



MEMBER JURISDICTIONS

October 25, 2022

CHESAPEAKE

FULTON BANK

William "Smokey" Glover

FRANKLIN

SVP/Director of Fair & Responsible Banking

One Penn Square

Lancaster, PA 17602

GLOUCESTER

Dear Mr. Glover:

HAMPTON

The Hampton Roads Planning District Commission is pleased to once again be the recipient of grant funding from Fulton Bank. The gift grant of \$5,000 will greatly assist us with the support of our downpayment and closing cost assistance program that we administer for the Hampton Roads region. The program is designed to assist low to moderate-income first-time homebuyers, that are at or below the 80% area median income, to achieve their goal of homeownership. Your grant funding has assisted us with technical support and outreach as well as allowing us the opportunity to provide each of our buyers with a post-purchase counseling manual to assist with managing and tracking their expenditures and maintenance responsibilities as new homeowners.

ISLE OF WIGHT

JAMES CITY

NEWPORT NEWS

NORFOLK

POQUOSON

Our collaboration with your loan officers has been most impactful as we serve buyers in this region. Utilizing your in-house loan product, coupled with your Front Door grant, has allowed us to layer our downpayment assistance to further assist our homebuyers in high-cost areas in our region. Marion Uzzle, from your mortgage lending team, is a wonderful community partner and we look forward to continuing to collaborate with her. We are planning an outreach event soon to share our funding opportunities and Fulton's products with potential buyers in our region.

PORTSMOUTH

SMITHFIELD

SOUTHAMPTON

SUFFOLK

Thank you again for your award and we look forward to our continued partnership.

SURRY

Sincerely,

Robert Crum  
Executive Director

VIRGINIA BEACH

WILLIAMSBURG

YORK

SLB/cm