MAKING EVERY MINUTE COUNT
A MESSAGE FROM THE NASBP PRESIDENT

The constraints of time are ever present in our personal and professional lives, so all of us constantly strive to do more in the face of seemingly less time. Time is a most precious commodity, and it appears most fleeting when its abundance is most needed. These life observations spurred the formulation of my theme this year — Make Every Minute Count. Several Past NASBP Presidents have advised that this year as NASBP President would come and go faster than I might imagine. As we approach the end of the first half of my term, I can certainly attest that time is moving faster than anticipated, which has increased my desire to make every minute of my service count for the surety community and NASBP.

I am particularly fortunate to be the current steward of NASBP’s public relations campaign, “Be Guaranteed to Succeed.” This multi-year effort is designed to bring awareness and visibility to the merits of surety bonding for its many stakeholders in the private market and public sectors nationwide. It requires considerable energy and attention in order to shape a positive future for the much needed and tremendously valuable surety product. The key tenets of our public relations activities are to make surety personal, connect surety emotionally, and demonstrate how surety contributes to success. In the spirit of the campaign, 2019 Highlights—The Year In Review, recounts through words, images, and pictures how NASBP is Making Every Minute Count with three primary objectives:

- Build a positive reputation for surety
- Build a thriving surety community
- Build successful outcomes for all who benefit from surety bonds

Thank you for the encouragement and support you have contributed to our Association during the past year. I am proud to be a member of NASBP and am energized by the opportunity as President to Make Every Minute Count on your behalf.

Mahalo,

John Bustard
NASBP PRESIDENT AND SENIOR VICE PRESIDENT OF
King & Neel, LLC, Honolulu, Hawaii

NASBP 2019–2020 OFFICERS
LEFT TO RIGHT: Nick Newton, Mark Munekawa, John Bustard, Tracy Tucker, Bob Shaw
This year NASBP increased stakeholder groups’ knowledge and awareness of the merits of surety bonds. NASBP made a significant commitment to carry forth the tenets of the NASBP PR campaign through volunteer and staff time and financial resources and to raise the visibility of surety bonding in public and private sectors, with a particular focus on project owners, design professionals, and lenders. For the first time, NASBP invited community bankers and lenders to attend a panel presentation at each Regional Meeting. Each panel acquainted lenders with the virtues of mitigating commercial loan portfolio risk with surety bond protections in the form of bond requirements placed on construction borrowers as a condition of project financing. Print and digital ads were placed and run in various web properties and magazines for medical facility owners, designers, school and educational facility owners, and lenders. NASBP production of videos also was undertaken featuring lenders, a medical facility owner, and contractors (including one promoting the use of subcontract bonds). NASBP also increased awareness of how NASBP members are NASBP Surety Bond Pros and the many services they provide clients in addition to providing a bond! With outreach efforts, articles, and presentations about the bonding process and surety bonds, NASBP reached small and emerging contractors through its joint program with the U.S. SBA, designers and other stakeholders. NASBP educated members of construction industry associations and organizations about the bonding process including architects of the American Institute of Architects and attorneys with the American Bar Association.

Visiting the PR Campaign Center

NASBP displayed its PR Campaign ads and videos on poster boards and a TV monitor in the public areas of the hotel for those attending the 2019 Annual Meeting to examine during breaks.

“The PR consultant at NASBP took the time to really understand what’s going on out there. So, it makes a lot of sense to use what’s already been created and then just co-brand it with your own material and get it out there. The [NASBP Producer Communications Toolkit] is very well done and will present all of us in the professional light that we want to show our customers and our prospects.... The surety industry as a whole will benefit from both group and individual efforts to spread the word.”

Mike Specht
VICE PRESIDENT
Minard-Ames Insurance Services/Insurica
Phoenix, AZ
**BE GUARANTEED TO SUCCEED IS SUCCEEDING**

Using its digital and print advertising and social media, NASBP delivered its message more than 1 million times. Each of these media impressions has been targeted to reach the core audience of contractors, owners, and lenders. Nearly 20% of NASBP’s media impressions reach lenders — our priority growth audience.

**NASBP Surety Story Videos are Telling The Story**

NASBP produced a new set of videos featuring contractors, lenders, facility managers and others speaking about the value of the surety product.

**Offering New Campaign Communication Tools**

NASBP’s Producer Communications Toolkit has been downloaded more than 230 times—giving NASBP members more power to spread the message. Three syndicated articles carried the overall message of the value of surety nationwide—with over 7,300 placements. Find these tools and more at nasbp.org/guaranteed.

**ENGAGING THROUGH SOCIAL MEDIA**

NASBP is rapidly becoming part of the online conversation, having boosted industry visibility among professionals by increasing LinkedIn followers by 31% over last year. NASBP hashtags, including #BeGuaranteedtoSucceed, received more than 380,000 impressions on social media platforms in 2019.

