

October 2, 2013

Mr. John Charrier, Vice President  
M&T Bank  
155 East Carroll Street  
Salisbury, MD 21801

Dear Mr. Charrier,

Thank you for submitting a proposal to provide Banking and Cash Management Services. Delaware State University is pleased to inform you that M&T Bank has been awarded Contract Number: 13-01-11-02 to provide Banking and Cash Management Services.

The highly competitive RFP process revealed your institution's good combination of experience and expertise. The Selection Committee felt that M&T was best suited for the University's needs. This award letter is subject to execution of a written contract.

On behalf of Delaware State University, we appreciate the hard work that went into preparing your proposal and look forward to working with you.

Sincerely,

Jessica Wilson  
Director of Purchasing

JW/kc