



NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS

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NASBP SELECTS MAINE EXECUTIVE AS PRESIDENT FOR 2018-2019

Bethesda, MD—The National Association of Surety Bond Producers (NASBP) has elected Robert E. Shaw, President of Skillings Shaw & Associates of Lewiston, ME, as the 2018-2019 NASBP President. NASBP is a national trade association headquartered in Bethesda, MD, serving a membership of firms employing licensed surety bond producers.

At the NASBP Annual Meeting held last month in Scottsdale, AZ, Shaw stated that during his presidency he plans to focus on launching the NASBP Communications Campaign that will provide tools and materials to NASBP members to assist them in marketing the importance of surety to construction businesses, private owners, and architects.

Shaw said, "There are always some disruptors in the marketplace, such as subcontractor default insurance, bank guarantees, or private owners not requiring a bond, because they don't understand the value that a bond adds and all that the product actually does," said Shaw. "The NASBP campaign is a long-term commitment and an important effort to promote the value of the surety bond product," he added.

In addition, Shaw said he has planned an outreach to the NASBP membership with his "NASBP Road Show—Bonding With Bob," which are several small meetings that will be held around the country.

"NASBP has been a phenomenal experience for me; the meetings are fantastic and the networking opportunities are key," said Shaw. "I've always wanted to have more people enjoy that kind of experience, but the time and the travel and the cost can be prohibitive. Agencies and companies can only send so many people."

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That is why, during his term, Shaw has organized these smaller meetings within a three-to four-hour travel circle, which will enable both agencies and companies to bring not just the principal or key people to these meetings but also support staff like surety and administrative assistants. Shaw said that will give them the opportunity to gain additional knowledge and to network with their peers. The first two will take place in July in Villanova, PA and Hartford, CT.

"I would like new people to have the NASBP experience through the Road Show and to develop some NASBP friendships and relationships on a moving-forward basis," he added. "That will be good for all of us."

Shaw's 40-year career in the surety industry began in 1979, when he joined the Fidelity & Deposit of Maryland in Portland, ME, San Diego, CA; and Boston, MA. After a brief stint with Industrial Indemnity in San Diego, he made the move to the agency side of the business by joining the Robert F. Driver Company. In 1987, Shaw decided to return to his Maine roots, joining the Dunlap Corporation. In May 1994, he and David Skillings cofounded Skillings Shaw & Associates, Inc. After 19 years, Shaw sold the agency to the Woodrow Cross Agency, the largest independent agency in New England. Skillings Shaw & Associates continues to operate separately as a surety only agency.

Shaw has been an active participant in NASBP educational and legislative programs for more than 20 years. He has served as Chair of the NASBP Professional Development Committee and he has been a faculty member of the NASBP William J. Angell Surety School since 1989.

In addition, Shaw is also involved with Maine construction industry associations, including the Associated General Contractors, Associated Builders & Contractors, Maine Better Transportation, and Construction Financial Management Association.

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.

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