

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.