

Bank of Labor and the National Labor Movement

Mike Snowden

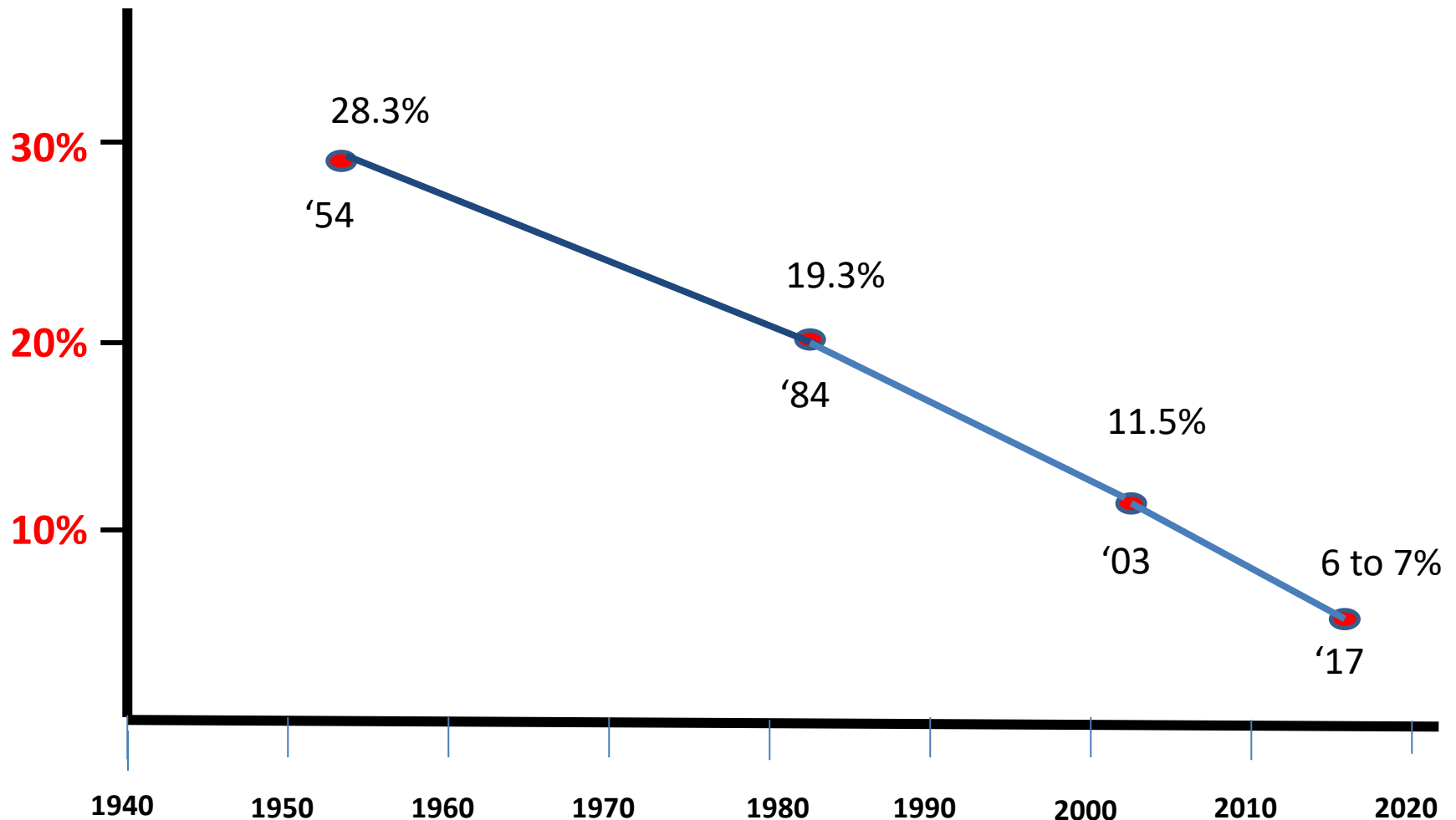
Market President, Labor Bank Operations

March 27, 2018

Sandestin Hilton

Sandestin, FL

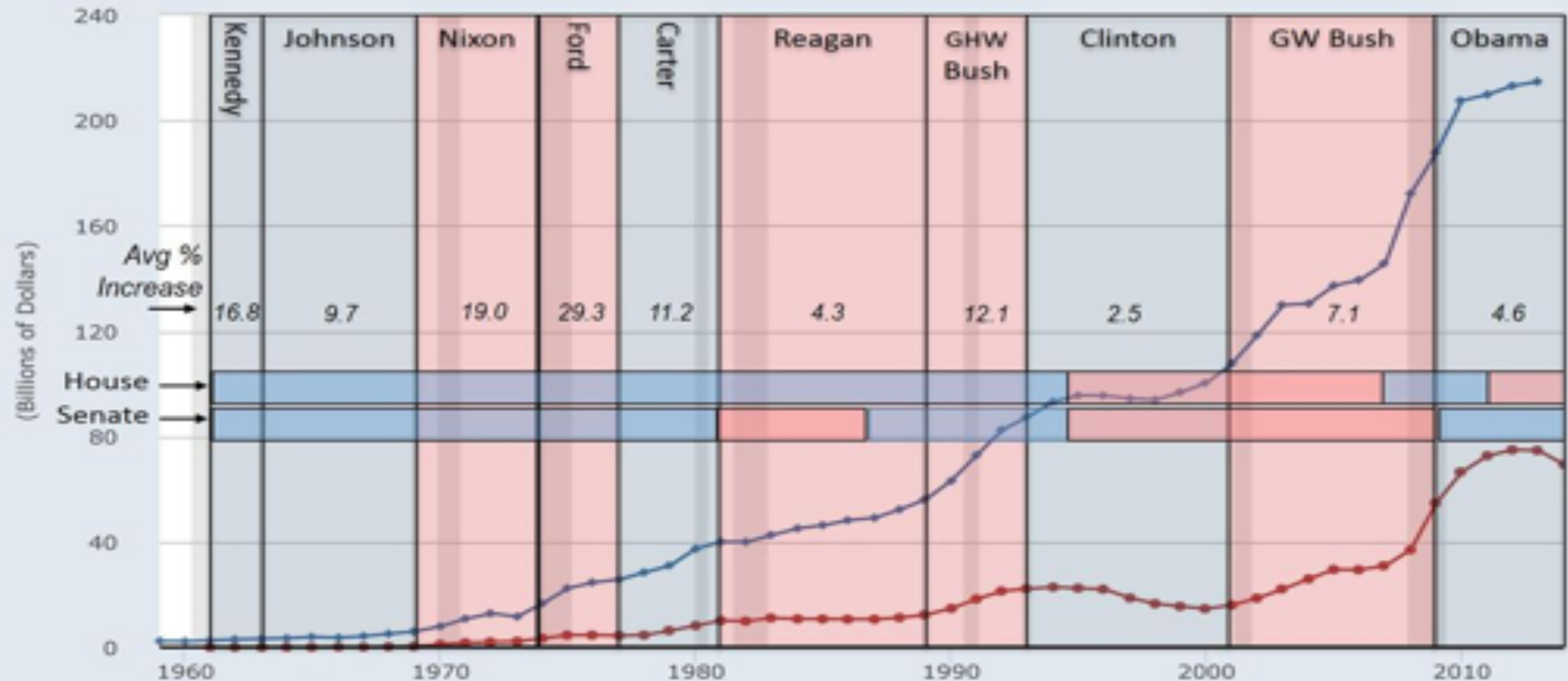
The Decline of Organized Labor