LinkedIn has proven to be one of the most effective platforms with audience engagement growing.

NASBP developed a new way members can connect with prospective clients through a fun video, “What is a Surety Bond?”

“I’m new to this industry, and I’m not sure of the best way to craft the content to post on social media. The instructions in the [NASBP Producer Communications] Toolkit explaining how to boost posts have definitely helped our agency get more engagement and reach more people.”

Madison M. Haller
MARKETING MANAGER
L A Surety Solutions, LLC
Louisville, KY
PROMOTING THE VALUE OF SURETY IN PRINT

NASBP reached new stakeholders by placing print ads in magazines for lenders, contractors, and school facility managers. NASBP has placed PR campaign advertisements in the NSBA magazine, American School Board Journal; CFMA magazine, Building Profits; ICBA magazine, Independent Banker; and ABC magazine, Construction Executive.

INCREASING TRAFFIC THROUGH TARGETED DIGITAL ADVERTISING

Targeted digital advertising has increased visitors to the PR campaign landing page by almost 20% over last year. 52% of website visitors were new users in 2019 — up from 34% in 2018 — and overall users are averaging more time on the site.

NASBP displayed ads at websites and newsletters of the Building Owners & Managers, ICBA, Medical Construction & Design, National School Boards Association, and International Risk Management Institute. Many of the ads included engaging animation.
I have definitely done a 180 on the whole social media piece, including Facebook. I think all of us, regardless of age or stage of life, recognize that social media is a major platform that is being utilized by business owners and folks who we’re dealing with on a day-to-day basis. I see that my clients are on Facebook, so why wouldn’t I take that opportunity to have another way of putting myself and our company in front of them? I see it as almost free advertising.”

Zach Mendelson
Principal, Surety Practice
EPIC/Edgewood Partners
Insurance Center
Pittsburgh, PA

For the first time, NASBP invited community bankers to attend a panel presentation on the virtues of surety bonding. NASBP has provided the membership resources to raise lenders’ awareness of surety bonds. A link to these resources, a slide presentation and videos, can be found on the homepage, nasbp.org.

Expanding Our Value through Program Partnerships

Surety executives, Tim Mikolajewski (pictured above at podium) of Liberty Mutual Surety, Larry Taylor (pictured above at podium) of Merchants Bonding Company, and Gary Dunbar of Great American Insurance Company, led lending panels at the NASBP Regional Meetings.

NAHB described the Benefits of Bonding to AIA and ABA Members — in person and online

The American Institute of Architects (AIA) invited NASBP CEO Mark McCallum and NASBP General Counsel Martha Perkins to make a presentation followed by Q&A in July to the AIA Risk Management Committee. Also, NASBP has begun compiling a resource for AIA members.

McCallum and Perkins delivered a webinar to the Design Division of the American Bar Association (ABA) Forum on Construction Law on how surety bonds guarantee project success.

2019 Bonding Across America Program

NASBP coordinated with the U.S. Small Business Administration Office of Surety Guarantees the “2019 Bonding Across America” Program, which hosted three bonding educational programs in 2019 for small contractors in Dallas/Ft. Worth, TX; Atlanta, GA; and Fairfax, VA. In all, 40 contractors participated. Of the 350 active agencies and surety companies participating the U.S. Small Business Administration Surety Bond Guarantee Program, the top 10 agencies include six NASBP members.

NAHB HIGHLIGHTS

The Year in Review 2019

Chair of the NASBP Small and Emerging Business Committee, Chris Downey of Downey and Company, presented at the Bonding Across America education program held in Virginia.

NASBP CEO Mark McCallum and U.S. SBA Director of the Office of Surety Guarantees Peter Gibbs

NASBP CEO Mark McCallum and U.S. SBA Director of the Office of Surety Guarantees Peter Gibbs

Be Guaranteed To Succeed

National Association of Surety Bond Producers’ presentation to
The American Institute of Architects’ Risk Management Committee

Surety Bonds for Project Success

AIA National Headquarters
Washington, DC
July 18, 2019

Surety Bonds for Project Success

National Association of Surety Bond Producers’ webinar for AIA Forum on Construction Law Design Council
August 7, 2019
MAKING EVERY MINUTE COUNT

