doug Smith
Sr. VP Finance
Vecellio Group, Inc.

101 Sansbury's Way
West Palm Beach, FL 33411
561-784-3553 Direct
561-603-1676 Cell

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-----Original Message-----

From: MFP@VecellioGroup.com <MFP@VecellioGroup.com>
Sent: Friday, April 26, 2019 9:40 AM
To: Doug Smith <Doug.Smith@vecelligroup.com>
Subject: Scanned from the Vecellio Group, Inc.

Please open the attached document. It was sent to you by the Vecellio Group, Inc.

Attachment File Type: pdf, Multi-Page

Multifunction Printer Location:
Device Name: VGBE_Main_xC8070



April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

In re: Merger of BB&T and SunTrust

Dear Sir or Madam:

The following is a summation of our comments on the merger between BB&T and SunTrust.

Vecellio Group, Inc. and Subsidiaries (VGI) operate in Florida, North Carolina and West Virginia. In addition, we have petroleum terminal locations in Georgia, Alabama and New Mexico. VGI is a construction, aggregate mining and terminal group. Our work centers on heavy highway construction, paving, supplying aggregate for construction, development, and cement concerns and terminal storage and services to major petroleum companies and traders. VGI and its predecessors have been in business for 81 years.

VGI's relationship with BB&T and SunTrust has covered many years. Our relationship with BB&T began in 2006 and continues to today. Our relationship with SunTrust began in the 1980's and continues. Both institutions have provided financing, treasury and other services during that time.

Our relationship manager and loan officers at BB&T are currently Bobby Blakely, Regional President and Patrick O'Malley, Vice President based in the Charleston, WV offices. Previously, David Helmer, Senior Vice President served as our loan officer. Mr. Helmer recently retired, and the transition to Mr. O'Malley has gone smoothly. We feel we have a great relationship with BB&T and these individuals', and they are always responsive to our requests and work diligently to meet our needs. BB&T has provided treasury, commercial loan and equipment loan service to VGI. Our relationship with SunTrust began with its predecessor, Sun Banks in the 1980's. SunTrust provides treasury, loan and 401K services to VGI. The relationship has continued to today and they continue as our primary treasury bank in South Florida. Our current contact, Christopher Chase, Market President Palm Beach and Treasure Coast is new to the relationship and our loan activity with Sun Trust has declined somewhat due to personnel changes. However, they have recently proposed on one larger project loan and the relationship is growing again.

Since this merger is between two bank's we currently use we have evaluated the merger given the information available. We feel it will be beneficial from a treasury stand point and should make the merger of treasury services used by our Florida, North Carolina and West Virginia companies an easy transition to one platform. We see no detriment to our lending services. We are comfortable that the organizations can handle the transition of our 401K platform. We feel we will have adequate input as the merger relationships develop.



Federal Reserve Bank of Richmond
Merger of BB&T and Sun Trust
April 26, 2019
Page 2

Given current facts, VGI supports the merger, and believes the combined entity will be positive for our business. We do understand there will be changes to accomplish synergies as in all mergers but feel the new Bank will work diligently to mitigate any interruptions.

If you have any questions or comments, please contact me at your convenience.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Robert D. Smith', is written over a faint, light blue circular stamp.

Robert D. Smith
Sr. Vice President of Finance
Vecellio Group, Inc. and Subsidiaries
Doug.Smith@vecelliogroup.com
561-784-3553

Eike, Kathy

From: Marc Bendickson <bendickson1@comcast.net>
Sent: Friday, April 26, 2019 9:48 AM
To: RICH BankSup Applications Comments
Subject: [External] comment letter

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To whom it may concern,

As Chairman of Dynetics Inc. and related companies in Huntsville, Alabama I Have always viewed our banking relationship as a critical component of our business. We employ over 2000 personnel most of whom are highly compensated engineers and scientists. We build complex mechanical and electrical systems for the Department of Defense and for NASA and as such utilize 7 facilities which we own, 6 of which were financed via BB&T. We also depend on operating lines of credit to address periodic cash flow needs. We began this relationship in 1989 and have enjoyed the professional and ethical manner in which BB&T always operates. We support the merger between BB&T and Sun Trust and believe it will offer additional resources, service locations and capacity for large transactions. BB&T has been a great corporate citizen enriching our community with volunteer support, contributions and help to both my employees and others in our area. Thank you for this opportunity to express my support for the merger.

Dr. Marc Bendickson

Chairman, Dynetics Inc.

Huntsville, Al

256-682-2635

Eike, Kathy

From: Wayne Alter <waynealter@dynacorpinc.com>
Sent: Friday, April 26, 2019 11:33 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Merger

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Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To Whom It May Concern:

I have been a customer of BB&T bank and its predecessor banks for nearly 30 years. I am the majority owner and serve as Chairman of the national security firm, Dynamark Security Centers. In addition, I am a real estate developer in the Western Maryland area.

BB&T has provided us with the necessary financing for projects that have served the housing needs of our community. They have helped to provide an economic lift to the area through the creation of jobs for the construction and management of our residential, multi-family projects. While many banks were hesitant, BB&T saw the need in the community and committed their resources to improve the quality of life in the Hagerstown, MD area. Our projects have been extraordinarily successful for everyone involved.

The BB&T team is very active in our community in a number of ways. They support local charities and encourage their people to serve many important projects and non-profit organizations in the area.

BB&T is a valued partner and we wholeheartedly support the merger. We believe the combined entity will be of great benefit for the good of our community and our businesses.

Respectfully,

Wayne E. Alter, Jr.
Chairman of the Board
Dynamark Security Centers
525 Northern Ave.
P.O. Box 2070
Hagerstown, MD 21742
waynealter@dynacorpinc.com
301-745-1600 office direct
301-992-2510 mobile



Eike, Kathy

From: Monique LaPointe <mlapointe@waltoncommunities.com>
Sent: Friday, April 26, 2019 11:32 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Keith Davidson
Subject: [External] Support Letter
Attachments: Letter to Federal Reserve re SunTrust & BB&T Merger (BB&T).pdf

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To Our Friends at the Federal Reserve and FDIC,

Attached is our letter in support of BB&T in the matter of the SunTrust/BB&T merger. Thank you for taking the time to read our comments.

Sincerely,

Monique LaPointe on behalf of Keith A. Davidson, Walton Communities, LLC



Monique LaPointe | Closing Coordinator & Executive Assistant

Walton Communities | ***Neighborhoods That Matter***

2181 Newmarket Parkway | Marietta, GA 30067

o: 678.737.6056 f: 678.303.4134 | www.waltoncommunities.com



WALTON COMMUNITIES
APARTMENT HOMES

April 26, 2019

Dear Federal Reserve Representative,

Walton Communities has partnered with BB&T for financing of our market rate communities over the last 10 years. The team at BB&T has been outstanding to work with and has operated with the utmost professionalism and has provided a high level of service and support.

At Walton Communities we strive to go beyond building places where people live by creating neighborhoods where people thrive. As such, we admire the strong record of community involvement and desire to positively impact others exemplified by BB&T.

Without the support of valued partners like BB&T we would not be able to serve our residents as effectively as we do. We value and appreciate the true relationship that has emerged as a result of our business interactions.

We are in full support of the proposed SunTrust/BB&T merger. We look forward to a continued relationship in which we are even more well equipped to continue serving the community and positively impacting lives.

Regards,


Keith Davidson
Principal – CFO
Walton Communities

Eike, Kathy

From: Harrison, DeaRonda <DHarrison@YearUp.org>
Sent: Friday, April 26, 2019 11:46 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Saint Juste, Guylaine
Subject: [External] Year Up NCR letter to SunTrust
Attachments: 042619 Year Up NCR letter to SunTrust.pdf

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Good Morning,

Year Up NCR's signed letter is attached.

Kind regards,

DeaRonda Harrison | Associate Director of Institutional Giving

Year Up National Capital Region
1901 S. Bell Street, Suite 100
Arlington, VA 22202
571-303-1415

<http://www.yearup.org>

<http://www.youtube.com/yearupinc>

Empowering urban talent to reach their potential

Year Up
1901 S. Bell Street
Suite 100
Arlington, VA 22202
703-312-9327



April 26, 2019

Mr. Thomas I. Barkin
President and Chief Executive Officer
Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Dear Mr. Barkin and Members of the Federal Reserve Bank of Richmond:

Year Up, Inc. is a non-profit organization dedicated to closing the Opportunity Divide by providing young adults with the skills, experience and support they need to reach their potential. With locations across the country, Year Up offers an intensive one-year training program comprising six months of technical and professional training in the classroom, followed by a full-time on-the-job learning experience through an internship at one of our more than 250 corporate partners.

I am the Executive Director of Year Up – National Capital Region (“YUNCR”). Since we opened our doors in 2006, YUNCR has served nearly 3,000 students, and we will serve more than 420 students in this region in 2019. YUNCR student outcomes are consistently excellent. Our class graduating in July 2018 achieved impressive outcomes just a few months after graduation: 94% of alumni obtained a job, re-enrolled in higher education, or both within four months of program completion. Employed graduates reported an average wage of \$22.71/hour or approximately \$45,400/year. Forty-four percent of students were hired into full-time jobs at the same companies where they completed their internships, and 97% of our corporate partners expressed satisfaction with the YUNCR program and interns.

Findings from Pathways for Advancing Careers and Education (PACE), a federally-funded ten-year randomized control trial indicate that the Year Up program produces impacts on earnings that are the most significant ever recorded. The summer 2018 findings show that Year Up graduates earned 53% more than their peers in the control group at six months post-program—a trend that continues (40% higher wages) at two years post-program.

Under the leadership of Muriel Garr, Senior Vice President of Community Development Manager for SunTrust Bank, the SunTrust Foundation made a \$10,000 philanthropic donation to YUNCR, contributing to our intensive training program designed to help low- and moderate-income individuals earn professional credentials and college credits leading to higher paying, permanent professional careers. We are grateful that Ms. Garr and the SunTrust Foundation have been advocates for the Opportunity Youth that we serve and appreciate her belief in our work and its impact on young people and our community.

SunTrust and BB&T are important banking institutions in the communities served by YUNCR. Therefore, we hope the merger will expand their philanthropic commitment to

Year Up
1901 S. Bell Street
Suite 100
Arlington, VA 22202
703-312-9327



the low- and moderate-income communities in which they now do business. We look forward to continuing community engagement and maintaining a relationship with the merged bank in reaching our charitable mission to close the Opportunity Divide.

Warm Regards,

A handwritten signature in black ink, appearing to read "G. Saint Juste".

Guylaine Saint Juste
Executive Director
Year Up National Capital Region

Eike, Kathy

From: Terrie Kreis <tkreis@lancfound.org>
Sent: Friday, April 26, 2019 12:00 PM
To: RICH BankSup Applications Comments
Cc: Sam Bressi
Subject: [External] Comment letter in support of BB&T-Sun Trust Merger
Attachments: BB&T-Sun Trust Merger Support_FedReserve_4.26.19.pdf

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Good afternoon,

Attached, on behalf of Samuel J. Bressi, CEO & President, please find a comment letter in support of the merger between BB&T and Sun Trust Banks.

Thank you,

Terrie

Terrie Kreis | Office Manager



Tel: 717.397.1629 x 101

Fax: 717.397.6877

Email: tkreis@lancfound.org

Web: LancFound.org

Visit: 24 W. King St, Suite 201
Lancaster, PA 17603



LANCASTER COUNTY
COMMUNITY
FOUNDATION

April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To whom it may concern:

The Lancaster County Community Foundation is a grant making organization that is home to endowed and non-endowed "spend-down" funds totaling approximately \$115,000,000. We are experts in Lancaster-based philanthropy, and we aspire to provide vision, leadership, and resources to enhance the quality of life throughout Lancaster County.

As President & CEO of the Foundation, I began working with representatives of Susquehanna Bank when I arrived in Lancaster in 2008. Our relationship with key banking leadership at Susquehanna Bank was always strong. Our partnership greatly expanded when Susquehanna merged with BB&T in 2015.

BB&T leadership had a strong desire to greatly increase their community connection as the transition occurred. They reached out to us to partner with them to create the BB&T Economic Growth Fund at the Community Foundation. The creation of this \$10,000,000 spend-down fund was at a level of philanthropic commitment that had never been seen in Lancaster County. It raised the bar of giving for our entire community.

The Economic Growth Fund's purpose is to invest in the creation of thriving wage jobs and job opportunities across Lancaster County. An independent committee was formed to develop criteria for these grants and make decisions on grant awards. Since its inception in 2015, the fund has distributed \$8.2 million to support eighteen separate initiatives in the community. These initiatives range from Tec Centro, a job training and skills development program targeting Lancaster's Latino community, to creation of the Center for Regional Analysis which will provide economic data analysis aimed at growing our business sector. The partnership between BB&T and the Community Foundation has been highly successful and the BB&T Economic Growth Fund has been widely recognized across our community for the impact it has had.

Knowing that the leadership at BB&T care so deeply about our community, gives me great confidence that their community commitment will be a strong part of the corporate culture of the soon to be BB&T and SunTrust merger. We support the bank's efforts to grow both as a player in the banking world nationally while it maintains its authentic connection to building communities at a local level. We are very proud of the work we have done in partnership with BB&T and look forward to a bright future working with an even stronger partner.

Sincerely,

Samuel J. Bressi
President & CEO

Eike, Kathy

From: Tina Goode <tgoode@parkerpollard.com>
Sent: Friday, April 26, 2019 12:04 PM
To: RICH BankSup Applications Comments
Cc: Harry Pollard
Subject: [External] Proposed Merger of BB&T Bank and SunTrust Bank
Attachments: Merger of BB T and Suntrust Letter 4 26 19 (00717981xAED17).pdf

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Good Afternoon.

Please find attached, a letter regarding the proposed merger of BB&T and SunTrust banks, which Mr. Pollard has asked that I forward to you.

Should you have any questions or need anything additional, Mr. Pollard can be reached at (804) 261-7300.

Have a great afternoon.

Tina

Tina A. Goode
Legal Assistant
6802 Paragon Place
Suite 300
Richmond, VA 23230



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H. R. POLLARD, IV
E-MAIL: HPOLLARD@parkerpollard.com

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RICHMOND, VIRGINIA 23230-1655
(804) 262-3600
www.parkerpollard.com

DIRECT DIAL: (804) 261-7300
DIRECT FAX: (804) 627-0430

April 26, 2019

By U. S. Mail and Email

Federal Reserve Bank of Richmond
P O Box 27622
Richmond, VA 23261
Comments.applications@rich.frb.org

FDIC Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA 30309 -3849
BankMergerApplication@fdic.gov

RE: Proposed Merger of BB&T Bank and SunTrust Bank

To Whom It May Concern:

This letter is written in support of the merger of BB&T and SunTrust Banks. My law firm and I personally have had long-standing banking relationships with each institution, including periodically representing each bank as a client in various matters unrelated to the proposed merger. I have a great respect for the quality of the management of each. I believe it is important for Virginia to be served by a bank of significant size which primarily serves the South Eastern region of the United States. This will allow those businesses located in Richmond, Virginia and other localities to have access to the full array of financial services from a bank having a particularly significant emphasis on the southeast.

I hope you find this letter sufficiently supportive of the merger and I will be happy to provide additional written support should you feel it appropriate to aid in the accomplishment of the approval of the proposed merger.

Sincerely,

A handwritten signature in blue ink that reads "H. R. Pollard, IV". The signature is written in a cursive, flowing style.

H. R. Pollard, IV, Chairman

Eike, Kathy

From: Jay McLamb <jmclamb@carliecs.com>
Sent: Friday, April 26, 2019 12:13 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Letter in Support of BB&T / Suntrust Merger
Attachments: 20190426122224188.pdf

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Please see attached. Thanks.

Jay

Jay McLamb
Chief Financial Officer
Carlie C's IGA
910-892-4124 ext **99214** (Office)
910-892-5497 (Fax)
jmclamb@carliecs.com
www.carliecs.com

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Carlie C's IGA

10 Carlie C's Drive • Dunn NC 28334 • 910.892.4124 • Fax 910.892.5497

Carlie C's



HOMETOWN PROUD

April 26, 2019

To Whom It May Concern:

I am writing this letter on behalf of Carlie C's IGA, an independent grocery store chain with 25 locations in North Carolina. We are a current customer of BB&T, utilizing them for our lending needs, as well as approximately 15 depository accounts. We also outsource our vendor payment processing through their Commerce Gateway product. We are extremely pleased with the services we receive from BB&T.

Having gone through other banking mergers in the past, I fully support the BB&T / Suntrust merger. It will only enhance the offerings that we currently receive and will extend the BB&T footprint into areas that we could eventually expand into. I see this as a positive development in our banking experience.

If you have any further questions for me, please contact me at 910-892-4124.

Sincerely,

A handwritten signature in black ink that reads "Jay McLamb". The signature is written in a cursive style with a long horizontal flourish extending to the right.

Jay McLamb
CFO

Eike, Kathy

From: Mark P Becker <mbecker@gsu.edu>
Sent: Friday, April 26, 2019 12:58 PM
To: BankMergerApplication@fdic.gov; RICH BankSup Applications Comments
Cc: Mark P Becker
Subject: [External] SunTrust + BB&T

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Georgia State University (GSU) and SunTrust have enjoyed a highly productive relationship for decades. Our alumni are well represented at all levels of the Sun Trust workforce, including the C-suite level. The GSU Foundation owns the former Sun Trust headquarters at 25 Park Place in Atlanta, and that property houses the GSU College of Arts and Sciences and our one-of-a-kind Creative Media Industries Institute. Furthermore, the Sun Trust Foundation has been a strong supporter of GSU programs, including a \$2M commitment to help launch our innovative financial management center that supports students in navigating the financial challenges and complexities of earning a college degree in the 21st Century. That center is part of the GSU's model for student success that has resulted in more than 300 universities visiting GSU to learn innovative and best practices in supporting students from admission to graduation to career. With Sun Trust's commitment to maintain a significant operational presence in Atlanta following the merger with BB&T, we look forward to building on our established relationship with SunTrust in the years ahead to better serve students and community.

Mark P. Becker, Ph.D.
President
Georgia State University

Phone: (404) 413-1300
E-mail: mbecker@gsu.edu



Eike, Kathy

From: Debra Hoffer <doffer@jaky.org>
Sent: Friday, April 26, 2019 1:31 PM
To: RICH BankSup Applications Comments
Subject: [External] Comment Letter Re: BB&T and SunTrust Proposed Merger
Attachments: Comment Letter Re--BB&T and SunTrust Proposed Merger.pdf

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Please find attached my comment letter Re: the BB&T and SunTrust Proposed Merger. If you have any questions, please let me know.

Thank you!

Debra

Debra H. Hoffer | President
Junior Achievement of Kentuckiana, Inc.
1401 W. Muhammad Ali Blvd. | Louisville, Kentucky 40203
502.569-9210 Work | 502.551.5340 Cell | www.jaky.org

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of Kentuckiana, Inc.



empowering young people to
own their economic success[®]

April 26, 2019

To Whom It May Concern:

I am writing to comment on the pending merger of BB&T and SunTrust. I am thrilled to hear of the possibility and believe that both organizations are worthy of each other.

Junior Achievement of Kentuckiana has enjoyed a long and productive relationship with BB&T from the first year that the bank moved into the Greater Louisville region in the early 2000s. BB&T executives have consistently served on the Junior Achievement of Kentuckiana Regional Board of Directors and volunteers from the bank have served as JA classroom volunteers each year. The bank has also made annual donations to JA to support programs and also to participate in the Kentuckiana Business Hall of Fame event. In short, BB&T and its associates have fully embraced JA and the 73,000 students we serve with its time, talents and treasures.

BB&T has the reputation as a family-friendly workplace and its employees work hard to meet customer needs. It is obvious that they strive to achieve quality in all that they do. In a relatively short time for a corporate presence, the company has become a vital, well-respected member of the Greater Louisville business community.

Junior Achievement of Kentuckiana's mission is to prepare and inspire young people for success in the global economy. Junior Achievement's age-appropriate classroom and experiential programs begin at the elementary school level, teaching children how they can influence the world around them as individuals, workers and consumers. The learning continues through the middle and high school grades, as students prepare for the economic and workforce issues they will face in the future. Program content is correlated with state and local learning standards.

Given the role that BB&T plays in our community and SunTrust's strong reputation as a good corporate citizen, I strongly support their merger. I believe that this merger will be good for the community and for both banks' associates.

Sincerely,

Debra H. Hoffer
President

Eike, Kathy

From: David Townsend <David@townsendcapital.com>
Sent: Friday, April 26, 2019 1:54 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB&T / Sun Trust Merger

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To whom it may concern,

I am writing to express my support for the proposed merger of BB&T and SunTrust Bank. My company, Townsend Capital, LLC, is a private, family owned investment company based in Maryland. Our investments are diverse, including real estate acquisition and development as well as investments in US manufacturing companies.

Our relationship with BB&T over the last 30 years has truly been a partnership. Our relationship managers have always taken a keen interest in our various businesses, taking the time to understand our needs and evaluate opportunities for the bank to provide services for us.

BB&T provides all banking services for our manufacturing company located in Michigan and our headquarters in Maryland, financing for one of our commercial properties in Virginia, and is currently evaluating a development loan for a retail center in Missouri. The relationship with BB&T and the banking services that they provide have helped Townsend take projects from concept to realization.

For any new project that requires financing, BB&T is always our first call, any more often than not, the only call we need to make. I am enthused about the merger with SunTrust Bank as I believe the combined organization will provide additional, enhanced services to my businesses. I fully support the proposed merger.

Sincerely,

David

David Townsend
President
Townsend Capital, LLC
(443) 933-4353 (d)
(410) 321-1900 (o)
(443) 690-9020 (c)

Eike, Kathy

From: Dennis sheetscd.com <dsheets@sheetscd.com>
Sent: Friday, April 26, 2019 2:04 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB&T Suntrust Merger

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*Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261*

*FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849*

April 26, 2019

To Whom It May Concern:

I am a Fiat Chrysler Automobiles franchise dealer selling the Chrysler, Dodge, Jeep and Ram brands in Beckley, West Virginia. I have been a customer of BB&T since 2012. Over the time of my relationship with BB&T, I have developed extreme trust and a meaningful relationship with my account managers. In my business and our small community, it is very important to me to have relationships and key people I can count on to support my business activities.

BB&T is a strong supporter of our community! Bobby Blakey, Shane Carosi and Sandy Plumley are my key contacts, along with all of the other branch employees in the Beckley office. I can't speak highly enough of Bobby, Shane and Sandy! Each one of them have always been extremely helpful and go out of their way to meet my needs. They are always pleasant and professional, and I look to them as part of my team! They make my management team complete with their enthusiasm and proficiency to get things done!

Initially, BB&T provided me with financing of my real estate loans and business checking accounts. As our trust and relationship expanded, I moved my Payroll Direct Deposit account to BB&T, with great satisfaction. Then, given all the support of BB&T, Shane and Bobby, I was finally convinced to convert my Floorplan financing to BB&T and I have been extremely pleased with the process, support and efficiency!

BB&T has demonstrated their strength and ability to assist my business growth and support of our community. As we all look at ways to become stronger in our business and community, I am excited that BB&T is looking for partnerships that give me the ability to be strong and efficient!

Therefore, I support the merger of BB&T and Suntrust Bank and believe the combined entity will be good for the community, the associates and my business!

Thank you so much for taking time to hear my support of this merger!

Sincerely,

Dennis C. Sheets

Dennis Sheets

Sheets Chrysler Jeep Dodge
250 Auto Plaza Drive
Beckley, WV 25801
(304)252-4555 phone
(304)252-2642 fax

Eike, Kathy

From: Corbett, MaryMichael (BHE) <mary.corbett@BHSL.COM>
Sent: Friday, April 26, 2019 2:06 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Letter of Support: BB&T and SunTrust
Attachments: FDIC Letter of Support 2019.pdf

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Please see the attached letter of support for the merger of BB&T and SunTrust. Should you need additional information, please contact me using the information below.

Thank you for this opportunity to comment.

Thanks,
MM



BAPTIST HEALTH

Mary Michael Corbett
Executive Director
Baptist Health Foundation
4007 Kresge Way
Louisville, KY 40207

Office: 502.896.7495
Cell: 502.551.7015

MaryMichael.Corbett@BHSL.com
www.SupportBaptistHealth.org

US News & World Report ranked Baptist Health as the #1 hospital in Metro Louisville.

9 hospitals, 9 nursing excellence designations, 1 world record!!! Baptist Health is the only hospital system in the world to receive a combination of national Magnet® or Pathway to Excellence® designations at all locations from the American Nurses Credentialing Center.

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BAPTIST HEALTH®
FOUNDATION

PHONE: 502.896.7475 Foundation@bhsi.com
4007 Kresge Way Louisville, KY 40207

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

To Whom It May Concern,

On behalf of the Baptist Health Foundation of Greater Louisville and our Board of Directors, I am writing this letter in support of the merger of BB&T and SunTrust. It is our understanding and belief that the merger of these two superior banking institutions will be of great benefit to the Commonwealth and we endorse the merger.

As the largest not-for-profit health system in Kentucky, Baptist Health has made a commitment to the communities we serve to provide care and service that go beyond the expected. Founded in 1924, Baptist Health has been bringing advanced medical technology and many of the region's most prominent physicians and medical professionals to the communities throughout Kentucky for nearly a century.

BB&T has grown to be one of our most valued partners. As our most significant investor in the development of a new Heart Failure Clinic with a recent grant of \$600,000, we will be able to expand services to this growing population and increase the number of sites at which we can offer services. Heart failure is expected to grow by 46%. By 2030, an estimated eight million Americans will have the diagnosis of heart failure. BB&T recognized the need in an unhealthy state like ours and took a lead role in making sure this clinic was established.

BB&T's commitment to providing resources for non-profits demonstrates their commitment to the communities in which they live, work and call home. Working to improve our communities is demonstrated time and again through their gifts of time, talent and resources. And, we are proud that they have become such a valued partner to Baptist Health. Together, we will advance the health of our community. And, we believe this merger will advance our community.

Thanks,

Mary Michael Corbett
Executive Director

Eike, Kathy

From: Joanne Black <jblack@habitatocala.org>
Sent: Friday, April 26, 2019 2:08 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] SunTrust partnership with Habitat for Humanity Marion County

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To who it may concern,

Over the past several years, I have had the pleasure to work with one of your employees, Daniel Rupakus, who is very dedicated to SunTrust and his community. Daniel has been a leading force in one of Marion County's biggest fundraising events - the Habitat -Ocala Strawberry Festival by volunteering for Habitat for Humanity of Marion County and providing his knowledge and experience to assist other volunteers. Daniel recruits SunTrust employees to volunteer during the strawberry festival and they do an outstanding job. They are dedicated to the cause and represent your bank well.

As we would love for SunTrust to be more involved by either sponsoring a new home or working with construction, as this provides low-income families the opportunity of homeownership with affordable monthly mortgage payments, but we are very appreciative that they take time out of their day to assist with our event. We hope the relationship between the bank and Habitat will continue to grow and develop into a strong partnership.

Please know that Daniel is an asset to SunTrust as he is always professional and willing to volunteer when he can. We appreciate Daniel for everything he has done for Habitat for Humanity of Marion County.

Thank you and if you need any further information, please do not hesitate to contact me.

Joanne Black
Development Director
Habitat for Humanity of Marion County
1321 SE 25th Loop Suite 103
Ocala, Florida 34471
(352) 351-HOME (4663)

www.habitatocala.org

<https://www.facebook.com/habitatforhumanity.marioncounty/>

<https://www.facebook.com/HHMCStrawberryFestival/>

Habitat Strawberry Festival voted 2018 Best in Local Events/Festival



For more information on these events. Visit www.habitatocala.org/events

Email from Daniel:

Hello Joanne,

Now that you have heard the exciting news that SunTrust and BB&T intend to combine in a merger of equals to become America's premier financial institution. Both companies will continue to be deeply committed to and invested in the communities we serve. Together, SunTrust and BB&T plan to be an even more active community partner.

We are writing today to ask you to provide comments in support of the work SunTrust is doing with you in our communities. You are invited to submit written comments about SunTrust and our merger application to the Federal Reserve Bank of Richmond, P.O. Box 27622, Richmond, VA 23261 and to the FDIC's Atlanta Regional Office, 10 10th Street, NW, Suite 800, Atlanta, GA 30309-3849. Comments can also be sent electronically to comments.applications@rich.frb.org and to BankMergerApplication@fdic.gov. In addition, the Federal Reserve Board and the Federal Deposit Insurance Corporation (FDIC) will hold public meetings on the proposed merger. You are invited to attend the meetings should you wish to voice your support in person by making a brief public statement. Please see the attached site for more information:
<https://www.federalreserve.gov/newsevents/pressreleases/other20190314a.htm>

All persons wishing to comment at the public meeting in Charlotte should submit a written request no later than 5:00 p.m. EDT on Monday, April 15, 2019. A request to comment at the Charlotte public meeting may be sent by mail to: Matthew Martin, Vice President, Research Department, Microeconomics and Research Communications, Federal Reserve Bank of Richmond, 530 East Trade Street, Charlotte, North Carolina, 28202; by online form at: the Charlotte Public Meeting Request Form; by e-mail to: publicmeeting.charlotte@rich.frb.org; or by facsimile: 704-358-2300.

All persons wishing to comment at the public meeting in Atlanta should submit a written request no later than 5:00 p.m. EDT on Tuesday, April 23, 2019. A request to comment at the Atlanta public meeting may be sent by mail to: Karen Leone de Nie, Vice President Community and Economic Development, Federal Reserve Bank of Atlanta, 1000 Peachtree Street N.E., Atlanta, Georgia, 30309; by online form at: Atlanta Public Meeting Request Form; by e-mail to: atlfedcomdev@atl.frb.org; or by facsimile to: 404-498-8956.

We value our partnership, and look forward to working with you in the future. Please feel free to reach out to us if you have questions or if we can provide information helpful to you in considering this request.

Sincerely,



Daniel Rupakus, NMLSR # 545405
2016 Platinum Performance Excellence Award Winner
2015 Gold Performance Excellence Award Winner
Mortgage Loan Consultant
203 E Silver Springs Blvd, Ocala, FL 34470
Mail Code: FL-OCALA-2010
Tel: 352-402-6908 Cel: 352-454-9225
Email: Daniel.A.Rupakus@suntrust.com

Joanne Black

Development Director
Habitat for Humanity of Marion County
1321 SE 25th Loop Suite 103
Ocala, Florida 34471
(352) 351-HOME (4663)

www.habitatocala.org

<https://www.facebook.com/habitatforhumanity.marioncounty/>

<https://www.facebook.com/HHMCStrawberryFestival/>

Habitat Strawberry Festival voted 2018 Best in Local Events/Festival



For more information on these events. Visit www.habitatocala.org/events

Eike, Kathy

From: Rex McPherson II <rexmcp@rdktrust.com>
Sent: Friday, April 26, 2019 2:58 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Proposed Merger - SunTrust and BB&T
Attachments: Merger Recommendation Letter.pdf

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Please see attached letter in favor of the proposed merger referenced above.

*Rex V. McPherson II
R.D. Keene Trust
800 North Orange Avenue
Suite 400
Orlando, Florida 32801
rexmcp@rdktrust.com
407.757.2800 (main office)*

R.D. KEENE, INC.

800 North Orange Avenue
Suite 400
Orlando, Florida 32801

407.757.2800

April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: Proposed Merger – SunTrust and BB&T

To Whom It May Concern:

I was delighted to learn that SunTrust Banks, Inc. (“SunTrust”) and BB&T Corporation (“BBT”) have announced their desire to combine in what has been described as a Merger of Equals, which if approved, would create the sixth-largest bank holding company in the U.S. based on assets and deposits.

The company, for which I serve as President, has been a long-standing client of SunTrust, but it wasn’t always so. When I first became President, we were working with another financial institution. Throughout the ensuing years, I became involved in several not-for-profit community boards and came to realize that there was always a SunTrust officer serving in a leadership position on that Board. In addition, I became further acquainted with SunTrust through its community education programs. I eventually decided to change banking relationships and become a SunTrust customer; a decision I have not regretted.

As a third-generation Orlando resident, I remember the motto from SunTrust founder Linton Allen which states “BUILD YOUR COMMUNITY AND YOU BUILD YOUR BANK.” SunTrust did that back in the 1960’s when I first heard the phrase, and they continue to do that now. Today, SunTrust teammates are active on over fifty (50) boards. SunTrust team members provided 16,660 volunteer hours in 2018, presented \$1.2 Million Dollars in SunTrust Foundation Central Florida grants, and \$501 Million in Central Florida Community Development Loans. Furthermore, SunTrust has given significant support to Central Florida colleges and universities. One example is Rollins College which just celebrated the 20th anniversary of a SunTrust gift to the Crummer Graduate

R.D. Keene (1885-1973)

R.D. Keene, Inc.
R. D. Keene Trust
Mary G. Keene Trust
Betty K. Thomas Trust
Dorothy K. McPherson Trust
John R. McPherson Trust
Rex V. McPherson II Trust
Lake Butler Groves, Inc.
Windermere Groves, Inc.
Clermont Groves, Inc.
Keene Properties, Inc.

REX V. MCPHERSON II
407.757.2800 ext. 1

Internet Address:
rexmcp@rdktrust.com

April 25, 2019

Page 2

School of Business of One Million Dollars which endowed an investment portfolio managed each year by current Crummer students and funds \$50 Thousand Dollars annually in scholarship support.

SunTrust is made up of exceptional people doing extraordinary work. The proposed merger will make the combined entity better able to serve its clients and communities. I support this merger and urge your favorable review thereof.

Very truly yours,

A handwritten signature in blue ink, appearing to read 'Rex V. McPherson II', with a long horizontal flourish extending to the right.

Rex V. McPherson II

RVMII:rm

cc: comments.applications@rich.frb.org
BankMergerApplication@fdic.gov

Eike, Kathy

From: Matthew Marceron <mmarceron@kaplanco.com>
Sent: Friday, April 26, 2019 3:17 PM
To: RICH BankSup Applications Comments
Cc: Matthew Marceron
Subject: [External] Comment Letter for BB&T/SunTrust MOE

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For consideration,

I have had the pleasure of working with BB&T for more than 20 years, including close relations with key members of the senior leadership team: Cantey Alexander, Brent Waddell, and Ben Staton. During that time, we have nurtured a mutual relationship of trust, which is why Kaplan is proud to call BB&T our lead banking relationship. BB&T has provided a variety of critical services for Kaplan, including banking, trust services, financing, general business development, and good old-fashioned problem-solving.

Kaplan Early Learning Company is a national provider of products and services that enhance child outcomes in the field of early education (birth through age 8). Our vision is to ensure that ALL children reach their full potential in life, and develop a life-long love of learning.

Our community's future economic vitality and social well-being depends upon the success of every child. Period. The return on investing in early childhood development has lasting implications. Leading economists estimate that every \$1 invested in early education yields long-term economic savings of \$7 or more. Our entire country's future depends on our ability to nurture the next generation of leaders and innovators.

As a long-time partner of BB&T and local advisory board member, I full support the merger between BB&T and SunTrust, and believe it will be good for our community.

Sincerely,
Matthew Marceron

Matthew Marceron
President
Kaplan Early Learning Company
(336) 712-3214
Fax: (336) 712-2245
mmarceron@kaplanco.com



Eike, Kathy

From: Randy McMichael <randy@mcmichaelandgray.com>
Sent: Friday, April 26, 2019 3:56 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] 20190426 Letter in Support of BBT.merger.pdf
Attachments: 20190426 Letter in Support of BBT.merger.pdf

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To Whom It May Concern:

Attached for your consideration please find a letter in support of the merger between BB&T and SunTrust.

Thanks in advance for your time and consideration.

Randy



Randall C. McMichael
Managing Partner

Direct: 678.373.0549
Main: 678.373.0521

 [Bio](#) |  [Email](#) |  [LinkedIn](#) |  [Vcard](#)

WARNING! WIRE FRAUD ADVISORY - - THIS FIRM DOES NOT SEND CHANGED OR REVISED WIRE INSTRUCTIONS. WE BANK WITH BB&T. ALL SETTLEMENT FUNDS OVER \$1,000.00 MUST BE WIRED.

Thank you for contacting McMichael and Gray. We strive to provide our clients with the highest level of customer service throughout the closing process. Your feedback is always appreciated! Let us know how we are doing by emailing the Partners at Feedback@McMichaelandGray.com.

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ATTORNEYS AT LAW

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Florida
Georgia
North Carolina
South Carolina
Tennessee

RANDALL C. MCMICHAEL

E-MAIL ADDRESS
randy@mcmichaelandgray.com

Main Office

2055 North Brown Road, Suite 250
Lawrenceville, GA 30043

PHONE
678.373.0521

FACSIMILE
678.373.0522

April 26, 2019

Regular Mail and Electronic Mail

comments.applications@rich.frb.org

-and-

BankMergerApplication@fdic.gov

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

-and-

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Re: Letter in Support of Merger/BB&T (sometimes referred to as "Bank")/SunTrust.

To Whom It May Concern:

On behalf of McMichael & Gray, PC ("M&G"), I am writing to express my sincere thanks for BB&T's support of our firm and the greater Atlanta Area over the past several years. M&G is proud to collaborate with BB&T and grateful for BB&T's continued commitment to our mission and the quality of life for all who live, work, play, and do business in our community.

We recently learned BB&T filed a merger application with the Federal Regulatory Agencies to merge/acquire SunTrust. M&G supports the merger. We are confident this proposed

merger will strengthen the Bank's position to partner in additional communities throughout Georgia and have a positive impact on the service and expertise we enjoy with BB&T.

M&G partnered with BB&T in 2006. In 2016, because of our trust and respect for BB&T, M&G placed a majority of its trust and operating accounts in BB&T's care. Due to the nature of our business, the selection of a bank partner by a transactional firm is our single most important relationship. BB&T's commitment to customer care and customer trust was ultimately the deciding factor in our selection of BB&T. Additionally, BB&T made a business loan to our firm at a critical time in our growth. The loan allowed our firm to grow and prosper in ways that, without the funds, would have created additional hardships and delay.

For close to two decades Larry Bourne, SVP/SFR Construction Lending Manager BB&T, served and partnered with many local Atlanta homebuilders. Mr. Bourne's experience and strong commitment to providing technical support and access to capital for local homebuilders demonstrates the Banks commitment to our community. I cannot overstate the impact new construction housing has on the greater Atlanta Area. Over the past few years BB&T became a leader in community development projects by providing loans to support affordable/entry-level new construction, revitalization new construction in downtown Atlanta, and other development initiatives with local homebuilders. These development initiatives resulted in immeasurable benefits. Benefits which directly and indirectly affected not only the local homebuilders and our firm, but the community as a whole.

M&G enthusiastically supports BB&T's merger application with SunTrust. BB&T is strongly aligned with our mission and goals and we feel they bring strong organizational, administrative, and management experience to the proposed merger. We believe this merger is an excellent opportunity to combine two well-respected banks that share a deep commitment to customers and local communities.

Very truly yours,

McMichael & Gray, PC

By: 

Randall C. McMichael, Managing Partner

Eike, Kathy

From: Brian Finglass <finglassb@futurecare.com>
Sent: Friday, April 26, 2019 4:12 PM
To: RICH BankSup Applications Comments
Subject: [External] Suntrust Letter of Support
Attachments: PAFinanceCopier@futurecare.biz_20190426_160920.pdf

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Please accept our attached letter of support for the proposed merger of SunTrust and BB&T banks.
Thank you,
Brian

Brian Finglass
Vice President of Finance & CFO
FutureCare Health & Management
OFFICE PHONE: (410) 766-1995 x 114
CELL PHONE: (410) 733-3292
GFAX: (410) 505-1525
EMAIL: FINGLASSB@FUTURECARE.COM

FutureCare

HEALTH AND MANAGEMENT CORPORATION

April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: SunTrust Relationship

Dear Sir or Madam:

Please accept this letter of support for the proposed merger of SunTrust and BB&T banks.

We have been a customer of SunTrust for the past 2 ½ years. SunTrust was the lead bank which provided the funding for our largest project in our 30 year history. This new 30 million dollar state of the art 150 bed skilled nursing facility located in Prince George's County Maryland provides needed healthcare services including intensive rehabilitation, ventilator care and on site hemodialysis. This facility, which is the first new skilled nursing facility to be built in Prince George's county in over 25 years, has brought over 300 new jobs to the region.

In addition to providing us with the mortgage financing, SunTrust provided us with needed equipment financing as well.

We greatly value our partnership with SunTrust and very much look forward to working with them in the future.

Please feel free to reach out to us if you have questions or if we can provide information helpful to you in your review of the proposed transaction.

Sincerely,



Brian Finglass
V.P. Finance/ CFO

Cc: Gary Attman President/CEO Futurecare
Michael Waldron- VP SunTrust

Eike, Kathy

From: culsc@aol.com
Sent: Friday, April 26, 2019 4:21 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Letter of Support for BB&T and Sun Trust Merger

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To whom it may concern:

As a native of rural Eastern North Carolina in the 1960s, I was keenly aware of BB&T's impact on the economic development of this region of North Carolina. Over the past two decades, the Columbia Urban League has had a progressive and supportive relationship with Mr. Michael Brennan, president of South Carolina BB&T. Additionally, for the past several years, we have worked closely with Mr. Delrod McIver, senior vice president, BB&T Community Reinvestment (CRA) and Community Specialist.

Both Mr. Brennan and Mr. McIver have been strong advocates and supporters of the Columbia Urban League's mission of empowering undeserved and disadvantaged communities. Mr. McIver has provided resource support through grants from BB&T for summer employment opportunities and financial literacy training for disadvantaged and undeserved children primarily in foster care. These grants have enabled us to provide work experiences and economic support for hundreds of youth.

In addition to serving youth, we have had a discussion with Mr. McIver on developing a partnership to provide greater access and opportunities to home affordable home-ownership for low-income families in Columbia and Richland County, SC.

The Columbia Urban League is an affiliate of the National Urban League with the primary mission of empowering African Americans and other undeserved communities to become productive and contributing members of society through direct service delivery, advocacy, and community bridge building.

I support this merger and believe it will provide more opportunities in home ownership and economic opportunities for low-income and minority families.

James T. McLawhorn, Jr.



President & CEO

James T. McLawhorn, Jr.
President | Chief Executive Officer
Columbia Urban League
1400 Barnwell Street
Columbia, SC 29201
Office Main: 803.799.8150
Office Direct: 803-929.1040
Fax: 803.254.6052
Email: culsc@aol.com
Web: www.columbiaurbanleague.org



**Big Brothers
Big Sisters**
OF THE SUN COAST

TOGETHER, WE ARE DEFENDERS OF POTENTIAL

Corporate Office

1000 South Tamiami Trail
Suite C
Venice, FL 34285
941.488.4009

April 19, 2019

BBBSSUN.ORG

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

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Susan Hanks,
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Fermin "JJ" Miranda,
Secretary

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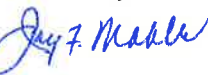
To Whom this May Concern:

On behalf of Big Brothers Big Sisters of the Sun Coast, I am writing in support and recognition of the community contributions of SunTrust Bank. Big Brothers Big Sisters is a one-to-one mentoring program working to help all youth achieve their full potential. We connect at risk youth with community volunteers that build and support a one-to-one relationship guiding the futures of our most vulnerable youth. Our Agency's area footprint includes ten counties, primarily on the West Coast of Florida.

SunTrust Bank's leadership has been, and continues to be, tremendous mentors of our youth providing encouragement and inspiration to achieve in education and build a solid life plan. Many of our youth do not have the role models that have accomplished high school graduation or an achievable career plan. Our Market President for SunTrust is one of many examples of SunTrust Bank's passionate community citizens for Youth. Fermin "JJ" Miranda has both professionally and personally provided countless hours in mentoring his Little Brother and encouraging others to be involved as well. He has also invested personally in Big Brothers Big Sisters as a leader in the National Hispanic Advisory Council for Big Brothers Big Sisters of America. Additionally, he has also led our Corporate Board building a strong economic future for our business and strategic plan. JJ encourages SunTrust to be involved in our communities and is very responsive to community needs. As modeled by the top leadership of SunTrust, they invest in our communities with time, talent and treasure.

When the Sebring Strong tragedy occurred, many in the community organized to rally around SunTrust employees as a 'give back' support to the families involved in the tragedy. Big Brothers Big Sisters helped organize the event as SunTrust employees are so often the first to help others.

The merger of SunTrust Bank and BB&T will make our communities even stronger. SunTrust has a long history of responding to the needs of our communities and will bring this strength to this merger.

Sincerely,

Joy F. Mahler
President/CEO



Michael Glick
President's Conference All Star
Agency President
Michael Glick Agency, Inc.
Nationwide Insurance



April 19, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Dear Sirs:

I have had a banking relationship with BB&T for over 10 years. I work with Chris Bryan, the Market President in Burlington, NC. Chris and BB&T have financed my commercial real estate and insurance agency business loans during this time. BB&T has also been my primary bank for our multiple checking accounts.

I opened my first insurance agency in Burlington, NC in 1998. Partnering with BB&T to fund my mergers and acquisitions over the last 10 years has allowed us to grow exponentially. We now have 20 locations throughout NC. With this growth, we have been able to create an economic lift to the community by our investment in our growing team. Our primary insurance carrier is Nationwide Insurance. We are ranked in the Top 5 in the company for premium size out of 2,000 exclusive agents.

I fully support the merger of SunTrust and BB&T and believe the combined company will be good for the community and all the employees of both companies. I also believe the merger will make a fantastic bank (BB&T) even better!

Sincerely,

Michael Glick
President

2326 South Church St.
Suite C
Burlington, NC 27215

Tel 336-229-0229
Cell 336-402-0272
Fax 336-229-0900
glickm@nationwide.com



Eike, Kathy

From: Nina Goodman <nina@easterlinpecan.com>
Sent: Friday, April 26, 2019 4:33 PM
To: RICH BankSup Applications Comments
Subject: [External] Merger of BB&T and SunTrust Bank

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<p>PLEASE NOTE: This email is not from a Federal Reserve address. Do not click on suspicious links. Do not give out personal or bank information to unknown senders.</p>

As a customer of both BB&T and SunTrust, I would like to express my support for the merger of the two. I enjoy banking with both banks, and I am looking forward to the continued dedicated service that I have experienced from both banks in the past. I am looking forward to more branch banks.

Best regards,
Nina Goodman
Easterlin Pecan Co., Inc.
P O Box 216
Montezuma, GA 31063
478-472-7731
478-472-8690 fax
Nina@easterlinpecan.com

Eike, Kathy

From: Michael Ugwueke <Michael.Ugwueke@mlh.org>
Sent: Friday, April 26, 2019 4:30 PM
To: RICH BankSup Applications Comments
Cc: Johnny.Moore@SunTrust.com; Ferguson.Gigi
Subject: [External] Letter of Support
Attachments: Letter to Federal Deposit Insurance Corporation 4.26.2019.docx

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Please see attached.



Michael Ugwueke
President / CEO

1211 Union Avenue, Suite 700
Memphis, TN 38104
Office: 901-516-0543
Email: Michael.ugwueke@mlh.org



April 26, 2019

Federal Deposit Insurance Corporation
Atlanta Regional Office
10 10th Street NW, Suite 800
Atlanta, GA 30309-3849
BankMergerApplication@fdic.gov

To Whom It May Concern:

This letter is in support of the proposed merger between SunTrust Banks, Inc. and BB&T Corporation. Within the Memphis market, SunTrust has garnered a robust reputation for its community engagement and corporate citizenship. In 2018 alone, SunTrust issued over \$61 million in community development loans to low-or-moderate income level individuals and businesses within our local community. These loans not only enabled our citizens to secure affordable and decent housing, but they also afforded low-or-moderate income businesses an opportunity to engage in revitalizing and stabilizing neighborhoods and communities throughout the Memphis market.

SunTrust's deep ties to the Memphis market are also evident in its strong support of many of the various charities and not-for-profits that make up this region's social safety net. The Boys and Girls Club of Greater Memphis (which provides critical services to at-risk youth) and MIFA (Metropolitan Interfaith Association, which provides emergency assistance with rent, utilities and mortgage payments to members of our community) are just two of the numerous organizations that SunTrust has partnered with to positively impact this community.

Based upon SunTrust's past and present record of community engagement and corporate citizenship within the Memphis market, I am confident that this new combined entity will have an even greater impact on all members of our community.

Sincerely,

A handwritten signature in blue ink that reads "Michael Ugwueke".

Michael Ugwueke
President/CEO

Michael O. Ugwueke, DHA, FACHE
President and Chief Executive Officer, Methodist Le Bonheur Healthcare
President and Chief Executive Officer, Methodist Healthcare – Memphis Hospitals
1211 Union Avenue – Suite 700 – Memphis, TN 38104...901-516-0543...Fax: 901-516-0842

Eike, Kathy

From: Dick Mahaffey <outlook_8293C8BA6301646A@outlook.com> on behalf of Dick Mahaffey <ddmahaffey@bellsouth.net>
Sent: Friday, April 26, 2019 8:39 PM
To: RICH BankSup Applications Comments
Subject: [External] Proposed Merger of SunTrust Banks and BB & T Bank
Attachments: Merger Letter Federal Reserve Bank.pdf

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Gentlemen, please find attached my letter in support of the merger between SunTrust Banks and BB & T Bank.

Sincerely,

Dick D. Mahaffey

April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, Virginia 23261

RE: Merger of SunTrust Bank and BB & T Bank

Good evening Gentlemen:

I am writing as a current advisory council member of the Jacksonville Florida market of SunTrust Bank. Additionally, I should disclose that I served as the Market President for the Gainesville, Florida market of SunTrust Bank from September, 1995 until my retirement in 2009. During that tenure, I also oversaw the Private Wealth Management Team for the Gainesville/Ocala market, later expanding to oversee the Legal and Medical Specialty area of the Private Wealth Management Team for the North Florida market, from Pensacola to Jacksonville and south to St. Augustine and across to Ocala.

I am a strong proponent of the contemplated merger. I began my banking career in Savannah, Georgia with the Citizens & Southern National Bank with a concentration in branch management/administration. During that time, I was very much aware of the Southeastern presence of BB & T Bank in the retail segment of banking. When I transitioned south to Florida, I was fortunate to become involved in submitting branch banking applications for ComBanks Corporation and ultimately serving as president of one of the banks within their holding company (ComBanks/Pine Castle).

I see this merger as allowing the combined entity (both of which maintain excellent reputations within their respective markets) to take advantage of the talent pool for the retail market to integrate well with the less urban sectors of the marketplace and also take advantage of the commercial presence from the money-center banking locations to provide excellence in forward-looking technology for all markets within the footprint. There is very little downside that I can envision for any market where these two banks currently exist. Rather, I can see relative accretion of services and benefits to every market based upon the talent pools of retail/commercial personnel shared between the two entities. The customer base in all of the affected markets should see an enhancement in services delivered and an opportunity for the evolving companies in all markets to benefit from the chance to review the expansive product mix that can benefit them and help take them to the next level of their relative markets.

Sincerely,



Dick D. Mahaffey
Realtor
Thomas Group Realty, LLC

(Advisory Council Member)

Eike, Kathy

From: James Todd <jmtodd@tsoln-inc.com>
Sent: Saturday, April 27, 2019 11:48 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and SunTrust merger
Attachments: FDIC Letter.dotx

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April 27, 2019

FDIC Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA 30309-3849

Dear Madam or Sir,

T-Solutions has done business with BB&T since 2003. Dan Peterson has been our relationship manager for this entire period and has played a fundamental role in our success. BB&T offered us a significant line of credit when we were facing explosive growth in 2005 which enabled us to cash flow our business. We meet with Dan routinely to review our business conditions, financial projections, and opportunities for growth. Additionally, Dan provides insight on market conditions and the economic climate.

T-Solutions is a growing government contractor supporting the U.S. Navy. As such, our business can be subject to Government continuing budget resolutions, cuts in defense spending and changes in defense contracting policies. Our relationship and communication with BB&T helps us to manage these issues. For instance, we have a continuing line of credit that we use occasionally when the Government does not pay us in a timely manner. Additionally, BB&T recently assisted us with short term financing in order to achieve a strategic advantage for our business.

T-Solutions supports the merger of BB&T and SunTrust. We trust Dan and the other BB&T professionals that support T-Solutions and my personal wealth. We believe the combined entity will be beneficial to our business and the Hampton Roads community.

Kind Regards,

James M. Todd
Chairman

April 27, 2019

FDIC Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA 30309-3849

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T-Solutions supports the merger of BB&T and SunTrust. We trust Dan and the other BB&T professionals that support T-Solutions and my personal wealth. We believe the combined entity will be beneficial to our business and the Hampton Roads community.

Kind Regards,

James M. Todd
Chairman

Eike, Kathy

From: Miriam Pontelandolfo <miriam@asphaltpavingsystems.com>
Sent: Saturday, April 27, 2019 1:34 PM
To: RICH BankSup Applications Comments
Cc: Steve Plummer
Subject: [External] Sun Trust/BB& T Pending Bank Merger
Attachments: Federal Reserve Bank of Richmond.pdf

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Good afternoon,

With regard to the above captioned merger, please find letter from Steven G. Plummer, CPA – CFO/Controller.

Have a great day!

Thank you,

Miriam Pontelandolfo



E-mail: shorebuild@comcast.net

(609) 561-4161 Ext. 219

(609) 567-2824 Fax

(609) 839-9289 Cell



P.O. Box 530 • Hammonton NJ 08037
Phone (609) 561-4161 • Fax (609) 561-0920

April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: Sun Trust/BB&T Pending Bank Merger

Dear Sir or Madam:

We are voicing our opinion in favor of the above captioned pending merger. Our relationship with both our Banker: Charles Biondi and BB&T and predecessor, dates back some ten years. We find BB&T to be responsive to our needs, with both creative and cost effective lending.

We are a Heavy/Highway Contractor, originally working in the NJ, PA, NY, and DE markets. In addition to providing capital for our physical plant expansions in both Florida and New Jersey, performing virtually all work on government contracts requires us to have a substantial Credit Line. BB&T has been responsive in accommodating our growing needs.

Specifically, our Company expanded into Florida in 2011 and we were supported in establishing the physical plant necessary to implement our growth. Now, eight years later our sales have almost tripled and we have added some 100 + employees at our two Florida locations.

As we now begin to enter markets throughout the Southeast, BB&T has supported us by working to increase our Credit Line by 50%, extending a \$2 MM term loan to buy another company, and established a \$3.5 MM equipment Credit Line.

We anticipate a continued relationship with BB&T, and view this merger as a positive for our Company as we maintain an aggressive posture towards continued growth in the future.

With Regards,

A handwritten signature in blue ink, appearing to read "S. Plummer".

Steven G. Plummer, CPA
CFO/Controller

Eike, Kathy

From: Art Hungerford <Art.Hungerford@acibuilds.com>
Sent: Saturday, April 27, 2019 1:59 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T - SunTrust merger support

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PLEASE NOTE: This email is not from a Federal Reserve address.
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I am writing to express my unconditional support of the referenced merger.

Thanks,

Arthur M. Hungerford, III, P.E., CEO
Atlantic Constructors, Inc.
1401 Battery Brooke
Parkway<geo:0,0?q=1401%20Battery%20Brooke%20Parkway%20%20%20Richmond%20VA%2023237>
<geo:0,0?q=1401%20Battery%20Brooke%20Parkway%20%20%20Richmond%20VA%2023237>
Richmond, VA 23237<geo:0,0?q=1401%20Battery%20Brooke%20Parkway%20%20%20Richmond%20VA%2023237>
804-523-8830<tel:804-523-8830> (Direct Line) 804-350-6831<tel:804-350-6831> (Cell) An Equal Opportunity /
Affirmative Action Employer

Atlantic Constructors is an Equal Opportunity Employer M/F/Disability/Veteran

Eike, Kathy

From: ron gelbman <ronsarasota@yahoo.com>
Sent: Sunday, April 28, 2019 9:13 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and SunTrust Merger

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PLEASE NOTE: This email is not from a Federal Reserve address.

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To whom it may concern,

As a long time SunTrust customer, I am writing this email to support the proposed merger. We leave in a relatively small town and finding "local" banks that are technologically advanced is not easy. We believe that this merger will be good for us and our friends, especially in the area of technology.

Thank you,

Ronald Gelbman

Eike, Kathy

From: Ashok Mahbubani <ashok@mtronics.com>
Sent: Sunday, April 28, 2019 9:23 AM
To: RICH BankSup Applications Comments
Subject: [External] Merger of BB&T and SunTrust
Attachments: Letter_FRB_April2019.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

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PLEASE NOTE: This email is not from a Federal Reserve address.
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Please see attached letter of support for the subject merger of BB&T and SunTrust.

Sincerely,

Ashok Mahbubani
Founder & CEO
The Multitronics Group

The ERTA
Foundation



The Multitronics Group

Ashok Mahbubani

Founder & Chief Executive Officer

April 26, 2019

Federal Reserve Board

The Multitronics Group was founded in Huntsville, Alabama in 1987 to serve the needs of a rapidly evolving Automotive Electronics Industry. Over the next 31 years, we strived to create value and found our place in the world's most advanced and exacting supply chain. We have been a major economic driver in this region and the industry we've had the privilege to serve.

BB&T came to our town through an acquisition in 2009. We will soon complete a decade in our stellar business relationship. In this phase of our life, our family particularly values the range of Wealth Management services that BB&T provides us.

BB&T brings to this merger the culture of an organization of high integrity that has always been an active contributor and voluntary participant in strengthening our community. We encourage you to support this melding of two organizations with complementary strengths into one with enhanced resources and extended reach through additional retail locations.

In the proposed merger of BB&T and SunTrust, we are confident that customers will, indeed, find the whole to be greater than the sum of its parts.

Sincerely,

Ashok Mahbubani

Eike, Kathy

From: R. Larry Smith <rlsmithins@yahoo.com>
Sent: Sunday, April 28, 2019 10:43 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T merger

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PLEASE NOTE: This email is not from a Federal Reserve address.
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I live in the Knoxville TN area and would like to say that the BB&T merger will be great for our community. This would give us more financial stability and more branches to access to do our banking.
R. Larry Smith

Eike, Kathy

From: Jeff and Carol Aita <jeffandcarolaita@gmail.com>
Sent: Sunday, April 28, 2019 11:13 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Merger with Suntrust

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PLEASE NOTE: This email is not from a Federal Reserve address.

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To whom it may concern, we have been clients of BB&T for about 35 years. We started our own chiropractic business in 1981 and when we decided to build our own freestanding chiropractic office BB&T offered us a building loan at that time to accomplish our goal. We found that BB&T provided personalized client services and considered our standing in the community and our reputation as much as our finances at the time. Other banks did not have the foresight to see our bright financial future the way Bbt did.

Over the years BB&T has continued to provide us with that individualized and personalized financial support service and has been crucial in helping our business to grow to the point where we once again were ready to build a freestanding chiropractic clinic and BB&T was there to help us realize this dream. Eric Lowman, Lowlands Market President in Beaufort, SC, was instrumental in making this project go smoothly and had belief in us even when other banks did not. We will be eternally grateful for all of his help and knowledge in the project.

We believe that this merger will be extremely successful and great for the community if BB&T brings along into the deal it's care for the individual communities, small businesses, and focusing on "people" rather than numbers alone. These qualities coupled with SunTrust resources should make for a great merger.

Sincerely,

Dr. Jeffrey and Carol Aita

Eike, Kathy

From: Candace Boothby <candace@newnancowetachamber.org>
Sent: Sunday, April 28, 2019 4:28 PM
To: RICH BankSup Applications Comments
Subject: [External] support for BB&T and SunTrust merger
Attachments: BB&T SunTrust Merger Federal Reserve Bank Richmond Support Letter.docx

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PLEASE NOTE: This email is not from a Federal Reserve address.
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Please see attached a letter in support of the BB&T – SunTrust merger. BB&T is an important member of our community leadership team, playing an active role in the continued growth and prosperity of Coweta County. The investment of leadership, time, talent and resources significantly enriches our efforts to build a community that thrives. We appreciate the partnership we enjoy with BB&T through Market President Garnet Reynolds, who consistently demonstrates a commitment to excellence for the greater good. We look forward to strengthening this partnership with the merger of BB&T and SunTrust.

I'm happy to answer any questions or help in any way necessary.

Thanks,
Candace

THE CHAMBER
Newnan - Coweta

CANDACE S. BOOTHBY, CCE, APR
President and CEO

Phone: **770.253.2270**
Cell: **404.312.8521**
candace@newnancowetachamber.org

newnancowetachamber.org

Chamber Mission: To champion increased economic prosperity for our members

Prosperity's FRONT DOOR
COWETA COUNTY
prosperityfrontdoor.com

Association of Chamber of Commerce Executives
2015 Chamber of the Year

ACCREDITED

GEORGIA CERTIFIED CHAMBER



April 28, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To Whom It May Concern:

I am writing this letter in support of the BB&T – SunTrust merger. BB&T has been an extremely active leader in our community for many years. In a time when the involvement of banking institutions in a local community has dwindled significantly, BB&T continues to maintain an active presence and seat at our community leadership table. We appreciate this level of commitment to the growth and prosperity of our community.

Over the years, BB&T employees have been involved in a variety of committee and volunteer activities, consistently sharing their talents and resources. Leading these efforts on behalf of BB&T has been Market President Garnet Reynolds. In this role, Garnet works hard to continue the strong BB&T tradition of community involvement. A member of the Newnan-Coweta Chamber's Board of Directors and Executive Committee, Garnet is also a recent chair of our Leadership Coweta program and a member of our Economic Prosperity Alliance.

As the President and CEO of the Newnan-Coweta Chamber, I value organizations and leaders that work tirelessly to ensure our community continues to prosper and that we take advantage of growth opportunities. Garnet plays a significant role in these endeavors, always insuring that BB&T's presence is front and center. Most recently, I had the opportunity to co-chair the Boy Scouts Golden Eagle Award Dinner with Garnet, yet another great example of strong leadership on behalf of BB&T benefitting our community. Without doubt, BB&T through Garnet's efforts demonstrates one of the strongest examples of corporate community stewardship and partnership in our community.

I support the merger and believe that the combined entity will generate even greater good for our community.

Best regards,

Candace Boothby, CCE, APR, GCCE, IOM
President and CEO
Newnan-Coweta Chamber

Eike, Kathy

From: Ron Bubes <rbubes@scheffreslaundry.com>
Sent: Sunday, April 28, 2019 4:54 PM
To: RICH BankSup Applications Comments
Subject: [External] BBT

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To Whom it may concern, I have been a business and personal BBT client for 20 plus years. BBT has always been a great company to work with. On the business side they have been supportive and quick to respond to needs. I am presently the CFO of a 30 person company and they have been our lender since July of 2017 and it has been an exceptional relationship for us. On the personal side, I find their branches efficient, and banking systems easy to use. BBT is very visible in the community and supportive of many different activities and charitable endeavors. Thank you, Ron Bubes

Ron Bubes
CFO
www.scheffreslaundry.com
202-256-3572

Eike, Kathy

From: gcolechev@aol.com
Sent: Sunday, April 28, 2019 10:22 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Suntrust Merger

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FDIC,

I am writing this email in support of the BB&T and Suntrust merger. I have been a customer of Suntrust for the last 16 years and have been a customer of BB&T for the last 8. I find both banks have similar philosophies and business practices. They are both excellent community partners. I have personal knowledge of the BB&T community outreach program called lighthouse where every employee of the bank is allocated funds and encouraged to invest time in the community. The works of this project has made countless improvements in the communities in which BB&T and its employees serve. I am also aware of the financial literacy program that BB&T is involved in and it has made real strides in financial education in our community.

As an auto dealer both banks provide valuable automobile financing options for the customers we serve. I feel the merger of these two banks will continue to strengthen the position of the combined bank and help make improvements in the additional capabilities of stronger bank.

I appreciate your time and would be happy to answer any questions you may have.

Thank you,
Greg Cole
President
Athens Chevrolet, Inc.
4110 Atlanta Hwy
Athens, GA 30606
706-549-3512

Eike, Kathy

From: Sue Puckett <SuePuckett@vimwv.com>
Sent: Monday, April 29, 2019 7:57 AM
To: RICH BankSup Applications Comments
Subject: [External] VIM, Inc. - Charles Wendell -BB&T Comment Letter
Attachments: SKM_C454e19042907470.pdf

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VFB, Inc.

April 29, 2019

FDIC Atlanta Regional Office
10 10th Street NW, Suite 800
Atlanta, GA 30309-3849

RE: BB&T Comment Letter

To Whom It May Concern,

I have enjoyed a commercial banking relationship with One Valley Bank, later BB&T, since 1982. A banking "partnership" which started small has grown into one of their largest "CRE" banking relationships.

For me and for the many, many communities which have benefited from BB&T's commitment to their customers and those communities, it has been an incredibly positive and frankly, wonderful life's journey.

A positive journey for all concerned which would not have been possible without BB&T's dedication to us, the customer, and to those communities.

I appreciate the opportunity to write in support of the proposed BB&T merger and would welcome any and all questions regarding same.

Sincerely,

Charles H. Wendell

Eike, Kathy

From: Bob Sweeney <bob@rjsproperties.com>
Sent: Monday, April 29, 2019 8:20 AM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Cc: Robert Dennehy (rdennehy@bbandt.com); John Cole (jcole@bbandt.com); John L. Kraynik (jkraynik@BBandT.com)
Subject: [External] Letter of Support - BB&T and SunTrust Merger

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4/29/2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, Virginia 23261

FDIC Atlanta Regional Office
10 10th Street NW, Suite 800
Atlanta, Georgia 30309-3849

Dear Ladies and Gentlemen of the Federal Reserve Bank of Richmond and the FDIC, Atlanta Regional Office,

I am Robert J. Sweeney, Jr., the President of RJS Properties, Inc., a real estate investment company based in Charlotte, North Carolina.

For more than twenty years BB&T has been our company's primary bank. As a result of BB&T's active and thoughtful lending, our company has grown from one property to currently owning and operating more than one hundred and fifty properties throughout the southeast. BB&T's dedicated service to our company has resulted in the acquisition, development and renovation of office, retail, restaurant and warehouse properties throughout the southeast including many underserved areas that other Lenders would avoid. During those years I also attended the BB&T Leadership Institute which provided leadership guidance, enabling us to grow in character, purpose and thoughtfulness.

BB&T provided our company the capital, direction and opportunity to achieve our goals and at the same time were effective community stewards.

Please know that I support the proposed merger of BB&T and SunTrust and know that the merger will strengthen our company and give all current and future costumers the same opportunity that I was given while simultaneously addressing the needs of our community and preserving the credibility of the banking system.

Yours truly,

Robert J. Sweeney, Jr.

President

RJS Properties, Inc.

2730 Rozzelles Ferry Road, Suite "A"

Charlotte, NC 28208

Phone: (704) 365-2152 ext. 101

Fax: (704) 366-0224

bob@rjsproperties.com

www.rjsproperties.com

Eike, Kathy

From: Tom Mayfield <tom.mayfield@idilogistics.com>
Sent: Monday, April 29, 2019 9:26 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T/SunTrust Merger

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To Whom It May Concern:

I'm writing today in support of the proposed BB&T and SunTrust merger. We have been a customer of both institutions for many years. As a commercial real estate developer and investor our business depends on strong banking partners to help us meet the needs of our tenants in multiple markets across the U.S. In addition to great customer support, both banks are very active in our community and supportive of many worthy causes including both charitable and industry events.

I'm aware of the very competitive landscape in which each bank currently competes and believe that this merger of equals will allow them to make the necessary investments in the business to become an even more stable and profitable business for the long-term.

M. Thomas Mayfield
Senior Vice President, Corporate Finance

1100 Peachtree Street NE, Suite 1000, Atlanta, GA 30309
T 404.479.4108 F 404.479.4162
tom.mayfield@idilogistics.com
www.idilogistics.com | Connect with me on [LinkedIn](#)

IDI Logistics

Eike, Kathy

From: Mike Ohlman <mohlman@brightbridgeinc.org>
Sent: Monday, April 29, 2019 9:30 AM
To: RICH BankSup Applications Comments
Subject: [External] Suntrust and BB&T Merger

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PLEASE NOTE: This email is not from a Federal Reserve address.

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On behalf of the Board of Directors and staff of Brightbridge, Inc., I am pleased to offer our letter of support for SunTrust Bank's anticipated merger with BB&T. We appreciate SunTrust Banks support over the past several years. We consider this Bank as a collaborative partner and we are grateful for the bank's continued commitment to our mission.

It is our understanding that SunTrust Bank has filed a merger application with the Federal Regulatory Agencies to merge with BB&T. We are confident this proposed merger will serve to strengthen SunTrust Bank's position in our communities in Tennessee. Brightbridge, Inc. would like to express its support for the proposed merger between SunTrust Banks and BB&T.

Brightbridge, Inc. is a 501 (c) 3 corporation for public benefit. We are a Certified Development Company regulated by the U.S. Small Business Administration, and are certified as a CDFI Loan Fund with a multi-state service area, as well as being a CDE under the New Market Tax Credit program. Our mission is to create and provide access to non-traditional capital tools and strategic support to remove barriers preventing business borrowers from positively impacting their communities through local investments and job creation. We are continuing to expand our service footprint, where several years ago it was just the Chattanooga region, we are now working in 4 states, and are continuing to strategically look at additional areas. This merger, coupled with SunTrust Bank's continued support of our programs, serves our organization well.

SunTrust Banks's experience and strong commitment in providing technical assistance support to non-profits and grants to organizations such as ours demonstrates their commitment to the community.

This merger will allow the combined organization to be even better positioned to continue to contribute to our community through their ability to provide access to capital, technical assistance grants and community investments.

Brightbridge, Inc. enthusiastically supports SunTrust Banks's merger application with BB&T.

Respectfully,

Mike Ohlman
President/CEO

Mike Ohlman
President/CEO, Brightbridge, Inc.

mohlman@brightbridgeinc.org

PLEASE NOTE NEW ADDRESS

506 Broad Street

PO Box 871

Chattanooga, TN 37401

423-424-4227 Office

423-290-0166 Mobile

423-424-4262 Fax

www.brightbridgeinc.org

FY 2009, 2010, 2011, 2012, 2015,2016 SBA Tennessee CDC of the Year- Loan Dollars and Volume

FY 2013- SBA Tennessee CDC of the Year in Loan Dollars

FY 2014 and 2017 Tennessee CDC of the Year- Total 504 Loans

FY 2015, 2016 and 2017 SBA Community Advantage Lender of the Year

BRIGHTBRIDGE

"Capital Vision for Your Vision"

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Eike, Kathy

From: Joseph Rapp <JRapp@amcorplastics.com>
Sent: Monday, April 29, 2019 10:12 AM
To: BankMergerApplication@fdic.gov; RICH BankSup Applications Comments
Subject: [External] BB&T / SunTrust Merger

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Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Dear Sir or Madame,

Amcor, Inc. is a midsize manufacture of plastic products. Most of our manufacturing takes place in Georgia, but we sell our products internationally. Approximately 20 years ago, SunTrust won Amcor's business (credit line and building notes/mortgages) by providing fee-less banking services at a low interest rate. Approximately five years ago, BB&T won our business by assisting us with our insurance needs and providing an even lower interest rate.

Amcor has been extremely happy with the services provided by BB&T as well as the professionalism of their loan officers. BB&T has been a true partner in facilitating Amcor's growth through credit availability. They have continued to finance all of our new buildings and have increase our working capital line as needed.

I support the merger between the two companies, and believe it will only benefit Amcor. I am not concerned about the loss of a competitor (SunTrust), in that three new banks (Regions, JP Morgan, Bank of America) have visited Amcor since the merger announcement.

Best regards,
Joe Rapp

Joseph P. Rapp
President & CEO
Amcor, Inc.
192 Quality Drive
Thomson, GA 30824 USA
Tel: +1-706-597-8400
Fax: +1-706-597-8455
Cell: +1-404-307-6930
jrapp@amcorplastics.com

Eike, Kathy

From: Lowen, Jim <JLOWEN@jacksonkelly.com>
Sent: Monday, April 29, 2019 10:23 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Merger

NONCONFIDENTIAL // EXTERNAL

PLEASE NOTE: This email is not from a Federal Reserve address.

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To Whom It May Concern:

Jackson Kelly PLLC is a regional law Firm with offices in West Virginia, Kentucky, Ohio, Pennsylvania, Colorado, Indiana and Washington, DC. We have been conducting business with BB&T and its predessor banks for decades. BB&T has always been the Firm's "go to bank" for long term loans, lines of credit, merchant services, insurance services and benefit administration. We have enjoyed our relationship with BB&T and especially with our commercial loan officer Patrick O'Malley and Bobby Blakely (West Virginia Region President). We also appreciate the relationship managers that our personnel deal with on a personal level. We were excited to hear that BB&T will be merging with Sun Trust. We believe the combined entity will be able to provide all of our banking needs, and hopefully as a result of the merger, provide even better/enhanced services. We also think it would be a positive benefit to the communities in which we have offices and BB&T has a presence.

Regards,

Jim Lowen
Chief Operating/Financial Officer
Jackson Kelly PLLC
P. O. Box 553
Charleston, WV 25322
304-340-1137
jlowen@jacksonkelly.com

Jim Lowen
Jackson Kelly PLLC
P. O. Box 553
Charleston, WV 25322
304-340-1137
jlowen@jacksonkelly.com

Eike, Kathy

From: Shahn Chhabra <shahn.chhabra@cmchotels.com>
Sent: Monday, April 29, 2019 10:24 AM
To: RICH BankSup Applications Comments
Cc: BankMergerApplication@fdic.gov
Subject: [External] BB&T Suntrust Merger

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To:
Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

And

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

My company has been in the hotel development business since 1983. CMC Currently owns and operates 10 hotels with 2 additional under construction. We employ 400+ across our various operations. We have had an active and ongoing relationship with BB&T for more than 10 years. BB&T has been a key partner in our development projects and we count on our relationship with them for our future growth. We are proud of our job creation and the philanthropic contributions we have been able to give back to the local communities that our hotels serve.

We are very much in favor of this merger as we believe it will allow BB&T growth in their ability to better serve customers like us so that we can as well grow and expand our operations and service to the community.

Thanks,

Shahn Chhabra

.....
Shahn S. Chhabra
President - CMC Corporation | Chhabra Construction
Phone (919) 462-3400 Ext 106
www.cmchotels.com

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Eike, Kathy

From: Cully Jennette <cullyj@jennettebrothers.com>
Sent: Monday, April 29, 2019 10:54 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Merger Comments Federal Reserve Bank
Attachments: 20190429105349403.pdf

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To whom it may concern,

Please accept our comments on the proposed merger of BB&T and SunTrust banks.

Regards,

Cully Jennette



Foodservice Distributors

04/29/19

Federal Reserve Bank of Richmond

P.O. Box 27622

Richmond, Virginia 23261

Re: Merger of Sun Trust Bank and BB&T

To whom it may concern:

Jennette Brothers, a privately held foodservice distributor in Elizabeth City, North Carolina is a customer of BB&T using them as our primary source of funding.

We support this merger because our position is that this will create a stronger bank which will allow our local branch to offer us more services to enable us to grow our business.

Regards,

A handwritten signature in black ink, appearing to read "B. Culpepper Jennette Jr.", written over a faint, larger version of the same signature.

B. Culpepper Jennette Jr.

President

Eike, Kathy

From: AMEC Finance Office <cfo96amec@aol.com>
Sent: Monday, April 29, 2019 11:01 AM
To: RICH BankSup Applications Comments
Cc: atgrant58@gmail.com; richlew1@aol.com
Subject: [External] Re: Support letter
Attachments: Federal Reserve Bank BB&T SunTrust Merger AMEC Support Letter 04 25 2019_1.docx

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Here is the attachment.

*Karen Bluing-Osborne, Executive Assistant to
Dr. Richard Allen Lewis, Treasurer / CFO
AMEC Finance Dept. 512 8th Ave. South Nashville, TN 37203 T (615) 259-3771 F (615) 259-3776*

-----Original Message-----

From: AMEC Finance Office <cfo96amec@aol.com>
To: comments.applications <comments.applications@rich.frb.org>
Cc: atgrant58 <atgrant58@gmail.com>; richlew1 <richlew1@aol.com>
Sent: Mon, Apr 29, 2019 9:59 am
Subject: Support letter

Dear Sir/Madame:

On behalf of Dr. Richard Allen Lewis, Treasurer / CFO of the African Methodist Episcopal Church, please see the attached document. Kindly reply and confirm that you received this. Thank you.

*Karen Bluing-Osborne, Executive Assistant to
Dr. Richard Allen Lewis, Treasurer / CFO
AMEC Finance Dept. 512 8th Ave. South Nashville, TN 37203 T (615) 259-3771 F (615) 259-3776*

AFRICAN METHODIST EPISCOPAL CHURCH



FINANCE DEPARTMENT

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Re: Support Letter for the BB&T and SunTrust Bank Merger

April 24, 2019

Dear Members of the Federal Deposit Insurance Corporation (FDIC):

I am writing you to document the support of the African Methodist Episcopal Church (AMEC) of the BB&T-SunTrust merger. I serve as the Treasurer and Chief Financial Officer of the African Methodist Episcopal Church, headquartered in Washington, DC. Founded in Philadelphia, Pennsylvania in 1787, we are a connectional organization that has served for over 232 years. Our connectional body has over 3,500 churches globally, with over 2.5 Million members across five continents. BB&T serves as the connectional (national) church's primary bank. We have churches and members in every geographical location serviced by the combined BB&T/SunTrust Bank.

As a BB&T stockholder (AME Church), we believe the merger will create positive shareholder and economic value added that will be derived from this union. Our support of BB&T is evidenced by our ownership of the bank's stock over the years.

We are commercial customers of BB&T Bank and we have been clients of the bank for over 12 years. In September 2006, I closed two loans with your bank totaling \$6,700,000. Today, that debt has been handled as agreed with the church maintaining a line of credit in the amount of \$2,500,000. Below is a profile of our past and current relationship. It is as follows:

OFFICE OF THE TREASURER/CHIEF FINANCIAL OFFICER

HEADQUARTERS

1134 11TH STREET, N.W., WASHINGTON, D.C. 20001
(202) 371-8700 FAX NUMBER: (202) 371-8735

OFFICE

512 8TH AVE. S., SUITE 104, NASHVILLE, TN 37203-4181
(615) 259-3771 FAX NUMBER: (615) 259-3776

Page Two
 FDIC Atlanta Regional Office
 10 10th Street, NW, Suite 800
 Atlanta, GA 30309-3849
 AMEC Support of the BB&T and SunTrust Bank Merger
 April 24, 2019

BB&T Deposits as March 31, 2019		
1	Operations	\$2,197,222.62
2	Payroll	25,309.65
3	Investment	1,384,049.98
4	Guaranty LOC for SADA	152,302.58
5	General Conference	<u>5,351.01</u>
Total:		\$3,764,235.84
Money Flow April 1, 2018 - March 31, 2019		
		\$35,017,330
Note: Includes Sunday Union Property Sale \$19.7 Million		
Money Flow April 1, 2017 - March 31, 2018		
		\$17,764,059
Note: Normal Fiscal Year Amount of Funds		
Money Flow April 1, 2016 - March 31, 2017		
		\$25,645,144
Note: General Conference Fiscal Year		

BB&T Bank has been a great financial partner for our church. The bank was very instrumental with helping us to resolve a matter involving one of the church's institution of higher learning. The bank has also helped many of our church's obtain financing for their individual projects. The union of these two banks will provide more opportunities for our churches to be served by the connectional church's primary bank where there has been a great relationship over the years.

Mike Brennan, South Carolina's BB&T President and his team, Ed Rachwal, have been exceptional in handling the needs of our church. We are grateful to this bank and the mutually beneficial relationship we have established over the years.

