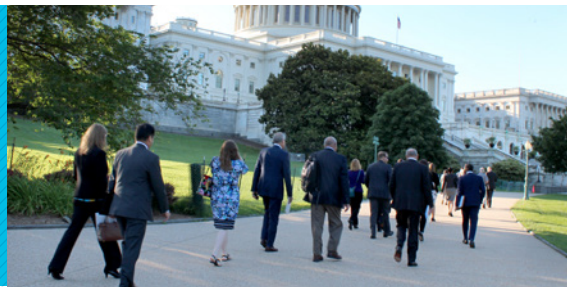
The Year in Review 2018 NASBP Highlights



National Association of Surety Bond Producers
Professionals in Surety Bonding

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From the NASBP President

Oh, what a year it has been!

The surety industry experienced another strong year of performance in 2018, ensuring that I and, I am sure, you stayed incredibly busy selling more bonds. This also was the year in which I became NASBP President. Writing this message has provided me with the excuse to stop for a rare minute and reflect on what personally has been a very gratifying year. I feel privileged to have served as the NASBP President since April, taking over for Howard Cowan, an incredibly dedicated NASBP leader and volunteer, and to have experienced the breadth of community and of activity that comprises our Association, NASBP. The pride in who we are professionally and what we do as an association fueled my desire to take our story "on the road" with meetings in Villanova, PA, and Hartford, CT. With the other executive committee members, we continued the process started several years ago to create a public relations campaign, "Be Guaranteed to Succeed," that would acquaint stakeholders and the public with how surety brings success in many forms to businesses and to outcomes. I visited the new—and improved—NASBP office in Bethesda, MD; had coffee with my Maine Senator, Senator Angus King, at the NASBP Legislative Fly-in; presented to the entire Contract Documents Committee of the American Institute of Architects about the crucial importance of bond requirements; and presided at all of the NASBP Regional Meetings, among many other activities. What we undertake together is simply incredible and irreplaceable! In thinking about how to best describe my experience, I arrived at three "I" words that I believe describe it best: **influence**, **image**, and **investment**. The following pages define for you what I mean by those "I" words, and each I consider to be critical to "selling more bonds."

Thank you for electing me as NASBP President, and thank you for sharing your passion about our shared industry and association!

Warmest regards,

Bob Shaw
NASBP President
President, Skillings Shaw & Associates, Inc.

2018–2019 NASBP Officers

John N. Bustard, Tracy Tucker, Robert E. Shaw, Mark M. Munekawa, Howard Cowan

influence

NOUN

The capacity to have an effect on the character, development, or behavior of someone or something, or the effect itself.*

*Excerpt from Oxford English Dictionary

Within NASBP's mission is the goal to influence a positive environment for the practice of surety-ship. NASBP exerts its influence in a number of ways, including through advocacy, outreach, recognitions, and standards. In 2018, NASBP wielded its influence through efforts on Capitol Hill and within state legislatures, partnered with the U.S. Small Business Administration Office of Surety Guarantees at hosting bonding awareness programs around the country, bestowed awards recognizing outstanding contributions to the welfare of the industry, guided young leaders to the 5-15 Leadership Committee, and sponsored efforts to create uniform financial data standards. See pictures of some of the people, materials, and events that comprise NASBP "influencers."

New in 2018

NASBP SPOTLIGHT

Increased Meetings with Elected Candidates

The number of 2018 NASBP Legislative Fly-in meetings held with an elected candidate was the highest NASBP has had in the last decade and underscored the value of the new service NASBP used this year to schedule meetings with members of Congress for the 2018 Fly-in.

"Advocacy is fun, informative, and helpful to our industry. Best of all, Larry and NASBP staff make our personal congressional visits easy and effective."

HOWARD COWAN
NASBP Immediate Past President and Principal of Acrisure, LLC dba Cowan-Hill Bond Agency, Lubbock, TX

Tracy Tucker, Tucker Agency, Ltd. (left) and Howard Cowan (right) met with their U. S. Senator John Cornyn (R-TX), who is the Senate Majority Whip.

NASBP Testified Before the DC Council

NASBP testified and submitted comments to the Council of the District of Columbia Committee on Business and Economic Development concerning Bill 22-0948, the "Small Business Bonding Program Establishment Act of 2018."

NASBP Educated About Bonding P3 Projects

NASBP published a document on bonding P3s. Also, NASBP participated in a P3 Coalition that included more than 40 AEC organizations that support P3 delivery methods that meet the country's infrastructure needs.

"NASBP has played a key role in the Prior Approval Reform Coalition (PARC) to end the FEC's prior approval requirement for trade association PACs. Whether through fly-ins, grassroots alerts, or heading up congressional visits during PARC's Hill Day, NASBP has been a leader in pushing this issue to the highest levels of Congress."

