



April 9, 2019

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Federal Reserve Bank of Richmond
P.O. Box 27622
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BankMergerApplication@fdic.gov

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

Subject: SunTrust & Branch Bank & Trust Merger

The Prince George's Financial Services Corporation (FSC First) was founded in 1978 as a 501 c (3) nonprofit organization.

FSC First is a Certified Development Company (CDC) designated by the U. S. Small Business Administration, to market and process SBA 504 fixed asset loans in the State of Maryland.

FSC First is a Community Development Financial Institution (CDFI) as designated by the U. S. Department of Treasury. As a CDFI, FSC First, has successfully operated by public-private partnership -- revolving loan fund (RLF). SunTrust Bank has served as one of 11 participating lending institutions in the RLF. As the largest lender in the RLF, SunTrust Bank has served in several leadership roles in the 25+ years their commitment has remained in the RLF. SunTrust Bank's has maintained a \$2.0 Million commitment since inception of the RLF. A SunTrust senior lending officer and community development representative has consistently served as Chair of the Loan Review Committee, an active member of the LRC and Chair of the Bankers Task Force, respectively. Historically, SunTrust Bank has sought and provided grant funding opportunities to support FSC First's capacity building initiatives, as well as, marketing and outreach efforts.

The organization has numerous local and regional strategic alliances with key economic development organizations. To that end, we have outsourced our expertise to assist these local, state and municipal governments with designing and implementing the following funding programs to support the public policy goals and economic development initiatives:

1. \$50 Million Economic Development Incentive Fund (EDI Fund),
2. \$10 Million HUD 108/Commercial Building Loan Fund
3. \$10 Million New Markets Tax Credit Program
4. \$ 6 Million Prince George's County Green Bank
5. \$4.6 Million Small Business Growth Fund (RLF)
6. \$2.0 Million Maryland Video Lottery Terminal Fund
7. \$1.0 Million New Carrollton Economic Incentive Fund
8. \$.250 Million City of Bowie RLF



FDIC Support Letter for SunTrust Merger
Page 2

- 9. \$.500 Million Maryland Micro-Enterprise Loan Fund
- 10. \$.400 Million Capital One sponsored Micro-Enterprise Loan Fund

With these strategic alliances, FSC First is uniquely qualified and strategically positioned to finance and support loans ranging from \$25,000 to \$5.5 Million. At peak level, we were servicing loan balances in excess of \$30 Million that attracted more than \$1.3 Billion in private investments.

In March 2018, FSC First recognized its 40th Anniversary of providing creative and innovative financing solutions to the businesses of Prince George's County and indeed the State of Maryland. We attribute a great deal of our historical successes to the long-term interest, advocacy and support we received from SunTrust Bank through their direct funding commitment, community development grants, and active leadership.

On behalf of the Board of Directors and Staff of FSC First, I wish you continued success in the merger of SunTrust Bank with Branch Banking & Trust and look forward to maintaining an equally successful long term relationship with the successor institution. If we may be of any further assistance, please feel free to contact me directly.

Sincerely,



Shelly M. Gross-Wade
President & CEO
FSC First