Sincerely,



Richard Allen Lewis
 Treasurer and Chief Financial Officer
 African Methodist Episcopal Church

Eike, Kathy

From: Kenneth Crooks <Kenneth.Crooks@henlaw.com>
Sent: Monday, April 29, 2019 12:02 PM
To: RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'
Cc: 'Brewer, Jason'
Subject: [External] Planned BB&T and SunTrust Merger
Attachments: 201904251652.pdf

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Kenneth Crooks

Chief Operating Officer
Henderson, Franklin, Starnes & Holt, P.A.
1715 Monroe Street
P.O. Box 280
Fort Myers, FL 33901
Direct Dial: 239.344.1177
Direct Fax: 239.344.1512
Kenneth.Crooks@henlaw.com
www.henlaw.com



CONFIDENTIALITY STATEMENT

Henderson, Franklin, Starnes & Holt, P.A.

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To reply to our e-mail administrator directly, please send an e-mail to: administrator@henlaw.com



Henderson|Franklin
ATTORNEYS AT LAW

1715 Monroe Street
Post Office Box 280 • Fort Myers, FL 33902-0280
Tel: 239.344.1100 • Fax: 239.344.1200 • www.henlaw.com
Bonita Springs • Sanibel

Reply to
Kenneth L. Crooks
Chief Operating Officer
Direct Fax Number 239.344.1512
Direct Dial Number 239.344.1177
E-Mail: kenneth.crooks@henlaw.com

April 25, 2019

VIA ELECTRONIC MAIL

SunTrust Bank

Re: Planned BB&T/SunTrust Merger

To Whom It May Concern:

As the Chief Operating Officer of a large law firm with three offices throughout Southwest Florida, we place great value on our community and business partners.

Henderson Franklin has been a client of BB&T for decades handling our trust and escrow accounts. BB&T has also afforded us the opportunity to fund our firm's technology infrastructure through business loans, allowing us to maintain a competitive advantage in our industry.

We fully support the merger and look forward to our continued working relationship.

Sincerely,

Kenneth L. Crooks
Chief Operating Officer

KLC/mrk

Eike, Kathy

From: Jason McDaniel <jason@fritzspharmacy.com>
Sent: Monday, April 29, 2019 12:11 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and SunTrust Merger Comment

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<p>PLEASE NOTE: This email is not from a Federal Reserve address. Do not click on suspicious links. Do not give out personal or bank information to unknown senders.</p>

Dear Federal Reserve Bank of Richmond,

Fritz's Pharmacy is a small family owned and operated independent chain of Pharmacies located in West Virginia. Over the last couple of years I have forged a strong relationship with Shane Carosi, the Senior Vice-President of BB&T in our area, to restructure our current debt load. He has worked tirelessly on getting us the funding we needed at the lowest possible fixed rate in the market. Over the life of the loan the savings to us will be about 500k allowing us the ability to reinvest back into our community.

My understanding is that the BB&T/SunTrust Merger will allow greater reach for both companies to continue helping small businesses meet their needs.

Thank you,

Jason McDaniel
Chief Financial Officer

Fritz's Pharmacy & Wellness Center, Inc.
Fritz's Pharmacy, Inc.
JCGFRG LP

Ph: 304-645-1890 x161

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Eike, Kathy

From: Renee Nash <rnash@whur.com>
Sent: Monday, April 29, 2019 12:25 PM
To: BankMergerApplication@fdic.gov; RICH BankSup Applications Comments
Cc: Sean Plater; Garr.Muriel
Subject: [External] Letter In Support of SunTrust Bank
Attachments: WHUR SunTrust Support Letter 2019(1).doc

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Good Afternoon,

Please find attached a letter from Interim WHUR General Manager Sean Plater expressing WHUR's support and appreciation to SunTrust Bank for its consistent partnerships and work to improve communities in need in and around the District of Columbia, Maryland, and Virginia.

Best,

Renee J. Nash
Director of News and Public Affairs
WHUR 96.3FM & SiriusXM 141 HUR Voices
202-806-3623 (office)
202-253-4331 (cell)





529 BRYANT STREET, N.W., WASHINGTON, DC 20059 (202) 806 - 3500

April 29, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Federal Deposit Insurance Corporation
Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA 30309-3849

Re: BB&T SunTrust Merger

Dear Sir or Madame:

It is with much delight and honor that WHUR 96.3FM writes this letter in support of SunTrust Bank. Since its inception in December 1971, WHUR 96.3FM, the flagship station of the Howard University Radio Network, has been rooted in the community providing services to those in the greatest of need. Much of our work would not be possible without the support and partnerships of companies like SunTrust Bank.

Our relationship with SunTrust began nearly thirty years ago with an effort to feed 50 needy families in the Washington, D.C. area for the Thanksgiving holiday season. The initiative was called "*Project Harvest*," a six-hour radiothon to collect money and non-perishable items to provide low and moderate-income families with a basket of food complete with a turkey and all the fixings for a healthy-hearty Thanksgiving meal. "*Project Harvest*" mushroomed from a six-hour event to a 12-hour radiothon, raising upwards of \$100,000.00 yearly to feed thousands of individuals and families. "*Project Harvest*" was rebranded 15-years ago to become "*Food2Feed*" and SunTrust has been on the mission with WHUR every step of the way. The financial institution provides monetary donations and also at least 10 volunteers yearly to ensure the dollars are properly managed. The SunTrust Bank volunteers count all monetary donations and provide manpower for the phone bank donations and processing. "*Food2Feed*" feeds on average over 16,000 persons yearly for the Thanksgiving holiday season.

SunTrust's mission for caring for the community doesn't stop with feeding needy families. When WHUR embarked on a campaign in 2002 to help provide a safe haven for women and children impacted by domestic violence in Prince George's County, SunTrust jumped at an opportunity to be of service. The project was called "*Give Me Shelter*," a six-year campaign that included a yearly 12-hour radiothon in August to raise money to expand a domestic violence shelter from a 25-bed facility to a 55-bed facility. Over the course of the "*Give Me Shelter*" campaign, SunTrust provided volunteers for the radiothons for cash management and to operate the phone bank. In addition, SunTrust always is willing to go beyond rolling up the sleeves. The bank also provided over \$50,000.00 in monetary donations over the six-year campaign to help bring the \$600,000.00 shelter expansion to fruition. It is because of the generosity of SunTrust and its committed employees that the Family Crisis Center Shelter can now help more women and their children escape abusive relationships safely.

SunTrust has also been instrumental in numerous other annual philanthropic events with WHUR. The bank has provided invaluable direction and leadership in dozens of financial literacy projects where listeners have participated in workshops. These workshops have given WHUR listeners' tools on how to properly manage money, save, invest, improve their credit, retire, purchase a home, and build generational wealth.

Perhaps one of the proudest and flagship efforts we undertake yearly with SunTrust is our "*Helping Hands*" radiothon. This 12-hour fundraiser collects donations to help offset the costs of sending hundreds of Howard University students yearly into communities across the globe to render service to neighborhoods in need. Over the past 14 years, WHUR and SunTrust with the generous support of our listeners have raised over \$1,000,000.00 for the "*Helping Hands*" effort.

The community commitment of SunTrust also comes in less visible ways. In 2016 when family and friends decided that they would like to celebrate the 106th birthday of Ms. Virginia Williams, SunTrust was asked to help provide a luncheon for the party. Ms. Williams had become to be known as America's dancing "Grandma," after she was captured on video dancing at the White House with then President Barack Obama and First Lady Michelle Obama. SunTrust not only helped to foot the bill of a well-deserved celebration, but its members also helped to serve the food.

It is because of these reasons and a host of others that we fully support SunTrust Bank. The bank's commitment to the community is evident in everything they do. It is rare to find a company willing to diversify its effort to help in so many ways. Most organizations, banks, and companies tend to find one philanthropic effort and solely support just that. That cookie cutter approach to giving back typically is not that helpful. That's why we are so proud to have a financial institution like SunTrust to join WHUR in adopting the Howard University motto of "Excellence In Truth and Service."

Should you have any questions or concerns regarding our unwavering support of SunTrust Bank, please feel free to give me a call directly at 202.806.3623.

Warmest Regards.

Sean D. Plater

Sean D. Plater, MBA
Interim General Manager
96.3 WHUR/The Howard University Radio Network
529 Bryant Street, NW
Washington, DC 20059
(202) 806-3508
www.whur.com

Eike, Kathy

From: Brooke Autry <brooke@hbc-inc.com>
Sent: Monday, April 29, 2019 1:40 PM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Subject: [External] Horne Brothers Construction
Attachments: 20190429132730856.pdf

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Please see the attached letter of support from HBC and Jack Horne.

Thanks
Brooke Autry

Brooke M. Autry | Executive Assistant

Horne Brothers Construction Inc.

1682 Middle River Loop Road, Fayetteville, NC 28312

Office: 910.758.8494 | Fax: 910.758.8495 | Cell: 910.850.7112

www.hbc-inc.com



Solar Division



1682 Middle River Loop
Fayetteville, NC 28312
910-323-0320

To Whom it May Concern:

Over the past 60 years, HBC has evolved from Residential and Commercial Construction to Federal Work, to the Wind Industry, the Wireless Construction Industry and now into the Renewable Industry for Solar Power. Horne Brothers has grown tremendously over the years to where we are today and this growth would not be possible with out the support of BB&T.

In the early 80's, we began trusting our business and our future expansion plans to BB&T. We have worked with several great managers over the years: Art Cobb, Marcie Taylor, John Elliot, William Brooks and now Pat Nobles. In the Mid 1990's early 2000's, BB&T made a huge impact on our business. They were our #1 bank for all of our construction loans as we were building for the Rollins Corporation across the southeast. At one time, HBC had as much as \$18 million borrowed from BB&T.

BB&T has been instrumental on the impact of Horne Brother's growth and expansion plans, when we decided to purchase Cumberland Tractor (a Kubota Dealership) BB&T was there for us again for the future build plan and long-term financial help.

The type of support BB&T has shown HBC has resulted in economic growth for our community. We now employ anywhere from 350-400 citizens and provide them with competitive rates and benefits so they can better provide for their families.

I support the merger and believe it will greatly benefit the community and associates.

Warm regards,

C. Jack Horne
President
Horne Brothers Construction, Inc.

Eike, Kathy

From: Bishop, Kyra <kbishop@berryhomecenter.com>
Sent: Monday, April 29, 2019 2:43 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T/SunTrust Merger Comments

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For over 10 years, BB&T has provided both long-term and short-term financing for my companies through lines of credit, mortgage loans and equipment loans. Everyone on my team works well with BB&T's personnel. I support the merger with SunTrust and believe the combined entity will be good for our banking relationship. I look forward to working together in the future.



Kyra K. Bishop

____ | ____ | ____
170 E. Main Street | P.O. Box 350 | Chilhowie, Virginia 24319
276.646.7502

HENNESSY

A U T O M O B I L E C O M P A N I E S

7261 Jonesboro Road • Morrow, GA 30260
770-968-6800 • Fax 770-968-1460
E-mail: hmpg-srh@mindspring.com

STEPHEN R. HENNESSY

April 23, 2019

Mr. Thomas I. Barkin
Federal Reserve Bank of Richmond
P.O. 27622
Richmond, VA 23261

Re: SunTrust Bank & BB&T Merger

Dear Tom:

I am writing today to express my support for the merger between SunTrust and BB&T. Our company's history with SunTrust dates back 30 years when we chose Trust Company to finance our first Lexus Dealership. Hennessy was chosen as one of the original 121 Dealers when Toyota introduced the Lexus Brand in the United States in 1989. From 1964 when our Company was founded to 1989 our sole banking relationship was with Frist Atlanta Bank that today is part of Wells Fargo Bank.

The relationship that our company developed with Trust Company became so strong that within five years of our first endeavor with Trust Company we transferred 100% of our Banking Relationship to them. Over the last 30 years they have enabled our company to become one of the largest privately held Retail Automotive Groups in the State of Georgia and one of the top 100 Automotive Retailers in the United States.

Going back over the last 10 years I have had the pleasure of developing deep personal friendships with the last three Presidents of the BB&T of Georgia. I am proud to call each of them close personal friends. I made it clear to each of them if SunTrust were ever to be taken over by a large New York Bank that BB&T would be my first call.

I believe the combination of these two premier Financial Institutions will create a powerful economic force for good for the entire Southeast and the entire Eastern Seaboard portions of the United States. Tom, I urge you to vigorously support the combination of these two outstanding financial institutions.

Sincerely,



Stephen R. Hennessy



Cadillac

LEXUS



JAGUAR

GMC TRUCK



HONDA

MAZDA

PORSCHE

BUICK

LINCOLN

Eike, Kathy

From: John Kindt <jkindt@deltagypsum.com>
Sent: Monday, April 29, 2019 3:23 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB & T / SunTrust Merger Comments
Attachments: bbt_suntrust_04292019.pdf

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Thank you.

John Kindt
President at Delta Gypsum, LLC

1307 N. White Street
Wake Forest, NC 27587
O - 984-235-9209 **[new office number]**
F - 919-562-9199
C - 919-827-2947



"A Complete Drywall Supply Center"

Wake Forest - Raleigh/Fuquay Varina - Durham - Burlington
Winston Salem - Charlotte / DBA Appalachian Gypsum in
Jonesborough TN

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"A Complete Drywall Supply Center"



April 29, 2019

Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261
Attn: Tom Nelson

Dear Tom,

I am writing to you in reference to the proposed BB & T/SunTrust merger, and our support of this proposed transaction. We have had a long-term partnership with BB & T dating back to 2009 when we were first introduced to one of their relationship managers. We were with a nationally based competitor at the time who, 'lost interest' in our sector. As a result, they significantly reduced their support of our company, without basis. We wound up getting the support we needed from BB & T in rapid succession.

Over the years we grew our relationship in a way that led to a gain in confidence and trust. As we climbed our way out of the depths of the recession we are all too familiar with, our ascent gained in double-digit growth, year over year. That growth is attributed in significant part to BB & T and friends like Jeffrey Arens and Grey Reed. There are so many like these gentlemen who are not only with this fine institution, but are neighbors, friends, and most importantly, partners with us in our business.

There are many companies based in NC that have benefitted by this relationship. Our success as a drywall supplier has extended far beyond our 176 employees and their families. Many contractors, builders, manufacturers and the like have grown along with us, in part because of our support from BB & T. While I am no M&A expert, I can comfortably say that if this is good for BB & T, its good for many companies and families in NC and beyond. Please contact me should you have a desire to discuss further.

With Sincerest Regards,

John Kindt
Delta Gypsum, LLC
1307 N. White Street
984-235-9209/direct
Wake Forest, NC 27587

Eike, Kathy

From: Melissa Whitt <melissa@crookbros.com>
Sent: Monday, April 29, 2019 3:25 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Merger support
Attachments: DOC014.pdf

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Please see attached, thank you.



Melissa Whitt
Office/HR Manager
250 Grey Flats Rd, Beckley, WV 25801
O:304-252-7711 Ext.113
M:



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April 30, 2019

To whom it may concern:

After twenty-five years of banking with other institutions, our organization switched to BB&T and it could have not been a better move for our company.

We have now been with BB&T for four years and utilizing their entire banking services.

There is a distinct culture and professional difference in the way the entire organization works with us and helps us to be more professional in all aspects of our business.

It started with the re-financing of our current real estate and mortgage from which we distribute regionally, fresh foods in six states.

BB&T was instrumental in helping us to acquire our top competitor in 2017, with consultation and advice along with the capital to do so.

Our organization supports the merger and believes that the combined entities can only be good for the community and provide additional services for all.

Sincerely,

A handwritten signature in black ink that reads "Kenneth Crook". The signature is written in a cursive style.

Kenneth Crook
President

250 Grey Flats Road Beckley, WV 25801 Office: 304.252.7711 Fax: 304.252.3020



Eike, Kathy

From: Elizabeth G. Ponteri <egponteri@fhapa.com>
Sent: Monday, April 29, 2019 3:38 PM
To: RICH BankSup Applications Comments
Subject: [External] Bank Merger
Attachments: 2019 Apr 29 re BBT - Sun Merger Fed Reserve VA.PDF

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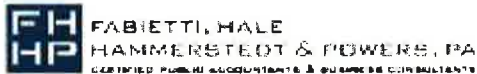
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Please see attached correspondence being sent on behalf of James D. Hammerstedt
Thank you

Elizabeth G. Ponteri
Fabietti, Hale, Hammerstedt & Powers, PA
3122 Fire Road, Suite 101
Egg Harbor Township, NJ 08234-5880

Phone 609.383.8299 ext. 11
Fax 609.383.8496

E-Mail: egponteri@fhapa.com





**FABIETTI, HALE
HAMMERSTEDT & POWERS, PA**
CERTIFIED PUBLIC ACCOUNTANTS & BUSINESS CONSULTANTS

3122 FIRE ROAD, SUITE 101
EGG HARBOR TOWNSHIP, NJ 08234
609.383.8299 • 609.383.8496 FAX

258 N. MAIN ROAD, SUITE A
VINELAND, NJ 08360

April 29, 2019

Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261

RE: BB&T and Sun Trust Merger

Dear Sir/Madam:

I am pleased to state my support for the merger of BB&T Bank and Sun Trust. I believe that the combined entities will benefit the South Jersey community and the customers of the Bank.

I have had a long relationship with BB&T Bank as a partner in our CPA Firm. I have dealt extensively with a number of the Bank's lending and credit officers as well as Rosana Schreiber one of your Small Business Specialists. Rosana and the Bank have provided a number of solid banking solutions for my Clients over the years. I have been particularly impressed by range of services offered to Bank customers. I can only imagine that these services will be expanded once the merger occurs.

I also use the Bank for my personal needs as well as personal business needs. I recently refinanced a commercial real estate mortgage with BB&T. The service was excellent. Because of my experience I moved all of my personal, business and credit card accounts from a local bank that I have used for over 15 years to BB&T. My Firm is in discussion with the Bank to move our CPA business accounts as well.

The market in South Jersey is well suited for a bank like BB&T. Many banks ignore this region so an expansion of services will be well received by the community.

Sincerely,

James D. Hammerstedt, CPA

PRINCIPALS

AGOSTINO R. FABIETTI, CPA
EDWARD J. HALE, CPA
SUBAN M. HUGHES, PA
KEVIN A. STEET, CPA, MST, MBS
JAMES D. HAMMERSTEDT, CPA
STEPHEN C. POWERS, CPA, MST, CVA, ABV
JOHN J. MINES, CPA
CHRISTOPHER J. RICCI, CPA, MBA

ASSOCIATES

EDWARD M. HALE
AAKASH S. PALKHIWALA, MBA, MBA
MINAL N. DAND, CPA, MBA
VERNON C. DANBALLO
RYAN A. RICCI, CPA, MACC
LAUREN K. DAPLYN

Eike, Kathy

From: Tammy L. Mann <tmann@campagnacenter.org>
Sent: Sunday, April 28, 2019 7:53 AM
To: RICH BankSup Applications Comments; bankmergerapplication@fdic.gov
Subject: [External] Written Testimony as Presented April 25
Attachments: Campagna_Center_Testimony.pdf

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PLEASE NOTE: This email is not from a Federal Reserve address.
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Please find attached a full statement from which oral remarks were made at the April 25 public meeting in Charlotte, NC.

Thank you.

Tammy L. Mann, PhD
President & CEO
The Campagna Center
418 S. Washington Street
Alexandria, VA 22314
703-224-2345-p
703-549-2097-f
tmann@campagnacenter.org
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<https://twitter.com/CampagnaCenter>
Children.Families.Community





**Statement of
Tammy L. Mann, PhD
President & CEO
The Campagna Center**

**Public Meeting ~ Federal Reserve Bank of Richmond
Charlotte, North Carolina**

April 25, 2019

Thank you for the opportunity to offer a public statement attesting to the extraordinary role that the SunTrust Bank and the SunTrust Foundation has played in the city of Alexandria, a community located in the Washington Metropolitan area where on average most households work 2.5 jobs in order to access a decent place to live.

I am here today speaking on behalf of The Campagna Center (TCC), a community-based organization reaching nearly 2,200 children, teens and adults through a vast array of programs from cradle to career. The Campagna Center has served Alexandria for 74 years and much of our success as an organization has been due to investments made by strong corporate citizens, like SunTrust. Their role in our success story dates back more than 40 years.

Our mission is simple – provide access to education and social development programs so that children, teens and adults have an opportunity to realize their full potential, thereby making our community and our country strong and vibrant. In Alexandria, 60 percent of our children who attend public schools qualify for free/reduced price lunch—a proxy for children living in poverty. There is a great need for the work that we are doing in our community. And we know that that it is making a difference.

Last year, a total of 2,241 children, teens and adults benefited from our life enhancing services, with the following results:

- All of our early childhood programs up for reaccreditation, earned accreditation. Nationally, only six percent of early childhood programs are accredited through the National Association for the Education of Young Children.
- Nearly four out of five children in our early childhood programs met or exceeded developmental outcomes – roughly 95 percent of the children we serve in these programs live between 100 and 200 percent of poverty.

- Among our elementary programs, 91 percent of parents reported academic and social related gains for children participating in our Campagna Kids programs.
- Ninety-two percent of parents with children participating in Wright to Read, a tutoring program for struggling readers, noted an increase in reading at home.
- Eighty-eight percent of students accessing tutoring through Building Better Futures, improved/maintained their good grades; 100 percent of our seniors graduated and 94 percent were accepted into college.
- Among the adult immigrant and refugees we serve by helping them access ten levels of high-quality English instruction to improve education and employment opportunities, 88 percent of students qualified to advance to the next level of English instruction and 91 percent of students reported more comfort engaging health and job related services in our community. Alexandria has twice the rate of foreign born residents compared to the state overall.

The SunTrust Foundation has especially played a pivotal role in developing and expanding our Building Better Futures (BBF) program, which provides tutoring, mentoring, and enrichment opportunities to high school students at T.C. Williams High School, the only public secondary school in the city of Alexandria. Thanks to support from the Foundation, we were recently able to create an externship component to the program where students have an opportunity to be exposed to career paths as they consider plans post high school by partnering with numerous local businesses. Let me share a few stories about young people who are on a path to success because of this investment.

Sindy, an 11th grader in our BBF program, notes her favorite part about being in the BBF program is connecting with other students and learning how to help each other. She also reports that her externship experiences have made a profound impact on her view of the future and her desire to graduate from college. She has participated in multiple externship experiences and attended several college field trips. Sindy noted that because of her family's limited income, she knows she will have to work and get scholarships to help pay for college. She says that having access to BBF's resources to help with financial aid packages is extremely reassuring. "Thanks to BBF, I don't have to struggle alone."

Michael has been in BBF for four years and is currently a senior. He has one older sister and a younger brother. Michael has participated in all aspects of BBF. In 9th grade, he had tutoring assistance which he says helped him to learn good study skills that continue to help make him a better student. He earns mostly As and Bs and says BBF helps him stay focused on his studies. Michael says he enjoyed enrichment seminars last year and this year and that he has especially benefited from the externship experiences provided by the program. In the past two years, he has completed three such experiences, one at a credit union, one at Embassy Suites, and one at the Alexandria Chamber of Commerce. He noted that the program has given him opportunities that he never imagined. Because of his participation in BBF, he says that he can be example for his younger brother. "I want to be able to show him what success looks like."

Finally, just last week, Feben, a graduating senior, learned she had won a \$100K scholarship to help finance her college education. She has participated in BBF for all four years. Overcome with emotion, she noted that without the support of the BBF staff assisting her with identifying scholarship opportunities and helping her navigate the college application process, this scholarship would not have been possible. This fall she plans to attend George Mason University and major in engineering.

Our organization is passionate about its role in helping to build the pipeline for tomorrow's workforce. The investments made in Building Better Futures is a perfect example of what it means to live out the spirit of the Community Reinvestment Act, something I know SunTrust has done in its work to invest in our communities.

The impact of our partnership with SunTrust goes well beyond the financial investments that have been made in our programs. Several years ago when the organization found itself needing to vacate its space for building renovations, SunTrust stepped up and provided space for our use, absent rent. Many SunTrust executives have served on our Board of Directors. Currently, Laura Lawler, Senior Vice President at SunTrust in Alexandria, serves as TCC's Board Chairman. Other executives, including MaryAnn Martins and Christopher Hartman, have been actively involved in our work through board and other volunteer-related service. In addition to support from the Bank, Muriel Garr, Senior Vice President for SunTrust Bank, Greater Washington, has been instrumental in helping grantees of the SunTrust Foundation forge connections and share resources that strengthen our work and our ability to have impact across the region.

I am sure the Federal Reserve Bank and the Federal Deposit Insurance Corporation understands the role that corporate entities play in the nonprofit sector. Corporate partnerships enable organizations like ours, and the many others you are likely to hear from today, to bridge gaps in our communities that make it possible for all children to have a fair shake at succeeding.

News of this merger comes at a significant time in TCC's history as we prepare to address future needs through a relocation effort and capital campaign. Whether that work centers on reaching 500 preschool children at a cost of \$18,000 per year, or our school age population where we are serving more than 1,000 children at an average cost of \$5,000 per year, or 300 adults seeking to improve English to access better education and job opportunities at \$250 per year, The Campagna Center is in a position to make a difference. We need our corporate partners to remain with us. SunTrust has been engaged and committed and I am concerned that future support might be in jeopardy at a time when we need it most. I very much hope that this combined entity under consideration will continue its commitment to our community and our work as we focus on our future.

I thank you for the opportunity to speak and trust that you will carefully consider community impact as you consider the merits of this merger.



April 22, 2019

Federal Reserve Bank of Richmond
P O Box 27622
Richmond, VA 23261



To Whom It May Concern:

I write in support of the merger between SunTrust Bank and BB&T. I have worked in the nonprofit sector in Chattanooga for nearly a decade, first as the president of the Chattanooga Area Food Bank (CAFB) and now as president of the Community Foundation.

In both of these roles, I had the opportunity to partner with SunTrust Bank and to experience first-hand the company's commitment to our community. In 2013, the CAFB launched subsidiary Food Hub and selected SunTrust Bank as the primary banking partner for the new entity. Not only did they provide excellent banking services, their staff demonstrated a commitment to and interest in the endeavor by sitting down with our team to review the business plan and provide feedback.

In my current role as President of the Community Foundation, I had the opportunity to secure a commercial loan from SunTrust for the purchase of a new building. Their staff was professional, courteous and timely throughout the process. They walked us through the closing and ensured our team had everything they needed at every turn.

In addition to these personal experiences with SunTrust's banking services, I have witnessed the many ways that the bank invests in our community through grant support to nonprofits, corporate sponsorships for local fundraisers and by encouraging their staff members to serve on nonprofit boards.

SunTrust Bank has consistently demonstrated its commitment to our community by supporting the nonprofit organizations that work to address our greatest challenges and by providing top-notch service to its nonprofit banking clients.

Sincerely,


Maeghan Jones, J.D.
President & CEO

Goodwill

Industries of Northwest North Carolina, Inc. 

April 23, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

RE: Support for Merger of BB&T and SunTrust banks

To whom it may concern,

This is to voice support for the merger of BB&T and SunTrust banks.

Goodwill Industries of Northwest North Carolina is a large, private non-profit providing workforce development services in 31 counties. BB&T has been our bank for over 15 years, and they additionally manage our pension plan, broker for our property and casualty insurance, and provide our letter of credit. They provide two members for our board of directors and are active in our fundraising efforts.

Our relationship has always been solid and they have been key advisors to us on numerous business decisions. We expect that this relationship will continue to thrive after the merger. In order for our business to continue to grow, we need our bank to be healthy and growing.

We support this merger and believe the combined entity will be good for our community and for Goodwill.

Sincerely,



Arthur Gibel
CEO and President
Goodwill NWNC

AG/tam



Jeffrey A. Nethercutt
Executive Vice President
and
General Manager



Writer's Direct Dial Number
910-564-7827

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: Merger of BB&T and SunTrust

To whom it may concern:

My name is Jeffrey A. Nethercutt and I am Executive Vice President and General Manager of Star Telephone Membership Corporation and Executive Vice President and Chief Operating Officer of StarVision, Inc. Star TMC is a telephone cooperative serving a 1,458 square mile area in rural southeastern North Carolina providing voice, video and broadband services to some of the most rural areas in the state for the past 60 years. StarVision, Inc. operates as a CLEC in the incorporated townships within the same footprint and provides voice, video and broadband services via fiber optic and coaxial connectivity. Both entities are pursuing total fiber optic connectivity to provide the broadband speeds necessary to compete in the global economies of the 21st Century.

BB&T has been an invaluable business partner for both companies over the past 15 years providing short-term capital that has allowed me to expand both businesses and further provision the expansion of broadband connectivity in rural southeastern North Carolina. Patrick T. Nobles, Market President of both Sampson and Cumberland County markets, has been our relationship manager throughout our association with BB&T and is an extremely knowledgeable and dedicated business partner to our family of companies. I have known Pat for over 30 years and he has always had the reputation and work ethic of a banker that the community can depend upon.

I fully support the merger of BB&T and SunTrust as it will provide the scope and scale for the bank to better serve the communities that we serve in rural America. We will continue to strive to better serve our members and customers and look forward to continuing our partnership with the BB&T/SunTrust as we move forward into the next phase of our company's history.

Sincerely,

A handwritten signature in black ink that reads "Jeffrey A. Nethercutt".

Jeffrey A. Nethercutt
Executive Vice-President and General Manager
Star Communications

XC: File





2420 Browns Bridge Road, Gainesville, Georgia 30504
Telephone: (770) 534-0086

April 24, 2019

Federal Reserve Bank of Richmond

P.O. Box 27622

Richmond, VA 23261

Dear Ladies and Gentlemen:

I am writing this letter to express my support of the BB&T/SunTrust merger. BB&T has handled my business banking for the last 5 years and my personal banking for more years than I can remember. I believe the success of any business, and that includes banking, depends on the quality of its people and the customer service and community involvement it provides. I can speak in high regard of several of BB&T's associates as it relates to these areas. Dan Carey, Chris Gooch, C.J. Furnas, Lisa Chastain and Fabiola Rodriguez are just a few. I have firsthand experience being on the receiving end of great customer service from each one of these individuals. As far as community involvement I have read that in 2018, our north Georgia branches had associates that served on 14 civic and charitable boards while economically supporting over 30 charity and civic organizations. In closing, I am very pleased to show my support for the merger and would be happy to provide further information that might be helpful.

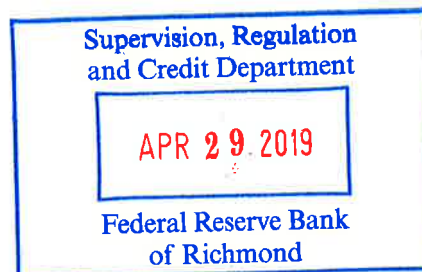
Sincerely,

A handwritten signature in black ink, appearing to read "J. Foote".

Jim Foote

President

Milton Martin Honda



Bruce A. Hepburn, CPA

Telephone. 717-568-2906

Corporate and Personal Financial Planning
9 Apple Hill Drive
Lititz, PA 17543

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street NW, Ste 800
Atlanta, GA 30309-3849



April 25, 2019

Gentlemen:

As a former Director of Susquehanna Bancshares, Inc., which was acquired by BB&T in 2015, I would like to comment on the proposed merger of BB&T and Sun Trust. I served as a Director of Susquehanna and its predecessor banks for 25 years, including the final five years as Lead Independent Director. In addition, I have held board leadership positions in a number of non-profit community service entities in Lancaster County, Pennsylvania over the years. I feel I am in a unique position to comment upon BB&T's merger impact from both a banking and community perspective.

Throughout the negotiation and consolidation of the merger process, executives at BB&T proved themselves to be experienced and thoughtful professionals of the highest integrity. While accommodating as best they could the needs of Susquehanna's culture, they made it clear that BB&T's systems and controls would not be compromised. Further to the successful merged operation, a large group of BB&T employees spent several weeks physically located throughout the Susquehanna organization, coaching Susquehanna personnel through the changeover. Their commitment to an orderly, understandable transition was a very significant part of BB&T's merger plan. This sensitivity to the regulatory environment and risk mitigation, coupled with a demonstrated concern for the needs of Susquehanna's stakeholders was, I believe the key for the success of the merger.

From a community perspective, I have found BB&T to be an excellent citizen. All commitments have been fully met as employees in the merged Bank have been encouraged to serve various worthy causes and meet the charitable needs of the area. This commitment clearly comes from the top and has been a consistent part of the CEO's message to employees throughout the past four years during which I have served on the Bank's Lancaster Advisory Board.

Based on my experience as presented above in a very summarized form, I believe the merger of BB&T and Sun Bank will create a successful and well managed financial institution, benefitting its customers, the many communities it will serve, its employees, and its shareholders.

Very truly yours,

A handwritten signature in cursive script, appearing to read "Bruce A. Hepburn".

Bruce A. Hepburn



empowering young people to own their economic success

April 22, 2019

Federal Reserve Bank of Richmond
P. O. Box 27622
Richmond, Virginia 23261

To Whom It May Concern:

On behalf of Junior Achievement of Chattanooga, it is my honor to express support for the SunTrust and BB&T Banks proposed merger. SunTrust has been a long-standing investor in the organization with the first donation received in 1968 from then American National Bank and continuing with unwavering support through 2019. Since 1992, I have experienced the pleasure of working with exceptional SunTrust Bank leadership and employees in Chattanooga, Tennessee. I am pleased to share with you SunTrust was the 2007 "Sprit of Achievement" Award recipient for thirty-nine (39) years of notable support for our K-12 programs.

Mr. J.V. Vaughn, Market President, Eastern Tennessee Region does an outstanding job! He is a professional mentor, a Junior Achievement advocate and served as the 1996-1997 JA of Chattanooga Board Chair with a previous employer.

Ms. Angela Conner, Community Development Manager, Eastern Tennessee Region always does a remarkable job with sharing the volunteer opportunities while encouraging and influencing them to give of their time, talent and knowledge. She leads through her commitment to teach JA in a local Title 1 school with greater than 51% of the student population low to moderate income.

During the 2017-2018 school year, SunTrust went "above & beyond" with forty-two (42) volunteers who taught thirty-two (32) classrooms benefitting six hundred forty-three (643) students. SunTrust is a 2018 John G. Kain Corporate Citizenship Award winner for the most classes taught by a local business and was most worthy of the recognition.

SunTrust is an exemplary leader bank in our community and holds a strong allegiance to providing grant funding and volunteers for the local classrooms ensuring students value the importance or work readiness, entrepreneurship and financial literacy.

In closing, I support the SunTrust Bank merger with BB&T Bank.

All My Best,

Brigette M. Thurman
President
Junior Achievement of Chattanooga, Inc.



BMT/

2019 – The Year of **GREATEST EXPECTATIONS**



205 Bloomsbury Avenue
Catonsville, Maryland 21228
www.thechildrenshome.net

Residential Services and Administration
410-744-7310
Fax: 410-455-0071

*Treatment Foster Care &
Community Based Services*
410-744-7310
Fax: 443-636-5784

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CHIEF EXECUTIVE OFFICER

André G. Cooper, MS

LICENSURE

Department of Human Resources
Department of Health and Mental Hygiene

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Association of Children's
Residential Centers (ACRC)
Child Welfare League of America (CWLA)
Foster Family Treatment Association (FFTA)
Greater Baltimore Committee
Greater Catonsville Chamber of Commerce
Maryland Association of
Nonprofit Organizations

FEDERATED CAMPAIGNS

Combined Charity Campaign # 5174
Maryland Charity Campaign # 7127

April 24, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To whom it may concern:

Throughout the history of The Children's Home, the organization has relied upon support from the community to help enrich the lives of at-risk youth in out-of-home placement. The Home looks beyond the minimal support of local governments, to provide the best programs and services for its consumers. We depend on the outreach of local businesses and merchants.

During my 20 year tenure, the Home has been fortunate with receiving support from its financial institutions. SunTrust Bank and BB&T are local branches that are fine examples of such establishments in the neighborhood. They have supported programs and events at the Home through sponsorships, grants, and special services. Recently, SunTrust became the principle sponsor for the Home's autumn gala and provided a grant for our summer youth workforce program. In the past, BB&T has sponsored our 5K Walk for Youth in the spring and provided banking education for our youth.

I believe the merger of these banks will strengthen the presence in the community. We look forward to continued association to benefit our youth along with the greater Catonsville business community.

Sincerely,

André G. Cooper
CEO

cc: FDIC Atlanta Regional Office
NaTasha Horton, Vice President, Community Development Manager



William J. McCarthy
Executive Director
Catholic Charities of Baltimore
320 Cathedral St.
Baltimore, MD 21201

April 22, 2019

Federal Reserve Bank of Richmond,
P.O. Box 27622
Richmond, VA 23261

Dear Sir/ Madam

I have lived, worked and raised my family in markets served by SunTrust and BB&T. I along with Catholic Charities have worked with, partnered and have had relationships with both organizations. I am writing to offer my strong support of the BB&T – SunTrust merger. This is a union of two highly committed community-oriented institutions. By joining, the impact of their community engagement and investments will create even greater opportunities here in Maryland.

SunTrust and BB&T help us improve the lives of people and make our communities stronger. This merger will hopefully expand resources to invest in programs like Our Daily Bread, My Sister's Place and My Brother's Keeper and other crucial initiatives that our communities need.

I wholeheartedly support the merger of BB&T-SunTrust for the betterment of the communities that we serve in Maryland.

Sincerely,

William J. McCarthy
Executive Director



FIBER DYNAMICS INC.

Engineered Nonwovens

200 S. West Point Avenue, High Point, NC 27260 ♦ P.O. Box 1910, High Point, NC 27261
Phone 336/886-7111 ♦ Fax 336/886-7509

April 23, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261



To whom it may concern,

I am writing as a client of BB&T. I have, personally, enjoyed a thirty (30) plus year relationship with the bank.

Fiber Dynamics, Inc. (FDI) is a manufacturer of nonwoven fabrics for various industrial uses including disinfectant wipes, automotive, and filtration. Our company has partnered with BB&T for several years with both a borrowing and depository relationship. We have had the great pleasure to work with our relationship manager, Leah Penry Price, Sr. VP and Market President. While working together we have been enabled to grow our business significantly (22% increase last year).

We have financed the construction of additional production equipment which has resulted in an increase in the number of persons we employ from fifty (50) to eighty (80) with another fifteen (15) to eighteen (18) to be added when our new production line is complete. Leah and her team have been with us every step of the way.

The willingness of the BB&T team to take the time to understand our business and our objectives and provide the short-term capital required for our growth shows their commitment to not only their client (FDI) but, also, to their community as jobs are created.

I am very proud to be a partner of BB&T and to wholeheartedly endorse the proposed "merger of equals" with Sun Trust. It is my belief this merger will benefit our business, our community, and our citizens.

Sincerely,

A handwritten signature in black ink, appearing to read "James A. Heery".

James A. Heery
President

cc: Leah P. Price



SAVANNAH AREA CHAMBER *of* COMMERCE

101 East Bay Street | Savannah, GA 31401 | P.O. Box 1628 (31402-1628)

SavannahChamber.com | 912.644.6400

April 22, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Dear Friends:

I am writing in support of the SunTrust – BB&T merger. I have been active in my role for the last 20 years. During that time, I have had many opportunities to work closely with both banks and their leadership and staffs on many community initiatives, all with great success due to the banks outstanding support.

Multiple City Presidents of both banks have been on our Savannah Area Chamber of Commerce Board and members of our CEO Council, Visit Savannah, Leadership Savannah, and the Greater Savannah Sports Council. Both institutions are regular sponsors of many initiatives, such as small business awards and networking events, infrastructure analysis projects, and many workforce initiatives.

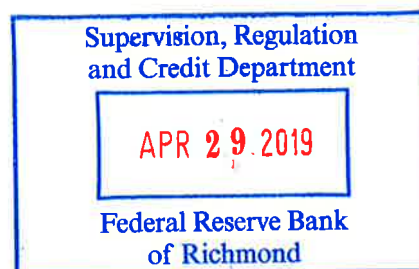
In addition to the banks top leadership being personally engaged, they have encouraged staff at many levels to be active in the community, through the United Way, Habitat for Humanity, the YMCA, Healthy Savannah; just to name a few.

We are certain such commitments to the community will continue and we understand and support the proposed merger. Should further information be valuable, please feel free to contact me.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'W. Hubbard'.

William W. Hubbard
President and CEO



Cc: David Camden, SunTrust Savannah
William Lynch, BB&T Savannah

April 22, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261



and

FDIC's Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

To Whom It May Concern:

I am writing in support of the proposed merger between SunTrust and BB&T.

I have been the Executive Director of Macon Area Habitat for Humanity for just over two years and have seen the benefit that both SunTrust and BB&T have provided to the community that we serve. Our organization has benefited from the community outreach of both organizations through employee volunteer programs, financial contributions to support our mission and board participation by leaders from both SunTrust and BB&T.

Macon Area Habitat for Humanity is currently partnering with BB&T on an Affordable Housing Program project through the Federal Home Loan Bank of Atlanta. Through this partnership we have completed construction of four home in Macon-Bibb County with plans to complete two more before the end of 2019. These home are built for low income homeowners and are located in a neighborhood in Macon-Bibb County called Lynmore Estates that is in the midst of a revitalization. The assistance provided through the Affordable Housing Program and partnership with BB&T has directly supported our mission to provide low income homeownership opportunities.

I support the proposed merger between SunTrust and BB&T because having strong financial institutions is vital to building a thriving community Macon-Bibb County.

Thank you in advance for your consideration and support of this merger.

Sincerely,



Ivey EJ Hall
Executive Director

April 22, 2019

**Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23621**



Re: BB&T and SunTrust

To whom it may concern,

I am writing this letter to support BB&T Bank in their merger with SunTrust. World Wide Door Components is a BB&T client and a wholesale distributor of door components, and employs over 30 employees.

BB&T has provided us financing to help us expand and grow our business. BB&T has provided our company lines of credit, real estate loans and vehicle financing. Through economic cycles and ups and downs, they continued to support us and loan us money to fund our growth. I have appreciated our relationship, and look forward to more opportunities to do business with BB&T.

I support BB&T in their merger with SunTrust.

Sincerely yours,

**Jerry Monts De Oca, President
Worldwide Door Components, Inc.
5017 North Coolidge Avenue
Tampa, FL 33614**



770 Pennsylvania Dr
Suite 120
Exton, PA 19341

April 25th, 2019



Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261

RE: BB&T / SunTrust Bank Merger

NextGen Security has enjoyed a successful partnership with BB&T Bank since our inception in 2012. We have a tremendous relationship with our account management team led by Dan Monteforte and Mike Rainone, both of whom make it their business to know our business and our business needs.

In seven short years, NextGen Security has experienced rapid growth as an organization and we have been in a position to do so with confidence, knowing that we have BB&T capital and credit facilities available to us to finance large projects and expand our regional footprint.

Having experienced BB&T's prior acquisition of Susquehanna Bank, I have every expectation that a merger with SunTrust would go as smoothly. I support the merger and believe that the consolidated entity would benefit our business as well as commercial clients from SunTrust.

A handwritten signature in black ink, appearing to read "D. Smith", with a long horizontal flourish extending to the right.

Dwight Smith
Sr VP, Finance & Administration
NextGen Security, LLC



April 2, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261



RE: SunTrust Community Support

To Whom It May Concern,

Metropolitan Ministries writes to share our gratitude for the SunTrust Corporation and Foundation, who has generously supported our work with the poor and homeless throughout the greater Tampa Bay region for the last 22 years.

SunTrust's community engagement with Metropolitan Ministries has included over 150 hours of volunteerism, including SunTrust leaders serving on our Ambassador Board for the last 4 years. Local branches also involve the community through in-kind drives such as food and toys during the holidays, as well as generous financial support since 1984 to help achieve our mission to alleviate suffering, promote dignity and instill-self-sufficiency.

SunTrust has joined with us, believing that 'hope' starts with a hot meal, but doesn't end there! Our shared focus on workforce development through our Culinary Arts Training program, and our Rise the Top job readiness program, helps foster life skills and financial literacy education needed to reach self-sufficiency. This partnership has contributed to 92% of our families being employed in 2018 and exiting our program successfully.

We are excited about the upcoming merger between SunTrust and BBT to further strengthen what is already a strong community partnership. Our vision be America's most effective care-giver to the poor and homeless, and to build a strong, caring community, is simply not possible without partners like SunTrust!

With Gratitude,

Tim Marks
President/CEO
Metropolitan Ministries

Providing comprehensive care for poor and homeless families in Tampa Bay
2002 North Florida Avenue | Tampa, Florida 33602 | 3214 US Highway 19 North | Holiday, FL 34691 | metromin.org

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K *W. A. Kendall and Company, LLC*

LINE CLEARING CONTRACTORS

P.O. BOX 831, LAWRENCEVILLE, GA 30046
PHONE (770) 963-6017 / FAX (770) 962-8510 / WWW.WAKENDALL.COM

April 25, 2019

Federal Reserve Bank of Richmond
P. O. Box 27622
Richmond, VA 23261

Dear Sir,

W. A. Kendall and Company, LLC would like to register our support for the merger of BB&T Bank and Sun Trust Bank.

BB&T has supported our third generation company's growth from two states to now working with 1,000 employees in eight Southern states. BB&T has provided financial stability, advise and helped us transition into an automatic payroll system and payroll card.

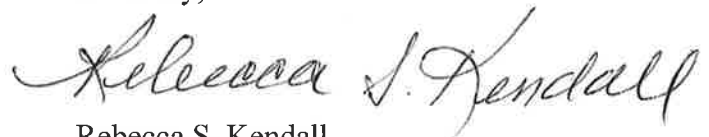
The business services, financial wealth management services and business succession plans have been invaluable.

I have also dealt with Sun Trust for personal and business accounts successfully.

I feel the merging of the two would be so solid and provide customers with a much wider range of services.

Thank you very much for your consideration of our recommendation.

Sincerely,



Rebecca S. Kendall
Executive Partner



DERMATEC DIRECT

April 19, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23621

Federal Deposit Insurance Corporation
Atlanta Regional Office
10 10th Street NW
Suite 800
Atlanta, GA 30309-3849



Re: BB&T Merger with SunTrust

Gentlemen:

I am writing this letter to support BB&T Bank in their merger with SunTrust. Relda, LLC d/b/a Dermatec Direct has been a client of BB&T for many years. Our company is a wholesale distributor of medical gloves, and has been in business for over 20 years, employing nearly 50 hard-working people in Tampa, Florida.

BB&T has provided us financing to help us expand and grow our business in the community. They have always come through for our business in every way. We very much support BB&T in their efforts. I support BB&T fully in their merger with SunTrust.

Sincerely yours,



Tony Singleton, President
Relda, LLC d/b/a Dermatec Direct

April 19, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23621

Federal Deposit Insurance Corporation
Atlanta Regional Office
10 10th Street NW
Suite 800
Atlanta, GA 30309-3849

Reference: BB&T Merger with SunTrust

Dear Sirs:

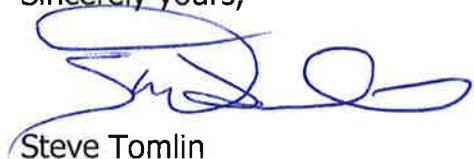
I am writing this letter to support BB&T Bank in their merger with SunTrust. DRP Company of Alabama, Inc. has been a client of BB&T for several years. DRP is a developer and owner of retail, industrial and various other properties. We employ over 40 hard working folks in our company.

BB&T has provided us financing to help us expand and grow our business. They have been there for us no matter what. During the great recession, they continued to support us and loan our company money. They stuck with us, and we are sticking with BB&T.

They are a good bank, filled with good people. They not only say what they do, but do what they say.

I support BB&T fully in their merger with SunTrust.

Sincerely yours,



Steve Tomlin
DRP Company of Alabama
Tampa, FL 33614





ROBERT L. SHAFER, MAYOR

April 24, 2019

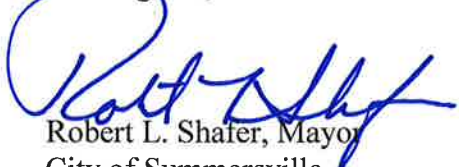


Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261

To Whom It May Concern:

The City of Summersville has been a partner with BB&T in Summersville, WV for decades. We, as a city, and our citizens have benefited from the many financial services BB&T offers. The City of Summersville stands in support of the proposed merger of this financial institution with Sun Trust. The pending mergers overall impact would be good for our community.

Best regards,



Robert L. Shafer, Mayor
City of Summersville



Supervision, Regulation
and Credit Department

APR 30 2019

Federal Reserve Bank
of Richmond

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

RE: BB&T/SunTrust Merger

I am a promotional furniture manufacturer in Randleman, N.C and a BB&T client and board member.

BB&T has been a great support in our business. We have used them for credit-lines, factoring (before it was sold) and insights on how our company is doing and of course all our banking needs.

Our local BB&T has been great for the community, as they support many of the county's assets: NC Zoo, Senior Adult Center, Randolph Health Cancer Center and Foundation, Soccer Complex and The Randolph County Economic Development.

As a personal client of the bank it's a one stop shop for me. Wealth Management, Stock Broker, Insurance, Tax planning and the fact that it's still a downhome personal bank that knows me and that I trust.

I support the merger and think between the two banks it can only get better which will be good for my business and our community.

Sincerely,

Pamela L. Hughes



101 South King Street P.O. Box 518 Hampton, Virginia 23669 Phone (757) 722-1915 Fax (757) 723-1184

April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

We have been a customer of BB&T for 10 years. We have enjoyed and strong relationship Chris Flores and Michael Troutman during this time and they have been instrumental in the growth of our business.

We are wholesale seafood harvesting, sales and transportation. They have helped me grow our business and add 16 new employees. By financing fishing vessels and providing us with working capital we have been able to grow and this has been an economic boast of our community.

We are very happy to hear about the merger with SunTrust and urge the approval of this merger which should continue to help grow this community.

Best Regards

C. Meade Amory
L. D. Amory Co. Inc.
Hampton Va. 23669





RICHARD L. ROBERTSON* RLROBERTSON@RLROBERTSON.COM
R. LEE ROBERTSON, JR. LEE.ROBERTSON@RLROBERTSON.COM
S. BLAYDES MOORE SBMOORE@RLROBERTSON.COM
RYAN T. VINCE RTVINCE@RLROBERTSON.COM
MICHELLE J. FOTO** MJFOTO@RLROBERTSON.COM
LEEANN HOUGH*** SLHOUGH@RLROBERTSON.COM
JAMIE P. HARPER** JPHARPER@RLROBERTSON.COM
HERTA I. WILSON HIWILSON@RLROBERTSON.COM

JOHN B. HONEYCUTT, JR.* JBHONEYCUTT@RLROBERTSON.COM
Of Counsel

April 25, 2019

Via Email: comments.applications@rick.frb.org

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261



Via Email: BankMergerApplications@fdic.gov

FDIC Atlanta Regional Office
10 10th Street, NW, #800
Atlanta, GA 30309-3849

RE: Proposed Merger between BB&T Bank and SunTrust Bank

Gentlemen:

I am writing to recommend the regulatory approval of the merger between BB&T Bank and SunTrust.

I have been a long time customer of BB&T Bank, attorney for borrowers of BB&T Bank as well as a member of the Charlotte Board of Advisors for BB&T Bank. My relationship with BB&T arose out of the outstanding performance BB&T has extended to my small law practice over the years and my respect and admiration for the values lived out by the BB&T bankers I have come in contact with. Over the years my relationship has grown into both business and friendships with many of BB&T Bank's loan officers, managers and executives.

As our opportunities to work with the bank have grown, we have seen how BB&T attempts to sincerely help its customers, including small businesses. BB&T does indeed live its values. In its mission statement is an objective to always attempt to do what is best for its customer. I have seen this carried out in many ways and many times by BB&T loan officers.

BB&T has attempted to aid small businesses to achieve their objectives by helping businesses be aware of its own opportunities and achieve results through reasonably priced loans and other products. BB&T is also serving the average individual by offering financial counseling techniques as well as tools to permit regular savings who might otherwise miss this opportunity. BB&T has offered services to our employees, such as automobile loans and savings plans, that would not have been available to our employees except for BB&T making these services and tools available.

CHARLOTTE III ASHEVILLE III NASHVILLE
2730 EAST W.T. HARRIS BOULEVARD, SUITE 101, CHARLOTTE, NC 28213-4108
P: 704-597-5774 III WWW.RLROBERTSON.COM III F: 704-599-5603

I am highly confident in the management of BB&T Bank that the proposed merger will permit the bank to better implement its values and community services. As an example of its leadership, BB&T and SunTrust have together recently invested in affordable housing in our region which is a need in our community. BB&T and its managers take seriously its commitment to the community and I have seen this through their support of many organizations, including the United Way, Boy Scouts of America and other community organizations.

In short, BB&T has been a model for the type of responsible business that we all hope to have in our communities. They have principled leaders in which I have the utmost confidence which has been demonstrated by many years of efforts and results by these leaders.

Finally, I should share with you that many of our clients are small to medium sized businesses, which have benefitted from the willingness of BB&T to extend loans when other banking institutions would not have considered lending because of the size and other banks lack of focus on building relationships. BB&T is a supporter of small business which is greatly needed at this time and place in our economy when so many other lenders have foregone the small business market. I know BB&T will continue its efforts to lend to small and medium sized businesses which is critical for our economy.

My law practice and I have benefitted personally from BB&T's services and many of my clients benefit daily from BB&T's efforts. Our community benefits from what BB&T has done and what it can do in combination with SunTrust Bank. I urge you to act promptly to approve the merger between BB&T and SunTrust as it is clearly in the public interest. I believe our national economy will be well served by a stronger combined institution.

Very truly yours,


Richard L. Robertson

Cc: George MacBain, BB&T Market President, Charlotte
Wesley Beckner, Regional President, Metrolina Region
Kelly King, CEO, BB&T



April 23, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Dear Sir/Madam:

This letter is written in support of the merger between BB&T and SunTrust. HopeHealth is a Federally Qualified Health Center (FQHC) that serves 40,000 patients in three counties here in the Pee Dee region of South Carolina. HopeHealth has an estimated eighty-million-dollar economic impact in our community.

I have known and worked closely with Matthew Langston and BB&T for more than a decade. We have consulted with Matthew and his team on a variety of financial decisions from construction financing options to executive compensation planning. We know that BB&T has the depth of expertise that we can rely on when we need sound financial advice.

I value the partnership that HopeHealth has enjoyed with BB&T and I am confident that the combined strength of the two entities will be good for our community and good for their associates. If I can answer any further questions don't hesitate to ask. I can be reached at 843-656-0345.

Sincerely,

Carl M. Humphries
Chief Executive Officer
HopeHealth





Mr. Mark Prince
President & CEO
225 Commerce Place
Greensboro, NC 27401
(336) 217-0919
(336) 431-6255 Fax
www.mygma.org
www.firstpointresources.com

April 25, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

On behalf of the Board of Directors and members of the Guilford Merchants Association (GMA) and FirstPoint, Inc., I am pleased to submit this letter of support for the merger between BB&T and SunTrust. We believe the combined entity will have a positive synergistic impact on our business community.

GMA represents about 1,000-member companies and their employees while FirstPoint employs about 250 employees. We are a unique organization in that we are comprised of a not-for-profit entity (GMA) and a for-profit entity (FirstPoint, Inc.). The business relationship between GMA/FirstPoint and BB&T is long standing. Over the years, BB&T Executives have graciously volunteered their time to serve on our Board of Directors and the organization consistently provides significant financial support within our community.

Both BB&T and SunTrust have been an integral part of our community for many years. We fully support the merger and believe the combined entity will be positive for the region.

Sincerely,

Mark Prince
President & CEO

MP:bls



403 Park Plaza Drive
P.O. Box 705
Owensboro, Kentucky 42302
tel 270.684.0668
fax 270.684.6402



United Way
of the Ohio Valley

April 24, 2019

Federal Reserve Bank of Richmond
P O Box 27622
Richmond, VA 23261



Dear Review Committee,

As President of the United Way of the Ohio Valley and on behalf of the thousands of donors, volunteers and clients in our communities I am happy to add our voices in support of the BB&T and SunTrust merger!

For decades, the United Way has enjoyed a positive, mutually supportive relationship with BB&T, its shareholders, board, staff and customers. BB&T is a progressive leader in all aspects of the United Way work in our various communities. Their engagement not only with corporate and financial support but also with the spirit of volunteerism with us, agencies, and the community in general is a fundamental reason for many of our successes in recent years. Innovation, service and professionalism is woven into the fabric of the business of BB&T and has distinguished it as a leading, positive advocate for the people in our communities.

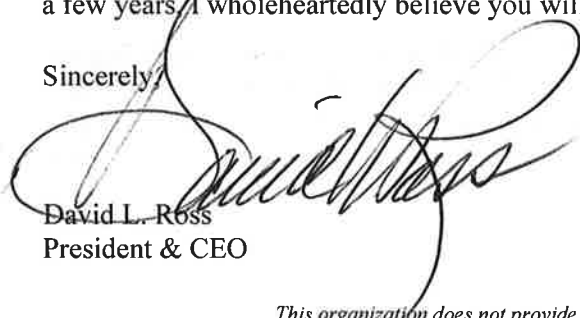
BB&T is directly involved in the three major emphasis areas of the United Way work; Health, Education and Financial Stability. These areas blend well with the many attributes of the Community Reinvestment Act in the areas of non-profit boards and financial education. SunTrust's history in local community support is well known in the industry, especially in the mid and lower South. Their commitment to community engagement and change is evidenced by the hundreds of people providing thousands of volunteer hours of community and financial support. These are both key elements necessary for the transformational changes needed to improve our communities.

Both BB&T and SunTrust are deeply committed to building and sustaining communities and we believe the steadfast work they continue to do shows a true commitment to improve and grow the communities around them and is among the best investments they can make. When I think about the synergy possible by combining their forces to create the 6th largest bank holding company in the US with over 440 billion in assets, I am excited about the new strength a merger will bring.

In these days of uncertainty, it is refreshing to know there are institutions we can count on to serve, set the stage for fair deals and community progress. I believe the employees of these organizations have what it takes to make such a bank operate and succeed, for the benefit of all.

For these reasons and so many more I ask that you look favorably upon the merger of these banks. As you look back in a few years, I wholeheartedly believe you will be glad you did.

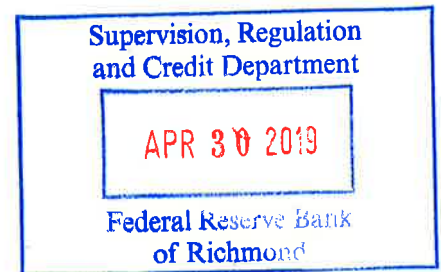
Sincerely,


David L. Ross
President & CEO

Tom D. Efirm

P. O. Box 68
Gastonia, N. C. 28054

April 23, 2019



Federal Reserve Bank of Richmond

P. O. Box 27622

Richmond, Va. 23261

Gentlemen,

I am writing to strongly support the proposed merger of SunTrust Bank and BB&T. I believe that this merger will create another strong, competitive regional bank which I believe will better serve the needs of small and middle sized customers in the southeast.

I have been a customer of BB&T since I began business in 1967. You can say that we have grown up together. I began business with a telephone sitting on a brick with no equipment, no inventory, and no sales. The bank has nurtured my business, Standard Distributors, Inc. since its infancy. I received start-up financing, inventory financing, construction financing as well as good advice and counsel over more than fifty years. Before my retirement, I was privileged to serve on the local Board of Directors, and later, the Board of BB&T Corporation.

One thing which has struck me over the years is the rapid pace of change in banking. I cannot imagine conducting business like in the "old days." Without electronic banking we could not interact with our suppliers and customers.

This proposed merger is not only a good business proposition, it is vital to the bank's customers. Meeting the challenge of technology requires smart, well-capitalized banks. Who would have thought that a small business like mine would need sophisticated electronic security that only a large, savvy bank can provide.

I strongly encourage approval of this very important merger.

Very truly yours,

A handwritten signature in black ink that reads "Tom D. Efirm". The signature is written in a cursive, flowing style.



D. H. GRIFFIN WRECKING CO., INC.

4716 Hilltop Road, Greensboro, NC 27407

April 26th, 2019

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849



Re: Suntrust and BB&T Bank Merger

To Whom it May Concern:

My name is David Griffin Jr. and I am the President of D.H. Griffin Companies, with corporate offices based in Greensboro, North Carolina and divisions across seven other states. D.H. Griffin is a vertically integrated group of companies that provides demolition, infrastructure, construction, abatement, contracting and large-scale environmental services, among others.

D.H. Griffin has a relationship with BB&T of over 15 years' duration. During this time BB&T, through various services, has partnered with D.H. Griffin's growth, yielding a direct, positive impact to our local and greater communities.

I support the Suntrust and BB&T merger and believe the combined entity will prove to be beneficial for all involved.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "D.H. Griffin Jr.".

David H. Griffin Jr.
President - D.H. Griffin Companies
336-510-4104
dhgriffinjr@dhgriffin.com

Cc: Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

TEL (336) 855-7030 FAX (336) 510-4067

"Shaping America's Skyline Since 1959."

OAKMONT

INDUSTRIAL GROUP

April 24, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: BB&T and SunTrust Merger

To Whom It May Concern:

I'm writing this letter on behalf of our longstanding banking partner BB&T. As background, Oakmont is a fully integrated industrial real estate investment, development and management company based in Atlanta, Georgia. Founded in 1996, the company develops state-of-the-art warehouse/distribution facilities located in quality business park environments. Oakmont has a highly-regarded national platform with offices in Georgia, Texas and California. Over its 23+ year history, Oakmont has acquired or developed over 70 buildings totaling in excess of over 16.5 million square feet of industrial space.

BB&T has been a strong, supportive banking partner for Oakmont for several years and has played an important part in the development of new projects that have provided logistics and storage services and new job creation in several communities nationally.

We at Oakmont wish to express our strong support for the proposed merger between BB&T and SunTrust and believe that the result will be a continued economic benefit for the areas they now serve.

Please contact me at (678) 904-3601 if you wish to discuss this further. Thank you in advance for your support of this proposed merger.

Sincerely,



Greg Posel
Vice President, Finance





5120 Sugarloaf Parkway
 Lawrenceville, Georgia 30043
 770.962.2985 *main*
 800.226.1856 *toll-free*
 770.962.5392 *fax*

visit gsba.com

Katrina P. Young, *President*

Valarie Wilson, *Executive Director*

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Lee County

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Pat Hugley Green
Muscogee County

Treasurer

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Jefferson City

Past President

Tom Odom
Oconee County

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Muscogee County

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Shakila Henderson-Baker
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Fifth

Dr. Mary Kay Murphy
Guinnett County

Sixth

Sue Brown
Coweta County

Seventh

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Rome City

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Elaine Wilson
Dawson County

Tenth (interim)

Gwen Tucker
Warren County

Eleventh (interim)

Tom Odom
Oconee County

Twelfth

Fred Wilson
Houston County

Thirteenth

Theresa Davis
Ben Hill County

Fourteenth

Warren Lee
Valdosta City

Director Emeritus

Vernon Payne
Clarke County

April 25, 2019

Federal Reserve Bank of Richmond
 P. O. Box 27622
 Richmond, VA 23261

To whom it may concern:

As a long-time corporate and personal customer of BB&T, I am writing to share my excitement of the merger of BB&T and SunTrust Bank. Over the years I have had a lot of experience with both of these banking institutions and believe them both to be some of the premier banks in our community and region. Not only do they provide superior services and customer service, they are also great partners within our community.

As a nonprofit organization, we like doing business with organizations that are committed to serving and improving the communities they serve. I believe both BB&T and SunTrust have a common culture and commitment to serving their communities. As a customer, I look forward to an even stronger service offering and access to additional branch locations. These enhanced services and offerings will have a positive impact on our organization, our employees, and for me in my own personal banking.

Thank you for your oversight of this merger to help ensure the protection of all customers.

Sincerely,

Mark A. Willis
Assistant Executive Director
 Georgia School Boards Association





April 24, 2019

Adam Drimer, Assistant Vice President
Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, Virginia 23261



Re: Proposed Merger of BB&T Corporation and SunTrust Banks, Inc.

Dear Mr. Drimer:

BB&T and SunTrust have been immensely important partners for the National Development Council (NDC) for more than twenty years. During this period, BB&T and Sun Trust have both invested in the National Development Council's training, technical assistance and financing tools to further NDC's nonprofit mission to increase the flow of capital to low-and moderate- income individuals and communities.

It is not an overstatement to say that without, BB&T's and SunTrust's financial support, many economically disadvantaged communities in their respective assessment areas would have been unserved or underserved, both lacking in community development financing tools and capacity-building training. Both institutions have supported our efforts through grants, loans and investments as outlined below:

1. Combined, over the last ten-years, they have provided grants totaling over \$2.3 million to sponsor NDC training to build the capacity of Community Development Corporations (CDCs) and provide them and their development partners with the tools needed to revitalize low- and moderate-income communities. BB&T has been an especially strong partner with NDC in supporting capacity building training in development finance to improve the success of nonprofits working to develop affordable housing, small business start-ups and expansions, community facilities and other essential social infrastructure.
2. Both institutions are investors in various NDC sponsored Low Income Housing Tax Credit (LIHTC) Funds and combined have provided \$74 million in equity investments that support our efforts to fund affordable housing for families, seniors, formerly homeless individuals and other special needs populations, including affordable Assisted Living facilities.
3. Through partnerships utilizing NDC's New Markets Tax Credit (NMTC) allocations, they have invested a combined \$27.7 million over the past thirteen years. These investments bring capital to distressed communities across their footprint, delivering much needed employment opportunities and expanded services to low- and moderate-income communities.

Based on the long-term relationships we have developed with both BB&T and SunTrust, NDC looks forward to working with the merged bank to continue to serve low- and moderate-income communities. Please feel free to contact me with any follow up questions regarding the economic and community development work of NDC and these outstanding partners.

Sincerely,



Daniel Marsh III
President & CEO

Eike, Kathy

From: Nicole Feldman <Nicole.Feldman@atlantajcc.org>
Sent: Monday, April 29, 2019 3:41 PM
To: RICH BankSup Applications Comments
Subject: [External] Letter of Support - Merger of Equals - BB&T/Suntrust Bank
Attachments: Fed Reserve Merger of Equals Support Letter 4 29 19.docx.pdf

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PLEASE NOTE: This email is not from a Federal Reserve address.
Do not click on suspicious links. Do not give out personal or bank information to unknown senders.

Please see attached Letter of Support for the Merger of Equals between BB&T & Suntrust Bank from the Marcus Jewish Community Center of Atlanta.

Thank you.

Nicole Feldman

 	<p>Nicole Feldman Executive Administrative Assistant MJCCA 5342 Tilly Mill Road Dunwoody GA 30338 Phone: 6788124101 Fax: 6788123962 atlantajcc.org</p>
-----------------------------------------------------------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------



Inspiration and Exploration Live Here 
Please give generously to the 2019 MJCCA Annual Fund:

<http://atlantajcc.org/annualfund>

Watch Here <https://www.youtube.com/watch?v=-7dZI5FKEJI> and #BeaGameChanger

Providing excellent customer service is our top priority. Please contact us at customerservice@atlantajcc.org with your comments.

5342 Tilly Mill Road
Dunwoody, GA 30338
678.812.4000
Fax 770.698.2055

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Sammy Grant
Vice Chair & Treasurer
Amy Rubin
Secretary
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Lillie Axelrod
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Chief Executive Officer
Hope Chernak
Chief Program Officer
Janel Margareta
Chief Development & Communications Officer
Jim Mittenthal
Chief Program Officer Residential Camping
Janice Wolf
Chief Financial & Administrative Officer

April 29, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261
via email to comments.applications@rich.frb.org

RE: Merger of Equals – SunTrust and BB&T

To whom it may concern:

Marcus Jewish Community Center of Atlanta (MJCCA) would like to express our support for the Merger of Equals between BB&T and Suntrust Bank.

BB&T has been a supporter and sponsor of the MJCCA for over 5 years. Their team, including Heath Campbell, Scott Jordan and Seth Einstein and many others, deliver financial support, foster important relationships with additional community partners, and give of their time as active members and chairs of MJCCA committees. BB&T's support enables MJCCA to fulfill our mission to foster and ensure a vibrant greater Atlanta Jewish community by providing programs and services of distinction that attract, involve, and inspire meaningful connections and promote Jewish values. MJCCA donors and members have demonstrated their trust in BB&T by increasing current banking relationships and through new banking business.

Please feel free to contact me at 678-812-4100 or Jared.Powers@atlantajcc.org for additional information or questions regarding the MJCCA's support for the Merger of Equals.

Sincerely,



Jared Powers
Chief Executive Officer





April 29, 2019

My name is Salim Karnaby. My wife Andrea and I own and operate two Discovery Point Child Care Facilities, as well as founding a private Christian based elementary school in Pasco County, FL.

BB&T has been a tremendous partner for us over the last several years. BB&T helped us with refinancing our original locations and the related real estate and has also provided financing for us to expand and purchase a second location. They continue to work with us on our next project to expand our private school in the near future. BB&T has been very supportive on the commercial side and also assisted us with our residential purchase and renovation.

I believe BB&T and their employees, especially Jeff Lampasso, have been very important partners for my wife and I and helped with our business. We look forward to the merger and continuing to expand the relationship!

If you have any questions or comments, please call me at (727) 422-3036.

Sincerely,

Salim Karnaby
Karnaby Crossings, LLC
Trinity Point, LLC
Christian Crossings Academy, LLC

A lifetime of Discovery begins here.

Discovery Point #39 Suncoast Crossings | 1812 Crossings Blvd. | Odessa, FL | 33556
813-792-9451 | Fax: 813-920-5641 | dp39@discoverypoint.com

Eike, Kathy

From: Dianne Neese <dneese@capefearconstruction.com>
Sent: Monday, April 29, 2019 4:44 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Doug Mills
Subject: [External] BB&T and Suntrust Merger
Attachments: BB and T and Suntrust Merger.pdf

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Do not click on suspicious links. Do not give out personal or bank information to unknown senders.

Attached please find letter in reference to the above Merger.

Thank you.

Douglas B. Mills, President
Cape Fear Construction Co., Inc.
P. O. Box 1426
Lumberton, NC 28359
910-738-7246 (office)
910-738-6853 (fax)
910-734-5515 (mobile)
dmills@capefearconstruction.com



CAPE FEAR CONSTRUCTION CO., Inc.

Lumberton: 910-738-7246
Fax: 910-738-6853

P.O. BOX 1426, LUMBERTON, NORTH CAROLINA 28359
1501 STARLITE DRIVE, LUMBERTON, NORTH CAROLINA 28358

April 29, 2019

Federal Reserve Bank of Richmond
P. O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Re: BB&T and Suntrust Merger

To Whom It May Concern:

There have been some articles in the news lately reporting that clients have concerns about the merger of BB&T and Suntrust.

My name is Doug Mills and I am the President and Co-owner of Cape Fear Construction Co., Inc. in Lumberton, North Carolina. I have been a client of BB&T since their merger with Southern National Bank in 1995 and previous to that for many years with Southern National Bank. In October of 1986 I joined the local Board of Southern National Bank in Lumberton and was on the Board when the merger occurred with BB&T in 1995. At the time, I was very concerned about this merger causing the loss of our "local bank". In a relatively short period of time, I realized that the merger was good for both Southern National Bank, BB&T, and the community.

I continue to serve on the local Board with BB&T and have worked closely with their City Executives and Southeast Regional Vice-Presidents. These relationships have been excellent and I value each and every one of them. BB&T has served all our banking needs in a very pleasing and professional manner.

So we are again looking at another merger. I am sure there are bank clients that have some of the same concerns I had twenty-four years ago. During this time, the banking industry has changed requiring more technology. Most people want to do their banking by mobile app or online. This requires a huge investment in computer systems capable of providing these services. BB&T has been making huge strides in this area but this merger will make it a reality. Bottom line, I support the merger and believe the combined entity will be good for the community and the associates.

Very truly yours,

CAPE FEAR CONSTRUCTION CO., INC.

Douglas B. Mills, President
DBM/dpn

Eike, Kathy

From: Carol Kirchman <ckirchman@athenshousing.org>
Sent: Monday, April 29, 2019 4:47 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB&T & SunTrust Merger Support Letter
Attachments: BB&T & SunTrust Merger Support Letter.pdf

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Please see the attached letter in support of the BB&T / SunTrust merger.

Sincerely,

Carol Kirchman
Executive Assistant
Athens Housing Authority
300 S. Rocksprings Street
Athens, GA 30606
Ph: 706-425-5401

ATHENS HOUSING AUTHORITY
300 S. Rocksprings Street
Athens, GA 30606
Tel: (706) 425-5300
Fax: (706) 425-5299
GA Relay Partner - Dial 711
www.athenshousing.org

New ideas. Better communities.



April 29, 2019

FDIC Atlanta Office
10 10th Street NW Suite 800
Atlanta, GA 30309-3849

Dear Friends:

I am writing this letter in support of the BB&T / SunTrust merger. I know the community commitment and spirit of both organizations. I have served in leadership positions with many of their top executives. Both organizations have worked to maintain the essence of community banking that is all too sadly lacking in most large banking organizations. I am convinced that this community and customer service orientation legacy will continue to grow in a new stronger institution if this merger is approved.

BB&T serves my personal banking needs and has won the Athens Housing Authority's (AHA's) banking business for many years. I have in depth knowledge of their business practices and ethics from serving on their local advisory board. BB&T looks for ways to solve community problems. When the AHA was trying to structure a complex transaction involving local government and the school district to provide a new Boys and Girls Club in a historic African-American high school gym, BB&T stepped forward with a financing commitment to make this dream a reality. Most banks were unwilling to lend a seven figure amount on land that was not owned by the AHA. BB&T not only structured the deal, but has remained connected to the Boys and Girls Club by providing ongoing financial and volunteer support. BB&T has also supported the financing of AHA's award-winning, first-time homebuyer program. In addition, their Lighthouse Project has coordinated thousands of hours of volunteer service to needy causes and organizations throughout the Athens community.

SunTrust does not bank the AHA. However, their commitment to community banking principles is no less robust. The AHA recently completed a \$60 million transformation of a struggling public housing neighborhood. This complicated mixed-income, mixed-finance transaction involved HUD funds, private equity, Low Income Housing Tax Credits (LIHTC), local government funding along with construction and permanent financing. SunTrust provided all the financing and was the LIHTC equity provider. This project recently won the 2018 Charles L. Edson Tax Credit Excellence Award from the DC-based Affordable Housing Tax Credit Coalition along with a prestigious award from the National Association of Homebuilders.

FDIC Atlanta Office

April 29, 2019

Page 2

In addition to each bank's professional commitment to our city, their leadership teams are deeply involved in the charitable and leadership efforts of Athens-Clarke County. I have served with them on a variety of boards and community task forces.

I highly recommend this merger of complementary and similarly aligned banking institutions. I am confident that this union will benefit our community and the nation at large. If I can provide any additional information to assist with your review, please contact me at any time.

Sincerely,

A handwritten signature in blue ink that reads "J. Richard Parker, II". The signature is written in a cursive style with a small flourish at the end.

J. Richard Parker, II
Executive Director

Eike, Kathy

From: Sarah McLellan <smclellan@cannonymca.org>
Sent: Monday, April 29, 2019 4:50 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Support of Merger
Attachments: SunTrust BBT Merge Support.pdf

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Good afternoon,

Attached please find a letter of support for the merger between BB&T and SunTrust. Please feel free to reach out to me directly if you need more information.

Thank you,
Sarah McLellan

Sarah McLellan
Director of Development and Community Engagement
Cannon Memorial YMCA
smclellan@CannonYMCA.org
www.CannonYMCA.org/give
Office: 704.933.9622 ext. 448 | Fax: 704.932.3000
708 McLain Road, Kannapolis, NC 28083

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FOR SOCIAL RESPONSIBILITY



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FOR SOCIAL RESPONSIBILITY**

April 27, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

To whom it may concern,

The Cannon Memorial YMCA is a client of both BB&T Bank and SunTrust Bank. BB&T has most recently assisted with providing necessary accounts for a pending YMCA Capital Fundraising Campaign. BB&T has been a strong banking and community partner, as has SunTrust, for many years.

We support the merger and believe the combined entity will only strengthen our community and associates. We look forward to streamlining banking and partnership efforts in order to provide more support to our community together.

Thank you,
Sarah McLellan
Director of Development and Community Engagement
Cannon Memorial YMCA
708 McLain Road
Kannapolis, NC 28081
704.933.9622 x448

About the Y

The YMCA's mission is to put Christian principles into practice through programs that build healthy spirit, mind and body for all. We're an inclusive organization of people committed to nurturing the potential of kids, promoting health and wellness and encouraging social responsibility.

The Y is one of the nation's leading nonprofits strengthening communities through youth development, healthy living and social responsibility. Across the U.S., 2,700 Ys engage 22 million men, women and children – regardless of age, income or background – to nurture the potential of children and teens, improve the nation's health and well-being, and provide opportunities to give back and support neighbors. Anchored in more than 10,000 communities, the Y has the long-standing relationships and physical presence not just to promise, but to deliver, lasting personal and social change.

Eike, Kathy

From: Jeffrey Lehman <jlehman@shanks.com>
Sent: Monday, April 29, 2019 5:10 PM
To: BankMergerApplication@fdic.gov; RICH BankSup Applications Comments
Cc: Michael.Troutman@bbandt.com; Bill Hauber
Subject: [External] BBT - Suntrust Merger
Attachments: BBT Letter.pdf

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Please see my comments attached.



SHANK'S
EXTRACTS
EST. 1899

350 Richardson Drive
Lancaster, PA 17603
phone: 800.346.3135
fax: 717.393.3148
web: shanks.com

April 29, 2109

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261
Sent Via email: comments.applications@rich.frb.org

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849
Sent Via email: BankMergerApplication@fdic.gov

To Whom It May Concern:

I am writing in support of the BB&T – Sun Trust Bank merger.

I am the owner of a middle market manufacturer of flavoring extracts, located in Lancaster, PA. We are a family business founded in 1899 and owned by our family for 52 years. We employ 196 people to produce our products, which we ship nationwide.

BB&T has been our bank for four years since their purchase of Susquehanna Bank in 2015. We were a customer of Susquehanna Bank and its predecessor for seven years before their sale to BB&T. (I served on the Board of Directors of Susquehanna Bank and was involved in the decision to sell Susquehanna Bank to BB&T.) We have a Line of Credit, Equipment Loans, Building loans, and checking accounts at BB&T to support our ongoing operation.

J. Michael Troutman is our current account manager and our main contact to the BB&T organization. Mr. Troutman is a professional, experienced banker who understands the products BB&T has to offer, communicates effectively with our team, and is always available to help. We have an excellent working relationship with our bank largely due to the efforts of Mr. Troutman's experience and positive working attitude.



We are a growing business that requires outside funding to achieve that growth. As a private company, we very much prefer to finance our growth - on the strength of our assets and profits - with a local bank vs. the public market, or outside investors.

It is imperative that our bank grows along with us to be able to meet our financial needs. It is imperative that our bank changes with the market, adapts to new technologies, and continues to provide new and improved products to us. We need a strong bank partner.

I believe the proposed merger will enable BB&T to remain a financially strong, viable bank which will enable it to meet our needs, now and in the coming years, will continue to provide excellent banking services to our company, and our employees, and will add to the over stability and growth of Lancaster County and beyond.

I fully support the merger of BB&T and Sun Trust.

Sincerely,

A handwritten signature in black ink, appearing to read 'Jeffrey F. Lehman', with a long horizontal flourish extending to the right.

Jeffrey F. Lehman
President
Shanks Extracts, Inc.



Eike, Kathy

From: Angie Shuda <angie.shuda@southwoodrealty.com>
Sent: Monday, April 29, 2019 5:21 PM
To: RICH BankSup Applications Comments
Cc: BankMergerApplication@fdic.gov
Subject: [External] 2019_04_29_17_09_32.pdf
Attachments: 2019_04_29_17_09_32.pdf

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Please see attached letter from Southwood Realty Company and Triangle Real Estate of Gastonia, Inc.

Thanks,

Angela Shuda
General Manager
Triangle Real Estate
Southwood Realty Company
(704) 866-4675



Triangle Real Estate of Gastonia, Inc.

