

NASBP with

# Passion & Purpose

NASBP Highlights  
**The Year  
in Review  
2022**



forming relationships



advancing the surety industry

sharing experience and knowledge

guiding talented professionals



**NATIONAL ASSOCIATION OF  
SURETY BOND PRODUCERS**  
Professionals in Surety Bonding

**“...I encourage all of us to engage in the life of NASBP with passion and purpose. Once you are so engaged, you cannot help but feel a sense of gratitude and a feeling of belonging to something excellent.”**

**Nick Newton**  
NASBP President  
2022–2023





# From the NASBP President



I always have been someone who jumps in with “both feet” to pursue activities about which I care deeply, and, once I commit, I engage with passion and purpose. Taking on the privilege and the

responsibility of being the NASBP President has been the same for me and has given me even greater appreciation for all that is done by volunteers and by staff to move our association and our treasured industry forward. It is nearly impossible to realize the scope of the association’s endeavors fully as a casual observer; those having the opportunity to take part in NASBP leadership, however, quickly are humbled by what transpires to preserve, protect, and promote our livelihoods. That is why I encourage all of us to engage in the life of NASBP with passion and purpose. Once you are so engaged, you cannot help but feel a sense of gratitude and a feeling of belonging to something excellent. As Voltaire once remarked: *“Appreciation is a wonderful thing. It makes what is excellent in others belong to us as well.”*

There is much to appreciate in the work and accomplishments of NASBP in 2022, as the organization, through its dedicated volunteers and staff, jumped

into pursuing objectives with unbridled passion and purpose fully on display. Right before the year turned, NASBP realized one of its greatest legislative victories—exempting the federal Miller Act from periodic indexing for inflation—as a legislative remedy was signed into law on December 27, 2021. Similarly, NASBP and SFAA successfully advocated for bond requirements on Transportation Infrastructure Finance & Innovation Act funded projects. The momentum built through those considerable advocacy victories carried on as NASBP co-hosted a series of successful SuretyPAC events in early March to show appreciation to those members of Congress who support issues of interest to surety professionals.

NASBP also held a virtual federal legislative fly-in to again bring awareness to congressional offices about the surety industry’s importance to federal procurement and to the welfare of the nation’s economy. Working in tandem with our stakeholder organizations in the Construction Industry Procurement Coalition this year, NASBP advocacy efforts also produced the introduction of new legislation, H.R. 8273, the Small Business Payment for Performance Act of 2022, to ensure that federal contractors are not unfairly burdened with financing unilateral government change orders. This legislation was included as an amendment to the National Defense Authorization Act for Fiscal Year 2023.

NASBP continues to reach out in many ways and in many directions to build appreciation for the surety product. I enjoy, as I hope you do, the engaging NASBP Podcast series, *Let’s Get Surety*, which illuminates through entertaining guests the multi-faceted world of surety, and the informative issues of NASBP’s magazine, *Surety Bond Quarterly*. NASBP has stepped up its game in social media presence and released throughout this year a new *Be Guaranteed to Succeed* video series, termed “surety shorts,” which provides succinct reasons that project owners need surety bonds to mitigate risks. I also was fortunate to be an ambassador for bond producer perspectives as an invited speaker at the Surety Claims Institute and at the Pearlman Conference.

Let’s not forget the very memorable educational and meeting events held in 2022. My congratulations to Immediate Past President Tracy Tucker for hosting an amazing Annual Meeting in May with near-record attendance. We have had great turnout at both the winter and the summer Surety Schools with enthusiastic students, who portend a bright future for the surety industry, and very successful East and West Meetings in Boston and San Antonio, respectively.

I am buoyed by the evident passion and purpose we, as the NASBP community, bring into 2023, and I am confident

that NASBP is well positioned for the challenges and the opportunities that lay ahead.

Yours with passion and purpose,

A handwritten signature in black ink that reads "Nick Newton". The script is fluid and cursive.

