



Truist CRA/ Community Development

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Texas Association of Community Development
Corporations
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Better Together: We are Truist!

Inspire and build better lives and communities

- BB&T and SunTrust have joined to become Truist a purpose-driven company dedicated to building a better future for its clients, teammates and communities.
- By joining together Truist became the 6th largest U.S. commercial bank
- Headquartered in Charlotte, North Carolina
- Serve approximately 10 million households with leading market share in many high-growth markets in the country.



Truist: Our Commitment to the Community

- We are dedicated to grow diverse and vibrant neighborhoods where we live and work.
- We will do this as one team:
 - Working collaboratively in our communities to uphold the spirit of the Community Reinvestment Act (CRA)
 - Investing \$60 billion over three years to support and strengthen communities across our footprint through the Community Benefits Plan (CBP)



Community Benefits Plan: \$60 Billion



New LMI branches

Commitment to opening at least 15 new branches during the three year period in LMI and/or minority neighborhoods across its combined footprint.



Home purchase mortgage lending

\$31 billion for home purchase mortgage loans to LMI borrowers, LMI geographies, Minority borrowers and/or Majority-Minority geographies.



Community development lending

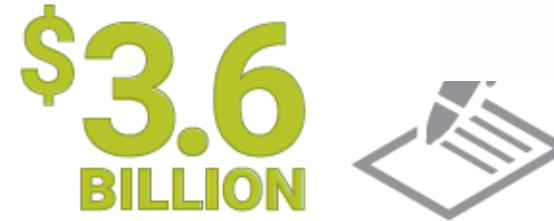
\$17.2 billion in Community Development Lending (CDL) supporting affordable housing development, small business growth and lending to nonprofits that support the LMI community.



\$7.8 BILLION

Small business lending

7.8 billion for lending to small businesses, to support the growth of businesses with revenues less than \$1 million.



Community reinvestment

3.6 billion in Community Reinvestment Act (CRA) Qualified Investments and Philanthropy, of which \$120 million will be designated for CRA-qualified philanthropic giving.



Supplier diversity

Continue support of supplier diversity and promotion of opportunities for women-, minority-, and veteran-owned businesses and small business vendors.



Community Advisory Board

Community Advisory Board composed of representatives of non-profit organizations serving low- and moderate-income communities, with the goal of providing feedback on emerging issues and challenges facing LMI families and communities.



Staffing commitments

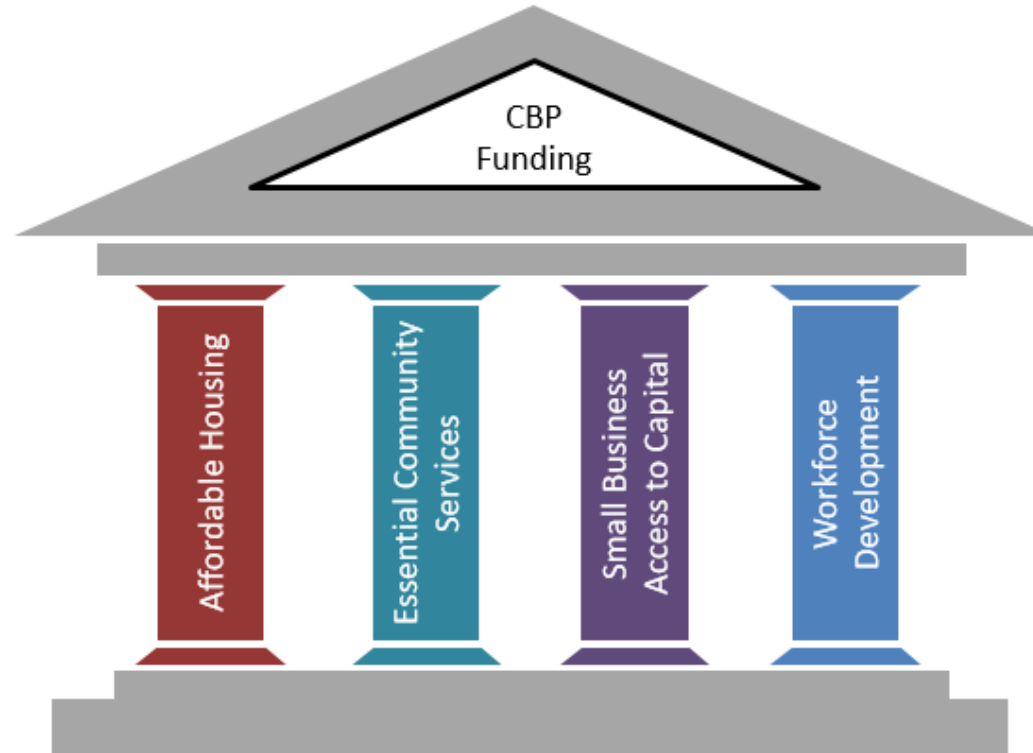
Continue the legacy institution's commitment to employing a diverse workforce to meet the financial services needs of their clients and communities.

Community Benefits Plan: Philanthropic Pillars

\$120 Million

Community Reinvestment

\$120 Million in CRA-qualified philanthropic giving



Affordable Housing

Transitional, Rental, Ownership

Essential Community Services

Social Services, Health Care, Infrastructure Programming

Small Business Access to Capital

CDFIs, CDCs, Community Development Investment Fund

Workforce Development

Targeted Organizations, Reentry Programs

Community Benefits Plan: Community Strategies

- Rural Areas
Truist will convene a work group to develop a rural strategy which will be shared with the CRA Advisory Board by December 2020
- Community Development Financial Institution (CDFI)
Truist will have dedicated dollars as a component of the Community Development Fund.
- Historically Black Colleges and Universities (HBCU)
Truist will have a small workgroup established to develop strategies and programs that support the capacity of building of HBCU's



Frequently Asked Questions

- Will multi-year funding request be considered?
 - The majority of funding will be single year, however, there will be approvals of multi-year funding to increase impact in the community. Please contact the Community Development Manager or program initiative partners in advance of submission to determine whether multi-year funding request are appropriate.

- How will organizations be able “to apply”?
 - Beginning February 1st, our online application platform CyberGrants will be available.

- Is there a maximum amount one can request?
 - Contribution awards will be based on an identified need, the capacity of an organization and similar criteria. It is best to have a one on one conversation with the local Community Development Manager or Program Initiative partners in advance of submission to determine appropriate levels of requests.

- Has a strategy been devised to ensure we adhere to the Community Benefits Plan? If so, what measurements will we have in place to ensure we hit our yearly targets?
 - Truist will regularly measure progress to goal, update the lines of business on progress and discuss efforts needed to address gaps and provide updates to the Community Advisory Board which will guide the bank in ways to insure success.



Questions?