Welfare Spending from 1959 through 2013

FRED

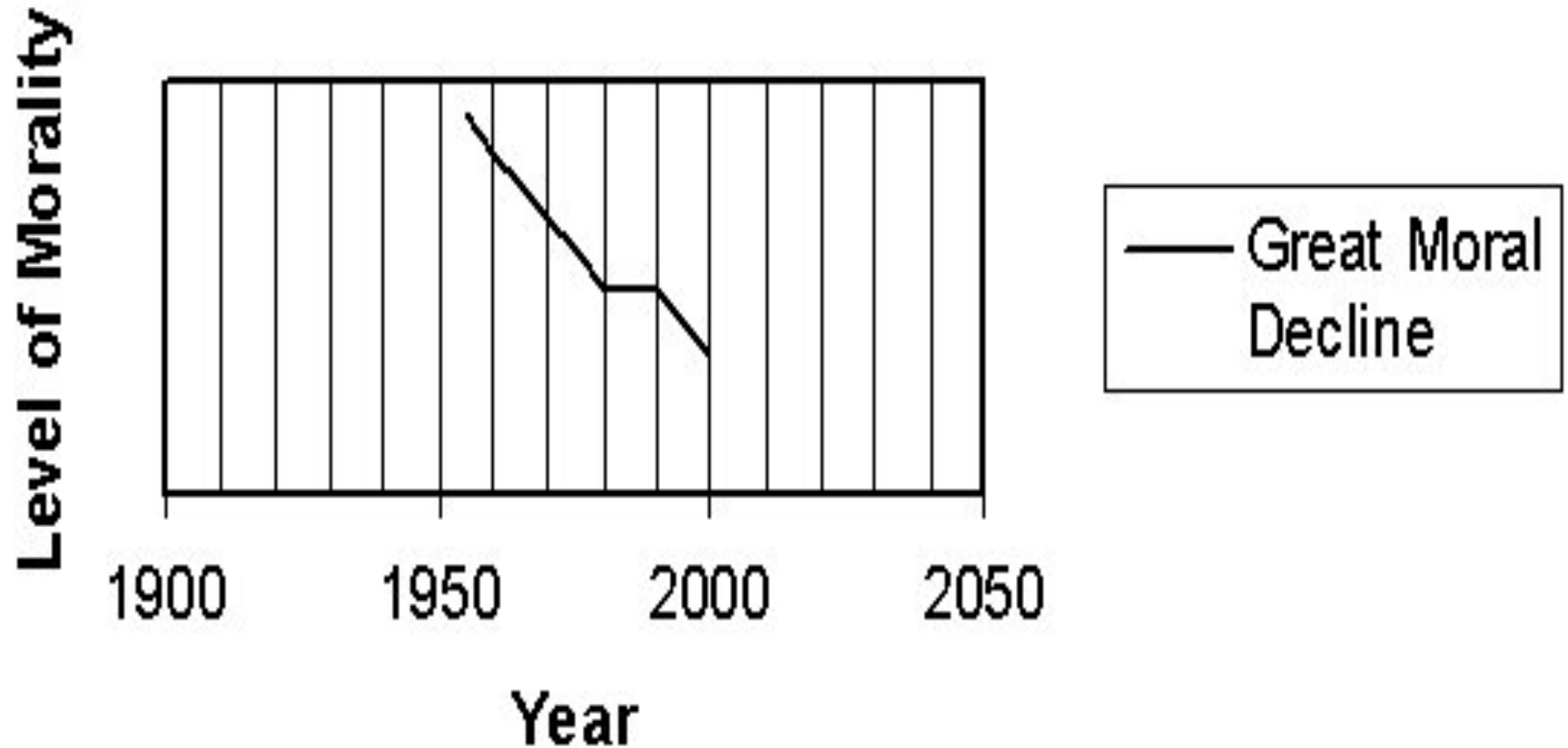
- Government current expenditures: Federal: Income security: Welfare and social services
- Government social benefits: To persons: Federal: Supplemental Nutrition Assistance Program (SNAP)



Period: 1959 through 2013

Shaded areas indicate US recessions - 2015 research.stlouisfed.org

The Great Moral Decline



Vision

To reestablish nationwide the opportunity for all Americans to work and earn a family wage in order to maintain a thriving and robust mid-class.

