



April 16, 2019

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

Dear Sir/Madam:

Thank you for the opportunity to share information about the partnership between the ACCESS College Foundation and SunTrust Bank/SunTrust Foundation. ACCESS has been able to provide many opportunities for postsecondary training and education beyond high school for local students in the South Hampton Roads and Eastern Shore areas of Virginia through the strong partnership we have with SunTrust.

Our partnership with SunTrust has been active for nearly 24 of the 31 years the ACCESS College Foundation has been in existence. During that time, ACCESS has helped 60,000 students, many of whom are low-income and the first in their family to go to college, to complete certifications or degrees to allow them to become productive citizens of our region. Nearly 70% of our students return to our region to live and work after completing their certifications and degrees.

SunTrust has such a great reputation for being involved in the communities it serves. In mid-2012, Mark Johnson, SunTrust Vice-President and Community Development Manager for Hampton Roads, Virginia, was elected to the ACCESS College Foundation Board of Directors. Since 2013 SunTrust, through Mark Johnson and Charity Volman, our Market President, has had a remarkable impact on our funding and the services we have been able to improve. Mr. Johnson had an active role in our *College Changes Everything* campaign to increase college access services to students attending public middle and high schools in Norfolk, Portsmouth, Chesapeake, Virginia Beach and Suffolk, Virginia. During that time, we also expanded geographically to Northampton County on the Eastern Shore of Virginia.

Mark Johnson is the Community Development Manager in every sense of the word "community" and his shared attitude, interest, and goals for the betterment of our region. He and SunTrust have not only facilitated funding for ACCESS, but also helped

us make numerous connections with other community funders and other community nonprofit organizations. His knowledge of this community and his passion for youth and education have made him crucial to so many organizations, including the ACCESS College Foundation.

SunTrust's commitment to education has afforded many opportunities for our students' success. SunTrust has become a major funding partner of the ACCESS College Foundation. Their financial commitment to ACCESS exceeds the annual support funding we receive from other banking and financial institutions and has been and currently is very important to the services we are able to provide.

In addition to annual support that funds all areas of our program, SunTrust specifically partners with us for certain special opportunities such as: 1. providing one scholarship per school for our 17 schools with a majority low-income population; 2. partnering in special parent events to bring awareness of the possibility of education and training beyond high school to middle school students and their parents; and 3. partnering in the community-wide celebration College Commitment Day, where more than 2,200 graduating seniors commemorate their acceptance to college.

We are anticipating that the merger between SunTrust and BB&T will increase its outreach and support in the cities and counties that both banks currently serve, such as those we serve in Norfolk, Portsmouth, Chesapeake, Virginia Beach, Suffolk and Northampton County, Virginia. Support from the powerful institution that will be created by this bank merger will be transformational for areas like Hampton Roads, the Eastern Shore, and western Tidewater with urban, suburban and rural geography and populations.

You may also contact me directly at bsutton@accesscollege.org or at 757.962.7285.

Sincerely,

Bonnie B. Sutton
President and CEO