BUILDING A THRIVING COMMUNITY

This year NASBP built a strong, thriving community among its membership and industry stakeholders in numerous ways. For the first time NASBP jointly held the Legislative Fly-in with the Surety & Fidelity Association of America. In addition, both organizations met with representatives of the Public Buildings Service of the U.S. General Services Administration (GSA) and convinced GSA to issue SF bond forms with extended expiration dates. They also met with senior officials at the U.S. Small Business Administration to discuss bonding and lending programs. Thanks to the contributions from NASBP members and affiliates to the Political Action Committee, SuretyPAC, once again NASBP was able to speak and work with members of the U.S. Congress and their staff to address adverse policy through legislation. On the state level, NASBP members spoke out in opposition to adverse policies that would negatively impact their clients and the industry. The NASBP Annual and Regional meetings offered new, fun, and informative programs, and the Annual Meeting recorded high attendance. To show that the surety industry is among the caring supporters of the Construction Industry Alliance for Suicide Prevention, NASBP created a lapel pin for surety professionals to wear when meeting with clients and to show that they care. NASBP enhanced the presence of NASBP agencies with prospective clients across the nation with its release of the new NASBP Surety Pro Locator. Advertising support for NASBP publications, Surety Bond Quarterly and NASBP SmartBrief, continues to increase as these publications flourish with new and informative articles by surety professionals and the participants on the NASBP Attorney Advisory Council and the NASBP CPA Advisory Council.

T

A famous 19th-century American essayist once wrote, ‘Hitch your wagon to a star.’ I am pleased and honored to be a member of the NASBP Attorney Advisory Council and a resource to the biggest star in the association industry, the NASBP. As a suretyship practitioner for over 25 years, I can attest that the NASBP is the recognized voice of the surety bond professionals with government and business.”

Timothy E. Heffernan
SENIOR PARTNER
Watt Tieder Hoffar & Fitzgerald, LLP
McLean, VA
NASBP ATTORNEY ADVISORY COUNCIL PARTICIPANT

2019 MEMBERSHIP BY THE NUMBERS

Dues Cap Participating Offices
Participating Corporate Agencies 10
Total Participating Offices 220

Producer Membership 2013–2019

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<th>YEAR</th>
<th>NUMBER OF PRODUCERS</th>
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<tr>
<td>2014</td>
<td>454 (+3.7%)</td>
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<tr>
<td>2015</td>
<td>497 (+9.5%)</td>
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<td>518 (+4.2%)</td>
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<td>2017</td>
<td>528 (+1.9%)</td>
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<tr>
<td>2018</td>
<td>525 (-0.6%)</td>
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<tr>
<td>2019</td>
<td>532 (+1.3%)</td>
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Affiliate Membership 2013–2018

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<th>YEAR</th>
<th>NUMBER OF AFFILIATES</th>
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<tr>
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<td>94 (+4.7%)</td>
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<td>92 (-6.1%)</td>
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<td>93 (+1.1%)</td>
</tr>
<tr>
<td>2018</td>
<td>94 (+1.1%)</td>
</tr>
<tr>
<td>2019</td>
<td>87 (-7.4%)</td>
</tr>
</tbody>
</table>
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The 2019 NASBP Annual Meeting attendance was the highest in recent history with 859 total participants, exceeding attendance for the 2017 75th Anniversary.

Then President Bob Shaw (center) and his wife Kelly handed the reins to John Bustard.

Bob Shaw presented Past President Tom Padilla (left) with the Bruce T. Wallace Award.

NASBP Officers brought their cornhole A-Game!

A number of Past Presidents and their spouses posed for a social media post.

The cornhole tournament had a total of 64 players (32 teams).

Winners of the cornhole tournament proudly wore their championship belts.

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Nydia M. Velázquez
U.S. HOUSE OF REPRESENTATIVE (D-NY 7)

This spring the NASBP Executive Committee supported several members of Congress at political action committee events.

NASBP SuretyPAC
- Disbursed $28,000 to federal legislative candidates
- Provided 11 PAC disbursements to U.S. Senators and Representatives supportive of NASBP initiatives
- NASBP membership contributed $24,000 to SuretyPAC

First Joint NASBP and SFAA Legislative Fly-in
- For the first time, NASBP and the Surety & Fidelity Association of America hosted a joint legislative Fly-in in Washington, DC.
- Fly-in attendees visited 70 congressional offices which included 39 Democrat and 15 Republican offices. Of those 54 visits, 48 were with staff and six were with members of Congress.
- NASBP organized and Larry LeClair moderated an infrastructure panel discussion (pictured center above), which included Hill staff representing three U.S. House Committees — Small Business, Ways and Means, and Transportation and Infrastructure. The panelists were: Naveen Parmar, Policy Director and General Counsel for the Small Business Committee (Majority); Jon Bosworth, Senior Legislative Assistant for U.S. Rep. Earl Blumenauer (OR-D 3rd) (Bosworth serves on the Ways and Means Committee); Kristine O’Brien, Director of Member Services for the Transportation and Infrastructure Committee (Majority); and Nick Christensen, Director of Member Services for the Transportation and Infrastructure Committee (Minority).
- During the Fly-in, NASBP secured meetings with representatives from the U.S. General Services Administration (GSA) (some of the NASBP & SFAA members & staff who met with representatives of the Public Buildings Service are pictured above top right) and the U.S. Small Business Administration (SBA).