**Nick Newton**

NASBP President and  
Senior Vice President–Surety  
Assured Partners of Minnesota, LLC  
St. Paul, MN

## 2022–2023 NASBP Officers



FROM LEFT: Robert Coon, Tracy Tucker, Nick Newton, Patrick Pribyl, and Zach Mendelson

# Community & Membership

## Membership Survey: NASBP Members Would Recommend NASBP to Peers



"Growing up I'd attend NASBP meetings with my parents and watch them reconnect with friends and colleagues. Smiles were plentiful as stories were retold. Now with my own relationships, I can't imagine working in any other industry. The people I work with to guarantee successful projects are gold to me."

**Bryce Guignard**  
President  
Guignard Company  
Longwood, FL

This spring NASBP conducted a NASBP Membership Survey. The **394 survey responses** represented **55%** Producer Members, **45%** Affiliates, **0%** Associates (1 respondent).

The Survey revealed that:

- **95% of members reported that they were overall satisfied with their membership.** (Very satisfied, satisfied, or somewhat satisfied) *Note that McKinley Advisors for IEEE-ISTO reported that trade association member satisfaction average is 80%.*
- **96% of members reported that they would likely recommend NASBP membership to a peer.**
- **Many participants indicated they have been involved with NASBP for over 20 years, nearly 60%. Only 10% report that their firm has been part of NASBP for 5 years or less.**

### What did a few survey respondents say?\*

*"Great organization that keeps us all connected and focused on the successful growth of our clients."*

*"The professional development and networking opportunities afforded to me through my membership have had an incredibly positive impact on my career as a surety bond producer."*

\*The survey was confidential so names of those quoted are not provided.

## NASBP Annual Meeting & Expo

2021-2022 President Tracy Tucker's Annual Meeting theme was "Better Together" and recorded a **near-record attendance of 830**.



During the final event, NASBP 2021-22 President Tracy Tucker and his wife Marla passed the torch to incoming NASBP President Nick Newton.



The NASBP membership enjoyed being back in person at the JW Marriott Palm Desert for the 2022 NASBP Annual Meeting & Expo.



The NASBP "Better Together" belt buckle was given to the NASBP Officers.

## Record Attendance at Events

A **record number of 23 sureties** participated in the Affiliate Entertaining event at the Annual Meeting. Here are a few of them:



Berkley Surety



Old Republic Surety Company



Liberty Mutual Surety



Merchants Bonding Company



Chubb



Markel Surety Corporation

See the May/June 2022 NASBP Pipeline e-newsletter for photos of all 23.



## NASBP In-Person Fall Meetings



### NASBP East Meeting (Boston, MA)

160 attended the NASBP East Meeting in Boston.



Attendees cooked up some fun at the Action Kitchen optional event during the NASBP East Meeting.



The 5-15 Leadership Committee Happy Hour was well attended at the NASBP East Meeting.



### NASBP West Meeting (San Antonio, TX)

300 attended the NASBP West Meeting in San Antonio.



The NASBP West Meeting 5-15 Happy Hour offered an opportunity to network and have fun with NASBP colleagues.



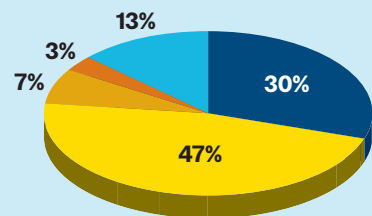
The General Sessions of both the NASBP East and West Meetings were well attended. NASBP West Meeting Keynote Speaker John Kriesel (pictured above) shared his message about overcoming challenges. Economist Chris Kuehl was the East Meeting Keynote.



