



FDIC

SEP - 1 2015

OFFICE OF THE CHAIRMAN

August 27, 2015

Robert E. Feldman
Executive Secretary
Attention: Comments
Federal Deposit Insurance Corporation
550 17th Street, NW
Washington, DC 20429

Re: Federal Deposit Insurance Corporation Notice of Proposed
Rulemaking (RIN 3064-AE37)

Dear Mr. Feldman:

CoastalStates Bank is headquartered in Hilton Head Island, SC. We have \$397,258,000 in assets and 4 branches. We are part of a reciprocal deposit placement network. We have found reciprocal deposits to be an important source of funding.

We welcome the opportunity to comment on the Federal Deposit Insurance Corporation (FDIC) Notice of Proposed Rulemaking (NPR) proposing changes to the FDIC's deposit insurance assessment regulation for small banks. In particular, we would like to comment on how this proposal would affect reciprocal deposits.

In short, we strongly urge the FDIC to continue to separate the treatment of reciprocal deposits from that of traditional brokered deposits in setting assessments. Reciprocal deposits are stable sources of core funding that do not present the risks and other characteristics of traditional brokered deposits. The separate treatment of reciprocal deposits from that of traditional brokered deposits in the current assessment system recognizes the differences between the two types of deposits. Reciprocal deposits are not just another form of wholesale funding and should not be treated as such.

When it established the current system in 2009, the FDIC recognized that reciprocal deposits "may be a more stable source of funding for healthy banks than other types of brokered deposits and that they may not be as readily used to fund rapid asset growth." We have never considered reciprocal deposits to be a funding source for asset growth. We utilize these funds to help protect our clients and to help them become comfortable with keeping their deposits in a community bank. Without this alternative, our community bank could be negatively impacted as financial crisis fears in communities cause depositors to seek large regional and national banks only. So in all reality, this proposal may have some unintended consequences and cause some depositors to avoid banking with community banks, instead of seeking them for all of their banking needs. Please note that reciprocal deposits are not considered "hot" money and will not fluctuate nor be volatile in nature like some brokered deposits.

Reciprocal deposits do not present any of the risks and concerns that traditional brokered deposits do: instability, risk of rapid asset growth, and high cost. On the contrary, as noted before, our reciprocal deposits come from local customers. We typically have a relationship with our customers that goes far beyond merely accepting their deposits. We set reciprocal deposit interest rates based on local rates. Our experience is that reciprocal deposits “stick” with the bank. For all these reasons, they add to our bank’s franchise value.

Further, as the FDIC’s proposal itself points out, the premium assessment for an institution is supposed to reflect the risks posed by its assets and liabilities. Those risks must be specific and should be measurable.

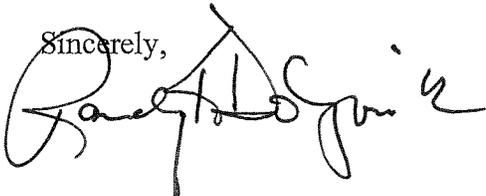
The FDIC in its proposal gives no justification for treating reciprocal deposits like traditional brokered deposit: no facts, no figures, and no analysis. Rather, it arbitrarily lumps the two together. In doing so, it would penalize banks that use them by, in effect, taxing them. Such a tax would be unnecessary and unfair. The FDIC’s proposal would punish our bank for using one of the few tools we have to compete against the mega-banks doing business in our area.

Again, we strongly urge you to retain the current system’s exclusion of reciprocal deposits from the definition of “brokered” for assessment purposes.

So that we do not have to revisit this issue later, we also strongly urge the FDIC to support legislation to explicitly exempt reciprocal deposits from the definition of brokered deposit in the Federal Deposit Insurance Act.

Thank you.

Sincerely,



Randy K. Dolyniuk
Chairman & CEO
CoastalStates Bank

cc:

The Honorable Lindsey Graham
290 Russell Senate Office Building
United States Senate
Washington, DC 20510

The Honorable Tim Scott
520 Hart Senate Office Building
United States Senate
Washington, DC 20510

The Honorable Marshall Sanford
2201 Rayburn House Office Building
United States House of Representatives
Washington, DC 20515

The Honorable Martin J. Gruenberg 
Chairman
Federal Deposit Insurance Corporation
550 17th St., NW
Washington, DC 20429