Of the Union. By the Union. For the Union.

Labor has a choice, and that choice is Bank of Labor since 1924.
BANK OF LABOR is the modern evolution of nearly a century of labor banking experience. From its remarkable endurance of the catastrophic meltdown of America’s economy during the Great Depression to the devastating shock wave of the Great Recession—Bank of Labor stands as a testament to the endurance of the North American labor movement itself.

A Proud History of Serving America’s Working Families

- Founded in 1924 by the International Brotherhood of Boilermakers, Brotherhood State Bank grew its roots deep into the labor community of Greater Kansas City. Its original mission was to be a bank that working men and women could trust with their hard-earned money. And we have steadfastly fulfilled that mission.
- Bank of Labor has emerged as a survivor among the more than 50 labor banks from the era during which it was founded, serving both the greater labor movement and Labor’s institutional financial objectives.
- Bank of Labor’s expanded mission is to serve the needs of the North American labor movement such that we respect and support not only the financial needs of its affiliate institutions and their rank-and-file members, but also its core social values and causes.

And we are proud our employees are represented by the United Mine Workers of America.
Consolidating and Protecting Labor’s Capital

• With hundreds of millions, if not billions, in general fund investment and deposit dollars, the greater labor movement too often disperses its critical capital to adversarial financial institutions, as it always has. But it doesn’t have to be that way.
• The value of our collective capital helps organized Labor’s mutual interests. Labor has a choice, and the choice is Bank of Labor.
• Whether it is an institutional infrastructure loan for a local lodge, a union’s training center or a contribution from Bank of Labor profits to support the issues and causes that we fight for every day, Bank of Labor can be the financial support vehicle to accomplish so much for our unions, our members and their families.

Banking by Labor, for Labor
Focused on the borrowing needs of labor institutions

• We recognize Labor has choices, and the choice is Bank of Labor. We are committed to Labor—it’s in our DNA since we are owned and operated by Labor to support its institutions. Local Lodges. International Unions. Trust funds. Related organizations.
• Union members affiliated with the AFL-CIO are well served through the Union Privilege Program. Bank of Labor respects this program and refers union member customers to Union Privilege for their consumer borrowing needs, while Bank of Labor specializes on the financial needs and solutions of labor institutions.

WE BROUGHT LABOR BANKING TO WASHINGTON, D.C. Whether you are based in D.C. or have interests there, we have a convenient office to serve your institution’s financial needs at 16th & I (Eye) Street, N.W. We offer personal, expert counsel for Labor, state-of-the-art interactive teller machines and complimentary conference rooms for your convenience.
Your Frontline Banking Team

Bill Arnold, Executive Vice President, Director of Client Services
Fred Myers, Executive Vice President, Labor Market Development
Bridget Martin, Senior Vice President, Labor Market Development
Tom Johnson, Senior Vice President, Senior Trust Officer
David Duggins, Senior Vice President, Treasury Services Manager
Joe Schoonover, Vice President
Megan Elder, Marketing Development Officer
Matt Johnson, Business Development Officer
Johnny Baca, Business Development Officer
Alicia Paige, Business Development Officer
Nicole Gabel, Treasury Services Supervisor
Teresa Wright, Executive Assistant
Erica Franklin, Administration Coordinator

Bank of Labor's Advisory Board

Newton Jones, Chairman, Bank of Labor
Fred Myers, Vice Chairman, Bank of Labor
Bridget Martin, Co-Vice Chair, Bank of Labor
Puja Arora, Chief Operating Officer, AFL-CIO Investment Trust Corporation
Patrick D. Finley, General President, Operative Plasterers' & Cement Masons' International Association
Jack M. Marco, Founder & Chairman, Marco Consulting Group
Sean McGarvey, President, North America's Building Trades Unions
Cecil E. Roberts, International President, United Mine Workers of America
Kinsey Robinson, International President, United Union of Roofers, Waterproofers and Allied Workers
Edward M. Smith, President and CEO, Union Labor Life Insurance Company
Mark H. Ayers, President, North America's Building Trades Unions, In Memoriam

INTERNATIONAL, DISTRICT, LOCAL & AFFILIATE BANKING

Banking Services Designed Exclusively for Labor

Banking Services

At Bank of Labor, we understand that unions and their affiliates have different banking needs. We offer straightforward accounts that help you keep your money productive and your operation profitable. From checking accounts to business lending, treasury management, and trust and fiduciary services, we offer a full range of products and services to meet your organizations needs.