## 2022 NASBP Producer Members

### 2022 New Producer Members

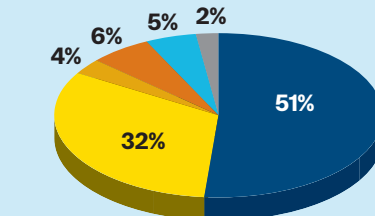
AS OF OCTOBER 27, 2022



- Multiple Office Dues Cap Participants**  
9 new members
- Single Office Participants**  
14 new members
- 2 Office Participants**  
2 new members
- 3+ Office Participants**  
1 new member
- Agency Satellite Offices**  
4 new members

### 2022 Producer Member Community

AS OF OCTOBER 27, 2022



- Multiple Office Dues Cap Participants**  
286 members
- Single Office Participants**  
179 members
- 2 Office Participants**  
19 members
- 3+ Office Participants**  
35 members
- Agency Satellite Offices**  
29 members
- International Participants**  
11 members

### Producer Members by Region

AS OF OCTOBER 27, 2022

1	AK, ID, MT, OR, WA, BC, AB, SK	47
2	AZ, CA, HI, NV, MX, AU, GU	77
3	CO, NM, UT, WY	32
4	KS, MO, NE	20
5	IA, MN, ND, SD	23
6	AR, LA, OK, TX	80
7	IL, IN, MI, OH, WI	54
8	AL, FL, GA, KY, MS, TN	65
9	DC, MD, NC, SC, VA, WV	53
10	DE, NJ, NY, PA, ON, UK	77
11	CT, ME, MA, NH, VT, RI, NB, PQ	25
12	PR, BR, SA	6
<b>Total Members</b>		<b>559</b>

### By State

TOP 5 STATES



*"The surety world has been such a blessing for my family and myself. The companies, people, best practices, and pure relationships that we have been able to build with business partners, colleagues, and NASBP members have been phenomenal. I cannot think of another industry that allows you to bring value and learn something new almost every day, while at the same time truly enjoying what you do."*

**John Martinez**  
Senior Vice President | Surety  
American Global  
Spring, TX

### Dues Cap Participating Offices

AS OF OCTOBER 27, 2022

Participating Corporate Agencies	10
Producer Dues Cap Participating Offices	276
<b>Total Participating Dues Cap Offices</b>	<b>286</b>

# Advocacy & Leadership

## 2021-2022 NASBP SuretyPAC

- Provided **\$35,500** to federal legislative candidates
- Received over **\$40,000** from NASBP membership
- **\$25,818.18** on hand



NASBP Dir. of Government Relations Larry LeClair met recently with U.S. Rep. Garrett Graves (R-LA-6th).

SHARE YOUR PASSION FOR SURETY



*"I had the privilege to witness NASBP advocacy efforts as a federal partner, so I know the hard work and dedication involved to generate change in the surety industry. Now that I am on*

*the producer side, I understand how valuable these efforts are to the success of my individual agency and how impactful results keep surety relevant. The NASBP team has my support, and I am committed to provide time and effort when required!"*

### Peter Gibbs

President  
Foundation Surety & Insurance Solutions  
Bowie, MD

## NASBP Celebrates Legislative Victories

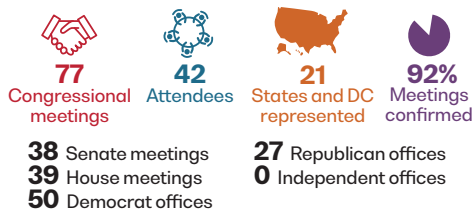
In March, NASBP co-hosted, with members of the Construction Industry Procurement Coalition (CIPC), a reception to celebrate two recent legislative wins: 1) advocating for inclusion of a provision in the National Defense Reauthorization bill that removes the Miller Act from inflationary indexing and 2) including a provision in the bipartisan infrastructure package that requires payment and performance security (surety bonds) on all federally financed infrastructure projects receiving loans and grants under TIFIA, including P3s.

NASBP and CIPC held a series of PAC fundraising events for: U.S. House of Rep. Small Business Committee Chair, **Nydia Velázquez** (D-NY-7th), U.S. House of Rep. **Troy Balderson** (R-OH-12th), U.S. Senator **Mazie Hirono** (D-CA), Co-Chairs of the Construction Procurement Caucus (CPC)—U.S. House of

Rep. **Scott Peters** (D-CA-52nd) and U.S. House of Rep. **Peter Stauber** (R-MN-8th).

