

From: [James Appelt](#)
To: [BankMergerApplication](#); comments.applications@rich.frb.org
Cc: [James Appelt](#)
Subject: [EXTERNAL MESSAGE] BB&T and SunTrust letter of Support
Date: Friday, May 03, 2019 4:54:15 PM

Dear Gentlemen:

It is my privilege to acknowledge and share my enthusiasm for the merger of BB&T and SunTrust with you. I am an owner/operator of a CPA firm in Clearwater, Florida.

I opened my accounts and began my relationship with BB&T in the mid-1990s when I started my CPA firm. Since my early days I was able to count on the best service from all that were involved at the branch and my initial business banking contact, Chip Falk. My immediate needs for hardware equipment and software were met by BB&T through Chip Falk. Without this jump start from my banker, I would not have been able to start my business.

Through the years I have continued to work with Chip and more recently have continued to work with Jeff Lampasso and Jason Walters. This group of people, along with their staff, have helped me be successful in my business over the last 24 years using the products and services available to them through the BB&T platform. Without their knowledge, experience and personally knowing me I would not have achieved the success that my firm has as a local business. When I started many years ago, I had one employee. With the support and help from the people at BB&T, I now have 7 employees and have seen my firm's revenue increase 600% and my profits increase almost tenfold.

Their community and personal approach has fostered my growth. They have helped me with:

1. Deposit accounts
2. Business mortgage
3. Business loans
4. Personal loans
5. Personal mortgage

In addition to what they have done for me, they have been able to service accounts for family members as well clients of my CPA firm. One client recently thanked me for referring them to BB&T saying, "I love BB&T." There is a community of people and businesses that prosper and enjoy the same quality relationship with their bank, BB&T, as I do. Another client recently expanded their warehouse by 20,000 square feet with financing from BB&T and they now employ additional workers to handle the additional volume in their location in Pinellas county. Economically, besides employing all the construction workers for almost a year on the expansion project, the client now employees several new employees that service accounts all over the southeast.

I have humbly received referrals for CPA services from the personal and business bankers that I have mentioned above. Their continued confidence in my firm continues to be a source of new work and growth in my firm.

I fully support the merger and know that the resulting entity could only increase the influence and

standards that BB&T embodies resulting in a more diverse and thriving local economy.

Sincerely,



James Appelt, CPA

Appelt & Associates, CPA's and Financial Consultants

Direct Phone Line: 727-799-5455

Fax: 727-799-9506

www.anacpa.com