CRAIG S. BRIGHTUP
CEO, The Brightup Group LLC

NASBP Small Business Roundtable Discussion

NASBP organized and moderated a small business roundtable that discussed legislative changes to expand opportunities for U.S. small businesses. The panelists were:

- Chairman of the U.S. House Small Business Committee (SBC), **Steve Chabot (R-OH 1st)**
- Ranking Member of the SBC **Nydia Velázquez (D-NY 7th)**
- Chairman of the U.S. House Small Business Subcommittee on Contracting and Workforce, **Steve Knight (R-CA 25th)**
- Ranking Member on the U.S. Subcommittee on Contracting and Workforce **Stephanie Murphy (D-FL 7th)**

NASBP SuretyPAC support for candidates

NASBP SuretyPAC supported nearly 20 Members of Congress during the 2017–2018 cycle

- SuretyPAC contributions: **$52,275**
- SuretyPAC disbursements: **$37,000**

NASBP Fly-in Colorado Delegation, from left, Andrew Musarra of Liberty Mutual Surety, Will Pfanmiller of Swiss Re Corporate Solutions, Russell Lear of Flood & Peterson, Senator Cory Scott Gardner (R-CO), and Warren "Bud" Withrow of Cowest Insurance Associates, LLC.

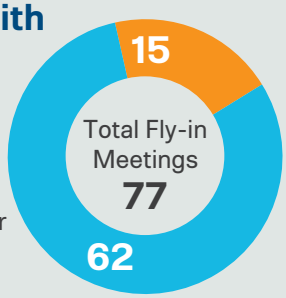
NASBP Fly-in Maryland Delegation, from left, William Cowan of Insurance Associates, a Marsh & McLennan Agency; NASBP CEO Mark McCallum; U.S. Senator Chris Van Hollen (D-MD); Mary Jean Pethick of Zurich Surety; and Cynthia Bowers of Liberty Mutual Surety.

U.S. Rep. Nydia Velásquez (pictured with Larry LeClair) continues to work with NASBP to exclude the federal Miller Act from periodic threshold increases based on inflation.

NASBP President Bob Shaw met with his U.S. Senator, Angus King.

The 2018 NASBP Legislative Fly-in had 77 meetings with members of Congress

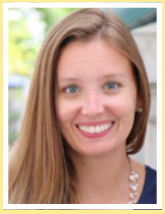
- Meetings with a U.S. Senator or House of Representative alone or during a coffee
- Meetings with staff of a U.S. member of Congress



ConsensusDocs®
BUILDING A BETTER WAY

"I've been working with and helping several small and emerging businesses participate in the SBA program and establish surety credit. It's gratifying to be able to help contractors obtain bonding and grow their companies."

DEVIN MOORE
President, Moore Surety Bonds Agency, Indianapolis, IN



"NASBP has had an equal voice at the drafting table of the ConsensusDocs Coalition since its inception. The Coalition includes 40 leading organizations that collectively represent over 300,000 construction companies and individuals. By collaborating with NASBP and giving NASBP members free access to the ConsensusDocs performance, payment, and warranty bonds, we hope to grow the industry's use of best practice contracts that are fair to all construction stakeholders in 2019 and beyond."

AMY HAGAR
Director, ConsensusDocs

"NASBP and its Automation and Technology Committee have been an important partner with XBRL US towards continuing to advance surety data standards, which offer producers and sureties more efficient and reliable business information flows. 2018 has been a busy year for building the constituency for the standards, and we look forward to continuing that growth in 2019."

MICHELLE SAVAGE
Vice President, Communication, XBRL US

NASBP and the U.S. Small Business Administration Surety Bond Guarantee (SBG) Program

have been committed to meeting the needs of small and emerging businesses seeking bonding. This year, they provided bonding education programs in Las Vegas, Milwaukee, Raleigh, and Baltimore. In addition, NASBP also supported the Program's reduction of fees.

NASBP supported the U.S. SBA SBG Program's temporary reduction of fees for sureties and small emerging businesses that seek bonds through the Program. The Program reduced surety fees from 26% to 20% of the bond premium and reduced contractor fees from $7.29 to $6.00 per thousand dollars of the contract amount. There are 34 participating sureties and over 350 active agents in the Program.

Automation & Technology: Surety Data Standards Make Bonding Process More Efficient

The Automation and Technology Committee (A&T) continues to support expanded use of surety data standards, which can help reduce the time and effort required in the bonding process. The Committee placed two articles in *Surety Bond Quarterly*, featuring two partners key to this data standards process: XBRL US, which develops the XBRL nomenclature used to allow the seamless exchange of business information, and ACORD, which supports insurance forms used by the surety industry.

NASBP Surety Innovation Center

During the 2018 Annual Meeting & Expo, the A&T Committee and staff again presented the *NASBP Surety Innovation Center* as part of a new Expo Opening Happy Hour reception. The program offered information on trending products and technologies that serve the surety industry and the businesses which they support.