General Washington's G.O. July 2, 1776

“We have therefore to resolve to conquer or to die. Our own honor, our countries honor, call upon us for a vigorous and manly exertion; and if we now shamefully fail, we shall become infamous to the whole world. Let us then rely on the goodness of our cause and the aid of the Supreme Being, to animate and encourage us to great and noble actions.”

Organized Labor's Strengths

- Tremendous Organization
- Rank and File Solidarity
- Highly Trained and Dedicated Workforce
- Own \$4 to \$5 Trillion of the American Economy
- Committed Leaders

Organized Labor's Challenges

- Don't realize the power of many of our strengths
- Lack of clear corporate Vision
- Internal differences
- Often don't recognize nor understand the real enemies.
- Hard time overcoming our Past.
- Solidarity for everyone but me.

Plan of Attack

- Aggregate our money.
- Leverage Union Money for Union Jobs
- Move up the food chain.
- Open training centers for marketing.
- Work side by side with Union Business Developers.
- Every member a recruiter/organizer.
- Every member a marketer.

So How Did we Do?

2017's Success

- New Loan Closings Increased 235% over 2016

2017's Success

- New Loan Closings Increased 235% over 2016
- New Trust Accounts Increased 868% over 2016

2017's Success

- New Loan Closings Increased 235% over 2016
- New Trust Accounts Increased 868% over 2016
- Brought in over \$40 MM in New Deposits in 2017

2017's Success

- New Loan Closings Increased 235% over 2016
- New Trust Accounts Increased 868% over 2016
- Brought in over \$40 MM in New Deposits in 2017
- We added 3 new staff members.

2017's Success

- New Loan Closings Increased 235% over 2016
- New Trust Accounts Increased 868% over 2016
- Brought in over \$40 MM in New Deposits in 2017
- We added 3 new staff members.
- Made significant investments in technology.

What Can You Do?

- Aggregate your funds.
- Refer labor organizations and hold them accountable.
- Open training centers for developer/contractor recruitment.
- Ensure discipline in the rank and file.
- Pursue absolute competence.
- Do everything you do with integrity.

More “To Do’s”

- Be the Catalyst in the Local Building Trades
- Work with Civic Leaders and Build Relationships.
- Be a Project Hound.
- Work with the Bank’s Business Development Officers.
- Reinvent ourselves.

