

Your Union-Owned, Union-Operated Bank

**SPECIALIZING IN LABOR-FOCUSED BANKING,
BORROWING AND INVESTMENT SERVICES**



BANKING OPTIONS

A full-service bank with a comprehensive suite of checking accounts, savings accounts, Remote Deposit Capture, ACH, Positive Pay, online membership dues payments, and more. Manage accounts online or from your smart phone.



BORROWING SOLUTIONS

We understand the unique needs of all facets of commercial finance and offer tailored solutions to fit the client and project's need. We specialize in new construction, renovations, refinancing, acquisition, new and used equipment, and lines of credit.



INVESTMENT MANAGEMENT*

We provide a full range of investment services including equity and fixed income products. In addition, for more than 60 years, we have provided experienced custodial services for Labor organizations and their investment advisors. We settle transactions and handle record keeping.



PERSONALIZED SERVICES

Enjoy personalized service that's focused on your unique needs. When you call, we answer the phone and provide quick turnaround on answers you need.



BUSINESS CREDIT CARD

Our Mastercard® is designed for union leaders. We perform underwriting on your union, not your leadership. Enjoy extra security with real-time fraud protection. Streamline expense tracking, earn rewards for merchandise, travel or cash back in the form of a statement credit.



NATIONAL CD PROGRAM

We focus on helping you grow your deposit by using the leverage of millions of trust dollars under our management. Invest larger sums of money while keeping it collectively FDIC protected whether it is \$100,000 or \$10 million.



Bank of Labor
BORN OF INTEGRITY

*Not FDIC insured. No bank guarantee. May lose value. © Copyright 2020 Bank of Labor. All Rights Reserved.

WE HIRE, SERVE, LIVE AND BREATHE UNION.

You have a choice, and that choice is labors' bank.



A TRUSTED ALLY

For nearly a century, Bank of Labor has been a trusted partner of unions and allied organizations. We are labor-owned and labor-operated with detail to personal quality service. We work with hundreds of unions and allied organizations to find the best solutions for unions and workers.



CUSTOMIZED SOLUTIONS

Unions are our niche. We provide in-depth and customized banking, lending and investing solutions. We work with pension, health & welfare, joint apprenticeship training committees, International and Local general funds to meet their unique requirements.



COMMITTED TO GROW LABOR

We help keep union dollars in labors' hands. Your deposits are used to advance union projects and we respect labors' boycott list. We strive to bring power back to the National Labor Movement, serving as a growth engine to help gain market share and raise the standard of living.

BUSINESS DEVELOPMENT OFFICER'S TERRITORY MAP

Mike Snowden | Market President, Labor Market Development
Office: 205.650.1893

Bridget Martin | Sr. Vice President
Labor Market Development, D.C. Manager
Capital Area Region | Office: 703.850.6124

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Linda Laurence | Sr. Vice President
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Southwest Region | Office: 913.288.3287

Matt Johnson | First Vice President
Midwest Region | Office: 913.288.3183

Tori Letson | Vice President
South Central Region | Office: 205.482.2770

Alicia Paige | Business Development Officer
Mid-Atlantic Region | Office: 202.258.5375

Heather Gayle | Business Development Officer
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Ernesto Ruiz | Business Development Officer
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