AGC of America's Centennial Sponsorship: NASBP a Silver Sponsor

100 YEARS
SILVER SUPPORTER

To demonstrate NASBP's appreciation of its long working relationship with AGC, NASBP registered as a silver sponsor of the AGC Centennial celebration. Bob Shaw, McCallum, NASBP General Counsel Martha Perkins, NASBP Director of Government Relations Larry LeClair, NASBP Director of Communications Kathy Hoffman, Committee Chair Rusty Lear of Flood & Peterson, Kevin Gass of Early Cassidy & Schilling, Josh Etemadi of Construction Bonds Inc., and William Cowan of Insurance Associates, a Marsh & McLennan Agency, LLC Company were seated at the NASBP-sponsored table.

Surety's Young Leadership

One of the most well-regarded NASBP programs is the training and preparation of young leaders through the NASBP 5-15 Leadership Committee.

Some NASBP 5-15 Committee members who participated in the surety home office visits this spring in the Philadelphia area enjoyed a Philly cheese steak between visits.

The two-year candidate program provides an introduction to the role of a 5-15 Committee member before these young leaders become full-fledged members of the Committee.

5-15 Committee members and SFAA Young Professionals met at NASBP Regional Meetings

- **NASBP 8, 9, 10 & 11 Regional Meeting: 16 total**
  5-15 members: **3**, SFAA YPG members: **13**
- **NASBP 1, 2 & 3 Regional Meeting: 13 total**
  5-15 members: **9**, SFAA YPG members: **4**
- **NASBP 4, 5, 6 & 7 Regional Meeting: 12 total**
  5-15 members: **6**, SFAA YPG members: **6**

Outreach to the Industry

NASBP members and staff made important presentations and outreach to educate construction and surety associations and groups about NASBP initiatives and the bond product.

NASBP CEO Mark McCallum, NASBP General Counsel Martha Perkins, Bob Shaw, and Mary Jean Pethick of Zurich Surety presented to the entire American Institute of Architects (AIA) Contract Documents Committee, a group of more than 30 senior architects, and then participated in a question and answer session for an AIA task force, which is considering creating a warranty bond form.

NASBP participated in the strategic planning session of the Construction Industry Alliance for Suicide Prevention. NASBP has been an active member of the Alliance since its formation two years ago.

Industry Relations Committee Chair **Rusty Lear** of Flood & Peterson presented in November at the **Risk Management in Underground Construction Course** in Marina del Rey, CA on what contractors, owners, or engineers can do to help facilitate the bonding process for underground construction projects. NASBP was a supporting organization of the event. NASBP members received a $100 discount off the course registration fee.

"I thoroughly enjoyed the NASBP Legislative Fly-in and think it would be beneficial for all 5-15 members. As surety professionals, we must understand which laws related to surety are being introduced and discussed. It is essential that as leaders we get involved in the process and work together to advocate for legislation that is beneficial to taxpayers and businesses we serve."

TRACI DURKEE
Senior Vice President, Frontier Bonding Service, LLC, Seattle, WA

"The 5-15 Leadership Committee Candidate program has been invaluable and given me the ability to learn about the various committees of the Association, along with the effort being put forth by its members to strengthen the value of the organization and our industry. I have made many new connections within NASBP and the surety industry. I look forward to moving out of the Candidate program and becoming an active member within the 5-15 Committee and Association."

HEIDI RODZEN
Sr. Account Executive, Skillings Shaw & Associates (serving her second year in the 5-15 Candidate Program)

"John Corcoran is definitely a hard act to follow, but I will work diligently to continue upon the established momentum he has created. Between advancing CICPAC and having a passion to build industry knowledge and relationships with wonderful organizations like NASBP, John and I will continue to work closely to ensure the connection to the construction industry's valuable resources is everlasting."

KATHLEEN BALDWIN
Executive Director, CICPAC

"We have a responsibility to educate contractors and owners about the value of the surety product."

RUSTY LEAR
Executive Vice President, Flood & Peterson, Greeley, CO

image

NOUN

A representation of the external form of a person or thing.*

*Excerpt from Oxford English Dictionary

The right image builds impactful associations, including credibility and loyalty. Believing that an industry that ignores its image places its future at risk, the NASBP leadership took proactive steps in the form of initiating a public relations campaign to bolster how stakeholders and the public view and understand surety bonding. NASBP organized a panel to bring attention to surety fraud, made outreach to members and nonmembers about the value of NASBP membership and its programs through local road shows, delivered an impactful Annual Meeting, and distributed NASBP communications, such as *Surety Bond Quarterly* and *NASBP SmartBrief*, about the value of the surety product and surety professionals.

New in 2018

NASBP SPOTLIGHT

NASBP launched a new PR Campaign

Through the NASBP "Be Guaranteed to Succeed" PR Campaign, NASBP boosted its reach to contractors and owners by placing print and digital ads in construction industry magazines and by posting videos of contractors telling compelling surety stories to social media.

