

From: [Thomas Harrington](#)
To: [BankMergerApplication](#)
Cc: [Zile, Michael](#); LCyr@bbandt.com
Subject: [EXTERNAL MESSAGE] Letter of Support for BB&T & SunTrust Merger
Date: Thursday, May 02, 2019 9:42:01 PM

May 2, 2019

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

Dear Sirs,

I'm writing to share the many positive experiences that Valley Youth House has had in working with BB&T Bank in Allentown, PA over many years, and to express my support for the proposed merger of BB&T Bank and SunTrust.

Valley Youth House is a \$30M non-profit that has served homeless, runaway and abused youth in 18 counties in Eastern Pennsylvania for the past 45 years. We have benefited from having an extensive banking relationship with BB&T Bank in the following areas:

- BB&T manages a portion of our agency's **Endowment Fund**. Members of our Investment Committee meet quarterly with BB&T's Investment team and have been very pleased with the support, performance and responsiveness of this team;
- BB&T serves as the broker for our agency's **commercial insurance and employee health insurance**, and has consistently negotiate favorable rates that have saved our agency significant dollars. Mike Capri, our BB&T Insurance relationship manager, is an active member on our agency's Risk Management Committee, and has personally helped us conduct safety inspections of each of our 14 offices;
- BB&T carries the mortgage on our new office, and helped us negotiate a complex, **\$3.6MM tax-exempt bank-qualified loan** with the Northampton County Industrial Development Corporation. They worked with our legal counsel as well as bond counsel to complete this application, which saved Valley Youth House significant dollars.

In addition, BB&T has been a very generous financial supporter of our Mission. Scott Fainor, who recently retired as the BB&T Group Executive for our area, was instrumental in organizing a new fund raising event involving Elton John three years ago. The event has raised over \$1,000,000 in the past three years, and has been our largest fund raising event in our agency's history. BB&T employees are involved in many of our charitable activities and contribute significant funds through the United Way designated giving program.

BB&T has also provided support in the training of our staff through members of the BB&T Leadership Institute and the BB&T Executive Symposium. The most recent Symposium introduced us to cutting-edge tools to measure employee engagement, which we've used to improve staff retention, which is key to the accomplishment of our Mission with local youth and families.

We appreciate all the support the BB&T has provided to us over the years and are supportive of the proposed merger with SunTrust. Please feel free to contact me directly if I can be of further help.

Sincerely,

Tom Harrington
President & CEO