Post Office Box 4158 • Gastonia, NC 28054

Office: 704 866-4675 • Fax: 704 854-9455

April 29, 2019

Federal Reserve Bank of Richmond
PO BOX 27622
Richmond, VA 23261

To Whom It May Concern:

Southwood Realty Company and Triangle Real Estate of Gastonia have done business with BB&T over three generations and forty plus years. Their service team have provided the confidence and capital we have needed to grow.

Along with being committed to providing Southwood and Triangle with superior customer service. BB&T is a trusted partner who has helped us with acquisitions.

Triangle Real Estate is the construction side and Southwood Realty is the Property Management side of over 18,000 apartment homes which is a combination of new builds and acquisitions. We employ over 540 direct employees with many contractors and material suppliers. For some of our suppliers we are their biggest customer.

As a developer BB&T has assisted with providing the necessary construction financing for projects that have resulted in an economic lift for our community. BB&T has provided us with short-term capital that has allowed me to expand our operations at opportune times.

BB&T has always delivered on funding money with day to day operations of our company and is our primary bank.

We support the merger and believe the combined entity will be good for the community and business.

Please feel free to contact me if you would like to discuss any of this further.

Sincerely,

A handwritten signature in black ink, appearing to read "Herman E. Ratchford, Jr."

Herman E. Ratchford, Jr
President

Eike, Kathy

From: Tony Cutrino <tcutrino@gardenstatebulb.com>
Sent: Monday, April 29, 2019 5:47 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T Merger Comments
Attachments: Fed Reserve Bank of Richmond BBT Merger Comments.pdf

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Tony Cutrino
856.205.9300 ext.105 | 2720 Industrial Way - Vineland, NJ 08360





2720 Industrial Way
Vineland, NJ 08360
Tel: 1-800-280-6501
Fax: 1-856-205-9322

April 29, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

Re: Merger between BB&T and SunTrust

To Whom It May Concern,

My name is Anthony Cutrino and I am the President of Garden State Bulb Co., LLC. We are a family owned business located in Vineland, NJ. We employ over 70 full-time employees and more than 120 seasonal employees. Our annual payroll is almost \$5 million.

We have been in business since 1998 and specialize in the importation, distribution and marketing of packaged flower bulbs, bare root perennials, bare root fruit plants, vegetables and related gift kits. Our customer base consists of the large mass merchant retailers in the United States such as Lowes, Home Depot, Sam's Club, Costco, Kroger, Meijer etc.

I am writing to you in support of the proposed merger between BB&T and SunTrust. We have been a customer of BB&T (previously Susquehanna Bank and before that Minotola Bank) since the inception of our company in 1998. During the more than 20 year relationship our company has benefited from an increasing range of products and services as the bank has grown.

The portfolio of services that we currently use are vast including mortgages, checking and money market accounts, credit card processing services, credit line facilities, international and domestic online wire capabilities, remote check deposit, insurance services, investment services and 401K plan coordination.

I believe that the merger of these two banks will provide even more benefits to our company. We are looking forward to additional community support and involvement, banking technology advancement, expanded product offerings, low cost banking fees and an experienced local relationship management team supported by a strong regional and national organization.

It is important to our Company as a middle market organization to have access to world-class banking products and services allowing us to compete and grow in our marketplace.

Sincerely,

A handwritten signature in black ink, appearing to read "AC", with a long horizontal flourish extending to the right.

Anthony Cutrino
President
Garden State Bulb Co.
2720 Industrial Way
Vineland, NJ 08360
tcutrino@gardenstatebulb.com
856-205-9300 x105

Eike, Kathy

From: Charles W. McDaniel <CWM@hilldrup.com>
Sent: Monday, April 29, 2019 5:53 PM
To: RICH BankSup Applications Comments
Subject: [External] BB&T and SunTrust Merger

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To Whom it May Concern:

My name is Charles W. McDaniel and I am the President and CEO of Hilldrup. Hilldrup is a fourth generation family-owned moving and storage company that has been an industry leader since 1903 and is a partner-agent of United Van Lines and Mayflower Transit. Hilldrup, my family and I have been banking with BB&T for over 44 years through mergers and acquisitions. I continue to serve BB&T in the local community as an advocate and as a local advisory board member to the Greater Fredericksburg, Virginia offices.

In 2018, BB&T Market President, Jarrott Patteson, and his Fredericksburg Team helped us to structure and finance a deal on the purchase of an additional United Van Lines affiliate company. This acquisition allowed us to add another fully operational office and warehouse facility northeast of the D.C. beltway which expanded Hilldrup's footprint and the ability to efficiently reach our customers with time and cost-savings in mind. The increased warehouse space is particularly helpful to our clients in the D.C. market, particularly the government and government contractors. Today, our total credit relationship is over \$24MM with BB&T and growing.

In today's business and corporate climate, technology and the way we do business is changing faster than ever before. Businesses, whether they are banks or moving and storage companies like Hilldrup, will only continue to exist if they embrace change and continue to improve the customer experience. We have to prepare for tomorrow's customer today.

I support the BB&T/SunTrust merger and believe the combined entity will be beneficial for the community and all associates. Hilldrup is also proud to have BB&T as a client and relocate their outstanding talent across the country. We have enjoyed seeing their growth and commitment to their customers and neighborhoods. Both BB&T and SunTrust have very similar corporate cultures and certainly align to become a more efficient business for both existing and future clients.

Sincerely,
Charles W. McDaniel

Charles McDaniel
President and Chief Executive Officer

888.401.2323
703.441.7261
540.220.7773 Cell
hilldrup.com

Facebook | LinkedIn | Twitter

Eike, Kathy

From: Santiago Diaz <SDiaz@sprpackaging.com>
Sent: Monday, April 29, 2019 6:02 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BBT Suntrust Merger Process.
Attachments: BBT Merger Letter.pdf

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Good afternoon,

Please see attached letter regarding BBT and SunTrust merger process I hope will be of your consideration.

Thanks,

Santiago Diaz | VP Controller



1480 Justin Road | Rockwall, TX 75087
Direct line (469) 402-2175 | fax (469) 314-1601

[SPR Packaging website](#) | [Armando Alvarez Group website](#)

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April 29th, 2019

To whoever may concern

We have been banking with BB&T since 2011 and have enjoyed their support on our several expansion stages. BB&T has been a key partner in helping our company achieve its business objectives and financial needs.

I support the merger of equals between SunTrust and BB&T. The merger will result in a stronger company that will be able to better serve our company and our community.

Best regards,



Santiago Diaz
VP Controller
SPR Packaging Llc

Eike, Kathy

From: nealy@thecordelle.com
Sent: Monday, April 29, 2019 7:13 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BBT | Suntrust Merger
Attachments: Letter.BBT.pdf

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Please see the attached letter showing my support for the merger.
Thanks so much.

Nealy Glenn
Nealy@thecordelle.com
O. 615.354.8746
C. 323.632.6813

the C O R D E L L E

45 Lindsley Ave.
Nashville, TN 37210
www.thecordelle.com
[Instagram](#) | [Facebook](#) | [Pinterest](#)

THE CORDELLE

April 29th, 2019
Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

Dear Federal Reserve Bank of Richmond,

My business partners and I have been with BB&T for the last five years. They were a crucial part of the success of our business. My business partners and I bought a dilapidated building in downtown Nashville five years ago. We received a construction loan from BB&T to restore the building in addition to adding 4,000 sq. ft. We turned the old historic home into an event venue and have done over 500 events to date. We have hosted all kinds of celebrities, weddings, community events, and movie shoots. In addition, the property value has doubled in the last five years.

We have had great success and owe a lot of that to our great relationship with BB&T. We would never have been able to complete the project with out their continued service, dedication, and team work to make this dream a working reality. We continue to have a great relationship and hope to work together in the future as we are soon opening an additional business. BB&T will again become a huge part of the puzzle helping us with short term capital to expand our operations.

I strongly support the merger and believe the the combined entity will be good for the community and associates.

Thank you.

Sincerely yours,



Nealy Glenn

Eike, Kathy

From: Manal Fakhoury <manal.llc@gmail.com>
Sent: Monday, April 29, 2019 7:45 PM
To: RICH BankSup Applications Comments
Subject: [External] Suntrust and BB&T Merger

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I was pleased to hear about the merger of two great and iconic institutions to continue to serve the community with strength and sincerity.

I am more familiar with Suntrust Bank and the many great programs they have supported in our community. Suntrust is a great community partner and supporter of United Way, Boys and Girls Club, and many other service oriented non-profits.

I believe this is a win-win for both institutions, the clients, and the community. We expect to see the benefit of combining the talent, technology, and processes.

All the best,
Dr. Manal Fakhoury

Manal Fakhoury

President & CEO
[FLI](#) | [TEDxOcala](#) | [VestechPartners](#)
PO Box 4428
Ocala, Fl. 34478
Mobile: **352-266-1268**
LinkedIn: [Manal Fakhoury](#)



Manal's TEDx Talks

Eike, Kathy

From: Sherrie Snipes-Williams <sherrie.snipes-williams@charlestonpromise.org>
Sent: Monday, April 29, 2019 9:06 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB&T & SunTrust Merger Letter of Support...from Charleston Promise Neighborhood
Attachments: BB&T Merger Letter of Support (Charleston Promise Neighborhood, 04.19).pdf

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Greetings Federal Reserve Bank of Richmond and FDIC Atlanta Regional Office!

Please accept my written comments to support the merger of BB&T & SunTrust financial institutions.

If you have questions, or need additional information, please don't hesitate to contact me.

Kind regards,
Sherrie Snipes-Williams

PLEASE NOTE OUR NEW ADDRESS AND UPDATE YOUR RECORDS.



Sherrie Snipes-Williams

Chief Executive Officer, Charleston Promise Neighborhood

phone: 843|647|6214

address: 1834 Summerville Avenue, Suite 200, Charleston, SC, 29405





April 29, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

via email: comments.applications@rich.frb.org
BankMergerApplication@fdic.gov

To Whom It May Concern:

Charleston Promise Neighborhood (CPN), a 501c3 nonprofit organization incorporated in May 2010, was founded by Charleston County Council, the City of Charleston, the City of North Charleston, and the Charleston County School District (CCSD), to support four tough, underserved, Title I elementary schools in "The Neck"—a 5.6 mile corridor in Charleston County that straddles the Cities of Charleston and North Charleston. Our mission is "to ensure the Neighborhood is a place where residents are engaged in their community and every child is on track to graduate high school with the abilities necessary to succeed in college, the military or the workforce."

CPN has had a strong partnership with BB&T since 2011. While CPN was founded with generous support from various corporations, individuals and government partners, BB&T was an early investor in our work and demonstrated their commitment to CPN's programs, impact, and vision through generous, unrestricted gifts. Their philanthropic investments gave our organization the ability to focus on our mission and infrastructure; invest in salaries, technology, and marketing and communications; and create high-quality programming for long-term impact.

Over the years, BB&T representatives have spent hours meeting with me and our stakeholders attempting to thoroughly understand our organization's programs. During these interactions, they have asked the hard questions, spent time with our team, brought their local and regional employees to visit our schools, and invited CPN to share our successes and challenges with representatives from the bank. As a result, they clearly understand what we are trying to accomplish, how we operate, the results we are achieving, and our opportunities for improvement.

On more than one occasion, BB&T has gone above and beyond, in their efforts to "do good" for our community's toughest schools. Specifically:

- Frank Bullard, BB&T's former Coastal Region President, supported CPN's early work and initiated our inaugural gift from the bank;
- In the fall of 2016, with the assistance of John Stokes (North Carolina and South Carolina Vice President & Community Development Specialist) and about a dozen banking executives, BB&T's Mobile Banking Bus unit visited two of our schools and engaged ~300 students in digital financial

literacy exercises, and shared financial health information with neighborhood parents and grandparents;

- CPN participated in a planning meeting and presented its programming and impact to BB&T's Charleston's Community Development Steering Committee in March 2015; and
- In February 2018 and 2019, BB&T executives spent hours receiving programmatic updates, visiting our programs, in their efforts to strengthen our partnership and understand the environmental realities of our schools, students, and their families.

We are forever grateful for their early and continued investments in our schools, students and their families...and we work hard to ensure that they receive a true return on their investments. We look forward to a continued partnership with the new bank and hope that their influences on our work continues to make us a stronger, more impactful organization.

Thus, I wholeheartedly support the merger between BB&T and SunTrust, as I believe that only greater things are to come!

Kind regards,

A handwritten signature in black ink, appearing to read 'Sherrie Snipes-Williams', with a long horizontal flourish extending to the right.

Sherrie Snipes-Williams
Chief Executive Officer

Eike, Kathy

From: Jim Laurita <Jim@lauritaenergy.com>
Sent: Tuesday, April 30, 2019 6:24 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T - SunTrust Merger
Attachments: BB&T - Suntrust Support 4-30-19.pdf

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I would like to submit the attached comment letter concerning the BB&T – SunTrust merger.

Respectfully,

James Laurita

James L. Laurita Jr.
Home address

April 30, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

RE: BB&T Bank / SunTrust Merger

I would like to submit my comments as to the BB&T Bank and SunTrust Bank merger. I fully support the merger of these two companies.

BB&T bank, and its predecessors have been an integral part of my families many businesses for several decades. The relationship through supportive financing has created thousands of jobs and greatly benefitted the state of West Virginia.

BB&T Bank also is an active partner in the community through its support of many community charities. The management culture at all levels at BB&T are an asset to our community.

I fully support BB&T management with this merger plan.

Sincerely,
James L. Laurita Jr.

Eike, Kathy

From: William Hyncik <whyncik@poamd.com>
Sent: Tuesday, April 30, 2019 7:52 AM
To: RICH BankSup Applications Comments; Bankmergerapplication@fdic.gov
Cc: Wasilewski, Dennis (DWasilewski@BBandT.com); William Hyncik
Subject: [External] BB&T SunTrust merger

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PLEASE NOTE: This email is not from a Federal Reserve address.

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Dear Board Members,

Princeton Orthopaedic Associates has been a customer of BB&T for approximately 18 months. Princeton Orthopaedic Associates is a large private Orthopaedic surgery practice with 26 physicians and 18 physician extenders. We are a comparatively small organization with just under \$50M in revenues, 220 employees, six locations totaling 100,000 square feet of real estate located in three counties and over 25 square miles.

The relationship with BB&T developed as the result of a national RFP for comprehensive banking services to include the refinancing of over \$18,000,000 of secured real estate debit. At the end of the process, BB&T, who was relatively new to our market, prevailed. As in many "best deal" relationships, one never knows how the relationship will mature after the initial interactions. I am very pleased to say that the relationship have developed well beyond my expectations. The high level of service continues well past the honeymoon.

A huge part of the success of our the relationship is the relationship manager and his very competent staff. In addition, BB&T is committed to doing the right thing for its customers.

Our relationship with BB&T has allowed our organization to continue to grow. We are currently looking at a new real estate project that will allow Princeton Orthopaedic Associates to service a new market and community.

We support the transaction because we believe that, unlike many banks we have work with in the past, BB&T will use their size and resources to better service their customers and in turn serve the community.

Sincerely yours,

William G. Hyncik, Jr.
Chief Executive Officer
Princeton Orthopaedic Associates, II,PA
609-924-5044 x4316
Fax: 609-949-7211

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Eike, Kathy

From: Madelyn Morales <mmorales@orlandodiocese.org>
Sent: Tuesday, April 30, 2019 7:54 AM
To: RICH BankSup Applications Comments
Cc: Michael Zirkle; Lupita Chabran-Mendez
Subject: [External] Merger of Equals regarding BB&T and Sun Trust Bank
Attachments: Federal Reserve Bank of Richmond.pdf

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Dear Sir or Madam:

The Diocese of Orlando is a BB&T client and we are grateful for the many years of excellent customer service they have provided us. Attached is our letter acknowledging and supporting the Merger of Equals between BB&T and Suntrust Bank.

Thank you.

Kind Regards,

Madelyn Morales

for
Michael Zirkle
Vice President of Financial Operations



Secretariat for Financial & Parish Services
Diocese of Orlando
50 E. Robinson Street
Orlando, FL 32801

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April 26, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To whom it may concern:

RE: Merger of Equals

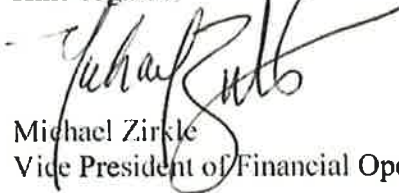
The Diocese of Orlando is thankful to our local BB&T branch for always providing the best banking options available to us. Throughout the years BB&T has been an extension of our Chancery Finance Team in support of the efforts to improve finance and accounting operations at our 90 parishes and missions. Their support has been key to many aspects of those improvements. BB&T has made easy the process of opening and adjusting bank accounts to fit current needs as well as credit card structures that no other bank was offering to us.

The Diocese of Orlando is aware and in full support of the merger of equals between BB&T and SunTrust as this is a purpose-driven opportunity which will yield a greater client experience through the use of transformational technology.

The Diocese does not have any concern but rather welcomes the merger and expansion of the Bank's footprint for the Diocese to be able to utilize more services from our favorite Bank – BB&T.

We look forward to continuing our work together and this new experience being offered to us.

Kind regards,

A handwritten signature in black ink, appearing to read "Michael Zirkle", is written over the printed name and title.

Michael Zirkle
Vice President of Financial Operations

Eike, Kathy

From: Mason, Sharon <smason@cobbchamber.org>
Sent: Tuesday, April 30, 2019 8:08 AM
To: RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'
Subject: [External] BB&T / SunTrust Merger

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I am writing you to support the merger of BB&T and SunTrust. BB&T and SunTrust have both been outstanding community partners, supporting needs in our community in numerous ways through serving in leadership roles on chamber and non-profit boards, leading key initiatives to meet needs in our community, and volunteering time to make a difference. Both organizations have also had a long history and culture of community support of not only their local chambers of commerce, but many other non-profits and local chambers in the communities they serve.

For example, SVP with BB&T Georgia Corporate Banking Group Drew Shambarger has made a major impact in leadership roles that have helped advance a thriving economy for our community. Drew serves and has served for many years on our Cobb Chamber Board of Directors, Finance Committee, Select Cobb Economic Development Strategy Board, Strategic Planning Steering Committee, Leadership Cobb, Membership Campaign Division Chair and has also chaired key non-profits in the community such as MUST Ministries. Drew is very well respected in our state, makes a tremendous difference and is a great role model and leader for your company.

Drew Shambargers' leadership as well as the leadership of Bill Kilburg, and Martin Small with BB&T and Cynthia Livingston, Joe Beach and Kirby Thompson with SunTrust have all been great examples of how both BB&T and SunTrust leaders invest in the community as they have all been very involved in our chamber and community. As one of the largest chambers of commerce in the southeast and top 1.5% chambers in the nation (5 star accreditation named by the U.S. Chamber), their leadership and involvement has made a tremendous difference over the years in the work we do to advance a thriving economy. We have now recruited more than 29,000 high quality jobs and more than \$3 billion in private new investment to our community in the last six years, started Cobb Workforce Partnership, expanded our Transportation & Mobility strategy, and started a business incubator/entrepreneur accelerator to help businesses start and prosper, just to name a few examples.

I am certain that with the joint organization of BB&T and SunTrust with the culture of community support and the talented employees you have, they will make an even great impact for their customers and for their communities as a joint organization.

Thank you,

Sharon Mason | Cobb Chamber
President & CEO

p: 770.859.2369 | c: 404.308.8181
P.O. Box 671868 | Marietta, GA 30006-0032
www.cobbchamber.org

Senior Executive Assistant: Missy Crook
mcrook@cobbchamber.org, p: 770.859.2357



Eike, Kathy

From: John Holder <jholder@HolderProperties.com>
Sent: Tuesday, April 30, 2019 8:57 AM
To: RICH BankSup Applications Comments
Subject: [External] SunTrust / BB&T merger letter
Attachments: DOC252.pdf

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John R. Holder
Chairman & CEO

3300 Cumberland Boulevard
Suite 200
Atlanta, GA 30339
770.988.3100 (o)
404.451.6868 (c)





3300 Cumberland Blvd, Suite 200
Atlanta, GA 30339

770.988.3131
www.holderproperties.com

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, Virginia 23261

Re: Suntrust Bank and BB&T Merger

Dear Governors,

As a long-term member of the SunTrust Atlanta Advisory Council and client of both SunTrust and BB&T, I'd like to lend my support for the merger of these two excellent institutions. Holder Properties is a forty-year-old national commercial and residential real estate developer. Through our work, we've had substantial banking relationships with both companies over many years. This merger will clearly create a financially stronger, more technologically driven and highly competitive banking institution.

Over the years, I've witnessed the extraordinary steps these banks have taken to improve their work in the communities they serve, create purpose-built cultures internally, and promote financial wellness across their footprints. Additionally, throughout both organizations from the executive suite to the tellers in the branches, they've always treated me and our team with respect, optimism and enthusiasm for helping us as customers.

I strongly believe that SunTrust and BB&T have complimentary skills and similar banking philosophies which will create a very successful institution over the long term. Good luck in your deliberations on this matter. I hope that you'll conclude this merger should be approved.

Very Truly Yours,

A handwritten signature in blue ink, appearing to read 'John R. Holder', is written over a printed name. The signature is fluid and cursive, with a large loop at the end.

John R. Holder

Eike, Kathy

From: Mark Klein <msk@tampabay.rr.com>
Sent: Tuesday, April 30, 2019 9:17 AM
To: RICH BankSup Applications Comments
Cc: JEFF LAMPASSO
Subject: [External] SUPPORT FOR THE BB&T/ SUN MERGER

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I'm a former director of a community bank as well as a customer of BB&T for over a decade. In my opinion this merger will be good for the Tampa Bay market because of the quality leadership demonstrated by the bankers, BB&T has demonstrated customer loyalty and has always been ready to help with small business lending.

It will be good for the Tampa Bay market.

Mark S. Klein, CCIM



Klein & Heuchan, Inc
1744 N. Belcher Rd., Suite 200
Clearwater, FL 33765
Office: (727) 441-1951
Fax: (727) 449-1724
Cell (727) 772-3963
msk@tampabay.rr.com
www.kleinandheuchan.com

Eike, Kathy

From: Jessica Johnson <jessica@scholarshipacademy.org>
Sent: Tuesday, April 30, 2019 9:23 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Support For SunTrust and BB&T Merger
Attachments: SunTrust Letter of Support.pdf

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Please find the attached letter of support for the SunTrust Bank and BB&T merger on behalf of The Scholarship Academy. I can be reached at (202) 462-3810 with any questions.

--
--

Jessica Johnson - 2017 Points of Light Civic Accelerator Winner
Executive Director, The Scholarship Academy
Office: 470-355-1732
[Click Here to Donate for GA Gives Day!!!](#)

"Times Are Hard. Paying For College Shouldn't Be."

THE SCHOLARSHIP ACADEMY

JESSICA JOHNSON- EXECUTIVE DIRECTOR

Office: 470-355-1732

inquiries@scholarshipacademy.org

www.scholarshipacademy.org



ADDRESS:

215 LAKEWOOD WAY, STE 108

ATLANTA, GA 30315

Facebook.com/TheScholarshipAcademy

Twitter: @scholarshipacad

Federal Reserve Bank of Richmond
P.O. Box 27622,
Richmond, VA 2326

FDIC's Atlanta Regional Office
10 10th Street, NW, Suite 800,
Atlanta, GA 30309-3849

To Whom It May Concern:

On behalf of the more than 2500 students that The Scholarship Academy (TSA) works with, I strongly support the SunTrust Bank's planned merger with BB&T Bank. We are thrilled to be a partner with both banks via their philanthropic support in our efforts to increase the financial well-being of low-wealth and first-generation students in the Atlanta metropolitan area.

The Scholarship Academy is a 501c3 scholarship preparatory organization that utilizes a comprehensive that uses a series of curriculum-based activities to teach low-income, first generation students how to develop social entrepreneurship projects that leverage the chances for successfully navigating the financial aid maze. With the support of the SunTrust Foundation, we've been able to accomplish two of our organization's major goals - 1) the launch of a Virtual Scholarship Center tool that now hosts more than 10,000 Georgia students and connects them to local and state based scholarship opportunities, and 2) the sub-lease of a Scholarship Mobile that enables our organization to provide access to an interactive vehicle with 10 computer workstations for students in low-income communities.

In addition to financial support, representatives from both SunTrust and BB&T have volunteered for our Scholarship Boot Camp and Scholarship Fair sessions which impacted nearly 500 Atlanta metro youth. More specifically, SunTrust employees have repeatedly gone above and beyond in our partnership, connecting us to other like-minded organizations and partners so that we can truly multiply our impact in the community. These are the kind of businesses that need to be multiplied throughout our region.

As a nonprofit leader, I understand that the process of major bank mergers requires a strong negotiation of business service lines, but, given what we know about both business' ethical commitment to the greater Atlanta community, I know our students, and Atlanta citizens as a whole, will be better for it. I strongly support the merger of SunTrust Bank and BB&T, and I look forward to the collaborative projects from the new entity which will improve the lives of young people and serve as a model of effective practices for business/community partnerships.

Sincerely,

Jessica Johnson

Executive Director, The Scholarship Academy, Inc.

Eike, Kathy

From: Arthur Ogren <aogren@ajogren.com>
Sent: Tuesday, April 30, 2019 9:30 AM
To: RICH BankSup Applications Comments
Subject: [External] BB&T & SunTrust Merger

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Corporate Office 178 East Garden Road Vineland, New Jersey 083

tel: 856.692.4226 | fax: 856.696.5215 | email: build@ajogren.com | web: www.ogrenconstruction.com

Gentlemen,

My name is Arthur J. Ogren, Jr. , President and CEO of Ogren Construction. Ogren Construction is a 60 year old general contracting company serving Southern NJ. BB&T has provided financial services to my company for well over a decade. They provide a large line of credit, several checking accounts and certificates of deposits. Chuck Wanamaker and BB&T has provided exceptional service throughout the years that allowed our company to grow and prosper. Through BB&T and their extensive line of credit our employment has increased 50% and we are on a path to our most successful year ever.

I believe the merger of BB&T and Sun Trust will allow the combined entity to provide additional services and financial strength throughout our geographical area.

Arthur J. Ogren, Jr.
PRESIDENT
ARTHUR J. OGREN, INC.
178 EAST GARDEN ROAD
VINELAND, NEW JERSEY 08360
856-692-4226 T
856-696-5215 F
www.ogrenconstruction.com
FTP site: www.ogrenbids.com

Eike, Kathy

From: Randy Long <RLong@shookandfletcher.com>
Sent: Tuesday, April 30, 2019 10:19 AM
To: RICH BankSup Applications Comments
Subject: [External] Merger
Attachments: Proposed BB&T - SunTrust Merger.pdf

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Attached is a letter I would like to submit in support of the proposed BB&T – SunTrust merger. Thank you.
Randy Long



phone (205) 991-7606 P.O. Box 380501
fax (205) 991-7745 Birmingham, AL 35238
www.shookandfletcher.com 4625 Valleydale Road (zip 35242)

April 25, 2019

To Whom It May Concern,

My name is Randy Long, and I am the Chief Financial Officer at Shook & Fletcher Insulation, an industrial distributor based in Birmingham, Alabama. We also have three other companies: two industrial contractors and one distributor of parts and components. I am responsible for the banking relationships and financing at all four companies. I am writing to express our support for the BB&T and SunTrust merger.

Our companies have banked with BB&T for approximately nine years. BB&T provides us with lines of credit, term loans, payroll cards, credit cards, and bank accounts. We have had two relationship managers during this nine-year period, but we also work closely with the Alabama Regional President and the Market President for Birmingham. BB&T has always been very responsive to our needs and interested in helping us meet our business goals.

I believe the merger will have no negative impact on the level of service and products offered and will likely impact us positively. The Alabama market is very competitive, and this proposed merger will not impact that landscape since SunTrust is not in our market. I fully expect BB&T's responsiveness to continue, even if this merger is allowed to take place. The positive impact will likely come from the technological improvements that the combined entity will invest in if they are permitted to become the 6th largest bank in the country.

Sincerely,

A handwritten signature in black ink, appearing to read 'Randy Long', is written over a faint circular stamp or watermark.

Randy Long
Chief Financial Officer

Eike, Kathy

From: Grace Foster <grace.foster@backonmyfeet.org>
Sent: Tuesday, April 30, 2019 10:18 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Garr.Muriel
Subject: [External] SunTrust BB&T Merger
Attachments: SunTrust Support Letter_2019.pdf

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To whom it may concern at the FDIC and FRB,

Please see the attached letter from the DC Chapter of Back on My Feet in regards to our hope for your continued support for the Back on My Feet Financial Literacy program as SunTrust and BB&T merge as one entity.

SunTrust has been an outstanding and critical partner for us with our Financial Literacy efforts as we continue to serve those who are experiencing homelessness and helping them achieve success on their pathways to employment, housing and long-term independence. We would not be as successful in our program without the financial and volunteer support from our SunTrust partners.

We thank you for your consideration and we are looking forward to hearing from you in the near future.

Thank you!

Warmest Regards,

Grace Y. Foster

Director, Washington, DC Chapter

Back on My Feet

****We have Moved- Please note new mailing address****

1225 New York Avenue NW, Suite 800 | Washington, DC 20005

M: 972-207-2573

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United Way Number: **9615**

CFC Number: **99606**

backonmyfeet.org

From Homeless to Harvard! Back on My Feet is transforming lives through the power of running, community and essential employment and housing resources. [Watch our program in action.](#)

Interested in adding a race to your 2018 calendar? Check out all of Back on My Feet's [FundRacing Opportunities!](#)



**Federal Reserve Bank of Richmond
P.O. Box 27622,
Richmond, VA 23261**

March 21, 2019

Re: SunTrust/BB&T Merger

To Whom it May Concern,

On behalf of the Back on My Feet Washington, DC Chapter, we are ever grateful for the continued support of SunTrust Bank. The mission of Back on My Feet is to use running as the catalyst for lasting change as we support our clients (we refer to them as our "members") in achieving independence with employment and housing. Our unique, running-based model demonstrates that if you first restore confidence, strength and self-esteem, individuals are better equipped to tackle the road ahead.

SunTrust is primary involved in the second phase of our program (what we call "Next Steps"). When a member starts Back on My Feet, he or she commits to attending morning runs every Monday, Wednesday and Friday morning at 5:45am. After 30 days of attending morning run and maintaining at least 90% attendance, he or she is eligible for Next Steps. As a part of Next Steps, members meet individually with Back on My Feet staff to set goals for their independence, focused in the areas of employment, housing and financial stability. SunTrust has provided financial literacy courses for our members for the past 6+ years. This weekly class provides education and practice in the areas of budgeting, money management, credit recovery and other financial basics that are crucial as we support our members in achieving holistic, sustainable independence, truly breaking the cycle of homelessness.

After completing SunTrust's financial literacy course, members are also eligible to receive financial aid from Back on My Feet. This financial aid is designed to remove a one-time barrier that is standing in the way of a member and his or her independence. Some of these barriers include security deposits, clothing for an interview or uniform for a new job, tuition for an educational or vocational course, or transportation assistance. Further, Back on My Feet works with employment partners, including Marriott, Aramark, Hilton, District Taco, Pacers Running, Occasions Caterers, and Goodwill to place members in stable, sustainable and supportive jobs.

As the Back on My Feet DC chapter grows, we are excited to both deepen and expand our impact. We rely on the support of SunTrust to provide financial literacy classes, which about 80 of our members attend each year. As we seek to recruit more members for our model of growth, the number of members that participate in financial literacy will increase as well. The resources that SunTrust provides to Back on My Feet are invaluable. SunTrust has expanded the relationships we have with our members and has allowed us to support them with financial growth in ways even they find surprising. With the continued support of SunTrust, our capacity as a small staff of 3 grows exponentially and we have a much longer-term, more sustainable impact in the lives of our members.

On behalf of everyone in the Back on My Feet, we value SunTrust and do hope to see our partnership continue with SunTrust, but also potentially grow with the newly merged company with BB&T. We appreciate your time and your consideration of continued support for our organization as you plan your future endeavors with the merger.

Respectfully,

A handwritten signature in black ink, appearing to be 'GF' or similar initials.

**Grace Y. Foster
Chapter Director
Back on My Feet, Washington, D.C.**

Eike, Kathy

From: Bert Brown <bbrown@habitatglynncounty.org>
Sent: Tuesday, April 30, 2019 10:31 AM
To: RICH BankSup Applications Comments
Subject: [External] Endorsement letter

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To Whom It May Concern:

I write to endorse the merger of SunTrust Bank and BB&T Bank.

Habitat for Humanity of Glynn County Georgia has developed a strong and supportive relationship with SunTrust. The Bank has provided much needed volunteers and financial donations to allow us to promote our mission. Our mission is to provide a pathway to homeownership to families living in substandard, overcrowded and unsafe residences by building safe, decent, affordable homes. Moreover, current and former leaders of the Bank have taken leadership roles within our organization, serving on the Board of Directors, on various committees, and as Chairmen of the Board of Directors and other Executive roles. All provide wise counsel and are instrumental in the growth and success of Habitat for Humanity.

When I think of SunTrust, I think of Community. The involvement and guidance they offer to us they offer to all in our community.

This merger will indeed grow their presence in Glynn County, which will grow their involvement and support to the community, which will help us grow. We will all be more successful if the merger is approved.

Thank you,

Bert L. Brown
President and CEO
Habitat for Humanity of Glynn County Georgia
PO Box 296
1919 Glynn Ave Units 9&10
Brunswick, GA 31521
912.265.7455 x108
www.HFHGlynn.org

“Faith moves mountains, but you have to keep pushing while you are praying.”
-Mason Cooley

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Eike, Kathy

From: Rob Arnold <rob@fixmyquack.com>
Sent: Tuesday, April 30, 2019 10:56 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] BB&T / Suntrust Merger - I Support
Attachments: Microsoft Word - Mr. Auto Glass Letterhead Template 2019.docx.pdf

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To: Federal Reserve Bank of Richmond, P.O. Box 27622, Richmond, VA 23261

FDIC Atlanta Regional Office, 10 10th Street, NW, Suite 800, Atlanta, GA 30309-3849

RE: BB&T / Suntrust Merger

To Whom It May Concern;

The relationship with BB&T has given our business the ability to grow and flourish within the community. BB&T has gone above and beyond what I would have every expected in any relationship with a banking institution. In addition to supporting our business with funding, they have helped navigate business transactions as well as supported a local charitable organization that we sponsor.

Jeff Lampasso and his team have really pulled together to provide for my personal and business banking needs beyond expectations!

Regards,

Robert Arnold

Mobile Auto Glass Repair, LLC

DBA: Mr. Auto Glass



April 30, 2019

To: Federal Reserve Bank of Richmond, P.O. Box 27622, Richmond, VA 23261
FDIC Atlanta Regional Office, 10 10th Street, NW, Suite 800, Atlanta, GA 30309-3849

RE: BB&T / Suntrust Merger

To Whom It May Concern;

The relationship with BB&T has given our business the ability to grow and flourish within the community. BB&T has gone above and beyond what I would have every expected in any relationship with a banking institution. In addition to supporting our business with funding, they have helped navigate business transactions as well as supported a local charitable organization that we sponsor.

Jeff Lampasso and his team have really pulled together to provide for my personal and business banking needs beyond expectations!

Regards,

A handwritten signature in black ink, appearing to read "Robert Arnold", is written over a white background.

Robert Arnold
Mobile Auto Glass Repair, LLC
DBA: Mr. Auto Glass

**640 Brooker Creek Blvd., STE 420 Oldsmar, FL 34677
(727)498-5988 • (813)448-3800 • (941)893-3333 • (352)505-7777 • (904)515-5115**

Eike, Kathy

From: pjm.mitchell@gmail.com
Sent: Tuesday, April 30, 2019 11:03 AM
To: RICH BankSup Applications Comments
Subject: [External] SunTrust-BBT Merger
Attachments: Suntrust BBT Fed Reserve 041919.doc

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Please see the attached letter

Sincerely,
Patricia J Mitchell

Patricia J. Mitchell

Home address

April 19, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To Whom It May Concern:

As a business and civic leader in Baltimore, I would like to offer my support of the BB&T – SunTrust merger. This is a union of two highly committed community-oriented institutions. By joining together, the impact of their community investments will only create more opportunities right here in Maryland.

SunTrust and BB&T help to contribute to economic development of at-risk communities in Baltimore and Washington, DC. This merger will hopefully expand resources to invest in programs like SBLC and other crucial initiatives that our communities need.

I wholeheartedly support the merger of BB&T-SunTrust for the betterment of the communities that we serve in Maryland.

Sincerely,



Patricia J. Mitchell
President, Board of Governors
The Center Club

Chair, Board of Directors
The Greater Baltimore Medical Center

Eike, Kathy

From: Vanderwal , Gina <gvanderwal@reeds.com>
Sent: Tuesday, April 30, 2019 11:30 AM
To: RICH BankSup Applications Comments
Cc: Zimmer , Alan
Subject: [External] BB&T, Sun Trust Bank Merger
Attachments: BB&T, Suntrust Merger letter to Federal Reserve Bank of Richmond.pdf

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Dear sirs,

Please find attached a letter from Mr. Alan M. Zimmer regarding the merger between BB&T and SunTrust Bank.

Thank you.

Gina M. Vanderwal

Executive Assistant
Alan M. Zimmer, President & CEO
P: 910-350-3114 / F: 910-350-3353
gvanderwal@reeds.com

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REEDS[®] *Jewelers*

April 29, 2019

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To whom it may concern,

My family operates a chain of 57 Reeds Jewelers' stores in the Southeastern United States, along with 18 Pandora franchise stores. We are an asset-based lender with BB&T. We are currently a family S-corporation but we were publicly traded between 1987 and 2003 when the family tendered the small amount of publicly held shares. We have worked with BB&T for many years. Our account manager, Ben Ivey, grew up with me in high school here in Wilmington, North Carolina. Ben has been with BB&T since graduating from college. I have been with my family's business for the same amount of time.

As BB&T grew, we grew. In fact, we have sent several of our executives to their leadership training facility in Winston Salem. BB&T has provided us long-term capital as we have expanded, and they have been there through our good times and bad times. One of the major things that I like about BB&T is their leadership from the CEO, Kelly King down to the region's President, Phil Marion, to our Account Executive, Ben Ivey. Whenever we need banking needs, I turn to BB&T, as they recently did the mortgage on my new home. They also financed the expansion of our main office. We recently met with them to ask to expand our line of credit as we are doing a small acquisition.

In addition, we also do business with Sun Trust Bank, as they provide us with a purchasing card. I personally know the city executive, Sandy Spiers, and find her to be outstanding, as well. We chose our primary banking relationship with BB&T because of their size, and their ability to grow with us, all the while keeping a personal relationship. With this new merger of equals, I believe their capacity and services will only grow. In full disclosure, I believe in both banks and am a shareholder in both. I fully support the merger, and believe that it will be good for the community of Wilmington, as well as all of North Carolina. No doubt, some bank branches may have to close, but there is certainly duplication in the services provided. Please do not hesitate to contact me if I can provide any additional information.

Sincerely,



Alan M. Zimmer
President & C.E.O

P. 910-3503111
azimmer@reeds.com

P.O. Box 2229 Wilmington, NC 28402 (910) 350-3100 REEDS.com



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Eike, Kathy

From: Josh Thomason <JThomason@greateratlantachristian.org>
Sent: Tuesday, April 30, 2019 12:23 PM
To: RICH BankSup Applications Comments
Subject: [External] SunTrust & BB&T Merger
Attachments: SunTrust Merger Letter-Federal Reserve Bank of Richmond_001.pdf

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To whom it may concern:

Please find attached a letter in support of the proposed SunTrust & BB&T merger. If you have any questions or concerns, please do not hesitate to contact me.

Regards,
Josh

Josh Thomason, CPA, MBA
Vice President of Finance & Operations



1575 Indian Trail Road
Norcross, GA 30093
770-243-2213 Office

www.greateratlantachristian.org

30 April 2019



Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

To whom it may concern:

Please accept this letter as my endorsement of the proposed merger between SunTrust Bank and BB&T Bank. As a long-term client of SunTrust, Greater Atlanta Christian School (GAC), a \$42mm, K-12, independent school in suburban Atlanta, greatly values the deep relationship it has built with the SunTrust team. And, as time has evolved, we've come to appreciate SunTrust's constant drive to grow – to improve. In our view, this merger fits nicely within this drive for continued strength and vitality.

As it stands, our most valued aspect of SunTrust centers upon its client service. SunTrust's representatives effectively walk that narrow path between serving the interests of its shareholders, while also serving the best interests of its clients. Further, as a nonprofit, we've come to appreciate the great wisdom that comes from SunTrust's team volunteering on our Board of Trustees, while also serving as a voice of support as we seek grants from various foundations.

But, as financial markets evolve into a more technologically centered environment, we fear that SunTrust's relative size may preclude it from making the necessary strategic investments to continue providing this great service, at least relative to its much larger competitors. As such, the merger with BB&T proves paramount as both SunTrust and BB&T seek to combine their resources, allowing the banks the tools necessary to compete with their larger rivals, while maintaining the client relationships for which they've become known. Given this, we strongly support proposed merger between SunTrust Bank and BB&T Bank.

Regards,

A handwritten signature in blue ink, appearing to read 'Joshua Thomason', is written over a white background.

Joshua Thomason
VP of Finance & Operations

From: [Matthew R. Lee](#)
To: [Office-of-the-Secretary, \(Board\)](#); [Drimer, Adam](#); [Cox, Wayne](#); [Edwards, Travers](#)
Cc: [applications@fdic.gov](#); [ATLCommunityAffairs@fdic.gov](#); [SJanson@fdic.gov](#); [dbarr@fdic.gov](#); [RiPackard@fdic.gov](#); [English, Dana A.](#); [Matthew Lee \[at\] innercitypress.org](#); [InnerCityPress@gmail.com](#); [Matthew R. Lee \[at\] FairFinanceWatch.org](#)
Subject: [External] First Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - including on FOIA / AML grounds
Date: Monday, April 29, 2019 7:19:21 AM

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April 29, 2019

Via E-mail to Office-of-the-Secretary [at] [frb.gov](#) (cc FDIC)

Board of Governors of the Federal Reserve System
Attn: Chair Powell, Secretary Misback
20th Street and Constitution Avenue, N.W.
Washington, DC 20551

Re: Timely First Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - including on FOIA / AML grounds

Dear Chair Powell, Secretary Misback and others in the FRS (& FDIC)

This is a timely first comment opposing and requesting documents about and an extension of the FRB's and FDIC's public comment periods on the Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank.

As Fair Finance Watch was reviewing the Home Mortgage Disclosure Act (HMDA) and other data of the banks with an eye toward commenting or not commenting by the current May 3 expiration of comment period on this proposed mega-merger, it and Inner City Press were shocked to see the Federal Reserve Board's cynical April 18 termination of the enforcement action against BB&T for money laundering.

Money laundering is, along with redlining, one of the most serious crimes a bank can engage in. For example currently in the SDNY there are numerous AML prosecutions, resulting for example in the conviction of CEFC's Ho for UN-related bribery. Even the Fed had historically acknowledged the primacy of full AML compliance over the rush toward corporate combination, for example in connection with M&T Bank.

Yet here, for the convenience of and in collusion with a proposed mega merger, the Fed without transparency has terminated the BB&T AML enforcement action during the public comment period on the merger, without taking any public comment on it.

Today Inner City Press has submitted a Freedom of Information Act request to the Federal Reserve for records related to this troubling de-regulatory action. It has requested expedited treatment and formally requests that the comment period be kept open until the FRB has made these records available.

Meanwhile, Fair Finance Watch has reviewed BB&T's HMDA data for 2017, the most recent year for which such disclosure data is available, and for now note that for example in the Houston Texas MSA in 2017, BB&T made 56 conventional home purchase loans to whites and only four to African Americans and only six to Latinos. In the New York City MSA in 2017, BB&T made four such loans to whites and none at all to people of color. In Charleston, WV in 2017 it made 57 such loans to whites and none to people of color. From the first of what should now be more than two public meetings, in West Virginia, SunTrust has already closed all of its branches; over the past four years, BB&T has closed more than 10 branches in the state.

We note on the FDIC's web page no sign of an application for this merger. The Federal Reserve should not rule until the FDIC board is full, and to coordinate its review with such a full FDIC board. This comment should be transmitted by the FRB to state regulators in NC and Georgia.

Here for the record on this application is from the FOIA request Inner City Press has submitted:

This is a request for all records in the possession of the Federal Reserve System regarding the 18 April 2019 termination of the money laundering enforcement action against BB&T. In order to comment on the troubling proposed acquisition of Suntrust Bank by BB&T Inner City Press requests the records before the 3 May 2019 current expiration of comment period, or that the comment period be extended. Accordingly, this is a request for expedited treatment on the matter of obvious public importance, including in light of the dangers money laundering can pose to safety.

Please search for responsive records regardless of format, medium, or physical characteristics. We seek records of any kind, including paper records, electronic records, audiotapes, videotapes, photographs, data, and graphical material. Our request includes without limitation all correspondence, letters, emails, text messages, facsimiles, telephone messages, voice mail messages, and transcripts, notes, or minutes of any meetings, telephone conversations, or discussions. Our request also includes any attachments to emails and other records, as well as those who were cc'ed or bcc'ed on any emails. If it is your position any portion of the requested records is exempt from disclosure, ICP requests that you provide it with an index of those documents as required under *Vaughn v. Rosen*, 484 F.2d 820 (D.C. Cir. 1973). In the event some portions of the requested records are properly exempt from disclosure, please disclose any reasonably segregable non-exempt portions of the requested records. See 5 U.S.C. § 552(b). If it is your position that a document contains non-exempt segments, but that those non-exempt segments are so dispersed throughout the document as to make segregation impossible, please state what portion of the document is nonexempt, and how the material is dispersed throughout the document. See *Mead Data Central v. U.S. Dep't of the Air Force*, 566 F.2d 242, 261 (D.C. Cir. 1977).

Please search all records regarding agency business. You may not exclude searches of files or emails in the personal custody of your officials, such as personal email accounts. Records of

official business conducted using unofficial systems or stored outside of official files is subject to the Federal Records Act and FOIA. It is not adequate to rely on policies and procedures that require officials to move such information to official systems within a certain period of time; ICP has a right to records contained in those files even if material has not yet been moved to official systems or if officials have, through negligence or willfulness, failed to meet their obligations.

ICP requests that you expedite the processing of this request. I certify to be true and correct to the best of my knowledge and belief, that there is media interest in the Fed's role in this case and the underlying facts. I further certify that ICP is actively engaged in disseminating information to the public. ICP will use the information gathered, and its analysis of it, to educate the public through reports, press releases, and other media. ICP will also make materials it gathers available on our website and promote their availability on social media platforms, such as Twitter, where ICP has over 30,000 followers. Accordingly, ICP request satisfies the criteria for expedition

On the current record, BB&T's applications should be denied.

Please immediately send all requested information and responses by e-mail to lee@fairfinancewatch.org and innercitypress@gmail.com, and by hard copy to:

Matthew R. Lee, Esq.

Fair Finance Watch

Regular mail: Matthew R. Lee Esq, PO Box 20047, NYC NY 10017

If you have any questions, please immediately telephone the undersigned, at (718) 716-3540.

Very Truly Yours,

Matthew Lee, Esq.

Executive Director

Inner City Press/Fair Finance Watch

cc: FDIC

Eike, Kathy

From: Arkela Black-Wills <ablack@carolinasmallbusiness.org>
Sent: Monday, April 29, 2019 10:48 AM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Lenwood Long
Subject: [External] FW: Supplemental Testimony & Transcripts
Attachments: Supplemental Testimony & Transcripts.pdf

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Good Morning,

Please see the attached Supplemental Testimony & Transcript provided on behalf of Lenwood Long, President/CEO of Carolina Small Business Development Fund. If you have any questions, please do not hesitate to call him at 919.234.7315 or via email at llong@carolinasmallbusiness.org.

Regards,

Arkela Black-Wills

Executive Assistant

carolinasmallbusiness.org

3128 Highwoods Blvd, Suite 170 // Raleigh, NC 27604
Main Office: [919\) 803-1437 x 236](tel:9198031437) // Direct: [919\) 355-4959](tel:9193554959)



From: raleighcopier@carolinasmallbusiness.org <raleighcopier@carolinasmallbusiness.org>
Sent: Monday, April 29, 2019 10:33 AM
To: Arkela Black-Wills <ablack@carolinasmallbusiness.org>
Subject: Supplemental Testimony & Transcripts



Adam Drimer
Assistant Vice President
Federal Reserve Bank of Richmond
PO Box 27622
Richmond, VA 23261

Federal Deposit Insurance Corporation
Atlanta Regional Office
10 Tenth Street NW, Suite 800
Atlanta, GA 30309

Dear Mr. Drimer:

Carolina Small Business Development Fund (CSBDF) respectfully submits the below letter of support for the proposed merger between BB&T Corporation and SunTrust Banks, Inc. These comments serve as a supplement to my testimony on April 25, 2019, given at the public meeting in the Charlotte Branch of the Federal Reserve Bank of Richmond. CSBDF is a certified community development finance institution (CDFI) has worked to promote community economic development in North Carolina for almost 3 decades. Since 2010, our efforts have focused on promoting entrepreneurship across the region, primarily through the deployment of affordable small business loans. It is through that framework that we offer unequivocal support for the proposed merger.

Our experience suggests the combined merger entity would be more effective and have greater capacity to promote economic growth across the region. Traditional banking institutions have long been recognized as vital partners in the promotion of sustainable community development. Through community banking efforts and corporate philanthropy, BB&T has displayed a long history of support for initiatives that grow small businesses and revitalize distressed neighborhoods. Unfortunately, despite the importance of this work, the past few decades have seen a decline in financial support for CDFIs and similar organizations.ⁱ However, a handful of institutions – including both BB&T and SunTrust – have remained steadfast in their commitments to this area.

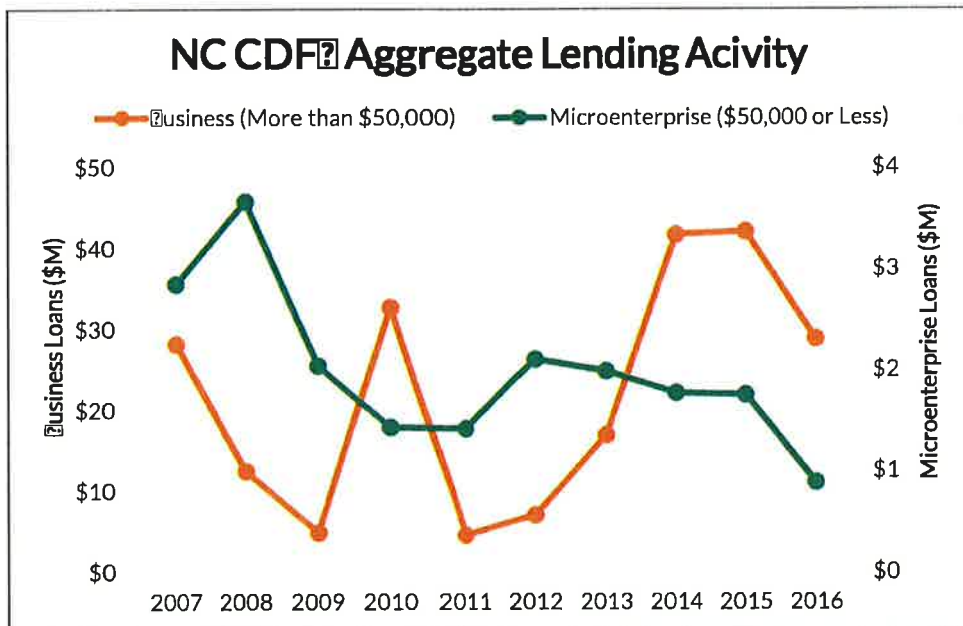
Over the years, CSBDF has worked with BB&T on a variety of initiatives. They have shown consistent financial support in promoting a spirit of entrepreneurship and spreading awareness about the importance of small business. For example, they have partnered with us to support the Innovation and Entrepreneurship Center in Raleigh. Through technical training and public events, the Center works to promote development in the most economically distressed areas of the Raleigh metro area. BB&T has also been a key sponsor for major events that Carolina Small Business holds to inspire and train small business owners. These types of investments are emblematic of their strong support for community development.

As you know, financial institutions have an affirmative obligation to support community development through the Community Reinvestment Act. The extent to which banks have met this obligation is something that federal regulators are required to consider when assessing proposed mergers.ⁱⁱ Research shows that some financial institutions will strategically increase credit access and the promotion of community development during the year before merger activity. Such actions are designed to appease the closer regulatory scrutiny that



comes with this type of activity.ⁱⁱⁱ Based on our experience, I believe BB&T's commitment to sustainable development is a long-standing core component of their business strategy. For example, analyses on differences in bank corporate cultures has highlighted how BB&T has a strong institutional commitment to improving the economic mobility of its clients.^{iv}

More than perhaps ever before, there is a strong need for traditional financial institutions to support the work of community finance organizations. Small business lending is usually not an area that is profitable for larger banks. In the decade since the Great Recession, the number small business loans for less than \$100,000 by regulated banks has declined by 52%.^v Carolina Small Business, and organizations like us, work to fill that market need by providing affordable financing. Support for those loans comes from institutions like BB&T and SunTrust. However, CDFI lending to North Carolina businesses for amounts of more than \$50,000 has essentially remained flat since the Great Recession.^{vi} In addition, loans for smaller microenterprises (\$50,000 or less) have actually declined by more than half during the same time period.



This decline in lending cannot be adequately explained by lack of market demand. Data from the Census Bureau consistently show almost 1 in 5 employer firms use business loans of some type to grow or expand.^{vii} The demand is there for affordable financing. In our experience, the inability of community organizations to meet this consistent need is mostly a function of funding constraints. Put simply, community organizations need additional support to fully assist all the small business owners that come to us for help.

When banks merge, there is often a variety of legitimate concerns raised by stakeholders about how the combined entity could alter the competitive landscape for affected industries.^{viii} From our perspective as a nonprofit organization that seeks to target underserved entrepreneurs, the merger would likely enable more robust support networks for current and aspiring small business owners. This is consistent with data showing that, when done correctly, bank mergers can help improve economic outcomes.^{ix} In general, economies of scale should allow for the SunTrust/BB&T entity to funnel more needed resources to organizations that work to increase capital access. I have no doubt that the combined entity would be able to leverage resources in ways that would magnify the positive impacts each institution is already separately making. I would, however, urge increased response to the capital and equity needs of CDFIs managed by people of color. This merger should also have a strong narrative of support for small businesses.

For all these reasons, I strongly urge approval of the merger between these two North Carolina financial institutions. Thank you for giving me the opportunity to comment about this important issue. I hope my remarks have been able to highlight why this is an important concern for community finance organizations.

Be Steadfast!

Sincerely,



Lenwood V. Long
President and CEO

ⁱ Berner, M., Brown-Graham, A., McCall, J., Morgan, J., Mulligan, T., Floyd, N., Hatton, C., & Mahood, A. (2019). Building Bonds and Bridges (And Leveraging Links): A Place-Based Mobility Strategy Based on Social Capital Creation. Presented at the 2019 Biannual Federal Reserve Research Conference, Washington, DC.

ⁱⁱ Moore, J. (1997). Community Reinvestment Act and Its Impact on Bank Mergers. *North Carolina Banking Institute*, 1(1), 412-435.

ⁱⁱⁱ Bostic, R., Paulson, A., Mehran, H., & Saidenberg, M. (2005). Regulatory Incentives and Consolidation: The Case of Commercial Bank Mergers and the Community Reinvestment Act. *Journal of Economic Analysis & Policy*, 5(1), 1-27.

^{iv} Snyder, S.A., & Griffin, J.J. (2012). Branch Banking and Trust: Community Banking Based on Core Values: Can it Survive? In H. Spitzbeck, M. Pirson, & C. Dierksmeier (Eds.), *Banking with Integrity: The Winners of the Financial Crises* (pp. 64-74). New York, NY: Palgrave MacMillan.

^v Community Reinvestment Act data, which tracks capital deployment by large financial institutions, shows a decline of 318,708 in 2007 to 153,656 in 2016 in total numbers of loans to small businesses for less than \$100,000.

^{vi} Data are sourced from the Community Development Finance Institution Fund aggregate transaction level reporting public data for fiscal years 2007 through 2016.

^{vii} Census Bureau, Annual Survey of Entrepreneurs, 2016. Total of North Carolina respondent firms indicating they used the following capital sources to grow or expand: (1) business loan from a bank (17.7%), (2) government-guaranteed business loan from a bank (1.5%), and (3) business loan from a federal, state, or local government (0.4%).

^{viii} Berger, A., Demirguc-Kunt, A., Levine, R., & Haubrich, J. (2003). Bank Concentration and Competition: An Evolution in the Making. *Journal of Money, Credit, and Banking*, 36(3): 433-451.

^{ix} Collender, R., & Shaffer, S. (2003). Local Bank Officer Ownership, Deposit Control, Market Structure, and Economic Growth. *Journal of Banking & Finance*, 1, 27-57.

Eike, Kathy

From: barbara goldberg goldman <barbaragg@gmail.com>
Sent: Friday, April 26, 2019 4:14 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] Testimony Presented on April 25th on behalf of the Affordable Housing Conference of Montgomery County, MD
Attachments: TESTIMONY PRESENTED ON APRIL 25TH RE SUNTRUST BANK MERGER.docx

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Mr. Adam Drimer
Assistant Vice President, Federal Reserve Bank of Richmond
P.O. Bo 27622
Richmond, Va. 23261

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 3309-3849

To Whom It May Concern:

Enclosed, please find written testimony that I presented orally on behalf of the Affordable Housing Conference of Montgomery County, MD. I would greatly appreciate your including this written supplement as part of my overall presentation. Please note that hard copies have been sent to both Mr. Adam Drimer in Richmond, Va and the FDIC Atlanta Regional Office.

Thank you for the opportunity to express our views regarding our longstanding and most productive partnership with SunTrust Bank.

Sincerely,

Barbara Goldberg Goldman
Co-Chair and Founder
Affordable Housing Conference of Montgomery County

*133 Rollins Avenue Ste. 4
Rockville, Maryland 20852
301-770-4995
barbaragg@gmail.com*

TESTIMONY BY:
Barbara Goldberg Goldman, Co-Chair
Affordable Housing Conference of Montgomery County
Thursday, April 25, 2019
Federal Reserve Bank of Richmond Conference Center

My name is Barbara Goldberg Goldman, speaking on behalf of the Affordable Housing Conference of Montgomery County (AHCMC) as its founder and co-chair. Our testimony is focused on the long and productive relationship between SunTrust and the Conference and the vital role SunTrust plays in helping our organization promote the creation, preservation and improvement of affordable housing in our community.

The Affordable Housing Conference, a bi-partisan 501(C)(3) charitable organization with over 6500 members, alone in our region, believes that safe, decent and affordable housing is a right, not a privilege for every American. For nearly 30 years, AHCMC - a nonprofit, nonpartisan organization - has tackled the challenges and impacts of affordable housing policies and programs at the local, state, regional, and national levels. AHCMC forms coalitions of people from all walks of life, and all sectors of public and private enterprise to identify and address issues including workforce housing, mixed-use and mixed-income development, inclusionary zoning, rental housing and homeownership creation and preservation, fair lending, public-private partnerships and housing for all community members including our

most vulnerable populations. We shine a light on the housing challenges and provide a voice for the underserved.

The Affordable Housing Conference of Montgomery County is a best-practices model that was replicated by housing groups across the region, and in 2004 by then Governor Robert Ehrlich who created the annual Maryland Governor's Housing Conference after he spoke as a gubernatorial candidate at our Summit, and was subsequently elected. We even have been asked to provide technical assistance to other locales looking to duplicate the AHCMC model. We are often called upon to provide advice and insight to law and policy makers from across the region. We provide advocacy and testimony at the local, state and national level. Montgomery County, as well as the State of Maryland, has had multiple administrations and elected officials throughout the 29-year history of the Affordable Housing Conference. Yet throughout these transitions, AHCMC has remained the trusted voice for progressive affordable housing policies. Our honorary Chairs who always attend our events include former Senator Paul Sarbanes, Senator Ben Cardin, Senator Chris Van Hollen, Congressman Jamie Raskin, Congressman John Sarbanes and Congressman David Trone.

Our Annual Affordable Housing Summit, held for 29 consecutive years, attracts hundreds from across the region and beyond to hear renowned and prominent housing and economic experts discuss the latest and most important issues we face. We highlight excellence in community service, public service and coalition building. Our AIA-sanctioned architectural excellence award program recognizes excellence in the design and renovation of affordable housing and attracts architects and design students from across the region. Our panel discussions feature the most important topics of the moment - for example Opportunity Zones, senior and millennial housing, housing discrimination facing minority, disability and low-moderate income communities, and preserving existing affordable housing are part of our upcoming May 17th, 2019 Summit. We created in 2010 the Robert C. Weaver Housing Champion Award that also has gained national recognition. Awardees include our 2019 awardee, Washington, DC Mayor Muriel Bowser, and past awardees, former HUD Secretary Julian Castro, former HUD Secretary and San Antonio Mayor Henry Cisneros, former County Executive Ike Leggett, Congressmen Elijah Cummings, former Congressman Barney Frank, and Congressman Anthony Brown, and former HUD Assistant Secretary for Housing, Nick Retsinas.

Our collaboration and education efforts extend far beyond the Summit. We hold periodic roundtables and symposiums to address emerging issues and explore best practices. During the last high visibility housing crisis, we addressed the foreclosure crisis, neighborhood stabilization and local and federal initiatives. Last year, partnering with Montgomery County Department of Health and Human Services and Housing Departments, we brought housing leaders and health providers together to explore ways to connect housing and public health initiatives. On December 7, 2018, we held a Roundtable that explored the barriers faced by millennials looking to become responsible renters and homeowners in the area, and identified opportunities to promote and expand a variety of options. SunTrust Mortgage Senior Vice President, Greater Washington – Maryland Division Manager, Jace Stirling was an invaluable panelist as he discussed mortgage and credit challenges and opportunities for this generation. And on March 6, 2019, our *“Bricks or Bureaucracy?”* Roundtable discussed the cost (hard and soft) and regulatory barriers that limit the production of badly-needed affordable housing and explored ways to overcome them. Steve Smith, Senior Vice President at SunTrust Community Capital, was a stellar moderator, as well as such insightful insight on financing affordable housing

construction that he is returning as a panelist on our Innovations panel at this May's Summit.

Our "*Break the Barrier to Homeownership*" Closing Cost Contest has provided closing cost grants that enables essay contest winning families to purchase their first home, many who "but for" our grants would not be eligible for homeownership. From decorated military service members to immigrants fleeing the terrors in their homelands, this initiative has helped these families secure their dream of owning a home. To date, we have given away over \$300,000.00 to 38 families who now are part of our extended Affordable Housing Conference family! We have never had one late payment or foreclosure in the contest's twenty-year history.

For nearly two decades, SunTrust has been a valued partner and champion in our efforts to promote affordable housing and first-time ownership. In fact, SunTrust received our *2015 Housing Partner of the Year Award*. SunTrust representatives lead and participate in our Annual Summit, and Roundtables discussing, learning and connecting with others to advance affordable housing in the region. In just the past year, SunTrust experts have helped provide insight, data, and direction on topics ranging from affordability

concerns of the millennial generation to strategies and mechanisms to control the cost of building affordable housing.

For almost twenty years, Muriel Garr, SunTrust Vice President and Regional Community Development Manager, has been an influential and invaluable voice on our Board of Directors, to advance our education and advocacy efforts and more by providing leadership, guidance and advice, connecting us with experts and resources within SunTrust and beyond. She spearheaded our Financial Literacy workshops that assist Maryland college and university students. Also, SunTrust always is a prominent feature in our annual magazine with a distribution of over 12,000 households and businesses in addition to our online edition.

Our relationship has connected SunTrust with local and community officials and leaders and led to positive relationships being formed. In 2014, The Affordable Housing Conference facilitated a partnership between then-County Executive Ike Leggett and SunTrust through Ms. Garr to bring a branch location to Germantown, MD--an area of the County that was underserved. The County Executive proudly attended the opening of the branch, and the event was well publicized and attended.

On behalf of the thousands of community residents in need of affordable housing who are supported by the rewarding partnership between SunTrust and the Affordable Housing Conference, we sincerely hope that this relationship not only continues, but grows even stronger with this merger. Our community continues to face challenges as we try to provide safe, decent and affordable housing to a growing, aging and diverse population. We need strong partners and strong collaboration. We have enjoyed terrific successes and think we can do even more great work as we move forward together.

Eike, Kathy

From: Barry Simmons <rendexes@gmail.com>
Sent: Monday, April 29, 2019 12:14 PM
To: Eike, Kathy
Subject: [External] BB&T Bank Complaint - Case NO 582003

PLEASE NOTE: This email is not from a Federal Reserve address.
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This letter is to inform you that BB&T Bank is presently under investigation by the Department of Housing and Urban Development for continuing patterns and practices of illegal discrimination in relation to real estate related transactions perpetrated against the protected class of black Americans in the specified Zip Codes of Houston, Dallas and other Texas markets.

This letter petitions that the processing of the BB&T Bank Merger Application be placed in indefinite suspension pending completion and findings of the HUD Complaint investigation.

Beyond this Complaints are filed against the patterns and practices of BB&T Bank that result in illegal discrimination and redlining perpetrated against the protected class of black Americans with the Consumer Financial Protection Bureau and with the Department of Justice Civil Rights Division.

These Complaint are serious matters with detailed evidence - where the processing of the Merger Application goes forward with the findings of illegal discrimination found later by the above Agencies and Departments any Merger Approval would have to be rescinded.

Thank You

Barry Simmons

Rendexs@gmail.com

(713) 294-0570

Eike, Kathy

From: Barry Simmons <rendexes@gmail.com>
Sent: Monday, April 29, 2019 11:46 AM
To: Eike, Kathy
Subject: [External] Fwd: BB&T Corporation/SunTrust Banks, Inc. response to comment letter
Attachments: 1915_001.pdf; bbt_suntrust_press release.pdf; bbt_federal register notice.pdf; 1914_001.pdf; huddoc (1).pdf

Internal Board-routing markings only

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FRB - Katherine Eike

The Renaissance Indexes Group respectfully petitions that you send the BB&T Bank "responses" back to the Bank and that you apply and enforce the banking laws - to include the **Fair Housing Act Final Rule** - pursuant to the FRB's sworn duties - in the law's entirety and in the laws full and final perfection with the Agency Directive to BB&T Bank to answer the Illegal Discrimination Claims (IDC)'s directly, completely and honestly and "to provide the legally sufficient justification to prove that the practices challenged in the Complaint (IDC)'s are necessary to achieve one or more of the Bank's substantial legitimate nondiscriminatory interests pursuant to the FHA Final Rule

In the alternative the RIG needs a Letter of Refusal - that the FRB refuses to execute its sworn duties pursuant to the FHA Final Rule. - you don not get to have it both ways.

In the interim the processing of the BB&T Bank Merger Application is to placed in indefinite suspension and that its "responses" be declared null and void - not in accordance with the Banks sworn duties of faithful execution and fulfillment of the Bank's duties and responsibilities under the banking laws - to include the Fair Housing Act Final Rule ---

Thank You

Barry Simmons

Rendexes@gmail.com

(713) 294-0570

Please CC the following with the response to the above statement

Shirley.Martinez@mail.house.gov Rep Lizziez Fletcher

Twuan.Samuel@mail.house.gov Rep Maxine Waters - Chair HFS

Eike, Kathy

From: Benjamin Pietrzyk <b.pietrzyk@bradleyhealthservices.net>
Sent: Tuesday, April 30, 2019 12:50 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Phillip Bradley
Subject: [External] BB&T and Sun Trust Merger
Attachments: SKMBT_C22419043011230.pdf

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Please see the attached letter for our support of the merger.

t/ Ben

Benjamin Pietrzyk
COO, Bradley Health Services
w 615.913.3456
c 847.338.8140
e b.pietrzyk@bradleyhealthservices.net



BRADLEY
HEALTH
SERVICES
PHARMACY & EXTENDED LIVING
MEDICAL EQUIPMENT

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

&

FDIC Atlanta Regional Office
10 10th Street, NW, Suite 800
Atlanta, GA 30309-3849

April 30, 2019

To Whom It May Concern:

Bradley Health Services is proud to support the merger of BB&T and SunTrust. The combined entity will be good for my business. As a small business owner in Nashville since 1983, I strongly believe the merger will be good for the city and my business.

Bradley Health Services provides pharmacy services and medical equipment to patients throughout middle Tennessee. Having a financial partner like BB&T over the past 6 months has helped my business refinance a loan allowing me the capital to increase cash flow, lower my costs for credit card processing, and facilitated relationships with potential CPA's to help grow in the future. My relationship manager, Michael Bishop, has worked closely with me throughout these processes. I was very satisfied with his customer service and promptness.

The merger will be good for my industry and for the broader Nashville community.

Respectfully,

Phillip Bradley
President, Bradley Health Services

Bradley Drug Company
5208 Charlotte Avenue
Nashville, TN 37209
PH (615) 383-2741
FX (615) 383-5493

Bradley Health Care Center
5206 Charlotte Avenue
Nashville, TN 37209
PH (615) 383-9516
FX (615) 269-8932

Bradley Extended Care
402 53rd Avenue North
Nashville, TN 37209
PH (615) 383-5391
FX (615) 383-7365

Bradley Pharmacy at Metro Center
131 French Landing Drive
Nashville, TN 37228
PH (615) 687-4938
FX (615) 687-4939

Eike, Kathy

From: Stringer,Thomas F <Thomas.Stringer@urology.ufl.edu>
Sent: Tuesday, April 30, 2019 12:55 PM
To: RICH BankSup Applications Comments
Subject: [External] SunTrust and BB&T merger

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To whom it may concern,

I would like to provide positive commentary on the upcoming merger proposal between SunTrust and BB&T. I have been an advisory board member of SunTrust for over 15 years including the Tampa and Jacksonville Florida regions. Over the years I have personally observed the strong positive impact of a community-minded bank like SunTrust on the philanthropic, altruistic and business interests of all. It would appear from my perspective that the cultural alignment of SunTrust and BB&T is synergistic in all respects. The merger enhances talent, technology, efficiency and process and facilitates an expanded client-centric service base. The complementary and diversified business mix encompasses retail and commercial banking, consumer and small business lending and the scaling of wealth management to name a few. The combined focus will always be a superior client experience, career opportunity expansion, a community commitment and disciplined financial performance.

Sincerely,

Thomas F. Stringer, M.D., F.A.C.S.
Associate Chairman
Associate Professor
University of Florida Health System
Department of Urology
1600 SW Archer Road
Gainesville, Florida 32608
1-352-273-8239

Email: thomas.stringer@urology.ufl.edu

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Eike, Kathy

From: Karriem Edwards <KEdwards@bgcbc.org>
Sent: Tuesday, April 30, 2019 12:58 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Cc: Karriem Edwards
Subject: [External] Suntrust FDIC Support letter
Attachments: suntrust FDIC letter.pdf

Importance: High

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Please see attached.

Karriem Edwards

Director of Development

Boys & Girls Clubs of Broward County

877 NW 61st Street

Fort Lauderdale, FL 33309

email: Kedwards@bgcbc.org

Tel: (954) 537-1010

Fax: (954) 537-1070

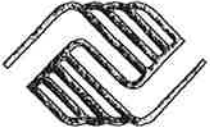


BOYS & GIRLS CLUBS
OF BROWARD COUNTY
www.bgcbc.org

Support us when you shop on Amazon. #StartWithaSmile at smile.amazon.com/ch/59-1108790 and Amazon donates to Boys & Girls Clubs of Broward County.

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Thank you.



BOYS & GIRLS CLUBS
OF BROWARD COUNTY
www.bgcbc.org

H. Wayne & Marti Huizenga Campus
David & Kay Hughes Administrative
Headquarters
877 Northwest 61st Street
Fort Lauderdale, Florida 33309

Phone: 954-537-1010
Fax: 954-537-1070

April 30, 2019

FDIC's Atlanta Regional Office
10 10th Street, NW
Suite 800
Atlanta, GA
30309-3849

To whom it may concern,

Since 1965, it has been the mission of the Boys & Girls Clubs of Broward County to enable all young people; especially those who need us most to reach their full potential as productive, caring and responsible citizens. Our goal is to provide world-class club experiences that assure success is within reach of every child who walks through our doors. We want all members to graduate from high school with a plan for the future; demonstrate good character and citizenship by participating in leadership training and volunteering in community service projects; and engage in sports and activities that promote a healthy lifestyle.

With a 4-star rating from Charity Navigator for the eighth consecutive year, Boys & Girls Clubs of Broward County has a proven track record of fiscal responsibility. We are recognized as a leading advocate for youth in Broward County, providing girls and boys with a range of proven programs and services that instill a sense of competence, usefulness, belonging and influence.

The Boys & Girls Clubs of Broward County is grateful to have had the support of BB&T since 2011 which has directly enhanced our programs and facilities, allowing us to serve more kids, more often with greater impact. Our organization is fully supportive of the impending merger that BB&T is contemplating with another financial institution. Both organizations have played a vital role in supporting our mission here in Broward County.

Again, thank you for your investment and your ongoing support of Broward County's young people, especially those who need us most.

Sincerely,

Brian Quail
President / CEO
Boys & Girls Clubs of Broward County

Dream Makers Society

Rita & Rick Case ~ Florence & Lawrence DeGeorge ~ Marti* & H. Wayne* Huizenga ~ Mary Anne & Richard* Kull
Jamie McDonnell IV ~ Felix Sabates ~ Cindy* & Terry Taylor ~ Linda & Douglas Von Allmen*

Please remember the Boys & Girls Clubs of Broward County in your Will and Estate Planning.

*In Memoriam

Eike, Kathy

From: Don Phillips <DonP@lindseysrealtors.com>
Sent: Friday, April 26, 2019 4:47 PM
To: Don Phillips
Subject: [External] BB&T-SunTrust Merger
Attachments: Scan0084.pdf

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Please find attached my letter of support for the merger. Thank you!

Don Phillips

My purpose in writing you is to provide support for the merger between Branch Banking & Trust Company and SunTrust Bank. I retired from banking in August, 2014 after having a successful 45 year career serving as a Business Development Officer, Senior Loan Officer, Bank President and Market President and participated as an Advisory Board Member for the BB&T office in Newnan, Georgia. My last seventeen of those years were served with BB&T.

The reason I feel this merger will be advantageous for both banks is their ability to combine similarities in banking philosophy having a strong credit culture, a philanthropic outreach in their communities, a well-trained and informed staff and above all, a sincere commitment to make the communities a much better place to work and live.

Employees of both corporations become immersed in helping communities they serve. They are actively involved in outreach programs that speak well to the Community Reinvestment Act and its requirements. Both CEOs of the two banks are steadfastly focused on providing quality service to their clients and attention to their employee base and shareholders. In the long run, the client base will be the recipients of enhanced technology and improved banking services. The combination of these two banks can only provide a positive and profound impact in supporting the needs of the communities they serve.

Thank you for accepting my letter of support.

Sincerely,

A handwritten signature in cursive script that reads "Don Phillips".

Don Phillips
150 Golfview Club Drive
Newnan, Georgia 30263

Eike, Kathy

From: Eric Olson-Getty <eric@ourcommunityplace.org>
Sent: Tuesday, April 30, 2019 1:17 PM
To: RICH BankSup Applications Comments; BankMergerApplication@fdic.gov
Subject: [External] SunTrust/BB&T Merger Comment

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To Whom it May Concern,

I am contacting you on behalf of Our Community Place regarding the pending merger between SunTrust and BB&T. OCP has been the recipient of three \$5,000 grants from the SunTrust Foundation, funding that has been invaluable to our work providing services to people experiencing homelessness in Harrisonburg, VA. While we can neither endorse nor oppose a corporate merger, we have been grateful to the SunTrust Foundation for its steady support over the past three years.

Sincerely,

Eric Olson-Getty

--

Eric Olson-Getty
Director of Development & Administration
Our Community Place
"Building a community of restoration and hope"

17 E Johnson St, Harrisonburg, VA 22802
Phone: (540) 442-7727
Cell: (413) 519-3786
www.ourcommunityplace.org

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[Follow OCP on Instagram](#)

Eike, Kathy

From: 21st Century Partnership Administration <admin@robins21.org>
Sent: Tuesday, April 30, 2019 1:17 PM
To: RICH BankSup Applications Comments
Subject: [External] Support for merger between BB&T and SunTrust
Attachments: Letter to Reserve Bank of Richmond.pdf

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804 Park Drive
Warner Robins, GA 31088

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

April 29, 2019

To Whom It May Concern,

On behalf of the 21st Century Partnership I would like to extend my support and approval of the merger between BB&T and SunTrust. As the President & Chief Executive Officer of the 21st Century Partnership, my role is dedicated to the long-term viability and sustainability of Robins Air Force Base, our \$3.2 Billion economic engine.

Economic dynamics and Economic Well-Being, as a part of the Innovation Index, are important to the Air Force and Department of Defense as strategic components in determining where they place new missions, as well as where they will look to take missions in any consolidation actions (BRAC or otherwise). Economic dynamics include, among other things, local access to quality banking, capital investments and a professional workforce to provide banking services for our service members. This is an indicator of how well the community is supporting their base and a strong banking industry is indicative of the quality of the community. This directly relates to the military value of the community to the Air Force.

A strong and vibrant banking system is a critical resource needed for the long-term viability of Robins Air Force Base. I feel that the merger between BB&T and SunTrust will be beneficial to the citizens of Middle Georgia, as well as providing an increase to the services available for our 24,000+ military and civilian members that go to work every day at Robins Air Force Base.

Sincerely,

A handwritten signature in black ink, appearing to read 'Chrissy Miner'.

Chrissy Miner
President/CEO
21st Century Partnership



Eike, Kathy

From: Jennifer Evins <jevins@spartanarts.org>
Sent: Tuesday, April 30, 2019 1:49 PM
To: RICH BankSup Applications Comments
Subject: [External] In support of Merger

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To whom it may concern, As a longtime resident of Spartanburg South Carolina, I have known and worked with SunTrust as a community volunteer and as CEO of our county's local arts agency and community cultural center.

I am pleased to submit my support of the Merger of SunTrust and BB&T. These two financial institutions have been very strong corporate citizens supporting arts and culture, education and social impact needs in Spartanburg, SC and our region. They have proven to be sound and ethical employers and have served our community as leaders and citizens.

Sincerely, Jennifer Evins
President & CEO



Jennifer Evins
President/CEO
T: (864) 278-9663
W: www.chapmanculturalcenter.org
Learn more about [Spartanburg Soaring!](#)



Eike, Kathy

From: Rebecca Agner <ragner@wilsonnc.org>
Sent: Tuesday, April 30, 2019 2:09 PM
To: RICH BankSup Applications Comments
Subject: [External] Letter of Support for BB&T/SunTrust Merger
Attachments: BB&T letter 4-25-19.pdf

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Dear Sir or Madam,

Please find attached a letter of support from Wilson Mayor Bruce Rose in your consideration of the merger of BB&T and SunTrust Bank. Please let me know if you require additional information.

Sincerely,
Rebecca Agner

Rebecca Agner
Communications & Marketing Director
City of Wilson
252.293.5305 office
252.290.1475 mobile

Pursuant to North Carolina General Statutes, Chapter 132, et. seq., this electronic mail message and any attachment hereto, as well as any electronic mail message(s) that may be sent in response to it may be considered public record and as such are subject to requests for review.