- Business Checking: Checking accounts with a range of features.
- Business Savings: Competitive interest rates.
- Money Market: Tiered rate structure so larger balances earn a higher rate.

Business Lending

Bank of Labor has earned its reputation as a leader in union business banking by understanding the needs of labor unions. We can tailor a wide range of flexible fixed- and floating-rate loans and lines of credit and help you find the right loan.

- Commercial Real Estate: Construct, renovate or acquire.
- Equipment Financing: Vehicle, office or training equipment.
- Business Line of Credit: Cash flow or purchasing needs.
- Business Visa® Credit Card: A travel and entertainment credit card with EMV technology for chip card authentication, Apple Pay compatibility, rewards points and other features designed for Union Locals, Internationals and institutional affiliates.*

Look for these symbols when purchasing.

*“Visa” Debit and Credit Card is issued by Bank of Labor, Kansas City, KS pursuant to a license from VISA, U.S.A., Inc. Apple Pay is available at terminals and online where Apple Pay is accepted on iPhone, iPad or Apple Watch. Look for the Apple Pay symbol on the card. Apple, the Apple logo, Apple Pay, iPhone, Apple Watch and PayPal are trademarks of Apple Inc., registered in the U.S and other countries.
Electronic Services
We offer a full range of online features and benefits that allow you to bank whenever and wherever you want.
- **Online Banking:** Robust online functionality including account inquiry, transfer capability and much more.
- **Online Bill Payment:** Secure online bill pay feature.
- **Mobile banking:** Access your accounts anywhere and at any time.
- **Free ATM Networks:** No fees for Bank of Labor Union Member account holders when using Allpoint™ and MoneyPass® ATM networks.

Trust and Investment Services
Bank of Labor has extensive experience with asset management and operates with strict adherence to all state and federal regulations.
- **Custodial Accounts:** Bank of Labor offers custodial account services with a variety of convenient benefits.
- **Investment Management:** At Bank of Labor, you can expect objective advice, along with a wide choice of investment solutions.
- **Bonds:** Bank of Labor offers institutional investors access to a full range of high-quality tax-free and taxable fixed-income investments.
- **Equities:** Bank of Labor can work as your equity adviser.
- **Mutual Funds:** At Bank of Labor, we take an honest, straightforward approach to explaining investment options.

Retirement Services
Bank of Labor offers a full range of individual retirement accounts.
- **Traditional IRA:** Plan for retirement with a traditional IRA.
- **Roth IRA:** Another great way to save for retirement.
- **Simplified Employee Pension (SEP):** Business owner, the tax-deferred contributions in an SEP provide additional benefits.
- **Defined Contribution Plan:** Benefits are based on employer and employee contributions.
- **Defined Benefit Plan:** Retirement savings vehicle sponsored by the employer.

Local Lodge Services
We’re the bank that labor built. So we offer services that are designed to serve the needs of lodges of all types and sizes.
- **Vacation Savings Plans:** These accounts provide flexible vacation savings options.
- **Business Online Payroll:** Easy-to-use payroll service with comprehensive support for unions of any size.
- **Lockbox:** Collection of payments, timely deposits, accurate information and availability of funds.
- **Dues Collections:** One integrated Web-based payment system, with multiple payment types to maximize revenue opportunities.

