



## **NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS**

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## **NASBP SELECTS TEXAS EXECUTIVE AS PRESIDENT FOR 2017-2018**

**WASHINGTON, DC**—Howard Cowan, Principal of Acrisure, LLC dba Cowan-Hill Bond Agency of Lubbock, Texas, has been installed as President of the National Association of Surety Bond Producers (NASBP), an international trade association headquartered in Washington, DC, serving a membership of firms employing licensed surety bond producers.

At the NASBP Annual Meeting held last month in Boca Raton, FL, Cowan stated that during his presidency he plans to focus on furthering the Association's well-established advocacy efforts with government officials. Cowan said, "NASBP must continue its political involvement." "Our fate is tied to the needs of our clients and their particular economies; their points of interest very quickly become our points of interest," he added.

Cowan stated he also plans to use the Association's current communication vehicles to describe how surety is a must for good business and to help address many government officials' and the public's lack of knowledge of and understanding about surety. "Our product is under attack from alternative products and from politicians who are not familiar with how we add value," Cowan said. "That attitude is in spite of the fact that year in and year out we pay approximately one billion dollars to either finish construction projects or to honor obligations that have been guaranteed with our bonds," he said.

Cowan's initiatives especially are timely, since federal and state leaders are contemplating ways to address needed infrastructure improvements, said Mark H. McCallum, NASBP's Chief Executive Officer. "Under Cowan's leadership, the Association can proactively take steps to shape the image of the surety product and to change the misconceptions of the product by thousands at a critical moment," McCallum said.

In addition, Cowan said he plans to expand upon the Association's support of the surety industry's workforce efforts. Cowan said, "The industry must meet the challenges of appealing to younger generations and of recruiting and educating quality talent." "NASBP's 5-15 Leadership Committee, open to people who have been in the industry at least five years but no more than 15, is a positive and impactful step," he added.

Cowan's 44-year career in the surety industry began in 1973, when he joined the Safeco Surety Department in Dallas as an underwriter for three years. Afterward, he spent two years as a Regional Surety Manager in Safeco's Nashville office. He returned to Texas in 1977 and worked as an agent with Republic Hogg Robinson. In 1987 he started his own agency.

Cowan has been an active participant in NASBP educational and legislative programs for 28 years, having served as Chair of the NASBP Finance Committee, Vice Chair of the Industry Relations Committee, Director of the Region 6 Steering Committee, as well as a Texas state government affairs representative. He represents the Association on the Board of TRIP, a non-profit transportation research group.

In addition, Cowan has served four years on the Transportation Committee of the Lubbock Chamber of Commerce, two years as President of the Texas Good Roads/Transportation Association, and currently serves as Vice Chairman of the Associates Division of the Associated General Contractors of Texas Highway, Heavy, Utilities, & Industrial Branch and as President of the Texas Surety Federation.

After graduating with a degree in philosophy from Louisiana Tech University of Ruston, Louisiana, in 1967, Howard attended the University of Munich, in Munich, Germany, under a Fulbright Scholarship in political theology for two years. In 1969, upon his return from Munich, he served in the U.S. Air Force, attending the Defense Language Institute at Syracuse University as an airman, and eventually served as an Airborne Russian Linguist/Intelligence Analyst in Germany until his discharge in late 1972.

*Founded in 1942, the National Association of Surety Bond Producers (NASBP) is the association of and resource for surety bond producers and allied professionals. NASBP members specialize in providing surety bonds for construction contracts and other purposes to companies and individuals needing the assurance offered by surety bonds.*