CITY OF WILSON

North Carolina

INCORPORATED 1849

OFFICE OF THE MAYOR

Federal Reserve Bank of Richmond
P.O. Box 27622
Richmond, VA 23261

April 25, 2019

Dear Sir or Madam,

Since its founding in Wilson, North Carolina, in 1872, BB&T has served as a vital part of the local economy. Through the years the City of Wilson has relied on BB&T to finance city projects, serve as our financial institution of record, and provide leadership in both civic and community organizations. BB&T management provides valuable leadership on several city boards, the Wilson Downtown Development Corporation, the Wilson Chamber of Commerce, Wilson Economic Development Council, Wilson Forward and many other local organizations. Additionally, the BB&T Lighthouse Project volunteers many hours each year to our Police Athletic League by mentoring and assisting youth in a variety of athletic and cultural programs.

The City of Wilson is unique in North Carolina in that we provide a robust utility infrastructure, including water, sewer, electric, natural gas and broadband services to our residents. These capabilities, coupled with our location near the Research Triangle Region, provide us with an incredible opportunity to serve as a hub of Smart City innovation. We have created a strategic plan to grow our city in this direction, and see BB&T/SunTrust as partners in Wilson's future innovation economy.

We are optimistic about the proposed merger of BB&T and SunTrust and the future of the combined organization in Wilson. Wilson's employee count has tripled since BB&T's last significant "merger of equals" with Southern National Bank. We support the growth of BB&T and SunTrust and believe the combined entity will be positive for the community.

Thank you for your careful consideration of this matter. If I can provide more information, please do not hesitate to ask.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'C. Bruce Rose', written over a horizontal line.

Mayor C. Bruce Rose
City of Wilson, North Carolina

Eike, Kathy

From: Lori Gillette <lgillette@sbt dc.org>
Sent: Tuesday, April 30, 2019 2:17 PM
To: RICH BankSup Applications Comments
Cc: Scott Daugherty
Subject: [External] From Scott Daugherty - RE: Letter of Support for the Merger of BB&T and SunTrust
Attachments: Fed Reserve Bank of Richmond - Letter of Support.pdf

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Good afternoon,

Please find attached a letter of support for the merger of BB&T and SunTrust.