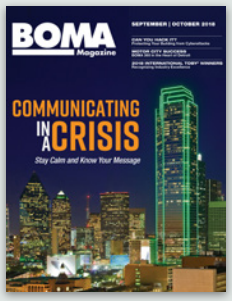
NASBP already has plans to place ads in more magazines and post more videos to social media venues in 2019.

NASBP Advertising: Promoting the Value of Surety

NASBP promoted the value of the surety product with ads in these industry magazines*:

AGC of America's *Constructor*

Engineering News-Record



Building Owners and Managers' *BOMA*

CFMA's *Building Profits*

IRMI Construction Risk Manager

Tunnel Business Magazine

NAIOP's *Development*

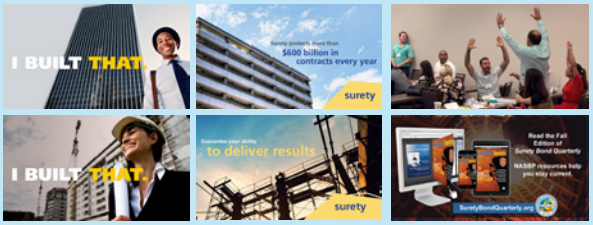
NASBP's *Surety Bond Quarterly*

*The cover photo of each of these publications was provided by the respective organization. They are displayed here with each organization's permission. The cover photo for *Development* magazine (Fall 2018) is provided by NAIOP and used with the organization's permission.

Social Media

Communication increased across social media to heighten awareness and promote the value of the surety product.

NASBP increased exposure across social media

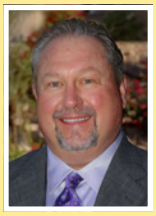


"We've made a multiple-year commitment to one of the most important efforts NASBP has ever undertaken for the future of the industry. Lynne Cook was instrumental in getting us started, Howard Cowan continued with it, and their visions have translated into a tangible campaign promoting surety."

JOHN N. BUSTARD
NASBP First Vice President

"I was pleased to talk to some of my clients about telling their surety stories and about how surety has allowed them to thrive as a company. I think the testimonial videos will be important instruments in describing the benefits of surety."

MARK M. MUNEKAWA
NASBP Second Vice President



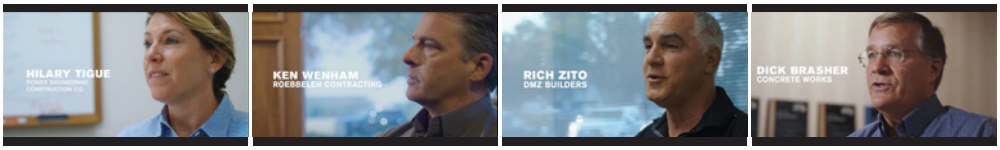
"The communication tools created as part of our PR campaign are critically important to getting the word out about the value of surety."

TRACY TUCKER
NASBP Third Vice President

Getting the Word Out About the Value of Surety to Contractors, Owners, Lenders, and Design Professionals

Research at the outset of NASBP's "Be Guaranteed to Succeed" Public Relations Campaign revealed that surety professionals have a passion about the benefits of surety yet others in construction may not share that perspective and some view surety as a line-item cost rather than a business advantage. NASBP's robust campaign has been designed to shift that perception. Framing surety in terms of successful outcomes for projects and personal reputations—and using language that is less technical and more connected to the pride and accomplishment clients feel about their projects—can help shift perceptions of surety.

As part of the NASBP Public Relations Campaign, NASBP has provided the NASBP membership resources to provide stakeholders and the public a better understanding of bonding.



Video Stories

NASBP members Mark Munekawa, Rusty Lear, and Michael Lischer helped NASBP deliver these four compelling Surety Story videos (see above) of contractors describing how surety has helped them take on challenging projects, transition ownership, and obtain work to grow their companies.

NASBP's New Identity

As part of its comprehensive public relations campaign, NASBP pursued the design of and launched a new logo for the Association.

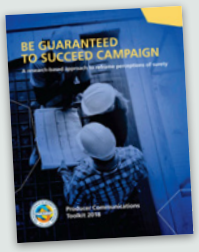
Campaign Resources for NASBP Members

NASBP provided the membership resources from its campaign site, *nasbp.org/guaranteed*. NASBP members log in to get the Producers Communications Toolkit that includes a customizable surety sell sheet; ready-made social media images, text, and videos for posting; and "elevator" speeches for use when they are talking with owners, contractors, and lenders.

