



April 17, 2019

FDIC Atlanta Regional Office  
10 10<sup>th</sup> Street, NW, Suite 800  
Atlanta, GA 30309-3849

To Whom It May Concern:

Small business development is the focus of the Kingsport Office of Small Business Development and Entrepreneurship (KOSBE). Every year, we work with partners to offer small businesses in the region our services to help train, assist and mentor small business owners or those interested in starting a business. We are very grateful for the level and quality of support that we continue to receive from SunTrust.

Their comprehensive effort has enabled KOSBE to assist more than 927 small business clients who have in turn created 579 jobs, started 82 new businesses, and acquired \$32,149,777 in capital. Without this cohesive effort, the region's economic development and business development efforts would have fallen short of our desired goal and potential.

SunTrust has sustained KOSBE's outreach efforts by offering data as needed, by supporting marketing efforts in conjunction with our Annual KOSBE Awards (a celebration of small business) and by serving in a voluntary advisory role for KOSBE.

If I can be of further assistance, please feel free to call me at (423) 392-8801, or email me at [awilcox@kosbe.org](mailto:awilcox@kosbe.org).

Regards,

Aundrea Y. Wilcox, CEcD, MBA  
Executive Director - KOSBE

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