NASBP is one of 16 construction groups that form the CIPC. The CIPC supported legislation, H.R. 8273, the "Small Business Payment for Performance Act of 2022," introduced by CPC co-chairs Reps. Peters and Stauber. H.R. 8273 lessens the financial burden placed on small construction businesses when federal project owners make unilateral changes to construction contracts. The measure was included as an amendment in the House version of the Fiscal Year 2023 National Defense Authorization Act (NDAA) and is currently under consideration in the final NDAA Bill.

### NASBP & SFAA Joint Virtual Legislative Fly-in



NASBP producers and affiliates participated in nearly 100 Virtual Fly-in meetings during the May 2022 Joint Virtual Legislative Fly-in.



NASBP officers and members met in March with U.S. Rep. Scott Peters, third from right.



LeClair met in September with U.S. Rep. Pete Stauber, who is co-chair of the CPC.



NASBP Officers and members attended a breakfast PAC event for U.S. Rep. Nydia Velazquez.



NASBP officers and members met in March with U.S. Rep. Troy Balderson, third from left, for a luncheon PAC event.





NASBP Third Vice Pres. Zach Mendelson at CIPC reception with JB Byrd of Business Coalition for Fair Competition and Andrea Rutledge of Construction Management Association of America.



Larry Taylor of Merchants Bonding and NASBP CEO Mark McCallum at the CIPC reception.



A reception was held in March to celebrate the landmark legislative victories obtained from the hard work of the CIPC.

## Outstanding Leadership Recognized



Spence Miller, retired, was presented the prestigious NASBP Bruce T. Wallace (BTW) Award at the NASBP Annual Meeting.



This summer Newton and Tucker presented Steve Anderson, retired, with the BTW Award. (Anderson couldn't attend the Annual Meeting.)



Then NASBP President Tracy Tucker presented the NASBP President's Award to Mark Munekawa in recognition of his valuable support.

## NASBP Testifies on Capitol Hill About SBA

In July NASBP testified before the U.S. House Small Business Committee on "Leveraging the Infrastructure Investment and Jobs Act: The Role of the SBA's Bond Guarantee Program."



Peter Gibbs of member Foundation Surety & Insurance Solutions testified on behalf of NASBP, and Ralph Pulver of Travelers Bond & Specialty Insurance testified on behalf of SFAA.

## 5-15 Leadership Committee

- Held a home office visit at the Markel Austin, TX office, a breakfast during the Annual Meeting, and a Happy Hour at both of the East and West Meetings.
- Recorded the largest incoming class of candidates, which was 10.



FROM LEFT, FOREGROUND: Mark Duggan, Tim Bowen, and Michael Lischer were among the 5-15 Leadership Committee Members who participated in the Markel Surety home office visit.



"NASBP and its Leadership, past and present, truly help create PASSION and PURPOSE. I met Jack Curtin (RIP) at my first NASBP meeting. When he asked me what I was passionate about, I told him teaching and politics. Within a few months I was teaching with him at the NASBP Surety School and doing NASBP Government Relations! His passion and that of so many other NASBP members drive me to this day!"

**Lawrence F. McMahon, AFSB**  
Executive Vice President, Surety Manager  
Construction Services Group  
Alliant Insurance Services, Inc.  
San Diego, CA

SHARE YOUR PASSION FOR SURETY

## NASBP Letters Sent on Behalf of NASBP Members Have Impact!

In response to member requests, NASBP crafted and sent comment letters to federal, state, and local agency officials. NASBP's success was excellent, often obtaining some relief in the bonds and contracts or at least opening up an educational dialogue with the agency. This year's letters addressed how:

1. **Resident agent countersignature laws** violate the law in every state (while countersignature laws are legal); and
2. **Onerous language in bond forms and in contracts** are not in the best interest of the obligee (both decreasing the number of bidders—raising the bids—and decreasing the number of eligible small business bidders).