NASBP Placed 16 Campaign Ads

The following print and digital ads were placed in the third and fourth quarters of 2018:

- *Engineering News-Record* print and digital magazine (3 full-page print and 1 digital ad—these came with two free opportunities for editorial content)
- AGC's *Constructor* magazine (2 full-page print ads)
- Building Owners & Managers Association's *BOMA* magazine (2 full-page print ads)
- NAIOP's (National Association for Industrial and Office Parks) *Development* magazine (2 full-page print ads)
- CFMA's *Building Profits* magazine (2 full-page print ads)
- NASBP's *Surety Bond Quarterly* magazine (2 full-page print ads)
- Benjamin Media Inc.'s *Tunnel Business Magazine* (1 half-page ad)
- International Risk Management Institute's *IRMI Construction Risk Manager* digital newsletter (1 digital ad)



Producer Communications Toolkit

Talking About Surety in a New Way.

Print Advertising

Campaign Website

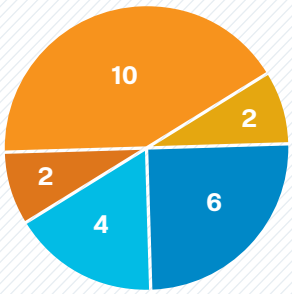
The campaign extends to a website exclusively dedicated to providing information and sharing surety stories. *www.nasbp.org/guaranteed*

Print ads appeared in numerous industry magazines with a strong call to visit the website to find a NASBP bond producer.

NASBP's Valuable Resources

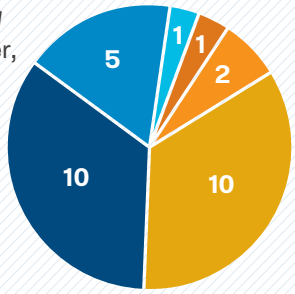
Articles, Blogs, and Virtual Seminars from NASBP Advisory Council participants and their colleagues:

Number of topics addressed in NASBP *Surety Bond Quarterly* magazine, NASBP *Pipeline* e-newsletter, NASBP blogs, and NASBP Virtual Seminars:



- Commercial Surety
- Contract Surety
- Construction
- Federal Contracting
- Accounting and Finance

Resources provided to the NASBP membership in 2018 by the participants of the NASBP Attorney Council and the NASBP CPA Advisory Council and their colleagues:



- Articles published in printed NASBP *Surety Bond Quarterly* magazine, NASBP *Pipeline* e-newsletter, and web version of *Surety Bond Quarterly*
- NASBP Virtual Seminars
- NASBP Road Shows Presentations
- NASBP Annual Meeting Presentation
- NASBP Regional Meeting Presentation
- NASBP.org Blogs

NASBP Magazine—*Surety Bond Quarterly* debuted mobile-friendly format

NASBP has begun publishing a mobile friendly *Surety Bond Quarterly* with its summer 2018 issue of the magazine. The digital issue was published in both mobile-friendly "reading view" and as a booklet "page view." The free magazine is distributed in print and digitally to the NASBP membership, strategic industry partners, public owners, and government officials. The magazine's website is *SuretyBondQuarterly.org*. Sign up clients for free.

NASBP SmartBrief

NASBP has displayed four NASBP video surety stories in the *NASBP SmartBrief*, which has about 5,800 subscribers. The *NASBP SmartBrief* engagement rate well exceeds that of other SmartBriefs. The SmartBrief average click through rate (CTR) is only 3.85%, and the *NASBP SmartBrief* CTR is 31.66%. The SmartBrief average open rate is only 24.14%, and the *NASBP SmartBrief* open rate is 41.45%. Sign up clients and others to receive the free *NASBP SmartBrief* at *smartbrief.com/nasbp/* by providing an email address.

More than 800 attended the Annual Meeting

The Annual Meeting featured some expanded program opportunities by providing a continuing education session twice and an awards breakfast that recognized leaders in the Association and industry.

NASBP Annual Meeting attendees enjoyed the 18 events hosted by Affiliates on Monday.

Then NASBP President Howard Cowan presented Steven D. Nelson (right) with The Bruce T. Wallace Award.

Howard Cowan (center) was presented the industry's prestigious Tiger Trust Award by John Bustard and Bob Shaw.

Lynne W. Cook (right) received the John "Jack" J. Curtin President's Award for Distinguished Service.

New in 2018

NASBP Road Show: Bonding with Bob

This summer, President Bob Shaw took our story "on the road" and provided information on FASB accounting changes; bonding special preference relationships; planning for the future; new laws mandating one-stop payment compliance with risk falling on the prime contractor; the extension by state law of the prime's liability to third-tier subs; and commercial surety hot topics.

The Philadelphia, PA Road Show presenters were: Jack A. Callahan, CohnReznick; Lori Ann Lange, Peckar & Abramson, P.C.; James Crinnion, Philadelphia Insurance Companies; Gerry Salvatore, Liberty Mutual Surety; and Brian Wagenheim, Chubb Surety.

