

fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036  
+1 202 589 2532  
[www.ftld.com](http://www.ftld.com)

September 25, 2013

Ms. Christine Willett  
Vice President, gTLD Operations  
ICANN  
12025 Waterfront Drive, Suite 300  
Los Angeles, CA 90094

Re: Additional Letters of Endorsement, Application ID# 1-1035-13873

Dear Ms. Willett,

fTLD Registry Services, LLC (fTLD) is pleased to provide ICANN with the attached additional letters of endorsement of its community-based application for the .BANK generic Top-Level Domain (gTLD). Please add these letters to fTLD's application so they are available for review in connection with the ongoing evaluation and consideration of the application. These letters, as well as those submitted with the application in May 2012, are also available at [www.ftld.com/endorsers.html](http://www.ftld.com/endorsers.html).

Thank you for your prompt attention to this request.

Sincerely,

A handwritten signature in black ink, appearing to read "Craig Schwartz". The signature is stylized and cursive.

Craig Schwartz  
Director

cc: New gTLD Operations ([newgtld@icann.org](mailto:newgtld@icann.org))



2870 Holmgren Way  
Green Bay, WI 54304  
920-405-2266 PHONE  
920-405-2756 FAX

Associated Banc-Corp

February 21, 2013

Mr. Craig Schwartz, Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Associated Banc-Corp, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 920-405-2266 or via email at [Jim.Yee@associatedbank.com](mailto:Jim.Yee@associatedbank.com) should you have any questions.

Sincerely,

  
James Yee  
Chief Information Officer

August 8, 2012

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Sent via email: craig@fsround.org

Dear Mr. Schwartz:

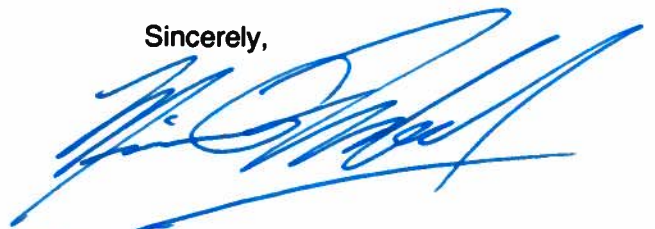
On behalf of the Canadian Bankers Association, I am writing to express our support for fTLD Registry Services, LLC's (FRS) application for the .bank Top-Level Domain. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

Of particular interest to the CBA is the commitment by FRS to ensure international input and involvement in the administration and governance of .bank. The application states that "fTLD Registry Services, LLC (FRS) was created to serve and protect the global banking community through the creation of a .bank generic Top Level Domain (gTLD)" and goes on to state that FRS intends to "provide the global banking community, more specifically banks, with the opportunity to explore and create innovative products and services that support the community in addressing the Internet based issues and losses caused by fraud and criminal activity...."

In order to gain international input into the governance of .bank, the FRS application indicates that it intends to create an international advisory board. The application states that "The Advisory Board will contain a group of global financial associations and additional financial members whose sole purpose is to represent the community. These committee members will be chosen from well-known organizations and associations within the community." We applaud this initiative and look forward to participating. The application also notes that "Close relationships will be maintained with the regulatory oversight organizations associated with the community, thus providing additional accountability to the community." We strongly support engagement with regulators given the important role they play in ensuring that institutions wanting to carry on a banking business, and holding themselves out as a bank, are well-capitalized and well-managed.

Please feel free to contact me if you have any questions.

Sincerely,



**Via Overnight Courier**

March 1, 2013

Mr. Craig Schwartz, Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Re: fTLD Registry Services LLC Application for .bank Top Level Domain Name Registration

Dear Mr. Schwartz,

On behalf of Comerica Bank, a Texas banking association, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

In this regard, we note for you that by ICAAN awarding the registration to fTLD as opposed to the other applicants, it will help protect the public by enabling fTLD to ensure that those who use the top level domain name .bank are truly in the banking business. The fTLD organization is the best entity with the most vested interest in protecting the integrity of the .bank top level domain name.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 248.371.4652 or via email at ggsurdu@comerica.com should you have any questions.

Sincerely,



George G. Surdu  
Executive Vice President and Chief Technology Officer  
Comerica Bank

Cc: Paul Obermeyer  
Jon Bilstrom  
DJ Culkar



DANISH BANKERS ASSOCIATION

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of The Danish Bankers Association, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (+45) 33 70 10 72 or via email at [kbr@finansraadet.dk](mailto:kbr@finansraadet.dk) should you have any questions.

Yours sincerely

Kristina Breyen  
Legal consultant  
Direct +45 3370 1072  
[kbr@finansraadet.dk](mailto:kbr@finansraadet.dk)

5. marts 2013

Finanssektorens Hus  
Amaliegade 7  
DK-1256 Copenhagen K

Phone +45 3370 1000  
Fax +45 3393 0260

[mail@finansraadet.dk](mailto:mail@finansraadet.dk)  
[www.finansraadet.dk](http://www.finansraadet.dk)

File no. 115/27

Doc. no. 328206-v1



**FIRST HORIZON**  
NATIONAL CORPORATION

D. Bryan Jordan  
President  
Chief Executive Officer

February 8, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of First Horizon National Corporation, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for and governed by the financial services industry. Securing .bank positions the industry to meet the business, security and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to contact our Chief Information Officer, Bruce Livesay, at 901-523-5900 or via email at [blivesay@firsthorizon.com](mailto:blivesay@firsthorizon.com) should you have any questions.

