



STATEMENT OF HERBERT J. HOELTER
regarding

SUNTRUST AND THEIR INVOLVEMENT IN THE BALTIMORE COMMUNITY

Thank you for this opportunity to comment on and support the proposed merger of SunTrust and BB&T, and the work SunTrust has done and is continuing to do in the Baltimore community.

My name is Herbert J. Hoelter and I am the CEO and co-founder of the National Center on Institutions and Alternatives (NCIA), a nonprofit, 501(c)(3) organization. I founded NCIA in 1977, and for the past 42 years have been working in the human service, special education and criminal justice fields. We currently have 650 employees in the Greater Baltimore area. We touch over 1,500 lives per year, and are very active in training and developing workforce opportunities for individuals and students with disabilities. We have over 100 adults with disabilities working on 15 contracts in Maryland, including a full service contract in two I-95 rest stops. Over the past 18 months, we have trained and found employment for over 150 homeless veterans and returning citizens. One of those employment opportunities was in our Jiffy Lube training center for our students.

I am very familiar with the community involvement SunTrust has accomplished in our area in a number of ways. First, I have been to innumerable events, charity races and fund-raisers that SunTrust has sponsored on behalf of a variety of worthwhile causes. Second, Vince Wesley, a Senior Vice President and Division Manager of their nonprofit lending division in the Greater Washington and Maryland region, who recently retired after 34 years, has been a member of my Board of Directors since 2004. Over the past 15 years, he has been an invaluable Board member, guiding us through both good times and bad. In addition to his professional advice, he has spent countless hours assisting us with our annual golf tournament that raises money to assist our school for emotionally and intellectually challenged students.

In addition to Vince's involvement, SunTrust employees have been involved with developing financial literacy classes for our clients with developmental disabilities and our program for homeless veterans. These are critical to their success in the community.

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Founders

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NCIA SERVICES

Criminal Justice Services

Youth In Transition
School

Adult Career
Development

Adult Residential Services

Business Services

Herbert J. Hoelter
Vocational Training Center

Jail Suicide Prevention

Public Policy

individual focus. community perspective.

Finally, a number of years ago we were fortunate to have been a recipient of a grant from the SunTrust Foundation to assist in purchasing smart boards and laptops for our school.

Without question, SunTrust has been a valuable and contributing member of the Greater Baltimore community. I support the merger unequivocally, and believe the alliance of two banks who support our community will give them more opportunities to further their charitable efforts.

Thank you for taking the time to consider my comments.

Signed: 
Herbert J. Hoelter, CEO & Co-Founder

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