U.S. Department of Labor Office of Labor-Management Standards Washington, DC 20210

# FORM LM-20 AGREEMENT AND ACTIVITIES REPORT

Form approved Office of Management and Budget No. 1245-0003 Expires 08-31-2016



C- 65802

1. File Number:

This report is mandatory under P.L. 86-257, as amended. Failure to comply may result in criminal prosecution, fines, or civil penalties as provided by 29 U.S.C. 439 or 440. Required of persons, including Labor Relations Consultants and Other Individuals and Organizations, Under Section 203(b) of the Labor-Management Reporting and Disclosure Act of 1959, as amended. (LMRDA)

576244

READ THE INSTRUCTIONS CAREFULLY BEFORE PREPARING THIS REPORT.

Person Filing				
Name and mailing address (include ZIP Code):		3. Any other address where records necessary to verify this report are kept:		
Name		Name		
Title		Title		
Organization International Labor Relations		Organization		
P.O. Box, Bldg., Room No., if any		P.O. Box, Bldg., Room No., if any		
Street 8086 South Yale Ave suite 225		Street		
City Tulsa		City		
State Oklahoma ZIP Code + 4 74136		State	ZIP Code + 4	
4. Date fiscal year ends:	5. Type of person:			
Dec / 31	a. Individual b. Partnership	Partnership c. Corporation d. Other (Specify):		
Nature of Agreement or Arrangement				
6. Full name and address of employer with whom made (include ZIP Code):		7. Date entered into: 10 / 7 / 2014		
Name				
Organization Aryzta / La Brea Bakery/ Otis Spunkmeyer		Name of person(s) through whom made:		
Trade Name, if any		Name Debra Gray		
P.O. Box, Bldg., Room No., if any		Name		
Street 111 Northwest Ave,		Name		
City Northlake		Name		
State Illinois	ZIP Code + 4 60164	Name		
Signatures				
Each of the undersigned declares, und the information contained in any accommune, correct, and complete. (See Seeting 13. Signed President	er penalty of perjury and other applicable apanying documents) has been examined out VII on penalties in the instructions.)  President (If other title, see instructions)	penalties of law, that all of the inforby the signatory and is, to the best  14. Signed  Title  Treasurer	mation submitted in this report (including of the undersigned's knowledge and belief,  Treasurer (If other title, see instructions)	
On 11/01/2014 80	0-555-7509 Telephone Number	On 11/01/2014 Date	800-555-7509 Telephone Number	
Form I M 20 (2002)				

Filer: International Labor Relations	File Number C- 65802				
9. Check the appropriate box to indicate whether an object of the activities undertaken, is directly or indirectly:					
a. To persuade employees to exercise or not to exercise, or persuade employees as to the manner of exercising, the right to organize and bargain collectively through representatives of their own choosing.					
b. To supply an employer with information concerning the activities of employees or a labor organization in connection with a labor dispute involving such employer, except information for use solely in conjunction with an administrative or arbitral proceeding or a criminal or civil judicial proceeding.					
10. Terms and conditions (Explain in detail; see instructions. Written agreements must be attached.):					
See Attached Agreement					
Describe Assistance to the Description	<del></del>				
Specific Activities to be Performed  11 For each activity congretaly list in detail the information required (See instruction)	ional				
<ol> <li>For each activity, separately list in detail the information required (See instructi a. Nature of activity:</li> </ol>	uis).				
Engaged to communicate with employees so they can make an informed decision reguarding exercising their rights to organize and bargin collectively.					
their rights to organize and bargin correctivery.					
11.b. Period during which performed:	11.c. Extent performed:				
Beginning on or about 10/26/2014	Ongoing				
11.d. Name and address through whom performed:	Additional Name and address through whom performed, if any:				
Name	Name				
Organization CRS Labor Relations Solutions, LLC	Organization				
P.O. Box, Bldg., Room No., if any	P.O. Box, Bldg., Room No., if any				
Street 1500 E. Katella Ave St M	Street				
City Orange	City				
State California ZIP Code + 4 92867	State ZIP Code + 4				
12.a. Identify subject groups of employees:	12.b. Identify subject labor organizations:				
All employees eligible to vote in the bargaining unit					



## International Labor Relations

Hawaii & Los Angeles & San Francisco & Tulsa & Chicago & New York & Guam



Date: October 7, 2014

Via Email: Debra.Gray@aryzta.com

Name: Debra Gray

Title: Division VP, Human Resources

Company: Aryzta I La Brea Bakery I Otis Spunkmeyer Address: 111 N. Northwest Ave , Northlake , IL 60164

Phone (256) 653-4491

RE: [Aryzta | La Brea Bakery | Otis Spunkmeyer] ~ Pre-Petition Inoculation

### SITUATION ASSESSMENT:

This Engagement Letter outlines the terms of complete and comprehensive Consulting services to combat the pre-petition activity at [Aryzta I Le Brea Bakery I Otis Spunkmeyer], or "Company".