Thank you,

Lori Gillette

Executive Assistant to Scott Daugherty

Small Business & Technology Development Center (SBTDC)
Your business. Better.

~~~~~  
5 West Hargett Street, Suite 600 | Raleigh, NC 27601 | phone: [919-600-5921](tel:919-600-5921) | [www.sbt dc.org](http://www.sbt dc.org)

*The SBTDC is administered statewide by NC State University on behalf of The University of North Carolina System and is operated in partnership with the US Small Business Administration.*

April 30, 2019

**TO:** Federal Reserve Bank of Richmond

**FROM:** Scott R. Daugherty  
Assistant Vice Chancellor for Economic Development and State Director  
of the NC Small Business Technology and Development Center

**SUBJ:** Letter of Support for the Merger of BB&T and SunTrust

Ladies & Gentlemen,

I'm writing to express my support for the proposed merger of BB&T and SunTrust. I do so from my perspective of long-term work and leadership across North Carolina in support of new business startups and growth of existing small to medium sized businesses.

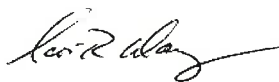
I'm quite familiar with both banks, their current leadership and their respective footprints and service focus. I'm also aware of the continuing competitive pressures on banks the size of BB&T and SunTrust to remain competitive.

I believe that this proposed merger will be beneficial to the current customers and communities served by the two banks. The merged bank will be more competitive and better able to expand its lending capacity and other banking services across the footprint of its operations. Both banks also have strong CRA related performance and this is expected to be continued under the merged bank.

The new, merged bank will benefit from the integrity, skill and experience of highly effective CEO's and leadership teams. The result should be enhanced banking operations and better outreach and service across the region to be served.

Thank you for your consideration of these observations.

Best regards,



Scott R. Daugherty  
Assistant Vice Chancellor & State Director, SBTDC

**Eike, Kathy**

---

**From:** Brian Gillen <bgillen@catholiccharities.org>  
**Sent:** Tuesday, April 30, 2019 2:21 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Miao, Mei  
**Subject:** [External] Proposed BB&T Merger  
**Attachments:** Merger Letter 4-2019.pdf

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Please see attached letter.

---

**Brian Gillen**

*Vice President of Development & Stewardship*  
Fund Development



2900 Louisiana Street | Houston, Texas 77006  
direct: 713.874.6624 | main: 713.526.4611  
[bgillen@catholiccharities.org](mailto:bgillen@catholiccharities.org) | [www.CatholicCharities.org](http://www.CatholicCharities.org)

*A United Way Agency*

*Catholic Charities, guided by God's love, provides food, clothing, shelter and a network of support services to people of all ages and from all walks of life and religious backgrounds. As one of the largest charities in Houston, we also promote social justice, serving as a voice for the poor and vulnerable. Annually, we provide help and create hope for more than 85,000 people as they create better lives for themselves and their families.*

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Creating Hope.

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Jamie L. Vazquez

Karen B. White

Preston Young

April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

To whom it may concern:

Catholic Charities of the Archdiocese of Galveston Houston is proud to collaborate with BB&T, and is grateful for the bank's continued commitment to our mission.

It is our understanding that BB&T intends to merge with SunTrust Bank. We are confident this proposed merger will serve to strengthen BB&T's position in our community. Catholic Charities would like to express its support for the proposed merger.

For several years, BB&T has served many of Catholic Charities' refugee and immigrant clients in the Houston area, and partnered with us to provide many youth and adults financial education in order for them to achieve economic self-reliance.

Catholic Charities has worked with people in need and helped them achieve self-sufficiency and live with dignity for more than 75 years. With an established history in working with at-risk individuals, Catholic Charities knows that economic success has many factors and financial literacy is one of the most important. BB&T's leadership and support of these efforts has been generous and important.

BB&T is strongly aligned with our mission and goals and we feel they will bring strong organizational, community and management experience to the new organization. In addition, they are well positioned to continue to contribute to our community and its new market areas through their ability to provide financial education, technical assistance and community investments. Catholic Charities enthusiastically supports BB&T's merger with SunTrust Bank.

Sincerely,

Brian Gillen  
Vice President of Development

ADVISORY DIRECTORS

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*Auxiliary Bishop*

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Cynthia N. Colbert, MSW



2900 Louisiana Street / Houston, Texas 77006

Phone: 713.526.4611 / Fax: 713.526.1546 / [www.CatholicCharities.org](http://www.CatholicCharities.org)

Member: Catholic Charities USA

A United Way Agency

**Eike, Kathy**

---

**From:** Eric Hefner <tatergoose@gmail.com>  
**Sent:** Tuesday, April 30, 2019 2:41 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust BBT Merger

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Dear Sir or Madam,

Please accept this correspondence as wholehearted endorsement of the SunTrust/BBT merger. I have been on the SunTrust local board here in Macon, Ga for more than 10 years and I have seen the work that SunTrust has done in our community first hand!

Thanks  
Eric Hefner

--  
J Eric Hefner  
President/CEO  
Zaxby's of Middle Georgia  
(O) 478.476.4632  
(F) 478.476.9935



*" Consistently create encore experiences that enrich lives one person at a time."*

**Eike, Kathy**

---

**From:** Thomas Baldrige <TBaldrige@lanasterchamber.com>  
**Sent:** Tuesday, April 30, 2019 2:48 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Subject:** [External] Letter of Support/BB&T  
**Attachments:** 20190430143249825.pdf

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Please see the attached letter of support for BB&T and, specifically, the BB&T/SunTrust merger.

Please don't hesitate to give me a call/reply email if you have any questions.

Thank you.

Tom



Tom Baldrige | President / CEO  
**Lancaster Chamber**  
Office: (717) 397-3531  
[Website](#) | [Facebook](#) | [Instagram](#) | [Twitter](#) | [LinkedIn](#)







## Lancaster Chamber

People | **Business** | Community

April 30, 2019

TO WHOM IT MAY CONCERN:

It is an honor for me to write this letter in support of both BB&T, in general, and their planned merger with Sun Trust, in specific.

I reference it as an "honor" because it is a pleasure to be able to finally offer "help" to BB&T after their years of offering help to us and the Lancaster community.

From the moment BB&T arrived on the Lancaster (PA) "scene" (the result of a buy-out of a long-standing community bank), they proved they were serious about getting engaged with the community by their commitment to volunteerism, their philanthropic support of local organizations, their launch of a fund dedicated to economic growth and their passion in serving their customers.

I am pleased to say I/the Lancaster Chamber has been the beneficiary of all these attributes, most specifically for us resulting in our BB&T Business Center, a workforce training and gathering center in our new building that was made possible for their philanthropy.

Further evidence of their community care was clear by the way they have handled the proposed merger with Sun Trust. The local bank executives have been very pro-active in sharing the news, providing appropriate updates and assuring ongoing communication throughout the process. Their actions speak volumes regarding their commitment to a smooth transition.

Their actions are encouraging in anticipation of the new, merged banking institution as they assure more of the same with their commitment to their customers, their ongoing impact on our local economy and their impactful philanthropy.

Again, I am honored to share our positive experience with the people that make up the heart of our local BB&T impact and I support their ongoing efforts to ensure success.

Sincerely,

Thomas T. Baldrige, C.C.E.  
President and CEO  
Lancaster Chamber

**Eike, Kathy**

---

**From:** Cindi Welch <cwelch1@CraftmarkHomes.com>  
**Sent:** Tuesday, April 30, 2019 2:46 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Kenneth Malm  
**Subject:** [External] Letter of Recommendation: BB&T, SunTrust Merger  
**Attachments:** Recommendation - BB&T, SunTrust merger 4-30-19.PDF

**Importance:** High

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Good afternoon,

On behalf of Kenneth Malm, please find attached a letter in support of the BB&T, SunTrust merger.

Thank you,

Cindi Welch  
Craftmark Homes, Inc.  
1355 Beverly Road - Suite 330  
McLean, VA 22101  
Desk: (703) 287-0581  
Fax: (703) 749-9758  
Email: [cwelch1@craftmarkhomes.com](mailto:cwelch1@craftmarkhomes.com)



April 30, 2019

To Whom It May Concern:

My name is Kenneth Malm and I am writing in support of the merger transaction between BB&T and SunTrust.

I founded my company, Craftmark Homes, in December 1991, and we have built over 8,000 homes in Maryland, Virginia and D.C. since then. I have been working with BB&T for most of that time. They have been and continue to be one of my main sources for acquisition, development and construction financing. In addition, they have been one of the primary mortgage lenders for my home buying customers, and I maintain a meaningful deposit relationship (at least from my perspective).

We first began working with BB&T after they bought two local lenders that I had relationships with, First Virginia and Franklin National Bank. From the beginning until now their regional presidents, senior credit officials and senior real estate lenders made a point of visiting with me and knowing me and my company. Our relationship grew after their acquisitions because they continued to operate like a community bank. That is a contrast to my experiences with the acquisition of some of my other local lenders by larger companies.

My company has continued to thrive as we created communities benefitting the local economy and provided a mix of market rate and affordable housing with BB&T's support. In addition, we have weathered more than one downturn with their support over the past 25 plus years.

I like the idea of BB&T and SunTrust together having an even stronger presence in our market for the long term because it will benefit local businesses like mine which in turn keeps our economy healthy.

My sons are my business partners and we look forward to at least another generation of homebuilding, but we need partners like BB&T. I encourage you to approve the merger.

Sincerely,

A handwritten signature in blue ink, appearing to read "Ken Malm", is written over the "Sincerely," text.

Kenneth G. Malm  
President, Craftmark Homes, Inc.

KGM/cjw

**Eike, Kathy**

---

**From:** Lindsey Luczynski <lindsey.james@drewcharterschool.org>  
**Sent:** Tuesday, April 30, 2019 3:03 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter: Charles R. Drew Charter School and SunTrust Bank

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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To Whom It May Concern:

Charles R. Drew Charter School knows that it is possible for all students to succeed. We are the educational centerpiece of one of the nation's most dramatic neighborhood revitalization efforts, based in Atlanta's East Lake community. Our school aims to break the intergenerational cycle of poverty by offering families a high-quality, innovative educational option through a seamless PK-12 approach designed to eliminate the achievement and opportunity gaps that are prevalent between racial and socioeconomic groups. Currently, Drew serves over 1,800 students in grades PK-12, with 44% (over 800 students) qualifying for Free or Reduced Lunch, a common proxy for poverty. As we have grown exponentially over the last decade, adding a high school in 2013 that now ranks 1<sup>st</sup> out of the 18 high schools in Atlanta Public Schools, our students have made incredible progress both in and out of the classroom. However, this progress would not have been possible without our partnerships with companies, universities, and organizations committed to supporting our students in achieving excellent outcomes.

SunTrust Bank has been a valuable partner to Drew for over 12 years. In 2007, Drew launched our Youth Bank program with the tireless support and energy of a group of dedicated SunTrust volunteers. As is common with the Youth Bank model, Drew students serve as the tellers and customer service representatives, guiding their peers through the process of depositing money into their "accounts" each week. At the end of the year, the students who saved money are rewarded for their financial responsibility with generous matching dollars from the SunTrust Foundation. In the first year of the Drew/SunTrust Youth Bank, we set a target for our students to save \$1,000 collectively; we came very close to meeting that goal in the 2007-2008 school year.

We have continued to work with loyal, passionate, and kind SunTrust volunteers to cultivate this program and this school year (2018-2019), we had over 300 student accounts (grades PK-5<sup>th</sup>) and the total savings for this year alone (not including funds that students rolled over from previous years) was over \$21K. Parents, students, and staff consider the Drew Youth Bank one of the bedrock programs at the school. Our younger students wait until their 5<sup>th</sup> grade year to interview to become one of the Youth Bank "employees" and each week – at 7am! – SunTrust volunteers arrive to support the students and ensure a smooth operation. Some of the SunTrust employees who volunteer have been coming weekly, before their workday, for 5+ years. Some volunteer on their days off and others volunteer additional time to assist with the student "employee" interviews, hosting our students on visits to SunTrust's main offices, etc. As the Director of Strategic Partnerships, I consider our mutually beneficial partnership with SunTrust to be one of the most robust partnerships Drew is fortunate to have.

Beyond the Youth Bank, SunTrust employees have come each year for the past 6 years or so to deliver the Banking on our Future curriculum to our older elementary/middle school students. The volunteers pair up and lead activities in over 20 classrooms (grades 4-8). Again, our teachers look forward to this event every year, as it helps our students build a foundation of financial literacy and responsibility that will stay with them through high school, college, and life beyond school. Additionally, Drew Charter School recently moved all of our school bank accounts to SunTrust, making our

accounting more manageable and giving the finance office additional peace of mind due to the fraud protection services and tools in place at SunTrust.

As SunTrust Bank contemplates the current merger and the programs/partnerships that will remain in place once the merger is complete, I want to ensure that our past partnership and ongoing appreciation of all that SunTrust Bank has done with Drew is taken into consideration. Please feel free to reach out to me with any questions or for further information. I would be delighted to provide any additional assistance; my contact information can be found below. Thank you so much.

Sincerely,

*Lindsey M. Luczynski*  
Director of Strategic Partnerships

Charles R. Drew Charter School  
301 Eva Davis Way  
*(formerly 301 East Lake Boulevard)*  
Atlanta, GA 30317  
P: 404-687-0001 ext. 2271

**Join us in thanking Mr. Doran for  
his years of service by making a  
donation to the Drew Opportunity Fund.  
[Give today!](#)**

## Eike, Kathy

---

**From:** Dee Bartolanzo <DBartolanzo@christshome.org>  
**Sent:** Tuesday, April 30, 2019 4:16 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T and SunTrust Merger  
**Attachments:** minolta@christshome.org\_20190430\_160754.pdf

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Letter of advocacy.

Dee Bartolanzo

Dolores Bartolanzo, CPA, CGMA  
Chief Financial Officer

800 York Road  
Warminster, PA 18974-2006  
t: 215.956.1886  
t: 215.956.2260  
f: 215.956.1862  
www.christshome.org

-----Original Message-----

From: Minolta  
Sent: Tuesday, April 30, 2019 4:11 PM  
To: Dee Bartolanzo <DBartolanzo@christshome.org>  
Subject: Scanned image from MX5070N

Reply to: minolta@christshome.org <minolta@christshome.org> Device Name: MX5070N Device Model: MX-5070N  
Location: Christ's Home-Admin-York Road

File Format: PDF (Medium)  
Resolution: 200dpi x 200dpi

Attached file is scanned image in PDF format.  
Use Acrobat(R)Reader(R) or Adobe(R)Reader(R) of Adobe Systems Incorporated to view the document.  
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# Christ's Home

Caring. Compassion. Community.

[www.christshome.org](http://www.christshome.org)

April 29, 2019

Federal Reserve Bank of Richmond  
P. O. Box 27622  
Richmond, VA 23261

Dear Sir or Madam:

I am writing to advocate for the proposed merger of BB&T and SunTrust Bank. As way of background, I am the Chief Financial Officer for a Not for Profit Human Services Organization, located in Warminster, PA, that provides services to senior adults and disadvantaged children.

Christ's Home has had a long tenured relationship with BB&T. The current BB&T team has been assigned to our account for three years and has provided depth of knowledge, experience and responsiveness. In addition to our many daily banking needs, BB&T has provided long term financing for our capital projects, including a recent \$3 million construction loan for the Christ's Home Community Center. This Center is critical to our daily programs by providing recreational facilities for children and senior residents and a resource place for staff meetings and the greater Bucks and Montgomery County regions. Daily operational needs that BB&T has provided include Treasury Services, Merchant Services and Insurance Services. On this last point, Christ's Home, as all social services organizations, is facing a crisis in obtaining insurance, especially liability lines, to continue our operations. BB&T through their connections, diligence and knowledge in this field, has been successful in assessing our needs and obtaining the needed coverages so that we can continue our much-needed operations.

I also want to speak to BB&T's community involvement. They truly invest in their "neighbors" and have provided us with support through their foundation, in the way of donated time and money. This is so appreciated and greatly assists in meeting our funding goals as we fulfill our mission.

On the horizon, we have future expansion needs at our Retirement Community, and BB&T is providing resource as we approach this project, offering expertise and valued advice.

I have no hesitation, and strongly recommend the merger of BB&T and SunTrust Bank. I am certain it will only enhance operations and the support provided to their customers. I know they will continue to be a true partner to Christ's Home and its mission of serving senior adults and disadvantaged children in an atmosphere grace with love, dignity, compassion and respect.

Thank you for giving me this opportunity to address you on this proposed merger.

Sincerely,



Dolores Bartolanzo, CPA  
Chief Financial Officer

---

#### *Corporate Office*

800 York Road  
Warminster, PA 18974-2006  
215-956-2260

#### *Senior Services*

1 Shepherd's Way, Suite 100  
Warminster, PA 18974-3710  
215-956-2270

#### *Children's Services*

800 York Road  
Warminster, PA 18974-2006  
215-956-1882

3182 Lincoln Highway East  
Paradise, PA 17562-9602  
717-687-6072

**Eike, Kathy**

---

**From:** Sabrina Jerome <sjerome@blackcommerce.org>  
**Sent:** Tuesday, April 30, 2019 5:04 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments; EFreeman@bbandt.com  
**Subject:** [External] AACCCF Letter of Support  
**Attachments:** Merger Letter.docx

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Good Afternoon,

Please find attached a letter of support for the merging of SunTrust & BB&T Wealth.

Warm regards,

--

**Sabrina Jérôme**

*African American Chamber of Commerce Central Florida*

3201 East Colonial Dr. | Suite A-20 | Orlando, FL 32803  
407.420.4870 (office) | visit us online [www.blackcommerce.org](http://www.blackcommerce.org)





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**Ashley Turner**  
Orlando Magic

**Jéan E. Wilson**  
Greenberg Traurig

**Michael Young**  
ACY Contractors

April 19, 2019

I, Tanisha Nunn Gary, President of the African American Chamber of Commerce of Central Florida (AACCCF), do hereby support the merging of SunTrust and BB&T Wealth as it would not only be a benefit to our Chamber member demographic, but the Central Florida community at large.

Any questions you may have, please feel free to contact me at 407-420-4870.

Sincerely,

Tanisha Nunn Gary  
President

3201 E. Colonial Drive  
Orlando, Florida 32803  
Phone: (407) 420-4870  
Fax: (407) 420-4886

Visit Us Online: [www.blackcommerce.org](http://www.blackcommerce.org)

**Eike, Kathy**

---

**From:** Brad Shapiro <bshapiro@jabberfive.com>  
**Sent:** Tuesday, April 30, 2019 5:07 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Subject:** [External] Letter (email) of Support

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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To the Federal Reserve & FDIC,

Please accept this email as our formal support for the merger between BB&T & SunTrust.

We are a local commercial real estate company based in Baltimore seeking to acquire, and add to value to, the properties that we purchase and the neighborhoods that we work.

In doing so, we consider Joe Fleury, our commercial loan officer for over 10 years, a critical piece of our capitalization.

Although Joe represents a large bank capable of large financings, he treats us as if our (small) deals are just as important as his larger transactions.

Given that Joe also cares about the local community, we find our relationship with him tremendously valuable.

In completing this merger, we are hopeful that Joe will be armed with even more tools as we continue to look for investment opportunities in the local commercial real estate market.

Should you want to discuss in more detail, please call or email me anytime.

Sincerely,

-Brad

**Brad Shapiro**  
410.560.3970 office

**INTRODUCING 305 S. ATWOOD**  
**BROKERS ALWAYS PROTECTED**

**Eike, Kathy**

---

**From:** Debi Friedlander <dfriedlander@landgroupinc.com>  
**Sent:** Tuesday, April 30, 2019 5:07 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Limage, Woukency  
**Subject:** [External] Letter of Support of the Merger between BB&T and SunTrust

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To Whom It May Concern,

A few of my clients develop in the senior living space and BB&T has assisted with providing the necessary construction financing for projects which have resulted in an economic lift for our community, as well as, impressive facilities for seniors to live.

Please accept this letter in support of the merger between BB&T and SunTrust, as I believe the combined entity will be good for the community and associates.

Best Regards,

**Debi Friedlander**  
Vice President  
The Land Group, Inc.  
218 W. Wall Street  
Grapevine, Texas 76051  
**Cell: 214.403.7373**  
[dfriedlander@landgroupinc.com](mailto:dfriedlander@landgroupinc.com)

**Eike, Kathy**

---

**From:** Neely Mallory III <NeelyM@mallorygroup.com>  
**Sent:** Tuesday, April 30, 2019 5:12 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] SunTrust/BB&T Merger  
**Attachments:** FDIC Letter 04302019.pdf

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Please see above attachment in reference to the proposed SunTrust BB&T merger.

April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

FDIC  
Atlanta Regional Office  
10 10<sup>th</sup> Street NW, Suite 800  
Atlanta, GA 30309-3849

To Whom It May Concern:

Our company has been in business since 1879 and for over one hundred of those years we have banked with SunTrust or their predecessors in this market, National Commerce Financial (NCF) and the National Bank of Commerce.

When local companies are acquired by regional or national companies there can be a fear of dramatic changes with your banking relationship and changes that the financial institution had on the local community.

I have seen first-hand through the SunTrust merger with NCF only changes for the better for our community. From the lending side of this community we finally had a truly international bank that could meet the demands of a region whose livelihood is focused on international shipping and distribution.

Memphis is currently seeing more investments in new projects than we may have ever seen. The redevelopment of downtown began with a commitment from SunTrust to bring housing to the area. Recently, because of the commitment of SunTrust to Memphis, the redevelopment of the Crosstown Development was completed bringing together in one massive building; housing, a public school, Rhodes College and The Church Health Center, that has revitalized midtown Memphis.

In addition to these projects, SunTrust continues to support many non-profits in the areas of schools, healthcare, museums and the youth of Memphis.

Without a bank the size of SunTrust we would not have a bank locally that would fund both the City of Memphis projects as well as large public company projects. SunTrust has remained a Memphis community-focused bank and I believe we will see the same from the proposed BBT/SunTrust Merger.

Sincerely,



Neely Mallory III  
President

**Eike, Kathy**

---

**From:** Alejandro Coss <acoss@laccgeorgia.org>  
**Sent:** Tuesday, April 30, 2019 5:39 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Letter of support of the merger between BB&T and SunTrust Banks.  
**Attachments:** Letter LACC Georgia in Support BB&T - SunTrust Merger.pdf

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To Whom It May Concern,

The Latin American Chamber of Georgia (LACC) is aware of and fully supports the merger of equals between BB&T and SunTrust Banks.

Please find attached our letter of support for this merger.

Should you need any additional information, please call us at (770) 441-7581 or by email to [acoss@laccgeorgia.org](mailto:acoss@laccgeorgia.org).

Regards.

Alejandro Coss  
President and CEO  
Latin American Chamber of Commerce of Georgia.  
La Camara.



## Latin American Chamber of Commerce of Georgia

4120 Presidential Parkway, Suite 200  
Atlanta, Georgia 30340

Tel: (770) 441-7581

April 29, 2019

### RE: BB&T and SunTrust Banks Merger of Equals

#### To Whom It May Concern:

The Latin American Chamber of Georgia (LACC) is aware and fully supports the merger of equals between BB&T and SunTrust Banks, we believe this merger offers an opportunity to innovate and enhance client service through the use of transformational technologies.

We have a long and very positive relationship with BB&T, first as a customer, since we have a checking account at the bank and use BB&T's merchant services to process credit card and electronic payments. BB&T has always provided services to cover all our banking needs.

Additionally, for over 10 years, BB&T has been a member and supporter of the Chamber, not only as a sponsor, but also by providing subject matter experts on finance and credit related topics for workshops and panels that have been organized by the chamber as part of our educational programs, the bank has always encouraged its employees to be active and engaged in all chamber programs and activities.

The commitment of BB&T to the Latino and other minority communities is second to none; we have witnessed the many initiatives that BB&T has launched to serve the Latino community that have provided valuable services and advice to our members and the Latino business community in Georgia. An example of this commitment is BB&T's Multicultural Banking Centers which serve the financial needs of diverse communities with cultural and language expertise.

The LACC does not have any concerns and welcomes the merger and expansion of the Bank's footprint for our members to be able to have access to more services from BB&T.

Should you need any additional information, please call us at (770) 441-7581 or by email to [acoss@laccgeorgia.org](mailto:acoss@laccgeorgia.org).

Best Regards,

Alejandro Coss  
President and CEO  
Latin American Chamber of Commerce of Georgia

**Eike, Kathy**

---

**From:** Church, Brian <bchurch@phoebehealth.com>  
**Sent:** Tuesday, April 30, 2019 5:40 PM  
**To:** RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'  
**Subject:** [External] Recommendation letter in support of SunTrust as part of Merger with BB&T  
**Attachments:** SunTrust Recommendation Letter on Merger with BB@T.pdf

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To Whom it is concerned please find attached our recommendation letter of SunTrust Bank.

Brian

**Brian Church** | Senior Vice President / Chief Financial Officer | Administration  
**O:** 229-312-4066 **E:** [bchurch@ppmh.org](mailto:bchurch@ppmh.org)  
417 Third Avenue | Albany, Georgia 31701 | [www.phoebehealth.com](http://www.phoebehealth.com)



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**April 30, 2019**

**FDIC's Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849**

**SunTrust's Merger with BB&T**

To Whom it May Concern:

Phoebe Putney Health System (PPHS) is a 4 hospital integrated healthcare system with a footprint throughout Southwest Georgia serving both rural and urban areas in a 20+ county area. PPHS has 4,500 employees and has been a rural safety-net healthcare provider for over 100 years to hundreds of thousands of rural Georgians.

SunTrust bank has been a multiple decade partner of Phoebe in our efforts to provide healthcare services to those in need. SunTrust has been instrumental in our efforts to grow world class healthcare in rural Georgia. SunTrust should be commended for the support they have provided to the general economic health of Albany, Dougherty County Georgia and surrounding communities. Albany, Ga. Being the economic capital of Southwest Georgia, SunTrust has been a leader in support of the improvement of the local economy and efforts to improve the economic status of the community at large surrounding Albany, Ga.

It is our view that without the economic support that SunTrust provides to smaller rural communities which are numerous in Southwest, Georgia the overall economy in the area would not be as robust as it is today. SunTrust has been a constant force supporting local, rural issues and advocating for strong economic growth in the communities they serve. Whether that has been providing banking services or, providing direct contributions to local causes that support access to high quality care. SunTrust has always been the local bank you can count on.

We provide this recommendation of SunTrust Bank to you based on years of working with the bank, its leaders and employees.....to us at Phoebe it is not just what they say at SunTrust but their actions speak louder than their words in supporting local, rural communities in Southwest, Georgia and the businesses that are operating in those communities.

We thank you for your time in considering our recommendation of SunTrust Bank, the banks strong leadership team and employees.

A handwritten signature in blue ink, appearing to read "B. Church", written over a faint circular stamp.

**Brian Church**  
**Chief Financial Officer**  
**Phoebe Putney Health System**  
**229-312-4066, [Bchurch@ppmh.org](mailto:Bchurch@ppmh.org)**

**Eike, Kathy**

---

**From:** Reinaldo Panico Peres <Panico@nobordersconsulting.com>  
**Sent:** Tuesday, April 30, 2019 5:45 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter in support of the merger between BB&T and SunTrust  
**Attachments:** Letter of support for BBT merger FRB Richmond.pdf

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Kindly find attached my letter of support to the merger between BB&T and SunTrust.

Reinaldo Panico Peres  
President & CEO  
No Borders Consulting Group

Cell: +1 (828) 994-7001

KINDLY UPDATE YOUR RECORDS WITH OUR  
**NEW MAILING ADDRESS:**  
**No Borders Consulting Group**  
**531 Brentwood Rd #328**  
**Denver NC 28037**



Check out our newly updated website: [www.nobordersconsulting.com](http://www.nobordersconsulting.com)

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

April 30, 2019

To Whom It May Concern:

In 2007 I installed the first North American manufacturing facility for our Brazilian parent company. During late 2005 and throughout 2006, I led the site selection for our upcoming plant, and we ended up choosing Lincolnton, North Carolina.

As we were putting the financing package together for our 40,000 SF (expandable to 100,000 SF) auto-parts manufacturing facility, I connected with BB&T for the very first time. After all our offices were in the Ann Arbor, Michigan area and outside of BB&T's footprint at that time (and today).

Well, BB&T could not have proved to be more customer-oriented! Our parent company in Brazil was a very important client of Banco Real while our US operation was banking with LaSalle Bank. During our initial contact, BB&T brought to our attention that both banks were part of ABN-AMRO and that would allow for an L/C to be issued by the Brazilian bank at very little cost to our parent company and then have it "faced" by the US bank!

I was truly impressed that BB&T through one of its leaders, Gina C. Cocklereece, did not look at how it (BB&T) could benefit from the transaction. But, instead, she looked at how to assure a doable transaction could be achieved for this new potential client. Needless to say, there and then, I decided that ALL our banking needs would be done through BB&T. This eventually led to a total investment on the order of \$20 million and 170-plus new jobs for the region.

After leaving this Brazilian employer in 2011, I started my own consulting business – No Borders Consulting Group – focused in bringing (primarily) Brazilian companies to the US. Obviously, BB&T remained my bank of choice.

Here are a couple of reasons I am confident in recommending BB&T to my clients once they "land" in the US:

- BB&T understands that there is no historical data for these clients.
  - Therefore, asking them for their last three (3) years of financials is unrealistic.
  - BB&T recognizes that their parent company historical performance is much more relevant.
- More importantly, trying to use a "standard" form to determine how to help these new arrivals finance their buildings, hire new employees, etc. will not work. After all, most of the "boxes-to-be-checked" do not fit the reality of these customers.
  - The best approach is to bring a "clean-piece-of-paper" and understand the needs of these new clients and BB&T is willing to do just that.

For these reasons, I wholly support the merger between BB&T and SunTrust. I believe that the combined entity will not only benefit its associates but, just as important, it will benefit the communities it will serve.

Sincerely Yours,



Reinaldo Panico Peres  
President & CEO

**Eike, Kathy**

---

**From:** Lee Davenport <leedavenport@gmail.com>  
**Sent:** Tuesday, April 30, 2019 5:46 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** Garr.Muriel  
**Subject:** [External] Letter of Support for SunTrust BB&T Merger  
**Attachments:** SunTrust Letter of Support\_CAAB\_FRB.pdf

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Please find the attached letter in support of the proposed SunTrust BB&T merger.

---Lee

Lee Davenport  
President, Board of Directors  
Capital Area Asset Builders  
[www.caab.org](http://www.caab.org)



April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Re: Letter of Support for SunTrust and BB&T Merger from CAAB

Founded in 1996 to administer the newly created American Dream Demonstration Project to deliver matched savings to low income savers, Capital Area Asset Building Corporation (CAAB) has evolved to provide financial capability services to thousands of low- and moderate-income individuals from Baltimore to Richmond. CAAB partners with public and nonprofit partners to co-locate financial services where customers are already receiving other social services to put people on the road to financial independence. Our programs help low- and moderate-income individuals and families improve their money management skills, increase their savings, and build wealth by investing wisely. Our goal is to create a community that provides everyone with incentives and opportunities to save for the future.

With generous support from SunTrust Bank, CAAB ([www.caab.org](http://www.caab.org)) created and delivered a signature program "Back on my Feet", an innovative program designed to serve returning citizens throughout the DC region. Through program participation, 39 savers opened bank accounts, made regular deposits, received financial education. Upon program completion and a savings account balance of up to \$500, savers received matching funds of up to \$4,000 to support homeownership, small business creation or the pursuit of higher education. Following \$140,000 of investment, CAAB was able to leverage this success into several larger projects with other funders and municipal partners and replicate this model to reach hundreds of returning citizens. I am proud to say that since 2012, SunTrust Bank has been a valuable partner to CAAB, and we hope to continue this partnership for years to come.

CAAB is supportive of the SunTrust and BB&T merger and we are hopeful that the combined resources of the two banks can make an even greater impact in communities where they are located.

Sincerely

Lee Davenport  
President, Board of Directors  
Capital Area Asset Building Corporation

**Eike, Kathy**

---

**From:** Ruth Fulwood <ruth.fulwood@metropolitanamec.org>  
**Sent:** Tuesday, April 30, 2019 6:05 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** Marie Johns; Garr.Muriel  
**Subject:** [External] SunTrust Merger  
**Attachments:** Federal Reserve.pdf

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Good afternoon,

The attached letter is being sent to you for consideration of the SunTrust Merger. The original was mailed today.

Blessings!

*Ruth A. Fulwood*  
*Executive Assistant to the Pastor*  
*Metropolitan AME Church*  
*1518 M Street NW*  
*Washington, DC 20005*  
*(202) 331-1426*  
[www.metropolitanamec.org](http://www.metropolitanamec.org)



William H. Lamar IV  
Pastor

April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

As Pastor of the historic Metropolitan African Methodist Episcopal Church in Washington, D.C., I hereby submit this letter in the matter of the SunTrust/BB&T merger that is currently under your consideration. For almost 10 years, SunTrust Bank has provided Metropolitan A.M.E. Church with sound financial advice and important funding support. During that period of time, we have enjoyed excellent customer service and a spirit of partnership has been engendered by our relationship manager's thoughtful advice and genuine concern shown for our church's financial well-being.

As you examine the regulatory intricacies of this major transaction, the Metropolitan A.M.E. church family respectfully requests that you pay close attention to the proposed new entity's commitments to exceptional customer service, support of non-profit banking customers and meeting the needs of unbanked and underserved individuals and communities.

We applaud the service and commitment to community that SunTrust Bank has provided in the past. With its increased bandwidth, we look forward to the newly merged bank expanding on those commitments in the future, and Metropolitan A.M.E. will be a willing partner to help achieve those critical ends.

Sincerely,

A handwritten signature in cursive script that reads "William H. Lamar IV".

William H. Lamar IV

**Eike, Kathy**

---

**From:** Roger Roley <rroley@fourblock.org>  
**Sent:** Tuesday, April 30, 2019 9:00 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Thank you

**Importance:** High

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To whom it concerns,

This will be short and to the point; I want to comment on the awesome support that SunTrust has given to FourBlock ([fourblock.org](http://fourblock.org)) in the greater Atlanta area. SunTrust has hosted our FourBlock Student Veterans 5 times in the last 2 ½ years. During these events SunTrust provided a location to meet, small meal and drinks and amazing guest speakers: the most valuable thing provided was coaches and mentors for these Student Veterans.

Thank you to Tommy Stoner and the Team at SunTrust for your awesome support to the Veteran community.

Thank you,

Roger Roley  
Regional Director  
FourBlock  
CSM (Retired)  
[fourblock.org](http://fourblock.org)

C: 770-846-4494  
E: [rroley@fourblock.org](mailto:rroley@fourblock.org)

[Facebook](#) | [Twitter](#)

*Four Block supports returning Post 9/11 veterans with making successful career transitions.*



**Eike, Kathy**

---

**From:** Jill Gilbert <JGilbert@rklcpa.com>  
**Sent:** Wednesday, May 01, 2019 8:55 AM  
**To:** RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'  
**Subject:** [External] Comment Letter BB & T/ SunTrust Upcoming Merger  
**Attachments:** 4655\_001.pdf

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**Please find a letter attached showing my support of the impending BB & T/ SunTrust merger.**

**Thanks!**

**Jill E. Gilbert, CPA/CGMA**  
**Partner, Audit Services Group**

**RKL LLP**   
1800 Fruitville Pike, PO Box 8408  
Lancaster, PA 17604  
phone: 717.394.5666 ext. 1600 - fax: 717.394.0693  
[jgilbert@RKLcpa.com](mailto:jgilbert@RKLcpa.com)  
[www.RKLcpa.com](http://www.RKLcpa.com)

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*Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261*

*FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849*

To whom it may concern,

I am excited with the news that BB&T and SunTrust have agreed to a merger of equals and would like to show my support of the merger transaction.

I am been a customer of BB & T for over 25 years. The relationship started with Farmers First Bank, moving to Susquehanna Bank and finally to the most recent BB & T. Through all the mergers there has remained a consistent theme of customer service. My husband is a real estate professional and BB & T has provided him with both long and short-term capital that has allowed him to expand his operations. Many employees stayed with the Company after the mergers, which shows the employee focused aspect of BB & T. I have also seen many upgrades with each merger and anticipate the SunTrust/ BB & T merger to bring many positive aspects to me as a personal and business customer.

I support the merger and believe the combined entity will be good for the community and associates.

Sincerely,

A handwritten signature in black ink, appearing to read "Jill E. Gilbert". The signature is written in a cursive, flowing style.

Jill E. Gilbert, CPA

**ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.  
2231 ROCKWOOD DRIVE  
MARIETTA GA 30067  
PHONE: 772-285-4187  
EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)**

April 13, 2019

Ms. Karen Leone de Nie  
Vice President  
Community & Economic Development  
Federal Reserve Bank of Atlanta  
1000 Peachtree Street  
Atlanta, Georgia 30309-4470

RE: Request to Testify at BB&T Public Hearing on  
April 23, 2019, in Charlotte, North Carolina

Dear Mr. Martin:

Please accept this letter as my request to testify at the public hearing held on April 23, 2019, in Atlanta, Georgia. The nature of my testimony concerns the following complaints against Sun Trust Bank in reference to:

Sun Trust Bank Loan (2007) Construction Loan  
Loan No. [REDACTED] – Consumer No. [REDACTED]  
Loan Amount: \$2,369,000.00  
Location: 5050 N.A1A, Fort Pierce FL  
8500 Sq. feet all concrete house on the ocean

- (1) I obtained the above referenced loan after Sun Trust sent their own appraiser to appraise my site for \$1,650,000.00 free and clear.
- (2) Sun Trust called the project “Personal Home” rather than “Speculative Venture by a Builder”. The project started, and after about 11 months of work Sun Trust claimed that the project was supposed to be completed within 12 months. When it was about 60% complete, they started foreclosure. The loan was serviced properly with disregard to the unusual rainy year. The funding from the construction loan was about \$1,500,000.00 for the 60% completion, plus there was no issue of poor quality work.
- (3) I showed Sun Trust that I spent about \$500,000.00 from my capital in addition to the value of the land.

Ms. Karen Leone de Nie  
Federal Reserve Bank of Atlanta  
April 13, 2019  
Page Two

(4) As you can see from the record Sun Trust had plenty of collateral in the project at the time of foreclosure:

|                 |                                                                                              |
|-----------------|----------------------------------------------------------------------------------------------|
| Land appraisal: | \$1.65 million dollars                                                                       |
|                 | \$1.5 million dollars construction progress approved by<br>Sun Trust construction inspectors |
|                 | \$ .50 million dollars of my own personal cash invested                                      |
|                 | <hr/>                                                                                        |
|                 | \$3.65 million dollars collateral                                                            |

(5) After Sun Trust foreclosed on the project, they sold the entire project (60% complete) for \$375,000.00 to a friend of theirs. Please see Attachment (Court House Record).

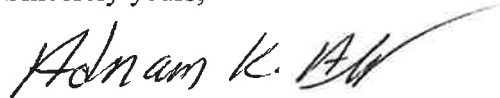
(6) After this foreclosure, I filed a complaint to the FBI and Federal Reserve Bank of Atlanta. I did not get any replies except I was advised by the Federal Reserve Bank officials in Atlanta to send a copy of my complaint to the U. S. Attorney in Atlanta (which I did), and still I did not get any response.

(7) I must bring to your attention that in the early 1980's I was in a business partnership in Atlanta with an investment company called Universal Investment & Manufacturing Company (UIMCO). I found out through a private source that they were a group of Iraqi people involved in unlawful deals with the help of Sun Trust Bank. Robinson Humphrey Company was on their Board of Directors, and many unlawful deals were performed with the Saddam Hussein Regime at that time. I immediately departed that situation, and it cost me a considerable amount of money. I was penalized because I refused to be involved with their wrong doings. If you wish to obtain more information on this situation, I will be glad to inform you know about all that I know.

You may contact me as follows:


ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.  
2231 ROCKWOOD DRIVE  
MARIETTA GA 30067  
PHONE: 772-285-4187  
EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)

Sincerely yours,



ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.

Personal financial information



**FACSIMILIE COVER PAGE**

**3 Pages (including cover page)**

April 13, 2019

**TO: FAX NO: 704-358-2300**  
**MR. MATTHEW MARTIN, VICE PRESIDENT**  
**CHARLOTTE DIVISION, FEDERAL RESERVE BANK**

**FROM: ADNAN K. ALGHITA**  
**2231 ROCKWOOD DRIVE**  
**MARIETTA GA 30067**  
**PHONE: 772-285-4187**  
**EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)**

**RE: Request to Testify at BB&T Public Hearing on**  
**April 25, 2019, in Charlotte, North Carolina**

Attached are two pages with the information required for my testimony at the above stated hearing. If you need further information, please contact me

**ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.  
2231 ROCKWOOD DRIVE  
MARIETTA GA 30067  
PHONE: 772-285-4187  
EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)**

April 13, 2019

Mr. Matthew Martin, Vice President  
Federal Reserve Bank of Richmond  
Charlotte Division  
530 East Trade Street  
Charlotte, North Carolina 28202

RE: Request to Testify at BB&T Public Hearing on  
April 25, 2019, in Charlotte, North Carolina

Dear Mr. Martin:

Please accept this letter as my request to testify at the public hearing held on April 25, 2019, in Charlotte, North Carolina. The nature of my testimony concerns the following complaints against Sun Trust Bank:

- (1) I obtained the above referenced loan after Sun Trust sent their own appraiser to appraise my site for \$1,650,000.00 free and clear.
- (2) Sun Trust called the project "Personal Home" rather than "Speculative Venture by a Builder". The project started, and after about 11 months of work Sun Trust claimed that the project was supposed to be completed within 12 months. When it was about 60% complete, they started foreclosure. The loan was serviced properly with disregard to the unusual rainy year. The funding from the construction loan was about \$1,500,000.00 for the 60% completion, plus there was no issue of poor quality work.
- (3) I showed Sun Trust that I spent about \$500,000.00 from my capital in addition to the value of the land.
- (4) As you can see from the record Sun Trust had plenty of collateral in the project at the time of foreclosure:  
Land appraisal: \$1.65 million dollars  
\$1.5 million dollars construction progress approved by  
Sun Trust construction inspectors  
\$.50 million dollars of my own personal cash invested  

---

\$3.65 million dollars collateral

Mr. Matthew Martin, Vice President  
Federal Reserve Bank of Richmond  
April 13, 2019  
Page Two

(5) After Sun Trust foreclosed on the project, they sold the entire project (60% complete) for \$375,000.00 to a friend of theirs. Please see Attachment (Court House Record).

(6) After this foreclosure, I filed a complaint to the FBI and Federal Reserve Bank of Atlanta. I did not get any replies except I was advised by the Federal Reserve Bank officials in Atlanta to send a copy of my complaint to the U. S. Attorney in Atlanta (which I did), and still I did not get any response.

(7) I must bring to your attention that in the early 1980's I was in a business partnership in Atlanta with an investment company called Universal Investment & Manufacturing Company (UIMCO). I found out through a private source that they were a group of Iraqi people involved in unlawful deals with the help of Sun Trust Bank. Robinson Humphrey Company was on their Board of Directors, and many unlawful deals were performed with the Saddam Hussein Regime at that time. I immediately departed that situation, and it cost me a considerable amount of money. I was penalized because I refused to be involved with their wrong doings. If you wish to obtain more information on this situation, I will be glad to inform you know about all that I know.

You may contact me as follows:

ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.  
2231 ROCKWOOD DRIVE  
MARIETTA GA 30067  
PHONE: 772-285-4187  
EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)

Sincerely yours,



ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT AND DEVELOPMENT, INC.



**Eike, Kathy**

---

**From:** Timothy Johnson <tjohnson@uwnca.org>  
**Sent:** Friday, May 03, 2019 4:44 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Cc:** Muriel Garr (Muriel.Garr@suntrust.com)  
**Subject:** [External] Written Testimony in Support of the Proposed Merger of SunTrust Bank with BB&T Bank  
**Attachments:** BB&T and SunTrust Merger Testimony NC.docx

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Good Afternoon Sirs and Madams,

Thank you for affording United Way of the National Capital Area the opportunity to present before the joint panel of the Federal Reserve Bank and the Federal Deposit Insurance Corporation. I would like to submit the attached written testimony (in its entirety) in support of the proposed merger for the permanent record. If you have any questions or are in need of any additional information, please feel free to reach out to me at 202.488.2018 or via email at tjohnson@uwnca.org.

Thank you for your time.

Best,

Timothy Johnson  
Chief Strategy and Impact Officer  
United Way of the National Capital Area  
1101 15th Street, NW Suite 1000  
Washington, DC 20005  
202.488.2018 (office)  
202.670.1264 (work cell)  
tjohnson@uwnca.org

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**PUBLIC MEETING OF THE FEDERAL RESERVE BOARD  
AND THE FEDERAL DEPOSIT INSURANCE CORPORATION**

**UNITED WAY OF THE NATIONAL CAPITAL AREA'S TESTIMONY  
IN SUPPORT OF THE PROPOSED MERGER OF BB&T CORPORATION, WINSTON-  
SALEM, NORTH CAROLINA, WITH SUNTRUST BANKS, INC., ATLANTA,  
GEORGIA**

**Charlotte Branch of the Federal Reserve Bank of Richmond Conference  
Center, First Floor, 530 E. Trade Street Charlotte, NC 28202**

**THURSDAY, APRIL 25 AT 8:30 A.M.**

Good morning presiding officers Killian and Miller, Assistant Vice President Drimer, Senior Deputy Director Watkins, Commissioners Grace and Hagler and members of the Federal Deposit Insurance Corporation and Federal Reserve Bank assembled here today.

My name is Timothy Johnson and I have the pleasure of serving as the Chief Strategy and Impact Officer for United Way of the National Capital Area (United Way NCA). We serve 11 counties that comprises the communities of the District of Columbia, Northern Virginia, the Piedmont region of Virginia and suburban Maryland.

At United Way of the National Capital Area, we fight for the health, education and financial stability of every person in our community.

On behalf of Rosie Allen-Herring, President and CEO of United Way NCA, its Board and staff, I appear here before you this morning to offer testimony in enthusiastic support of the merger between Branch Banking and Trust Company (BB&T) and the SunTrust Banks, Inc. (SunTrust).

For everyone whose lives have been skipped over or written off, United Way of the National Capital Area fights for them. Because everyone deserves hope. Everyone deserves a chance. Everyone deserves respect.

How do we get there? By living United. By finding new solutions to old problems and mobilizing the best resources that produce lasting results. By forging impactful partnerships.

We ask that the Federal Reserve Board and the Federal Deposit Insurance Corporation support the merger between BB&T and Sun Trust. Both companies have been champions in the community and the type of partners that I just described and that the community deserves. We support their efforts and ask that you help continue the economic and philanthropic impact they've had in our region which is home to over seven (7) millions residents.

United Way NCA mobilizes individuals and organizations to improve education, financial stability and health - the building blocks of a good quality of life. With over 40 years of experience, United Way NCA continues to serve as a model of integrity, ethics and honesty for the non-profit community; to serve as the vehicle of choice for directing resources to the most deserving causes; and to be the convener of business, agencies, nonprofits and civic leaders around the needs of the community.

United Way NCA's membership of over 500 nonprofits represents a variety of sectors from health to housing, arts, financial literacy, education and the environment. We serve as a unifying voice for the nonprofit community in our region, provide for critical direct services and help organizations build capacity and increase their impact in our region.

In education, we set a goal of increasing student success at low-performing middle schools and increasing the number of students graduating from high school. We support financial stability. We believe that area residents who understand the best money management options and the importance of banking, budgeting and savings will be better equipped to ensure a more successful future. For a community to thrive, we know its members must be healthy. For that reason, United Way NCA makes strategic investments in programs that provide adults and children with access to health and wellness care. SunTrust Bank under the leadership of the Mid-Atlantic Chairman and CEO Daniel O'Neill and the SunTrust Foundation under President Stan Little were the **first** corporate citizens to engage us in a series of strategic discussions which led

to their investment in Greater Washington's system of Financial Empowerment Centers (FEC).

Our FECs are local community centers where residents and families can come and receive high quality, professional guidance on a myriad of financial needs including but not limited to: budget management, financial coaching, entrepreneurial aid and tax assistance, all for no direct cost to the recipient. Now several years later, SunTrust provides financial resources, strategic marketing and volunteers to support two of our four regional FECs which played a critical role in delivering financial guidance and help to federal employees and contractors during the recent partial federal government shutdown. As Northern Virginia and Suburban Maryland has a disproportionate number of federal employees, contractors and workers who businesses support the federal workforce, many of these individuals found themselves accessing an array of human services and government services for the first time in an effort to obtain food, gas, rent and utility assistance. If these FEC, powered by the support of SunTrust, were not in place, many more of our regions residents would've gone without basic needs support or fallen deeper into financial jeopardy.

SunTrust Bank and SunTrust Foundation have both been stalwart supporters of our work at United Way NCA and throughout our nonprofit community for many years. Our region continues to enjoy the benefits of their excellent corporate social commitment. Without its support, United Way and other community serving organizations would be unable to reach the same number of people and communities in need.

United Ways around the country have praised SunTrust for their commitment within the communities in which they are located. Whether through employee back to school drives or financial literacy curricula taught to community members weekly by market executives like Senior Vice President Muriel Garr, SunTrust has distinguished itself as a leader in our community through its corporate philanthropy and generous employee volunteer engagement.

In the time since we launched our Community Commitment, our regional investment portfolio of programs, we've seen phenomenal results. There is absolutely nothing more rewarding than watching lives improve and children

thrive and SunTrust Bank and SunTrust Foundation has been at the forefront leading other companies in community engagement and volunteerism.

- We've served nearly 9,250 middle school students across the District of Columbia, Suburban Maryland and Northern Virginia through our community schools program where SunTrust has consistently supported our students through back to school supply drives and employee volunteerism.
- Over 65,000 area residents have received cost-free financial and tax services, helping elevate their financial circumstances so they have a real chance to get on and follow the path leading to the middle class.
- We've put more than \$53M back in the pockets of working families' through tax refunds by offering no-cost tax preparation and access to the Earned Income Tax Credit.
- Each year our 2-1-1 social services helpline connects 450,000 people to services they need to survive.

We're proud of these results, but they are not possible without the partnership and commitment of true corporate citizens like SunTrust Bank and BB&T and philanthropic leaders like SunTrust Foundation whose investment and employee engagement provide our families the help needed to get on the pathway to financial confidence and stability.

Based on our partnership with SunTrust Bank and SunTrust Foundation and their long legacy of engagement and investment in the community, we enthusiastically support the proposed merger with BB&T because we have witnessed the positive and measurable impact that they make within our regional community and the union between these two great financial institutions can only mean increased impact for the 7 million residents in our metropolitan region.

Thank you for your time.

**Eike, Kathy**

---

**From:** dphim.prop@verizon.net  
**Sent:** Wednesday, May 01, 2019 11:14 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T - SunTrust Merger Comment Letter

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To Whom It May Concern:

Himmelfarb Properties Inc. has been a customer of BB&T for over 15 years. During that time Charles Gebbert V.P. of real estate for BB&T has spearheaded financing for acquisitions and redevelopment of our Petworth properties in NW Washington DC.

In 2008, during the collapse of the financial markets, while other banks were looking for ways to get out of loan commitments BB&T stood strong and honored every commitment that was made to us. We have never forgotten that honor on BB&Ts part and they have never given us a reason to doubt them since then.

Based on our many years of excellent services received from BB&T both in the lending and banking operations, we support the merger.

Very Truly Yours

**Dave Preston - President**  
**Himmelfarb Properties, Inc**  
**1293 Taylor Street NW**  
**Washington DC 20011**  
**202 829 8888**

**Eike, Kathy**

---

**From:** craigcurry3141@gmail.com  
**Sent:** Wednesday, May 01, 2019 11:36 AM  
**To:** RICH BankSup Applications Comments  
**Cc:** Parks. Brian  
**Subject:** [External] SunTrust / BB&T Merger

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PLEASE NOTE: This email is not from a Federal Reserve address.  
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My name is Craig Curry and I have been a member of the SunTrust Board Of Director's as well as their advisory board for over 15 years. I have represented their North Florida Region.

I am writing these comments in support of the merger as I feel the two banks will compliment one another and will make a much stronger foot print for both.

SunTrust has always been a very giving organization to the communities it serves. Not just with financial contributions to worthy causes such as the United Way or the Adop a school program which benefits hundreds of children but with the hundreds of hours of community service by their employees on various civic organizations and functions.

SunTrust has always worked diligently within their service areas to assist those that are less fortunate through loan programs or personal involvement.

The organization that will come from this merger will be even stronger from a deposit position and better positioned to meet the challenges of the future of the banking industry .

Again, I support the merger and look forward to assisting in any way that I can. My cell number is 352-572-8938 should you need to contact me.

Sincerely,

Craig Curry

Sent from my iPhone

**Eike, Kathy**

---

**From:** Kelly Loer <KLoer@vafest.org>  
**Sent:** Wednesday, May 01, 2019 11:57 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter from Virginia Arts Festival in support of SunTrust/BBT Merger  
**Attachments:** Suntrust-BBT Merger Letter from VAF -Federal Reserve Bank.pdf

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To whom it may concern:

Please see the attached letter regarding Virginia Arts Festival's support of the SunTrust & BB&T merger. Hard copies have been mailed to the appropriate address.

Thank you!

Respectfully,

*"The greatness of a nation and its moral progress can be judged by the way its animals are treated." - Mahatma*

*Gandhi*



*Kelly Loer*

Executive Assistant, Virginia Arts Festival

440 Bank Street, Norfolk, VA 23510

P: 757-282-2811 // F: 757-282-2787

[kloer@vafest.org](mailto:kloer@vafest.org)

[www.vafest.org](http://www.vafest.org)

Get Social with Us! [Facebook](#), [Twitter](#), [Instagram](#), and [Tumblr](#). #VaArtsFest

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May 01, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261



To whom it may concern:

On behalf of the Board of Directors and staff, I am writing to provide comments in support of the work SunTrust has done in the community through its contributions to the Virginia Arts Festival.

Since the Virginia Arts Festival's creation in 1997, SunTrust has supported a key component of the Festival's mission – to positively impact the lives of students through outstanding year-round arts educational programs. During this time, SunTrust has provided funding in support of the Virginia Arts Festival's education program and Rhythm Project and their support has positively impacted the lives of over 540,000 local students.

The Rhythm Project is the Festival's year-round community engagement program that teaches music to under-served students, grades 5-12, using Caribbean steel drums. This program is free to all participants and provides children the enjoyment of learning to play a musical instrument, while nurturing self-esteem through individual and cooperative achievement.

The Festival's education programs serve students, grades K–12 throughout Southeastern Virginia. These programs contribute to the educational excellence of the region by providing meaningful performing arts experiences to students through matinees, in-school performances, residencies, workshops and masterclasses in music, theater and dance.

The Festival's aim is to reach the broadest possible cross section of students, with the ultimate goal that every student in our region experiences a Festival education event at least once during his/her school career. These programs are accessible to all students throughout our region regardless of race, class, or financial resources. Emphasis is placed on reaching students from Title I Schools with under-served student populations.

We are truly grateful to the continued support that has been provided by SunTrust and the Virginia Arts Festival supports the merger application with BB&T. We are pleased to hear that after the merger, the company will continue to be deeply committed to and invested in our community.

Sincerely,

A handwritten signature in black ink that reads "Robert W. Cross". The signature is written in a cursive style.

Robert W. Cross  
Executive Director  
Perry Artistic Director

**Eike, Kathy**

---

**From:** Gloria Ellison <gellison@the100atl.org>  
**Sent:** Wednesday, May 01, 2019 1:37 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] FW: I would greatly appreciate your comments supporting SunTrust's merger with BB&T

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**The members of The 100 Black Men of Atlanta truly value the role Suntrust and BB&T have played by investing in our organization. With Suntrust's and BB&T's support, we have implemented programs to improve the development of students in low-income communities. Your support does not go unnoticed and we hope to continue our partnership throughout the upcoming years.**

Make the Day Great,

**Anthony M. Flynn**

Executive Director at 100 Black Men of Atlanta, Inc.

---

**Address** 101 Jackson Street, N.E, 2nd Floor, Atlanta, GA 30312

**Phone** 404-525-6220 **Mobile** 404-638-4995 **Email** [aflynn@the100atl.org](mailto:aflynn@the100atl.org)

**Website** <http://www.the100atl.org>

---

---

**From:** "Chester.Shakita" <Shakita.Chester@SunTrust.com>

**Date:** Friday, April 12, 2019 at 3:33 PM

**To:** Suzanne Morris <[smorris@100blackmen-atlanta.org](mailto:smorris@100blackmen-atlanta.org)>

**Subject:** I would greatly appreciate your comments supporting SunTrust's merger with BB&T

**Resent-From:** <[smorris@100blackmen-atlanta.org](mailto:smorris@100blackmen-atlanta.org)>

Now is an exciting period as SunTrust and BB&T intend to combine in a merger of equals to become America's premier financial institution. Both companies will continue to be deeply committed to and invested in the communities we serve. Together, SunTrust and BB&T plan to be an even more active community partner.

I am writing today to ask you to provide comments (by Thursday, April 18<sup>th</sup>) in support of the work SunTrust is doing with you in our communities. You are invited to submit written comments about SunTrust and our merger

application to the Federal Reserve Bank of Richmond, P.O. Box 27622, Richmond, VA 23261 and to the FDIC's Atlanta Regional Office, 10 10th Street, NW, Suite 800, Atlanta, GA 30309-3849. Comments can also be sent electronically to [comments.applications@rich.frb.org](mailto:comments.applications@rich.frb.org) and to [BankMergerApplication@fdic.gov](mailto:BankMergerApplication@fdic.gov).

We truly value our partnership and the role 100 Black Men of Metro Atlanta has played in SunTrust's successful history, and look forward to working with you in the future. Please feel free to reach out to me if you have questions or if I can provide information helpful to you in considering this request.

Best,

Shakita Chester

Vice President, Community Development Manager

SunTrust Bank

Office: 404.813.6914

Mail Code GA-ATL-041

1155 Peachtree Street, Suite 300

Atlanta, GA 30309

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[ST:XCL]

**Eike, Kathy**

---

**From:** chuck taylor <cwtcpa@gmail.com>  
**Sent:** Wednesday, May 01, 2019 1:47 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T SunTrust Merger  
**Attachments:** fedresbbt.pdf

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Taylor & Parsley, CPAs, PLLC  
CERTIFIED PUBLIC ACCOUNTANTS

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

May 1, 2019

Re: BB&T merger with  
SunTrust Bank

Dear Federal Reserve Board:

I Charles W, Taylor, CPA have banked with BB&T for more than 15 years & value their service as a "local bank". Our accounting firm and many of our clients have also utilized their excellent banking services.


Their approach in our community, is very unique, in that their service is personal while maintaining the proper banking relationship to their customers that fosters accountability and sound financial decisions.

I have also been serving on their advisory board for several years & have learned of our market share, management style and the success of BB&T in our area.

I'm in a unique position to see their impact in our community, both from a business perspective and from a community perspective. Having served on the local United Way Board for many years, I have first hand experience in observing their involvement in the community, supporting many not-for-profits, civic organizations and Community events.

I support the merger between Branch Bank & Trust and SunTrust Bank. I see this merger as making our community stronger giving the merged Bank the ability to have a greater, more positive impact on the growth of our community & the presence of a great corporate citizen.

Sincerely,

  
Charles W. Taylor, CPA  
Taylor & Parsley, CPAs, PLLC

21 Sunrise Avenue  
Lexington, NC 27292  
336-249-2186  
336-249-2920 fax



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**Girls Incorporated  
of Owensboro-Daviess County**

**Rolling Heights Campus**  
2130 G-East 19th Street  
P.O. Box 1626  
Owensboro, KY 42302-1626  
270 684-7833  
270 688-8710

**Owensboro Christian Church Campus**  
2818 New Hartford Road  
P. O. Box 1626  
Owensboro, KY 42303  
270 231-0440

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April 23, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

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Kathryn Raymer  
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Dr. Veena Sallan  
Shane Satterfield  
Dr. Maggie Sergeant  
Sydney Warren

Girls Incorporated of Owensboro Daviess County is a youth development program for girls ages 6-18. Our mission is to inspire girls to be strong, smart and bold. We do this through daily classes and activities designed to provide girls with the skills and resources to help them today and in the future. Major emphasis is on academic support, healthy living and economic independence. We serve around 500 girls annually and have been in existence locally since 1969.

We are writing to show our support for the merger between BB & T and Sun Trust. Organizationally, we have had a banking relationship with BB & T for as long as I can remember. We have enjoyed a wonderful relationship with the employees and leadership of BB & T. The leadership of BB & T is greatly respected throughout the community. Their focus on participation in the community to enrich employees lives as well as the lives of those in need and of course the arts, makes them a community favorite.

We have been the beneficiaries of a great deal of volunteer support and financial investments, allowing us to deepen our ability to fulfill our mission. We, along with all the nonprofits, are hopeful that this will be able to continue once the merger takes place.

We are honored to write a letter of support for this merger that would allow for the creation of America's premier financial institution.

Respectfully,

Tish Correa Osborne  
CEO

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**Chief Executive Officer**

Tish Correa-Osborne

**girls  
inc.**

Inspiring girls  
to be strong,  
smart, and  
bold



**Eike, Kathy**

---

**From:** Rusty Hall <rhall@ymcawaycross.org>  
**Sent:** Wednesday, May 01, 2019 2:04 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Subject:** [External] BB& T Support letter  
**Attachments:** BB & T Support Letter.pdf

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Good afternoon!

On behalf of the YMCA of Waycross, I am submitting a support letter for BB & T Bank in regards to the merger application with SunTrust Bank.

Respectfully,

**Rusty Hall**  
**Executive Director/CEO**

YMCA OF WAYCROSS  
1634 Plant Avenue, Waycross, GA 31501  
(D) 912 548-0611  
(C) 706 840-4609  
(W) [www.ymcawaycross.org](http://www.ymcawaycross.org)

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May 1, 2019

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FOR SOCIAL RESPONSIBILITY**

Karen Leone de Nie  
Vice President Community and Economic Development  
Federal Reserve Bank of Atlanta  
1000 Peachtree Street N.E.  
Atlanta, Georgia, 30309

Dear Ms. Leone de Nie,

On behalf of the Board of Directors and staff, please accept our sincere thanks for BB & T's support of the YMCA of Waycross. We are proud to collaborate with BB & T and are grateful for the bank's continued commitment to our mission.

It is our understanding that BB & T has filed a merger application with the Federal Reserve Board to merge with SunTrust Bank. We are confident this proposed merger will serve to strengthen BB & T's position in our community. The YMCA of Waycross would like to express its support for the proposed merger between BB & T and SunTrust Banks.

BB & T's commitment to supporting our community is strongly evident with their continued financial support of our YMCA, that allows our Y to positively impact hundreds of families in our Anti-Hunger program and Camp Reveille.

The YMCA's Anti-Hunger program aims to eliminate food insecurity in Waycross and Ware County. One in four children in Ware County do not know where their next meal will come from. The YMCA offers a program, Monday-Friday, that provides free cooked meals to all children ages 18 & under at Ware County High School.

Camp Reveille is a one-week, free residential camp for children ages 7-12. The YMCA offers this camp two times each summer with 100 participants each week. The camp costs approximately \$35,000 each year to operate and community funding is our only source of income.

BB & T is strongly aligned with our mission and goals and the YMCA of Waycross supports their merger application.

Respectfully,

Rusty Hall  
CEO/Executive Director



**Eike, Kathy**

---

**From:** Porter, Barbara <Barbara.Porter@BBandT.com>  
**Sent:** Wednesday, May 01, 2019 2:35 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** Long, Marlo; Porter, Barbara  
**Subject:** [External] BB&T/SunTrust MOE  
**Attachments:** Family Scholar House Support 05012019.pdf

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Good afternoon,

Please see attached a letter in support of the BB&T/SunTrust Merger.

Thank you and have a nice afternoon.

Barbara Porter



**Barbara M. Porter**

**BB&T** Commercial Sales Support Leader – KY Region  
[Barbara.porter@BBandT.com](mailto:Barbara.porter@BBandT.com) | Office: (502)614-4242  
Cell: (502) 641-4468

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Gladys and Lewis "Sonny" Bass  
Louisville Scholar House Campus  
Downtown Scholar House Campus  
Stoddard Johnston Scholar House Campus  
Parkland Scholar House Campus  
Frank and Paula Harshaw  
Riverport Scholar House Campus  
April 23, 2019



Gregg T. Cobb, VP  
BB&T Commercial Banking  
401 W. Main Street, Suite 200  
Louisville, KY 40202

Dear Gregg,

We are so pleased to hear of the merger between BB&T and Suntrust and are excited about what this combined entity will bring to our Louisville community. I want to let you know that we fully support this merger and believe that it will be good for the associates and clients both.

We deeply appreciate and greatly value our relationship with BB&T, who has been an important collaborative partner with us in our mission to end the cycle of poverty and transform our community by empowering families and youth to succeed in education and achieve life-long self-sufficiency. As a non-profit organization, we rely heavily on the support of community businesses and individuals to achieve our mission. To date, we have celebrated 455 college degrees earned, with another 55 to be conferred next month. In 2018, we served a total of 3,962 families with 5,179 children, 455 young adults formerly in foster care, and 112 senior adults. We did all this with a very small staff of 18 employees and 1,976 volunteers.

In addition to our banking relationship, BB&T employees have been dedicated and consistent volunteers for many years with Family Scholar House, including through Lighthouse Project, board participation, fundraising events, and many other volunteer opportunities. Through Lighthouse Project, BB&T employees have constructed development boxes for families with children ages 0 to 5, created mindfulness calming bottles for parents to use with children ages 4 and up, refurbished the children's development playroom at our main campus to focus on STEAM education, provided and planted for our herb and vegetable gardens, and many other important projects. In summary, they have consistently supported the development needs of our youngest scholars so that they may grow into their future selves successfully.

We wish you all the best in this new venture and look forward to continuing our relationship with BB&T and to increasing our partnership with this merger.

Sincerely,

A handwritten signature in black ink, appearing to read "Kellie Johnston", written over a white background.

Kellie A. Johnston  
Director of Mission Advancement

*Changing lives, families and communities through education.*

**Eike, Kathy**

---

**From:** Brass, Matt <Matt.Brass@senate.ga.gov>  
**Sent:** Wednesday, May 01, 2019 2:46 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T and SunTrust Bank Merger

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To whom it may concern:

BB&T and SunTrust both have long histories of being great community supporters. Prior to my time as a Georgia State Senator, I served as a field representative and chief of staff to retired Congressman Lynn Westmoreland (GA-3). My time in each of these roles have allowed me to travel the state and see the large investments both entities are making in each and every community they serve.

Locally in Coweta County, BB&T has been a great community partner for many years. Garnet Reynolds, the current local president, and all of his predecessors have been staples in our local community for decades. Each president has given their time, talents, and finances as individuals and as representatives of BB&T. All have served and continue to serve on local non-profit boards, Chambers of Commerce boards, etc...

I look forward to a smooth transition of these two great community partners so that they may continue to give back to the people that help them maintain success. If I can provide any other information, please feel free to contact me via email or at the number listed below.

Matt Brass (GA-28)  
GA State Senator  
770-265-6100

**Eike, Kathy**

---

**From:** Mark Wilkin <Mark.Wilkin@andesaservices.com>  
**Sent:** Wednesday, May 01, 2019 2:49 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Cc:** Mark Wilkin  
**Subject:** [External] BBT / SunTrust Merger

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To Whom it May Concern:

Andesa Services is the leading provider of integrated, cloud-based solutions for life insurance and annuity carriers and providers.

BB&T provides the necessary working capital to assist with day-to-day operations as well as financing for shareholder buy-outs that have resulted in an economic lift for our employees and community. Andesa has grown its employee count over 50% in the past ten years, and BB&T has played a role in this growth.

I support the merger and believe the combined entity will be good for the community and our employees.

Thanks,

**Mark Wilkin, CPA**  
CFO & Business Development Executive  
Direct: 610.841.5574 | [mark.wilkin@andesaservices.com](mailto:mark.wilkin@andesaservices.com)  
[LinkedIn](#)

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**Eike, Kathy**

---

**From:** Katerina Taylor <KTaylor@dekalbchamber.org>  
**Sent:** Wednesday, May 01, 2019 2:59 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Cc:** Katerina Taylor  
**Subject:** [External] RE: BB&T and SunTrust Bank Merger.  
**Attachments:** BB&T and SunTrust Merger Letter of Support by DeKalb Chamber of Commerce.pdf

**Importance:** High

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Please see attached our letter of support for this historical merger.

I welcome any and all questions regarding our support.

Best

**Katerina "Kat" Taylor**  
President and CEO  
[ktaylor@dekalbchamber.org](mailto:ktaylor@dekalbchamber.org) | [www.dekalbchamber.org](http://www.dekalbchamber.org)



**DeKalb Chamber of Commerce** | Two Decatur Town Center | 125 Clairemont Avenue, Suite 235 | Decatur, GA 30030  
Main: 404.378.8000 | Fax: 404.378.3397 | Cell: 404.883.5373



April 30, 2019



Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

**RE: The Merger of BB&T and SunTrust Bank**

It is with great enthusiasm that the DeKalb Chamber of Commerce provides this letter of support for the new partnership between BB&T and SunTrust Bank. Our Chamber's mission is to be the catalyst that attracts supports and advances business interest in DeKalb County, Georgia. We are Georgia's 4<sup>th</sup> largest county and home to several national corporate headquarters.

Both organizations have provided strong leadership to our county and business community, and have solidified their brands amongst our board members and peers. As collaborative partners, committed to the community and economic development, BB&T and SunTrust Bank have played a key role to our success as an organization. They help strengthen our mission, and educate business members on ways they can grow their financial footprint. BB&T proudly serves on our Board of Directors, helping to guide fiscal conversations as well as partnering with us to prepare small businesses for growth.

This unprecedented partnership is historical and could mean more impactful benefits to our business members and community at large. It could also serve as a model for future business deals and as a guide in how the Chamber engages with corporate partners in the future.

We look forward to the official name change and what will emerge in 2020. We are grateful for the past support and are encouraged by the continued support. Should there be any questions or further need to converse about thoughts around our support of this new merger, we gladly look forward to it.

Yours in Business and Partnership,

A handwritten signature in black ink, appearing to read "Katerina Taylor".

Katerina Taylor  
President and CEO  
DeKalb Chamber of Commerce

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125 Clairemont Avenue  
Suite 235  
Decatur, GA 30030

**Phone**  
404.378.8000  
**Fax**  
404.378.3997  
**Web**  
dekalbchamber.org

**Eike, Kathy**

---

**From:** Robert Dickey <rdickey@dickeyfarms.com>  
**Sent:** Wednesday, May 01, 2019 3:02 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Comments on the SunTrust/BBT merger  
**Attachments:** Merger Letter.pdf

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Please find my letter of support for the merger attached.

If you have any questions, please let me know.

Sincerely,

Robert Dickey

**Dickey Farms, Inc.**  
**P.O. Box 10**  
**3440 Musella Road**  
**Musella, Georgia 31066**  
**478-836-4362**





April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Dear Sir or Madam:

I would like to express my full agreement and support for the merger of SunTrust Bank and BB&T. My family and I have been long time stock holders and customers of both banks. They are both well run financial institutions and supportive of the needs of their customers, stockholders, employees and community.

Our farm is especially appreciative of SunTrust's support of the agriculture community. Not every financial institution strives to understand the needs and concerns of farming and agribusiness.

SunTrust Bank, Middle Georgia has also been a true advocate and supporter of various non-profit organizations and schools. Their employees are counted on as great volunteers, fundraisers and team leaders as well as readers for the Macon-Bibb school system literacy program.

We would like to encourage the support of this merger and feel this union will only enhance the banking opportunities for the citizens in Middle Georgia, the state of Georgia and beyond.

Sincerely,

Robert L. Dickey, III  
Fourth generation peach grower  
Dickey Farms, Inc.

*Growers and Packers of Georgia Peaches for more than 100 years*

P.O. Box 10, 3440 Old Hwy 341, Musella, Georgia 31066 • phone (478) 836-4362 • fax (478) 836-2966  
peaches@dickeyfarms.com • www.dickeyfarms.com



**Eike, Kathy**

---

**From:** Samuel Gude <sam.gude@gmgcpm.com>  
**Sent:** Wednesday, May 01, 2019 3:31 PM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Subject:** [External] Fwd:

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To Interested Parties,

This letter will serve as my support of the BB&T/SunTrust merger. BB&T and SunTrust have been strong partners and advocates for small businesses and communities in the State of Georgia.

Gude Management Group ( GMG ) is a construction management and engineering firm located in Atlanta, Georgia. We are a small business with 45 employees. We are also a proud client of both BB&T and SunTrust. We have a line of credit with BB&T and had a line of credit with SunTrust in the past. We currently have active checking accounts with both organizations. We can say unequivocally both organizations are very professional and supportive of small businesses.

I have also served on a number of boards with BB&T executives and SunTrust executives. Most notably the Georgia Chamber of Commerce Board of Governors. I was fortunate to have the privilege of serving on the Chamber's Board of Governors with Brant Standridge of BB&T. Brant showed great leadership on the executive committee.

I can tell you without a doubt, as Georgia's economy continues to grow and diversify, BB&T and SunTrust will continue to play major roles and be very effective in helping sustain small businesses and the community at large.

--

Samuel L. Gude III  
Chief Executive Officer  
Gude Management Group

**Eike, Kathy**

---

**From:** Misti Whitman <misti@citrinandwhitman.com>  
**Sent:** Wednesday, May 01, 2019 3:49 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Merger of BB&T and SunTrust  
**Attachments:** LETTER(1).pdf

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Please find attached a copy of the letter that was mailed today.

**WE HAVE MOVED! OUR NEW OFFICE IS LOCATED AT 22 WINSTON STREET, THOMASVILLE, NC 27360.**

**Misti Boles Whitman**  
Attorney at Law  
**Citrin & Whitman, P.A.**  
22 Winston Street  
P.O. Box 966  
Thomasville, NC 27361  
Phone (336) 476-3158  
Fax (336) 476-4503

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ATTORNEYS AND COUNSELORS AT LAW

Misti Boles Whitman

Josephine L. Citrin  
(retired 2012)

P.O. Box 966 • 22 Winston Street  
Thomasville, North Carolina 27361-0966  
citrinandwhitman.com

Telephone  
(336) 476-3158

Facsimile  
(336) 476-4503

April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Re: Merger of Branch Banking and Trust Company and SunTrust Bank

To whom it may concern:

I am writing this letter to express my support of the merger of Branch Banking and Trust Company, hereinafter referred to as "BB&T", and SunTrust Bank, hereinafter referred to as "SunTrust". I believe that this merger will bring two solid banking organizations together and allow them to complement each other in a dynamic way that will greatly benefit both the individuals in our community as well as our corporate community.

I am the principal of this law firm and have been in practice since 2002. My practice is concentrated in the areas of residential and commercial real estate, corporate work including mergers and acquisitions, non-profits and estate planning and administration. In addition to my law practice, I am a real estate investor as well as a principal of a private equity group.

I am also heavily involved with the non-profit community serving or having served Habitat for Humanity, Hospice of Davidson County, Thomasville Medical Center Foundation, Davidson County Community College Foundation and Thomasville Chamber of Commerce. For the past decade, our firm has orchestrated Meals on Wheels of Thomasville. This program feeds approximately 85 members of our community every weekday.

Additionally, and most importantly, I am deeply involved in our religious community. I am still a very active member of my childhood community church. Our church is well connected with the community through its various community outreach programs.

I offer this introduction to help you understand that I am involved and connected with all segments of our community and that I feel that I can opine as to the impact of this merger across our community.

As an attorney, I have the opportunity to work with almost all banks and financial institutions in one form or another, either personally, through my estate work, non-profit work, or through lending for clients or me personally. My relationship with BB&T extends to my law school days when I opened an individual deposit account. Since beginning practice, my relationship has

grown exponentially. George Miller has been my relationship manager since he arrived in Thomasville. George is a stellar example of BB&T's community banking model in action. Amanda Laws now handles the majority of my personal lending transactions. Amanda is extremely knowledgeable regarding all services that BB&T offers and exceeds expectations on a daily basis. There is not a question that I have posed to which she has not provided a solution.

George invited me to become a member of BB&T's local advisory board. This is an offer that has been extended to me by other institutions in the past. I have always respectfully declined. However, I graciously accepted George's invitation as BB&T is a community bank and I am proud to be a part of that. Having worked with George and his team, BB&T has been a blessing to me personally and more importantly to our community. BB&T, while profitable, is motivated to give back to the community. It is invested in the growth and well being of the local communities, recognizing that true, sustainable economic growth begins locally.

Though I believe BB&T is a pillar of strength in the banking world, there are always improvements to be made. The merger with SunTrust will provide those improvements. SunTrust is lacking the community banking model and will benefit beyond measure from the ability to utilize BB&T's proven method of relationship banking. However, SunTrust excels at its corporate banking structure and abilities. It has a strong treasury services department with a technical platform that exceeds the performance of BB&T's current platform. I believe that adopting the accelerated technology that SunTrust has created will benefit BB&T's small business and commercial clients in phenomenal way. Additionally, SunTrust offers commercial solutions that may not be readily available in our community.

I feel strongly that this merger is a positive move. It will give each entity the "best of each other". But more importantly, it will expand the options and services available to the citizens of our community. We as a community are not losing anything but we are gaining great opportunity. If you would like to discuss this matter further, please do not hesitate to contact me.

Very truly yours,



Misti Boles Whitman  
Attorney at Law

cc: FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

**Eike, Kathy**

---

**From:** Ralph G. Lightner, CPA/ABV/CGMA <RLightner@knottrealty.com>  
**Sent:** Wednesday, May 01, 2019 3:54 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] BB&T and SunTrust merger

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To whom it may concern,

Our company, a real estate developer with property holdings mainly in Maryland and Florida, has had a banking and lending relationship with BB&T since 2012. We have worked with a number of individuals at the bank, but our primary contact is Joseph Fleury out of the Hunt Valley office. BB&T has been instrumental in assisting us with both construction and long-term financing for a number of our projects. They have been attentive to our business needs and we greatly value the relationship as a financing and banking partner. Our business relationship with BB&T has helped us continue our growth and has enabled us to provide places of business for our many tenants.

I believe that the merger between BB&T and SunTrust can only help us in the future by giving us access to additional resources in both our current and future markets. We fully support the transaction and look forward to continuing our relationship with the bank.

Sincerely,

**Ralph G. Lightner, CPA/ABV/CGMA**  
Chief Operating Officer / Chief Financial Officer



Knott Realty Group  
One Texas Station Court, Suite 200  
Timonium, Maryland 21093  
**DIRECT** 443.689.8029 | **MOBILE** 410.365.8644  
[www.knottrealty.com](http://www.knottrealty.com)

**Eike, Kathy**

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**From:** Mike Eatmon <mike@ourtownproperties.com>  
**Sent:** Wednesday, May 01, 2019 4:10 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T/SunTrust Merger

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To Whom It May Concern:

The relationship I have with BB&T dates back to the late eighties. As a young entrepreneur just beginning my adult professional career, I knew the importance of having strong reliable banking partners. As not to have all my eggs in one basket, I did have relationships with more than one bank with BB&T being one of them. Now some thirty years later, I am proud to state that BB&T has the bulk of both my lending business as well as my banking deposit business.

I have worked with local Presidents, all the way down the food chain to the tellers and everyone in between. BB&T has always handled my interest with professionalism and integrity. I have never felt as though I were simply a number or "just another client". I opened my business accounts with BB&T when I was opening a franchise I created years ago with locations across eastern North Carolina. In the early years, I got multiple car loans for my children to help establish credit for them. I have purchased investment properties using the investor lending tools offered by BB&T as well as opened lines of credit using my investments as collateral. I have access to a personal banker at all times as well as direct access to the local President when I need to discuss new ventures which require banking capital. Most recently, BB&T assisted me with the financing for one of my latest but largest single monetary ventures to date which is a state of the art mini storage facility with nearly 600 units.

Over the years, some of the representatives have changed roles and moved up or to other regions as their careers progressed, but during all those employee transitions I have never felt slighted or left behind. I have always been reached out to by my representatives who were in transition to introduce me to the new team members who would be available to me should I have any banking needs.

Quite simply stated, my personal experience with BB&T has been outstanding. Operating since 1872 with increasing dividends for more years than I can state, BB&T has obviously doing something the right way. Many have considered BB&T a conservative bank over the years. I think that philosophy for doing business has served them, their investors and their clients well. Treating people the way you want to be treating will always increase your odds of success.

I am certain that BB&T has put in the same due diligence with the pending merger with SunTrust that they have applied to all their growth strategies and acquisitions over the years. The marketplace will be the beneficiary of the hard work both BB&T and SunTrust have invested in considering and planning their union.

Wilson is both my home and of course the home of BB&T. While a new course is embarking for the furtherance of the success of both BB&T and SunTrust Bank, I have the utmost confidence, based on past experience, that I will continue to receive the five star service I have always received from the "new" BB&T/SunTrust banking institution. I am grateful that BB&T has always maintained a continual demand for excellence married with integrity.



**Mike Eatmon, President/Owner, TOP  
Producer, EcoBroker, ASP  
Our Town Properties, Inc.  
3301 Nash Street North Suite E  
Wilson, NC 27896  
Phone: 252.243.7700  
[mike@ourtownproperties.com](mailto:mike@ourtownproperties.com)  
[www.ourtownproperties.com](http://www.ourtownproperties.com)**

**Eike, Kathy**

---

**From:** hoffmanmeat@aol.com  
**Sent:** Wednesday, May 01, 2019 4:18 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Merger

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Federal Reserve Bank of Richmond  
PO Box 27622  
Richmond, VA 23261

To Whom It May Concern,

I have been associated with BB&T bank since their acquisition of Susquehanna Bank. BB&T has handled financing for housing projects in which I am a partner and their approach to our needs was one of extreme professionalism in that they were eager to assist and made valuable suggestions in our effort to move forward. The integrity of BB&T's staff is second to none and makes me, as a customer, have a very high level of comfort in my interactions and dealings with the bank.

I truly believe the merger would be good for the community, as well as, our many businesses. It should be noted that their interest in making the community a better place to live is quite evident in all they do for the community throughout the year.

Sincerely Yours,

Donald L. Hoffman

Home address  




**Eike, Kathy**

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**From:** Leone de Nie, Karen on behalf of ATL CED Shared Mailbox  
**Sent:** Wednesday, May 01, 2019 4:35 PM  
**To:** Eike, Kathy  
**Subject:** FW: testify, BB&T and SunTrust, May 3rd

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Written comment.

**From:** Kwaku George <KCGeorge@ndconline.org>  
**Sent:** Monday, April 22, 2019 11:47 AM  
**To:** ATL CED Shared Mailbox <AtlFedComDev@atl.frb.org>  
**Subject:** [External] testify, BB&T and SunTrust, May 3rd

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To Whom It May Concern,

My firm is supportive of the merger and has for over 50 years been involved in community, economic and real estate development as a nonprofit. [www.ndconline.org](http://www.ndconline.org)

BB&T and SunTrust have been immensely important partners for the National Development Council (NDC) over the past decade. NDC's mission is to insure that low-income individuals and communities have access to the resources they need to thrive and advance. It is not an overstatement to say that without their support there are many communities in their assessment areas that would have been unserved or underserved as it relates to community development financing tools. Both institutions have supported our efforts through grants, loans and investments.

Please confirm.

**KC George**  
Director, East – Southeast Team  
(917) 846-6240 | [kcgeorge@ndconline.org](mailto:kcgeorge@ndconline.org)  
[www.ndconline.org](http://www.ndconline.org)



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**Eike, Kathy**

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**From:** John Lillybridge <JLillybridge@fairviewcommunityhealth.org>  
**Sent:** Wednesday, May 01, 2019 5:11 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T Letter of Support  
**Attachments:** BBT FRB.pdf

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Attached, please find our letter of support for the BB&T and Sun Trust merger.

John T. Lillybridge, Jr.  
Chief Financial Officer  
Fairview Community Health Center  
615 7<sup>th</sup> Avenue  
Bowling Green, KY 42101  
270.393.9426  
[jlillybridge@fairviewcommunityhealth.org](mailto:jlillybridge@fairviewcommunityhealth.org)

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615 7th Avenue Bowling Green KY 42102 PO Box 1177 Phone: 270.783.3573 Fax: 270.783.4081

May 1, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

The purpose of this letter is to give our comment of support to the upcoming merger between BB&T and Sun Trust. We were excited to hear the news of the merger.

We have been a customer of BB&T since early in 2018. Fairview Community Health Center provides health care to underserved populations in Butler, Edmonson, and Warren Counties, in Kentucky. We have provided medical services to the underserved populations as a 330-funded agency since 2001. With 18 years of service to our target population, FCHC is known throughout the community as the high quality source of safety net care.

The target population for FCHC includes those living at or below 200% of the Federal Poverty Level (FPL), as well as the uninsured and underinsured. Recent census data indicate that 40.2% of the service area population is living at or below 200% of the FPL.

The target population has many documented health disparities, including: low preventive screening rates (Pap testing, mammography, prostate cancer and colorectal cancer screening); high low birth weight and teen birth rates; high rates of chronic disease (asthma, diabetes, cardiovascular disease and COPD); high rates of lung cancer; high rates of STDs; and high rates of mental health/substance abuse issues. The target population also has higher rates of smoking, obesity, and lack of physical activity than the general population. FCHC's service delivery plan includes addressing the most pressing health care needs of the target population.

As demand for our services continue to grow, we realized that our existing facilities would no longer be adequate, or provide room for growth.

BB&T was the first financial institution to respond to our need. From our first meeting, it was clear that we had found the right bank to partner with. BB&T assisted us by providing the necessary construction financing for our capital project, that has resulted in an economic lift for our community. Our \$10.2 Million Dollar project is near completion, and we are all excited to move into our new building later this month! We look forward to expanding and serving even more of the underserved population in South Central Kentucky.

We support the merger and believe that the combined entity will be good for our community!

Respectfully submitted

A handwritten signature in black ink, appearing to read "John Lillybridge".

John Lillybridge  
Finance Director, CFO

**Eike, Kathy**

---

**From:** Annette Lewis <Annette.Lewis@tapinto hope.org>  
**Sent:** Wednesday, May 01, 2019 5:16 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Merger of BBT & SunTrust  
**Attachments:** SunTrust and BBT Merger Letter.pdf

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Please see the attached letter.

Thanks,

Annette Lewis  
President & CEO  
Total Action for Progress (TAP)  
P. O. Box 2868  
302 2<sup>nd</sup> St., S. W.  
Roanoke, VA 24001  
540-283-4818 (office)  
540-353-3198 (mobile)  
540-777-4832 (fax)  
[annette.lewis@tapinto hope.org](mailto:annette.lewis@tapinto hope.org)  
[www.tapinto hope.org](http://www.tapinto hope.org)



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# Total Action tap For Progress

into hope

May 1, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Dear Federal Reserve Representative:

This letter is in reference to and support of the merger between SunTrust and BB&T.

Total Action for Progress is a 54-year old community action agency that also created a Community Development Financial Institution. We provide over 25 opportunities for individuals and families to achieve economic and personal independence through education, employment, economic development, affordable housing and safe and healthy environments.

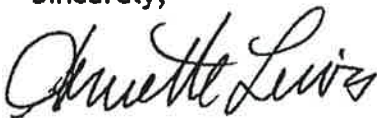
Though TAP is the designated community action agency for 11 jurisdictions in the Commonwealth of Virginia, its services expand to areas across the Commonwealth. We have been pleased to work with both SunTrust and BB&T. Additionally, our agency's banking needs are met by BB&T and 401K retirement plan is handled by SunTrust.

TAP looks forward to working with the new bank and is excited that the merger application indicates that the new bank will not diminish the combined CRA activity levels of both banks. It is our hope that the merger will not result in job losses. Our community is already suffering from a decline in major employers in our region which is harmful to our economy. We also hope that the new bank will ensure that all aspects of the agreement are designed in a way to intentionally increase wealth and economic opportunity for people of color, and decrease the racial wealth gap.

We would like to see the new bank develop a referral relationship with CDFI's that can assist business owners and get them ready for traditional financing. Participating in New Market as well as Low Income Housing Tax Credits will be very beneficial.

Thank you for the opportunity to comment. We hope the merger will be overall positive for the community.

Sincerely,



Annette Lewis  
President & CEO

Helping individuals and families achieve economic and personal independence through education, employment, affordable housing, and safe and healthy environments.

Mailing Address: 302 2<sup>nd</sup> Street, SW, Roanoke, Virginia 24011  
Phone Number: 540.777.HOPE



**From:** Stephanie A. Walker Stradford <ceo@youthusa.net>  
**Sent:** Friday, April 26, 2019 7:09 AM  
**To:** Lisa Joire <lisa.joire@frb.gov>  
**Cc:** Eric Stradford <cio@YouthUSA.net>  
**Subject:** Trusted Branding for BB&T Acquisition of SunTrust

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Lisa

Eric and I are truly grateful for the time we shared yesterday at the Federal Reserve Bank of Richmond. We started out our day with an assumption that the merger between our current bank, SunTrust, and our former bank, BB&T, could produce an appropriate brand for the sixth largest bank in the United States. After hearing from good people, ON BOTH SIDES, we are still awaiting a report on \$533 million in New Market Tax Credits (NMTC) and a trustworthy commitment to engage beneficiaries of a \$100-million trust in helping children in low-income American families grow up less poor.

We've published some facts and findings and would like to submit for public consumption an appropriate brand for unprecedented trust at an unprecedented time of mistrust. As Dr. Martin Luther King, Jr. wrote in his last book, *Where Do We Go from Here*, will this merger perpetuate chaos or community?

Please consider our nomination for the brand VBandT in the interest of our nation's Economic Security.

YouthUSA Statement of Concern

**Eike, Kathy**

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**From:** Michael Winckler <mwinckler@goodwillsega.org>  
**Sent:** Wednesday, May 01, 2019 5:23 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Suntrust BB&T Merger Comments

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To: Federal Reserve Bank, Richmond

I am writing to you today regarding the proposed merger of Suntrust Bank and BB&T. Our organization has banked with both institutions for the past several years for different, but equally important, purposes. As I have read the news articles and reviewed the facts of the merger, it is clear to me that this is a merger I can support. We do not believe that the merger will impact our commercial relationship, but in fact, see opportunities for greater support and resources from the combined entity. As an individual that has personally banked with BB& for over 19 years, I believe that this merger will increase the value proposition through increased ATM and branch network access.

For the reasons stated above I am in favor of the proposed merger.

Sincerely,

Michael Winckler



**Michael J Winckler**  
**President and CEO**  
**Goodwill Southeast Georgia**

7220 Sallie Mood Drive, Savannah, GA 31406  
O: 912.354.6611 M: 912.755.9518

[GoodwillSEGA.org](http://GoodwillSEGA.org)

*We train people to work – because jobs change lives.*



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 Green and Getting Greener Since 1902: Do you really need to print this email?

**Eike, Kathy**

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**From:** Leone de Nie, Karen on behalf of ATL CED Shared Mailbox  
**Sent:** Wednesday, May 01, 2019 5:42 PM  
**To:** Eike, Kathy  
**Subject:** FW: BB&T/Sun Trust merger

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Written comment.

**From:** Paul Turney <Paul.Turney@bvahc.org>  
**Sent:** Tuesday, April 30, 2019 5:03 PM  
**To:** ATL CED Shared Mailbox <AtIFedComDev@atl.frb.org>  
**Subject:** [External] BB&T/Sun Trust merger

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To the Atlanta Federal Reserve  
Community Development Division:

I wanted to share with you that Branch Bank and Trust (BB&T) has been very involved and supportive of our community development efforts both locally and across the Great State of Texas. Starting when they acquired the Citi Bank retail banking assets in Texas, BB&T has been proactive in stepping up to support our efforts by sponsoring community development conferences at the State level and providing scholarships to attend conferences at the national level. Their community development staff stay engaged at the local state and regional level by serving on local and statewide boards and soliciting applications for equity like investments in our nonprofit community development corporations and community development financial institutions (CDFI's).

At our local level, here in the Brazos Valley, BB&T has provided an interim construction line of credit to assist our local regional planning council with the placement of fiber optic broadband infrastructure. Connecting our rural medical, education, and local government institutions to high speed internet that would otherwise not be available at affordable pricing. Don Burback of BB&T serves on the Board of Directors of both the Brazos Valley Affordable Housing Corporation which currently develops affordable single family housing and the Brazos Valley CDC, Inc, our CDFI which was created to provide affordable consumer lending to market targeted by predatory lenders. Mr. Burback has been a longtime supporter of our local efforts and is an asset to the community.

At the State level, both Mr. Burback and Mark Nerio of BB&T have been long time staunch supporters of the community development efforts. Serving on the Board of the Texas Association of Community Development Corporations (TACDC) Texas Association of Local Housing Finance Agencies (TALHFA) and serving on committees as a member of RAISE Texas (Resources, Assets, Investments, Savings, Education) I have had the opportunity to observe both individuals represent BB&T's commitment to serving the community development interests within BB&T's markets.

In closing I'd just like to say, an organization is only as affective as it's associates are committed, and I don't know if BB&T or Sun Trust could find a find a better pair of associates to represent their corporate community development



interest in Texas. These two have done a great job and should get a bigger budget to work with as a result of this merger. We'll be sure to help them put it to good use here in Texas.

Respectfully;

Paul Turney  
Executive Vice President  
Brazos Valley Affordable Housing Corp./  
President, Brazos Valley CDC, Inc.  
4001 E 29th St., Ste. 180  
PO Drawer 4128  
Bryan, TX 77805-4128  
979-595-2809 ext 5 office  
979-595-2816 fax  
979-777-1915 cell  
[pturney@bvahc.org](mailto:pturney@bvahc.org)  
[www.bvahc.org](http://www.bvahc.org)  
NMLS#255501

**Eike, Kathy**

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**From:** Jonathan Zur <jzur@inclusiveva.org>  
**Sent:** Wednesday, May 01, 2019 6:13 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Letter of Support for SunTrust  
**Attachments:** SunTrust support letter - VCIC.pdf

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Greetings,

Please see the attached letter of support for SunTrust as you consider their proposed merger with BB&T.

Sincerely,  
Jonathan



**Jonathan C. Zur**  
*President & CEO*  
Virginia Center for Inclusive Communities  
5511 Staples Mill Road, Suite 202  
Richmond, VA 23228  
Ph: (804) 515-7950 | Fax: (804) 515-7177  
<http://www.inclusiveVA.org>  
[Facebook](#) | [Instagram](#) | [Twitter](#) | [YouTube](#)

***\*Achieving Success through Inclusion\****

*The Virginia Center for Inclusive Communities works with schools, businesses, and communities to achieve success through inclusion.*



VIRGINIA CENTER FOR  
**INCLUSIVE  
COMMUNITIES**

5511 Staples Mill Road, Suite 202  
Richmond, VA 23228  
p•804-515-7950  
f•804-515-7177  
contact@inclusiveVA.org  
www.inclusiveVA.org

May 1, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261  
Via email: [comments.applications@rich.frb.org](mailto:comments.applications@rich.frb.org)

To Whom It May Concern:

Thank you for this opportunity to provide the following comments in support of the work that SunTrust Bank is doing with nonprofits in the Commonwealth of Virginia, as you consider their proposed merger with BB&T.

The Virginia Center for Inclusive Communities is a nonprofit 501c3 organization, dedicated to helping schools, businesses, and communities across the Commonwealth of Virginia achieve success through inclusion. We provide over 400 workshops, trainings, and retreats each year, educating over 22,000 Virginians annually on issues of prejudice, bias, and discrimination.

SunTrust Bank has been an important and longstanding partner and supporter of VCIC's mission and work. Representatives from SunTrust's diversity and inclusion offices, and commercial banking executives serve on VCIC's local chapter advisory groups. In this role, they provide essential local community connections, guidance, and support to our program team and our organization as a whole. Additionally, SunTrust has been a generous funder of VCIC's program work, supporting and attending our Humanitarian Awards Dinners across the Commonwealth for almost 35 years now. Finally, SunTrust Bank departments and employees are also valued participants in VCIC's training and education efforts, actively participating in programs such as our annual Workplace Inclusion Network, and volunteering for many of our programs providing anti-bias and anti-bullying education to middle school and high school age youth.

VCIC deeply values and appreciates the way that SunTrust Bank has demonstrated a deep organizational commitment to supporting diversity and inclusion – and the nonprofit organizations that advance respect and tolerance – across our Commonwealth. We look forward to continuing our strong partnership with SunTrust employees and offices through their merger with BB&T and beyond.

I welcome you to contact me for further comment or with any questions regarding this letter. I can be reached directly at [jjzur@inclusiveVA.org](mailto:jjzur@inclusiveVA.org), or by calling 804-515-7950.

Sincerely,



Jonathan C. Zur  
President & CEO

ACHIEVING SUCCESS THROUGH INCLUSION.

The Virginia Center for Inclusive Communities works with schools, businesses, and communities to achieve success through inclusion.

**Eike, Kathy**

---