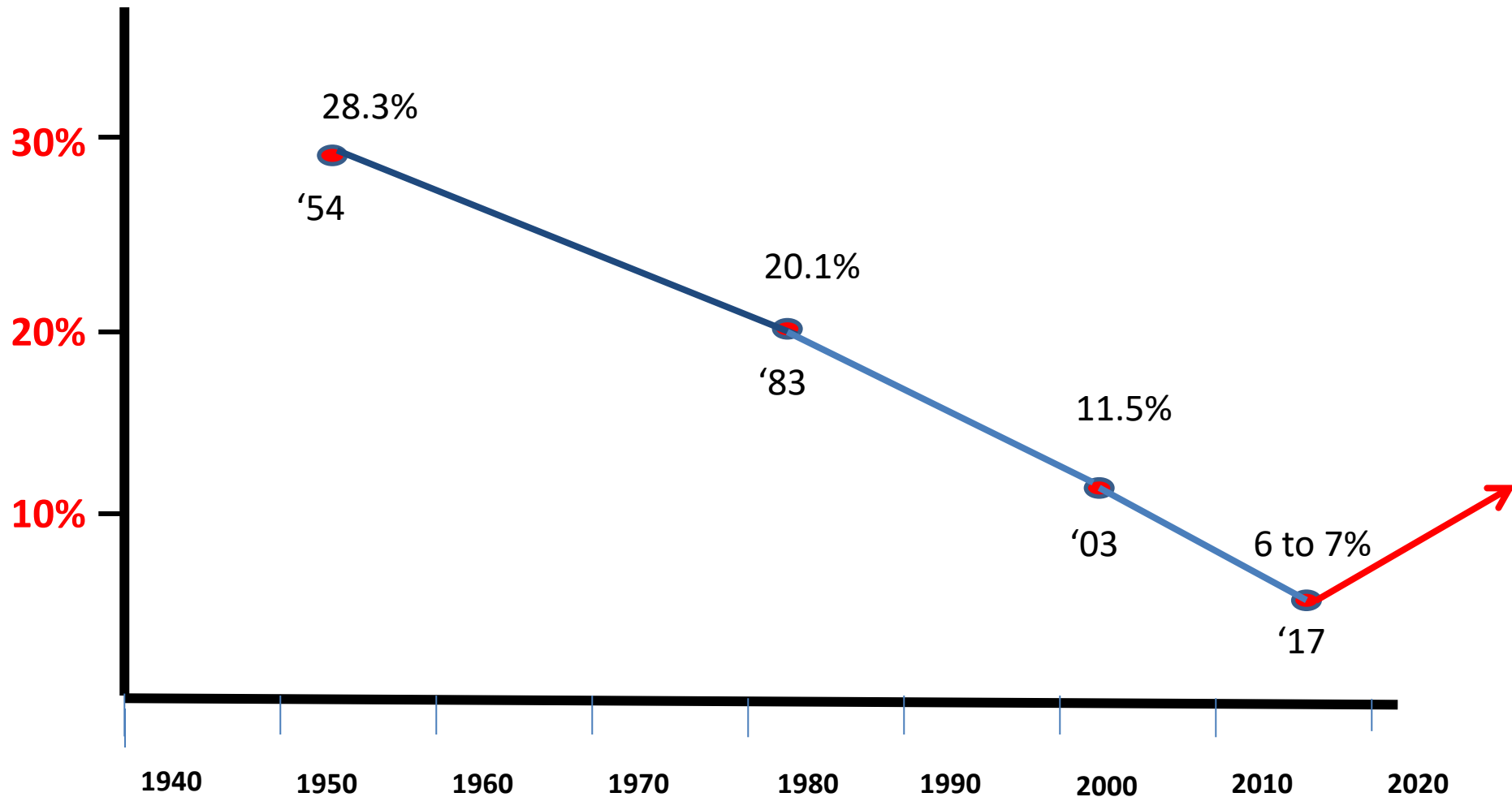
A Word To Owners

- You're part of the Team.
- Consider the Workforce
- Contractors Respond to Your Demands
- Demand American Made Products
- Use Your Influence To Better America.
- Your Actions Effect the American Family

A Word To Contractors

- You're Part of the Team.
- Growing the Market Place Means More...
- Work with Civic Leaders & Build Relationships.
- Work with the Bank's and the Trade's Business Development Personnel.