A systematic, organized pre-petition inoculation strategy will be implemented. All executives, managers and supervisors must be thoroughly trained in what can be said and not said to employees. Employees will be educated to make an informed decision prior to card signing.

Time is of the essence in commencing work on behalf of the Company. Any delay is injurious to the Company's chances of successfully mitigating pre-petition activity.

#### **OBJECTIVES:**

- Our objectives include conducting a thorough assessment as to the local management and conditions that led to the organizing effort.
- Training local management in the operation of the National Labor Relations Act including formation of the Company's Union-free philosophy statement, the enforcement of no-solicitation, no-distribution policies, a full understanding of the actual Union Organizing Plan, and an understanding of the use and misuse of Union Authorization Cards.
- Management's knowledge of what they can say during the Union campaign
  including disadvantages of Union representation from the viewpoint of the
  Company Services and the Company employees. A thorough understanding of the
  facts involving collective bargaining, strikes, Union fines against members, and
  obligations owed by employees to the Union.
- An understanding of what the supervisor can do prior to and during an organizing campaign. A thorough understanding of the TIPS rules including common questions that employees ask supervisors during pre-petition activity and desired responses.
- Supervisor/employee role-playing scenarios involving common situations that occur during Union organizing pre-petition activity.
- Systematic captive audience meetings with all supervisors and voting employees on a weekly basis, with distribution of appropriate handouts in English or any other applicable language.

#### **VALUE TO THE ORGANIZATION:**

- The value to the organization will include permitting the Company to continue to operate while systematically addressing pre-petition activity.
- Proactively identifying those factors and conditions by department that contribute to low employee morale and disaffection.
- One-on-one discussions with each manager and supervisor to localize issues that demand attention and possible correction. Reporting to senior management about the strengths and weaknesses in the organization that require immediate intervention and corrective action to minimize the likelihood of future Union encroachment.

#### **TERMS AND CONDITIONS:**

**Fees:** The fee for a day rate per Consultant is \$375.00 per hour per calendar day worked by each Consultant including travel days. Estimate days of 5 days for engagement total of \$15,000.00 is projected.

Should the Company request additional days of Management Consulting, it is understood those additional calendar days will be billed at our customary rate of \$3,000.00 per day including travel days. For purposes of this proposal a consulting day means each calendar day worked.

In the event NLRB Representation is required and assigned to a Pinnacle Labor Relations Consultant, NLRB Representation shall be billed at \$375 per hour.

Company shall provide air travel, rental car, hotel accommodations, meals, and reasonable business expenses as set forth below to consultants through weekly billing to Company.

**Initial Retainer:** An initial retainer in the amount of \_\_\_\_\_\_ to be wired to International Labor Relations is due upon the commencement of services.

**Payment Terms:** Payment of Statement of Services Rendered, to be delivered in an electronic format, is expected within 7 days upon delivery throughout the mutually agreed upon duration for Management Consulting.

**Expenses**: All airfare, hotel, and rental car expenses will be billed as incurred and are due upon presentation of ongoing Expense Reports and direct billed by the Consultant. All expenses not direct billed by the Consultant will be billed on behalf of the Consultant through Pinnacle Labor Relations and are due upon receipt. Expenses may include unpaid transportation (air, rental car, taxi, parking, etc.), lodging expenses, food, and other reasonable business expenses.

#### **AGREEMENT TERMS:**

**Copyright:** It is further understood that all materials included in or with the above referenced items or programs are fully covered and protected by federal copyright laws. Federal law provides civil and criminal penalties for the unauthorized reproduction, distribution or exhibition of protected products. Criminal copyright infringement is investigated by the FBI and may constitute a felony penalty of up to five years in prison and/or a \$250,000 fine.

**U.S. Department of Labor Reporting Requirements:** You further acknowledge that no representation by Pinnacle Labor Relations or its representatives were relied on by you or any member of your Company in entering this agreement, and that this document represents the full understanding of the parties. You acknowledge and agree that we have informed you of the obligation to report any direct persuader activity performed on your behalf to the United States Department of Labor by both our firm and your firm and that failure to timely file these reports can subject your company criminal penalties.

**Arbitration:** Your payment, in the absence of your signature below, indicates your acceptance of this project and the terms and conditions as stated herein. The parties agree that California law governs any dispute between them and to resolve any disputes by arbitration in California under the American Arbitration Association rules.

**ACCEPTANCE:** Your signature below indicates acceptance of the terms and this proposal. In the event this Agreement is unsigned by Company, work commenced by Consultant on behalf of Company shall constitute acceptance by Company of all terms and conditions stated herein.

Company:	
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**International Labor Relations**