**From:** Chiquita Board <boardllc@comcast.net>  
**Sent:** Wednesday, May 01, 2019 11:30 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Written Comment for SunTrust Merger  
**Attachments:** Letter of Support\_May.doc

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May 1, 2019

Please find the attached written letter of support for the SunTrust merger.

Thank you,

Chiquita Board

Speaker, Presenter, Entrepreneur

512-269-8412

And one of the most beautiful days in the World is TODAY...if you make it so.

May 1, 2019

Federal Reserve Bank of Richmond  
P. O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

SunTrust Bank has been an active stakeholder for the unbanked and underbanked for many years. In September 2001, we were a small collaborative work group seeking to address the growing number of unbanked consumers in Atlanta. At the time, there were over 10 million un-banked consumers in the U.S. Additionally, data showed over 11,000 neighborhoods financial services centers (Check Cashiers) cashing approximately 180 million checks annually, generating roughly \$55 billion in fees as reported by the Atlanta Federal Reserve Bank.

SunTrust Bank joined the DeKalb First Accounts Project (DFAP) initiative providing FDIC's Money Smart curriculum and graduates with a certificate that enabled them to open an account with approved branches in the Atlanta market. In May 2002, the DFAP was selected as one of 15 nationwide First Accounts projects to sustain its financial education initiative serving low to moderate-income unbanked consumers. In January 2003, a full agreement letter was issued by the US Department of Treasury awarding the project \$271,000 for a two-year program to reach 330 unbanked consumers, deliver financial education, and banking partners (i.e., SunTrust Bank) opened insured mainstream banking accounts for graduates.

DeKalb County Cooperative Extension Service was grant writer for the project and lead agency to convene partners. SunTrust Bank appointed Lynette Bell Ndiaye, Community Reinvestment Officer, to the working collaborative. She attended partner meetings, provided banking resources to facilitate workshops, authorized approved branches to open accounts, hosted two Get Checking summits at the 25 Park Plaza location for consumers, co-presented with the Lead Educator in NYC to share best practices with national leaders, and provided financial support to sustain the model when US Treasury funding expired December 31, 2005. The program surpassed our 330 goal and opened 500+ accounts.

In 2005, the DeKalb County Cooperative Extension Service Lead Educator applied for the Get Checking license for the Georgia market to sustain our mission. The application was approved. The collaboration started the Get Checking program (a six-hour financial education program) which had an overwhelming success rate and helped over 10,200 consumers develop how to use banking services effectively and become new deposit account holders. The program was available in 102 markets across 21 states with 64 community and educational organizations teaching the curriculum. In 2006, SunTrust Bank signed the Financial Institution Educator Agreement approving all markets to participate in the Get Checking program.



Again, working very closely with Lynette Bell Ndiaye, she vetted this model and gained approval of market leadership to deepen our relationship to scale the model throughout their footprint, provided access for second chance banking products, engaged her CRA counterparts staff across SunTrust's footprint, hosted in-branch educational workshops for consumers, FSRs attended numerous workshops to answer banking related questions regarding ChexSystems balances, fees, and available to open second chance accounts on-site. By adding the SunTrust Bank footprint (GA, TN, FL, Carolinas, and Mid-Atlantic), the national model was able to increase its active financial institution network to 202 for consumers participating in the Get Checking program. Essentially, this was the equivalent of more than 4,700 branches across the U.S. offering checking and savings accounts to Get Checking graduates.

In year one, Georgia educated **700** consumers, banked 61% of program graduates, and received the Get Checking National Award of Excellence! The Get Checking collaborative activities and success garnered the addition of seven additional financial institutions. Get Checking was a vital tool for people who never banked, were formerly banked and under-banked. The partners makeup included AAA Straightforward, Atlanta Metropolitan Black Chamber of Commerce, DeKalb Workforce Development Department, D&E Group, DeKalb Extension Service, Pinnacle Financial Services, United Way of Metropolitan Atlanta, Federal Reserve Bank of Atlanta, Federal Deposit Insurance Corporation, Best Bank, BOND Federal Credit Union, Citizens Trust Bank, Decatur First Bank, **SunTrust Bank**, Wachovia and Washington Mutual Banks. In year two, Georgia reached 903 consumers (822 with ChexSystems records, 81 non-ChexSystems). In year three, 1,317 graduates (1,315 ChexSystems records, 2 non-ChexSystems)

Without the Get Checking™ program being available to individuals in ChexSystems, they would have remained without access to financial account services for **five** (5) years while costing them each on an annual average of \$2,000. Our ROI impact highlighted below shows the real returns and savings to consumers in year one below:

Year One: 700 graduates x \$400 avg = \$280,000.00  
\$280,000.00 saved by consumers from check cashing alone.

Comments from the regulatory partners during the program were shared by **Sibyl Howell**, Regional Community Development Manager, Federal Reserve Bank of Atlanta, "The Federal Reserve Bank of Atlanta partners with a host of financial education and asset building initiatives that provide mainstream banking and financial services to low and moderate-income families. Get Checking is a valuable tool in providing financial education to a special niche of consumers who seek to open or restore a banking relationship."



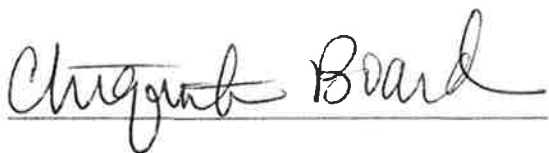
**Thomas Stokes**, Federal Deposit Insurance Corporation, “Get Checking addresses the consumer’s need for education on managing a checking account while allowing financial institutions the opportunity to connect with those who are self-banked and vulnerable to predatory alternative financial services. FDIC has had a long relationship with the DeKalb First Accounts collaborative, dating back to 2001. When Get Checking was added to that network last year to reach a portion of the self-banked market it was well received because of the established partnership of service providers and financial institutions. We celebrate the continuing success of the collaborative and our lead educator as the national education director.”

SunTrust Bank and Get Checking Inc. for Georgia would continue a professional relationship for an additional seven (7) years. In 2012, SunTrust Bank partnered with the United Way of Metro Atlanta Financial Capability Network (FCN) initiative providing financial coaches from the bank to coach participants. Christina Critzer, SVP, Enterprise Shared Services and Lynette Bell coordinated a lunch and learn for employees to attend the 2.0-hour training to become ready to provide financial coaching to LMI families. The training was held at SunTrust October 23, 2015 with 99 employees in attendance.

SunTrust Bank has been generous with its human resource capacity and awarding philanthropic dollars to initiatives serving the unbanked. I support the merged SunTrust/BB&T and the continued success for innovation, product development, expanded small dollar loans in its lending portfolio for LMI audiences, and the SunTrust Foundation investing grant dollars for Community Reinvestment Act consideration opportunities.

Please feel free to contact me with any further questions.

Respectfully,

  
\_\_\_\_\_

Chiquita D. Board  
President



**Eike, Kathy**

---

**From:** Su <malkanisunil@yahoo.com>  
**Sent:** Thursday, May 02, 2019 12:00 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BBT /Suntrust

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PLEASE NOTE: This email is not from a Federal Reserve address.  
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As a customer at BBT, I have been treated very well.  
I have relationships with individuals at the bank with respect to my personal finances, my medical practice, and my investment real estate. I have leaned heavily on Mr Jason Brewer at BBT who has helped me refinance my investment real estate loan. Furthermore BBT provided my wife and I a HELOC if the situation arose to need capital.

I expect that once the merger is completed there will be some economies of scale realized that will allow BBT to continue offering better rates than other banks.  
I have always been impressed with BBT style. The bank branches aren't lavish but very effective. The individuals are resourceful and efficient at helping me with my multiple financial holdings:

Regards  
Dr Malkani

Sent from my iPhone



**Eike, Kathy**

---

**From:** Jones, Michelle <Michelle.Jones@MONEYMANAGEMENT.ORG>  
**Sent:** Thursday, May 02, 2019 8:18 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Proposed merger of SunTrust and BB&T  
**Attachments:** 2019-04-25 MMI letter of support for SunTrust and BB&T merger.pdf

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Please see attached my written comments, on behalf of MMI, in regard to our support for the merger of SunTrust and BB&T.

Respectfully,  
Michelle

**Michelle S. Jones**  
**Chief Development Officer** | [Money Management International](#)  
*Changing How America Overcomes Financial Challenges*  
55 Ivan Allen Jr. Blvd., NW | Suite 520  
Atlanta, GA 30308  
D: 404.653.8849  
Connect: [Blog](#) | [Facebook](#) | [Twitter](#) | [YouTube](#) | [Instagram](#)

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# Money Management INTERNATIONAL

A Nonprofit Community Service Organization | Member of the National Foundation for Credit Counseling | Accredited by the Council on Accreditation

Michelle S. Jones  
Chief Development Officer  
Money Management International  
55 Ivan Allen Jr Blvd. NW, Suite 520  
Atlanta, GA 30308

April 25, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

Thank you for the opportunity to present my support of the merger between SunTrust and BB&T.

I represent Money Management International (MMI), the nation's leading nonprofit provider of financial education and counseling. Our focus at MMI is on serving families from low-to-moderate income households, helping them overcome their most pressing financial challenges, and supporting their journey to create, restore, and maintain a life of financial wellness. Nationally, MMI served over 200,000 households in 2018, with nearly 40,000 residing in the fifth and sixth Federal Reserve Districts.

With over twenty years of experience in non-profit financial counseling and education, I have had the privilege of working with SunTrust for many years, and have witnessed them repeatedly and reliably champion financial literacy, capability, and wellness. They have continually invested in the financial well-being of at-risk communities, mission-based nonprofits, their customers, and their employees. SunTrust and the SunTrust Foundation have provided significant resources to our agency, aiding our efforts to develop innovative services and providing financial support for the counseling and education we provide to financially-vulnerable members of the community.

For example, in 2012 we launched our first Hispanic Center for Financial Excellence (HCFE) in metro Atlanta. Through this award-winning service, we provide educational workshops and long-term financial coaching to help first- and second-generation immigrants learn about the United States financial system, make use of mainstream financial products, and make measurable progress towards meeting their short- and long-term financial goals. In 2014, with the generous financial backing of the SunTrust Foundation, we expanded to a second center in Miami. Both centers have been fully funded by the SunTrust Foundation for the past six years.

The support of the HCFE's is just one example of the ways SunTrust has invested in our educational mission and in alignment with their stated purpose of *Lighting the Way to Financial Well-Being*. Most recently, SunTrust has provided support for our military service member and veteran outreach program, allowing us to devote dedicated staff for military outreach, and covering the cost to provide financial crisis counseling to members of the military, veterans, and their families. Both SunTrust and BB&T have allowed us to improve the financial well-being of underserved groups by sponsoring targeted financial education for more than 13,000 people in communities across the country.

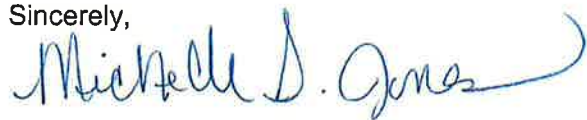
Beyond the aid SunTrust has provided MMI, I have witnessed their commitment firsthand when asked to speak at a roundtable on financial well-being. SunTrust assembled some of the nation's top nonprofit service providers, including United Way Worldwide, Boys and Girls Club of America, and Autism Speaks, in the interest of learning how SunTrust could better leverage its resources to make an even greater impact on the financial health of households across America. This commitment was mirrored in the investment SunTrust made in its own workforce several years ago by providing financial education, incentivizing personal savings, and making MMI's financial counseling services available at no-cost to any employee or family member in need of assistance.

MMI strongly supports the merger of SunTrust and BB&T because we believe that together they will continue to be deeply committed to – and invested in – the communities we mutually serve. We believe their merger has the potential to reach even more individuals and families in need of financial stabilization. We also expect the newly-combined organization's increased resources and expanded footprint will be a benefit to the clients we serve, as evidenced by their record of supporting the needs of at-risk households through foundational giving and community engagement.

All of us at MMI look forward to working with an expanded team at SunTrust and BB&T.

Thank you for your consideration.

Sincerely,

A handwritten signature in blue ink that reads "Michelle S. Jones". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

Michelle S. Jones



April 25, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261



Dear Sirs:

On behalf of Valley Health System, I am writing in support of the announced merger between BB&T Corporation and SunTrust. As a long-term client of BB&T, I believe the combined entity will be good for our community, our health system and associates.

Valley Health System (Valley Health) is a not-for-profit health care system headquartered in Winchester, Virginia. Valley Health serves the Northern Shenandoah Valley Region of Virginia, the Panhandle and select counties of eastern West Virginia, and parts of Maryland. Valley Health operates six hospitals, a number of ambulatory sites, long-term care services and a physician enterprise. Valley Health serves a population of over 500,000 people and is the largest employer in the region with approximately 5,800 employees. Our service area includes much rural geography and the populations served are slightly older, somewhat less economically advantaged and suffer higher rates of illness than the Commonwealth of Virginia.

Valley Health has had a long-standing and expansive relationship with BB&T, dating over 12 years. This relationship has several components. Specifically, BB&T has provided debt financing to Valley Health and currently holds over \$120M in direct placement debt. BB&T also serves as one of Valley Health's two primary banking relationships, and interactions include cash management services, depository services, and all lockbox services. In addition to the financial arrangements between us, BB&T also has been a substantial contributor to numerous Valley Health philanthropic campaigns and has had its leaders involved in leadership service to Valley Health. In fact, a former BB&T Market leader served with distinction as a member and Chair of the Board of Trustees of Valley Health and one of our major hospitals.

BB&T is an important economic engine in our community. BB&T is among the largest banks serving this region, and they offer a range of expertise and services for the greater business community and individual residents through personal banking services (ie. mortgage lending, checking and debit accounts, financial planning, etc.). Their ability to draw upon talent and expertise from BB&T regional or corporate offices enhances the services provided to our region, our community businesses and individuals.

Regarding community engagement, I have the highest respect for BB&T's commitment to service and support to our community. BB&T is a major and regular sponsor of numerous and varied community health, social service, educational, performing and visual arts, cultural attractions, and human service organizations. Additionally, BB&T leadership and team members are deeply

April 25, 2019

Page 2

involved in community service and area not-for-profit agencies providing leadership on boards, fundraising campaigns, volunteer service and more. Most community campaigns include a BB&T representative and their service and commitment produce favorable results.

Again, Valley Health is supportive of the merger between BB&T and SunTrust and looks forward to continuing the positive and mutually beneficial relationship we have enjoyed for many years. If I can provide additional information, please do not hesitate to contact me.

Sincerely,

A handwritten signature in blue ink that reads "Mark H. Merrill". The signature is written in a cursive style with a large, prominent "M" at the beginning.

Mark H. Merrill  
President and CEO

MHM:pas

**Eike, Kathy**

---

**From:** Steven Tack <stack@qualityliveservices.com>  
**Sent:** Thursday, May 02, 2019 10:02 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust/BB&T  
**Attachments:** SunTrust-BB&T Federal Reserve Bank Letter.pdf

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**Steven Tack**

Chief Executive Officer  
**Quality Life Services**  
612 N. Main Street  
Butler, PA 16001

724-431-0770

Fax: 724-431-2272

[www.QualityLifeServices.com](http://www.QualityLifeServices.com)



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QUALITY *Life* SERVICES™

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

May 1, 2019

**RE: SunTrust – BB&T Merger**

To Whom It May Concern,

I would like to express the support of Quality Life Services for the merger of SunTrust and BB&T. Quality Life Services is a family owned and operated provider of post-acute care in western Pennsylvania. This care includes; skilled nursing, personal care, independent living, home health, hospice, pharmacy and nurse practitioner services to over 1,300 individuals and employs approximately 1,500 in our 46<sup>th</sup> year of existence.

In 2018 we completed a corporate refinancing of existing debt. Additionally, this structure included: construction financing for projects to update and expand existing facilities, the acquisition of the home health/hospice company, provide an operating line of credit and mechanism for future growth. SunTrust is a 50% participant in this financing and BB&T was a finalist in our RFP evaluation.

We feel that given the commitment by both entities to post-acute care, the merger will provide even greater efficiencies and services for the future care of those in need of our services. Thank you for the opportunity to comment in support of the merger.

Sincerely,

Steven D. Tack  
President/CEO

**Eike, Kathy**

---

**From:** Gail Rossmark <Gail.Rossmark@chimes.org>  
**Sent:** Thursday, May 02, 2019 10:09 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** Letter from Chimes Family of Services  
**Attachments:** BB&T Letter.pdf

This message was sent securely using Zix®

Good morning. Attached please find requested letter from the CEO and CFO of Chimes International.

Gail K. Rossmark  
Executive Assistant to the CEO and Office Manager  
Chimes International Limited  
4815 Seton Drive  
Baltimore, MD 21215  
DD: 410-358-4325  
[grossmark@chimes.org](mailto:grossmark@chimes.org)

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May 2, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261  
FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

To Whom It May Concern:

This letter is intended to provide comment and perspective on behalf of the Chimes Family of Services regarding our support for the merger between BB&T and SunTrust Bank.

For more than 70 years, Chimes has provided a wide variety of services for people with disabilities throughout six mid-Atlantic states and beyond. Chimes is a large, multifaceted organization that has a variety of complex financial needs and an annual budget of approximately \$195 million. For nearly a decade, BB&T has served as a trusted banking and financial services partner for Chimes, working with us on banking and treasury support services in all the states in which Chimes operates.

Chimes' relationship with BB&T goes beyond a simple vendor/client arrangement. The team at BB&T takes time to learn and understand our organization and our specific needs, well beyond dollars and cents. They realize the challenges we face and are always willing to go above and beyond to meet our sophisticated and evolving needs.

Over the years, BB&T has leveraged their knowledge and expertise to help Chimes in numerous ways. Some specific examples include:

- BB&T assisted in a \$10 million consolidation of Chimes' mortgage portfolio that has improved our monthly outlays as well as created a fully amortizing facility that has put Chimes on a trajectory towards emerging from our mortgage debt on current real estate in 15 years.

**About Chimes:**

Chimes Family Services offers a wide range of programming, including day habilitation, residential, educational, vocational and employment for people with disabilities as well as behavioral health services and supports for nearly 20,000 individuals annually in six mid-Atlantic States.

Chimes distinguishes itself from other disability service providers through its unique emphasis on client-centered, evidence-based program design.

We see potential in everyone, and we've proven adept at helping our individuals achieve that potential.

- BB&T has provided Chimes with short-term capital that has allowed us to meet acute needs in the expansion of operations and employment base. As funding for services for people with intellectual and developmental disabilities remains fixed or shrinks over time, Chimes often has needs for temporary funding for unexpected expenditures. Our team at BB&T helped us establish a \$23 million revolving line of credit that provides working capital in support of our operations.


Our work with BB&T has continued to be vetted and tested through our governance processes and we are extremely pleased with the value this relationship provides to us.

Chimes has experienced how an increase in size and scale can be beneficial for organizations like ours and other businesses as well. It is our view that increased size and scale has many benefits in the banking world as well. We are confident that the merger between BB&T and SunTrust Bank will only serve to enhance the offerings and level of services they can provide to Chimes and other customers.

We are grateful for our relationship with BB&T and the support they have offered Chimes over the years in supporting our various fundraising campaigns in addition to supporting numerous other worthy causes on a local and regional level over the years.

Thank you for your consideration of our input on this matter as we express our support for the merger between BB&T and SunTrust Bank. If you need more information or have any questions, please feel free to reach out to Gail Rossmark at [grossmark@chimes.org](mailto:grossmark@chimes.org) or 410.356.4944.

Sincerely,



Terence G. Blackwell, Jr., BCBA  
President and Chief Executive Officer



Steve DaRe  
Chief Financial Officer

|srb|

**Eike, Kathy**

---

**From:** Michael Bertonazzi <[mbertonazzi@jerseypanel.com](mailto:mbertonazzi@jerseypanel.com)>  
**Sent:** Thursday, May 02, 2019 10:22 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Client Feedback Letter to Federal Reserve and FDIC

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To whom it may concern:

We are a construction company that operates in the mid-atlantic region. We have had a rewarding relationship with Susquehanna/ BB&T since June 2012.

Our relationship manager is Nick Scardino. He is both proactive and accommodating allowing us to conduct business effectively and with the confidence knowing we are truly business partners.

Over the years BB&T has provided us with working capital solutions as well as long term financing. We continue to embrace our partnership recently selecting them to administer of 401K plan.

BB&T is "hands on" meeting with our employees on a regular basis offering assistance and new products.

We look forward to the completion of the merger with SunTrust as we continue to expand our operations .

Sincerely,

Michael Bertonazzi, CFO



Michael J. Bertonazzi / Vice President, CFO  
[mbertonazzi@jerseypanel.com](mailto:mbertonazzi@jerseypanel.com)



**Eike, Kathy**

---

**From:** Steve Torres <steve@ktgrowth.com>  
**Sent:** Thursday, May 02, 2019 11:37 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust and BBT Merger

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Dear Sirs,

I am writing to share my full endorsement for the merger between BBT and SunTrust banks. The banking industry has seen some great changes over the last several years. There are some continued challenges for the regional banks to compete with the largest banks. Specifically, the technology spend continues to grow, which will put pressure on the efficiency ratios on the stand along regional banks. As such, a merger of regional banks should improve the cost and efficiency structures the new combined bank.

I have a great relationship with the SunTrust executive team in South Florida and believe the merger is being done in a way that will create value for the customers, employees and the shareholders.

Thank you.

Steve

**Eike, Kathy**

---

**From:** Jan Bryson <jbryson@bmmllc.com>  
**Sent:** Thursday, May 02, 2019 11:48 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Cain, Vincent  
**Subject:** [External] WICERS Letter- BB&T Merger Letter...  
**Attachments:** WICERS BB&T Merger Letter May 2019.pdf

**Importance:** High

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To Whom it May Concern, Kindly see attached. Call me if any questions. JPB

Jan Prisby Bryson  
WICER Co-Founder  
404.944.0034 cell



WOMEN IN CONSTRUCTION, ENGINEERING AND RELATED SERVICES

May 1, 2019

Mr. Vincent H. Cain  
Vice President / Regional Multicultural Banking Officer  
Branch Banking and Trust Company  
675 N Jeff Davis Dr.  
Fayetteville, GA. 30214

Dear Vincent:

WICERS Corporation (Women in Construction, Engineering and Related Services), is proud to be an account holder with BB&T and is grateful for the banks continued commitment to our mission.

It is our understanding that BB&T intends to merge with SunTrust Bank. We are confident this proposed merger will serve to strengthen BB&T's position in our community. WICERS would like to express its support for the proposed merger.

WICERS was founded in 2015 in Atlanta, GA by three business women. This conference was originally formed to help and support women in non-traditional male-dominated professions. The WICERS conference takes pride in its programming each year and has offered a wide range of technical and career development, helping women and girls reach their highest potential. While also enriching their personal and professional development. WICERS also takes great pride in providing scholarships to deserving young women in the STEAM arena. In 2018 WICERS was proud to announce they received its non-profit 501(c)3 designation.

BB&T is strongly aligned with our mission and goals and we feel they will bring strong organizational, community and management experience to the new organization. They are well positioned to continue to contribute to our community through their ability to provide financial education, technical assistance and community investments. WICERS enthusiastically supports BB&T's merger with SunTrust Bank.

Sincerely,

A handwritten signature in purple ink that reads "Jan P. Bryson".

Jan Prisby Bryson  
WICERS Co-Founder

**Eike, Kathy**

---

**From:** Parker-Chesson, Karen <Karen.Parker-Chesson@norfolk.gov>  
**Sent:** Thursday, May 02, 2019 1:32 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Comments from the Norfolk Police Department Supportive of SunTrust  
Community Outreach and Authentic Partnerships  
**Attachments:** suntrust bank.docx

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Good afternoon.

Please see the attached letter of comments on behalf of SunTrust and the community outreach in partnership with the Norfolk Police Department.

V/r

**Karen Parker-Chesson “KPC”**  
*Community Relations Manager*

 **NORFOLK**  
**Police Department | Office of the Police Chief**  
100 Brooke Avenue  
Norfolk, VA 23510  
Mobile City Phone | 757-390-1954  
[www.norfolk.gov/police](http://www.norfolk.gov/police)





THE CITY OF  
**NORFOLK**  
POLICE DEPARTMENT

---

Karen P. Chesson  
Community Relations Manager  
Norfolk Police Department  
100 Brooke Avenue  
Norfolk, VA 23510  
April 29, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Those It Concerns:

The collective partnership between the Norfolk Police Department and SunTrust Bank, has greatly benefited our youth community, since 2015. SunTrust engagement with youth for intentional discussions about finances, and needs versus wants, have assisted to bolster the progression of communications for mutual trust between youth and officers in the city of Norfolk.

As a SunTrust Vice President and Community Development Manager, Mark Johnson is a committed, influential community stakeholder, and a pivotal conduit to the Norfolk Police Departments mission to bridge the gap for relations between officers and citizens of all ages, through the 21st Century community policing pillars. The SunTrust partnership positively impacts officer's relationships with youth specifically, by way of Norfolk Police nationally recognized initiatives, *Cops and Kids Eating (CAKE)*, and *Five-0 & Fades*, a bi-weekly outreach engagement, where courageous and difficult conversations, take place inside barbershops between young men and officers.

Understanding the need of the Norfolk Police Department to further expand its community outreach to youth for meaningful outcomes, Mr. Johnson was also instrumental in pairing the Department with a Norfolk based non-profit literacy organization. As a result, *dozens* of Norfolk police officers have, and continue to serve weekly as literacy tutors for one hour, in Title-1 elementary schools. To date Norfolk police officers have tutored nearly 300 children for literacy with this partnership.

SunTrust and Mr. Johnson are formidable community stakeholders in the Mermaid City, with focused attention to the success of Norfolk's next generation.

Sincerely,  
Karen P. Chesson



**Eike, Kathy**

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**From:** Foster, Michell <mfooster@enterprisecommunity.org>  
**Sent:** Thursday, May 02, 2019 1:50 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Support for BB&T Corporation and Sun Trust Banks, Inc.  
**Attachments:** ECP\_FRB\_SunTrust\_BBT\_April2019\_signed.pdf

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Good afternoon,

Attached please find comments submitted by Enterprise Community Partners in appreciation for BB&T Corporation and SunTrust Banks Inc. We have built relationships with both in support of our mission to create opportunity for low- and moderate-income people through affordable housing in diverse, thriving communities.

Thank you for your consideration.

Michell Foster  
Chief Administrator supporting:  
Laurel Blatchford, President, Enterprise Community Partners  
Keith Fairey, Senior Vice President, Markets

Enterprise Community Partners, Inc.  
70 Corporate Center  
11000 Broken Land Parkway, Suite 700  
Columbia, MD 21044  
410.772.2733 | [mfooster@enterprisecommunity.org](mailto:mfooster@enterprisecommunity.org)



April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Re: Support for BB&T Corporation and SunTrust Banks, Inc.

Dear Sirs and Madams,

I am writing today on behalf of Enterprise Community Partners to express our appreciation for the collaborative relationships we have built with BB&T Corporation and SunTrust Banks Inc. and for their ongoing support in our shared efforts to achieve greater housing affordability for lower-income residents.

Enterprise is a national nonprofit organization committed to making well-designed homes affordable so that communities can thrive. Headquartered in Columbia, MD, we have eleven regional offices and in the past several years have worked in more than 425 communities nationwide.

For more than 35 years, Enterprise has been committed to helping communities break down silos and build organizational capacity in both the public and private sectors so that funding for affordable housing is deployed more effectively. We have invested more than \$43 billion in capital to help create or preserve 585,000 homes in all 50 states plus the District of Columbia and Puerto Rico.

Our success is achieved in large part through effective partnerships - with national, regional, and local housing organizations throughout the US as well as with philanthropic partners like SunTrust and BB&T, with whom we have been able to further our efforts to increase housing affordability and improve community access to opportunity.

As philanthropic partners, BB&T and SunTrust have invested in our work directly. For example, both contributed to the Open Doors program in metro Atlanta, a citywide partnership of real estate experts, developers, building owners, nonprofit service providers and funders committed to finding homes for homeless families and individuals, reducing both the number of homeless families and individuals and the costs to care for them.

We have also seen first-hand the level of engagement and participation by senior leaders from both financial institutions in community planning and problem-solving discussions alongside many other stakeholders, and their support for many organizations who serve at the local and regional levels, especially in service to lower-income and vulnerable communities.

We look forward to BB&T's and SunTrust's ongoing contributions of resources, expertise, and partnership to the communities we jointly serve, through housing affordability and other important nonprofit and philanthropic efforts.

Thank you for the opportunity to share our views, and for your consideration.

Sincerely,

A handwritten signature in blue ink, reading "Laurel Blatchford", followed by a horizontal line extending to the right.

Laurel Blatchford, President  
Enterprise Community Partners

Cc: Muriel Garr, Senior Vice President, SunTrust  
Craig Pascal, Senior Vice President, BB&T

**Eike, Kathy**

---

**From:** Eileen Bress <director@cravenarts.org>  
**Sent:** Thursday, May 02, 2019 2:14 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T/Sun Trust merger

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My personal relationship with BB&T began when I moved to New Bern 13 1/2 years ago and secured a mortgage through them. I have consistently been pleased by the array of services they offer and their incredible customer service and support.

On a business level, I became involved with them more significantly when I entered the nonprofit sector. I was involved with a number of sites across North Carolina that served those with intellectual and developmental disabilities and mental health challenges.

Many of our sites were fortunate to receive support from the bank and its employees through its exceptional "Lighthouse Project" which contributed financial support as well as employees' donation of time and effort to participate in individual projects identified by each of the sites. The extent of the projects were substantial and impactful in improving the quality of life for the residents and program participants.

They have also been very supportive of the numerous fundraisers that our large nonprofit sector in Craven County holds annually. Their sponsorships enable the various nonprofits to carry out their missions, which tremendously benefit the citizens of our region.

As chair of the New Bern Breakfast Rotary Charities annual Oktoberfest, their sponsorship allowed us to offer free, individually fitted, quality shoes for children in Craven County Public Schools, identified by school counselors of being in need. This past year, we were unable to hold our annual event, since the date fell shortly after Hurricane Florence made her unwelcomed visit, and they allowed us to keep the sponsorship money, which was greatly appreciated since so many more children were adversely impacted by the storm.

As chair of the recent 2019 Neuse River Bridge Run, six nonprofits benefited from their sponsorship, which in turn touched thousands of lives of those we support:

- RCS, the local shelter, serves residents of Craven, Jones, Pamlico, and Carteret counties. It offers free lunches every day; food and clothing assistance; financial, transportation, and prescription assistance; rent and utility assistance; and shelter.
- The Mediation Center of Eastern Carolina (MCEC) helps individuals in 9 eastern NC counties develop the capacity to respectfully resolve conflict. Through mediation, education, and facilitation, MCEC serves youth, families and adults. MCEC provides an alternative to Juvenile Court through the Teen Court Program.

- The Craven Arts Council & Gallery offers a variety of art to our communities. Through exhibitions and performances, CAC&G exposes adults and kids to various forms of artistic expression, creating an environment where the arts can thrive and bring joy.
- MERCI Clinic is a private nonprofit organization providing confidential medical, limited dental and pharmaceutical services to low income, uninsured residents of Craven, Jones, and Pamlico counties.
- Twin Rivers YMCA is committed to strengthening community through youth development, healthy living, and social responsibility. The Y is here day-in and day-out to provide the resources our communities need to address the most pressing social issues: child welfare, education, health, and social connection.
- The Craven Community College Foundation is a 501(c)(3) non-profit organization that provides financial support to students through scholarships and funding for programs, equipment, new and emerging initiatives, facilities and other priorities on the New Bern and Havelock campuses.

I feel with the merger of these two quality institutions, that the exceptional services they offer professionally and to each of the communities where they are located, should be even stronger now with the combined resources.

I look forward to more great things once the merger is finalized.

Sincerely,

Eileen Bress  
Executive Director  
Craven Arts Council & Gallery, Inc.  
317 Middle Street  
P.O. Box 596  
New Bern, NC 28563

(252) 638-2577  
[director@cravenarts.org](mailto:director@cravenarts.org)  
[www.cravenarts.org](http://www.cravenarts.org)

**Eike, Kathy**

---

**From:** Steve Robey <Steve.Robey@actcpas.com>  
**Sent:** Thursday, May 02, 2019 2:16 PM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Cc:** celliott@bbandt.com  
**Subject:** [External] Comment letter regarding merger between BB&T and SunTrust  
**Attachments:** Merger between BB&T and Sun Trust.pdf

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**Steven S. Robey, CPA, CVA, CGMA** | Partner & Chief Executive Officer



101 Washington St. East Charleston, WV 25329

Tel: 304.206.3313 | Fax: 304.346.8333

Tel: 800.642.3601 | Cell: 304.545.9893

[www.actcpas.com](http://www.actcpas.com)





[actcpas.com](http://actcpas.com)

101 Washington Street, East  
P.O. Box 2629  
Charleston, WV 25329  
304.346.0441 | 304.346.8333 fax  
800.642.3601

May 2, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, Virginia 23261

FDIC Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, Georgia 30309-3849

Re: Merger between BB&T and SunTrust

Dear Sir or Madam,

I am writing you in support of the contemplated merger of BB&T and SunTrust. I believe the combination of these two entities will be good for our Firms's business interests and the community as a whole.

By way of background, I am the CEO of Arnett Carbis Toothman, llp, a CPA and consulting practice located based in Charleston, West Virginia. We have 250+ team members with 8 locations in 3 states. We are among the country's largest 120 CPA firms.

Our tenure with BB&T has been in excess of 45 years. My own personal experience with BB&T has been over 41 years. During that time, BB&T has worked with us relative to (term and line-of-credit) loans and deposits. BB&T has worked with us to acquire our main office building, provided financing for business acquisitions and equipment financing. We have both provided and received business referral opportunities with BB&T. We have consistently worked with talented individuals. Our relationship feels like a "partnership."

While there is a comfort for the routine and status quo, today's business needs and the world in which we operate are in constant change. Our firm has been through two significant mergers in direct response to a changing environment. I believe the same can be said relative to the proposed merger between BB&T and SunTrust. I believe the merger will provide more technological tools and broaden service offerings. Further, I would anticipate the combined institutions to better meet our geographic needs. I see the merger as merely adding to capabilities to meet our growing service needs.

If you have any questions, please don't hesitate to contact me.

Sincerely,

A handwritten signature in blue ink, appearing to read "S. Robey", is written over a faint blue circular stamp.

Steven S. Robey, CPA, CGMA  
Chief Executive Officer

cc. Christy Elliott

**Eike, Kathy**

---

**From:** Maurice Jones <MJones@lisc.org>  
**Sent:** Thursday, May 02, 2019 2:26 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Letter of Support: SunTrust BB&T merger  
**Attachments:** LOS LISC.pdf

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Maurice A. Jones  
President & CEO, LISC  
501 Seventh Ave, 7th Floor  
New York, NY 10018  
(P) 212-455-9809  
Mjones@lisc.org

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Maurice A. Jones  
President and Chief Executive Officer

May 1, 2019

Federal Deposit Insurance Corporation  
Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

The Local Initiatives Support Corporation (LISC) is pleased to provide comments regarding the proposed merger of SunTrust and BB&T. LISC has partnered extensively with both institutions in support of our community development initiatives, and we look forward to ongoing collaboration and enhanced outcomes assuming the merger is approved.

Established in 1979, LISC is a national nonprofit housing and community development organization that is dedicated to helping community residents transform distressed neighborhoods into healthy and sustainable communities of choice and opportunity. LISC mobilizes corporate, government and philanthropic support to provide local community development organizations with loans, grants and equity investments as well as technical and management assistance. Our organization has a nationwide footprint, with local offices in 35 cities, and a national rural network where we partner with 90 organizations serving over 2,100 rural counties in 44 states. LISC invests approximately \$1.5 billion each year in these communities, and our work covers a wide range of activities, including housing, economic development, building family wealth and incomes, education, and creating healthy communities.

LISC has had a long term and valuable relationship with both SunTrust and BB&T. Most recently, the banks made a combined investment of \$30 million in support of LISC's expansion of operations into the Charlotte, North Carolina market, including \$10 million for the Charlotte Housing Opportunity Investment Fund (CHOIF), which LISC is managing. The CHOIF is an innovative fund which will finance approximately 2,000 units of mixed income housing for families earning 30- 120% of the area median income. To date, \$31 million has been raised for the CHOIF with a goal of \$50 million by the end of June. BB&T and SunTrust also earmarked an additional \$20 million for below-market rate loans to finance additional affordable housing outside of the CHOIF.

This is just the most recent example of support LISC has received from SunTrust and BB&T. Since our inception, LISC has received significant additional financial and technical support from the banks, including:

- **\$115 million of equity investments through the Low Income Housing Tax Credit program.** These investments supported the development or rehabilitation of 126 affordable housing properties and 9,300 units of affordable housing throughout the country, including senior housing, supportive housing and housing for persons with disabilities.
- **\$18 million of combined debt investments and equity investments through the New Markets Tax Credit program.** These investments supported the development of a grocery-anchored retail center in a low-income community in St. Petersburg, FL, as well as equipment and facilities financing for an upholstery fabric manufacturing firm that enabled the firm to expand capacity by 30% and create over 100 new jobs in a high poverty rural county in North Carolina.
- **\$5 million in debt capital from SunTrust to LISC** at a preferred interest rate, which we have used to support numerous community development projects identified by local LISC offices.
- **Over \$2.1 million in grants,** used primarily to support our local LISC office operations and program delivery. The general operating support grants have proven indispensable to building and maintaining a team of skilled community development professionals in our local LISC sites, and the programmatic grants have supported a number of local initiatives, including:
  - the development of a business investment district in a low-income community in northeast Washington, D.C.;
  - data gathering and outreach focusing on the housing and supportive services needs of at-risk populations in San Antonio, TX;
  - intensive resident engagement and community planning efforts in targeted neighborhoods in Cincinnati, OH; and
  - the delivery of financial coaching and workforce services at our network of Financial Opportunity Centers in Houston, TX and Richmond, VA.
- **In-kind services.** SunTrust and BB&T officials have provided critical in-kind support to LISC by service on advisory boards and committees at our local LISC sites, including sites in Houston, Richmond, San Antonio and Washington, D.C.

In short, LISC has partnered substantially with both institutions over the years in support of our community development work. Both institutions have been exemplary partners to LISC, as evidenced by BB&T's most recent "outstanding" CRA rating. We support the merger of these two institutions with the full expectation that together they will invest even more in low-moderate income communities than the two separately have done, and LISC commits to work with them to help make sure that this happens.

We thank you for consideration of these comments.

Sincerely,



Maurice A. Jones

**Eike, Kathy**

---

**From:** Hope Cupit <hcupit@sercap.org>  
**Sent:** Thursday, May 02, 2019 2:40 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Comments Bank Merger  
**Attachments:** Federal Reserve Bank.pdf

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To Whom it may concern:

Please see attached.

Hope F Cupit, CPA  
President and CEO  
Southeast RCAP  
347 Campbell Avenue  
Roanoke, Va 24016

Cell 434-238-6342  
Office 540-345-1184 ext. 121  
Fax 540-342-2932

Help Support SERCAP's Programs and [Donate Now!](#)



Find us on facebook: <http://www.facebook.com/#!/group.php?gid=42438422782>



## Southeast Rural Community Assistance Project, Inc.

May 2, 2019

Hope F. Cupit, CPA  
President & CEO



Swynice Hawkins  
Board Chair

Federal Reserve Bank of Richmond  
Attn: Eric Kollig  
PO Box 27622  
Richmond, VA 23261

Dear Mr. Kollig:

My name is Hope F. Cupit, CEO of Southeast Rural Community Assistance Project (SERCAP), Inc., located in Roanoke, Virginia. The mission of SERCAP is to improve the quality of life for low-income individuals by promoting affordable water and wastewater facilities, community development, environmental health and economic self-sufficiency. SERCAP, Inc. primarily works in rural areas where the need for Community Reinvestment dollars are desirable in order to assist with economic development initiatives. This letter is submitted for your consideration: Please do not leave rural America out of the equation when deciding about services to this demographic. The purpose of this letter is to also submit data as it relates to housing needs in rural communities.

SERCAP, Inc., has a longstanding banking relationship with both BB&T Corporation and SunTrust Bank, Inc., with combined deposits over 500,000. In addition to the aforementioned, the Agency has its main operating account with SunTrust Bank, Inc.

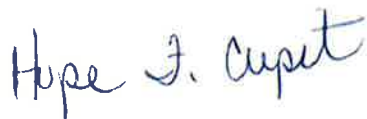
As previously stated SERCAP, Inc. primarily works in rural areas and in the past has worked closely with BB&T, making presentations in rural areas across the state of Virginia. This partnership has been very rewarding for the rural communities the Agency serves. BB&T has sponsored the Water Is Life event

held in Roanoke, Virginia for many years. This event educates the public on water and wastewater needs, housing needs and volunteer opportunities. This sponsorship assists SERCAP, Inc.'s Housing Counseling program and other services within rural areas in the state of Virginia.

SERCAP, Inc., would like to see the aforementioned investments continue and possibly expanded. The CRA funds can be invested in nonprofits for lending, making grants to communities for economic development opportunities, learning opportunities and other services necessary to improve the overall quality of life for residents living in rural areas. It is important that people living in rural areas are able to have local banks serving their community. Another area of investment is in housing. SERCAP, Inc., wants to make homeownership for **all** a priority and close the gap in lending to certain groups that feel as though owning a home is out of reach.

Attached is a report for review of the work SERCAP, Inc. has done in partnership with the BB&T Corporation. Also attached is a report on rural America as it relates to housing. Please continue to work with nonprofits in order to continue the success of CRA dollars. If you need any further information please do not hesitate to contact me

Sincerely,

A handwritten signature in blue ink that reads "Hope F. Cupit". The signature is written in a cursive style with a large initial "H".

Hope F. Cupit,  
CEO & President

**Eike, Kathy**

---

**From:** Jennifer Homan <Jennifer@jasouthflorida.org>  
**Sent:** Thursday, May 02, 2019 3:30 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov.  
**Subject:** [External] Support for SunTrust Bank  
**Attachments:** SunTrust - letter of community support 2019.pdf

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Mr. Martin,

Please see the attached letter of support for SunTrust Bank.

Junior Achievement of South Florida is a proud partner to the SunTrust Bank team and their shared impact on the youth in our community is commendable.

If you have any questions or need additional information, please contact me at any time.

Warmest regards,

Jennifer

***Jennifer Homan***

Vice President of Development

**Junior Achievement of South Florida**

JA World Huizenga Center at the Lillian S. Wells Pavilion

1130 Coconut Creek Blvd

Coconut Creek, FL 33066

(954) 979-7100 x125 Direct

(305) 409-7099 Cell

(954) 979-7100 Main

(954) 971-3525 Fax

jennifer@jasouthflorida.org

April 30, 2019

Matthew Martin

Via email: [BankMergerApplication@fdic.gov](mailto:BankMergerApplication@fdic.gov)

Vice President, Research Department Microeconomics Research Communications

Federal Reserve Bank of Richmond

530 East Trade Street

Charlotte, NC 28202

Dear Mr. Martin,

I am writing to attest to the upstanding moral and community character of SunTrust Bank. We are aware that SunTrust Bank has proposed a merger with BB&T Bank and want to lend our support to their endeavor.

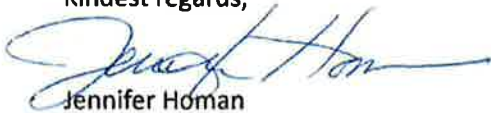
SunTrust has been a valued supporter of Junior Achievement of South Florida (JASF) for several years. They have committed to providing financial literacy and workplace readiness programs to young people in our community. Their employees not only financially invest in the future of our JA students but also generously share their time and talents by volunteering as program instructors.

SunTrust Bank is also a part of our JA Inspire interactive career fair program and was featured on WPLG Channel 10, our local ABC affiliate, regarding their involvement with helping connect 2,000 8<sup>th</sup> to 12<sup>th</sup> grade students to career path opportunities.

Last year, with the help of SunTrust, JASF had 7,150 trained corporate and community volunteers donate 41,198 hours of their time and delivered 1,059,779 program curriculum hours to 50,000 K-12th grade students at JA World Huizenga Center at the Lillian S. Wells Pavilion and in 270 schools throughout Broward and south Palm Beach County through K-12 in-class and specialized high school focused programming. 65% of the students served by JASF are from Title I schools and low-income families. We have this tremendous impact due to the generous backing from SunTrust Bank.

SunTrust Bank is a true community advocate on many levels and we applaud all that they do to help empower young people to own their economic success. They are more than a program sponsor, they are a true partner in every sense of the word. We look forward to many more years working with the SunTrust Bank team to continue to help all students reach their full potential and dream big with JA!

Kindest regards,



Jennifer Homan

Vice President of Development

Phone: 954-979-7100 [jennifer@jasouthflorida.org](mailto:jennifer@jasouthflorida.org)

**Eike, Kathy**

---

**From:** Tracy Techau <Tracy.Techau@scouting.org>  
**Sent:** Thursday, May 02, 2019 3:45 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] In Support of the SunTrust and BB&T Merger.

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Committee:

I am supportive of the merger. Clearly the business case makes sense and is in the best interest of Atlanta as a thriving business community.

As the CEO of a large, not-for-profit organization, I believe in the merger also. Both banks are committed to the economic well-being of families. Together, they can bring a stronger implementation of their support for programs.

We know SunTrust through a 50+ year banking relationship. Our Volunteer Service Center serves families of 32,000 Atlanta children and our 1,600 acre beautiful North Georgia mountain camp were made possible by financing utilizing low-cost, tax-exempt bonds. Our organization benefitted from the more recent refunding of that debt to secure an even lower interest rate for the Atlanta Area Council.

Many charitable grants have been provided over the decades through the SunTrust Foundation and monetary contributions made by current and retired SunTrust employees.

The important volunteer leadership roles fulfilled by SunTrust associates have guided our Board of Directors and also led as Cubmasters and Scoutmasters in service to youth.

Recently Allison Dukes' lead our highly successful 2018 Golden Eagle Friends of Scouting Luncheon. Previously, our game-changing capital campaign benefited from the efforts of Jenner Wood and Joe Arnold in key leadership roles. Strong leadership has been consistent as evidenced that our first ever charitable golf tournament was started by Joe nearly 20 years ago.

We are confident that the newly created bank will continue opportunities for the Atlanta Area Council to bring quality programs to Atlanta families. Working together, we can keep the quality of life ever-improving in Atlanta.

I am highly supportive of the merger.

Tracy Techau  
Scout Executive/CEO  
Atlanta Area Council  
Boy Scouts of America  
C 404-245-1050





4847 Blaffer St.  
Houston TX, 77020  
Office: 713 554 6972  
Fax: 866 941 4947

April 29, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom it may Concern:

I am a business and real estate owner that has been working with BB&T bank for the past year. They have provided refinancing for our wooden pallet recycling property as well as working capital for our operating business. We have recently renewed our line of credit with BB&T that we used for working capital. This renewed and expanded line will allow us to continue to grow our existing operations as well as open new greenfield locations in the coming months.

I have worked with Mike Chou and Bill Toomey in their Houston operations and found them to be knowledgeable and practical in their understanding of growing businesses. Their approach is conservative, but they take the time to understand the operating business and this helps them help their customers. We began operations in 2011 and have grown to multiple locations in Texas with over 130 employees. We are still ramping up our operations and it has really been beneficial to have a bank that supports our growth in customers, employees and footprint.

I support the BB&T/SunTrust merger and look forward to working with a bank that will have national scale and the benefits that offers to their customers.

Sincerely,

John D. Maclay  
CEO



Federal Reserve Bank of Richmond  
P.O. box 27622  
Richmond, Va 23261

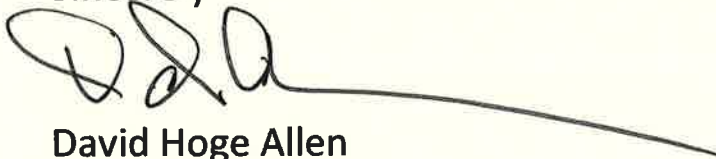
I have owned and operated a business, Zooms Inc., in the Hampton Roads area since 1981. I started with very little and over the years built up a multi- unit chain with sales in excess of \$100 million dollars. The business was convenience stores with gas and was very capital intensive. As I owned all of the properties, my need for financing was intense.

After many years, I outgrew our local community banks. It was at that time that BB&T came along, first as a partner with another regional bank and then later as my sole lender.

After I sold my business in 2009, and then the real estate, a few years later, BB&T was once again there to advise me, first through their Wealth division and then through Scott and Stringfellow and Sterling Capital, on how to invest the proceeds to provide for my family.

I have been very pleased with my association with The Bank. I currently serve on its regional board of advisers. I have found them to be fair and supportive in all our dealings. I am extremely happy that they have merged with SunTrust and feel like the new entity will be very good for the Hampton Roads Community.

Sincerely.



David Hoge Allen  
Nettles Creek Farm  
2001 Bush Neck Rd.  
Williamsburg, Va. 23188





PLOUGH  
FOUNDATION

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To whom it may concern:

April 25, 2018

I am extremely supportive of the potential merger of SunTrust and BB&T. Not only will it expand upon the full-service capabilities of both institutions but would also provide the opportunity to make an even greater impact in communities around the Mid-South.

As Chair of the Plough Foundation in Memphis, Tennessee, I am well aware of the impact SunTrust has had on our community, not only by providing grants to a multitude of agencies and deserving non-profits, but also in providing the leadership of a large number of committed volunteers and experts from senior management representing every Division of the Bank.

SunTrust has been a leader advancing financial literacy throughout our community by investing multi millions of dollars in innovative programs at diverse venues across its footprint, including colleges and universities, community centers, and community development councils. In addition, Johnny Moore, the President and CEO of SunTrust in Memphis has constantly amazed me because of his involvement in a number of organizations who depend on him for his advice and guidance in their evolving organizations. His personal involvement has led to a very substantial effort in creating some of the most successful public/private partnerships in this City and surrounding Counties.

I can't imagine this community without SunTrust and its senior leadership and can only expect the merger of these two effective organizations to ensure an even greater participation in the financial well-being of this City, especially as it relates to the most deserving and needy citizens who comprise a large percentage of our population.

Sincerely yours,

Diane Rudner  
Chairman, Plough Foundation  
62 North Main Street-Suite 201  
Memphis, TN 38103





# Fellowship Baptist Church

P O Box 5099 - Vienna, WV 26105

304-295-8982

[www.fellowshipchurch.net](http://www.fellowshipchurch.net)

April 29, 2019

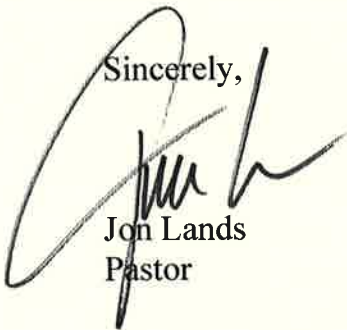
Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Dear Sirs:

Our church and its ministries have been a client and customer of Branch Banking and Trust (BB&T) for over ten years. Their service of our accounts has been exemplary. Our church is a large congregation with multiple worship services and multi-faceted ministries. As we have expanded over the years, BB&T has been a solid partner with us in our growth.

The upcoming merger with SunTrust will make the exceptional service we have received even better. I fully support the merger and believe the combined entity will be good for the community and associates.

Sincerely,



Jon Lands  
Pastor

Supervision, Regulation  
and Credit Department

MAY 03 2019

Federal Reserve Bank  
of Richmond

CC: FDIC Atlanta Regional Office

*A Church You Will Call Home*

**Eike, Kathy**

---

**From:** Patrick Raynor <Patrick@cavinessandcates.com>  
**Sent:** Thursday, May 02, 2019 4:16 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Re: BB&T and Suntrust Merger

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To Whom It May Concern:

We are excited about the pending merger of these two well known and respected financial institutions. As a long term client of BB&T, we have immensely appreciated our working relationship with the bank for nearly twenty years. In our community, BB&T has an impeccable reputation in their manner of dealing with customers. As the company transforms into one of the largest banks in the country, we look forward to the expanded services and improved technologies that are the result of this combination.

Thank you for your attention and please advise if I can provide additional information.

J. Patrick Raynor, CPA  
Chief Financial Officer  
639 Executive Place Suite 400  
Fayetteville, NC 28305  
[patrick@cavinessandcates.com](mailto:patrick@cavinessandcates.com)  
910.481.0503 office  
910.481.0585 fax  
910.237.3547 cell



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**Eike, Kathy**

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**From:** Weeks, Dr Shelton <sweeks@fgcu.edu>  
**Sent:** Thursday, May 02, 2019 4:22 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Jason Brewer  
**Subject:** [External] Planned BB&T / SunTrust Merger - Letter of Support  
**Attachments:** BB&T Merger letter.pdf

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To Whom it May Concern,

The purpose of this email is to provide support for the announced merger of BB&T and SunTrust Bank. As the Chair of the Department of Economics and Finance in an area where both institutions have extensive operations I have followed the news regarding this merger very closely. In fact, we utilized this proposed merger as the topic for our M&A module in our Financial Policy class this spring. As a result, I am very familiar with the proposed merger. It is my opinion that the merger will result in a very strong financial institution that will be able to better service the marketplace than the two individual institutions. I also believe the merger will be in best long-run interest of the employees and shareholders.

I hope this input is helpful in your evaluation of this proposed merger. If I can provide additional input to assist in the evaluation of the implication of the proposed deal, please do not hesitate to contact me directly.

Sincerely,

Shelton

**H. Shelton Weeks**  
**Chair, Department of Economics & Finance**  
**Lutgert College of Business**  
**239-590-7373**

When you make a mistake, there are only three things you should ever do about it: admit it; learn from it; and don't repeat it. (Coach Paul "Bear" Bryant on mistakes).

May 1, 2019

To Whom It May Concern,

The purpose of this letter is to provide support for the announced merger of BB&T and SunTrust Bank. As the Chair of the Department of Economics and Finance in an area where both institutions have extensive operations I have followed the news regarding this merger very closely. In fact, we utilized this proposed merger as the topic for our M&A module in our Financial Policy class this spring. As a result, I am very familiar with the proposed merger. It is my opinion that the merger will result in a very strong financial institution that will be able to better service the marketplace than the two individual institutions. I also believe the merger will be in best long-run interest of the employees and shareholders.

I hope this input is helpful in your evaluation of this proposed merger. If I can provide additional input to assist in the evaluation of the implication of the proposed deal, please do not hesitate to contact me directly.

Sincerely,



H. Shelton Weeks  
Chair, Department of Economics & Finance  
Lucas Professor of Real Estate  
Lutgert College of Business  
Florida Gulf Coast University  
[sweeks@fgcu.edu](mailto:sweeks@fgcu.edu)  
239-590-7373

**Eike, Kathy**

---

**From:** Jim Ferris <JFerris@neighborworkscapital.org>  
**Sent:** Thursday, May 02, 2019 4:41 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] RE: Comments to BB&T Bank and SunTrust Merger

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Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Public Comment on Merger of BB&T Bank and SunTrust Bank

To Whom it May Concern:

Over the past 11 years NeighborWorks Capital Corporation has enjoyed a partnership with Branch Bank and Trust (BB&T). NeighborWorks Capital (NC) is a national non-profit community development loan fund based in Silver Spring, Maryland serving NeighborWorks America's member organizations (NWOs) in all 50 states and the District of Columbia. NC is certified by the U.S. Department of the Treasury as a Community Development Financial Institution (CDFI) and rated by Aeris-Insight. NC is governed by an 11-member Board of Directors, a majority of whom are senior executives of NWOs with decades of expertise in affordable housing development, lending and non-profit operations.

Distributed across all 50 states, the NeighborWorks® network includes a diverse array of 240 non-profit, mission-driven organizations engaged in real estate development, economic development, neighborhood revitalization, and community services in urban, suburban and rural communities across the United States. NeighborWorks Capital's customers are the approximately 130 NWOs in the real estate development line of business. On an annual basis they produce or preserve over 7,500+ units of rental and for-sale homes and own and manage 170,000+ units of affordable rental housing.

CDFIs are an important partner to the affordable housing community that oftentimes takes early stage development risk that financial institutions are unable to provide due to the limitations outlined by their regulators. Over the past 18 years NeighborWorks Capital has provided predevelopment, acquisition, construction, bridge, mini-permanent and permanent loans to the NeighborWorks network totaling \$345 million. This has created or preserved over 18,000 apartments and for sale homes in addition to 900,000 square feet of community facilities. At December 2018 NeighborWorks Capital had \$86 million in assets and \$28 million in loan commitments and has over \$120 million of capital available to lend to the NeighborWorks network. As a national CDFI we lend to nonprofit organizations in all 50 states and the District of Columbia.

In order to provide that critical early stage capital NC relies on investments from national, regional and local financial institutions. Beginning in 2008 NeighborWorks Capital developed a business relationship with BB&T Bank who provided treasury management services. In 2013, as NC looked at its additional business needs, it had the opportunity to discuss a line of credit for its lending program. At that time BB&T had few lines of credit to CDFIs. We were very pleased to see



that their business lenders took the time to understand NC's business activities and needs and committed \$3,000,000 to our loan fund. As NC has grown BB&T Bank has grown with us, with a current line of credit of \$5,000,000. Further, for the past few years I have had the opportunity to serve on BB&T's District of Columbia Community Development Council, to share affordable housing product needs.

As the Federal Reserve considers the merger of BB&T Bank and SunTrust, I respectfully suggest that the combined commitments to community development programs increase as a percent of its combined assets and its relative market share in its combined footprint. There are several important community focused programs and products that are hallmarks of BB&T Bank and are important to preserve and expand in consideration of a merged financial institution. These banks today serve a regional area with a large number of CDFIs who rely on capital investment from financial institutions. The legacy of BB&T Bank's investment in the CDFI sector should not be diluted but expanded by this proposed merger.

Thank you for the opportunity to provide these comments in consideration of this merger.

Sincerely,

Jim Ferris | Chief Executive Officer | NeighborWorks Capital  
8484 Georgia Ave, Suite 330 | Silver Spring, MD 20910  
Office: 240.821.1651 x 202 | Cell: 301.789.6858

**Eike, Kathy**

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**From:** Eleanor Eagan <eagan@cepr.net>  
**Sent:** Thursday, May 02, 2019 5:16 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** David Segal; Jeff Hauser  
**Subject:** [External] Comment on proposed merger between BB&T and SunTrust  
**Attachments:** FDIC Comment BB&T and SunTrust (1).pdf

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Hello,

I am writing to draw your attention to a comment submitted to the Federal Deposit Insurance Corporation by three organizations, the Revolving Door Project, Demand Progress Education Fund, and Color of Change on the proposed merger between SunTrust Bank and Branch Banking and Trust Company (BB&T). Please find it attached.

Best,  
Eleanor Eagan  
Revolving Door Project  
1611 Connecticut Ave. NW, Suite 401  
Washington, DC 20009  
202.293.5380 x 124

May 2, 2019

Michael J. Dean, Regional Director  
FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

Re: Public File of Application to Merge: Suntrust Bank and BB&T

Dear Michael J. Dean, Regional Director:

The proposed merger between Branch Banking and Trust (BB&T) Company and SunTrust Bank is the subject of a great deal of deserving concern.<sup>1</sup> As a significant case of market consolidation,<sup>2</sup> as well as the largest bank merger to occur since the financial crisis of 2007/2008,<sup>3</sup> we believe that the Federal Deposit Insurance Corporation and all regulatory bodies with jurisdiction over the transaction should do all that they can to ensure that the public has the utmost confidence in the integrity of the merger-review process.

By all accounts, the wounds of the financial crisis are not yet healed.<sup>4</sup> There is, therefore, an understandable weariness regarding the current wave of bank consolidations.<sup>5</sup> As they consider the largest bank merger since the crisis, it is essential that regulators demonstrate to the public that they take seriously potential threats to the financial system's stability and the potential for lax regulation to create widespread harm for millions of Americans.

While this merger will create the nation's sixth largest bank, its implications for market domination in regional markets are even more severe. The combined bank will be a dominant force throughout the southeast and mid-atlantic, most notably becoming the largest bank in three states (Georgia, West Virginia, and Virginia) and the second largest in two others

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<sup>1</sup> Jacob Pramuk, "Key Democratic Rep. Maxine Waters says BB&T-SunTrust deal 'deserves serious scrutiny'" CNBC, February 7, 2019, <https://www.cnbc.com/2019/02/07/maxine-waters-says-bbt-and-suntrust-merger-deserves-serious-scrutiny.html>

<sup>2</sup> Pramuk, "Key Democratic Rep. Maxine Waters says BB&T-SunTrust deal 'deserves serious scrutiny'"

<sup>3</sup> Jessica Guerin, "BB&T buying SunTrust in largest megabank merger since the financial crisis," HousingWire, February 7, 2019, <https://www.housingwire.com/articles/48125-bbt-buying-suntrust-in-largest-megabank-merger-since-the-financial-crisis>

<sup>4</sup> Ben Casselman, "Why Some Scars From the Recession May Never Vanish," The New York Times, October 5, 2017, <https://www.nytimes.com/2017/10/05/business/economy/recession-recovery.html>; Dan Kopf, "Half of American households are still poorer than they were before the Great Recession." Quartz, August 6, 2018, <https://qz.com/1348882/us-household-wealth-for-the-bottom-50-is-half-of-what-it-was-in-2007/>

<sup>5</sup> Lalita Clozel, "Bank Mergers Get Faster Under Trump," The Wall Street Journal, February 13, 2019 <https://www.wsj.com/articles/bank-mergers-get-faster-under-trump-11550059200>

(Maryland and North Carolina).<sup>6</sup> The FDIC must consider the elevated risk to these regions should this combined institution fail.

It is also important to recognize that, aside from its implications for the stability of financial markets, this merger will have a negative impact on thousands of workers and consumers. There are 740 SunTrust branches located within two miles of a BB&T branch.<sup>7</sup> Many of these branches are likely to face closure, leading to the loss of thousands of jobs. The majority of those laid off are likely to be lower-income employees who already face greater precarity. The shock of job loss could destabilize many households and lead to foreclosures, which could, in turn, hurt local housing markets; the loss of jobs will likely have broader ripple effects throughout these communities. Moreover, consolidation is likely to decrease the propensity of the merged entity to strive to comply with Community Reinvestment Act standards. The FDIC must not be seen to be trivializing these concerns.

#### Concerns Regarding the FDIC's Decision-Making Process:

First, we note that the FDIC currently lacks a minority party commissioner. Although the Senate Minority Leader proposed a candidate for the vacancy last year, the President has yet to act on the recommendation and make a formal nomination.<sup>8</sup> Such lengthy delays are highly unusual and represent an unacceptable manipulation of statutorily independent bodies. That the President is engaging in this variety of politically-motivated obstructionism to exert influence over the nature and direction of the FDIC's decisions necessarily undermines confidence in the integrity of its decision-making. This reality makes it even more imperative that the FDIC to prove that its sitting commissioners will be impartial arbiters.

As entities with deep expertise in identifying soft corruption (i.e., legal but wrong behavior), the undersigned organizations offer the following warning to the FDIC. We believe that FDIC Chairwoman Jelena McWilliams' involvement in the effort to pass legislation that facilitated mergers such as this one and her ties through her previous employment to a lobbyist working for SunTrust cast doubt on her impartiality. In order to protect the integrity of the FDIC board's decision, we ask that Chairwoman McWilliams assuage these doubts by releasing all of her ethics forms and waivers for public appraisal and publicly addressing doubts about her ability to act as an impartial adjudicator in this matter.

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<sup>6</sup> Richard Craver, "BB&T merger means bigger market share," Winston Salem Journal, [https://www.journalnow.com/business/bb-t-merger-means-bigger-market-share/article\\_a11ec4a8-2fa2-5f0c-a25c-1ba1cfa4e62c.html](https://www.journalnow.com/business/bb-t-merger-means-bigger-market-share/article_a11ec4a8-2fa2-5f0c-a25c-1ba1cfa4e62c.html)

<sup>7</sup> Zach Fox, Zain Tariq, and Liz Thomas, "BB&T-SunTrust branch closures likely concentrated in Washington, Atlanta, Miami," S&P Global, Market Intelligence, February 12, 2019, <https://www.spglobal.com/marketintelligence/en/news-insights/trending/8hrx9dl8ez1ivj4gvdxtqw2>

<sup>8</sup> Zach Carter, "Senate Democrats Are Still Figuring Out This Whole Resistance Thing," Huffpost, February 13, 2019, [https://www.huffpost.com/entry/congress-federal-agency-staffing-impasse\\_n\\_5c632fa0e4b08da0ec7fb62a](https://www.huffpost.com/entry/congress-federal-agency-staffing-impasse_n_5c632fa0e4b08da0ec7fb62a)

Although Chairwoman McWilliams had left the Senate Banking, Housing, and Urban Affairs committee's employ by the time the Economic Growth, Regulatory Relief and Consumer Protect Act (S. 2155), a major rollback of Dodd-Frank regulations, was passed, as a General Counsel for the committee she was involved in developing the blueprint from which S. 2155 would draw heavily.<sup>9</sup> That law facilitated the merger in question by loosening regulatory standards, which reduced compliance costs and freed up funds for mergers and acquisitions.<sup>10</sup>

This demonstrable commitment to the effort to make mergers like this one more feasible raises questions about the Chairwoman's ability to remain objective in this case.

That these general matters already call into question the integrity of the FDIC's decision makes it all the more essential that Chairwoman McWilliams works to prove that her longstanding ties to key player in this merger do not represent an insurmountable conflict of interest. While Chairwoman McWilliams worked on the Senate Banking Committee one of her colleagues for a period of time was Mark Oesterle, who went on to become a lobbyist for SunTrust Bank.<sup>11</sup> In that capacity, Oesterle lobbied the Senate Banking Committee on several bills, including the deregulatory bill for small- and mid-sized banks that preceded S. 2155, on which McWilliams would have been working as the committee's General Counsel.<sup>12</sup>

In addition to these direct links between McWilliams and Oesterle, they also share a common former Senate Banking committee colleague, Andrew Olmem, who now serves as the White House's Special Assistant for Financial Policy. Olmem served as General Counsel for the committee between Oesterle and McWilliams.<sup>13</sup> Like McWilliams, he would also have encountered Oesterle in his capacity as a lobbyist.<sup>14</sup> In his role in the White House, Olmem

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<sup>9</sup> Kelsey Ramirez, "President Trump signs Dodd-Frank rollback into law," HousingWire, May 24, 2018, <https://www.housingwire.com/articles/43464-president-trump-signs-dodd-frank-rollback-into-law>; Christina Rexrode and Ryan Tracy, "From Belgrade to the Pinnacle of Washington's Banking World," The Wall Street Journal, December 8, 2017,

<https://www.wsj.com/articles/from-belgrade-to-the-pinnacle-of-washingtons-banking-world-1512732600>;

David Dayen, "Revenge of the Stadium Banks," The Intercept, March 2, 2018.

<https://theintercept.com/2018/03/02/crapo-instead-of-taking-on-gun-control-democrats-are-teaming-with-republicans-for-a-stealth-attack-on-wall-street-reform/>; Howard Koplowitz, "Regions Bank a big winner of Dodd-Frank rollback law," AL.com, May 24, 2018,

[https://www.al.com/news/2018/05/regions\\_bank\\_a\\_big\\_winner\\_of\\_d.html](https://www.al.com/news/2018/05/regions_bank_a_big_winner_of_d.html)

<sup>10</sup> David Dayen, "Elizabeth Warren was Right: New Law is Already Making Banks Bigger," The Intercept, <https://theintercept.com/2019/02/08/elizabeth-warren-was-right-new-law-is-already-making-banks-bigger/>

<sup>11</sup> "Oesterle, Mark," OpenSecrets.org, Center for Responsive Politics,

[https://www.opensecrets.org/revolving/rev\\_summary.php?id=77441](https://www.opensecrets.org/revolving/rev_summary.php?id=77441); "Board of Directors - Jelena McWilliams," Federal Deposit Insurance Corporation, <https://www.fdic.gov/about/learn/board/mcwilliams/>

<sup>12</sup> "SunTrust Banks," OpenSecrets.org, Center for Responsive Politics,

<https://www.opensecrets.org/lobby/clientbills.php?id=D000022269&year=2015>; "S.1484 - Financial Regulatory Improvement Act of 2015," congress.gov,

<https://www.congress.gov/bill/114th-congress/senate-bill/1484>; Rexrode and Tracy, "From Belgrade to the Pinnacle of Washington's Banking World."

<sup>13</sup> "Olmem, Andrew," OpenSecrets.org, Center for Responsive Politics,

[https://www.opensecrets.org/revolving/rev\\_summary.php?id=78014](https://www.opensecrets.org/revolving/rev_summary.php?id=78014)

<sup>14</sup> "Oesterle, Mark," OpenSecrets.org, Center for Responsive Politics

“plays a key role in personnel decisions for financial positions in the Trump administration.”<sup>15</sup> Olmem has helped to install a roster of regulators who are intent on rolling back financial regulations, many of whom, like McWilliams, are also alumni of the Senate Banking Committee.<sup>16</sup> These connections make it reasonable for the public to wonder whether Oesterle lobbied Olmem for McWilliams’ appointment, recognizing that she would be an ally on the FDIC board. The air of impropriety resulting from this web of relationships demands clarification.

We ask that Chairwoman McWilliams clarify the nature of these relationships to eliminate any concerns about her biases in this case. We believe that a voluntary release of her ethics documentation, including all ethics waivers, and a public statement represent a suitable and necessary response to these concerns. We have simultaneously submitted a Freedom of Information Act request for these documents and ask that the Commission delay its decision until this documentation has been released.

Jeff Hauser  
Executive Director  
Revolving Door Project at the Center for Economic  
Policy and Research (CEPR)  
1611 Connecticut Ave, Suite 400  
Washington, DC 20009

David Segal  
Executive Director  
Demand Progress Education Fund  
1201 Connecticut Ave  
Washington, DC 20036

Evan Feeney  
Color Of Change  
1714 Franklin Street #100-136  
Oakland, CA 94612

Cc: Board of Governors for the Federal Reserve System

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<sup>15</sup> Andrew Ackerman, “‘Shelby Mafia’ Is Helping Trump Deregulate Wall Street,” The Wall Street Journal, December 12, 2017,

<https://www.wsj.com/articles/shelby-mafia-is-helping-trump-deregulate-wall-street-1513110749>

<sup>16</sup>Ackerman, “‘Shelby Mafia’ Is Helping Trump Deregulate Wall Street”

**Eike, Kathy**

---

**From:** Bernard Fudim <bernardfudim@gmail.com>  
**Sent:** Thursday, May 02, 2019 6:51 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] These are the reasons why the BB&T closure of Suntrust bank locations should not be permitted

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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**I oppose any closures of SunTrust Banks and any change in name.**

**I consider the SunTrust bank in which my modest deposits are held, to be a friendly Neighborhood bank, serving the community needs of a small city in Florida, which consists of a mixture of retired senior, and a younger working class. Friendly SunTrust employees recognize me, and are willing to assist walk-ins even without a prior appointment.**

**A generation still exists which is far more likely to visit a bank's physical location. The availability of such customer relations can make all the difference, in helping seniors protect our savings.**

**My SunTrust bank serves the local community, and the community is making strides, with new construction.**

**I think of the SunTrust bank branch within my neighborhood, as a friendly neighborly bank, and with personnel who desire to make the procedure of banking, easier, and who understand the special assistance needed by senior citizens. I wish to continue paying my bills using the SunTrust website. My personal feeling towards SunTrust is that they do understand their purpose which is to provide banking services to their community. They are capable of asking appropriate questions. that are related to their interaction with the needs of the community.**

**Some part of my opposition to the proposed merger is also based upon unnecessary risks to the depositor base that this merger could initiate.**



**As far as I can see there is no purpose to be served through incurring the risks that will be an almost inescapable result of the proposed merger of BB&T with SunTrust. That is especial true at this time, when the Fed Reserve has reported using their own words "significant beneficial control has enabled consumer credit to have increased to a seasonally adjusted annual rate of 4-1/2 percent.**

**Do not discount my opposition to the proposed merger only in terms of the strain it puts upon senior citizen ability to cope with such changes.**

**There is also an emotional component at work which can damage the depositor base, especially the significant depositor base consisting of Senior Citizens. I today speak biased by my advanced senior citizen status.**

**In that respect, please allow me refer to a recent statement by professor Robert J Schiller Nobel laureate in economics, is which after a carefully researched study the professor concluded in his own words.**

**"Home-country bias, or patriotism, is a big factor in the stock market. So, to understand the US stock market's strength, we need to consider the thinking of its participants."**

**To his opinion may I add my emotional opinion that there is no purpose served by the proposed merger of BB&T with SunTrust, and since consumer credit has increased has increased recently at a seasonally adjusted annual rate of 4-1/2 percent, and any shock to depositors can only increase the dangers of a reversal, of that trend.**

**I personally experienced some confusion, such as that which is typical among the elderly seniors. It resulted from a situation after Scottrade was bought and merged with Ameritrade. It swamped their ability to adequately deal with the resulting confusion, which resulted in many Scottrade customers receiving computer warning notices when attempting to login such as void, and do not recognize.**

**I believe the merger will likely result in the same kinds of problems, due to changes and modifications to software that are natural undertakings after a merger.**

**In general software programmers are trained to understand the software, but are not trained to communicate with the elderly. They are successful communicating with intuitive knowledge such as is acquired by youngster who has played games since childhood on a cellular phone.**

**These shortcomings will again result in a lessening of understanding by designated personnel, who themselves are being beleaguered by too many calls from people who seemingly simultaneously need assistance. Such disruptions and errors are the most likely scenario, which can and will result from the propose merger between BB&T and**



**SunTrust. These proposed mergers are never helpful to the individual clients and users, who have mastered a system which seemingly overnight almost disappears or becomes a mystery.**

**There is a social infrastructure, that develops between a bank and its customers and it promotes the harmonic a relationship between the two. That harmonies relationship increases over time and particularly as one becomes aged and becomes a senior citizen. Social infrastructure and its development promote the harmonic relations between Bank and depositors. A developed social infrastructure in its turn influences the investment climate within regions**

**The implementation of a responsible Social Infrastructure within inter-industry characteristics and responsibilities, has studied by economists as well as sociologists, and psychologists, and have been shown to work advantageously for the economy. The proposed SunTrust and BBT merger is not designed to enhance such social obligations and yet that is or should be one of the functions of a regulated bank.**

**I think of the SunTrust bank branch within my neighborhood as a friendly bank with personnel who desire to make the procedure of banking, and who promotes the assistance to senior citizens who wish to pay their bills using the SunTrust website and the internet.**

**I have witnessed the ongoing confusion especially for seniors of advanced age when Scottrade was merged within Ameritrade. I am afraid that the same episodes involving a lessening of personal support will be a result of the propose merger between BB&T and SunTrust. These proposed mergers are never helpful to the individual user.**

**There is a social infrastructure, that develops between a bank and its customers and it promotes the harmonic a relationship between the two. That harmonies relationship increases over time and particularly as one becomes aged and becomes a senior citizen. Social infrastructure and its development promotes the harmonic relations between Bank and depositors. A developed social infrastructure in its turn influences the investment climate within regions**

**Social infrastructures and its inter-industry characteristics when studied by economists as well as sociologists, and psychologists, have been shown to work advantageously. Modern conditions of development and of social infrastructure such as ageing and senior citizen problems can be defined in my opinion as the conditions for economic destabilization.**

**According to a new survey by the American Bankers Association also known s the ABA Foundation, bank mergers must consider their affect upon the development of social infrastructures. Banks across the country are on alert and adopting new strategies to help older customers protect their life savings and smoothly transition to retirement. The foundation set out to benchmark what banks of all sizes are doing to prevent and stop elder financial exploitation. Seventy percent of bank deposit**

**A social infrastructure such as ageing and senior citizen problems must be considered and Banks across the country must remain on alert that their actions do not hinder, but instead helps older customers understand how to protect their life saving. The ABA must also be on guard against the confusion initiated by mergers. With a generation far more likely to visit a bank's physical location, customer relations can make all the difference in helping seniors protect their savings.**

**In this age of bank mergers and large financial institutions, a bank's ability to foster loyalty with those customers who prefer to do their banking in person still rests largely on the familiarity of tellers and location and the trusted name.**

**Eike, Kathy**

---

**From:** Bernard Fudim <bernardfudim@gmail.com>  
**Sent:** Thursday, May 02, 2019 7:56 PM  
**To:** Eike, Kathy  
**Subject:** [External] The velocity of money will suffer as a result of the closure of some Sun Trust banks

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**The closure of SunTrust Banks and even changing its name to BB&T will have the effect of making people unsure of borrowing money. That will slow down the velocity of money, which is a key part of the justification for its creation, in the form of credit and debt.**

**The growth of BB&T by itself could speed up the velocity of money, and have a beneficial effect to the economy, but not as a result of SunTrust bank closures.**

**Eike, Kathy**

---

**From:** Anne Rebbe <Anne.Rebbe@BPI.com>  
**Sent:** Friday, May 03, 2019 3:28 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter on BB&T and SunTrust  
**Attachments:** Suntrust.BBT Letter 05.03.19.pdf

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Dear Adam,

Attached here is a comment letter on the merger of BB&T and SunTrust.

Thanks,

Annie

**Annie Rebbe**  
Assistant Vice President & Regulatory Policy Analyst  
[anne.rebbe@bpi.com](mailto:anne.rebbe@bpi.com)  
Phone: 202.589.2457  
Mobile: 314.330.6292  
[www.bpi.com](http://www.bpi.com)  


May 3, 2019

*Via Electronic Mail*

Adam M. Drimer  
Federal Reserve Bank of Richmond  
701 East Byrd Street  
Richmond, VA 23219

FDIC Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309

Re: Proposal by BB&T Corporation to acquire SunTrust Banks, Inc. and its subsidiary, SunTrust Bank, and to merge SunTrust Bank with and into Branch Banking and Trust Company

The Bank Policy Institute is pleased to comment on the proposal by BB&T Corporation, Winston-Salem, North Carolina, to acquire SunTrust Banks, Inc., and thereby indirectly acquire SunTrust Bank, both of Atlanta, Georgia, pursuant to the Bank Holding Company Act and related statutes. Although BPI generally does not comment on the merits of any regulatory action involving specific financial institutions, we comment here on two larger policy issues that have been raised by some in connection with the proposal.

First, we note that some have asserted, in the context of the proposal, that the U.S. banking sector is highly or unduly concentrated, and that the BB&T/SunTrust combination would make it more so. But as recent BPI research demonstrates, using the most commonly used measure of market concentration (the Herfindahl-Hirschman Index), the U.S. banking industry is unconcentrated, both in absolute terms and relative to other industries, and would remain so were BB&T and SunTrust to combine.<sup>1</sup>

Second, we note that some have also asserted, in the context of the proposal, that the Federal Reserve and FDIC should take into account, and make a decision on the proposal based on, various factors that have no basis in the Bank Holding Company Act, the Bank Merger Act, or other relevant statutes. We strongly urge the agencies to follow the law, applying the specific factors and considerations articulated by Congress in the relevant statutes, and not other, extra-legal criteria that have no basis in law and have never been subject to public notice and comment.<sup>2</sup>

Sincerely,



Greg Baer  
President & CEO  
Bank Policy Institute

---

<sup>1</sup> See The BPI Blog, *The Banking Industry is Unconcentrated, and Will Remain So After the BB&T/SunTrust Merger* (Feb. 15, 2019), available at <https://bpi.com/the-bbt-corp-and-suntrust-banks-merger-will-not-raise-the-concentration-of-the-banking-industry/>

<sup>2</sup> For a further discussion of the fundamental problems with applying such extra-legal criteria, including those enumerated in the Federal Reserve's Supervisory Letter 14-02, see Testimony of Greg Baer before the Senate Banking Committee (April 30, 2019), available at <https://www.banking.senate.gov/imo/media/doc/Baer%20Testimony%204-30-19.pdf> at p. 9 et seq.

**Eike, Kathy**

---

**From:** Savino, Christina M. <christina.savino@ocps.net>  
**Sent:** Thursday, May 02, 2019 4:27 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External]

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To whom it may concern –

I'm writing in regards to the proposed merger of BB&T Corporation with Sun Trust Banks, Inc. I have worked with BB&T since 2011 as part of their initiative to help families experiencing homelessness. I feel that a merger with Sun Trust Banks could potentially broaden the philanthropic reach of these corporations through a collective impact, directly benefiting communities such as Orange County, Florida. I am hopeful that their combined efforts will strengthen and possibly expand the current services that address critical needs of communities. I am thankful for our partnership and am excited for what the future may hold!

***Christina M. Savino***

**Orange County Public Schools**

Interim Senior Admin. | Homeless & Migrant Ed.

Title I Federal Programs

Phone: 407-317-3200 x 200-2771

Website: [www.homeless.ocps.net](http://www.homeless.ocps.net)

Thank you  Orange County  
for choosing  Public Schools

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**Eike, Kathy**

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**From:** Hershey, Will <whershey@investdavenport.com>  
**Sent:** Thursday, May 02, 2019 4:44 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] SunTrust and BB&T Merger

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I write in support of the proposed SunTrust and BB&T merger. Our firm has maintained a banking relationship with SunTrust for more than 30 years and value our partnership as well as their contribution to the local community. We look forward to working with them for many years to come. Thank you.

Will Hershey

**Will Hershey**  
Chief Financial Officer  
Senior Vice President & Director  
Davenport & Company  
(804) 780-2165 (Direct)  
(800) 846-6666 (Toll Free)  
[www.investdavenport.com](http://www.investdavenport.com)

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Please follow this link for additional important information

**Eike, Kathy**

---

**From:** Karen Jubrail <kjubrail@cmaquarium.org>  
**Sent:** Thursday, May 02, 2019 4:59 PM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Cc:** Jeff Lampasso (JLampasso@BBandT.com)  
**Subject:** [External] BB&T and SunTrust Merger – Letter of Support

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To Whom It May Concern:

Clearwater Marine Aquarium, Inc. (CMA) is a 501(c) 3 non-profit organization and has been a client of BB&T for approximately ten years. BB&T has consistently stepped up to help the organization finance its expansion plans and provide banking services to support day to day operations. Most recently, BB&T has provided the necessary construction financing for a project that will allow CMA to grow its mission and provide a significant positive economic impact to our community.

CMA values our long-term partnership with BB&T. Please accept this letter as support for the merger.

If you have any questions or would like additional information, please do not hesitate to contact me.

Sincerely,

**Karen Jubrail**

Chief Financial Officer  
Clearwater Marine Aquarium  
727-441-1790 x296  
727-686-5034 (cell)  
[kjubrail@cmaquarium.org](mailto:kjubrail@cmaquarium.org)  
SeeWinter.com





**Eike, Kathy**

---

**From:** Vickie Fuller <vickie@fullerandfullerconstruction.com>  
**Sent:** Thursday, May 02, 2019 5:00 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** 'Bank'  
**Subject:** [External] BB&T and Sun Trust

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To Whom it May Concern:

We have been a BB&T customer for over 20 years.

We bank with them on a personal level and a business level.

We have always found them to be strong in our community, fair and accommodating.

We are in the General Contracting and Design business.

We do checking, money markets, home loans, business loans and construction loans.

Combining two leaders of the banking world into one entity should result in a strong community presence and valuable accommodation to the customers.

For this reason, we think it will be a very good merger.

Vickie Fuller

Interior Designer

PO Box 785

Linville NC 28646

**Eike, Kathy**

---

**From:** Chris Smariga <CSmariga@harrissmariga.com>  
**Sent:** Thursday, May 02, 2019 5:08 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T - SunTrust Merger

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Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To whom it may concern:

As a BB&T loyal customer and Advisory Board member, I was very excited to learn about the merger of BB&T and SunTrust banks. Our engineering business has been fortunate to be serving our community for over 40 years. Over that time, we have had various banking relationships with national, regional and local companies. I can truly say that the experience with BB&T has been exceptional. Although they are a large organization, they act and feel like a community bank and our town is better for having them....both from a banking and community philanthropist/volunteer perspective. We are consistently notified of opportunities to enhance our banking services and they always share other services that may be of interest to us. I understand the importance of strong companies merging and the benefits it can provide its customers. Today's economy is changing more than ever and through these mergers companies are able to respond best to customer needs.

I firmly support the transaction and the opportunities it will bring the employees of the merger as well as the communities they serve.

Thank you for your support of this transaction.

Sincerely,

Chris Smariga  
President, Harris, Smariga and Associates

**Eike, Kathy**

---

**From:** Davis, Floyd <FDavis@communitylinknc.org>  
**Sent:** Thursday, May 02, 2019 9:12 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** John Stokes (jstokes@bbandt.com)  
**Subject:** [External] BB&T and Sun Trust Merger

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To Whom it May Concern,

We are excited to learn that the headquarters of the proposed merged bank will be in Charlotte. This will make Charlotte the second largest banking center in the country.

Our agency has been utilizing the services of BB&T Bank since November of 2006, we have enjoyed excellent service and they have addressed all of our banking needs. Even though there have been changes in our business bankers over the years, each assigned banker has been very responsive to the needs of our agency.

In addition to providing banking services, BB&T has made annual contributions that help support the work of our nonprofit agency. One of the programs we provide to our customers/clients is Asset Building. Services under this program include Volunteer Income Tax Assistance, Homeownership Counseling, Foreclosure Counseling, and Financial Empowerment Seminars. BB&T has provided mortgages for many of our customers/clients who are first time home buyers. In fact, BB&T developed a mortgage product that they service in house, which will provide financing for the home buyer to purchase a home that is built on leased land or land that is held by a Land Trust. This provides nonprofit organizations opportunities to provide affordable housing for many LMI buyers because the land cost is about 30 to 35% of the cost of building houses. Therefore we would like this mortgage product to be provided by the new bank.

As a Member of the National Community Reinvestment Coalition (NCRC) our agency support this merger if a Community Benefit Agreement can be developed that ensures us that investments and banking services will be provided to LMI communities within the new bank's footprint.

Sincerely,  
Floyd Davis

— — —  
Floyd R. Davis, Jr.  
President & CEO  
Community Link  
601 East 5th Street, Suite 220  
Charlotte, NC 28202  
704-943-9491 [p]  
704-943-9519 [f]  
704-562-9278 [c]  
[www.communitylinknc.org](http://www.communitylinknc.org)

[Donate today](#) to ensure that our workforce is housed!

**Eike, Kathy**

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**From:** Thomas Harrington <tharrington@valleyyouthhouse.org>  
**Sent:** Thursday, May 02, 2019 9:42 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** Zile, Michael; LCyr@bbandt.com  
**Subject:** [External] Letter of Support for BB&T & SunTrust Merger

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May 2, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Dear Sirs,

I'm writing to share the many positive experiences that Valley Youth House has had in working with BB&T Bank in Allentown, PA over many years, and to express my support for the proposed merger of BB&T Bank and SunTrust.

Valley Youth House is a \$30M non-profit that has served homeless, runaway and abused youth in 18 counties in Eastern Pennsylvania for the past 45 years. We have benefited from having an extensive banking relationship with BB&T Bank in the following areas:

- BB&T manages a portion of our agency's **Endowment Fund**. Members of our Investment Committee meet quarterly with BB&T's Investment team and have been very pleased with the support, performance and responsiveness of this team;
- BB&T serves as the broker for our agency's **commercial insurance and employee health insurance**, and has consistently negotiate favorable rates that have saved our agency significant dollars. Mike Capri, our BB&T Insurance relationship manager, is an active member on our agency's Risk Management Committee, and has personally helped us conduct safety inspections of each of our 14 offices;
- BB&T carries the mortgage on our new office, and helped us negotiate a complex, **\$3.6MM tax-exempt bank-qualified loan** with the Northampton County Industrial Development Corporation. They worked with our legal counsel as well as bond counsel to complete this application, which saved Valley Youth House significant dollars.

In addition, BB&T has been a very generous financial supporter of our Mission. Scott Fainor, who recently retired as the BB&T Group Executive for our area, was instrumental in organizing a new fund raising event involving Elton John three years ago. The event has raised over \$1,000,000 in the past three years, and has been our largest fund raising event in our agency's history. BB&T employees are involved in many of our charitable activities and contribute significant funds through the United Way designated giving program.

BB&T has also provided support in the training of our staff through members of the BB&T Leadership Institute and the BB&T Executive Symposium. The most recent Symposium introduced us to cutting-edge tools to measure employee

engagement, which we've used to improve staff retention, which is key to the accomplishment of our Mission with local youth and families.

We appreciate all the support the BB&T has provided to us over the years and are supportive of the proposed merger with SunTrust. Please feel free to contact me directly if I can be of further help.

Sincerely,

Tom Harrington  
President & CEO



**Thomas R. Harrington**  
President & CEO  
[tharrington@valleyyouthhouse.org](mailto:tharrington@valleyyouthhouse.org)

3400 High Point Boulevard  
Bethlehem, PA 18017

1500 Sansom Street, Suite 300  
Philadelphia, PA 19102-2800  
cell: 484/951-6842 |||| [Website](#)

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**Eike, Kathy**

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**From:** administration@sharptreefarm.com  
**Sent:** Friday, May 03, 2019 7:59 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust Merger

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To Whom It May Concern:

I have served on the Sun Trust Bank Advisory Board for a number of years and continue to be impressed with the way they run their business!

Their approach to "customer service" and ability to grow the bank "financially" is a tribute to Sun Trust Bank's officers and directors. No doubt about it . . . the merger of "BB&T and Sun Trust Bank" will become a marriage come true within the financial industry.

I hope we can count on your support and approval of this merger!!

Sincerely,

*Robert R. Sharp*

President  
Sharp Tree Farm & Nursery, LLC  
12225 S Pleasant Grove Rd.  
Floral City, FL 34436  
Email: bobsharp@sharptreefarm.com  
Office: 352-637-9270  
Fax: 352-637-9217

**Eike, Kathy**

---

**From:** Ruth Jones Nichols <rjonesnichols@foodbankonline.org>  
**Sent:** Friday, May 03, 2019 7:59 AM  
**To:** bankmergerapplication@fdic.gov  
**Cc:** RICH BankSup Applications Comments  
**Subject:** [External] Written Comments for SunTrust & BB&T Bank Merger  
**Attachments:** FBSEVA\_SunTrust Letter of Support (April 2019).pdf

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To Whom It May Concern:

Please accept the attached written comments regarding the proposed SunTrust & BB&T merger.

If you have any questions, feel free to email [rjonesnichols@foodbankonline.org](mailto:rjonesnichols@foodbankonline.org).

Best regards,

Ruth



**Ruth Jones Nichols, Ph.D. | Chief Executive Officer**

Foodbank of Southeastern Virginia and the Eastern Shore  
800 Tidewater Drive | Norfolk, VA 23504  
Main: 757.627.6599 | Direct: 757.314.4542 | [foodbankonline.org](http://foodbankonline.org)



Proud Member of: [Feeding America](#) | [Federation of Virginia Food Banks](#) | [Charity Navigator](#) | [United Way of South Hampton Roads](#) | [United Way of Virginia's Eastern Shore](#) | [United Way of Franklin Southampton Area](#)



The Foodbank of Southeastern Virginia and the Eastern Shore is a proud member of:



April 30, 2019

FDIC  
Atlanta Regional Office  
10 10th Street, Suite 800  
Atlanta, GA 30309-3849

Dear Sir/Madam:

On behalf of the Foodbank of Southeastern Virginia and the Eastern Shore (FBSEVA), I am pleased to offer this letter of support for the potential merger between SunTrust and BB&T. As the region's largest hunger-relief organization offering food assistance programs that serve over 165,000 food insecure individuals each year, our organization can attest to the vital role of corporations such as SunTrust in helping to sustain critical human service programs throughout our community.

Last year, the FBSEVA distributed nearly 15 million meals to seniors, children, veterans and low-income working families. Since our founding in 1981, we have distributed close to 300 million meals. These accomplishments were made possible through our robust network of feeding partners and program sites, as well as from corporate support from businesses, including SunTrust.

During fiscal year 2020, SunTrust contributed a \$20,000 grant that enabled FBSEVA to offer our Healthy Mobile Pantry Program (HMPP) in communities throughout our service area, which covers 11 cities and counties across 4,745 square miles. The HMPP distributes fruits and vegetables, lean protein, whole grains, and low-fat dairy products to food insecure individuals with limited access to other feeding programs and support services. Financial literacy is delivered in conjunction with food distribution at HMPP sites in a combination of one-on-one or group sessions. With the grant from SunTrust, FBSEVA served 1,499 households with approximately 29 meals per household, which represented a total of 43,471 meals. We helped these households understand, as well, how to stretch their limited budgets to ensure consistent access to healthy, nutritious food.

For more than 10 years, SunTrust has been a valuable corporate partner for FBSEVA providing funds, food and volunteer hours that support our vision for "*a hunger-free community.*" The proposed merger between SunTrust and BB&T has the potential to increase the bank's capacity for supporting organizations like ours that serve the most vulnerable citizens in Southeastern Virginia and on the Eastern Shore. It is with this belief that we offer our full support for the proposed merger.

Sincerely,

A handwritten signature in blue ink that reads "Ruth Jones Nichols".

Ruth Jones Nichols, PhD  
Chief Executive Officer



Norfolk: 800 Tidewater Drive • Norfolk, VA 23504 • 757.627.6599

Eastern Shore: PO Box 518 • Tasley, VA 23441 • 757.787.2557

[foodbankonline.org](http://foodbankonline.org)



**Eike, Kathy**

---

**From:** Robbie Edmiston <redmiston@plexuscap.com>  
**Sent:** Friday, May 03, 2019 8:41 AM  
**To:** RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'  
**Cc:** Michael Painter; 'christopher.sears@suntrust.com'  
**Subject:** [External] Support Letter - SunTrust / BB&T  
**Attachments:** Plexus Support Letter - SunTrust.pdf

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To whom it may concern,

Please find attached a letter from Plexus Capital in support of the SunTrust / BB&T merger.

Sincerely,  
Robbie



Robbie Edmiston  
(w) 919.780.5090  
(m) 336.707.2841  
redmiston@plexuscap.com  
plexuscap.com  
4242 Six Forks Road, Suite 950 • Raleigh, NC 27609

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*Help small companies **DO** big things!*



May 3, 2019

To whom it may concern:

Plexus Capital, LLC (“Plexus”) is pleased to confirm its support of the merger between SunTrust and BB&T (the “Merger”). Plexus is a Small Business Investment Company (SBIC) with offices in Raleigh, NC and Charlotte, NC focused on providing capital to lower middle market companies in the U.S., which we define as companies with less than \$10M of EBITDA. Founded in 2005, Plexus has invested over \$900 million in more than 100 companies across a broad range of industries.

Plexus has maintained a relationship with SunTrust for more than a decade; one of the first Plexus investments in 2005 was made in a North Carolina business in partnership with SunTrust. SunTrust is also an investor in Plexus, thereby supporting our efforts to invest in small businesses throughout the U.S. Given our headquarters are in North Carolina, we are aligned with SunTrust in our geographic focus; more than a third of our investments have been made into the Southeast.

We believe the Merger will provide NewCo with greater scale and a heightened ability to support small businesses throughout the Southeast. Once the Merger has been finalized, we believe NewCo will have a larger appetite for SBIC investments, more opportunities to invest alongside Plexus in small businesses, and a positive impact on communities through job growth and economic revitalization.

We look forward to growing our relationship with NewCo and partnering together to support small businesses in our combined geographic footprint. Please feel free to reach out to Plexus if you have any questions.

Sincerely,

**PLEXUS CAPITAL, LLC**

A handwritten signature in blue ink, appearing to read "Michael Painter", written over a horizontal line.

By:

Michael Painter  
Managing Partner

**Eike, Kathy**

---

**From:** Diana Griffith <DianaG@depcopump.com>  
**Sent:** Friday, May 03, 2019 8:53 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Lampasso, Jeff; Kevin Griffith  
**Subject:** [External] Bank merger for BB&T

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To whom it may concern:

Depco Pump Company is a pump distribution business located in Clearwater, FL. WE have been in business since 1985 and have been lucky enough to enjoy great banking relationships here in Clearwater. Any successful business relies on good banking services and we certainly have that with BB&T.

We have been a client of BB&T since it merged with Republic Bank many years ago. Republic had been our business and personal bank since 1985. We had always received wonderful service from Republic Bank and I confess, it made me nervous when I heard BB&T was taking over. However, our time with BB&T has been nothing short of perfect for all these years. BB&T has been responsive to our needs as a business as well as our personal banking needs. It has assisted us in handling our growth objectives with personalized service and quality product. BB&T has allowed us the flexibility to take advantage of growth opportunities, making BB&T and Depco a strong alliance. Depco Pump Company has been successful in a large part due to the partnership we have with our bank and our bank representatives. Jeff Lampasso has been our rep for the past several years and we enjoy an easy, professional, attentive relationship with him. He has represented BB&T well.

If Sun Trust can bring additional quality service and product to the table and do it as well as BB&T has, they have my vote.

*Diana Griffith* | Comptroller

[dianag@depcopump.com](mailto:dianag@depcopump.com)

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**Eike, Kathy**

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**From:** David Pommerehn <dpommerehn@consumerbankers.com>  
**Sent:** Friday, May 03, 2019 11:12 AM  
**To:** RICH BankSup Applications Comments  
**Cc:** Nick Simpson; Jeannie Bunton; Melanie Duffy; Richard Hunt; Sam Whitfield  
**Subject:** [External] CBA Letter of Merger Support - 84 FR 9340  
**Attachments:** BBT-ST Letter - CBA - 84 FR 9340.pdf

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Please find attached a letter of support for the merger of BB&T and SunTrust. 84 FR 9340

Thank you.

**David Pommerehn** | Senior Vice President & Associate General Counsel | Consumer Bankers Association  
1225 I St., NW, #550, Washington, DC 20005 | 202-552-6368 | [dpommerehn@consumerbankers.com](mailto:dpommerehn@consumerbankers.com)

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May 3, 2019

Hon. Jelena McWilliams  
Chair of Federal Deposit Insurance Corporation  
550 17<sup>th</sup> Street, N.W.  
Washington, D.C. 20429

Hon. Jerome Powell  
Chair of the Board of Governors  
Federal Reserve System  
20th & Constitution Ave., NW  
