



October 19, 2018

Alicia Cochran
Account Executive
Associated Administrators, LLC

Dear Alicia:

Bank of Labor appreciates the opportunity to respond to your Request for Proposal (“RFP”) for Banking, Treasury and Cash Management services. We are pleased to describe our broad array of products and services designed to help meet the needs of your client.

Bank of Labor is quite unique among today’s financial institutions in its commitment to labor’s values and in its mission to be the bank of choice for America’s labor movement. As a union owned and operated bank, we have one mission – to serve the labor market. Founded in 1924 by the International Brotherhood of Boilermakers, we have adhered to that mission. In fact, we stake our reputation of understanding and sharing the values of the labor community through our programs, products and people. Bank of Labor “walks the walk” every day!

Whatever it takes, Bank of Labor will work to meet your client’s needs and exceed their expectations.

To illustrate our commitment to the labor movement I have attached a partial list of organizations that received contributions made on behalf of Bank of Labor.

We are eager to receive your feedback to the following response to your RFP and look forward to discussing our solutions with you in more detail.

Yours Truly in Solidarity,

David Duggins
Senior Vice President