

April 26, 2019

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

RE: Merger of SunTrust Bank and BB & T Bank

Good evening Gentlemen:

I am writing as a current advisory council member of the Jacksonville Florida market of SunTrust Bank. Additionally, I should disclose that I served as the Market President for the Gainesville, Florida market of SunTrust Bank from September, 1995 until my retirement in 2009. During that tenure, I also oversaw the Private Wealth Management Team for the Gainesville/Ocala market, later expanding to oversee the Legal and Medical Specialty area of the Private Wealth Management Team for the North Florida market, from Pensacola to Jacksonville and south to St. Augustine and across to Ocala.

I am a strong proponent of the contemplated merger. I began my banking career in Savannah, Georgia with the Citizens & Southern National Bank with a concentration in branch management/administration. During that time, I was very much aware of the Southeastern presence of BB & T Bank in the retail segment of banking. When I transitioned south to Florida, I was fortunate to become involved in submitting branch banking applications for ComBanks Corporation and ultimately serving as president of one of the banks within their holding company (ComBanks/Pine Castle).

I see this merger as allowing the combined entity (both of which maintain excellent reputations within their respective markets) to take advantage of the talent pool for the retail market to integrate well with the less urban sectors of the marketplace and also take advantage of the commercial presence from the money-center banking locations to provide excellence in forward-looking technology for all markets within the footprint. There is very little downside that I can envision for any market where these two banks currently exist. Rather, I can see relative accretion of services and benefits to every market based upon the talent pools of retail/commercial personnel shared between the two entities. The customer base in all of the affected markets should see an enhancement in services delivered and an opportunity for the evolving companies in all markets to benefit from the chance to review the expansive product mix that can benefit them and help take them to the next level of their relative markets.

Sincerely,


Dick D. Mahaffey
Realtor
Thomas Group Realty, LLC