3. Other specific letters were sent. Two among these were sent to the:

- **U.S. Army Corp of Engineers (USACE)**—jointly with SFAA—requesting that bonds be required for construction portion of projects receiving financing through WIFIA credit arrangements for USACE projects.
- **General Services Administration** asking for clarifying information in the instructions for Standard Forms on the use of the term "expiration date."

# Communications & Industry Outreach

## NASBP Advisory Council Participants and Colleagues provided:

NASBP Blogs 24 posts  
 Surety Bond Quarterly magazine 24 articles, 31 authors  
 NASBP "Let's Get Surety" Podcast 1 episode  
 NASBP Virtual Seminars 11 seminars; 17 presenters

## NASBP Blog Posts

Total NASBP Blog Posts (as of Nov. 2, 2022) 98 posts



"NASBP has provided me with a platform to grow, both professionally and personally. The resources and materials offered by NASBP have assisted me in developing new business and servicing clients. By getting involved in committees, I have developed life-long friendships and have been able to give back to an industry I love."

Jennifer Salm, CPA, AFSB  
 Surety Director, Midwest Region  
 Marsh & McLennan Agency, LLC  
 Dayton, OH

## Continuing to Reach Industry Professionals

### NASBP Launched New Series of 9 Video Shorts on What Owners Should Know About Bonding

As part of this year's Be Guaranteed To Succeed PR campaign, NASBP published a set of 9 video shorts that underscore the 9 things savvy project owners should know about bonding. NASBP encouraged members and the general public to share, like, post, and include these 60-second or less videos in presentations along with NASBP hashtags.



### NASBP Social Media Event-Focused Campaigns

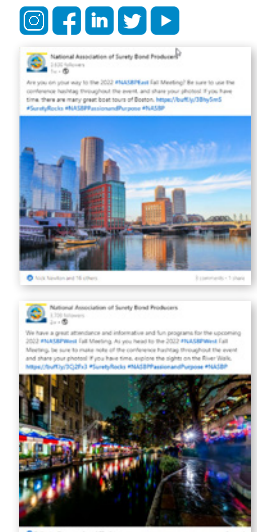
NASBP undertook four robust event social media campaigns that promoted May's Infrastructure Week, the NASBP Annual Meeting, the NASBP East Meeting in Boston, and the NASBP West Meeting in San Antonio by publishing several posts daily for each event to NASBP's five social media channels.



NASBP published numerous social media posts during the Annual Meeting.



NASBP shared the importance of surety bonds to public infrastructure projects through social media posts during Infrastructure Week.



In addition to content about the NASBP Fall Meetings, NASBP posted about historic information and sightseeing opportunities in host cities of Boston and San Antonio.



## Industry Outreach to Construction Organizations and Others

NASBP engaged with and presented to industry organizations and associations, such as the American Institute of Architects (AIA), American Subcontractors Association, Amplify, Associated Builders & Contractors (ABC), Associated General Contractors of America, ConsensusDocs, Construction Management Association of America, Pearlman Conference, Risk Management in Underground Construction Course, Surety Claims Institute, TRIP—a transportation research nonprofit, and local surety associations, such as the Surety Association of Illinois and the Minnesota Surety Association.



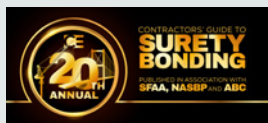
This summer NASBP joined TRIP in its celebration of 50 years of existence.



Kevin Baird of Flood and Peterson presented to the Risk Management in Underground Construction Course, which had an audience of primarily large heavy, industrial contractors.



NASBP informed the membership of AAA's annual meeting panel discussions covering new trends in arbitrating construction industry disputes.



NASBP was an editorial co-sponsor and contributed content to the ABC magazine, *Construction Executive (CE)*, surety supplement for the 2022 November issue.



