



To: The FDIC
From: Christopher Smith, Chairman and CEO, WC Smith
Re: Public Comments on the Proposed Merger of BB&T and SunTrust Banks
April 12, 2019

To the FDIC:

I am Christopher Smith, Chairman and Chief Executive Officer of WC Smith. WC Smith is a Washington, DC-based commercial real estate developer and property management company. Please accept my comments in support of the proposed merger between BB&T Bank and SunTrust Bank.

WC Smith is a multidisciplinary real estate firm, providing integrated real estate services in the Washington metropolitan area since 1968. Our company's capabilities support the full range of development activity, from acquiring, renovating and repositioning multifamily communities to constructing new office buildings and large-scale multifamily projects. We also manage a large portfolio of residential, commercial and retail properties. We are active in both market-rate and affordable housing, and have the largest number of affordable housing units among any developer in Washington, DC.

We have long-running, deep relationships with both BB&T and SunTrust. Both are close, trusted partners in the financing of our projects. We have worked closely with both on high-end market-rate and affordable housing developments. I can attest to both companies' commitment to funding housing opportunities for families of all income levels.

WC Smith believes that this proposed merger will create a strong financial institution that will remain an invaluable partner for commercial real estate development in general, and for the creation of new affordable housing opportunities in particular.

Respectfully submitted,

W. Christopher Smith
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