Not FDIC Insured—May Lose Value—No Bank Guarantee

Treasury Management Services
We understand that controlling your cash flow is a vital part of your organization’s overall health and profitability. We offer a wide range of treasury management services that are designed to control costs, improve cash flow and simplify accounting.
- **ACH:** Secure, reliable and efficient process for transferring funds.
- **Positive Pay:** Reduce check fraud.
- **ACH Debit Blocker:** Allows transactions to be blocked based upon criteria that you define.
- **Account Reconciliation:** Offering full, partial and deposit-reconciliation features.
- **Remote Deposit Capture:** Deposit checks into your Bank of Labor account without having to leave your office.
- **Zero Balance Account:** Money management tool that lets you segregate transactions and transfer funds into other accounts to maximize the use of your capital.
- **Repurchase Agreement:** Sweeping of funds, in a pre-agreed upon amount (account balance threshold) into an account secured with government-issued collateral.

Not FDIC Insured—May Lose Value—No Bank Guarantee

- **Merchant Services:** Payment solutions for both in-person and online transactions.

Not FDIC Insured—May Lose Value—No Bank Guarantee
Regular Checking
• Minimum Opening deposit of $100.
• No monthly maintenance fee.
• Account does not earn interest.
• Free Online Banking, Standard Bill Payment, Mobile Banking & Mobile Deposit.
• ScoreCard reward points for debit signature purchases (1 point for $2).
• eStatement required or $3 imaged check fee.
• Free ATM withdrawal using MoneyPass® and Allpoint™ networks.
• Free ATM or Debit Card with EMV security and Apple Pay compatibility on an iPhone, Apple Watch and iPad*.

BOL Interest Checking (Tiered Plus)
• Minimum Opening deposit of $1,000.
• No monthly maintenance fee with $1,000 minimum daily account balance. If balance not maintained, the monthly maintenance fee is $8.
• Account earns a tiered variable interest rate (see rate sheet for current rate).
• Free Online Banking, Standard Bill Payment, Mobile Banking & Mobile Deposit.
• ScoreCard reward points for debit signature purchases (1 point for $2).
• eStatement required or $3 imaged check fee.
• Free ATM withdrawal using MoneyPass® and Allpoint™ networks.
• Free ATM or Debit Card with EMV security and Apple Pay compatibility*.

BOL Personal Savings
• Minimum Opening deposit of $100.
• Account earns variable interest (see rate sheet for current rate).
• 3 free withdrawals per month; ($3 excessive transaction fee is assessed beginning with the 4th withdrawal).
• $5 maintenance fee if monthly average daily account balance falls below $100.

BOL Personal Money Market
• Minimum Opening deposit of $1,000.
• Account earns a variable tiered interest rate (see rate sheet for current rates).
• $10 maintenance fee if account balance falls below $1,000.
• 6 free withdrawals per month; ($10 excessive-transaction fee is assessed beginning with the 7th withdrawal).

BOL Personal CD
• Minimum Opening deposit of $1,000.
• Account earns a fixed interest rate for the contracted term.
• Terms are 3, 6, 12, 18, 24, 36, 48, and 60 months.
• No deposits allowed into this account except at maturity (10-day grace).
• Interest is compounded and credited quarterly.
• Principal withdrawals prior to CD maturity may result in a penalty.

BOL IRA Savings
• Minimum Opening deposit of $100.
• Both Roth and Traditional IRA types allowed.
• Account earns a variable interest rate that floats with the 12-month CD product.
• Deposits may be made at any time.
• Principal withdrawals may be made without a bank penalty.

BOL IRA CD
• Minimum Opening deposit of $1,000.
• Both Roth and Traditional IRA types allowed.
• Account earns a fixed interest rate for the contracted term.
• Terms are 3, 6, 12, 18, 24, 36, 48, and 60 months.
• No deposits allowed into this account except at maturity (10-day grace).
• Interest is compounded and credited quarterly.
• Principal withdrawals prior to CD maturity may result in a penalty*.

*Visa® Debit and Credit Card is issued by Bank of Labor, Kansas City, KS pursuant to a license from VISA, U.S.A. Inc. Apple Pay is available at terminals and online where Apple Pay is accepted via iPhone, iPad or Apple Watch. Look for the Apple Pay symbol. Apple, the Apple logo, Apple Pay, iPhone, Apple Watch and iPad are trademarks of Apple Inc., registered in the U.S. and other countries.

†Penalty does not apply to Required Minimum Distributions (RMDs).
‡Consult tax advisor.