Four principals of the entity that manages the AIA Contract Documents Program participated in NASBP Podcasts about standard form contracts.



President Newton and McCallum made a presentation about the Association and surety bonding trends to the Surety Claims Institute.



NASBP invited Kristy Dombroski, a board member of the Construction Industry Alliance for Suicide Prevention, to provide an update at NASBP Fall Meetings on CIASP's accomplishments.



NASBP's Shamapande presented to the Surety Association of Illinois and provided information about NASBP Professional Development offerings.

## NASBP SmartBrief Celebrates 12 Years of Publication

[www.smartbrief.com/nasbp](http://www.smartbrief.com/nasbp)



In honor of 12 years of publication, NASBP revised and updated NASBP's free weekly newsletter, *NASBP SmartBrief*, by adding a new advertising opportunity in the Brief and a refreshed look. The Brief, which retains its excellent engagement rate, records

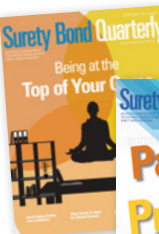
a click-through-rate (CTR) of **34.80%** — the SmartBrief public newsletter **average CTR** is only **3.25%**.



## NASBP SBQ Special Supplements Offer Valuable Info and Resources

[www.nasbp.org/nasbpmagazine](http://www.nasbp.org/nasbpmagazine)

Special Supplements of the NASBP's official magazine, *Surety Bond Quarterly (SBQ)*, were published in winter and fall issues of *SBQ*. The fall issue featured supplier and service providers, and the winter issued featured surety executives.



NASBP kept the membership apprised of important issues that can affect surety underwriters, such the False Claims Act, which was addressed in the article titled *Analysis of Scollick Memorandum Opinion*.



*"The people whom we serve and those partners that help our clients along the way are what make the surety business so rewarding. Knowing that our actions have a direct impact on our Clients,*

*Colleagues, and Communities provides the motivation to work with the Passion and Purpose to serve them at the highest level!"*

**Tyler McIntyre**  
Sales Executive, Construction Division  
Payne West Insurance  
Missoula, MT



## Promoting the NASBP Surety Pro Locator

NASBP ramped up its promotions of the *Surety Pro Locator*, a directory of NASBP surety bond producers for the general public. New ads were created and placed in construction industry publications.



*SBQ* provided articles describing techniques and guidelines to help producers improve and succeed personally and professionally, such as the one featuring tips and advice from top producer Larry McMahon of Alliant.

# Education & Technology



Listen at [letsgetsurety.org](https://letsgetsurety.org) or wherever you listen to podcasts!

Join our host Kat Shamapande and fun co-hosts and guests as we bond over bonding and discuss the world of surety and how it affects and improves our everyday lives.

Interested in being a guest on the show or have a topic you want us to cover? Drop us a line at [prodev@nasbp.org](mailto:prodev@nasbp.org).

SHARE YOUR PASSION FOR SURETY



*"I have been fortunate to associate with the NASBP Surety School's faculty, one being President Newton. I have witnessed firsthand how Nick passionately teaches to help ensure students receive a*

*meaningful education while adhering to his Presidential duties. That type of dedication is contagious and something many other NASBP members demonstrate in their commitment to NASBP, the surety industry, and their clients. As we emerge from the pandemic with new industry challenges, that combined Passion and Purpose will ensure our industry will thrive!"*

## Michael Baxter

Vice Chair, NASBP Professional Development Committee  
Vice President, Surety  
LA Surety Solutions, LLC, A Division of Alliant, Louisville, KY

## Educating the Membership Online and In Person

### NASBP "Let's Get Surety®" Podcast Records Over 9,500 Downloads in 2022

This year NASBP rolled out a series of four episodes that featured 11 NASBP Past Presidents discussing their terms as president, how the industry has changed and hasn't, and what they foresee for the future of the surety industry.

