## Labor Proud

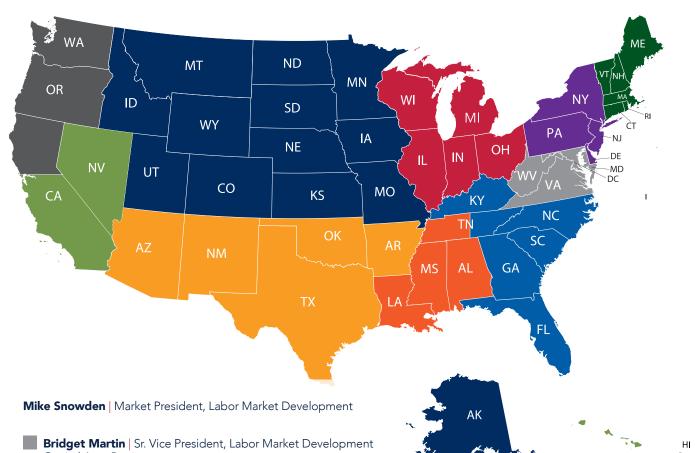
## WHY BANK OF LABOR UNDERSTANDS YOUR UNIQUE FINANCIAL NEEDS.

Like most bankers, we understand numbers and how to put them to work for our clients. But, unlike almost any other bank out there, we are proudly union-owned and operated so we also understand organized labor and, for nearly 100 years now, have been standing with unions to help organizations grow and succeed.

## • Prompt and responsive service for you and your staff • Dedicated team that goes above and beyond Save Time • Unparalleled service for labor clientele in all 50 states • Positive experiences have lead to numerous customer referrals • An array of banking treasury services to efficiently manage cash flow • Tailored commercial lending solutions save you time and money **Save Money** • Investment management and custodial services for your financial growth\* • Transparent and fair pricing gives you honest information • We respect labor's boycott list **Forge Alliances** • Deposits are used to finance union projects with union labor • Our contributions support hundreds of labor allies and partners • Emergency relief donations to help families in various calamities



## CONTACT YOUR BUSINESS DEVELOPMENT OFFICER TODAY



- Capital Area Region
- Mike d'Oliveira | Sr. Vice President, Labor Market Development At Large/Northeast Region
- **Linda Laurence** | Sr. Vice President Labor Market Development Pacific Northwest Region
- **Joe Schoonover** | Sr. Vice President Labor Market Development Southwest Region
- Matt Johnson | 1st Vice President Midwest Region
- **Tori Letson** | Vice President South Central Region
- Alicia Paige | Business Development Officer Mid-Atlantic Region
- **Heather Gayle** Business Development Officer Great Lakes Region
- Trent Chastain | Business Development Officer Southeast Region
- Ernesto Ruiz | Business Development Officer West Coast Region