Washington, D.C. 20551

**RE: The Consumer Bankers Association's Support to proposed merger of *BB&T Corporation* and *SunTrust Banks, Inc.***

Dear Chairman McWilliams and Chairman Powell:

I write on behalf of the Consumer Bankers Association (“CBA”)<sup>1</sup> to urge the members of the Board of Governors for the Federal Reserve System (“Board” or “Fed”) to support and approve the merger of BB&T Corporation (“BB&T”) and SunTrust Banks, Inc. (“SunTrust”), as proposed. CBA and our member institutions strongly support effective consumer protections and, specifically, the principles of choice, transparency and fairness in customer relationships. We believe the merger of these two well-established depository institutions will be of great benefit to U.S. consumers and their communities by enhancing the consumer banking experience.

Both BB&T (founded in 1872) and SunTrust (founded in 1891) have long histories of quality banking practices and services and we are fully confident these two well-managed firms will adopt the best risk management, compliance, client service and business practices of each firm. Their combined resources also will allow the new bank to better serve the communities in its geographic footprint and beyond by allowing for enhanced technological investment, improved client service and outcomes, and greater financial protection in an ever-increasing cyber economy.

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<sup>1</sup> The Consumer Bankers Association is the only national financial trade group focused exclusively on retail banking and personal financial services—banking services geared toward consumers and small businesses. As the recognized voice on retail banking issues, CBA provides leadership, education, research, and federal representation for its members. CBA members include the nation’s largest bank holding companies as well as regional and super-community banks that collectively hold two-thirds of the total assets of depository institutions.

Most importantly, these two organizations currently present low systemic risk as indicated by their systemic risk indicator scores. Combined, they remain well below the systemic risk surcharge thresholds established by regulators, and while we understand the need for a thorough review of this merger, we strongly urge a strict following of the statutory process in order to conduct an objective review of the transaction in this and all other cases. Ideological opposition based on unverified factors will only contribute to uncertainty in the evolution of the U.S. banking system.

Accordingly, CBA fully supports BB&T and SunTrust and urges an accurate, objective analysis of their application and plan for merger. This merger allows for improved outcomes for consumers and their communities.

Respectfully,

A handwritten signature in cursive script that reads "Richard Hunt".

Richard Hunt  
President and CEO  
Consumer Bankers Association

**Eike, Kathy**

---

**From:** Quentin Lawrence <qlawrence@hope4theinnercity.org>  
**Sent:** Friday, May 03, 2019 11:07 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Suntrust and BB&T Merger Support Letter  
**Attachments:** Merger support letter.pdf

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April 30, 2019

FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

To Whom It May Concern:

Hope for the Inner City is pleased to publicly support the merger of Suntrust Bank and BB&T. As an organization, we seek to engage, invest and empower our neighbors in East Chattanooga to bring economic stability to their own community. In order to accomplish this, we rely on strategic partnerships with organizations like Suntrust Bank to not only provide financial resources to fund our programs and initiatives, but also volunteers and actual banking services within the local community to serve the needs of our neighbors.

Over the last few years, our non-profit organization, along with many others in the city of Chattanooga, have benefited greatly from the generous support of Suntrust Bank through grants and sponsorships. Additionally, Suntrust Bank has maintained a branch presence within East Chattanooga and remains the only bank branch in our area, thereby providing some ray of hope and stability for the community. We remain encouraged by these efforts and anticipate greater things in the future.

We look forward to partnering on a deeper level after the merger and anticipate that this new endeavor will further prosper our community and enrich the lives of our neighbors.

Warm regards,

**Quentin Lawrence**

Deputy Executive Director

**Hope for the Inner City**

*Our Mission:*

Hope for the Inner City is a Christian organization that engages, invests in, and empowers our neighbors to bring economic stability to their community for the glory of God, beginning with East Chattanooga.

*Physical Address:* 1800 Roanoke Avenue, Chattanooga, TN 37406

*Mailing Address:* P.O. Box 11584, Chattanooga TN, 37401

*Office Phone:* [423.698.3178](tel:423.698.3178)

*Cell Phone:* [423.414.5337](tel:423.414.5337)

*Fax:* [423.698.7141](tel:423.698.7141)

*Email:* [qlawrence@hope4theinnercity.org](mailto:qlawrence@hope4theinnercity.org)

*Website:* [www.hopefortheinnercity.org](http://www.hopefortheinnercity.org)



**Eike, Kathy**

---

**From:** David Rosenberg <David@rosenbergdiamonds.com>  
**Sent:** Friday, May 03, 2019 11:31 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Aughey, Jon; Mohamed, Iwan  
**Subject:** [External] Letter of Recommendation for BB&T  
**Attachments:** Letter of Recommendation for BB&T May 3 2019.pdf

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To whom it may Concern,

Please find attached letter of recommendation for BB&T.

Hard copy sent via USPS to the addresses below;

- Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261
- FDIC Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849

Regards,

David Rosenberg  
Rosenberg Diamonds & Co.  
Diamond Bourse of S.E. United States  
President

233 South Federal Hwy,  
Boca Raton, FL 33432  
USA

TEL: +1-561-477-5444  
Fax: +1-561-477-5222  
E-mail: [david@rosenbergdiamonds.com](mailto:david@rosenbergdiamonds.com)  
Web: [www.rosenbergdiamonds.com](http://www.rosenbergdiamonds.com)



ROSENBERG DIAMONDS & CO.

May 2, 2019

To whom it may concern,

I would first like to acknowledge the tremendous growth in my personal and business banking relationship with BB&T. Jon Aughey, as my business relationship manager, and his colleagues have gone above the call of duty to make sure I've received the best possible service from day one. I now feel that the BB&T team is part of my family. The culture, values, and integrity I have enjoyed while working with BB&T have exemplified the trust, confidence, security, and competency I've been searching for in a financial institution.

As an entrepreneur and a business man, choosing the right banking and financial institution is paramount to not only just safeguarding my personal and business assets but also ensuring they thrive and grow. Several years ago, my frustration and disappointment with the previous conglomerate financial institution I was with led to my decision to finding another. The most important aspect of this decision for me was finding the right relationship. After speaking with dozens of financial institutions—from the smallest to other competing conglomerate banks—I felt the most comfortable with the team at BB&T. Their staff and management have always been exceptionally professional and highly dedicated. From the very moment I met with them, they treated me with the VIP service that I had been looking for everywhere.

Fast forward to half-a-decade later and BB&T has gone above and beyond my expectations. Our relationship has afforded me the opportunity to excel with many complicated real estate transactions both on the personal and business level, lines of credit, automotive, equipment, merchant services, wealth management, fraud protection, and much more. From the inception of our relationship, I have enjoyed a vast all-around improvement in my financial confidence and peace of mind.

I feel extremely comfortable with the merger as it is my understanding that both BB&T and SunTrust Bank share very similar goals and foot print in the region. I am also happy to say that having spoken with Jon Aughey, my relationship manager, he has assured me that both him and his team are here to stay.

If you're looking to be treated as a VIP and not just another account holder, I would highly recommend the folks at BB&T.

Sincerely,

David Rosenberg  
President

[www.RosenbergDiamonds.com](http://www.RosenbergDiamonds.com)

233 South Federal Highway · Boca Raton, FL 33432 · Tel. +1.561.477.5444 Fax. +1.561.477.5222

Los Angeles · New York · Boca Raton · Chicago · Geneva · London · Hong Kong · Tel Aviv · Dubai · Panama · Moscow

**Eike, Kathy**

---

**From:** Beverly Bryant <BeverlyBryant@kidinc.org>  
**Sent:** Friday, May 03, 2019 11:37 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] SunTrust: Proposed merger  
**Attachments:** FDIC ST Merger Support 5-2-19.pdf; FED ST Merger Support 5-2-19.pdf

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Please find attached two letters detailing the longstanding partnership between SunTrust and Kids In Distress, Inc. (KID). These letters have been mailed individually to the Federal Reserve Bank of Richmond and to the FDIC in Atlanta.

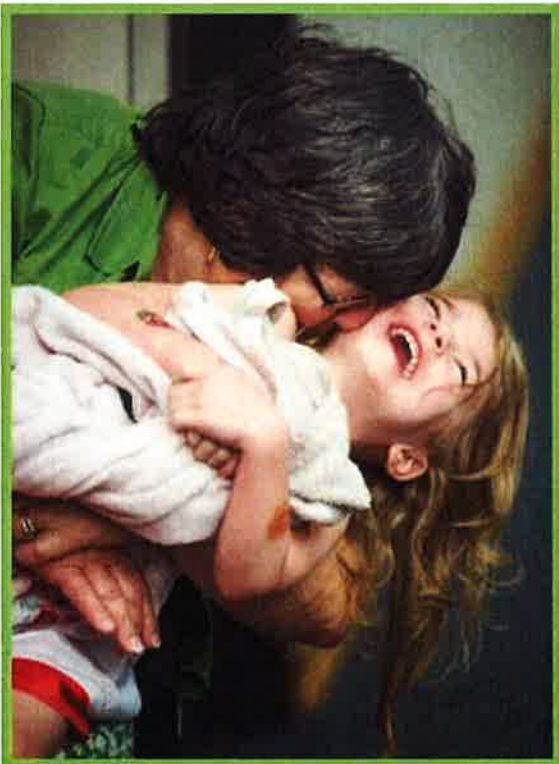
Please also note that KID fully supports the proposed merger with BB&T.

On behalf of KID President/CEO Mark Dhooge,

**Bev Bryant**

**Executive Assistant / Administrator**

*Make Family Possible. Foster a Child. Call (954) 390-7654 ext. 1287 to get started!*



KID, Inc., 819 NE 26<sup>th</sup> Street, Fort Lauderdale, FL 33305  
Tel: (954) 390-7654 ext. 1139  
Fax: (954) 567-5636  
[www.kidinc.org](http://www.kidinc.org)



May 2, 2019

Federal Reserve Bank of Richmond  
PO Box 27622  
Richmond, VA 23261

819 Northeast 26th Street  
Fort Lauderdale, FL 33305  
Tel: 954-390-7654  
Fax: 954-567-5636

[www.kidinc.org](http://www.kidinc.org)

**Board of Directors**

Mark Dhooge, President/CEO  
Shannon Gilbert, Chair  
Robert G. Schemel, Past Chair  
Kimberly Cagiano, Vice-Chair  
Mike Sipe, Vice-Chair  
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Elliot Borkson  
John Colodny  
Michael Gorham  
Jeff Gordon  
Carmen Johnson  
Mike Sipe  
Chief Paul O'Connell  
Bruce March  
Marie McKenzie  
Lesley Mitchell Jones  
Steve Palmer  
Susan Redfern  
Hon. Nan Rich  
Eris Sandler  
Richard Schagrin  
Jennifer Thomas  
Alan Tinter  
Howard Weinberger  
Dr. Barbara Weinstein

To Whom It May Concern;

Please accept this letter as my wholehearted support of the merger of SunTrust with BB&T.

SunTrust Bank has been a valued and trusted partner of Kids In Distress, Inc. (KID) for over 35 years, managing all of our investments needs, currently totaling approximately \$11,260,000.00.

SunTrust is a longstanding sponsor of our largest fundraising event, the KID DuckFest Derby. SunTrust Regional Vice-President and KID Board Member, Kim Cagiano serves as the event committee's chair. Kim has been a board member since 2011 and has held the position of Vice-chair since 2015.

Both SunTrust Bank and Suntrust Foundation support KID, and we in turn share the *On Up* program with all the families we serve. SunTrust employees also give to KID via United Way contributions.

The coming together of two such respected financial institutions is an exciting venture, and we are sure that it will result in continued success and growth for both parties. Please feel free to contact me if you have any questions regarding this Letter of Support.

On behalf of the KID in all of us:

**Mark Dhooge**  
**President / CEO**  
Kids In Distress, Inc.  
(954) 390-7654 ext. 1302  
[markdhooge@kidinc.org](mailto:markdhooge@kidinc.org)



**Eike, Kathy**

---

**From:** Limayem, Moez <mlimayem@usf.edu>  
**Sent:** Friday, May 03, 2019 11:39 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter of Support for SunTrust and BB&T Merger  
**Attachments:** SunTrust BBT Merger FRBR.pdf

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Attached, please see the letter of support for the SunTrust and BB&T merger.

Please let me know if you have any questions or if I can be of assistance.

Thanks,

*Moez Limayem*

Moez Limayem, Ph.D.  
Dean, Muma College of Business  
University of South Florida



May 3, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, Virginia 32361

To whom it may concern:

As the dean of a business college that is deeply connected to the business community, I would like to voice my strong support of the proposed merger of SunTrust and BB&T and I have outlined a few of the many reasons why I have come to this conclusion.

A merger of these institutions will combine resources and strengths so they can better serve their business partners in making better informed, timely financial and business decisions. And that will lead to a solid, stable economy. Both SunTrust and BB&T have a similar mission focus: Success, not only for their respective business bottom lines, but for their clients, consumers and the community.

The face of the financial industry is changing. Technology now is a big part of banking and investment success. A firm grasp of data analytics, blockchain and other cutting-edge technology is no longer needed to compete, but to survive in this global, digital economy that makes the world a smaller place every day. This merger will better position SunTrust and BB&T to compete on the international market. This isn't about beating the competition here as much as it is to successfully stand toe-to-toe with those global institutions.

The technology imbedded in the banking and investment industries is changing minute by minute and this merger will show that when these two corporations work together, in an environment of ever-evolving technology and global intensity, they become more than the sum of their parts. They will strengthen relationships with partners, better support their respective communities and help steady the nation's economy.

Large mergers have worked in the past: The Exxon/Mobile merger in 1999 created a company that continues to be a leader – and stabilizer – in the oil market; the Disney/Pixar merger in 2006 resulted in a company that produces multiple blockbuster films each year, which separately they could not have accomplished; also in 2006, the AT&T/BellSouth merger takes charge in a market that began with wireless communications and now offers smartphones and tablets that access entertainment wirelessly.

Aside from the business of business, both SunTrust and BB&T have a solid track record of giving back to their communities. I see this first-hand at the University of South Florida's Muma College of Business.

We have long enjoyed fruitful relationships with SunTrust and BB&T. Their support enables us to host some important events, such as the annual Florida Business Analytics Forum, co-sponsored by the SunTrust Foundation, which also co-sponsors our “State of the Region” event. One of our major fundraisers, “Celebration of Free Enterprise,” most recently was co-sponsored by BB&T.

SunTrust also partners with us in a number of other ways from offering internships for our students to underwriting case competitions to helping to fund our Florida Small Business Development Center at USF.

The merger provides a combined power to move forward in this fast-paced digital age. This is a world into which our students are headed and we are appreciative of supporters like SunTrust and BB&T who help guide our graduates into meaningful, fulfilling jobs. We are the “community” that will also benefit from the merger.

So, as dean of the Muma College of Business at the University of South Florida, a preeminent university serving 53,000 students on three major campuses, I support the merger. It will make SunTrust and BB&T stronger to compete in the global market, it will better inform their clients in making sound business decisions and benefit the community, which stands to prosper even more.

Sincerely,

A handwritten signature in black ink, appearing to read "Moez Limayem". The signature is fluid and cursive, with the first name "Moez" being more prominent and larger than the last name "Limayem".

Moez Limayem, PhD  
Dean

**Eike, Kathy**

---

**From:** Robert Barnas <rb@nixonvan.com>  
**Sent:** Friday, May 03, 2019 1:06 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter in support of impending merger...  
**Attachments:** N&V Letter re BB&T Suntrust Merger.pdf

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Attached please find a letter from me showing my support of the impending BB&T SunTrust merger. Please let me know if I can be of further assistance in this regard. Thanks very much.

**Robert B. Barnas, CPA**  
*Controller/Firm Administrator*  
*Nixon & Vanderhye P.C.*  
*901 N. Glebe Road, Suite 1100*  
*Arlington, VA 22203*  
*United States of America*  
*Direct Dial: 1-703-816-4060*  
*Direct Fax: 1-703-528-4789*  
[rbarnas@nixonvan.com](mailto:rbarnas@nixonvan.com)



# Nixon & Vanderhye P.C.

ATTORNEYS AT LAW

11<sup>TH</sup> FLOOR  
901 NORTH GLEBE ROAD  
ARLINGTON, VIRGINIA 22203

May 3, 2019

TELEPHONE: (703) 816-4000  
FACSIMILE: (703) 816-4100  
WRITER'S DIRECT DIAL  
NUMBER:  
**(703) 816-4060**

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Re: Merger of Branch Banking and Trust Company (BB&T) and SunTrust Banks, Inc.  
(SunTrust)

To whom it may concern:

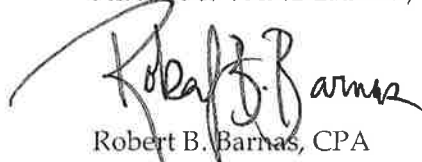
I recently learned of the impending merger between our bank, BB&T, and SunTrust. I was excited at hearing the news and, as the Firm Administrator and Controller of a very successful intellectual property law firm in northern Virginia, I fully support the merger.

BB&T has been our bank and trusted business partner since they acquired First Virginia Bank in 2003. During that acquisition, the banking convenience factor for us increased exponentially with the instant addition of a new array of services, additional branch locations, deeper support and customer service, and of course having a new bank with a stronger balance sheet gave me a great level of comfort during the historic 2007/2008 banking and financial crisis.

Without digging into the weeds of this BB&T/SunTrust merger, I can only assume I'll be the fortunate beneficiary of "spoils" similar to those won from the BB&T/FVB acquisition. I look forward to learning of new tools at our disposal, having an even stronger business partner, and of course "running to the bank" will now mean simply going down the elevator since there is a SunTrust branch in our building! Finally, as long as I get to retain my current bank SVP and relationship manager, L. Robert Pilot, I'll be happy. He's simply the best in the business.

Very truly yours,

NIXON & VANDERHYE, P.C.



Robert B. Barnas, CPA  
Firm Administrator/Controller

RBB/ccb

**Eike, Kathy**

---

**From:** Kevin Blackburn <kevin.blackburn@dreamswilmington.org>  
**Sent:** Friday, May 03, 2019 1:07 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust Bank - Wilmington, NC

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Hi,

I would like to take this opportunity to write in support of SunTrust Bank and the wonderful work they do here in the Wilmington, NC community. They and the SunTrust Foundation have supported DREAMS in the past and continue to do so. I greatly value our relationship with them and Sandy Spiers, SunTrust's City President/Commercial Relationship Manager in Wilmington, and I look forward to continuing to do so after SunTrust's merger with BB&T.

If you need any additional feedback, just let me know.

Thank you!  
Kevin

Kevin Blackburn  
Executive Director  
DREAMS Center for Arts Education  
901 Fanning Street  
Wilmington, NC 28401  
910-772-1501 (101)  
[www.dreamswilmington.org](http://www.dreamswilmington.org)



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## Eike, Kathy

---

**From:** Doug Shipman <Doug.Shipman@woodruffcenter.org>  
**Sent:** Friday, May 03, 2019 1:50 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** BankMergerApplication@fdic.gov  
**Subject:** [External] A letter re: SunTrust and BB&T merger  
**Attachments:** Doug Shipman letter 5.3.19.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

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Please see the attached letter re: the proposed merger.

Many thanks

Doug Shipman

Get [Outlook for iOS](#)



**DOUG SHIPMAN**  
President & CEO

**Alliance  
Theatre**

☎ 404-733-4257  
✉ Doug.Shipman@woodruffcenter.org

**Atlanta  
Symphony  
Orchestra**

1280 Peachtree Street NE  
Atlanta, GA 30309

**HIGH**  
HIGH MUSEUM OF ART ATLANTA

woodruffcenter.org



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THE WOODRUFF  
ARTS CENTER

April 23, 2019

To: Federal Reserve Bank of Richmond

From: Doug Shipman, President and CEO, Woodruff Arts Center, Atlanta GA

Re: Merger of SunTrust and BB&T

To Whom It May Concern,

The Woodruff Arts Center is a major arts center in Atlanta, GA which includes the High Museum of Art, the Alliance Theatre and the Atlanta Symphony Orchestra. We are a \$100M operating organization with a \$450M endowment. We have had the pleasure of being a customer of SunTrust for many years. Our relationship has encompassed many commercial activities including lines of credit, debt financing and cash management.

I am writing as the President and CEO of the Arts Center to offer our support for the proposed merger. As a customer- we are confident that the quality and efficiency of the services we have enjoyed will only positively be enhanced by this transaction. I do not have any concerns that the services provided will be negatively impacted by this transaction.

The Woodruff Arts Center has also enjoyed the philanthropic and leadership support from both SunTrust and BB&T over the years including board members from each company, philanthropic gifts to support our mission and community partnership. Both companies have been excellent supporters of our mission and the broader Atlanta community.

I look forward to the new, combined bank continuing to serve us and our broader community in the future.

Regards,

Doug Shipman  
Presidents and CEO  
Woodruff Arts Center

1280 Peachtree Street  
Atlanta, Georgia 30309

T 404.733.4200  
F 404.733.4393

[woodruffcenter.org](http://woodruffcenter.org)

**Eike, Kathy**

---

**From:** Jaclyn Knight <JKnight@nationalcarts.com>  
**Sent:** Friday, May 03, 2019 2:04 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Letter of Support for merger  
**Attachments:** richmond.pdf

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Good Afternoon,

Please see the attached letter from Tom Cannon.

Thank you,

**Jaclyn Knight** / *National Carts* / *Executive Assistant to CEO, Tom Cannon*

750 N US Hwy 17-92 / Longwood / FL / 32750

T: 800.940.8068 ext. 1021 / F: 407.699.1126 / W: NationalCarts.com

**HOP IN. RIDE ON.**



May 3, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

To Whom It May Concern:

I have been working with Evan Wyant and Ryan Gaston at BB&T for the last two years. We are a national golf cart company that provides sales, service, and rentals of golf carts across the Eastern United States.

BB&T has been our primary bank providing us with a full scope of banking services from daily banking to merchant services to growing our business through mergers and acquisitions. We have had aggressive goals in mind and would not have been able to achieve them without BB&T. With the help of BB&T, we have been able to triple the size of our business in the last two years.

I support the merger and believe the combined entity will be good for the community and associates.

Sincerely,

Tom Cannon  
CEO, National Carts

**Eike, Kathy**

---

**From:** Samantha Courtney <Samantha.Courtney@lcps.org>  
**Sent:** Friday, May 03, 2019 2:12 PM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Cc:** Garr.Muriel  
**Subject:** [External] Loudoun Education Foundation Statement of Support for SunTrust

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The Loudoun Education Foundation is grateful to SunTrust for their support of Loudoun County Public School students, teachers, and families. SunTrust is an instrumental partner to our schools and our Foundation. Their involvement has made a strategic difference in our ability to serve the students and families at the Title One schools in Loudoun County as a partner in our Community Schools Initiative. We look forward to our continued relationship with SunTrust and to their future success.

Best,  
Samantha

Samantha S. Courtney  
Director of Development  
Loudoun Education Foundation  
571.252.1102 - Office  
[www.loudouneeducationfoundation.org](http://www.loudouneeducationfoundation.org)

**Eike, Kathy**

---

**From:** John Ahmann <john@westsidefuturefund.org>  
**Sent:** Friday, May 03, 2019 2:28 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust/BB&T Merger

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Hello,

These comments are to register support for the merger between SunTrust and BB&T.

My name is John Ahmann, and I am the President/CEO of the Westside Future Fund, a non-profit based in Atlanta, Georgia.

The address is:

1300 Joseph E. Boone Blvd  
Building 16  
Atlanta, GA 30314

After reviewing materials about the merger, and speaking with SunTrust officers, I write in support of the merger because it results in a stronger bank and the commitments from both banks to maintain the strong Atlanta presence of SunTrust, especially it's civic commitments and investments. SunTrust has been an indelible Atlanta based Fortune 500 HQ for many years. As a native Atlantan, I'm saddened to lose the Atlanta HQ but appreciate the merger will increase the capacity of a to be named entity in Atlanta, beyond what SunTrust could have done if not for the merger with BB&T.

Thank you.



**Eike, Kathy**

---

**From:** Carol Naughton <cnaughton@purposebuiltcommunities.org>  
**Sent:** Friday, May 03, 2019 2:47 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Carol Naughton; Linda Roberts  
**Subject:** [External] Support Letter for Merger of SunTrust and BB&T  
**Attachments:** SunTrustBB&T merger letter 5 3 2019.pdf

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To Whom It May Concern:

Please accept this letter in support of the merger between SunTrust and BB&T. Thanks you very much.

Carol Naughton



May 3, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Federal Deposit Insurance Corporation  
Atlanta Regional Office  
10 10th Street, NW  
Suite 800  
Atlanta, GA 30309-3849

Ladies and Gentlemen:

It is my pleasure to submit this letter to you in support of the proposed merger between SunTrust and BB&T. For the past 25 years, I have worked as a community development professional focused on revitalizing neighborhoods so that those neighborhoods become platforms supporting low income families as they work their way up and out of poverty. I currently serve as President of Purpose Built Communities, a nonprofit organization that works with leaders throughout the country improve economically distressed neighborhoods so that they become springboards lifting neighbors up and out of poverty. Our goals are to improve economic mobility and better health outcomes while improving racial equity across the country. While our work spans the nation, the majority of the neighborhood revitalization initiatives that we support are within the SunTrust footprint and include three in Atlanta. SunTrust as an institution, and its employees individually, have been reliable and effective partners in this work in Atlanta and other cities. I am confident that the new company to be created by this merger will go beyond what is required by law and continue to be an excellent partner in community revitalization.

SunTrust has brought to bear its full range of capital tools to invest in economically disadvantaged neighborhoods across the Purpose Built Communities Network, including without limitation investing in Low Income Housing Tax Credits, providing both long and short term debt, and allocating New Markets Tax Credits to finance the development of mixed income housing, charter schools and community facilities. SunTrust has been a go-to financial partner in this work because of its patience, creativity and strong ethical framework. SunTrust has been steadfast as a financial partner investing in underserved neighborhoods throughout our Network including those in Atlanta, Orlando and Spartanburg, SC.

In addition to its investment of financial capital, SunTrust employees have volunteered to serve as leaders in many of these neighborhood initiatives. For example, SunTrust employees serve on the

Federal Reserve Bank of Richmond  
Federal Deposit Insurance Corporation  
May 3, 2019  
Page 2

boards of nonprofit community quarterback organizations that work alongside economically distressed communities to plan and then implement holistic community revitalizations including initiatives in the Grove Park neighborhood of Atlanta and in the West Lakes Community of Orlando. These SunTrust employees use their time, talents and relationships for the benefit of economically disadvantaged communities. Additionally, two SunTrust employees serve on the board of the Charles Drew Charter School in Atlanta (as do I), a key education partner in the revitalization of the East Lake neighborhood in Atlanta. These SunTrust employees provide excellent leadership at one of the highest performing schools in Atlanta, an intentionally diverse school that continues to serve more economically disadvantaged students than all but two other Atlanta public schools. Throughout their footprint, SunTrust employees set the standard for civic leadership.

I enthusiastically support the merger of SunTrust and BB&T. Please feel free to call me with any questions.

Sincerely,

A handwritten signature in cursive script that reads "Carol R. Naughton".

Carol R. Naughton  
President

**Eike, Kathy**

---

**From:** Laura Heise <lheise@ucpga.org>  
**Sent:** Friday, May 03, 2019 3:19 PM  
**To:** RICH BankSup Applications Comments; 'BankMergerApplication@fdic.gov'  
**Subject:** [External] SunTrust and BB&T Merger supplemental testimony  
**Attachments:** Federal Reserve Merger Support Points-050319.pdf

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I did not get a chance to state all my comments at the hearing today so I am attaching this written supplement to my oral testimony from today. Please see attached and thank you for the opportunity to speak today.



**Laura Heise, CPA**  
Chief Financial Officer

United Cerebral Palsy of Georgia  
United Cerebral Palsy of South Carolina  
p: 770-676-2000 ext 239  
m: 404-536-7971  
w: [ucpga.org](http://ucpga.org) w: [ucpsc.org](http://ucpsc.org) e: [lheise@ucpga.org](mailto:lheise@ucpga.org)



**United Cerebral Palsy**  
Notes for Public Meeting Regarding Merger of SunTrust and BB&T  
Federal Reserve Bank of Atlanta  
May 3, 2019

Identification: Laura Heise, CPA and CFO of both United Cerebral Palsy of Georgia and United Cerebral Palsy of South Carolina

Mission of both organizations: To positively support and impact the achievement of a Life Without Limits for people with disabilities.

United Cerebral Palsy of Georgia has been in operation since 1965. United Cerebral Palsy of South Carolina has been in operation since 2003.

United Cerebral Palsy of Georgia:

- Serve over 250 individuals daily with daily living tasks such as participation in activities, bathing, toileting, eating, life fulfillment
- 51 group homes, 6 day programs, 26 residential host homes, and 9 community living sites
- About 500 employees state-wide
- Consolidated operating budget \$23M

United Cerebral Palsy of South Carolina:

- Serve over 100 individuals daily with daily living tasks such as participation in activities, bathing, toileting, eating, life fulfillment
- 20 group homes, 2 day programs, 4 residential host homes, and 16 community living sites
- About 200 employees state-wide
- Operating budget \$9M

Relationships: United Cerebral Palsy of Georgia has its main banking relationship with SunTrust since 2014. United Cerebral Palsy of South Carolina has its main banking relationship with BB&T since 2012. Both banking relationships include deposit accounts as well as loans.

SunTrust has been a true business partner in helping us achieve our mission. Specifically when we first started the relationship with SunTrust it was in connection with purchasing the group homes where our individuals live. Those homes used to be owned by another entity, which was more costly and did not provide for the stability of home placements for individuals. SunTrust believed in our mission and structured loans that would work for our organization which allowed us to purchase these homes from that other entity and maintain a sense of security for those we serve.

This is CRITICAL to the care we provide in two ways:

- Many of our individuals spend their entire adult lives in the homes operated by UCP. This is truly their HOME and it would be devastating for them to be forced to move. Now that UCP owns these homes we can ensure that they will be a stable home for as long as they are needed by our individuals
- We are primarily a service organization with our employees providing services to our developmentally disabled individuals. Medicaid funds that employee directed service, however the room/board costs for each home are funded by the individuals and their limited social

security income. Because the loans were structured with reasonable rates and terms, we have been able to lower the room/board costs passed along to our individuals by over 27% from 2015 to current (2014 is when the first homes were purchased with SunTrust loans)

SunTrust also contributes to our mission by providing support to many organizations and institutions within our communities that directly impact the lives of our individuals.

- Annually we are able to take our individuals on an outing to the SunTrust Park for a ball game. For our individuals this is a HUGE treat and the pictures of their smiles show that having a stadium like this one is a real benefit to the Atlanta community.
- SunTrust is a supporter of the YMCA organizations in Georgia and our individuals are part of swim and other programs at those YMCA sites.
- SunTrust supports the Red Cross which helps rebuild our Georgia communities after hurricane events, which directly affected our individuals and employees who live/work in the Savannah coastal area.
- SunTrust supports seminars and meetings for the Georgia Center for Nonprofits which allows nonprofits to network and learn ideas from other leaders, making all of us stronger.
- Specifically they are sponsors of our UCP GA annual Share the Love fundraiser which is a fashion show allowing our developmentally disabled individuals to strut their beauty down a runway, encouraging us all to see them for who they are not the disability that they have.

I wholeheartedly support the merger of BB&T and SunTrust. With the unique perspective of having banking relationships with both banks, I can see the similarities in their approach to client services and community service which will only be enhanced by this merger. I also see where they can learn from each other and share programs/ideas to become stronger as a whole rather than two separate parts.

Both banks are wonderful business partners with the focus on making organizations more fiscally sound. SunTrust can bring to the table its community partnerships and interactions, and with the merger allowing it to reach more communities to do more good. BB&T can bring to the table its great promotion of employee financial programs which help our employees to be more fiscally savvy and ultimately better employees doing the work of our mission. The merger will allow those employee programs to reach even more people, strengthening not just the employees but their employers and the community as a whole.

**Eike, Kathy**

---

**From:** Ariano, William <William.Ariano@bclending.org>  
**Sent:** Thursday, May 02, 2019 10:09 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T and SunTrust Merger  
**Attachments:** BB&T Letter.docx

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Please see attached comments from Baltimore Community Lending regarding the potential merger between BB&T and SunTrust

**William F. Ariano, Jr.**  
**President and CEO**  
**Baltimore Community Lending**  
**875 Hollins Street Suite 301**  
**Baltimore, Maryland 21201**  
[William.Ariano@BCLending.org](mailto:William.Ariano@BCLending.org)  
**Office: 410-319-0726**  
**Cell: 410-935-6643**



***Save the Date September 18, 2019***  
***WWW.BCLENING.ORG***



Federal Reserve Bank of Richmond,  
P.O. Box 27622,  
Richmond, VA 23261

FDIC Atlanta Regional Office,  
10 10th Street, NW, Suite 800,  
Atlanta, GA 30309-3849

May 2, 2019

**VIA E-MAIL**

To whom this may concern:

Baltimore Community Lending is a United States Treasury certified Community Development Finance Institution (CDFI). We have been providing access to capital to underserved communities and small to mid-size developers for thirty years in Baltimore City. Sixty percent of our clients are African-American owned companies and 20% are woman owned businesses and non-profit Community Development Corporations. For each of the past three years we have successfully committed more than \$8 million a year for construction lines of credit to support the acquisition and development of housing in challenged neighborhoods. The majority of our activity is in census tracts at 60% of median and below. Over our thirty year history we have provided \$220 million in capital producing more than 4,000 units of affordable housing.

Baltimore Community Lending had a standing line of credit with Susquehanna Bank since April 2014 for \$500,000. When BB&T purchased Susquehanna that line has stayed in place and was increased to \$1 million in January 2017. At that time because of their commitment, we also moved our operating accounts and some of our reserve accounts to BB&T. We have average deposits in all accounts which range from \$1.5 to \$3 million. The line from BB&T recently was extended at a 5.33% fixed rate for a two year commitment. Additionally, BB&T increased the interest it pays for our deposits to 2% for our reserves and operating account which helps to defray the expense of the line. With the most recent commitment BB&T also is providing us with additional services such as the opportunity to ACH our draw payments to our contractors and developers, as well as additional fraud control services. These supportive services are critical to our mission to provide capital to small to mid-size developers working to provide affordable



housing in communities where disinvestment has challenged the health and economics of the neighborhoods.

In 2016, Baltimore Community Lending was selected by the Opportunity Finance Network (OFN) as a participant in a cohort competition to develop a small business lending program. That competition was sponsored nationally by BB&T. Baltimore Community Lending was fortunate enough to place first in the final ranking and received a grant for \$75,000 from BB&T that was critical to our ability to launch this program. In October of 2017, BB&T also provided another \$25,000 grant for marketing. This resulted in the creation of Baltimore Business Lending (BBL). This program supported by a 20% pool insurance fund attracts investment from local financial institutions for capital that we can lend to qualified businesses. In a majority minority City, access to capital for entrepreneurs who lack equity or collateral is critical. Without these grant funds, we would not have been able to start the small business program which provides loans to otherwise credit worthy businesses that lack equity or start-ups requiring less than \$50,000 in capital. In a majority Minority City such as Baltimore this program is critical.

While we celebrate our relationship and the support we have received from BB&T, the proffered merger with SunTrust does cause us pause. The lending activity reports for BB&T and SunTrust state significant investment in the Baltimore SMSA. Yet, financing in Baltimore City is significantly less than in the surrounding jurisdictions and has substantially decreased over the past 10 years.

We must empathize that our experience shows that mergers by definition result in consolidation of leadership and in most rural and urban markets a further loss of financial focus, leadership, and support. It is critical if Baltimore City is to grow that financial institutions support the existing investments in this City and that this new bank dedicate leadership and intellectual talent to support additional investment to strengthen that growth. This merger will result in the creation of the second largest bank in Maryland.

We appreciate the opportunity to provide these comments and are hopeful that with your guidance, the merger will result in a substantive investment in the businesses and organizations working in Baltimore City coupled with competent and empowered leadership to implement a program to provide greater access to capital.

Sincerely,



William F. Ariano, Jr.  
President and CEO  
Baltimore Community Lending  
Baltimore Business Lending

**Eike, Kathy**

---

**From:** Joseph Vullo <jlvullo@bvrrlaw.com>  
**Sent:** Thursday, May 02, 2019 11:39 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] BB&T Application to Acquire SunTrust  
**Attachments:** Comments BB&T Merger - Federal Reserve Bank of Richmond 1.pdf

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Dear Mr. Drimer:

I am attaching comments on behalf of my clients the Commission on Economic Opportunity and Housing Development Corporation of Northeastern PA relative to the above matter.

If you need anything further please do not hesitate to contact me.

Regards,

JOSEPH L. VULLO, ESQUIRE  
BURKE VULLO REILLY ROBERTS  
1460 WYOMING AVENUE  
FORTY FORT, PA 18704  
Telephone: 570-288-6441  
Fax: 570-288-4598

e-mail address: jlvullo@bvrrlaw.com

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# BURKE VULLO REILLY ROBERTS

ATTORNEYS AT LAW

---

1460 Wyoming Avenue  
Forty Fort, PA 18704  
Phone (570) 288-6441 + Fax (570) 288-4598

*Formerly Burke & Burke  
Thomas F. Burke, Sr. (1932-1972)*

[www.bvrrlaw.com](http://www.bvrrlaw.com)

JOSEPH L. VULLO  
[jlvullo@bvrrlaw.com](mailto:jlvullo@bvrrlaw.com)

May 2, 2019

*via Electronic Mail – comments.applications@rich.frb.org*

Mr. Adam M. Drimer  
Assistant Vice President  
Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

RE: BB&T Corporation, Winston-Salem, NC  
Application to Merge with SunTrust Banks, Inc.

Dear Mr. Drimer:

I am submitting these comments on behalf of two non-profit organizations that serve low-income individuals and families in Luzerne County, Pennsylvania. The Commission on Economic Opportunity (CEO) is a 52-year old community action agency that serves more than 50,000 individuals annually with a wide range of programs aimed at promoting self-sufficiency among low-income and vulnerable residents. The Housing Development Corporation of Northeastern Pennsylvania (HDC) develops and manages affordable housing for low and moderate-income residents of Luzerne County.

CEO and HDC have participated in prior regulatory proceedings concerning bank mergers because of concern that as ownership of banks move from our area and become larger national banks resources will be drained from our area. We are now at a point in our area where we have fewer local banks with ownership of most of our banks centered outside of Luzerne County. With this proposed merger, BB&T, which previously acquired a local bank, becomes a much larger bank and will be expanding its geographic footprint. We are concerned that as our banks become a part of larger, national banks, the vital connection between our banks and the needs of our community becomes lost. BB&T has been supportive of our area and we are concerned that with this merger much needed resources will be devoted elsewhere.

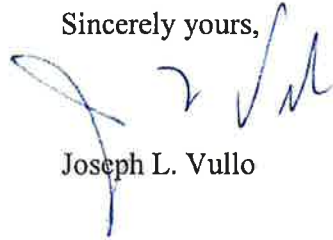
In order to maintain services to our area, CEO and HDC requests that as a condition of any approval of the proposed merger that the Federal Reserve require ongoing, specific and funded CRA commitments for Luzerne County. Our organizations present many opportunities for CRA investments and would be happy to discuss and partner with the bank to maintain those worthwhile investments in our area. CEO operates a food bank that serves a four county area.

Mr. Adam M. Drimer  
Federal Reserve Bank of Richmond  
May 2, 2019  
Page | 2

HDC develops low and moderate-income housing and is currently in the construction phase of Phase V of the Courtright Neighborhood Development in which four homes are being constructed for rental to eligible seniors. The Courtright Neighborhood Development is a development that has provided home ownership opportunities for low and moderate-income families and senior cottage rentals for the elderly. In fact, then Allentown PA-based National Penn worked with prospective buyers in the Courtright Neighborhood and became the lender to most of those homebuyers until it was acquired by BB&T in 2016. We write because we want to ensure continued investment in our area and look to explore other areas of investment that would benefit our communities.

I would ask that you consider these comments in considering the proposed acquisition and if you need anything further from me please do not hesitate to contact me.

Sincerely yours,

A handwritten signature in blue ink, appearing to read 'J. Vullo', is written over the typed name.

Joseph L. Vullo

JLV/jar

cc: Mr. Eugene M. Brady  
Kelly S. King, BB&T  
William H. Rogers, SunTrust

**Eike, Kathy**

---

**From:** Cassandra Brzezinski <brzezinskic@pcgloanfund.org>  
**Sent:** Friday, May 03, 2019 4:07 PM  
**To:** RICH BankSup Applications Comments  
**Cc:** Jeannine Jacokes; Hayley Roth  
**Subject:** [External] Comment Letter on BB&T/SunTrust Merger  
**Attachments:** CDBA Comment Letter on BBT Suntrust Merger 05.03.2019.pdf

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Good afternoon,

??  
Please see the attached letter of comment and let us know if you have any questions or concerns.

??  
Thank you,  
??

**Cassie Brzezinski**  
Public Policy Director??  
**Community Development Bankers Association**  
1444 Eye Street??NW, Suite 201  
Washington, DC 20005  
brzezinskic@pcgloanfund.org

??  
??



May 3, 2019

**VIA ELECTRONIC FILING**

Mr. Tom Barkin  
President and Chief Executive Officer  
Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Mr. Michael J. Dean  
Regional Director  
Federal Deposit Insurance Corporation  
10 10<sup>th</sup> Street NW, Suite 800  
Atlanta, GA 30309

Dear Colleagues:

On behalf of the members of the Community Development Bankers Association (CDBA), we respectfully submit the enclosed comments in response to the Federal Reserve Bank of Richmond's review of the pending merger between SunTrust Banks, Inc. and BB&T Corporation.

The merger of SunTrust Banks, Inc. and BB&T Corporation is significant on a national and a local level. Following the merger, this proposed new entity will be among the largest financial institutions in the United States, with the potential to be placed among the Global Systemically Important Financial Institutions (G-SIFI).<sup>1</sup> As a major participant in the global financial markets, the proposed entity should be held to a high standard with respect to meeting the credit and financial service needs of Low- and Moderate-Income communities within its new, combined larger footprint.

Under the Bank Holding Company Act, the Bank Merger Act, and the Home Owners Loan Act, the Board is required to review the competitive effects of bank mergers and acquisitions.<sup>2</sup> Without proper oversight, any merger of this size could have significant and negative impact on economically disadvantaged areas. Specifically, such a merger could "affect the competitive environment in retail banking markets and that in some cases may raise competitive concerns."

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<sup>1</sup> <http://www.fsb.org/work-of-the-fsb/policy-development/systematically-important-financial-institutions-sifis/global-systemically-important-financial-institutions-g-sifis/>

<sup>2</sup> <https://www.federalreserve.gov/bankinforeg/competitive-effects-mergers-acquisitions-faqs.htm>

To mitigate potential negative impacts, we strongly encourage the merged institution to develop a robust community development program to ensure that Low- and Moderate-Income communities are well served. A key component of such a program should include initiatives that support Community Development Financial Institutions (CDFIs), including CDFI banks. With an estimated asset size of \$442 billion, the new bank should develop CDFI initiatives that are at least comparable in size and scope as those of its new large bank peer group. Bank of America, J.P. Morgan Chase, and Citi are comparable in asset size to that of the proposed merged bank and their CDFI initiatives can serve as models:

- Wells Fargo has had a program in place since 2015 titled Wells Fargo Works for Small Business: Diverse Community Capital (DCC) program. Through this program, Wells has awarded \$94.8 million to 92 CDFIs, sustaining more than 45,000 local jobs in the areas they serve.<sup>3</sup>
- Bank of America's Innovative Partnerships Program has channeled more than \$200 million into CDFIs in 2018, and maintains a \$1.5 billion CDFI portfolio. In addition to its lending activities, Bank of America Charitable Foundation is providing \$1.3 million in grants in over two years to help CDFIs manage their operating costs.<sup>4</sup>
- Citi began the Communities at Work Fund in 2010, initially capitalized with \$200 million. It also launched Community Progress Makers Fund to support CDFIs, with a \$20 million, two-year initiative to support high-impact community organizations driving economic opportunities in their communities.<sup>5</sup>

We strongly encourage the new bank to revamp and strengthen its community development programs. In their merger application, the entities stated that "the combined bank will not diminish the CRA activity levels of Branch Bank and SunTrust Bank aggregated together," citing both banks' current CRA ratings, of "Outstanding," and "Satisfactory," respectively.<sup>6</sup> This statement suggests a continuance of existing strategies that were designed separately -- each for a much smaller bank -- than that of the new bank that will be created in this merger. A continuance of existing CRA practices and activity levels is insufficient within the context of a larger bank and compared to its new peer group.

In summary, we strongly encourage the Federal Reserve to ensure that the new bank created by the merger of SunTrust Banks, Inc. and BB&T Corporation has robust community development performance appropriate for its size, scope and complexity. As part of such an effort, we

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<sup>3</sup> <https://newsroom.wf.com/press-release/community-banking-and-small-business/wells-fargo-invests-185-million-grants-ease>

<sup>4</sup> <https://about.bankofamerica.com/en-us/partnering-locally/cdfi.html#fbid=QSIcVX8nbSP>

<sup>5</sup> <https://www.citigroup.com/citi/foundation/programs/community-progress-makers-fund.htm>

<sup>6</sup> Application to the Board of Governors of the Federal Reserve System by BB&T Corporation for prior approval to acquire by merger Suntrust Banks, Inc. and Suntrust Holding Company, pursuant to Sections 3(a)(3) and 3(a)(5) of the Bank Holding Company Act and Section 225.15 of Regulation Y.

recommend that the new bank embrace the opportunity to work with and support CDFIs within their markets.

Thank you for the opportunity to comment on this important issue.

Sincerely,

A handwritten signature in black ink, reading "Jeannine S. Jacokes". The signature is written in a cursive, flowing style.

Jeannine S. Jacokes  
Chief Executive Officer  
Community Development Bankers Association  
1444 Eye Street NW, Suite 201  
Washington DC 20005  
jacokesj@pcgloanfund.org  
www.cdbanks.org



**Eike, Kathy**

---

**From:** Kate Taylor <ktaylor@aba.com>  
**Sent:** Friday, May 03, 2019 4:05 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Proposed merger of BB&T and SunTrust banks  
**Attachments:** RN2FRB.BBT-STmerger.pdf

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Dear Mr. Drimer,

Please see the attached letter from American Bankers Association President and CEO Rob Nichols regarding the proposed merger of BB&T and SunTrust banks.

Kate Taylor, CAP  
Executive Assistant  
Financial Institutions Policy  
and Regulatory Affairs  
American Bankers Association  
A certified Great Place to Work®

1120 Connecticut Avenue, NW, Washington, DC 20036  
T: 202-663-5223

\*\*\*\*\*

We are sending you this e-mail primarily for your information, to meet your needs and further our valued relationship. If you prefer not to receive any further messages from us, just reply to this e-mail and let us know. Thanks.

American Bankers Association 1120 Conn. Ave NW Wash DC 20036

\*\*\*\*\*



American  
Bankers  
Association®

**Rob Nichols**  
President and CEO  
202-663-7512  
rnichols@aba.com

May 3, 2019

Mr. Adam M. Drimer  
Assistant Vice President  
Federal Reserve Bank of Richmond  
701 East Byrd Street  
Richmond, Virginia 23219

Dear Mr. Drimer:

Thank you for the prompt and efficient manner in which the Federal Reserve is reviewing the proposed merger of BB&T and SunTrust banks, both of which are members of the American Bankers Association. The decision to merge represents an important business judgment that has been the focus of careful and intense work by these two banking organizations.

While ABA takes no position on any of the business organization plans of our members, we do appreciate the importance of a thorough, timely, and independent review of proposed mergers in full keeping with the relevant laws and regulations. Dispassionate and fair evaluation is what the law contemplates and what we, of course, would expect from the Federal Reserve.

The laws governing bank organization are designed to facilitate the ability of banks to identify the business structures and models that they determine will best serve their customers, represent the interests of their shareholders, and promote the economic prosperity of the communities in which they operate. As conditions and interests of their customers change and evolve, banking organizations need to be able to do so as well, with regulators being given the tools to make sure that applicable laws are followed and prudential standards met.

Again, we thank you and your agency for a prompt and unbiased evaluation of this proposed merger in keeping with the relevant responsibilities that you have been given by statute.

Sincerely,

A handwritten signature in black ink that reads "Rob Nichols". The signature is written in a cursive, slightly slanted style.

**Eike, Kathy**

---

**From:** Paul D. Daugherty <paul@philanthropywv.org>  
**Sent:** Friday, May 03, 2019 4:32 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Philanthropy WV Letter re: BB&T and SunTrust Merger  
**Attachments:** Philanthropy WV - BB&T Bank Merger Letter 2019.pdf

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Good afternoon,

Philanthropy West Virginia is submitting the attached letter expressing our concerns for the BB&T and SunTrust merger impacting West Virginia's communities.

Philanthropy West Virginia, the philanthropic leadership association, represents 80 plus foundations, corporations, corporate giving programs, and professional advisors. Please contact me with any questions on this matter as I'm happy to address them.

Thank you,

Paul

---

**Paul D. Daugherty**

*President & CEO - PHILANTHROPY WEST VIRGINIA*

*Strengthening Philanthropy in the Mountain State!*

Email: [paul@philanthropywv.org](mailto:paul@philanthropywv.org) Twitter: @PhilanthropyWV

304.517.1450 (O) ~ PO Box 1584, Morgantown, WV 26505

***JOIN US for Education Funders Spring Quarterly Meeting on May 30th and the 2019 Appalachian Community Foundations Institute on June 11 & 12th at Stonewall Resort. For more details on upcoming programs, visit [HERE!](#)***



April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

RE: BB&T Corporate & SunTrust Bank Merger Application

Dear Federal Reserve Leadership:

With the news of the pending merger of BB&T with Sun Trust in West Virginia, I'm writing to express the concerns of the state's philanthropic community. Philanthropy West Virginia is the philanthropic leadership association representing over eighty foundations, corporations, corporate giving programs, and professional advisors who invest in West Virginia. We are honored to have BB&T as a key partner in this work.

It is the concern of Philanthropy West Virginia with the recent news of the BB&T and SunTrust merger that many of the important community leadership and responsibility roles of BB&T might drastically change or be eliminated in West Virginia. Philanthropy West Virginia writes to encourage BB&T to stay present, connected, and engaged in West Virginia's communities, rural and urban, for the long-term.

West Virginia communities--both rural and urban--rely on BB&T as a critical partner and leader in local banking, corporate responsibly and philanthropy, community reinvestment, and wealth and trust management divisions as the steward of hundreds of foundations and endowments that invest in our state. The indispensable role of BB&T in leadership and partnership with West Virginia's communities and their fellow corporate and foundation partners is one we cannot lose. I'd like to highlight some critical areas that the merger may negatively affect if BB&T changes its focus:

- **Local access to BB&T banking locations.** Many communities in West Virginia do not have access to broadband or high speed broadband thus limiting their ability for online banking. Removing BB&T locations and engagement in the rural communities would create a significant disparity and injustice for residents, business owners, and long-time historic partners with the bank.
- **Charitable fund oversight & management.** As managers of multiple charitable trusts and foundations in West Virginia, BB&T needs to stay connected, present, and engaged in all communities to ensure the fund founders' intentions are fulfilled, distribute grants to quality and credible nonprofits, and effectively build up stronger communities.
- **Community re-investment.** BB&T investments in hundreds of communities, nonprofits, economic, housing, and community development projects are vital in leveraging other foundation, corporate, and private donor investments. Moreover, as a leader in compliance with the Community Reinvestment Act, BB&T is a tremendous partner in community re-development, housing development, and transforming blighted, diverse, and low income communities. A change in BB&T's practice, presence, and service would set these communities behind.
- **Small business and entrepreneur support.** BB&T's rural presence in West Virginia and other states make it possible for all sizes businesses, small business startups, nonprofits, and vital community projects to access critical capital. A change in the practices and presence by BB&T would be an inequitable and damaging change.
-

Philanthropy West Virginia encourages BB&T to stay present, actively engaged, and a long-term partner in West Virginia's communities. The historic relationships, community presence, and critical investments role by BB&T cannot be lost. Philanthropy West Virginia appreciates BB&T's legacy of community involvement, effective banking and look forward to it continuing under its new relationship with SunTrust and long-time partnerships in all of West Virginia's communities.

Please contact me with any questions by calling 304.517.1450 or emailing: [paul@philanthropywv.org](mailto:paul@philanthropywv.org) .

Respectfully yours,

*Paul D. Daugherty*

Paul D. Daugherty

President & CEO

[paul@philanthropywv.org](mailto:paul@philanthropywv.org)

pc: Bobby Blakely, WV Market President for BB&T  
Marlo Long, Senior Vice President BB&T CRA/Community Development  
Patricia Watson, Vice President & Wealth Advisor BB&T Wealth

**Eike, Kathy**

---

**From:** Omar Beasley <obeasley2@gmail.com>  
**Sent:** Friday, May 03, 2019 4:53 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Statement of the Durham Committee on the Affairs of Black People on the proposed merger of BB&T and SunTrust.

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Federal Reserve Bank of Richmond,

Here is statement of the position of the Durham Committee on the Affairs of Black People on the proposed merger of BB&T and SunTrust.

<https://durhamnc.gov/183/Strategic-Plan> City of Durham Strategic Plan

<https://durhamnc.gov/183/Strategic-Plan> Capital Improvement Plan

<http://www.dchcmpo.org/> Durham Chapel Hill Carrboro Metro Plan

<https://www.dpsnc.net/strategic-plan> Durham Public School Strategic Plan

[https://www.nccu.edu/policies/list.cfm?dept\\_id=3](https://www.nccu.edu/policies/list.cfm?dept_id=3) NCCU

Omar S. Beasley  
Chairman  
Durham Committee on the Affairs of Black People  
(919) 201-6398  
[obeasley2@gmail.com](mailto:obeasley2@gmail.com)



*Durham Committee on the Affairs of Black People*

Obeasley2@gmail.com or angle@asteeleinc.com



Federal Reserve Bank of Richmond,  
P.O. Box 27622  
Richmond, VA 23261  
Federal Deposit Insurance Corporation  
Atlanta Regional Office  
10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849.

Via email: [comments.applications@rich.frb.org](mailto:comments.applications@rich.frb.org)  
[BankMergerApplication@fdic.gov](mailto:BankMergerApplication@fdic.gov)

Comments on the proposed merger of BB&T and SunTrust by the Durham Committee on the Affairs of Black People

The Durham Committee on the Affairs of Black People also known as "the Committee" was formed in 1935 to be a representative of, and as a leadership body for the Black citizenry of the city of Durham and the County of Durham, NC. The purpose of the Committee is to promote the welfare of the citizenry in civic, cultural, economic, educational, health, housing, political, youth, and religious and human affairs. Which we considered as "Black Affairs" whenever they affect the Black population or any individuals in any special manner by race. This merger of BB&T and SunTrust is considered as "Black Affairs" and the Committee feels strongly that a merger of this magnitude requires our participation to ensure the elimination of racial discrimination or distinction in the lending, investments, and services resulting from this merger.

The City of Durham just celebrated its 150th birthday on April 10, 2019 and the Black community will celebrate on August 20, 2019 the 150 anniversary of the establishment of the Hayti community through land purchased by Rev. Edian Markum.

After the Civil War, the Black community's economy progressed through a combination of vocational training, jobs, land ownership, business

*Durham Committee on the Affairs of Black People*

Email: [DCABP\\_35@gmail.com](mailto:DCABP_35@gmail.com) [www.dcabp.org](http://www.dcabp.org)

*Durham Committee on the Affairs of Black People*

Obeastey2@gmail.com or angle@asteeleinc.com

ownership, and community leadership. Just as now, federal, state and local actions have led to the destruction or deconstruction of our beloved Hayti business district which was a thriving economically and socially viable Black community.

"The Durham Redevelopment Commission created in 1958 oversaw seven different projects to rebuild areas deemed blighted and build a freeway to connect the newly planned Research Triangle Park to downtown, and more – effectively dismantling the once thriving Hayti community. Urban renewal leaders did not make good on promises to the Black community, failing to provide adequate replacements for lost housing and businesses – leading to protests, unrest, and distrust in the community (Durham 150)." The legacy of Central Carolina Bank and Trust goes back to 1899 when its predecessor bank was founded in the city of Durham. By 1961 when CCB was formed the city and its citizenry both Black and white prospered and grew together. In 2000 when CCB merged with NCB we lost our Headquarters and in 2005 SunTrust eliminated over 107 jobs in its mortgage and servicing division and 293 jobs from the operations center based in Durham. This has resulted in the loss of leadership and commitment to our community and to the black citizenry of Durham.

CCB went from one of the best lenders to members of the Durham Black community for home loans, business loans and church loans to a bank that is underperforming its peers. CCB was known as a bank that supported diversity and inclusion long before it was a thing and providing jobs to members of our community, that level of commitment is not evident with SunTrust and while BB&T has a good reputation for small business lending the Committee does not see that commitment to Durham's Black community.

The founders of the Committee were focused on the economic success of the Black Community. The Durham Black community and its citizenry were known for their land ownership, business ownership and community leadership. The Committee understands the importance of landownership, homeownership and business ownership to wealth development in under-served communities. The Committee is very concerned how the 34,314 Black Households will fare as a result of this merger and wants to ensure that the Black community benefits from the wealth creation that the merged institution can generate through lending, investing and providing targeted products and services to our community.

The Committee proposes that the merged Institution commit to providing a seat at the table for Black citizens on national, regional and local

*Durham Committee on the Affairs of Black People*

Email: [DCARP\\_35@gmail.com](mailto:DCARP_35@gmail.com) [www.dcabp.org](http://www.dcabp.org)



*Durham Committee on the Affairs of Black People*

Obeasley2@gmail.com or angle@asteelinc.com

boards and advisory committees it appoints, that any advisory committees designed or assigned to address Affordable Housing funding, Investments in Opportunity Zones, CRA, Small Business Lending and Investments in Minority and Women Owned Businesses have representation from affected Black citizens, Black led organizations and HBCUs. While our primary concern is the Black citizenry of Durham, we want to raise this as a national issue as we are aware that nearly 70% of the national Black community will be impacted by this merger.

The Committee is aware that BB&T has a Leadership Institute whose mission is to expand "the learning experiences of the next generation" according to the website BB&T partnered with select state organizations, school districts and educational institutions in the BB&T footprint to offer leadership programs for college students and public-school principals. The Committee notes that not a single one of the "select educational institutions" is an HBCU and that over 3300 students were certified through this leadership program while HBCU students were relegated to an on-line financial literacy program in partnership with Everfi. That's not good enough for the students at North Carolina Central University.

The Committee is also aware that BB&T's Leadership Institute has a program for public school principals. We wonder what type of outreach is done to promote this program in local markets? There have been numerous community events including those sponsored by the Committee around ways to improve academic excellence in Durham Public Schools and I don't recall any representatives from BB&T sharing this information with the general public or with the local school board.

The Committee proposes that the merged Institution commit to continuing the Leadership Institute and to providing access to the Leadership Institute to North Carolina Central University student leaders. Further, the Committee proposes that the merged institution engage with Durham Public Schools by informing the Durham School Board of its tuition free program for local principals.

The Committee proposes that the merged institution establish an endowment of \$1 million for North Carolina Central University School of Business.

The Committee proposes the merged Institution support adult literacy, workforce development, and soft skill development, through Durham Technical Community College.

The Committee proposes that the merged Institution announce at least \$30 million commitment for affordable housing in conjunction with

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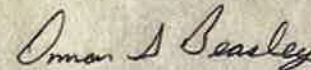
the City of Durham's \$95 million bond proposal and 5- year Affordable Housing and Strategic Plans (see attached documents).

The Committee proposes the merged Institution provide a first look program to the City of Durham, County of Durham, non-profits and first-time homeowners for vacant land or houses obtained through Bank Owned Real Estate.

The Committee proposes that the merged Institution develop a home retention program for homeowners located in Opportunity Zones whose loans are serviced but not owned by the merged Institution for both public and private investors.

The Committee proposes that the merged Institution commits to doing business with Durham based Black business including but not limited to: Black architects, investment bankers, law firms, real estate and property management firms as well as, construction firms, home improvement firms and SBICs.

The Committee is here to inform, to serve, and to protect the welfare and civil rights of the Black citizenry of the City and County of Durham. The Black community of Durham has been made promises before and we want the N C Banking Commission, FDIC and the Federal Reserve to protect our interests and make sure that the Black Community is not neglected or forgotten as this merger takes place. That there is a commitment to ensure that the Durham Black community is not excluded from participation in, denied the benefits of, or otherwise subjected to discrimination resulting from this merger. Further, we ask that you ensure that the resultant merged financial institution does not deny the Durham Black community loans, financial services and investments provided to other communities and that the resultant merged financial institution provides public benefits in support of the Durham Black community in accordance with fair lending laws and regulations.



Omar Beasley, Chairman  
Durham Committee on the Affairs of Black People

*Durham Committee on the Affairs of Black People*

Email: DCARP\_35@gmail.com \_ www.dcabp.org

**Eike, Kathy**

---

**From:** Marjorie Nemes <mNemes@ledcmetro.org>  
**Sent:** Friday, May 03, 2019 4:53 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Cc:** Marla Bilonick  
**Subject:** [External] BB&T and Suntrust Merger  
**Attachments:** BB&T Testimony May 2019.docx

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To whom it may concern: Attached please find our public comment on this merger. Thank you, Marjorie

**Marjorie Nemes-Galarza, MSc**  
*Chief Development Officer*  
**Latino Economic Development Center**  
*DC Office: 641 S Street NW Washington, DC 20001*  
*DC 202-540-7435 direct*  
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*Marla Bilonick, Executive Director/CEO, Latino Economic Development Center-LEDC*  
Provided to The Federal Reserve Board and the Federal Deposit Insurance Corporation (FDIC)  
“Proposed merger of BB&T Corporation, Winston-Salem, North Carolina, with SunTrust Banks, Inc.,  
Atlanta, Georgia”  
May 3, 2019

LEDC is a 28-year old organization with the mission to drive the economic and social advancement of low to moderate income Latinos and other underserved communities in the Greater D.C. and Baltimore Metropolitan Areas by equipping them with the skills and tools to achieve financial independence and become leaders in their communities. We operate out of 6 offices in the region, with over 40 professional and bilingual staff providing top-notch services to our clients. On an annual basis we serve well over 4,000 low- to moderate-income residents. Scanning all of our programs, the majority of our clients are Latino (60%) and a sizeable portion are African-American/Black (30%). The remaining portions are White/Caucasian and Asian (10%). Our core asset-building programs are: Housing Counseling, Affordable Housing Preservation; Small Business Capacity Building; and Small Business Lending. We are a SBA- Microlending Intermediary and certified Community Development Financial Institution (CDFI). LEDC receives support for our small business services from partners including the Small Business Administration, CDFI Fund (Treasury), private corporations, and philanthropic foundations.

Since we began lending in 1997, we have rolled out more than \$16 million in capital in the form of over 1,200 small business loans. We’ve provided small business technical assistance services to thousands of aspiring and existing small business owners in the region. Last year, LEDC distributed close to 200 loans in the communities we serve.

Our reason for existence is to help underserved populations overcome the challenges that stand in the way of them reaching their full potential for achieving financial stability and income mobility. The entrepreneurs we serve face formidable hurdles in starting and expanding their businesses and it’s our role to help them overcome and eliminate those hurdles. While the challenges are countless, those that I would characterize as the most significant are:

- Lack of access to capital,
- Lack of access to information and educational resources;
- Poor or no credit history, and
- Systemic and institutional racism and sexism.

#### **LACK OF ACCESS TO CAPITAL**

According to an August, 2018 report from the Small Business Administration, the most common source of capital to finance business expansion is personal and family savings, with 22% of entrepreneurs relying on that source. However underserved entrepreneurs do not frequently have sufficient savings built up or friends and family that can personally invest in their business ventures. They do not have the proverbial “rich uncle” to reach out to for an interest-free family loan or grant. Thus, they turn to institutional lenders, credit cards, or alternative sources of financing that often come with a hefty price tag.

Unfortunately, traditional commercial banks are often not a viable resource for underserved small businesses. Commercial banks typically have a fixed minimum credit score they will accept for loan approvals and are further hindered from serving small business due to restrictions around lending to start ups or providing smaller-dollar financing. A recent report from the Woodstock Institute cited that the number of CRA-reported loans under \$100,000 in 2015 remained 58% lower than in 2007. What's more, bank branches are consolidating and closing at a steady clip, with 1,700 bank branches closing in the 12 months between June, 2016-June, 2017. This environment is not small-business friendly.

The alternative for underserved entrepreneurs operating in this climate is to take out credit cards that often charge high interest rates; access high-cost financing via the emerging online lending industry; tap into merchant service cash advances; obtain a loan from a loan shark; or tap into the Community Development Financial Institutions in their area. I will note that we have several loans in our portfolio that are restructured financing deals for entrepreneurs who fell prey to the allure of online lenders promising fast cash, only to realize they had signed off on deals that were, indeed, too good to be true.

On the other hand, data shows that CDFIs in OFN's membership alone have originated more than \$54.9 billion in financing in urban, rural, and Native communities through 2016. To quote OFN's President, Lisa Mensah, "CDFIs exist to move money to places missed by traditional lenders." However, CDFIs face challenges in terms of reaching the very communities that need our services due to minimal or nonexistent marketing budgets; challenges to capitalizing our loan funds, and/or sustaining the high overhead costs associated with the labor-intensive loans we underwrite.

#### **LACK OF ACCESS TO INFORMATION AND EDUCATIONAL RESOURCES**

Starting or growing a business is not for the faint at heart. In an ideal scenario, an entrepreneur has the time and support to complete an in-depth business plan, complete with a detailed market analysis, elaborate revenue projections, a well-developed management plan, and options for financing their one-time start-up costs as well as the ongoing or variable costs to come. This plan provides a framework and sequencing that sets up the entrepreneur for success. Unfortunately, underserved entrepreneurs do not always have access to business planning information or resources. Nor, do they have time to invest in business planning as they are looking to their business idea as a source of income for themselves and their family. We have had many a client come to our doors with business cards and a signed lease in hand...BEFORE they have mapped out how their idea will play out as a living business.

In addition, the regulatory framework is a maze of processes and agencies that few could understand without outside support. Depending on the business type, entrepreneurs frequently need to go through several licensing agencies and register with their state and jurisdiction to be compliant. Layer on top of that the language barrier that many of our immigrant Latinx clients face, and it's doubly challenging to meet compliance requirements. Organizations that provide small business coaching and training are critical to helping underserved entrepreneurs to navigate the regulatory framework and adequately plan their businesses from concept to implementation.

#### **POOR OR NO CREDIT HISTORY**

The 2017 Small Business Credit Survey found that 50% of small businesses rely exclusively on their owners' personal credit scores to secure debt and another 37% use both the owners' personal scores and business credit scores. According to Forbes 2018 article, *Why Minorities Have So Much Trouble Accessing Small Business Loans*, "The average minority small business owner has a credit score of about 707—15 points lower than the average small business owner in the U.S. A nearly perfect credit score is basically mandatory for the most advantageous bank loans, even though there are numerous plausible explanations as to why an otherwise responsible and dedicated business owner would have poor or very little credit history."

Meanwhile 50% of LEDC's lending goes to entrepreneurs with credit scores lower than 640, which is considered "Fair" by the credit bureaus and would never be sufficient to clear a traditional bank loan.

For Latinx communities, the culture of credit that prevails in the United States is not always culturally compatible with the cash-based and distrusting of financial institutions experience of their home countries. Many of our clients keep cash in their homes, rather than place it in a bank. In addition, given current anti-immigrant sentiments, there is a segment of our client base that distrusts institutions in general for perceived fear of undermining their ability to live in the United States.

#### **SYSTEMIC AND INSTITUTIONAL DISCRIMINATION ON THE BASIS OF RACE, ETHNICITY, AND/OR SEX**

Underserved small business clients face institutional and systemic discrimination on the basis of race, ethnicity, and/or sex. A 2016 Independent Business Survey conducted by the Institute for Local Self Reliance reported that of the business owners who applied for a bank loan in the past two years, 54% were rejected. The Minority Business Development Agency's (MBDA) research finds that minority business owners are denied loans at nearly three times the rate of non-minority owners. More troubling is that even when minority owners have access to capital it comes at an inequitably high cost. A recent report in Forbes, co-authored by staff from the Kauffman Foundation, found that minority business owners receive higher borrowing costs, are offered smaller loans, and have their loan applications rejected more often than non-minority applicants. The study goes on to describe that even when minority-owned businesses have identical business characteristics and credit reports compared to their non-minority-owned counterparts, they still gain less access to credit.

The lending gap for women is also dramatic. Biz2Credit, a fintech company, reports that in 2017, women-owned businesses received nearly 50% less funding than men-owned businesses, and that funding for women-owned businesses declined by 42% between 2016 and 2017.

For immigrant and Latinx populations, the language barrier can present unfortunate opportunities for being taken advantage of. Many of our clients sign off on contracts or leases with extremely unfavorable terms due to their lack of understanding. We also find that unethical characters prey on immigrant communities and charge exorbitant rates for services that are free or low-cost to the public such as registering a business or obtaining permits or business licenses.

CDFIs and small business technical assistance providers can mitigate the challenges posed by systemic and institutional discrimination by targeting the very populations that are victims of discrimination. Given our commitment to not prey on underserved communities, CDFIs with a focus on microlending tackle the riskiest of transactions that are critical to the economic advancement of underserved communities. We therefore depend on the financial support of government, foundations, and commercial banks to address this financial market failure.

With this merger, BB&T and Suntrust will become one of the largest banks in our nation. We are greatly appreciative of the support they have provided us to date. BB&T financed the purchase of the location where we will house our headquarters in the District of Columbia, their staff collaborate with our staff, and they have provided some small dollar grants to our organization over the past few years. This year we received a small dollar grant from Suntrust.

However, we hope that as a merged entity they are able to scale their community re-investment efforts in a manner that reflects their new found stature in the banking world. While we have unfortunately found that very few of our clients are served by the largest financial institutions, some of these banks have made deliberate efforts in recent years, whether externally or internally compelled, to support disenfranchised communities by investing in community-based CDFIs like us. These investments have been large, multi-year grants with limited if any restrictions as these banks have hired community

development experts that understand the difficulties of non-profit management and facilitating economic advancement. They recognize our service delivery expertise, connection to the community, and connect us with capacity building experts, but allow us to design significant initiatives that we know are best suited for the communities we serve.

**Eike, Kathy**

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**From:** Stella Adams <sadams7943@aol.com>  
**Sent:** Friday, May 03, 2019 5:22 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Comments of Stella J. Adams on the Merger of BB&T bank and SunTrust Bank  
**Attachments:** S J Adams Consulting Written Comments on BBandT\_Suntrust Merger.docx; NCA4\_Ch28\_Adaptation\_ExecSum.pdf; NCA4\_Ch19\_Southeast\_ExecSum.pdf; Weathering the Storm.pdf

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Please find attached my comments on the proposed merger of BBandT and SunTrust bank. This merger is so important and it is critical that you as regulators ensure that there is a meaningful public benefit for all impacted communities particularly low-moderate income and Black communities within this footprint.

Stella J. Adams  
4128 Cobblestone Place  
Durham, NC 27707  
1-919-423-4130 (c)  
[www.sjadamsconsulting.net](http://www.sjadamsconsulting.net)

***This is my private email, my title and employment is for information only, the views expressed are mine and mine alone and do not necessarily reflect the views of my employer or any other organization with which I am affiliated.***





May 3, 2019

Federal Reserve Bank of Richmond,  
P.O. Box 27622  
Richmond, VA 23261

Federal Deposit Insurance Corporation  
Atlanta Regional Office 10 10th Street, NW, Suite 800  
Atlanta, GA 30309-3849.

Comments on the proposed merger of BB&T and SunTrust

Via email: [comments.applications@rich.frb.org](mailto:comments.applications@rich.frb.org) and [BankMergerApplication@fdic.gov](mailto:BankMergerApplication@fdic.gov)

Dear Regulators,

My name is Stella Adams CEO of S J Adams Consulting. I have spent my adult life recognizing the importance of the economy in advancing an equal opportunity society and I have sought to address the challenging economic realities faced by the Black community, and other under-served communities. These communities face disproportionately high unemployment, stagnant wages and rising housing costs.

In order for this merger to provide a major public benefit to these communities the resulting institution would have to enhance the capacity of communities of color, and other under-served groups by promoting diversity and inclusion in housing, financial services and related programs and investments; by promoting community economic development and through community and industry engagement.

**Investments in Equity, Diversity and Inclusion**

The proposed merger will cover 17 states, 25.7 million Black households and 16.7 Hispanic households in other words 70% and 26% of the black and brown populations in the nation. A commitment to racial equity, diversity and inclusion is paramount and a commitment must be explicit. The percentage of Black employees in the financial services industry has DECREASED according to the GAO (see attached report).

The new entity must commit to the recruitment of students from a broad range of schools, particularly from HBCUs and graduates from a broad range of academic disciplines such as liberal arts or science and technology.



The new entity should actively outreach to Black and Hispanic students by offering programs to increase awareness of careers in financial services, paid internships, scholarships and ensuring that existing line level employees have access to internal learning and development programs that allow them to develop and grow in their careers. As an employees gain knowledge and experience it will be important to recognize and support the advancement of line level employees. Opportunities to progress should be communicated to employees regularly, along with the competencies required to do so.

The new entity should commit to providing a minimum wage of at least \$15.00 and ideally offer a minimum wage of \$20.00.

### **Investments in Minority and Women-owned Companies**

While early-stage minority and women-owned companies and small and medium-sized enterprises in low-to moderate income communities have positive environmental, social and economic impacts on their communities and are critical to driving sustainable growth, many of these companies face difficulties in obtaining adequate investment capital.

I urge new entity to partner with CDFIs, SBTCs, SBICs, and other community based organizations providing support to minority /women-owned businesses and business operated in low-to-moderate income communities in funding programs that promote the establishment of incubators/accelerators for sustainable start-ups and the integration of sustainability considerations in existing or general incubators.

I urge the new entity to invest in a robust compliance and second review program to ensure that established minority/women-owned businesses are offered business loan and business lines of credit not HELOCs which if defaulted upon put both their home and business at-risk. Studies I've participated in have shown that minority/women-owned businesses are offered HELOCs more often than white male firms of similar characteristics.

### **Climate Change and Disaster Recovery and Resiliency**

I want to urge the new entity to address climate change and develop resiliencies for its clients and the communities it serves. Many southeastern cities within the proposed footprint are particularly vulnerable to climate change compared to cities in other regions and are increasingly at risk due to heat, flooding, and disease brought on by a changing climate. Socially-vulnerable residents often have less capacity to prepare for, respond to and recover from climate-related hazards and effects. Who are these socially- vulnerable residents?

- •Low-income
- •Women
- •Children



S J Adams Consulting

- Elderly
- Disabled persons

Many “risk assessments” are only “hazard assessments;” Most don’t recognize social vulnerability and civil rights; Others lack social dimensions of vulnerability that are standardized, comparable and quantifiable. After Hurricane Harvey nearly 30% of residents in flooded areas had fallen behind on their rent or mortgage. Loss of owned homes or reduced value of owned homes resulted in fewer affordable homes available; the cost of moving and re-establishing homes; costs to repair infrastructure such as roads, bridges, power lines , dams, levees, etc.-  
( <http://www.climatehotmap.org/global-warming-effects/economy.html> )

“Disaster experts estimate that climate and weather events displaced more than 1 million Americans from their homes in 2017.”(-Rolling Stone, 2018) which 820,000 homes across the U.S. "discounted" due to coastal flooding;

Eight coastal states have lost \$14.1 billion in home value since 2005 from increased tidal flooding. And 2017 was one of the most costly years for all natural disasters on record. A total of 219 weather and climate events cost \$1.5 trillion in 2017, according to the National Oceanic and Atmospheric Administration.” (-PBS, 11/27/2018).

Rural communities are integral to the Southeast’s cultural heritage and to the strong agricultural and forest products industries across the region. More frequent extreme heat episodes and changing seasonal climates are projected to increase exposure linked health impacts and economic vulnerabilities in the agricultural, timber, and manufacturing sectors

The CRA provides a real opportunity for bankers to help impacted communities recover after natural disasters through lending, investments and services that stabilize and revitalize neighborhoods, repair deteriorating infrastructure and create long-term employment opportunities for all, including LMI individuals.

I urge the new entity to work constructively with borrowers in communities affected by natural disasters within their assessment areas. The new entity must acknowledge the effects of natural disasters on local businesses and individuals are often transitory, and will make efforts to adjust or alter terms on existing loans in affected areas and offer loan products that can assist borrowers with recovery efforts including FHA’s 203(h) and 203 (k) loan products.

I strongly urge the new entity to consider all activities related to disaster recovery that are most responsive to the needs of low-and moderate-income individuals or neighborhoods and underserved communities of color, including changes to policies, business operations,



capital investments, and other steps—yield benefits in excess of their costs in the near term, as well as over the long term. Evaluating adaptation strategies involves consideration of equity, justice, cultural heritage, the environment, and health.

I encourage the new entity to serve the interests of all the communities it serves including low and moderate income families and all the households and businesses within their footprint regardless of race, color, religion, sex, national origin, marital status, familial status or disability.

Thank you for your consideration of these concerns.

Warm regards,

Stella J. Adams

CEO, S J Adams Consulting

**Eike, Kathy**

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**From:** Barry Simmons <rendexes@gmail.com>  
**Sent:** Friday, May 03, 2019 5:34 PM  
**To:** Eike, Kathy  
**Subject:** [External] Addendum CRA Protest Complaint  
**Attachments:** CRA Protest Complaint BBT Bank .docx

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The Renaissance Indexes Group files the Attached Addendum to the CRA Protest Complaint filed against the BB&T Bank Merger Application

Thank You

Barry Simmons

[Rendexes@gmail.com](mailto:rendexes@gmail.com)

(713) 294-0570

Federal Reserve Bank  
Katherine Eike

May 2, 2019

CRA Protest Complaint BB&T Bank

The Renaissance Indexes Group – chief Complainant in the CRA Protest Complaint filed against BB&T Bank. This Letter is to present addendums to the Complaint. These Illegal Discrimination Claims are from the 354-page Application to the Federal Reserve.

-Page 219 – the Bank states that its mission is for its clients to achieve success and financial security, enriching our Neighborhoods through community development, leadership innovation and comply with the Community Reinvestment Act (CRA).

FACT – Nowhere in the black American Neighborhoods in the specified Zip Codes in Houston has BB&T Bank reached out to the black American clients to “achieve economic success and financial security”. BB&T Bank is absent in the black American Neighborhoods – to include Bank branches.

The RIG knows of no capitalized measures that BB&T has made in any of the black American Neighborhoods in Houston and knows of no “community development loans (CDL)’s that BB&T made in the black American Neighborhoods – much less any that actually stabilized and revitalized the Neighborhoods – as in Hi Tech Centers, Apprenticeship Facilities or Neighborhood Centers – with or without “leadership innovation” -evidence of BB&T Banks’ absence in the black American Neighborhoods and denial of the equal rights of equal Bank investments to the black American Neighborhoods secured under the banking laws.

BB&T Bank further claims that its mission is to fully comply with the CRA – yet we see nowhere inside of the black American Neighborhoods where BB&T Bank has made any efforts – much less actual Robust Capitalized Measures (RCM) s – to make any investments in the 21 Zip Codes of the protected class of black Americans in Houston. Beyond this we find nowhere where BB&T Bank has sponsored any “development training” or investments. Contrary to the Banks’ statements none of the following is true – there has been no development of innovative products, or any programs that have resulted in “increased lending” nor have seen any charitable contributions to enhance the efforts of community organizations. No one in the black American Neighborhoods in Houston has ever heard of the Banks’ CRA Compliance Oversight Committee – it is not in the black American Neighborhoods in Houston -----

-Page 220 – Lending Test – BB&T Bank claims that it maintains “good responsiveness” to the areas credit needs , that it maintains geographic distribution of loans and that its CDL’s provide a “wide range of loans to support economic development and “good distribution of access to credit for business customers, that the Bank is a leader in “community development .loans’ that it offers several affordable mortgage programs and that it offers a variety of small business programs.

FACT – BB&T Banks' lending in the black American Neighborhoods is weak at best and certainly does not provide any Working Capital or Bridge Loans to the black American businesses and has failed to penetrate the black American Neighborhoods. The legal standard for the Banks' performance is full compliance with all of the components of all of the banking laws in the laws' entirety and in the banking laws' full and final perfection – not "good responsiveness' as alleged by BB&T Bank. BB&T Bank has not made any Community Development Loans of any material amount – in the black American Neighborhoods.

-Page 221 – BB&T Bank claims that it provides the Community Homeownership Incentives Program and mortgage products and the Small Business Resource Center with Financial Insights. The Bank further claims that it provides Community Development investments that stabilize and revitalize the Neighborhoods.

FACT- the black American Neighborhoods are denied all of the above -In violation of the Equal Credit Opportunity Act, Community Reinvestment Act and the Fair Housing Act – to include the Final Rule – and is in violation of the Court ruling in City of Mimi V Bank of America. Nor is there any BB&T Bank FHLB Project Specialist in the grant and loan application process in the black American Neighborhoods in Houston.

-Page 222 – Investment Test – BB&T Bank that it has made investments throughout its footprint; that it has made Charitable Contributions and deposits/investments for capitalization, that it has an Opportunity Finance Network and has made available Bonds, Securities and Alternate Investments and an NCPG Growth Fund.

FACT – BB&T Bank has made no investments or Charitable Contributions in the black American Neighborhoods of any material merit.

-Page 224, 225 – BB&T Bank claims that it has made investments through its CRA Qualified Investments Fund Shores and its Lighthouse Project and direct participation from its BB&T Associates. The Bank claims that it makes its Bank branches available and convenient to the Neighborhoods, that its Capacity Building Program has redeveloped Neighborhoods and created jobs and provided start-up financing and that it has provided Board members and Financial Education Seminars and Financial Foundation Programs at local High Schools.

FACT- BB&T Bank has denied its investments and Bank branches to the black American Neighborhoods in Houston. No one in the black American Neighborhoods has ever heard of BB&T Banks' Capacity Building Program – much less benefited from it – and denied the start-up financing. We have searched high and low for any Financial Education Seminars sponsored by BB&T Bank in the black American Neighborhoods – and have come up empty – nor are we aware of any Financial Education Seminars at any High Schools in the black American Neighborhoods in Houston.

The Federal Reserve bank cannot knowingly let a member bank lie in the correspondence of the Agency – especially so in the CRA Protest Complaint proceeding -as there is reason to believe that BB&T Bank has included lies and deceptions and misrepresentations of Material Fact

The Renaissance Indexes Group petitions that BB&T Bank be directed by the Agency to faithfully execute its sworn duties in this proceeding and fulfill its duties under the banking laws – to include the Fair Housing Act Final Rule – that pursuant to the Illegal Discrimination Claims in the CRA Protest Complaint

‘to provide the legally sufficient justification to prove that the practices challenged in the Complaint are necessary to achieve one or more of the Banks substantial legitimate nondiscriminatory interests –

-the legally sufficient justification must be supported with evidence and cannot be hypothetical or speculative

Neither BB&T Bank nor Suntrust Bank get to pick and choose which of the banking laws it will abide by and which it will ignore --

In The Relentless Pursuit of Justice,

Barry Simmons  
7000 Fonvilla Street \_ Suite # 2310  
Houston, Texas 77074

[Rendexes@gmail.com](mailto:Rendexes@gmail.com)

(713) 294-0570



**Eike, Kathy**

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**From:** Edwards, Travers  
**Sent:** Monday, May 06, 2019 7:13 AM  
**To:** Eike, Kathy  
**Subject:** FW: [External] Timely Second Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - in light of clearly inadequate FOIA response withholding 133

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**From:** Matthew R. Lee <innercitypress@gmail.com>  
**Sent:** Friday, May 03, 2019 4:55 PM  
**To:** Office-of-the-Secretary, (Board) <office-of-the-secretary@frb.gov>; Drimer, Adam <adam.drimer@rich.frb.org>; Cox, Wayne <wayne.cox@rich.frb.org>; Edwards, Travers <travers.edwards@rich.frb.org>  
**Cc:** applications@fdic.gov; ATLCommunityAffairs@fdic.gov; SJanson@fdic.gov; dbarr@fdic.gov; RiPackard@fdic.gov; English, Dana A. <denglish@fdic.gov>; Matthew Lee [at] innercitypress.org <mlee@innercitypress.org>; Matthew R. Lee [at] FairFinanceWatch.org <lee@fairfinancewatch.org>  
**Subject:** [External] Timely Second Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - in light of clearly inadequate FOIA response withholding 133 p...

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May 3, 2019

Via E-mail to Office-of-the-Secretary [at] [frb.gov](mailto:frb.gov) (cc FDIC)

Board of Governors of the Federal Reserve System  
Attn: Chair Powell, Secretary Misback  
20th Street and Constitution Avenue, N.W.  
Washington, DC 20551

Re: Timely Second Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - in light of clearly inadequate FOIA response withholding 133 pages in full and providing only one page on the applicant's money laundering issues

Dear Chair Powell, Secretary Misback and others in the FRS:

This is a timely second comment opposing and requesting an extension of the FRB's public comment period on the Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank.

As Fair Finance Watch was reviewing the Home Mortgage Disclosure Act (HMDA) and other data of the banks with an eye toward commenting or not commenting by the current May 3 expiration of comment period on this proposed mega-merger, it and Inner City Press were shocked to see the Federal Reserve Board's cynical April 18 termination of the enforcement action against BB&T for money laundering.

Money laundering is, along with redlining, one of the most serious crimes a bank can engage in. For example currently in the SDNY there are numerous AML prosecutions, resulting for example in the conviction of CEFC's Ho for UN-related bribery. Even the Fed had historically acknowledged the primacy of full AML compliance over the rush toward corporate combination, for example in connection with M&T Bank.

Yet here, for the convenience of and in collusion with a proposed mega merger, the Fed without transparency has terminated the BB&T AML enforcement action during the public comment period on the merger, without taking any public comment on it.

Inner City Press has submitted a Freedom of Information Act request to the Federal Reserve for records related to this troubling de-regulatory action. It requested expedited treatment and formally requests that the comment period be kept open until the FRB has made these records available.

Cynically, the Fed responded just before deadline with one page, withholding 133 pages in full in contravention of FOIA. Inner City Press has timely appealed: an immediate FOIA appeal of FRB absurd denial by providing only one page and withhold 133 pages in full - in response to Inner City Press' FOIA request regarding the FRB's decision to terminate the money laundering enforcement action against BB&T during the pendency of its application to acquire Suntrust. As you must know, agencies are request to provided all reasonably segregable information and are not allow mass withhold, as here, over 99% of responsive pages, in full. Troublingly, just as the Fed acquiesced to BB&T and lifted the enforcement action to facilitate this merger, now it provide a shameful FOIA (non response), to claim it is legitimate to close its comment period on this, the largest merger proposal since 2008.

This is a demand that on this record the comment period must be extended. Inner City Press also timely notes that it asked the FDIC how to view today's public meeting and was told it is only live streamed INSIDE the Federal Reserve Bank. This should be explained - it is far from the best practice, of smaller regulators, on smaller proposed mergers. Something is dreadfully wrong here - the comment period must be extended.

Again, Fair Finance Watch has reviewed BB&T's HMDA data for 2017, the most recent year for which such disclosure data is available, and for now note that for example in the Houston Texas MSA in 2017, BB&T made 56 conventional home purchase loans to whites and only four to African Americans and only six to Latinos. In the New York City MSA in 2017, BB&T made four such loans to whites and none at all to people of color. In Charleston, WV in 2017 it made 57 such loans to whites and none to people of color. From the first of what should now be more than two public meetings, in West Virginia, SunTrust has already closed all of its branches; over the past four years, BB&T has closed more than 10 branches in the state.

We note on the FDIC's web page no sign of an application for this merger. The Federal Reserve should not rule until the FDIC board is full, and to coordinate its review with such a full FDIC board. On the current record, BB&T's applications should be denied.

Please immediately send all requested information and responses by e-mail to [lee@fairfinancewatch.org](mailto:lee@fairfinancewatch.org) and [innercitypress@gmail.com](mailto:innercitypress@gmail.com), and by hard copy to:

Matthew R. Lee, Esq.

Fair Finance Watch

Regular mail: Matthew R. Lee Esq, PO Box 20047, NYC NY 10017

If you have any questions, please immediately telephone the undersigned, at (718) 716-3540.

Very Truly Yours,

Matthew Lee, Esq.  
Executive Director  
Inner City Press/Fair Finance Watch  
cc: FDIC

On Mon, Apr 29, 2019 at 7:18 AM Matthew R. Lee <[matthew.lee@innercitypress.com](mailto:matthew.lee@innercitypress.com)> wrote:

April 29, 2019

Via E-mail to Office-of-the-Secretary [at] [frb.gov](http://frb.gov) (cc FDIC)

Board of Governors of the Federal Reserve System  
Attn: Chair Powell, Secretary Misback  
20th Street and Constitution Avenue, N.W.  
Washington, DC 20551

Re: Timely First Comment on Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank - including on FOIA / AML grounds

Dear Chair Powell, Secretary Misback and others in the FRS (& FDIC)

This is a timely first comment opposing and requesting documents about and an extension of the FRB's and FDIC's public comment periods on the Application by BB&T Corporation to merge with SunTrust Banks, Inc. and indirectly acquire SunTrust Bank Holding Company, Orlando, FL, and SunTrust Bank.

As Fair Finance Watch was reviewing the Home Mortgage Disclosure Act (HMDA) and other data of the banks with an eye toward commenting or not commenting by the current May 3 expiration of comment period on this proposed mega-merger, it and Inner City Press were shocked to see the Federal Reserve Board's cynical April 18 termination of the enforcement action against BB&T for money laundering.

Money laundering is, along with redlining, one of the most serious crimes a bank can engage in. For example currently in the SDNY there are numerous AML prosecutions, resulting for example in the conviction of CEFC's Ho for UN-related bribery. Even the Fed had historically acknowledged the primacy of full AML compliance over the rush toward corporate combination, for example in connection with M&T Bank.

Yet here, for the convenience of and in collusion with a proposed mega merger, the Fed without transparency has terminated the BB&T AML enforcement action during the public comment period on the merger, without taking any public comment on it.

Today Inner City Press has submitted a Freedom of Information Act request to the Federal Reserve for records related to this troubling de-regulatory action. It has requested expedited treatment and formally requests that the comment period be kept open until the FRB has made these records available.

Meanwhile, Fair Finance Watch has reviewed BB&T's HMDA data for 2017, the most recent year for which such disclosure data is available, and for now note that for example in the Houston Texas MSA in 2017, BB&T made 56 conventional home purchase loans to whites and only four to African Americans and only six to Latinos. In the New York City MSA in 2017, BB&T made four such loans to whites and none at all to people of color. In Charleston, WV in 2017 it made 57 such loans to whites and none to people of color. From the first of what should now be more than two public meetings, in West Virginia, SunTrust has already closed all of its branches; over the past four years, BB&T has closed more than 10 branches in the state.

We note on the FDIC's web page no sign of an application for this merger. The Federal Reserve should not rule until the FDIC board is full, and to coordinate its review with such a full FDIC board. This comment should be transmitted by the FRB to state regulators in NC and Georgia.

Here for the record on this application is from the FOIA request Inner City Press has submitted:

This is a request for all records in the possession of the Federal Reserve System regarding the 18 April 2019 termination of the money laundering enforcement action against BB&T. In order to comment on the troubling proposed acquisition of Suntrust Bank by BB&T Inner City Press requests the records before the 3 May 2019 current expiration of comment period, or that the comment period be extended. Accordingly, this is a request for expedited treatment on the matter of obvious public importance, including in light of the dangers money laundering can pose to safety.

Please search for responsive records regardless of format, medium, or physical characteristics. We seek records of any kind, including paper records, electronic records, audiotapes, videotapes, photographs, data, and graphical material. Our request includes without limitation all correspondence, letters, emails, text messages, facsimiles, telephone messages, voice mail messages, and transcripts, notes, or minutes of any meetings, telephone conversations, or discussions. Our request also includes any attachments to emails and other records, as well as those who were cc'ed or bcc'ed on any emails. If it is your position any portion of the requested records is exempt from disclosure, ICP requests that you provide it with an index of those documents as required under *Vaughn v. Rosen*, 484 F.2d 820 (D.C. Cir. 1973). In the event some portions of the requested records are properly exempt from disclosure, please disclose any reasonably segregable non-exempt portions of the requested records. See 5 U.S.C. § 552(b). If it is your position that a document contains non-exempt segments, but that those non-exempt segments are so dispersed throughout the document as to make segregation impossible, please state what portion of the document is nonexempt, and how the material is dispersed throughout the document. See *Mead Data Central v. U.S. Dep't of the Air Force*, 566 F.2d 242, 261 (D.C. Cir. 1977).

Please search all records regarding agency business. You may not exclude searches of files or emails in the personal custody of your officials, such as personal email accounts. Records of official business conducted using unofficial systems or stored outside of official files is subject to the Federal Records Act and FOIA. It is not adequate to rely on policies and procedures that require officials to move such information to official systems within a certain period of time; ICP has a right to records contained in those files even if material has not yet been moved to official systems or if officials have, through negligence or willfulness, failed to meet their obligations.

ICP requests that you expedite the processing of this request. I certify to be true and correct to the best of my knowledge and belief, that there is media interest in the Fed's role in this case and the underlying facts. I further certify that ICP is actively engaged in disseminating information to the public. ICP will use the information gathered, and its analysis of it, to educate the public through reports, press releases, and other media. ICP will also make materials it gathers available on our website and promote their availability on social media platforms, such as Twitter, where ICP has over 30,000 followers. Accordingly, ICP request satisfies the criteria for expedition

On the current record, BB&T's applications should be denied.

Please immediately send all requested information and responses by e-mail to [lee@fairfinancewatch.org](mailto:lee@fairfinancewatch.org) and [innercitypress@gmail.com](mailto:innercitypress@gmail.com), and by hard copy to:

Matthew R. Lee, Esq.

Fair Finance Watch

Regular mail: Matthew R. Lee Esq, PO Box 20047, NYC NY 10017

If you have any questions, please immediately telephone the undersigned, at (718) 716-3540.

Very Truly Yours,

Matthew Lee, Esq.

Executive Director

Inner City Press/Fair Finance Watch

cc: FDIC

**Eike, Kathy**

---

**From:** Johnetta Boseman Hardy <jhardy@bowiestate.edu>  
**Sent:** Friday, May 03, 2019 3:49 PM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Cc:** Garr.Muriel  
**Subject:** [External] Support Merger of SunTrust and BB&T

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To Whom It May Concern,

I am most happy to write a letter of support for the merger of SunTrust and BB&T. In my role as Executive Director of the Entrepreneurship Academy here at Bowie State University, SunTrust has been very supportive on the Advisory Board from

Mentoring and coaching to being a judge at our Pitch Competitions and hosting workshops here in Prince Georges County. We are so excited about continuing our partnerships with SunTrust and the many opportunities that we will have with them for our students here at Bowie State University.

*Johnetta*

<image002.png>

**Johnetta Boseman Hardy**

Executive Director, Entrepreneurship Academy

*University-Wide Initiative*

**Eike, Kathy**

---

**From:** Alexis Epps <aepps@hrchamber.com>  
**Sent:** Friday, May 03, 2019 4:17 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] On Behalf of Angela Blackwell Carter: SunTrust Comments  
**Attachments:** FDIC Letter.pdf

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Good Afternoon,

Attached you will find comments in support of the work SunTrust is doing within the Hampton Roads community.

If you have any questions, please feel free to contact me.

Thank you,

*Alexis*

Alexis Epps  
Program Coordinator, LEAD Hampton Roads  
Hampton Roads Chamber

Desk: (757) 664-2529 | [aepps@hrchamber.com](mailto:aepps@hrchamber.com)  
500 East Main Street | Suite 700 | Norfolk, VA 23510





May 3, 2019

FDIC  
Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849

Dear Sir/Madam:

It is my pleasure to have the opportunity to provide information about the partnership between LEAD Hampton Roads and SunTrust Bank/SunTrust Foundation. LEAD Hampton Roads is the non-profit leadership development arm of the Hampton Roads Chamber of Commerce. Founded in 1987, LEAD now has over 1,500 graduates actively serving the Hampton Roads region. We are proud to have Charity Volman, our SunTrust Market President, and Mark Johnson, SunTrust Vice President and Community Development Manager for Hampton Roads, as graduates of our program.

The support of SunTrust Bank over the years has had a major impact on the ability of LEAD to expand our reach widely into the community. Ten years ago, as we approached our 20<sup>th</sup> anniversary as an organization, we created the *eXcel Leadership Academy*, a summer program for rising high school juniors and seniors that mirrors the Executive Program. Students are introduced to the world of work and community service with behind the scenes tours, meetings with CEOs and seminars with the business faculty of Old Dominion University. Students are also assisted in securing summer internships in their areas of interest. This program, which now has over 500 graduates, would simply not be possible without the financial support we receive each year from the SunTrust Foundation.

Mark Johnson is the driving force behind our success in attracting a diverse group of students, including those from low-income families. Through the generosity of the SunTrust Foundation, we have never turned a single student away because of an inability to afford the tuition. We are grateful to him and SunTrust for making this possible. Mark's energy and spirit of service is contagious. His work in community engagement has been a positive and powerful reflection on SunTrust Bank and its mission.

We anticipate that the merger of SunTrust and BB&T will enhance and increase their important role in serving and supporting the businesses and people of Hampton Roads. You may contact me directly at [acarter@hrchamber](mailto:acarter@hrchamber) or (757) 664-2528.

Sincerely,

A handwritten signature in black ink that reads "Angela Blackwell Carter".

**Angela Blackwell Carter**  
Executive Director, LEAD Hampton Roads  
Vice President, Hampton Roads Chamber

*LEAD Hampton Roads is a program of the Hampton Roads Chamber*



**Eike, Kathy**

---

**From:** Allison Hunt <ashunt0801@gmail.com>  
**Sent:** Friday, May 03, 2019 4:25 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] SunTrust/BB&T merger  
**Attachments:** 4055\_001.pdf; 4056\_001.pdf

40 Patriots Point Road  
Mount Pleasant SC 29464



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**USS YORKTOWN**  
FOUNDATION

843.881.5925  
ussyorktownfoundation.org

May 2, 2019

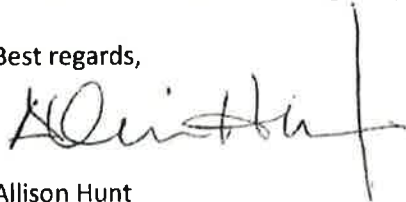
FDIC Regional Office  
10 10<sup>th</sup> St., NW  
Suite 800  
Atlanta, GA 30309-3849

To Whom it May Concern:

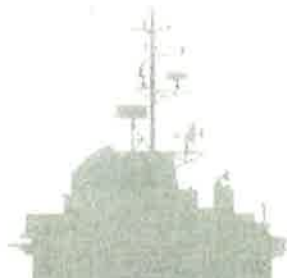