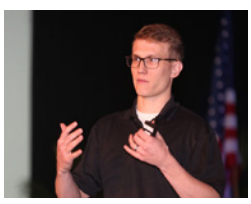
The Hartford, CT, Road Show presenters were: David Jean, Albin, Randall & Bennett; Todd R. Regan, Robinson+Cole; Peter E. Strniste, Jr., Robinson+Cole; Matthew Beernaert, Tokio Marine HCC - Surety Group; Bryce Grissom, Travelers Bond & Specialty Insurance; and George James, International Fidelity Insurance Company.

The 2018 Annual Meeting Built a Solid Foundation

From left, NASBP Annual Meeting Program Co-chairs Todd Loehnert and Monica Donatelli, NASBP Keynote Scott Mann, and then President Cowan. Mann delivered a powerful presentation, "Leading Movements When People Don't Want to Follow."

A panel described investigations, trials, and convictions of individual sureties who have placed worthless bonds on federal construction contracts, which hurt taxpayers, subcontractors, and suppliers. The panel included NASBP CEO Mark McCallum, NASBP Past President John Rindt, attorney Melissa Bae, and two criminal investigators.

Many past presidents and their spouses attended.



David Anderson of CliftonLarsonAllen captivated attendees with his presentation on "How I Hacked a Construction Company."

investment

NOUN

An act of devoting time, effort, or energy to a particular undertaking with the expectation of a worthwhile result.*

*Excerpt from Oxford English Dictionary

Investment in commitment, time, and energy are required to be at the top of your game. NASBP and its membership continue to be invested in being consummate surety professionals. NASBP members demonstrated their commitment by participating in the Association and its initiatives, teaching at and sending employees to the NASBP Surety School, forming a working partnership with The Institutes to promote the AFSB designation, and delivering informative NASBP Virtual Seminars to the membership and general public.

New in 2018

NASBP SPOTLIGHT

NASBP Commercial Surety School

NASBP offered its first Commercial Surety School to a sold-out audience this summer. It was such a success that another is already in the plans for 2019.

Commercial Surety School

Commercial Surety Offerings in 2018

- **54** *NASBP SmartBrief* Articles
- **3** *Pipeline* and *Surety Bonding Quarterly* articles
- **3** Virtual Seminars
- **3** Panel Discussions—one at each NASBP Regional Meeting
- **2** Panel Discussions—one at each of the NASBP Road Shows
- **1st NASBP Commercial Surety School**—two-day training

"I attended the Commercial Surety School put on by NASBP, it was an Awesome Experience! The instructors were amazing and the interaction with the different people in the class was amazing. I got so much out of it, and I hope that what I shared was valuable to other people in this class as well!"

MICHELLE PATTERSON
Commercial Surety Underwriter, Merchants Bonding Company, Des Moines, IA

Michelle Patterson of Merchants Bonding Company received the Most Outstanding Pupil (MOP) award at the 2018 Commercial Surety School. Patterson is pictured second from right.

NASBP William J. Angell Surety School

2018 NASBP Winter and Summer sessions of the William J. Angell Surety School sold out with more than 200 students participating.

Winter 2018 Surety School: Most Outstanding Pupil (MOP) Award Recipients

MOP award winner David Mehlbaum of M&T Insurance Agency, Inc. with faculty (l to r) Howard Cowan, Susan Hecker, Dedi Belis, Jason Vonhaz, and Bob Shaw.

MOP award winner Kevin Cahill of Western Surety Company with faculty (l to r) Howard Cowan, Nick Newton, Susan Hecker, Dedi Belis, Tom Padilla, and Erle Benton.

MOP award winner Christian Bloecher of R+V Versicherung AG with faculty (l to r) Jeff Broyles, Matt Cashion, Dedi Belis, and Nick Newton.

MOP award winner Kevin Lawrence of Crum & Forster with faculty (l to r) Dedi Belis, Dawn Nevill, and Erle Benton.

Summer 2018 Surety School: Most Outstanding Pupil (MOP) Award Recipients

MOP award winner Jazmarie Sanchez of AmTrust Surety and (from left) Bob Shaw, Professional Development Committee Chair Dedi Belis and Level I faculty Dawn Nevill, Nick Newton, and Erle Benton.

MOP award winners: Brian Wilder of Lovitt & Touché, Inc. and (from left) Level II faculty Matt Cashion, faculty member and Professional Development Committee Chair Dedi Belis, faculty members Nick Newton, Jason Vonhaz, and NASBP President and faculty member Bob Shaw. Langmia Fonjoe of Nationwide Management Liability and Specialty Surety and Fidelity, was also awarded the MOP in Level II, but was unavailable for the photo.

Recognizing Faculty for Service

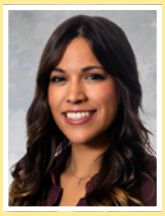
As a small way of saying thank you for his hard work and dedication to NASBP, faculty member Matt Cashion, The Cashion Company, Inc. was recognized for his remarkable 30 years of service. Congratulations and thank you for your many years of service to NASBP and the surety industry.

