

From: [HARBEL Housing](#)
To: [BankMergerApplication](#)
Subject: Letter of Support - BB&T and Suntrust Merger
Date: Wednesday, April 10, 2019 4:05:35 PM

To Whom it May Concern:

I wish to express my support of the proposed merger between BB&T and SunTrust.

HARBEL Housing Partnership was founded in 1993 as a regional nonprofit pre--purchase homeownership program. Our agency serves first-time homebuyers looking to buy in either Baltimore City or Baltimore County. Our focus is on the low-to-moderate income homebuyer, but serve everyone seeking education and counseling no matter the source or amount of income. As every buyer will benefit from a strong consumer based knowledge and sound decision-making program. Our mission is that HARBEL provide a comprehensive course of pre-purchase education and counseling in order to increase the number of long-term homeowners by lessening the risk of foreclosure.

As director of the HARBEL Housing Partnership since its inception I have worked closely with both financial institutions. SunTrust has been a HARBEL bank partner since 1997 and BB & T became a bank partner in 2015.

I can speak to both institutions' ability to address the needs of the first-time homebuyer because they have had dedicated loan officers with a special focus on the first-time homebuyer. Each have established mortgage options that work well with this population. Their experience with the low-to-moderate income homebuyers is considerable and I have seen this experience demonstrated as the staff achieve success in mortgage approvals for our clients.

Both institutions work with the various settlement assistance programs available, especially for the low-to-moderate, first-time homebuyer. I served on the Federal Home Loan Bank of Atlanta as the Maryland representative on their advisory board and was very much involved in the creation of the FHLB's first-time homebuyer program that provides settlement assistance (in the form of a forgivable 2nd mortgage). Both BB&T and SunTrust have made good use of these funds to address the buying needs of the low-to-moderate income homebuyer.

BB&T and SunTrust's loan officers, along with their management and leadership teams have effectively worked with HARBEL Housing Partnership. I look forward to continuing our relationship upon the merger.

Sincerely,

Regina W. Buker, Director

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HARBEL Housing Partnership
Office Hours: Monday - Friday / 9:00 a.m. to 4:30 p.m.
Office Location: 5807 Harford Road, Baltimore MD 21214

Office Phone: 410-444-9152