I would like to share with you the tremendous support the SunTrust Foundation has provided to the Patriots Point Naval and Maritime Museum in Mt. Pleasant, South Carolina. For the past several years, the SunTrust Foundation has sponsored free admission to the museum for all veterans and their families on Veterans Day and Vietnam Veterans Day. The USS Yorktown Foundation, the fundraising arm of the Museum, also has a SunTrust executive, Rebecca Costanzo, who serves with enthusiasm and engagement on our Board of Directors. SunTrust is active in our community and at our museum in their efforts to support our veterans, and we consider them to be a valuable corporate partner.

We look forward to continuing our partnership with SunTrust/BB&T in the future. Thank you.

Best regards,



Allison Hunt  
*Executive Director*



**PATRIOTS POINT**  
Naval and Maritime Museum

**Eike, Kathy**

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**From:** scanner@suncountrycleaners.com  
**Sent:** Friday, May 03, 2019 4:19 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Scanned from a Xerox multifunction device  
**Attachments:** Scanned from a Xerox multifunction device.pdf

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Please open the attached document. It was sent to you using a Xerox multifunction printer.

Sent by: [scanner@suncountrycleaners.com] Attachment File Type: pdf, Multi-Page

Multifunction Printer Location:  
Device Name: XRX9C934E3456B4

For more information on Xerox products and solutions, please visit <http://www.xerox.com>



Main Office: 2240 34th Way N, Largo, FL 33771

[www.suncountrycleaners.com](http://www.suncountrycleaners.com)

Over the last 20+ years Sun Country Cleaners has had the opportunity to work closely with Jeff Lampasso. Jeff has been instrumental in helping us grow our business to become the premier Dry Cleaner in the Tampa Bay area. Jeff understands our values and always acts in a way that best serves our business needs. He is dependable and honest - being able to trust his advice and counsel has been the real value for us. While we have been fortunate to have BB&T as our bank of record we have been blessed to have Jeff Lampasso as our personal banker.

Kindest Regards;

A handwritten signature in cursive script that reads "Susan McCarthy".

Susan McCarthy, owner  
Sun Country Cleaners

**Eike, Kathy**

---

**From:** Josselyn Nielsen <jnielsen@chattanooga-chamber.com>  
**Sent:** Friday, May 03, 2019 4:41 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] SunTrust and BB&T Merger Letter of support  
**Attachments:** SunTrust and BB&T Merger letter of support 5.3.19 on Chamber letter head.docx

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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To whom it may concern,

Attached please find our letter of support to the above subject matter.

Kindly respond to this email so that I know it has been received.

SINCERELY

JOSELYN NIELSEN

EXECUTIVE ASSISTANT TO CHRISTY GILLENWATER

PRESIDENT & CEO

CHATTANOOGA CHAMBER OF COMMERCE

P 423.763.4396

C 801-703-3750



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Personal messages and attachments express the views of the sender and are not to be attributed to the Chattanooga Chamber of Commerce.\*

May 3, 2019

Federal Deposit Insurance Corporation (FDIC)  
Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849

RE: SunTrust Bank Merger

To Whom It May Concern:

Please accept this letter of support for the merger of SunTrust and BB&T. SunTrust's history in Chattanooga and Chattanooga's growth have traveled parallel lines for more than a century.

SunTrust Bank continues to align with the values of the Chattanooga Area Chamber of Commerce by:

- Participating over many decades in our board of directors
- Engaging with our community partners including United way and the Urban league in helping chart our Chattanooga 20-year vision through the Velocity2040 planning effort
- Supporting financial literacy programs throughout the community

We truly appreciate and value the legacy of service lead by the SunTrust team here in Chattanooga. We look forward to the opportunity this merger represents for our city's growth in economic development and support to the prosperity of small businesses.

We are confident this partnership of equals will have a positive impact to our community for years to come.

Sincerely,



Christy Gillenwater, President and CEO  
Chattanooga Area Chamber of Commerce

## Eike, Kathy

---

**From:** James Appelt <jima@anacpa.com>  
**Sent:** Friday, May 03, 2019 4:53 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Cc:** James Appelt  
**Subject:** [External] BB&T and SunTrust letter of Support

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**PLEASE NOTE: This email is not from a Federal Reserve address.**

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Dear Gentlemen:

It is my privilege to acknowledge and share my enthusiasm for the merger of BB&T and SunTrust with you. I am an owner/operator of a CPA firm in Clearwater, Florida.

I opened my accounts and began my relationship with BB&T in the mid-1990s when I started my CPA firm. Since my early days I was able to count on the best service from all that were involved at the branch and my initial business banking contact, Chip Falk. My immediate needs for hardware equipment and software were met by BB&T through Chip Falk. Without this jump start from my banker, I would not have been able to start my business.

Through the years I have continued to work with Chip and more recently have continued to work with Jeff Lampasso and Jason Walters. This group of people, along with their staff, have helped me be successful in my business over the last 24 years using the products and services available to them through the BB&T platform. Without their knowledge, experience and personally knowing me I would not have achieved the success that my firm has as a local business. When I started many years ago, I had one employee. With the support and help from the people at BB&T, I now have 7 employees and have seen my firm's revenue increase 600% and my profits increase almost tenfold.

Their community and personal approach has fostered my growth. They have helped me with:

1. Deposit accounts
2. Business mortgage
3. Business loans
4. Personal loans
5. Personal mortgage

In addition to what they have done for me, they have been able to service accounts for family members as well clients of my CPA firm. One client recently thanked me for referring them to BB&T saying, "I love BB&T." There is a community of people and businesses that prosper and enjoy the same quality relationship with their bank, BB&T, as I do. Another client recently expanded their warehouse by 20,000 square feet with financing from BB&T and they now employ additional workers to handle the additional volume in their location in Pinellas county. Economically, besides employing all the construction workers for almost a year on the expansion project, the client now employees several new employees that service accounts all over the southeast.

I have humbly received referrals for CPA services from the personal and business bankers that I have mentioned above. Their continued confidence in my firm continues to be a source of new work and growth in my firm.

I fully support the merger and know that the resulting entity could only increase the influence and standards that BB&T embodies resulting in a more diverse and thriving local economy.

Sincerely,

*Jim*

**James Appelt, CPA**

**Appelt & Associates, CPA's and Financial Consultants**

**Direct Phone Line: 727-799-5455**

**Fax: 727-799-9506**

**[www.anacpa.com](http://www.anacpa.com)**

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**Eike, Kathy**

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**From:** gsbaugh@ulbcfl.org  
**Sent:** Friday, May 03, 2019 5:09 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Bank Merger BBT | Suntrust

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May 3, 2019

To Whom It May Concern,

As the president and CEO of the Urban League of Broward County, I am pleased to write this correspondence in support of what is being called the “merger of equals”. I am very familiar with the business practices, organizational culture, and community engagement of both entities through personal and professional experiences. I serve on the regional community advisory boards of both entities.

Both companies have engaged with the Urban League of Broward for many years through active board engagement, capital campaign donations and foundation philanthropy. We have been pleased with their individual commitments.

As we come to this cross road in our community and as I shared in a recent NCRC convening in Fort Lauderdale, my expectations are high for this “merger of equals”. My support communicated through this correspondence comes with a clear expectation that the newly formed entity will negotiate a community benefits agreement that is reflective of the new breadth and depth of their financial and human capital. I encourage and believe that the executive and market leadership of these entities will take seriously their current commitments and significantly invest financial resources to the issues that matter in community and economic development. I believe this strongly because both entities through their individual statements are purpose driven and mission focused. They will be stronger together. They will invest more together. They will be cutting edge innovative together.

Sincerely,  
Germaine Smith Baugh  
President and CEO  
Urban League of Broward County

**Eike, Kathy**

---

**From:** Robert Woody <rlwoody53@yahoo.com>  
**Sent:** Saturday, May 04, 2019 7:50 AM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] SunTrust Bank and BB&T Merger

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**PLEASE NOTE: This email is not from a Federal Reserve address.**

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To whom it may concern,  
my wife and I have had a business relationship with Sun Trust Bank of North Central Florida for over 20 years and grown to have utmost respect the company. We finance our first home through Sun Trust and continued to be a very satisfied customer. Sun Trust Bank has proven to have developed strong relationship with the African - American Communities in several states on the Eastern Coast in such areas as Florida, Tennessee and Georgia. This make me personally been proud of my association with the bank. In reference to the merger, I have heard good things about BB&T and looking forward to the merger which will prove to be beneficial to both institutions and no question to our current / future customers. As always I will continue articulate my personal support the future of BB&T/ Sun Trust Bank.

Thank you,  
Robert Woody  
rlwoody53@yahoo.com  
Cell 352 328-9472

**Eike, Kathy**

---

**From:** John G. Brock <JGB@tennlaw.com>  
**Sent:** Saturday, May 04, 2019 1:31 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Merger of BB&T and SunTrust

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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By this email, I would like to voice my unqualified support for the proposed merger of BB&T and SunTrust Bank. I have served as outside counsel to BB&T for 15 years, and have had the opportunity to know and work alongside many of its bankers, in-house attorneys and executives. Each and every one of them I have spoken to is in full support of this merger which, given their various expertise and care for the organization, is significant.

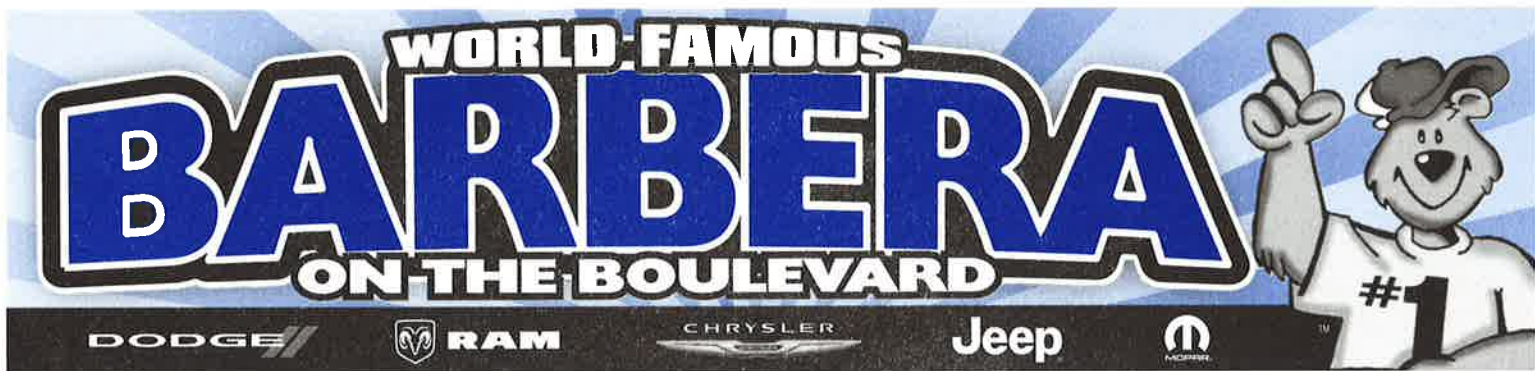
Also, even though both of these banks maintain a strong presence in my community, they are routinely being beaten-out for local business by the larger banks, many of whom do not maintain a community presence. I believe the combination of BB&T and SunTrust would allow them to better compete on a local level, which would enhance my community as a whole.

Thank you.

John Brock

John G. Brock, Esq.  
Gentry, Tipton & McLemore, P.C.  
900 South Gay Street, Suite 2300  
Knoxville, Tennessee 37902  
(Office) 865-525-5300  
(Direct) 865-342-4490  
(Mobile) 865-300-3201  
(Fax) 865-637-6761  
Skype: johngbrock  
Email: [jgb@tennlaw.com](mailto:jgb@tennlaw.com)  
[www.tennlaw.com](http://www.tennlaw.com)

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Hello,

We are writing to voice our support of the BB&T/SunTrust merger. We have found BB&T to be a valuable asset to the local community.

We are honored and proud to be a partner with BB&T. Over the past 18 months, in every aspect, BB&T has exceeded our expectations. From our initial introduction, through a very complicated and stressful process, Michael Rainone and Charlie Dougherty have been able to simplify the many moving parts with clean, clear direction and an unwavering commitment to the client.

Barbera Autoland, our family owned automotive business has been serving the Philadelphia community for almost 30 years. A community my brother Gary and I grew up and reside in. We were recently awarded Philadelphia's Community Service for Excellence Family Owned Business Award. Our transition to BB&T has helped make 2018/2019 one of our best years to record.

We proudly employ a team of over 100 strong, most of whom live, work and play in the local community. Their hard earned income stays and gives back to Philadelphia by way of taxes, schools, shops and entertainment. BB&T helps make this possible.

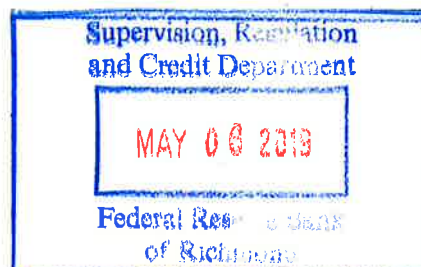
As we look towards our future and continual growth, we are excited to share our dreams with BB&T and, more importantly, our continued relationship with Michael Rainone, Market President and Charles Dougherty, Senior Vice President, Dealer Financial Services.

Please feel free to contact me with any questions or comments.

Sincerely,

A handwritten signature in black ink that reads 'Gary &amp; Geno Barbera'.

Gary & Geno Barbera  
Barbera's Autoland  
7810 Roosevelt Blvd  
Phila, Pa 19152  
215.333.3700



**7810 Roosevelt Blvd. Philadelphia, PA 19152**

Main - Sales: 215-333-3700 • Service Department : 215-335-3800 • Parts & Access.: 215- 335-2400 • Main Fax: 215-333-1978 • barberasautoland.com

May 2, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Dear Sir/Madam:

Healthy Suffolk is pleased to support the merger of SunTrust and BB&T. SunTrust has been an excellent corporate citizen, working with small nonprofit organizations such as ours to improve the quality of life in our community. The bank has supported our local programs that advance wellness and livability by advancing healthy eating and active living – all of which contributes to financial well-being. We have also had an excellent relationship with BB&T which has served our banking needs for many years. We see this merger as a winner in that these two fine financial institutions will now leverage their capabilities to improve services to our community.

Mark Johnson, Community Development Manager of the Hampton Roads region, brings a level of enthusiasm, commitment, and technical expertise as we discuss ways the bank and organizations such as ours can collaborate. He has also helped us connect with other organizations where there is mission alignment and shared commitment. Through these efforts, we have been able to leverage our precious resources to better serve our community.

We look forward to the opportunity to partner with the new entity once it is firmly established. To learn more about Healthy Suffolk, please visit our website at [www.healthysuffolkva.org](http://www.healthysuffolkva.org). I am available to answer any questions or to provide additional information in support of this merger.

Sincerely,



Regina P. Brayboy





April 29, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

Re: Proposed SunTrust/BB&T Merger

Dear Sir/Madam:

Halpern Enterprises, Inc. and our related companies own approximately 3.5 million square feet of retail space in 50+ shopping centers located throughout the southeastern United States. For more than 40 years, SunTrust (or its predecessors) was one of our company's primary banks. Over the past decade, SunTrust's real estate lending strategy changed and we no longer fit the profile of their preferred customer (i.e., we didn't borrow enough money).

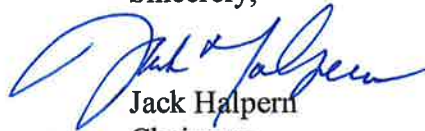
In recent years we established a mutually-beneficial relationship with BB&T, which has included an operating line of credit, several construction loans, financing for the purchase of State of Georgia tax credits, and maintaining a variety of deposit accounts. While SunTrust has a long and proud history of civic involvement in Atlanta, I am confident that this commitment to our city and region will continue if and when the merger with BB&T is completed.

I serve on the boards of various non-profit organizations in the Atlanta area, and I've been very impressed with (and appreciative of) the commitment and support that BB&T has provided to these causes. They sponsor the annual meeting of the Jewish Federation of Greater Atlanta every year, as well as the primary fundraising event for the Marcus Jewish Community Center. They also provide leadership and lend support to Jewish Family and Career Services, the Ron Clark Academy, and a variety of other charitable and civic entities. While Atlanta is not their company's headquarters, BB&T has become deeply connected to the life of our community and exemplifies how a "good corporate citizen" should act.

In addition to providing generous financial support, BB&T's officers devote a portion of their time to non-profit organizations and activities, including attending charitable fundraising events in person. They also encourage the bank's customers to become involved in projects that help improve the quality of life in Atlanta. I support the proposed merger between BB&T and SunTrust because I believe their combination will create a stronger and more profitable entity – allowing for even greater charitable and civic involvement in our community.

Please feel free to contact me if I can answer questions or provide any additional information in this regard.

Sincerely,



Jack Halpern  
Chairman





**Ron Sowell, FACHE**  
EXECUTIVE VICE PRESIDENT  
CHIEF FINANCIAL OFFICER

April 30, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, VA 23261

FDIC Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849



Dear Sirs:

I recently read with great interest the announcement by BB&T and SunTrust indicating their intent to merge. As a long-term corporate business client of BB&T, I am writing to you in support of this merger and encourage your prompt approval of their desire to merge operations thus creating a stronger supporting enterprise for our not-for-profit healthcare system headquartered in South Central Kentucky.

For many decades, Commonwealth Health Corporation d/b/a Med Center Health has relied on the services and strength of BB&T for numerous general banking and corporate support services. In addition to serving as our depository bank, BB&T has provided trust, investment, and insurance products for our six-hospital system headquartered in Bowling Green, Ky. BB&T is the financial institution chosen by a majority of our 3800 employees for their payroll direct deposit, a clear indication of the outstanding services provided by BB&T. BB&T has also assisted the corporation in long term financing arrangements, including tax exempt bond financing, for major construction projects.

We envision the merger of BB&T with SunTrust as a positive for our organization. We believe that the combined strength of these two premier financial organizations will create synergies that will produce enhanced services and products at more competitive pricing. Both organizations have a proven track record in supporting healthcare in the regions they serve and we anticipate that this merger will only advance their commitment to servicing the healthcare industry at a time cost reduction is a major initiative for the healthcare sector.

If I can provide any additional information regarding our relationship with BB&T and our support for the merger with SunTrust, please do not hesitate to contact me directly at 270-745-1510.

Sincerely,

Ronald G. Sowell  
Executive Vice President & CFO

*Our mission is to care for people and improve the quality of life in the communities we serve.*

800 Park Street • Bowling Green, KY 42101 • 270.745.1510 • [MedCenterHealth.org](http://MedCenterHealth.org)





Federal Reserve Bank of Richmond  
P O Box 27622  
Richmond, VA 23261



RE: Proposed Merger of BB&T Bank and SunTrust Bank

To Whom It May Concern:

On behalf of VAMAC, INC., I write this letter in support of the merger of BB&T and SunTrust Banks. My company, my family, and I personally have had long-standing banking relationships with each bank. I believe the strengths of each institution will benefit all clients involved.

Virginia will also benefit by being served by a bank of significant size and quality value. This will allow those businesses and individuals located in Richmond, Virginia and other localities to have a bank with full financial services offered.

I am available to provide additional information and answer further questions you may have in support of the proposed merger. My cell number is 804-301-0670 and email address is cperry@vamac.com.

Sincerely,

Christopher M. Perry

Chris Perry, President & CEO VAMAC, INC.,  
4201 Jacque Street, P.O. Box 11225, Richmond, VA. 23230; 804-353-7996  
www.vamac.com



**Executive  
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Rabbi Julie Kozlow  
Andy Mason  
Dr. Alison Pollard  
Chelsea Smiley  
Laurie M. Whalin

**Executive Director**

Katrina Knight, MSW

*Please remember  
Good Shepherd  
Center  
in your will and  
estate plans.*

April 29, 2019

✓ Federal Reserve Bank of Richmond  
PO Box 27622  
Richmond, VA 23261

FDIC Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849

We are writing to express our support for the merger between SunTrust and BB&T. We have been blessed to be the recipients of generosity from both institutions not only with financial support but through volunteer engagement and board representation as well. We have found both SunTrust and BB&T to be strong philanthropic partners in the Wilmington community and are excited about this new union.

Good Shepherd Center is the largest provider of homeless services in the region and we rely on partners such as SunTrust and BB&T to help us feed and house our most fragile and vulnerable neighbors. Last year alone, we served 89,000 meals to the hungry in our community and returned 187 homeless guests, including 24 families with children, to independent housing. We are deeply grateful for all that SunTrust and BB&T make possible for those we serve.

Please feel free to contact me if you need any additional information. We look forward to continuing our relationship with the new combined bank. Best of luck to all!

Sincerely,

Jane Birnbach, MAS, CFRE  
Senior Development Director

Supervision, Regulation  
and Credit Department

MAY 06 2019

Federal Reserve Bank  
of Richmond

811 Martin Street • Wilmington, NC 28401 • (p) 910-763-4424 • (f) 910-763-7394  
Our tax ID is 56-1566178.

Financial information about this organization and a copy of its license are available  
from the Charitable Solicitation Licensing Section at 888.830.4989  
[www.goodshepherdwilmington.org](http://www.goodshepherdwilmington.org)



Adam Drimer  
Assistant Vice President  
Federal Reserve Bank of Richmond  
PO Box 27622  
Richmond, VA 23261

Federal Deposit Insurance Corporation  
Atlanta Regional Office  
10 Tenth Street NW, Suite 800  
Atlanta, GA 30309



Dear Mr. Drimer:

Carolina Small Business Development Fund (CSBDF) respectfully submits the below letter of support for the proposed merger between BB&T Corporation and SunTrust Banks, Inc. These comments serve as a supplement to my testimony on April 25, 2019, given at the public meeting in the Charlotte Branch of the Federal Reserve Bank of Richmond. CSBDF is a certified community development finance institution (CDFI) has worked to promote community economic development in North Carolina for almost 3 decades. Since 2010, our efforts have focused on promoting entrepreneurship across the region, primarily through the deployment of affordable small business loans. It is through that framework that we offer unequivocal support for the proposed merger.

Our experience suggests the combined merger entity would be more effective and have greater capacity to promote economic growth across the region. Traditional banking institutions have long been recognized as vital partners in the promotion of sustainable community development. Through community banking efforts and corporate philanthropy, BB&T has displayed a long history of support for initiatives that grow small businesses and revitalize distressed neighborhoods. Unfortunately, despite the importance of this work, the past few decades have seen a decline in financial support for CDFIs and similar organizations.<sup>i</sup> However, a handful of institutions – including both BB&T and SunTrust – have remained steadfast in their commitments to this area.

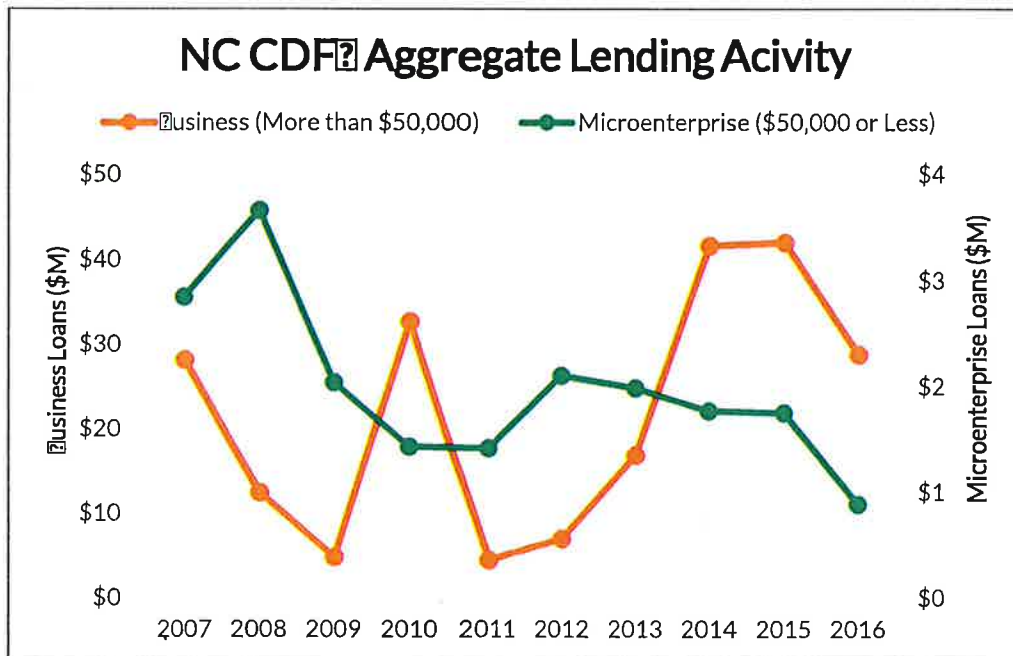
Over the years, CSBDF has worked with BB&T on a variety of initiatives. They have shown consistent financial support in promoting a spirit of entrepreneurship and spreading awareness about the importance of small business. For example, they have partnered with us to support the Innovation and Entrepreneurship Center in Raleigh. Through technical training and public events, the Center works to promote development in the most economically distressed areas of the Raleigh metro area. BB&T has also been a key sponsor for major events that Carolina Small Business holds to inspire and train small business owners. These types of investments are emblematic of their strong support for community development.

As you know, financial institutions have an affirmative obligation to support community development through the Community Reinvestment Act. The extent to which banks have met this obligation is something that federal regulators are required to consider when assessing proposed mergers.<sup>ii</sup> Research shows that some financial institutions will strategically increase credit access and the promotion of community development during the year before merger activity. Such actions are designed to appease the closer regulatory scrutiny that



comes with this type of activity.<sup>iii</sup> Based on our experience, I believe BB&T's commitment to sustainable development is a long-standing core component of their business strategy. For example, analyses on differences in bank corporate cultures has highlighted how BB&T has a strong institutional commitment to improving the economic mobility of its clients.<sup>iv</sup>

More than perhaps ever before, there is a strong need for traditional financial institutions to support the work of community finance organizations. Small business lending is usually not an area that is profitable for larger banks. In the decade since the Great Recession, the number small business loans for less than \$100,000 by regulated banks has declined by 52%.<sup>v</sup> Carolina Small Business, and organizations like us, work to fill that market need by providing affordable financing. Support for those loans comes from institutions like BB&T and SunTrust. However, CDFI lending to North Carolina businesses for amounts of more than \$50,000 has essentially remained flat since the Great Recession.<sup>vi</sup> In addition, loans for smaller microenterprises (\$50,000 or less) have actually declined by more than half during the same time period.



This decline in lending cannot be adequately explained by lack of market demand. Data from the Census Bureau consistently show almost 1 in 5 employer firms use business loans of some type to grow or expand.<sup>vii</sup> The demand is there for affordable financing. In our experience, the inability of community organizations to meet this consistent need is mostly a function of funding constraints. Put simply, community organizations need additional support to fully assist all the small business owners that come to us for help.

When banks merge, there is often a variety of legitimate concerns raised by stakeholders about how the combined entity could alter the competitive landscape for affected industries.<sup>viii</sup> From our perspective as a nonprofit organization that seeks to target underserved entrepreneurs, the merger would likely enable more robust support networks for current and aspiring small business owners. This is consistent with data showing that, when done correctly, bank mergers can help improve economic outcomes.<sup>ix</sup> In general, economies of scale should allow for the SunTrust/BB&T entity to funnel more needed resources to organizations that work to increase capital access. I have no doubt that the combined entity would be able to leverage resources in ways that would magnify the positive impacts each institution is already separately making. I would, however, urge increased response to the capital and equity needs of CDFIs managed by people of color. This merger should also have a strong narrative of support for small businesses.

For all these reasons, I strongly urge approval of the merger between these two North Carolina financial institutions. Thank you for giving me the opportunity to comment about this important issue. I hope my remarks have been able to highlight why this is an important concern for community finance organizations.

Be Steadfast!

Sincerely,



Lenwood V. Long  
President and CEO

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<sup>i</sup> Berner, M., Brown-Graham, A., McCall, J., Morgan, J., Mulligan, T., Floyd, N., Hatton, C., & Mahood, A. (2019). Building Bonds and Bridges (And Leveraging Links): A Place-Based Mobility Strategy Based on Social Capital Creation. Presented at the 2019 Biannual Federal Reserve Research Conference, Washington, DC.

<sup>ii</sup> Moore, J. (1997). Community Reinvestment Act and Its Impact on Bank Mergers. *North Carolina Banking Institute*, 1(1), 412-435.

<sup>iii</sup> Bostic, R., Paulson, A., Mehran, H., & Saidenberg, M. (2005). Regulatory Incentives and Consolidation: The Case of Commercial Bank Mergers and the Community Reinvestment Act. *Journal of Economic Analysis & Policy*, 5(1), 1-27.

<sup>iv</sup> Snyder, S.A., & Griffin, J.J. (2012). Branch Banking and Trust: Community Banking Based on Core Values: Can it Survive? In H. Spitzack, M. Pirson, & C. Dierksmeier (Eds.), *Banking with Integrity: The Winners of the Financial Crises* (pp. 64-74). New York, NY: Palgrave MacMillan.

<sup>v</sup> Community Reinvestment Act data, which tracks capital deployment by large financial institutions, shows a decline of 318,708 in 2007 to 153,656 in 2016 in total numbers of loans to small businesses for less than \$100,000.

<sup>vi</sup> Data are sourced from the Community Development Finance Institution Fund aggregate transaction level reporting public data for fiscal years 2007 through 2016.

<sup>vii</sup> Census Bureau, Annual Survey of Entrepreneurs, 2016. Total of North Carolina respondent firms indicating they used the following capital sources to grow or expand: (1) business loan from a bank (17.7%), (2) government-guaranteed business loan from a bank (1.5%), and (3) business loan from a federal, state, or local government (0.4%).

<sup>viii</sup> Berger, A., Demirguc-Kunt, A., Levine, R., & Haubrich, J. (2003). Bank Concentration and Competition: An Evolution in the Making. *Journal of Money, Credit, and Banking*, 36(3): 433-451.

<sup>ix</sup> Collender, R., & Shaffer, S. (2003). Local Bank Officer Ownership, Deposit Control, Market Structure, and Economic Growth. *Journal of Banking & Finance*, 1, 27-57.

**Eike, Kathy**

---

**From:** Timothy Johnson <tjohnson@uwnca.org>  
**Sent:** Friday, May 03, 2019 4:44 PM  
**To:** BankMergerApplication@fdic.gov; RICH BankSup Applications Comments  
**Cc:** Muriel Garr (Muriel.Garr@suntrust.com)  
**Subject:** [External] Written Testimony in Support of the Proposed Merger of SunTrust Bank with BB&T Bank  
**Attachments:** BB&T and SunTrust Merger Testimony NC.docx

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Good Afternoon Sirs and Madams,

Thank you for affording United Way of the National Capital Area the opportunity to present before the joint panel of the Federal Reserve Bank and the Federal Deposit Insurance Corporation. I would like to submit the attached written testimony (in its entirety) in support of the proposed merger for the permanent record. If you have any questions or are in need of any additional information, please feel free to reach out to me at 202.488.2018 or via email at tjohnson@uwnca.org.

Thank you for your time.

Best,

Timothy Johnson  
Chief Strategy and Impact Officer  
United Way of the National Capital Area  
1101 15th Street, NW Suite 1000  
Washington, DC 20005  
202.488.2018 (office)  
202.670.1264 (work cell)  
tjohnson@uwnca.org

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**PUBLIC MEETING OF THE FEDERAL RESERVE BOARD  
AND THE FEDERAL DEPOSIT INSURANCE CORPORATION**

**UNITED WAY OF THE NATIONAL CAPITAL AREA'S TESTIMONY  
IN SUPPORT OF THE PROPOSED MERGER OF BB&T CORPORATION, WINSTON-  
SALEM, NORTH CAROLINA, WITH SUNTRUST BANKS, INC., ATLANTA,  
GEORGIA**

**Federal Reserve Bank of Atlanta  
1000 Peachtree St. NE  
Atlanta, Georgia**

**Friday, May 3, 2019 AT 8:00 A.M. – 5:00 P.M.**

Good morning presiding officers, members of the Federal Reserve Bank and FDIC and North Carolina & Georgia Departments of Banking.

My name is Timothy Johnson and I have the pleasure of serving as the Chief Strategy and Impact Officer for United Way of the National Capital Area (United Way NCA). We serve 11 counties which comprises communities of the District of Columbia, Northern Virginia, the Piedmont region of Virginia and suburban Maryland.

At United Way of the National Capital Area, we fight for the health, education and financial stability of every person in our community.

On behalf of Rosie Allen-Herring, President and CEO of United Way NCA, its Board and staff, I appear here before you this morning to offer testimony in enthusiastic support of the merger between Branch Banking and Trust Company (BB&T) and the SunTrust Banks, Inc. (SunTrust).

For everyone whose lives have been skipped over or written off, United Way of the National Capital Area fights for them. Because everyone deserves hope. Everyone deserves a chance. Everyone deserves respect.

How do we get there? By living United. By finding new solutions to old problems and mobilizing the best resources that produce lasting results. By forging impactful partnerships.

We ask that the Federal Reserve Board and the Federal Deposit Insurance Corporation support the merger between BB&T and Sun Trust. Both companies have been champions in the community and the type of partners that I just described and that the community deserves. We support their efforts and ask that you help continue the economic and philanthropic impact they've had in our region which is home to over seven (7) millions residents.

United Way NCA mobilizes individuals and organizations to improve education, financial stability and health - the building blocks of a good quality of life. With over 40 years of experience, United Way NCA continues to serve as a model of integrity, ethics and honesty for the non-profit community; to serve as the vehicle of choice for directing resources to the most deserving causes; and to be the convener of business, agencies, nonprofits and civic leaders around the needs of the community.

United Way NCA's membership of over 500 nonprofits represents a variety of sectors from health to housing, arts, financial literacy, education and the environment. We serve as a unifying voice for the nonprofit community in our region, provide for critical direct services and help organizations build capacity and increase their impact in our region.

In education, we set a goal of increasing student success at low-performing middle schools and increasing the number of students graduating from high school. We support financial stability. We believe that area residents who understand the best money management options and the importance of banking, budgeting and savings will be better equipped to ensure a more successful future. For a community to thrive, we know its members must be healthy. For that reason, United Way NCA makes strategic investments in programs that provide adults and children with access to health and wellness care. SunTrust Bank under the leadership of the Mid-Atlantic Chairman and CEO Daniel O'Neill and the SunTrust Foundation under President Stan Little were the **first** corporate citizens to engage us in a series of strategic discussions which led



to their investment in Greater Washington's system of Financial Empowerment Centers (FEC).

Our FECs are local community centers where residents and families can come and receive high quality, professional guidance on a myriad of financial needs including but not limited to: budget management, financial coaching, entrepreneurial aid and tax assistance, all for no direct cost to the recipient. Now several years later, SunTrust provides financial resources, strategic marketing and volunteers to support two of our four regional FECs which played a critical role in delivering financial guidance and help to federal employees and contractors during the recent partial federal government shutdown. As Northern Virginia and Suburban Maryland has a disproportionate number of federal employees, contractors and workers who businesses support the federal workforce, many of these individuals found themselves accessing an array of human services and government services for the first time in an effort to obtain food, gas, rent and utility assistance. If these FEC, powered by the support of SunTrust, were not in place, many more of our regions residents would've gone without basic needs support or fallen deeper into financial jeopardy.

SunTrust Bank and SunTrust Foundation have both been stalwart supporters of our work at United Way NCA and throughout our nonprofit community for many years. Our region continues to enjoy the benefits of their excellent corporate social commitment. Without its support, United Way and other community serving organizations would be unable to reach the same number of people and communities in need.

United Ways around the country have praised SunTrust for their commitment within the communities in which they are located. Whether through employee back to school drives or financial literacy curricula taught to community members weekly by market executives like Senior Vice President Muriel Garr, SunTrust has distinguished itself as a leader in our community through its corporate philanthropy and generous employee volunteer engagement.

In the time since we launched our Community Commitment, our regional investment portfolio of programs, we've seen phenomenal results. There is absolutely nothing more rewarding than watching lives improve and children

thrive and SunTrust Bank and SunTrust Foundation has been at the forefront leading other companies in community engagement and volunteerism.

- We've served nearly 9,250 middle school students across the District of Columbia, Suburban Maryland and Northern Virginia through our community schools program where SunTrust has consistently supported our students through back to school supply drives and employee volunteerism.
- Over 65,000 area residents have received cost-free financial and tax services, helping elevate their financial circumstances so they have a real chance to get on and follow the path leading to the middle class.
- We've put more than \$53M back in the pockets of working families' through tax refunds by offering no-cost tax preparation and access to the Earned Income Tax Credit.
- Each year our 2-1-1 social services helpline connects 450,000 people to services they need to survive.

We're proud of these results, but they are not possible without the partnership and commitment of true corporate citizens like SunTrust Bank and BB&T and philanthropic leaders like SunTrust Foundation whose investment and employee engagement provide our families the help needed to get on the pathway to financial confidence and stability.

Based on our partnership with SunTrust Bank and SunTrust Foundation and their long legacy of engagement and investment in the community, we enthusiastically support the proposed merger with BB&T because we have witnessed the positive and measurable impact that they make within our regional community and the union between these two great financial institutions can only mean increased impact for the 7 million residents in our metropolitan region.

Thank you for your time.

**Eike, Kathy**

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**From:** Candice Acanfora (3104) <cacanfora@charlestonchamber.org>  
**Sent:** Thursday, May 02, 2019 12:05 PM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] FW: May 3, 2019 BB&T Corporation / SunTrust Banks, Inc. public meeting  
**Attachments:** ATL FRB PUBLIC COMMENTS -FVER4.docx

**Importance:** High

**Follow Up Flag:** Follow up

**Flag Status:** Flagged

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Thank you,

*Candy*

**Candy Hunt Acanfora**

Executive Assistant to Bryan Derreberry and Project Coordinator  
4500 Leeds Ave., Ste. 100, N. Charleston, SC 29405  
Cell: 843.478.5331 / Phone: 843.805.3104 / Fax: 843.723.4853  
cacanfora@charlestonchamber.org

Charleston Metro  
Chamber of Commerce



**Public comments provided in support of  
The SunTrust/BB&T proposed merger application to the  
Atlanta Federal Reserve Bank on Friday, May 4, 2019  
by Bryan Derreberry, President & CEO, Charleston Metro Chamber of Commerce**

**PUBLIC COMMENT**

**-GOOD AFTERNOON, I AM REPRESENTING THE CHARLESTON METRO  
CHAMBER IN SUPPORT OF THE SUNTRUST AND BB&T MERGER  
APPLICATION. MY NAME IS BRYAN DERREBERRY AND I AM CHAMBER  
PRESIDENT & CEO. OUR ORGANIZATION HAS 1,600 BUSINESS MEMBERS  
REPRESENTING 160,000 EMPLOYEES. WE ARE THE OLDEST CONTINUING  
OPERATING CHAMBER IN THE UNITED STATES FOUNDED IN 1773. OUR DAILY  
IMPERATIVE IS TO INCREASE THE WEALTH AND WELL-BEING OF EVERY  
GREATER CHARLESTONIAN.**

**-A SNAPSHOT OF THE VIBRANT REGION I REPRESENT**

- GREATER CHARLESTON RANKS 16<sup>TH</sup> OUT OF THE NATION'S TOP 100  
METROS IN CREATING JOBS FROM 2011-2016 (BLS) WITH 50,000 NET NEW  
JOBS AND 35,000 ADDITIONAL JOBS ANTICIPATED IN THE NEXT THREE  
YEARS**
- THE REGION'S GROSS DOMESTIC PRODUCT INCREASED BY 50% TO \$42  
BILLION BETWEEN 2011-2017**
- GREATER CHARLESTON IS THE 14<sup>TH</sup> FASTEST GROWING U.S. METRO  
AND IS PROJECTED TO HIT 1 MILLION PEOPLE BY 2029**

**- WITH THIS RAPID DEVELOPMENT, STRONG FINANCIAL COMPANIES ARE VITAL TO OUR REGION'S FUTURE. ENTERPRISES DEPEND ON BUSINESS BANKING FOR THE CAPITAL NEEDED TO MEET THEIR GROWTH OPPORTUNITIES. RESIDENTS, CURRENT AND FUTURE, COUNT ON HEALTHY FINANCIAL INSTITUTIONS TO BUY A HOUSE OR START A COLLEGE FUND. THIS MERGER WILL ENSURE CHARLESTON'S BANKING NEEDS ARE MET.**

**- AS OUR REGION EVOLVES, WE ALSO NEED ENGAGED CORPORATE CITIZENS ANTICIPATING AND CHARTING OUR FUTURE COURSE. SUNTRUST AND BB&T DO THIS BY PLACING THEIR TIME, TALENT AND TREASURE INTO OUR CHAMBER'S REGIONAL ADVANCEMENT EFFORTS. THEIR COMBINED BANK COMMITMENT, OVER THE PAST FOUR YEARS, EXCEEDS \$410,000 AND 1,000 PLUS VOLUNTEER HOURS. THESE TARGETED RESOURCES ARE HAVING A POWERFUL IMPACT IN ADDRESSING A NUMBER OF OUR METRO'S MOST PRESSING ISSUES.**

**-STARTING A DECADE AGO THE CHAMBER ELEVATED OUR STAKE IN ENSURING A SKILLED AND CAREER READY WORKFORCE FOR AREA EMPLOYERS. WE CONCENTRATE OUR EFFORTS ON HELPING STUDENTS WHO MIGHT OTHERWISE GET LEFT BEHIND WITH AN ADDED STRATEGIC FOCUS ON UNDERSERVED POPULATIONS.**

- **SUNTRUST BANK IS A MAJOR SUPPORTER OF THIS WORK. THROUGH FOUNDATION FUNDING FOR YOUTH APPRENTICESHIPS, EMPLOYEE VOLUNTEER ENGAGEMENT AND HIGHLY VISIBLE SUPPORT FROM EXECUTIVE LEADERSHIP, SUNTRUST HAS BEEN A CHAMPION FOR ENSURING THAT OUR REGION'S EMERGING WORKFORCE HAS EQUAL ACCESS TO THE HIGH-WAGE AND HIGH-DEMAND OCCUPATIONS GROWING HERE.**

- **TODAY, OUR REGION'S YOUTH APPRENTICESHIP PROGRAM IS BEING PRESENTED BY THE DEPARTMENT OF LABOR AS THEIR PREFERRED NATIONAL HIGH SCHOOL MODEL, WITH 17 DIFFERENT PATHWAYS AVAILABLE TO STUDENTS IN EVERYTHING FROM INDUSTRIAL MECHANICS TO ENGINEERING TO PRE-NURSING. THESE STUDENTS GRADUATE HIGH SCHOOL WITH A DIPLOMA, 30 COLLEGE CREDITS, TWO YEARS' PAID WORK EXPERIENCE, A CERTIFICATE FROM THE DEPARTMENT OF LABOR AND NO COLLEGE DEBT.**

**-21<sup>ST</sup> CENTURY LEADERSHIP DEVELOPMENT IS VITAL FOR OUR REGION'S IMMEDIATE AND LONG-TERM SUSTAINABILITY: BB&T HAS INVESTED HEAVILY IN LEADERSHIP DEVELOPMENT THROUGH THEIR EMERGING LEADERS CERTIFICATION PROGRAM. MORE THAN 3,000 COLLEGE**

**STUDENTS - WITH AN EMPHASIS ON FIRST GENERATION - HAVE BEEN CERTIFIED IN THE PROGRAM SINCE 2014.**

**-I CONCLUDE MY COMMENTS THIS AFTERNOON WITH A THOUGHTFUL REQUEST FOR YOU TO APPROVE THIS PROPOSED MERGER.**

**-THE CREATION OF THIS NEW INSTITUTION WILL PROVIDE THE MARKET STRENGTH REQUIRED TO LEAD EVEN MORE ROBUST COMMUNITY AND ECONOMIC DEVELOPMENT EFFORTS IN MULTIPLE U.S. MARKETS.**

**-THANK YOU.**

Eike, Kathy



**From:** Millicent Harwell <mharwell@totallyfreeinc.org>  
**Sent:** Thursday, May 02, 2019 5:01 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Supplemental Testimony - Totally Free Inc  
**Attachments:** Totally Free Inc - Supplemental Testimony.pdf

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Greetings,

Please accept this written supplement to my oral testimony regarding the BB&T Bank and SunTrust Bank merger.

Thank you,

**Millicent Harwell-Cross - President/Founder**

**Totally Free Inc**

*Housing & Financial Success!*

**Brunswick: 124 Carteret Drive, Brunswick, GA 31525, (912) 265-1515**

**Toll Free: (866) 731-FREE (3733)**

**Fax: (912) 324-4246**

**Email: mharwell@totallyfreeinc.org**

**Web: www.totallyfreeinc.org**

*The counseling services, lending products, weatherization, rehabilitation, affordable housing and other forms of assistance that may be offered by **Totally Free Inc**, its subsidiaries, affiliates or directors, officers, employees, agents or partners may also be offered by other providers and you are under no obligation to utilize services from **Totally Free Inc**, regardless of the recommendations made by counselors. Our financial industry partners include National Community Reinvestment Corporation and Housing and Urban Development.*

*The fee for obtaining a credit report via **Totally Free Inc** is \$30. You may obtain a free credit report from [www.annualcreditreport.com](http://www.annualcreditreport.com) if you prefer.*





## Totally Free Inc

### **MILLICENT CROSS – President and Founder - TOTALLY FREE INC**

- HUD approved Housing Counseling Agency Operating Since 2001
- Received GA Department of Community Affairs Magnolia Award for Excellence in Homebuyer Education
- 24 Counties served – Glynn, Camden, McIntosh, Coffee, Clinch and everywhere between (see attached)
- Some service extend Statewide and National with some services

Thanks to the distinguished panel for this opportunity!

Over the years we have had a great relationship with BB&T bank and with the growth BB&T Bank and SunTrust Bank are experiencing in the merger we hope our opportunity to serve the underserved will expand.

As we help the low income, disabled and seniors qualify for mortgage products we often find that as they are shopping there is limited or no inventory of homes in their price range to purchase. The homes in their price range tend to be old, run down and need work. Or the opposite is true homes are beautiful and new homes but too expensive.

We want to bridge the gap by developing communities in our rural areas and areas of need that are attractive with new inventory yet affordable for the demographic we serve. In order to accomplish this we need the strength of our growing financial institutions to back us with charitable contributions to jumpstart our projects while we work with other sources of funding entities like the USDA and the Federal Home Loan bank to complete the task.

While bridging the gap for low and moderate income purchasers with desirable affordable new inventory we also will build and develop the workforce by employing Construction crews to build. We plan to develop communities while working with local contractors and families, through CRA initiatives.

We also invite this merger to support our home buyer workshops which help provide more potential home buyers in our community. The bank's presence at our workshops is always helpful in educating potential consumers. We also guide buyers through the process with our Individual Housing Counseling services which minimizes the number of non-qualified potential buyers and maximizes loan application success.

Many of our clients are intimidated by banks and expect to be turned down. By working with them up front we give them confidence that they have a higher percentage of being approved and because of this they become referral sources to generate the same success for others. There is great opportunity with banks growing when the banks reach out to the communities they are housed in and make life better for the underserved. We at Totally Free Inc stand ready to partner with the newly merged banks to advance with them.

Thank you for your time.

*Community Development Corporation  
HUD Approved Housing Counseling Agency*

Phone • 912-265-1515 • Fax: 912-265-9990 • TOLL FREE: 866-731-FREE • [www.totallyfreeinc.org](http://www.totallyfreeinc.org)  
• 124 Carteret Road, Brunswick GA 31525



## ***Georgia County Map***

### ***Totally Free Inc's Market Penetration According to Percentage:***

Dark Green Counties – 4%

Light Blue Counties – 9%

Blue Counties – 3%

Tan Counties – 9%

Yellow Counties – 4%

Light Green Counties – 56%

Purple Counties – 3%

**Eike, Kathy**

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**From:** Leone de Nie, Karen on behalf of ATL CED Shared Mailbox  
**Sent:** Thursday, May 02, 2019 5:31 PM  
**To:** Eike, Kathy  
**Subject:** FW: Florida TaxWatch Comments regarding SunTrust and BB&T Merger  
**Attachments:** Merger Letter FRB Atlanta.docx

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

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Written comment.

**From:** Isobelle Ellis <IEllis@floridataxwatch.org>  
**Sent:** Wednesday, April 24, 2019 12:11 PM  
**To:** ATL CED Shared Mailbox <AtlFedComDev@atl.frb.org>  
**Subject:** [External] Florida TaxWatch Comments regarding SunTrust and BB&T Merger

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Good Afternoon Ms. Leone de Nie,

Attached you can find comments from Dominic Calabro, President and CEO of Florida TaxWatch, regarding the SunTrust and BB&T Merger.

Sincerely,

Isobelle Ellis  
Florida TaxWatch  
106 N. Bronough St.  
Tallahassee, FL 32301  
(850)-222-5052





106 North Bronough Street, Tallahassee, FL 32301 [floridataxwatch.org](http://floridataxwatch.org) o: 850.222.5052 f: 850.222.7476

---

**Dominic M. Calabro**  
President & Chief Executive Officer

Ms. Karen Leone de Nie  
Vice President of Community and Economic Development  
Federal Reserve Bank of Atlanta  
1000 Peachtree Street N.E.  
Atlanta, GA 30309

Dear Ms. Leone de Nie,

Florida TaxWatch is pleased to hear about the proposed SunTrust and BB&T merger. SunTrust has been a great supporter of the exceptional contributions and general taxpayer and community benefits that Florida TaxWatch produced as Florida's trusted watchdog in keeping all of the state's taxpayers well-informed about key issues surrounding taxation and government spending. The company's philanthropy has allowed TaxWatch to protect the long-term interests and well-being of taxpayers and help enhance their understanding of American Civics as well as financial literacy matters impacting the state.

SunTrust Group Executive for Regional CRE Lending David Mann served as Florida TaxWatch's Chairman from 2016-2018, and SunTrust has sponsored membership meetings where state leaders gather to talk about the most important issues impacting the sunshine state.

SunTrust has also been a sponsor of two of Florida TaxWatch's most successful programs – the Principal Leadership Awards and the TaxWatch Productivity Awards. The Principal Leadership Awards program was established in 2014 to identify Florida's most effective principals in high-risk K-12 public schools, recognize and reward their work, and promote their transformational practices throughout the state. The TaxWatch Productivity Awards program publicly recognizes and rewards state employees and work units whose work significantly and measurably increases productivity and promotes innovation improving the delivery of state services and saving money for Florida taxpayers and businesses.

SunTrust has played a significant role in helping Florida TaxWatch better serve the Sunshine State and all of its taxpayers and citizens in all the communities served by SunTrust. We are beyond grateful for their dedication, leadership, stewardship, and investment in our community, and we are looking forward to partnering with SunTrust and BB&T for many years to come.

Respectfully,

Dominic M. Calabro  
President & CEO  
Florida TaxWatch

**Eike, Kathy**

---

**From:** Grace Fricks <fricks@aceloans.org>  
**Sent:** Friday, May 03, 2019 8:34 AM  
**To:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Written Testimony from Grace C. Fricks regarding BB&T and SunTrust Proposed Merger  
**Attachments:** Grace C Fricks Written Testimony re BBT and SunTrust Proposed Merger.pdf  
**Importance:** High

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Good morning,

Due to unavoidable circumstances I am unable to deliver my comments in person at the Public Meeting Regarding the Proposed Merger of the BB&T Corporation and SunTrust Banks, Inc. today, May 3, 2019, at the Federal Reserve Bank of Atlanta. I have attached my prepared testimony in support of the merger of SunTrust Bank and BB&T Bank.

Regards,

Grace Fricks  
President and CEO  
Access to Capital for Entrepreneurs  
3173 Hwy 129 North, Cleveland, GA 30528  
10 College Street, Norcross, GA 30071  
84 Peachtree St. NE, Atlanta, GA 30303  
O: 678.335.5600, ext. 101  
F: 877.287.6081  
[www.aceloans.org](http://www.aceloans.org)



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Written Testimony of  
Grace C. Fricks, President and CEO, Access to Capital for Entrepreneurs, Inc. (ACE)

To: Suzanne Killian, Presiding Officer, Board of Governors for Federal Reserve Board System  
Jim Watkins, Presiding Officer, Federal Deposit Insurance Corporation

*Due to unavoidable circumstances I am unable to deliver my comments in person at the Public Meeting Regarding the Proposed Merger of the BB&T Corporation and SunTrust Banks, Inc. on May 3, 2019 at the Federal Reserve Bank of Atlanta. Below is my prepared testimony.*

Good morning. I am Grace Fricks, President and CEO of Access to Capital for Entrepreneurs or ACE located in Atlanta, with offices in rural Georgia. I am here in support of the merger of SunTrust Bank and BB&T Bank.

CDFIs like ACE that specialize in small business provide loans and entrepreneur development resources to help our borrowers create and grow sustainable businesses which generate jobs.

While small business ownership is not the solution for every underserved person, entrepreneurship is a proven pathway from poverty to the middle class. Successful businesses break intergenerational poverty through creating the wealth-building asset of enterprise ownership.

SunTrust supports our work as a CDFI in two important ways:

The first is SunTrust funds an ACE Empowerment Loan Fund that allows us to provide "old fashioned" character-based loans below \$10,000 to emerging business owners in Atlanta's Westside and NPUV communities. These are two of the most distressed neighborhoods in Atlanta. The loans are designed to help address the credit gap, asset gap and most importantly the trust gap.

Empowerment loans are building blocks (creating a borrowing history) so the business owner can qualify for future capital when needed from traditional CDFI loans and other financial institutions.

Let me share an example of what turned out to be a little bit of collective impact.

- 1- We helped Ms. Kietra Bates owner of a restaurant and shared kitchen (on the Westside) purchase her building last year.

84 Peachtree St. NE  
Atlanta, GA 30303

3173 Hwy 129 North  
Cleveland, GA 30528

10 College St. NW  
Norcross, GA 30071

- 2- We subsequently made 5 empowerment loans, along with providing business consultation to healthy food-option businesses inside that shared kitchen business.
- 3- One of those, a \$2,000 loan to Mr. Nijil Jones, owner of **Pecan Milk Cooperative**, enabled him to make a small, yet substantial process improvement, which allowed him to get the pecan milk he produces pasteurized – extending shelf life from 3 to 10 days. This will not only better his product but make a difference in the Westside community by allowing him to hire additional employees and increase co-op investors.

The second important way that SunTrust has helped our entrepreneurs is through their support of our 3-year pilot of the *High Potential Women's Group*. Two of the SunTrust C-Suite executives have supported this group by hosting and participating in peer discussions on topics such as how to manage growth and overcoming self-confidence issues. These interactions with accomplished women, coupled with the individualized financial consultation shows *incredible results*. In 2018, all participants were profitable and 5 of the women have broken through to the \$1M gross revenue level.

These are two examples of how SunTrust has helped underserved business owners grow and scale, along the continuum for success.

**Why does the impact of this merger matter?**

Georgia cities and towns need the new proposed 8<sup>th</sup> largest bank in the US (now more than ever) to not only continue, but also to *expand* its commitment to lighting the way for financial well-being.

In Atlanta the average African American owned business is valued at \$58,000 compared to average white owned business valued at \$706,000. Similar inequitable dismal statistics exist for Hispanic, rural and low-income Georgians.

Collectively, we can break down systemic barriers to small business success that adversely impact underserved people.

We ask that a comprehensive Community Benefits Plan be developed and that the plan include a commitment to providing low cost, patient capital to CDFIs (like ACE) who relend to small businesses, as well as much needed grants, which afford us the ability to provide business financial education, expand capacity and assist more underserved business owners to be successful... Which we believe ultimately strengthens the health and resiliency of their families, businesses, and communities.

FEDERAL RESERVE BANK OF ATLANTA  
PUBLIC STATEMENT ON BEHALF OF

SUNTRUST BANK

BY

Warren E. Logan, Jr.

For the past 15 plus years, the Urban League of Greater Chattanooga (ULGC) has relied on and sought the advice of SunTrust Bank as a partner in our efforts to bring financial stability to the consumers we represent. This has primarily been through the vehicles of technical and financial assistance. For example, as a result of the Volunteer Income Tax Assistance Program (VITA), the SunTrust investment represents a savings of \$4.4 million dollars in savings to Tax Payers.

Annually ULGC touches approximately 12 – 15,000 persons with direct services. These services range from Free Volunteer Income Tax Assistance, Homebuyer Training, Minority and Women-owned Business Counseling and Budgeting and Finance seminars. In addition, SunTrust has been responsive to leaders in the low-income community. For example, when it was more prudent to close a branch bank due to lack of deposits and limited transactions, community leaders appealed to the bank to remain open as a benefit to the residents and small business owners. SunTrust adhered to their wishes.

In addition to these services, in an effort to enhance Diversity & Inclusion within the corporate community, they participated in the Urban League's inaugural class of Inclusion By Design (IBD) Executive Leadership Program by sponsoring one of their rising female executives. The IBD was designed to create a pipeline of competitive, highly skilled women and people of color who are prepared to function successfully in executive leadership positions.

The merger of SunTrust Bank & BB&T should enhance their position to provide even greater support for the overall quality of life and forward progress of the community as a whole.

###





Before the  
Federal Reserve System  
and the  
Federal Deposit Insurance Corporation

Public Hearing  
May 3, 2019 • Atlanta, Georgia

Testimony of  
Roderic L. Woodson, Esq.

District of Columbia Students Construction Trades Foundation

Good afternoon Ms. Killian, Mr. Watkins, and other members of the joint Panel convened for this public meeting. I am Roderic L. Woodson, Senior Counsel to the Washington DC law firm of Leftwich LLC, and long-time advisor to the District of Columbia Students Construction Trades Foundation (“Foundation” or “DCSCTF”).

Established in 2005, the Foundation is a partnership among business and community leaders in the Washington, DC region. Among other things, it was created to promote and advance vocational education in the building construction trades for students enrolled in the public schools and to generate renewed interest in career and technical education (CTE) as a viable pathway to work, college and careers. DCSCTF has designed three programs around this objective: the Academy of Construction and Design (ACAD); the DC Apprenticeship Academy; and Adult Education.

Our correspondence dated April 19, 2019, a copy of which is attached, outlines additional details of the Foundation programs, including its signature hands-on skills project “Build a House –Build a Future” where our public school students, under the supervision of industry tradesmen/tradeswomen employees of Foundation training partner companies, actually construct a house. <sup>1</sup> We believe this type of learning experience should be a crucial component of public education today.

We take note that a major theme of the recently released Federal Reserve System study “Investing in America’s Workforce: Improving Outcomes for Workers and Employers”<sup>2</sup> is the recognition that

<sup>1</sup> See also attached, other background information about the Foundation, its programs, as well as industry members and sponsors.

<sup>2</sup> A three volume analysis from the Federal Reserve System Initiative in collaboration with Rutgers University, the Ray Marshall Center, and the W.E. Upjohn Institute (2018).



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- Shelton Zuckerman  
Zuckerman Gravely Development, Inc.

**ADVISORS**

- Roderic L. Woodson  
Leftwich LLC
- Carol Randolph  
Co-Founder, Academy of Construction and Design

**STAFF**

- Paula Ralph  
Chief Operating Officer
- Beth Moore  
Program Director
- Shelly Karstam  
Academy Director

“Employers are essential partners for successful efforts to bridge skills gaps.....standing still is not an option for employers faced with skills shortages in their talent pools and skills gaps in their workforces”.<sup>1</sup>

The truth of this insight had long been recognized by construction employers in the District of Columbia when they organized the Foundation back in 2003, to reinvigorate skilled-trades education and training in the local public schools.

It is widely acknowledged that vocational trades education in many public school systems (especially in urban areas) was abandoned starting in the late 1970s and early 1980s as the “college for everyone” idea gained currency in education and public policy circles. Our experience suggests that this flawed approach remains deeply ingrained despite recent efforts to reconsider the value of vocational CTE education. Understanding the need for expanded and effective CTE education is, in our view, a motivating reason that SunTrust Bank has undertaken its financial support for the Foundation. Providing skills training for the large number of young people not destined for post-secondary education (college) gives promise to useful employment and productive lives, all of which promote stable communities, particularly for low and moderate income individuals, under the Community Reinvestment Act. Such partnerships amongst employer groups and public school systems similar to that enjoyed by the Foundation, and supported by SunTrust, should be encouraged.

We trust that the merger of SunTrust and BB&T will result in an even stronger commitment to advancing CTE education opportunities within the service territory of the new combined banking enterprise -- and especially so in urban school districts within the territory. Our young people need to see and understand that each of them can build a prosperous and rewarding future through skilled work. The presence of such skilled craftsmen and craftswomen contributes mightily to the economic and social vitality of their communities, and our country needs them!

Accordingly, the DC Students Construction Trades Foundation is pleased to convey its support to SunTrust as it seeks approval of its merger with BB&T Bank.

This concludes my prepared remarks and I will be pleased to answer any questions the Panel may wish to ask.

Roderic L. Woodson, Esq. • Leftwich LLC  
1400 K Street, Tenth Floor • Washington, D.C. 20002  
202.434.9100 (m) | 202.434.9131 (d) | 202.316.6623 (c) | [rwoodson@leftwichllc.com](mailto:rwoodson@leftwichllc.com)

---

<sup>1</sup> *Id.*, Volume One, “Leveraging evidence-Based and Practical Strategies to Reduce Skills Gaps (Anand Marri and Jennifer Schramm)



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GCS | SIGAL
- Rev. Stephen Tucker  
JOBS Coalition

April 19, 2019

Federal Reserve Bank of Richmond  
P.O. Box 27622  
Richmond, Virginia 23161  
[comments.applications@rich.frb.org](mailto:comments.applications@rich.frb.org)

Federal Deposit Insurance Corporation  
Ten 10<sup>th</sup> Street, N.W., Suite 800  
Atlanta, Georgia 30309-3849  
[BankMergerApplication@fdic.gov](mailto:BankMergerApplication@fdic.gov)

Re: Proposed Merger of BB&T Bank and SunTrust Bank

Ladies and Gentlemen:

**EXECUTIVE COUNCIL**

- William Alsup  
Hines
- Giuseppe Cecchi and Norman Dreyfuss  
JDI Group Companies
- Jim Davis  
DAVIS Construction Corporation
- Paul Elias  
JBG Smith
- R. William Hard  
LCOR Incorporated
- Douglas Jermal  
Douglas Development Corporation
- David Miller  
Boston Properties, LP
- Chris M. Pappas and C. Michael Pappas  
Intelligent Masonry, LLC
- Edward J. Quinn, Jr.  
TW Perry, Inc.
- Craig Ruppert  
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- Todd Stokes  
Baker Tilly
- Justin Sullivan  
Impact Construction & Consulting
- William A. Thompson, III  
Hensel Phelps Construction Company
- Scott Vossler  
WCS Construction, LLC
- Shelton Zuckerman  
Zuckerman Gravelly Development, Inc.

The District of Columbia Students Construction Trades Foundation ("Foundation" or "DCSCTF") (<http://dcstudentsctf.org/>) is pleased to submit these written comments to the Federal Reserve Bank of Richmond and the Federal Deposit Insurance Corporation Regional Office of Atlanta, Georgia, in connection with the proposed merger of BB&T Bank and SunTrust Bank.

Established in 2005, the Foundation is a partnership of business and community leaders primarily located in the District of Columbia region (<http://dcstudentsctf.org/foundation/leadership.htm>) whose objective is to return and support skilled trades learning to public schools and generate renewed interest in career and technical education (CTE) as a viable pathway to work, college and careers. DCSCTF has designed three programs around this objective: the Academy of Construction and Design (ACAD); the DC Apprenticeship Academy; and Adult Education.

The ACAD program has been and is co-located with the public schools of the District of Columbia. Currently housed at the IDEA Public Charter High School in Ward 7, ACAD presents its skills training efforts through a series of instructional modules approved by the National Center for Construction Education and Research (NCCER). Its curriculum is equivalent to Level 1 pre-apprenticeship training and is offered to students in grades 10-12, as well as introductory classes and activities for ninth graders.

One of the key features distinguishing the Academy of Construction and Design is its hands-on skills project "Build a House – Build a Future." Begun in 2010, the program includes construction of a house by the students under the supervision of industry tradesmen/tradeswomen employees of leading industry training partners. Through this program, Academy students constructed a 2,000 square-foot, single-family house sold at market rate as well as two micro homes featured in a recent demonstration project with the DC Department of Housing and Community Development showcasing the possibilities of "tiny house" construction and sustainable living.



**ADVISORS**

- Roderic L. Woodson  
Leftwich LLC
- Carol Randolph  
Co-Founder, Academy of Construction and Design

**STAFF**

- Paula Ralph  
Chief Operating Officer
- Beth Moore  
Program Director
- Shelley Karrtem  
Academy Director



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- Thomas A. Nida  
CF Banc Corporation & City First Bank
- Gerald R. Sigal  
GCS | SIGAL
- Michael Sigal  
GCS | SIGAL
- Rev. Stephen Tucker  
JOBS Coalition

April 19, 2019 -- page 2

**Letter to Federal Reserve Bank of Richmond and Federal Deposit Insurance Corporation**

Our DC Apprenticeship Academy offers "related instruction" (i.e., required classroom curriculum) for apprentices who are currently employed in the construction industry and registered with the DC Office of Apprenticeship Information and Training. Additionally, the Foundation provides technical assistance and instructor certification to nonprofit organizations offering pre-apprenticeship adult job training in the Washington D.C. area.

The Foundation believes Career and Technical Education (or vocational education) is a much-needed opportunity for young people nationwide *and particularly in urban school settings*. Continued adherence to the all-too-familiar mantra of "college for everyone", so often purveyed as the universal goal in most academic circles, marks a disservice to the eighty percent of high school graduates who will follow alternate paths to postsecondary credentials. We must also concern ourselves with helping students translate their demonstrated aptitudes into gainful employment. Skilled trades offer pathways to such gainful employment and need to be encouraged.

The programs of instruction presented by the Foundation offer the early pathways to gainful employment and profitable careers which can carry on for a lifetime. All of these programs from the Foundation are being advanced through the generous support of SunTrust Bank through its Community Reinvestment Act undertakings. This support from SunTrust points to their understanding of the need to advance a more expansive educational opportunity for young people through Career and Technical training in our communities – and it fits squarely within the statutory obligation for community reinvestment.

The Foundation hopes and trusts that this understanding by SunTrust will continue to occupy a place of attention and action within the combined banking entity being considered in this merger.

Accordingly, the DC Students Construction Trades Foundation gives our strongest endorsement and support to the SunTrust/BB&T merger.

Sincerely,

John M. McMahon  
President



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DC STUDENTS CONSTRUCTION TRADES FOUNDATION Industry Training Partners





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The DC Students Construction Trades Foundation  
*Building Bright Futures*

## MISSION

The DC Students Construction Trades Foundation sponsors and provides industry-accredited career and technical education in the building and construction trades for students enrolled in District of Columbia schools. The Foundation works in partnership with IDEA Public Charter School to develop standards-based courses that encourage students, including at-risk youth, to stay in school and graduate with math, science and reading skills and technical certifications.

The Foundation operates the Academy of Construction and Design, which offers specialized courses, workshops and career day activities for youth ages 14 to 18. The Foundation is also an NCCER Accredited Training Sponsor, offering all levels of apprenticeship related instruction for employees of contractors working in the District of Columbia.

Through its extensive network of industry training partners, the Academy of Construction and Design gains insight into the training and workforce development needs of employers throughout the region. The Academy attracts financial, technical, and in-kind investment from foundation, corporate and individual sponsors to ensure that students are prepared to meet and exceed the standards of the construction industry.

## HISTORY

Established in 2003, the DC Students Construction Trades Foundation is a nonprofit 501(c)3 organization governed by a 12-member board of directors who oversee an approximately \$500,000 annual operating budget that is administered by a chief operating officer and a work group of educational advisors.

In early 2002, a dedicated group of business, community, school and faith based leaders began seeking a solution to a serious problem: while the city was renewing and rebuilding many long neglected areas, major employers, particularly those in the construction industry, were experiencing greater difficulty recruiting, hiring, and retaining skilled local employees trained in the construction trades. Many District workers, particularly those living in communities suffering from chronically high unemployment, remained virtually shut out of the city's unprecedented growth due to lack of trade skills, training or job readiness. In order to help



young District residents improve their ability and readiness to participate fully in the construction workforce, the focus had to be on youth in the schools.

A District high school principal enthusiastically agreed to establish the program at his school, and the partners began a nearly four-year development process to create the city's first public school-based construction academy, designed to offer students a broad range of career opportunities in building design, planning, construction and management.

## **PROGRAMS AND ACCOMPLISHMENTS**

### **Academy of Construction and Design**

In September 2005, the DC Students Construction Trades Foundation launched the Academy of Construction and Design at Cardozo Senior High School with 43 students. In 2006, the Foundation collaborated with District of Columbia Public Schools to renovate the instruction space, acquire machinery, equipment and supplies; develop curricula/course materials; and implement training for teachers and other staff members. These efforts created the school district's first new construction education classrooms in nearly four decades. To date, more than 1,000 students have participated in the Academy's career and technical education programs and activities. In 2015, the Foundation established an educational partnership with IDEA Public Charter School to renovate and construct a 10,000 square-foot skilled trades training facility at IDEA's campus in the historic Deanwood neighborhood of Northeast Washington. On November 4, 2015, in a ribbon-cutting ceremony during National Apprenticeship Week, the facility officially opened as the new home of the Academy of Construction and Design.

The Academy of Construction and Design gives students in grades 9 through 12 an introduction to architecture, design and skilled construction trades, including carpentry, electrical, heating/ventilation/air-conditioning (HVAC), plumbing and masonry. Academy students pursue academic requirements for high school graduation and earn technical certifications and credentials. CTE students are putting math, blueprint reading, natural science and social studies learning into practice as they learn to design and build projects that contribute to the school and its surrounding community. The Academy's annual Bright Futures Career Fluency Boot Camp gives students mentoring, practical information, application/resume writing skills, and other career readiness tools that will help them stay and thrive in work and college settings.

The Foundation is an Accredited Training Sponsor approved by the National Center for Construction Education and Research (NCCER), which documents student training in its national Registry. The technical curriculum in the Academy of Construction and Design is accredited by NCCER and also incorporates the "Your Role in the Green Environment" learning module, an overview of sustainable building principles and methodologies approved for career and technical education by DC Public Schools and endorsed by the U.S. Green Building Council for use in its LEED Certification rating system.

In 2009, the Academy was named a D.C. Mayor's Environmental Excellence Award winner for introducing the Green Advantage™ curriculum in District schools. With a 90 percent high school graduation rate among seniors enrolled in its training programs, the Academy of Construction and Design is putting District students on the path to employment and higher education opportunities in architecture, construction, facilities management and other building industry careers.

Since 2007, the Academy of Construction and Design has participated in the city-sponsored D.C. Summer Youth Employment Program. Each year, the Academy's Summer Institute provides productive work experience and an introduction to building industry career paths for District youth ages 14-21.

### **Build a House – Build a Future**

In 2009, the DC Students Construction Trades Foundation consulted with District government and school officials and community leaders about its plans to establish an annual field training program for students studying carpentry, electrical, HVAC, plumbing and other trade specialties in the Academy of Construction and Design. In 2010, the Foundation launched its first Build a House – Build a Future project on a residential site donated by the D.C. Department of Housing and Community Development. From groundbreaking in October 2010, through finished construction in December 2012, the high school CTE students completed 240 accredited, pre-apprenticeship training modules on the site. With generous financial, in-kind and training support from building industry partners, students in the Academy of Construction and Design helped replace the vacant and abandoned lot with an attractive, 2,000 square-foot, single-family house. In February 2013, the DC Students Construction Trades Foundation sold the house at market rate and began its search for future project sites.

Academy students also took pride in their contribution to the new Cardozo Education Campus which opened in fall 2013. Carpentry and Electrical students participated in hands-on training under the guidance of contracting partners on this extensive school renovation and modernization project. In 2014, Academy students learned about efficient design and sustainable building as they completed exterior construction on a 160 square-foot micro house on the Micro Showcase sustainable living site in Northeast Washington. In November 2015, the micro house was moved to the Academy's new location at IDEA Public Charter School in Northeast, where high school CTE students and registered apprentice trainees earned training credits while completing the interior design and construction. Since 2018, two micro houses built by Academy students have been featured in the D.C. Department of Housing and Community Development *Vacant to Vibrant: Envision Tiny Living* community demonstration site for sustainable living. The Academy of Construction and Design continues to offer training opportunities for high school CTE students.

The Academy of Construction and Design combines classroom study with field training in a unique learning environment that reinforces learning standards for math, reading and practical science while motivating students to earn technical and safety certifications. The Academy is accredited to deliver instruction and training equivalent to these standards of Level 1 apprenticeship established by the National Center for Construction Education and Research:

**Carpentry** students are evaluated on their ability to layout and construct wooden structures and fixtures using hand and power tools; and implement common systems of framing, estimating, blueprint reading and finish carpentry techniques.

**Electrical** students are evaluated on their ability to install, operate and repair electric-power wiring, DC and AC motors, controls and electrical distribution panels; and use test equipment to troubleshoot circuit boards and complex components.

**HVAC** students are evaluated on their ability to install heating, ventilation and air-conditioning components; and use technology to design, test and inspect systems for energy efficiency.

### **DC Apprenticeship Academy**

In 2007, the DC Students Construction Trades Foundation expanded the after-school use of its training facility at Cardozo to offer apprenticeship related instruction for employees of construction firms and contractors registered with the D.C. Department of Employment Services, Office of Apprenticeship Information and Training.

These classes continue today in the Foundation's new training facility at IDEA Public Charter School. The DC Apprenticeship Academy offers all levels of related instruction in high-demand trade specialties, including electrical, carpentry, masonry, reinforced iron worker and concrete form-building. Course offerings are tailored to the workforce needs of sponsoring employers, whose apprentice trainees attend classes on weekday evenings.

The DC Apprenticeship Academy hosted a historic graduation ceremony in June 2010, when it credentialed the first four-year graduates of a Washington, DC-based registered apprenticeship instruction program since the late 1970s, when similar vocational schools and apprenticeship instruction programs closed or relocated outside the District of Columbia. To date, building industry employers have enrolled more than 250 registered apprentice trainees in DC Apprenticeship Academy courses leading to certifications and licensing as skilled craft professionals.

### **Adult Education/Construction Pre-Apprenticeship Training**

In 2009, the DC Students Construction Trades Foundation partnered with the D.C. Office of the Deputy Mayor for Education and the University of the District of Columbia to provide skilled job training to unemployed and hard-to-employ District residents. With funding from the D.C. Department of Employment Services, the Construction Pre-Apprenticeship Training program delivered classes for more than fifty District residents. In June 2010, thirty-three District residents successfully completed the program and earned industry-recognized pre-apprenticeship credentials. While funding for this initiative has ended, the Foundation is actively seeking partnership and investment to reintroduce Construction Pre-Apprenticeship Training classes for adults -- with additional emphasis on math and other skill improvement needs cited by local employers -- in other schools and community-based locations.

### **Dreyfuss Scholarship Fund • Construction Trades Foundation Pathways Fund**

The annual Norman Dreyfuss Scholarship Competition recognizes outstanding student achievement in the Academy of Construction and Design. Graduating seniors who are entering building industry jobs or enrolling in colleges or universities are eligible to compete for one-time cash awards, based on academic performance, technical skill development and good citizenship in the school community. Scholarship candidates submit an application and 500-word personal essay about their educational experiences in the Academy. Winners are announced in May at Meet the Future, the Foundation's signature annual fundraising event to benefit career and technical education in the Academy of Construction and Design.

In 2008, veteran industry executive Norman Dreyfuss was inspired to establish the scholarship fund after attending Meet the Future as a luncheon guest. Thanks to his generous seed gift and the support it continues to inspire from additional donors, the Foundation has awarded more than \$65,000 in scholarships to Academy graduates since 2009. The Dreyfuss Scholarship program is unique in its support for both work- and college-bound students.

The DC Students Construction Trades Foundation Pathways Fund also assists Academy graduates who need emergency, short-term financial assistance during the transition from high school to job site or college campus. Requests for small, one-time grants for related expenses, such as transportation, books and supplies, or required work wear, are reviewed on a case by case basis. The Foundation welcomes donor-restricted contributions to these funds to help Academy graduates get a fast start toward work, college and future careers.

**Eike, Kathy**

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**From:** Theresa Chelikowsky <execdir@flacdc.org>  
**Sent:** Tuesday, April 30, 2019 11:20 AM  
**To:** RICH BankSup Applications Comments; bankmergerapplication@fdic.gov  
**Subject:** [External] Written Testimony - BB&T and SunTrust Merger  
**Attachments:** FLACDC-TestimonyBBT-STmerger5-3-19.pdf

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Attached please find a copy of the testimony I will present at the May 3, 2019 public meeting regarding the proposed merger between BB&T Corporation, Winston-Salem, NC and SunTrust Banks, Inc., Atlanta, GA.

*Terry Chelikowsky*

Executive Director  
126 West Adams St., Suite 601  
Jacksonville, FL 32202  
904-598-2669 x11  
www.flacdc.org



*Our mission is to lead Florida's Community Development Field and its partners in shaping strategies that advance community prosperity. We envision a Sunshine State in which every community offers its residents opportunities to create brighter, more prosperous futures.*



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24 April 2019

Mr. Adam Drimer  
Assistant VP  
Federal Reserve Bank of Richmond  
701 East Byrd Street  
Richmond, VA 23219

FDIC  
Atlanta Regional Office  
10 10<sup>th</sup> Street, NW  
Suite 800  
Atlanta, GA 30309-3849

*To Whom It May Concern:*

Thank you for the opportunity to submit comments regarding the proposed merger between BB&T Corporation, Winston-Salem, North Carolina with SunTrust Banks, Inc., Atlanta, Georgia.

The Florida Alliance of Community Development Corporations, Inc. (FLACDC) is the proactive leader of the community-based development field in Florida. It is the statewide membership organization for community-based development organizations (CBDOs), other nonprofits, partners and investors that serve and work in LMI communities. Our mission is to lead Florida's community development field and its partners in shaping strategies that advance community prosperity. We envision a Sunshine State in which every community offers its residents opportunities to create brighter, more prosperous futures.

The purpose of this communication is to share with the banks and their regulatory agencies what we, our members and other interested parties in Florida, have to say about this proposed merger. The first set of comments reflect the experience of FLACDC with these two banks. The second are based on the results of a survey conducted by FLACDC in early April, 2019. The final comments are recommendations for ensuring continued investment in LMI individuals and communities by our financial institutions, no matter their size.

#### *FLACDC Experience with the Banks*

FLACDC has had relationships with both banks for a number of years: SunTrust since 2007 and BB&T since 2011. The relationship with SunTrust started out strong but declined over time. Staffing changes made it difficult to know who to contact and it often took some time to get a response. The fact that FLACDC is a statewide organization also appeared to be a challenge – requests had to be approved by 3 or more 'regional' offices to be considered. The value of grants received from the SunTrust Foundation also decreased, ceased completely in 2014 and 2015 and resumed, at the lowest level, in 2016 and 2017. SunTrust did not fund FLACDC in 2018 and our request for 2019 is pending.

The relationship with BB&T has been more consistent and staff have been more accessible and responsive. A community advisor group, composed of CDCs and other community organizations and leaders, convenes at least once per year to provide input on community needs and feedback on bank products and services. BB&T first funded FLACDC in 2011 and has continued to support our work since that time. Their initial level of support has, for the most part, been sustained, dipping a bit in 2012 and 2016, then showing an increase in 2017 and 2018. Our request for 2019 has been approved and is for a slightly larger amount than in the past.

#### *Member and Stakeholder Survey*

Since the banks involved have agreed to negotiate a Community Benefits Agreement (CBA), FLACDC decided to create a brief survey to gather our members' thoughts and ideas. We used sample CBAs obtained from the National Community Reinvestment Coalition to develop questions on mortgage, small business and community development lending, philanthropy, new branches and an 'other' catch-all category. Each question listed several ideas from the sample CBAs and respondents had only to check a box to indicate their support for that particular product or service. A comment section was included in each category and about 15% of the respondents used this to voice an opinion and/or make suggestions for additional products or services. We also gave the survey to several partner organizations and asked them to share it with their memberships. The survey was open for 3 days and responses were received from a cross-section of stakeholders: CDCs and other community-based nonprofits; CDFIs; CLTs; Urban Leagues; local governments; and a regional planning council, chamber of commerce, community foundation and United Way. A significant majority of the responses came from South Florida (Palm Beach, Broward and Dade counties) and responses were also recorded from Brevard, Hillsborough, Lee, Pinellas and St. John's counties. One respondent serves multiple rural counties across Florida, two work just in the South Florida region and two have members statewide.

#### *General Comments Regarding Proposed Merger*

Although a question regarding the pros and cons of the proposed merger was not included in the survey, FLACDC did gather numerous comments on this, which included the following.

1. People are concerned that the merger will reduce available resources for community and economic development and make their mission of revitalizing LMI communities more difficult.
2. They are also concerned that the new bank will reduce competition in their markets, negatively impacting LMI businesses and residents disproportionately.
3. Satisfaction with the level of engagement by these banks in a community varies from location to location. In some places, BB&T has a good track record but SunTrust does not. In other communities the reverse is true.
4. ***There is consensus that both banks could do a better job of providing bank products and philanthropy to LMI individuals and communities.***

### *Some Ideas for Products the New Bank Should Offer*

Based on the survey results, Florida's stakeholders would like to see the new bank:

1. Develop new, flexible LMI mortgage lending products;
2. Significantly fund partnerships with nonprofit credit, homebuyer and foreclosure counseling agencies;
3. Provide permanent end mortgage products for community land trust home-buyers;
4. Significantly fund partnerships with nonprofits that provide small business services and/or loans to LMI owned businesses and businesses located in LMI areas;
5. Develop new small business lending products for LMI borrowers and businesses located in LMI areas;
6. Develop products for LMI owned businesses using the Opportunity Zone program;
7. Define "investment" to include equity injections in nonprofit sponsored projects and programs that serve LMI individuals and communities;
8. Develop lending products specifically for nonprofit sponsored housing, commercial and mixed use developments in LMI communities and for those serving LMI individuals;
9. Significantly increase the amount of resources dedicated to philanthropy;
10. Develop a revolving line-of-credit product for use by nonprofits working in LMI communities;
11. Provide multi-year funding for nonprofits serving LMI communities seeking operating support and consider this as an investment in community infrastructure;
12. Provide incentives to nonprofits to undertake innovative and creative activities in LMI communities;
13. Ensure that ATMs and physical branches will be located throughout its footprint;
14. Invest in activities by nonprofits and others serving LMI communities that contribute to racial, economic and social equity; and
15. Invest in healthcare, education, the arts and projects that address food deserts in LMI communities.

Survey respondents made over ninety comments and suggestions. FLACDC would be happy to share them if there's interest in seeing them.

### *Final Comments*

FLACDC sees this proposed merger as a great opportunity to create a new template, a 'gold standard' if you will, for bank investments in LMI communities and the nonprofit organizations that support them across the nation. We would like to see the financial services industry, its regulators and community stakeholders come together to create this new standard so that all institutions, no matter their size, will have a structure in place for these investments. That being said, right now we are ready to work with our partners, the banks and the regulatory agencies to ensure that this new entity:

1. Makes a structural, long-term commitment to increase its lending and investments in LMI communities across its footprint by creating products specifically designed for these activities and increasing the amount of lending and investment funds committed to them;



2. Creates a philanthropic foundation committed to investing at least 3% to 5% of corporate earnings in philanthropy that serves LMI individuals and communities across the new bank's footprint;
3. Invests in recruiting, training and sustaining the staff required to effectively operate the programs and banks services designed for LMI individuals and LMI communities; and
4. Embraces a transparent and easy to understand process that evaluates and demonstrates their commitment to developing these new products and serving LMI individuals and communities.

As a final note, this merger, if it goes through, will create the sixth largest bank in the country, with a substantial market share in Florida. Due to these considerations, we recommend that it be regulated by the Federal Reserve Bank rather than the Federal Deposit Insurance Corporation.

Again, we appreciate the opportunity to share our perspective and look forward to working with BB&T, SunTrust, the regulators and our members and partners to help shape a banking system in which LMI people and communities are never left behind.

Sincerely,



Theresa Chelikowsky  
Executive Director

**Eike, Kathy**

---

**From:** StartUp <startup@theenterprize.com>  
**Sent:** Thursday, May 02, 2019 11:16 AM  
**To:** BankMergerApplication@fdic.gov  
**Cc:** RICH BankSup Applications Comments; Youth Achievers USA  
**Subject:** [External] Supplement to May 3, 2019 Testimony of Eric Stradford

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May 2, 2019

Dr. Raphael W. Bostic  
President, Federal Reserve Bank of Atlanta  
1000 Peachtree Street N.E.  
Atlanta, Georgia 30309

Attn: Adam Drimer  
Assistant Vice President  
Federal Reserve Bank of Richmond  
701 East Byrd Street  
Richmond, VA 23219

Attn: Federal Deposit Insurance Corporation (FDIC)  
Atlanta Regional Office  
10 10<sup>th</sup> Street NW  
Suite 800  
Atlanta, GA 30309-3849

Dear Dr. Bostic:

Thank you for your encouraging words and actions on behalf of America's future. I have included some of your remarks in an unredacted multimedia supplement to my CRA testimony, scheduled for May 3, 2019, 9:00 am at Atlanta Federal Reserve.

I pray this testimony will contribute to engaging low to moderate income Americans as beneficiaries of your efforts toward #EconomicInclusion.

<https://americanmentorwireservice.blogspot.com/>

TRANSCRIPT: I am Eric Stradford, a veteran of the U.S. Armed Forces an advocate for economic security where our beneficiaries live, learn, work and or worship.

I am testifying on behalf of my client, Youth Achievers USA Institute, the YouthUSA Corporate village of beneficiaries, caring adult stakeholders, and our National Learn-2-Earn partners.

Youth Achievers USA Institute is a concerned business banking partner of SunTrust and a former client at BB&T. We opened accounts at SunTrust, trusting that our Money-n-the-Bank could grow in FDIC Insured savings accounts.

Federal oversight on a bank's community reinvestment record is important to YouthUSA and to our 934 fellow FDIC Money Smart Alliance members. The process should engage We The People in ensuring a pathway to Economic Inclusion for our most vulnerable neighbors.

BB&T has supported FDIC Money Smart from its Winston-Salem base and has committed in its testimony to building on its role as a regional advocate for economic inclusion.

On April 25<sup>th</sup>, 2019 at the Richmond Federal Reserve Bank in Charlotte, NC, we heard from bankers about their vision for a merger of equals.

We also heard from concerned citizens on why our government should or should not regulate this vision into the sixth largest community asset management steward in our nation.

We asked our bankers for an accounting on \$533 million in new market tax credits allocated from the Community Development Financial Institutions Fund of the U.S. Treasury.

Here in the Atlanta Federal Reserve Region, we're looking for vibranium in the deal. Those undervalued assets that make a difference between a merger of equals and an acquisition of new money by old money.

It is important for us to note that Economic inclusion is a term used by FDIC to describe a variety of public and private efforts aimed at bringing underserved consumers into the financial mainstream.

To assess the inclusiveness of the banking system, and in partial fulfillment of its statutory responsibility, the FDIC conducts biennial surveys to estimate the proportion of American households that do not fully participate in the banking system.

The 2017 FDIC National Survey of Unbanked and Underbanked Households presented insights on the size of unbanked and underbanked markets. We were not surprised to learn that a lack of trust among low to moderate income Americans was key factor in the 2017 survey.

In the 2019 National Survey of Unbanked and Underbanked Households, we pray the FDIC economically includes an unprecedented demonstration of patriotic duty by two regional communities, represented by two fiscally responsible, socially accountable financial institutions seeking to build that trust codified in Public Law 84-140.

We pray that FDIC and the FRB revisits its own commitment to Economic Inclusion and ensures that regulatory policies achieve Economic Security. Economic Security does not happen without Economic Inclusion. Economic Inclusion begins with financial literacy. Financial literacy requires trust.

We've got big problems that relate to healing, feeding, housing, learning, earning, living and giving that require the full faith and credit of the people of the United States.

We ask your prayers and advocacy on behalf of American children growing up in low income families. America's future can grow up less poor if their right to Economic Security is enforced as the law of the land.

---

Eric Stradford  
U.S. Marine Corps, Retired  
Program Management  
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EMAIL: [adnan101@hotmail.com](mailto:adnan101@hotmail.com)**

April 5, 2019

Mr. Jerome Powell, Chairman  
Federal Reserve Bank  
20<sup>th</sup> Street & Constitution Avenue  
Washington, D.C. 20551

Mr. Makan Delrahim  
Assistant Attorney General  
U. S. Department of Justice  
Antitrust Division  
950 Pennsylvania Ave. NW  
Washington, D.C. 20530-0001

Mr. Joseph J. Simons, Chairman  
Federal Trade Commission  
600 Pennsylvania Ave. NW  
Washington, D.C. 20580

Mr. Kelly S. King  
CEO of BB&T  
6000 University Pkwy.  
Winston-Salem, NC 27105

RE: Opposition to Sun Trust / BB&T Merger  
Sun Trust Bank Loan (2007) Construction Loan  
Loan No. [REDACTED] -- Consumer No. [REDACTED]  
Loan Amount: \$2,369,000.00  
Location: 5050 N.A1A, Fort Pierce FL  
8500 Sq. feet all concrete house on the ocean

Gentlemen:

See Next Page

Mr. Jerome Powell  
Mr. Makan Delrahim  
Mr. Joseph Simons  
Mr. Kelly S. King  
April 5, 2019  
Page Two

My name is Adnan K. Alghita, and I have been a builder and land developer since my graduation from Georgia Tech in 1971 with a Master's Degree in Civil Engineering. All of my more than 45 years of work have been in Georgia and Florida, and I had strong banking relations 1971 – 1989 with the Commercial Division of C&S Bank (Now Bank of America).

My complaints against Sun Trust Bank are:

(1) I obtained the above referenced loan after Sun Trust sent their own appraiser to appraise my site for \$1,650,000.00 free and clear.

(2) Sun Trust called the project "Personal Home" rather than "Speculative Venture by a Builder". The project started, and after about 11 months of work Sun Trust claimed that the project was supposed to be completed within 12 months. When it was about 60% complete, they started foreclosure. The loan was serviced properly with disregard to the unusual rainy year. The funding from the construction loan was about \$1,500,000.00 for the 60% completion, plus there was no issue of poor quality work.

(3) I showed Sun Trust that I spent about \$500,000.00 from my capital in addition to the value of the land.

(4) As you can see from the record Sun Trust had plenty of collateral in the project at the time of foreclosure:

|                 |                                                                                              |
|-----------------|----------------------------------------------------------------------------------------------|
| Land appraisal: | \$1.65 million dollars                                                                       |
|                 | \$1.5 million dollars construction progress approved by<br>Sun Trust construction inspectors |
|                 | \$ .50 million dollars of my own personal cash invested                                      |
|                 | <hr/>                                                                                        |
|                 | \$3.65 million dollars collateral                                                            |

(5) After Sun Trust foreclosed on the project, they sold the entire project (60% complete) for \$375,000.00 to a friend of theirs. Please see Attachment (Court House Record).

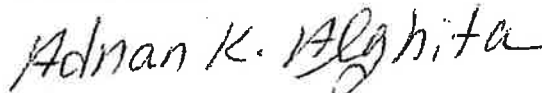
(6) After this foreclosure, I filed a complaint to the FBI and Federal Reserve Bank of Atlanta. I did not get any replies except I was advised by the Federal Reserve Bank officials in Atlanta to send a copy of my complaint to the U. S. Attorney in Atlanta (which I did), and still I did not get any response.

Mr. Jerome Powell  
Mr. Makan Delrahim  
Mr. Joseph Simons  
Mr. Kelly S. King  
April 5, 2019  
Page Three

(7) I must bring to your attention that in the early 1980's I was in a business partnership in Atlanta with an investment company called Universal Investment & Manufacturing Company (UIMCO). I found out through a private source that they were a group of Iraqi people involved in unlawful deals with the help of Sun Trust Bank. Robinson Humphrey Company was on their Board of Directors, and many unlawful deals were performed with the Saddam Hussein Regime at that time. I immediately departed that situation, and it cost me a considerable amount of money. I was penalized because I refused to be involved with their wrong doings. If you wish to obtain more information on this situation, I will be glad to let you know all that I know.

I am [redacted] years old! How can I start over again? This issue has been avoided and ignored for many years, and I ask you to investigate this situation (especially Mr. Kelly S. King). Please respond to this request, and let me know if anything in this letter is inaccurate and what actions are available at this point.

Sincerely yours,



ADNAN K. ALGHITA, MSCE, PRESIDENT  
ADNAN INVESTMENT & DEVELOPMENT, INC.

Attachments – St. Lucie County FL Courthouse Record

cc: Hon. Byung J. Pak, U. S. Attorney  
Northern District of Georgia  
Richard B. Russell Federal Bldg.  
75 Ted Turner Drive SW  
Atlanta GA 30303-3309 (Attachment)





**Eike, Kathy**

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**From:** Igor Volsky <igor@gunsdownamerica.org>  
**Sent:** Friday, May 03, 2019 2:10 PM  
**To:** ATL CED Shared Mailbox  
**Cc:** RICH BankSup Applications Comments; BankMergerApplication@fdic.gov  
**Subject:** [External] Re: May 3, 2019 BB&T Corporation / SunTrust Banks, Inc. public meeting  
**Attachments:** Testimony\_ Proposed Merger of BB&T Corporation and SunTrust Banks, Inc.pdf

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**PLEASE NOTE: This email is not from a Federal Reserve address.**  
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Hi all,

Please find my testimony regarding the BB&T/SunTrust merger attached.

Thank you,  
Igor Volsky

On Mon, Apr 29, 2019 at 4:20 PM ATL CED Shared Mailbox <[AtlFedComDev@atl.frb.org](mailto:AtlFedComDev@atl.frb.org)> wrote:

**NONCONFIDENTIAL // EXTERNAL**

Mr. Igor Volsky,

Please find attached required documentation for the Friday, May 3, 2019 BB&T Corporation / SunTrust Banks, Inc. public meeting. If you have any further questions, please reply to this email.

Thank you.

Karen Leone de Nie

Vice President and Community Affairs Officer

**Federal Reserve Bank of Atlanta**

## Testimony: Proposed Merger of BB&T Corporation and SunTrust Banks, Inc.

Igor Volsky, Executive Director, Guns Down America

May 3, 2019

Thank you for considering my testimony about the proposed merger of BB&T Corporation and SunTrust Banks, Inc. I represent Guns Down America, an organization dedicated to building a future with fewer guns and I am testifying here today in that capacity.

Guns Down America, and a large coalition of faith leaders, community advocates, students, and gun violence survivors, have grave concerns about BB&T's practice of conducting business with the dangerous and reckless gun industry whose military-style weapons are frequently used in mass shootings and everyday gun violence.

Specifically, we are worried that this merger would create a new, large, financial institution that would continue to lack the kind of robust risk management practices and policies that its competitors have adopted, putting millions of Americans at risk.

The Chairman of BB&T has told BB&T clients, employees, shareholders and the communities it serves that the bank operates under the highest standards of corporate governance. "BB&T can achieve its corporate goals and protect its reputation only by conducting business in accordance with the highest ethical, legal and moral standards."<sup>1</sup>

BB&T has violated its commitment to act morally by continuing to fund gun companies whose dangerous weapons, irresponsible marketing practices, and financial support for lobbies that work to weaken gun laws, contribute to approximately 40,000 gun deaths every single year.

According to publicly available documents, BB&T arranged \$147.6 million in borrowing for gun companies between 2012 and 2017. In 2016, it committed \$78,469,000 in a loan to Smith & Wesson that was administered by TD Bank. BB&T was also the home of the National Rifle Association Political Victory Fund's bank accounts in 2015.<sup>2</sup>

In 2006, Smith & Wesson, which previously had only manufactured handguns under its brand name in the modern era, introduced the M&P15 assault rifle (M&P stands for military and police).<sup>3</sup>

The weapon, an AR-15 style assault rifle, quickly became a favored tool of mass shooters, and has been used in several high-profile mass shootings:

- A Smith & Wesson M&P assault rifle was used to kill 17 people in Parkland, Florida, in February of 2017.<sup>4</sup>
- A Smith & Wesson M&P assault rifle was used to kill 14 people and injure 21 in a shooting in San Bernardino, CA in December of 2015.<sup>5</sup>
- A Smith & Wesson M&P assault rifle was on of the weapons used by the gunman who attacked a Colorado movie theater in 2012, killing 12 people in June of 2012.<sup>6</sup>

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<sup>1</sup> <https://bbt.investorroom.com/corporate-governance>

<sup>2</sup> <https://isyourbankloaded.org/bbt/>

<sup>3</sup> <http://vpc.org/wp-content/uploads/2018/02/FloridashootingSmithWesson.pdf>

<sup>4</sup> [http://vpc.org/fact\\_sht/VPCshootinglist.pdf](http://vpc.org/fact_sht/VPCshootinglist.pdf)

<sup>5</sup> Ibid.

<sup>6</sup> Ibid.

Smith & Wesson has also donated millions of dollars to the National Rifle Association and in 2013 was inducted into the NRA's "Golden Ring of Freedom," reserved for "corporate partners" that have given a million dollars or more to the organization."

Smith & Wesson head James Debney explained the gunmaker's financial support of the NRA, "[W]e are very closely aligned with the NRA. So we decided it was time to step up and do the right thing, and I think the status now that we've achieved with the NRA and the way that we have now been recognized is a very proud moment for the company... I think it's important for everybody to step up and support the NRA. They are our voice."<sup>7</sup>

We are very troubled by the fact that BB&T arranged a multi-million dollar loan for Smith & Wesson despite its public efforts to make dangerous firearms readily available, firearms that have devastated the very communities and customers BB&T pledged to serve with the "highest" ethical and moral standards.

Guns Down America has repeatedly reached out to BB&T leadership to talk about its business practices and push the bank to adopt robust risk assessment tools but has been repeatedly rebuffed.

Finally, on April 4 2019, in response to a press inquiry about our campaign pushing the nation's largest banks to stop doing business with the gun industry, a BB&T spokesperson told the New York Times that the bank is "deeply concerned with the increasing amount of gun violence in our schools and communities."<sup>8</sup>

We are calling on BB&T to act on that concern and to live up to its own stated corporate values by ensuring that the new financial institution it is hoping to create: 1) adopt robust risk assessment tools that would effectively prevent the bank from doing business with any gun or ammunition manufacturers until the products they produce are regulated for safety by a government body like the Consumer Product Safety Commission; 2) develop a process of flagging suspicious purchases of firearms using bank credit cards, particularly if they come from "bad apple" gun dealers; 3) pledge to release data on this activity quarterly.

Until BB&T and SunTrust make this commitment publicly and in writing, we urge The Federal Reserve Board and the Federal Deposit Insurance Corporation to deny the proposed merger.

Thank you.

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<sup>7</sup> <http://vpc.org/studies/bloodmoney2.pdf>

<sup>8</sup> <https://www.nytimes.com/2019/04/04/business/gun-control-banks.html>

**Eike, Kathy**

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**From:** Michael Abensour <mabensour@kramden.org>  
**Sent:** Friday, May 03, 2019 4:02 PM  
**To:** RICH BankSup Applications Comments  
**Subject:** [External] Kramden Institute Comments on BB&T/SunTrust Merger Hearing in Atlanta  
**Attachments:** BB&T SunTrust Merger Statement Kramden Institute 050319.docx

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Please accept these written comments as prepared and delivered on Friday, May 3rd at the BB&T and SunTrust merger public comment session in Atlanta. These are the comments I provided today.

Thank you.

## **BB&T SunTrust Merger Public Comments**

**Atlanta: Friday, May 3, 2019**

Hello and thank you for giving me this opportunity to speak on behalf of the proposed BB&T and SunTrust merger.

My name is Michael Abensour and I am the Executive Director of Kramden Institute. Kramden is a statewide nonprofit based in Durham, North Carolina founded in 2003. Our mission is to provide technology tool and training to bridge the digital divide.

Why is that important? Because in North Carolina, according to the latest data from the American Community Survey, 19% of NC households do not have access to a meaningful computing device in their home. Without a device, or the knowledge on how to use it, these families will consistently lag behind their peers in both school and in the workforce.

Our primary activities are twofold: first, we collect, refurbish and award tens of thousands of computers to students and families in need across the state. Second, we provide much-needed digital literacy skills to thousands of community members who have limited or no experience using a computer.

Since our founding, Kramden has successfully distributed over 34,000 computers across 83 of North Carolina's 100 counties, positively impacting over 120,000 individuals in the process. In 2014, we launched our education and training programs to ensure that our clients could effectively use those computers for everything from schoolwork to finding a better job. In less than five years, over 5,000 clients have gone through our digital literacy training, acquiring the experience and skills needed to become an effective and informed citizen of our 21<sup>st</sup> century society.

The reason I came here today is to represent the communities that we work with in North Carolina, specifically low-income communities found in the Raleigh-Durham-Chapel Hill area. We have worked with these communities for nearly twenty years, supplying free computers and digital literacy classes in partnership with other nonprofit organizations and local governments.

Our goals are simple: we want to ensure that these individuals and communities, who are often left behind in a rapidly changing, technologically advanced society, have access to computing technology and training to better their lives and those of their families.

Whether that means giving low-income students free home computers with which to their homework, or giving parents the ability to connect to low-cost broadband internet so they can apply for a better job than they have now, or giving low-income seniors the training to access online health and financial portals from the comfort of their homes.

With this proposed merger between BB&T and SunTrust, my fear is that these communities will lack access to deeply needed financial services near their neighborhoods and homes. In all, there are 111

SunTrust branches in North Carolina with more than 40 alone in the Raleigh-Durham area. If these branches were to close or reduce operations, as many banks are currently doing, many of our clientele would be severely limited in their ability to have their financial needs met. Online banking, while easy and readily-available to most of us in this room, is a luxury for people that lack the technology and the knowledge to do so.

Realizing that many of our low-income communities are finding it harder than ever to access financial services, Kramden has partnered with smaller, local financial institutions to help. We have worked together to fuse both digital and financial literacy together in a series of hands-on classes. Over a series of five to six weeks, class participants gain hands-on experience using a computer through a continuously improved curriculum that covers everything from how to use an operating system to safely sharing online. We then bring in financial services experts to teach a range of financial literacy concepts such as learning about the importance of credit scores, how to secure loans and financing, to how to access online banking services and information.

Taken together, this twin approach of solving not only the digital divide but the financial one as well has proven extremely successful in our communities. This is a collaborative approach that can lift our lower-income communities and bring them fully into the 21<sup>st</sup> century with the skills and knowledge they can use to grow and thrive.

I hope that as this merger is considered that both BB&T and SunTrust reflect on the potential negative impact that closing a branch can have on our local low-income communities and to think about potential avenues by which those concerns can be alleviated. Programs like those offered by Kramden can provide a bridge over which our low-income clients can achieve the financial and digital literacy skills needed today.

Thank you again for this opportunity to comment today.

Michael Abensour  
Executive Director  
Kramden Institute  
[www.Kramden.org](http://www.Kramden.org)