

From: [Lipscombe, Carroll](#)
To: [BankMergerApplication](#)
Subject: [EXTERNAL MESSAGE]BB&T / Suntrust Merger
Date: Tuesday, April 23, 2019 4:26:56 PM
Attachments: [image001.png](#)

Dear FDIC,

Watson Electrical Construction Co. LLC is one of North Carolina's largest electrical contractors, having its corporate headquarters in Wilson, NC and operational locations throughout North Carolina in Wilmington, Fayetteville, Raleigh, Kernersville, Greenville and Charlotte. Watson Electrical also has two offices in South Carolina (Greenville and Charleston) and two offices in Virginia (Richmond and Virginia Beach). Watson Electrical primarily works contractually with General Contractors on commercial projects. In addition, it also has a successful service operation at each of its locations supporting the needs of both commercial and residential customers. In addition, Watson Electrical also has specific business units focused on multi-family construction projects, solar projects and traffic signal services within the Carolinas and Virginia.

BB&T has been a faithful and rock-solid banking partner for years and has supported us all along with the necessary construction financing to support both our construction projects and our operational facility growth and improvements, all of which has resulted in an economic lift for the communities we serve.

With our corporate headquarters in Wilson, NC, we greatly enjoy the benefits of having BB&T conveniently located right here in town, only minutes away. John "Wes" Berry is our BB&T relationship manager. Wes leads with integrity and delivers exceptional service, always ready, willing and able to posture the BB&T team to help us better meet our financial and operational needs. Wes and his team deliver a welcomed personal touch and have done an outstanding job in providing and satisfying our:

- corporate banking needs
- line of credit
- letters of credit
- several notes payable used to finance corporate physical improvements and expansions
- administration and management of our corporate 401k plan for over 600+ Watson employees

On several occasions BB&T has provided us with leadership training for our executives and most recently assisted us with an "employee" corporate survey and subsequent analysis.

Watson Electrical supports the merger and believes the combined entity will continue to provide means to support the developing needs of our business. We also believe the combined entity will not only be good for the community of Wilson, NC (and the other areas we operate in) but will also be a good fit for individual employees and their families.

Sincerely,

Carroll M. Lipscombe, Jr.
Chief Financial Officer