Sincerely,

First Horizon National Corporation  
165 Madison Avenue • Memphis, TN 38103  
Phone: (901) 523-4194 Fax: (901) 523-5762  
[bjordan@firsthorizon.com](mailto:bjordan@firsthorizon.com)



**Sarah A. Miller**  
Chief Executive Officer  
E-mail: [smiller@iib.org](mailto:smiller@iib.org)

## INSTITUTE OF INTERNATIONAL BANKERS

299 Park Avenue, 17th Floor  
New York, N.Y. 10171  
Direct: (646) 213-1147  
Facsimile: (212) 421-1119  
Main: (212) 421-1611  
[www.iib.org](http://www.iib.org)

April 2, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of the Institute of International Bankers, I am writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We believe, the fTLD proposal best represents the concerns and interests of both financial services institutions and their customers. Having worked with the founding members of fTLD over the years on a variety of issues, we believe fTLD has the leadership to ensure that the .bank domain operates in a manner that will enhance the security of this domain.

The IIB represents internationally headquartered financial institutions from over 35 countries around the world doing business in the United States. The IIB's members consist principally of international banks that operate branches and agencies, bank subsidiaries and broker-dealer subsidiaries in the United States. In the aggregate, our members' U.S. banking operations have more than \$3 trillion in assets and provide 25% of all commercial and industrial bank loans made in this country and contribute to the depth and liquidity of U.S. financial markets.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 212-421-1611 should you have any questions.

Sincerely,

Sarah A. Miller  
Chief Executive Officer

JPMORGAN CHASE & CO.

John Marion  
301 N. Walnut Street  
Wilmington, DE 19801

February 4, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

I am writing on behalf of JPMorgan Chase to express support for fTLD Registry Services, LLC's application for the .bank Top-Level Domain. fTLD Registry Services, LLC has demonstrated leadership in its efforts to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

I appreciate the opportunity to voice our support for this initiative. Please do not hesitate to contact me should you have any questions.

Sincerely,



John Marion  
CFO, Online & Mobile Banking



March 4, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of LPL Financial, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .insurance Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (617) 897-4040 or via email at [mark.casady@lpl.com](mailto:mark.casady@lpl.com) should you have any questions.

Sincerely,



Mark S. Casady  
Chairman & CEO

April 4, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz:

This letter is being submitted on behalf of NACHA – The Electronic Payments Organization (“NACHA”). NACHA manages the development, administration, and governance of the ACH Network, the backbone for the electronic movement of money and data. The ACH Network serves as a safe, secure, reliable network for direct consumer, business, and government payments, and annually facilitates billions of payments. The ACH Network is governed by the *NACHA Operating Rules*, authored by NACHA, which guide risk management and create certainty for all participants. NACHA, a not-for-profit organization, helps manage the ACH Network through its board of directors, staff, and various committees. NACHA represents nearly 11,000 financial institutions via 17 regional payments associations and direct membership. Through its industry councils and forums, NACHA brings together payments system stakeholders to enable innovation that strengthens the industry with creative payment solutions.

Because of our position as an industry body charged with oversight of critical payments infrastructure within the U.S., we feel that we are uniquely positioned to comment on the qualifications of applicants for the .bank gTLD. In this regard, we are writing to express our strong support for the application of fTLD Registry Services LLC (“fTLD”). Confidence in the proper management of the .bank domain will be critical for the banking industry and its millions of customers. We believe that fTLD’s application demonstrates that it is well positioned to provide the kind of oversight of the .bank domain that not only will meet the applicable technical requirements, but more importantly will address the unique policy concerns associated with managing a gTLD that will represent the face of the financial industry to consumers.

fTLD is well situated to manage the .bank gTLD in a manner that meets ICANN standards for robustness, scalability, security and reliability. fTLD has contracted with Verisign, Inc., the largest technical provider of registry infrastructure services in the world, and the operator for .com, .net, .gov as well as a host of other gTLDs, to provide .bank's technical infrastructure. In .com's nearly 30 years of operations it has never gone down or had any unplanned/unscheduled outages. For a gTLD such as .bank, having the platinum standard in technical services is an absolute must. Financially, fTLD has the industry support that will ensure that it remains a stable manager of this critical industry infrastructure, including express support commitments from its

Re: Mr. Craig Schwartz  
April 4, 2013  
Page 2

two organizing bodies – the American Bankers Association (the “ABA”) and the Financial Services Roundtable (the “Roundtable”).

