

April 28, 2020

Dear Labor Leader,

For nearly 100 years, Bank of Labor has been proud to call itself Labor's bank. We have a long-standing record of providing assistance to Labor organizations in ways that help maintain stability and security during challenging times like these. That's why our Loan Team recently reached out to organizations like yours for advice in crafting a creative and effective loan tool that helps Labor get access to the working capital they need from untapped assets.

Questions we heard from Labor included:

"Can I get a low interest rate?"

"Will there be any flexibility in making payments?"

"What's the best way for me to lower borrowing costs?"

"Can I pay the loan off at any time without a penalty?"

Our answer: **The Emergency Loan Program (ELP)**

The ELP has two loan types and each one has unique features which rarely, if ever, are normally available.

Customers who maintain their operating accounts with Bank of Labor will enjoy a special interest rate bonus when utilizing ELP. Plus, there are no incurred fees (except for reimbursement of actual pass-through costs.)

The ELP can be a flexible source of funding for such things as payroll, utilities, insurance, legal and accounting fees or any other operating expense. There are no restrictions - it is your money, after all!

The Program is available for a limited time based on need. If your locals, district councils, or training centers need access to working capital, please contact us to take advantage of the benefits of ELP.

We recognize each organization will have different borrowing needs, timelines, and resources. But one thing we have in common -- we all want a partner who really understands what we're about, and who cares about our struggles and the challenges we face. A partner like Bank of Labor.

I look forward to talking with you soon. I can be reached at bmartin@bankoflabor.com or 703-850-6124.

Yours in Solidarity,



Bridget Martin

Senior Vice President, Labor Market Development