



Triangle Real Estate of Gastonia, Inc.

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April 29, 2019

Federal Reserve Bank of Richmond
PO BOX 27622
Richmond, VA 23261

To Whom It May Concern:

Southwood Realty Company and Triangle Real Estate of Gastonia have done business with BB&T over three generations and forty plus years. Their service team have provided the confidence and capital we have needed to grow.

Along with being committed to providing Southwood and Triangle with superior customer service. BB&T is a trusted partner who has helped us with acquisitions.

Triangle Real Estate is the construction side and Southwood Realty is the Property Management side of over 18,000 apartment homes which is a combination of new builds and acquisitions. We employ over 540 direct employees with many contractors and material suppliers. For some of our suppliers we are their biggest customer.

As a developer BB&T has assisted with providing the necessary construction financing for projects that have resulted in an economic lift for our community. BB&T has provided us with short-term capital that has allowed me to expand our operations at opportune times.

BB&T has always delivered on funding money with day to day operations of our company and is our primary bank.

We support the merger and believe the combined entity will be good for the community and business.

Please feel free to contact me if you would like to discuss any of this further.

Sincerely,



Herman E. Ratchford, Jr
President