Promoting the AFSB Designation

NASBP met several times by phone and in person with The Institutes' staff to promote the AFSB designation. NASBP staff Mark McCallum and Kat Shamapande, Bob Shaw, and Ralph Pulver of Travelers met in July with The Institute's staff in Malvern, PA to discuss joint initiatives.

"Fantastic instruction by top-notch surety professionals. It is obvious the faculty is passionate about their trade and industry."

KIM HOLMES
Brown & Brown of Illinois, Inc. dba Weible & Cahill, Winter Level II Student



"I would definitely recommend Level I to anyone looking to grow in their related field of work. The instructors had a wealth of knowledge and experience to share from both the agent and underwriting perspective. I look forward to attending Level II."

KRISTEN K. JORDAN
Conover Insurance, Summer 2018 Level I Student

"The Level II Surety School was invaluable to me and I have already seen an increase in my effectiveness to assist my contractors with their surety needs. The content was relevant, the instructors knowledgeable, the networking was incredible, and the facility was first class. It was a once in a lifetime experience that I will not soon forget."

ASHLEA MCCAUGHEY
Moody Insurance Agency, Inc., Summer 2018 Level II Student

"The first step towards creating an improved future is developing your ability to achieve it. The NASBP Sales Workshop provides insight into the surety bond sales process and the necessary skills you need. Remember, you are ALWAYS selling! Whether you are in front of a client, a manager, an underwriter or a new agent, you are always selling yourself. Effective selling is a talent that must be developed and the NASBP Sales Workshop helps you do just that!"

CHAD MARTIN
Vice President, Construction Division, TIS Insurance Services, Inc., Knoxville, TN

NASBP Membership by the Numbers

Dues Cap Participating Offices

Participating Corporate Agencies	10
Total Participating Offices	**220**

Producer Members by Region

Region 1	AK, ID, MT, OR, WA, BC, AB, SK	45
Region 2	AZ, CA, HI, NV, MX, AU, GU	67
Region 3	CO, NM, UT, WY	26
Region 4	KS, MO, NE	21
Region 5	IA, MN, ND, SD	20
Region 6	AR, LA, OK, TX	71
Region 7	IL, IN, MI, OH, WI	55
Region 8	AL, FL, GA, KY, MS, TN	61
Region 9	DC, MD, NC, SC, VA, WV	50
Region 10	DE, NJ, NY, PA, ON, UK	80
Region 11	CT, ME, MA, NH, VT, RI, NB, QC	23
Region 12	PR, BR, SA	6
Total Members		**525**

Producer Membership (2012–2018)

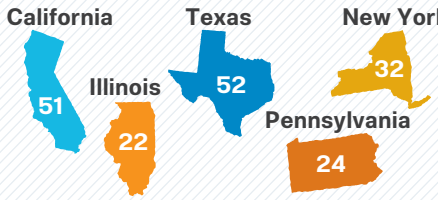
YEAR	NUMBER OF PRODUCERS
2012	412
2013	+4.9% 432
2014	+3.7% 454
2015	+9.5% 497
2016	+4.2% 518
2017	+1.9% 528
2018	-0.6% 525

Affiliate Membership (2012–2018)

YEAR	NUMBER OF AFFILIATES
2012	89
2013	+1.1% 90
2014	+4.7% 94
2015	+4.3% 98
2016	-6.1% 92
2017	+1.1% 93
2018	+1.1% 94

Producer Members by State

TOP 5 STATES



Annual Meeting Attendance

The 2018 Annual Meeting in Phoenix, AZ, attendance totaled 806, including 6 new members and 38 first-time attendees.

Coeur D'Alene, ID Regions 1, 2, & 3

249 including 1 new member and 14 first-time attendees

New Orleans, LA Regions 4, 5, 6 & 7

207 including 1 new member and 11 first-time attendees

Charleston, SC Regions 8, 9, 10 & 11

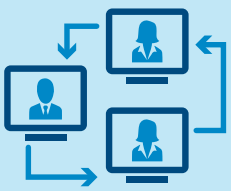
143 including 1 new member and 16 first-time attendees

NASBP Education

NASBP Professional Development opportunities are vast and varied, enabling NASBP to meet the educational needs its membership requires to address the issues surety professionals face daily.