Just as important as their financial commitment to fTLD, the ABA and the Roundtable will act as the joint operating manager for fTLD, providing day-to-day operational oversight as well as subject matter resources without charge. As entities with a long history of promoting safe and secure access to financial services, these entities will ensure that the community domain is managed in a way that enhances the security and integrity of all providers. In order for financial institutions and their customers to have confidence in interactions through the .bank domain, it is essential that an experienced, knowledgeable representative of the industry as a whole manage the gTLD in a neutral manner with utmost attention to security requirements of the domain. fTLD is the applicant that meets those standards.

We trust the foregoing will be useful as you move forward with your application. Please feel free to use it in that context. If we can be of further assistance, please do not hesitate to contact me at 703/ 561-1100.

Sincerely,

A handwritten signature in cursive script that reads "Jane Larimer".

Jane Larimer  
EVP, ACH Network Administration &  
General Counsel

6 March, 2013

**Mr. Craig Schwartz**  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

**RBS Communications  
and Marketing**

5<sup>th</sup> Floor,  
135 Bishopsgate  
London  
EC2M 4RB

Tel: 020 7678 0081

[www.rbs.com](http://www.rbs.com)

Dear Mr. Schwartz:

On behalf of The Royal Bank of Scotland Group, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at +44 20 7678 0081 or via email at [maz.hayes@rbs.co.uk](mailto:maz.hayes@rbs.co.uk) should you have any questions.

Sincerely,



**Maz Hayes**  
**Head of Digital**  
Digital Communications, Group Communications, and  
Markets and International Banking



**MICHAEL J. SMITH**  
PRESIDENT AND CHIEF EXECUTIVE OFFICER  
mike.smith.hgwm@statefarm.com

PHONE: (309) 735-1555  
FAX: (309) 763-7011

February 27, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of State Farm Bank, I am writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at (309) 735-1555 or via email at [mike.smith.hgwm@statefarm.com](mailto:mike.smith.hgwm@statefarm.com) should you have any questions.

Sincerely,

Michael J. Smith



One TSYS Way  
Post Office Box 1755  
Columbus, Georgia 31902-1755

706.649.2347  
706.644.1702 (fax)  
ptomlinson@tsys.com

**Philip W. Tomlinson**  
Chairman of the Board and CEO

February 8, 2013

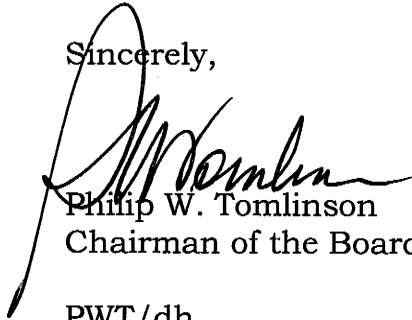
Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Total System Services, Inc., a global payment solutions provider, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank and .insurance Top-Level Domains. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank and .insurance positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative.

Sincerely,



Philip W. Tomlinson  
Chairman of the Board and CEO

PWT/dh

March 4<sup>th</sup>, 2013

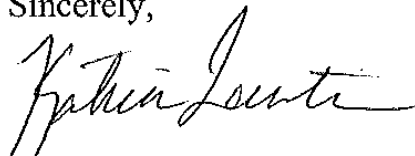
Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of U.S. Bank, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at 612-973-0630 or via email at [katrina.lasota@usbank.com](mailto:katrina.lasota@usbank.com) should you have any questions.

Sincerely,

A handwritten signature in black ink that reads 'Katrina Lasota'.

Katrina Lasota  
Senior Business Line Risk Manager  
Internet and Mobile Channel Group



Charles W. Scharf  
Chief Executive Officer

February 11, 2013

Mr. Craig Schwartz  
Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz,

On behalf of Visa Inc, we are writing to express our support for fTLD Registry Services, LLC's (fTLD) application for the .bank Top-Level Domain. We appreciate and applaud fTLD's leadership to establish a protected Internet space operated for, and governed by, the financial services industry. Securing .bank positions the industry to meet the business, security, and technological developments that arise from the introduction of new generic Top-Level Domains.

We appreciate the opportunity to voice our support for this initiative. Please do not hesitate to reach me at +1 650 432 4277 or via email at [cscharf@visa.com](mailto:cscharf@visa.com) should you have any questions.

Yours sincerely,



The Wells Fargo logo, featuring the words "WELLS" and "FARGO" in a gold, serif font stacked vertically on a dark red square background.

**James P. Smith**  
**Wells Fargo**  
**Digital Channels Group**  
550 California Street, 2<sup>nd</sup> Fl.  
MAC A0112-020  
San Francisco, CA 94104

smithjp@wellsfargo.com

February 27, 2013

Mr. Craig Schwartz, Director  
fTLD Registry Services, LLC  
c/o American Bankers Association  
1120 Connecticut Avenue, NW  
Washington, DC 20036

Dear Mr. Schwartz:

We are writing to express our support for the fTLD Registry Services, LLC application for the .bank top-level domain name. Any top-level domain focused on the financial services is best managed by the financial services industry and fTLD's application would help to ensure that happens.

We appreciate FRS' leadership in establishing a protected Internet space that would be governed by the financial services industry. We are happy to voice our support for fTLD's application.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim Smith", written over a light blue horizontal line.

James. P Smith  
Executive Vice President