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Cc: [Wasilewski, Dennis \(DWasilewski@BBandT.com\)](mailto:Wasilewski, Dennis (DWasilewski@BBandT.com)); [William Hyncik](#)
Subject: [EXTERNAL MESSAGE]BB&T SunTrust merger
Date: Tuesday, April 30, 2019 7:53:29 AM

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.
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