NASBP Past Presidents discussed their experiences with podcast co-hosts Kat Shamapande and Mark McCallum.



L TO R: Susan Hecker of Arthur J. Gallagher & Co. and Ed Heine of PayneWest Insurance, Inc.



L TO R: Lynne Cook, retired; Stephen Cory of Cory, Tucker & Larowe, Inc.; Todd Loehner of L.A. Surety Solutions—A Division of Alliant Insurance Services



L TO R: Spence Miller, retired; Matt Cashion of The Cashion Company; Carl Dohn of AssuredPartners dba Dohn & Maher Associates; co-hosts Kat Shamapande and Mark McCallum



L TO R: Tom Padilla of HUB International; Bob Shaw of Skillings Shaw & Associates, Inc.; Larry McMahon of Alliant Insurance Services, Inc.

### Top 5 Podcasts in 2022

Downloads by individual/site registrations for 2022

Episode 59	I'll Be There for You—The Importance of Relationships in Surety	458
Episode 60	Breaking the Bonds of the Past: The Digitization of Surety	420
Episode 56	Cash Flow Considerations	410
Episode 55	Assuredness in Today's Construction Surety Market	405
Episode 64	NASBP with Passion and Purpose — A Surety Conversation with NASBP President Nick Newton	385

## NASBP Virtual Seminars [learn.nasbp.org/nasbp-virtual-seminars](https://learn.nasbp.org/nasbp-virtual-seminars)

### Top 5 NASBP Virtual Seminars

by Site Registrations for 2022

Private Equity and Bonding Private Venture Owned Businesses	642
Analysis of Key Aspects of a Contractor's Balance Sheet	511
Commercial Surety Trends & Underwriting Considerations in 2022	464
Subcontractor Performance Bonds	463
Keeping Surety Weird: Exploring Opportunities in Commercial Surety	451

## SuretyLearn Numbers

### Main Website [learn.nasbp.org](https://learn.nasbp.org)

Number of "Active" Products	300
Number of User Accounts (close to 1,000 new users in 2022)	3,784
Total Unique Site Visitors	169,524
Total Unique User Page Views	188,436

### Contractors Website

[learn.nasbp.org/contractors](https://learn.nasbp.org/contractors)

Number of site visitors to the updated page since it launched spring 2022 **38,581**





# NASBP William J. Angell Surety School

## Winter and Summer 2022 Attendance



Winter 2022  
113 students



Summer 2022  
120 students



### NASBP Recognizes School Faculty for Teaching Service

Matt Cashion recognized four school faculty for their years of teaching service and dedication.



Ed Heine for 20 years



Larry McMahon for 20 years



Donnie Doan for 10 years



Jim Lareau for 30 years

### Here are some of this year's Most Outstanding Pupils (MOPs)



Level I faculty and students accept the MOP Award on behalf of Norman Pfaadt of Thomas-Fenner-Woods Agency (not pictured).



Level III MOP Award Winner Libby Tieman of Swiss Re Corporate Solutions with faculty (L to R) Larry McMahon, Ralph Pulver, Tyler Sendlebach, Jennifer Salm, Chris O'Hagan, and Matt Cashion.



Level II MOP Award winner Dan Schulze of Intact Insurance Specialty Solutions, with faculty and auditors (L to R) Matt Cashion, Tom Padilla, Elizabeth Adler, and Chris Lydick.



Commercial Surety School MOP Award Winner Aundra Hicks of The Hanover Insurance Company with faculty and auditors (L to R) Nathan Wonder, Chris Lydick, Nick Newton, Robin Amstutz, and Jeff Broyles.



## Contractor Bonding Education and Mentoring Program

[www.contractorbonding.org](http://www.contractorbonding.org)

The **Contractor Bonding Education & Mentoring Program** website announced in January it offers a free sleek and engaging online, on-demand course providing a comprehensive program with 9 learning modules, taking contractors from A to Z through the surety bond qualification process in about five hours.