Virtual Seminar Series

NASBP's 2018 Virtual Seminar Series had record-breaking numbers:



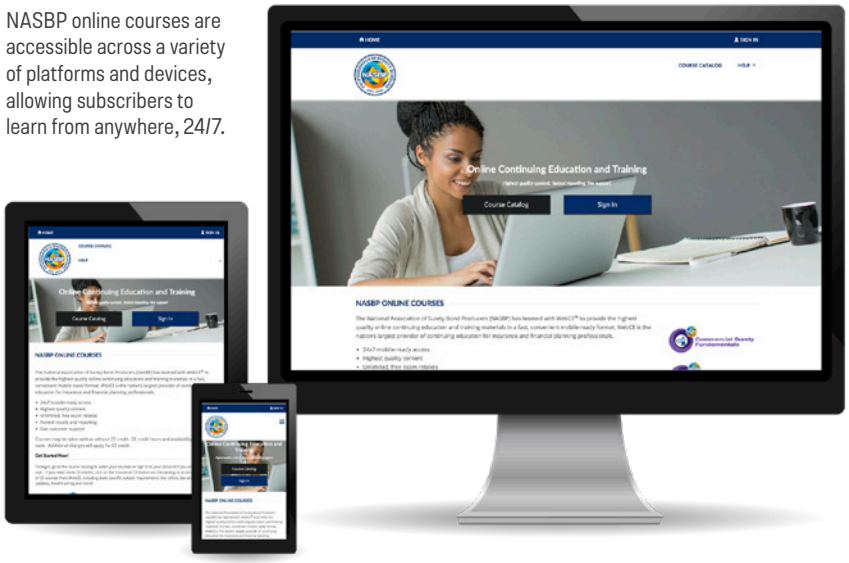
2317 sites registered

4132 individuals participating in live/recorded Virtual Seminars based on the average attendance per site

NASBP Online Education

NASBP teamed with WebCE® to provide the highest quality online continuing education and training materials. Four surety industry courses may be taken with or without CE credit, which vary by state. The NASBP membership has access to WebCE's entire library of insurance training at a special discount. Visit *www.webce.com/nasbp/* to start learning.

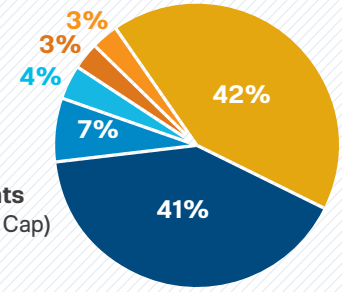
NASBP online courses are accessible across a variety of platforms and devices, allowing subscribers to learn from anywhere, 24/7.



2018 NASBP Producer Members Community

- **Multiple Office Dues Cap Participants** 220 members
- **Single Office Participants** 218 members
- **2 Office Participants** 22 members
- **3+ Office Participants** 39 members
- **Agency Satellite Offices** 17 members
- **International Participants** 19 members (10 are Dues Cap)

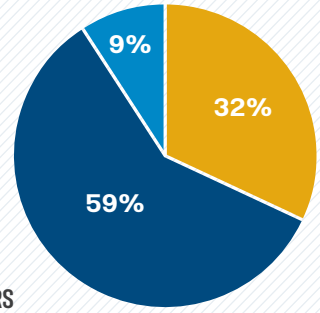
TOTAL: 525 PRODUCER MEMBERS

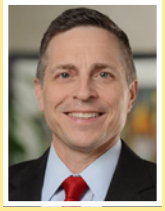


2018 New NASBP Producer Members

- **Multiple Office Dues Cap Participants** 7 new members
- **Single Office Participants** 13 new members
- **2 Office Participants** 0 - no new members
- **3+ Office Participants** 0 - no new members
- **Agency Satellite Offices** 2 new members

TOTAL: 22 NEW PRODUCER MEMBERS





"I am honored to serve on the NASBP Attorney Advisory Council and grateful to NASBP for the opportunity provided me and my colleagues at Smith, Currie & Hancock to present on a wide range of construction industry and federal government contracting topics beneficial to NASBP members and their contractors. Through NASBP Virtual Seminars, NASBP blogs, and *Surety Bond Quarterly* articles, my colleagues and I covered topics such as: construction project delivery systems; risk-shifting clauses in construction contracts; OSHA's 2017 silica regulations; and the Contract Disputes Act, among others."

G. SCOTT WALTERS
Partner, Smith, Currie & Hancock LLP, Atlanta, GA

"I am honored to be a part of the NASBP CPA Advisory Council. NASBP continually demonstrates its commitment to providing reliable, timely, and relevant information to its members and their clients; and it has been a pleasure to contribute articles and a virtual seminar to those efforts."

R.A. BOBBI HAYES
Partner, Carr, Riggs & Ingram, LLC, Albuquerque, NM

Regional and Midyear Meetings

Bob Shaw and Monica Donatelli provided opening remarks to the successful NASBP Region 4, 5, 6 & 7 Meeting.

A panel that addressed surety solutions for insurance collateral requirements was featured at each Regional Meeting. The panelists for Regions 8, 9, 10 & 11 Meeting are pictured.

Truckee, CA (near Lake Tahoe) offered scenic views for the NASBP Midyear participants.

The NASBP Regions 1, 2 & 3 Meeting had a record-breaking crowd of 249.

Join and Participate!

www.nasbp.org

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 headquarters in Suite 900 at the Fairmont Building in Bethesda, MD.

NASBP's Mission

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

National Association of Surety Bond Producers
Professionals in Surety Bonding

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