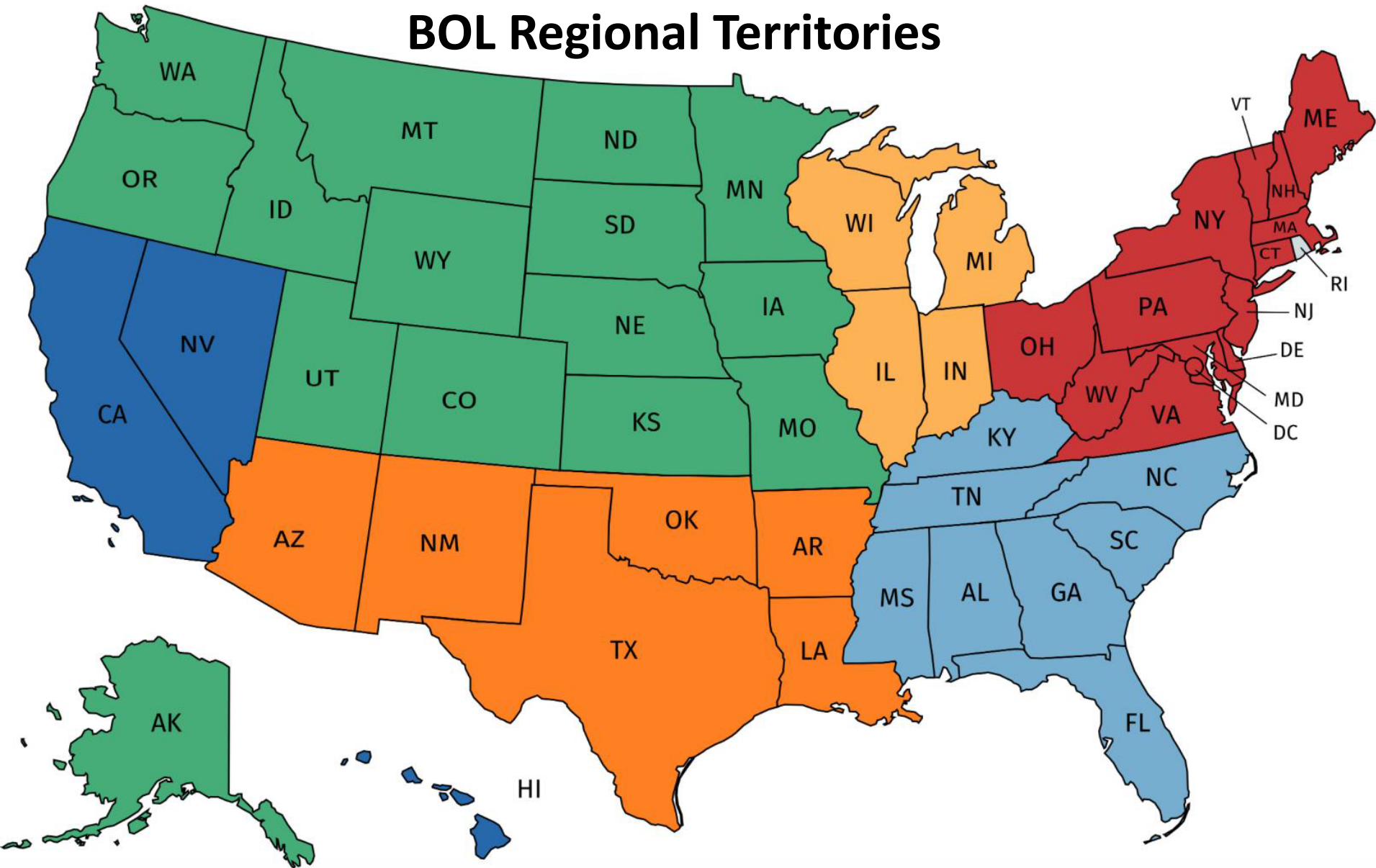
Organized Labor's Power Recovery



BOL Marketing Staff

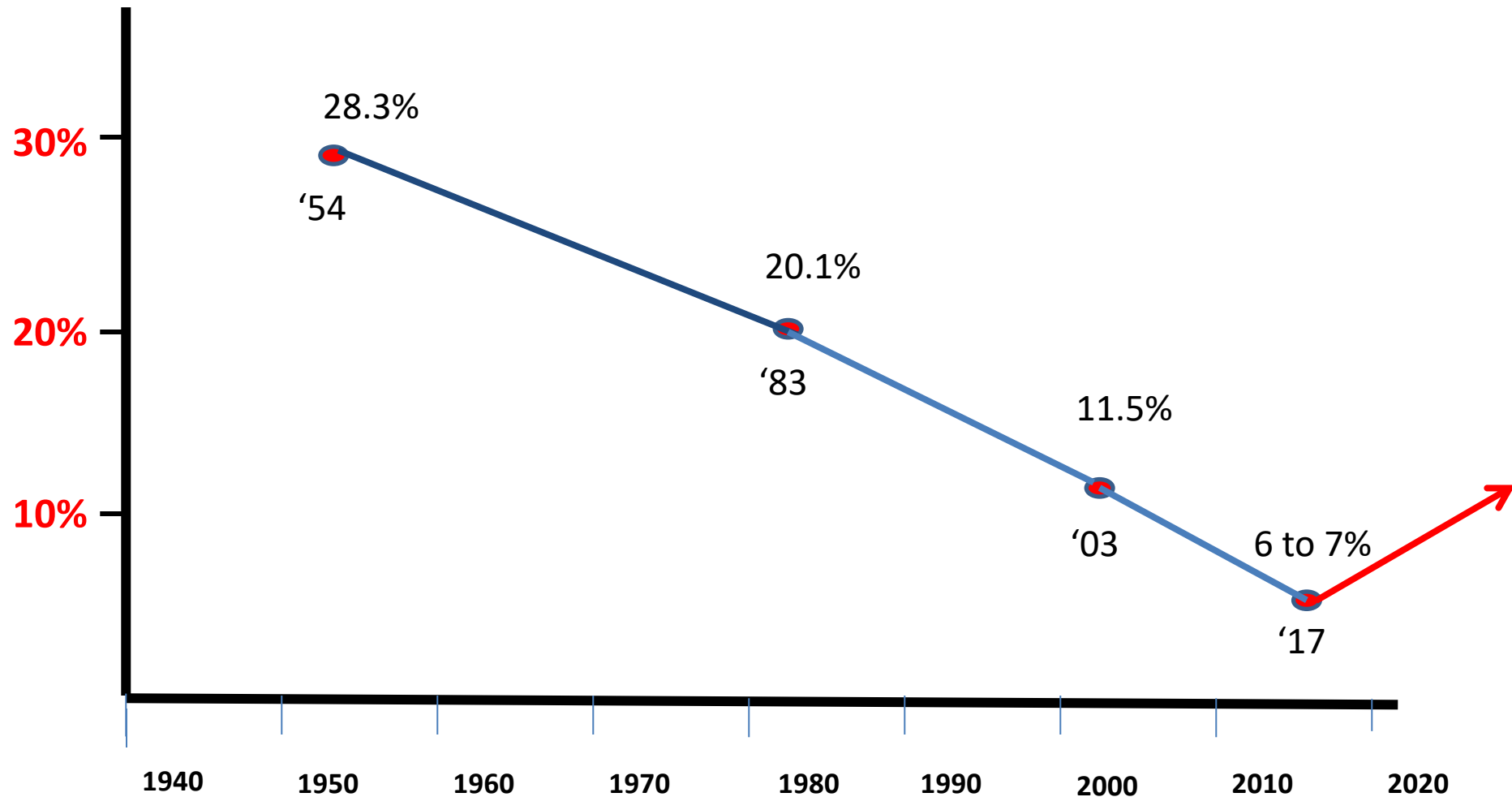
<u>Region</u>	<u>Business Dev. Officer</u>	<u>Cell Number</u>
Northeast	Bridget Martin	(703) 850-6124
	Alicia Paige	(202) 258-5375
Southeast	Trent Chastain	(912) 661-1825
Great Lakes	Heather Waksmundzki	(312) 560-2590
Southwest	Joe Schoonover	(816) 803-1099
Calf./Nev.	Johnny Baca	(925) 222-8937
Mid/No. West	Matt Johnson	(816) 935-6550

BOL Regional Territories





Organized Labor's Power Recovery



Questions