Jill Tucker of member IUL Bonds was selected to be the Program's first mentor. Tucker and a mentee who completed the program were interviewed for a NASBP Blog.

### Program Registrations

Registrations
Introduction and Path Recommendation
Traditional Surety Bond Application Modules
Transactional Surety Bond Application Modules
The Complete Contractor Bonding Education Modules

**46** NASBP members from across the country have volunteered to be producer mentors.

**3** contractors who have completed the educational modules have opted into the Mentoring Program.

**1** contractor has completed the Mentoring Program and is now bonded.

## Technology

### RiskStream Collaborative

NASBP continues work to advance the surety industry's technological capabilities. NASBP



actively participates in the RiskStream Collaborative, which is working to streamline data transmission and to facilitate digitization of surety bonding through a blockchain-enabled surety bond delivery and verification system and a power of attorney repository.

### XBRL

NASBP is a member and longtime supporter of eXtensible Business Reporting Language (XBRL), which is an open, nonproprietary data standard. NASBP supports XBRL's efforts to streamline data transmission and help facilitate digitization of surety bonding processes and delivery of contract bonds. In August, NASBP commended the U.S. SBA Surety Bond Guarantee program for automating the consumption of Work in Process (WIP) reports into its system.



### Blockchain and Smart Contracts

NASBP has made it a priority to educate the NASBP membership about how blockchain and smart contracts are revolutionizing the construction industry and are impacting contractors' operations and processes.



NASBP has published several series of articles in SBQ magazine on automation and technology and their impact on the surety and construction industries.



Robert Coon, right, and Greg Davenport, left, co-presented at the NASBP Annual Meeting on the technological advancements in surety bonding.



## NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS

Professionals in Surety Bonding

### Share your Passion for Surety! #NASBPPassionandPurpose

#### About the National Association of Surety Bond Producers





Founded in 1942, NASBP is the association of and resource for surety bond producers and allied professionals. NASBP producers specialize in providing surety bonds for construction contracts and other purposes to companies and individuals needing the assurance offered by surety bonds. NASBP producers engage in contract and commercial surety production throughout the United States, Puerto Rico, Guam, and a number of countries. They have broad knowledge of the surety marketplace and the business strategies and underwriting differences among surety companies. As trusted advisors, professional surety bond producers act in many key roles to position their clients to meet the underwriting requirements for surety credit.

#### NASBP's Mission

To strengthen professionalism, expertise and innovation in surety and to advocate its use worldwide.

[www.nasbp.org](http://www.nasbp.org)

#surety  
#BeGuaranteedToSucceed  
#WeAreNASBP

 [linkedin.com/groups/1400707](https://www.linkedin.com/groups/1400707)  
 [twitter.com/nasbp](https://twitter.com/nasbp)  
 [facebook.com/NASBP](https://www.facebook.com/NASBP)  
 [@nasbp](https://www.instagram.com/nasbp)

LinkedIn: [linkedin.com/company/national-association-of-surety-bond-producers](https://www.linkedin.com/company/national-association-of-surety-bond-producers)

#### National Association of Surety Bond Producers

Professionals in Surety Bonding  
7735 Old Georgetown Road, Suite 900, Bethesda, MD 20814  
Phone: 240.200.1270 · Fax: 240.200.1295

### In Loving Memory: Past Presidents Lost in 2022



#### Vincent J. Como (93)

July 22, 1929–Sept. 28, 2022  
NASBP President 1975–1976

*Esteemed founder of the  
NASBP Surety School and father of  
NASBP Automation efforts*



#### Derrell C. Dodson (79)

Sept. 6, 1942–January 12, 2022  
NASBP President 1997–1998

*Business coach (and often life coach)  
of many successful NASBP members*



#### Dennis D. Flatness (75)

May 5, 1946–January 28, 2022  
NASBP President 1994–1995

*Beloved mentor of many of today's  
NASBP leadership*

growing professionally and personally  
serving clients, colleagues, and communities

