

April 23, 2019

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To Whom It May Concern:

I'm writing to recommend the merger of BB&T and SunTrust Bank. I have had the opportunity to work with both banks in my capacity as CEO of the Corporation to Develop Communities of Tampa, Inc. (CDC of Tampa) I have been consistently impressed with both bank's community involvement and capital investments in low- and moderate-income neighborhoods.

CDC of Tampa creates opportunities by deploying comprehensive community development strategies that connect educational attainment, workforce development and affordable/attainable housing, with community safety and resident leadership to drive economic prosperity.

When the CDC of Tampa was evaluating developing a program headquarters in East Tampa (a low-income area), BB&T quickly responded. The project allowed the CDC of Tampa to demolish a gentlemen's night club and build a 10,000 square foot Urban Enterprise Center "The Center" in its place. Even in the face a looming recession, BB&T representatives reviewed the CDC of Tampa's capital needs and decided to provide a \$1 million mortgage to make "The Center" a reality. BB&T helped the CDC of Tampa acquire an Edge Loan through the Federal Home Loan Bank, significantly reducing the interest rate. BB&T evidenced their commitment to the community and with their help, residents now have a central location to receive the assistance they need to improve their lives. At "The Center", we offer workforce training and job search assistance, homeownership services, financial education and programs to ensure area youth graduate from high school, apply to college or obtain a trade. Because of BB & T, "The Center" has allowed us to help 1,000 families achieve economic prosperity on an annual basis.

For the past 15+ years, SunTrust has had a dedicated management level staff member sit on our board. SunTrust has also provided CDC with program and capacity funding to help us provide housing counseling services to 500 residents on an annual basis, as well as, provide knowledgeable staff (of first-time home buyer products) to support our Home Buyer Education classes. I have also witnessed SunTrust partner on a regional and national level support financial capability and credit improvement programs. In Tampa (and other major cities) SunTrust partnered with John Hope Bryant, providing space in their local branches for residents to receive credit repair and other consumer education counseling. Supporting local and national groups, have helped to create hundreds of thousands of educated consumers.

The two banks have done a great deal to invest in the human and physical capital, within low- and moderate-income areas, such as East Tampa. I have found both banks to have engaged senior level officers and embrace a culture of community banking. We all know there is still much work to be done and we (as a community) will call on the merged entity to continue investing in our small businesses, providing mortgages to everyday people and investing in the aspirational goals of our residents. For these reasons, I endorse the proposed merger.

Sincerely,



Ernest Coney  
CEO