Meetings with Federal Elected Candidates
- John Bustard and U.S. House of Representative Ed Case (D-HI 1st)
- Howard Cowan, U.S. Senator Ted Cruz (R-TX), and Tracy Tucker
- Bob Shaw, U.S. Senator Rob Portman (R-OH), and Larry Taylor

"As Chairwoman of the House Small Business Committee, helping America’s over 30 million small businesses receive fair and ample opportunities to participate in the federal procurement marketplace is a top priority. Whether I’m working on legislation to help small firms receive prompt payment or holding federal agencies accountable to the contracting set-aside goals established by Congress, I’m pleased to have the support of the NASBP."

Nydia M. Velázquez
U.S. HOUSE OF REPRESENTATIVE (D-NY 7)
NASBP Active with Construction Industry Procurement Coalition (CIPC)

- NASBP is one of 16 construction related groups that form CIPC.
- On behalf of the CIPC, Larry LeClair (pictured above), Director of Government Relations, updated the U.S. House Small Business Committee staff about the federal Miller Act.
- CIPC delivered a letter to the Chairs and Ranking Members of the Senate/House Armed Services Committee supporting 9 provisions included in the House/Senate Armed Services Committee legislative package.

Convinced GSA to Issue SF Bond Forms with Extended Expiration Dates

NASBP was instrumental in convincing the federal government to issue SF bond forms with extended “Expiration Dates.” After meeting with key members of the Public Buildings Service of GSA in June followed by outreach by phone and email, the agency uploaded in September the SF24, Bid Bond; SF25, Performance Bond; and SF25A, Payment Bond to the GSA form library with the “Expiration Dates” of “8/31/2022.”

During the June meeting, NASBP and others related recent instances where federal contracting officers or their legal counsels believed that the “Expiration Date” applied to the validity or enforceability of the bond itself, a misunderstanding of the meaning behind the “Expiration Date,” which refers to certain OMB information collection requirements relating to the form and has nothing to do with the actually validity or enforceability of the underlying bond agreement. It was related that such misunderstandings had even resulted in rejections or replacements of bonds.

NASBP Supports the Construction Industry Alliance for Suicide Prevention

NASBP is a supporter of the Construction Industry Alliance for Suicide Prevention, which was formed by Construction Financial Management Association (CFMA) and which recently became a nonprofit charity. NASBP created a lapel pin for NASBP members to show that they are caring supporters of the construction industry. A flyer describing the Alliance and the lapel pin were provided in the Annual Meeting registration packet. Staff of NASBP and CFMA are exploring new opportunities for cross promotion and the possibility of offering NASBP Virtual Seminars to CFMA members.

STATE ACTIVITY

- After NASBP Government Relations staff reviewed hundreds of bills and regulations impacting the industry, they deemed over 115 should be tracked in 39 states including five bills relating to public-private partnership (P3s) that were enacted into law. Two of those states, CO and IN, required bonds.

NASBP released the NASBP Surety Pro Locator at suretyprolocator.nasbp.org, enhancing the presence of NASBP agencies with prospective clients.
NASBP offered the NASBP membership new ways to advance professionally to improve their firms’ processes and businesses. NASBP secured a new learning platform, SuretyLearn, to deliver educational programs, including NASBP Virtual Seminars. NASBP provided a Winter Session of the Surety School offering Levels I and II as well as a Summer Session offering Level I, II & III and a Commercial Surety School. This fall, NASBP delivered the Leadership Workshop. NASBP offered information about designations and accreditations for surety professionals to increase their knowledge about construction finance, risks, and rewards. In addition, NASBP provided members tools, education, and opportunities to build their personal and their firm’s social media presence, as well as a discount on a service to lift the burden of scheduling and automatically publishing social media posts with content customized for their business and marketing goals.

Throughout the year, NASBP built awareness of the opportunities and rewards of outreach including persuading a private owner to require a bond for a project. Working with XBRL-US and others, NASBP developed an XBRL-enabled WIP form to enhance the efficient transfer of client data.

These are just a few of the many ways NASBP enabled the NASBP membership to secure successful outcomes this year.

THE TIGER TRUST AWARD

Building Awareness of the Tiger Trust Award
To encourage more surety professionals to convince private owners to bond projects, NASBP has undertaken a campaign to remind members of the Tiger Trust Award and how to submit a nomination to receive the prestigious award. The deadline is February 17, 2020.

Joshua Entamadi (left) with the Tiger Trust Award that Bob Shaw presented to him at the 2019 NASBP Annual Meeting. Ken Ryan brought a tiger to the 1983 Annual Meeting to introduce the Award.
Institute of Certified Construction Industry Financial Professionals (ICCIFP)
NASBP has educated the membership about the certification of the Institute of Certified Construction Industry Financial Professionals (ICCIFP), for surety professionals. Obtaining the CCIFP helps surety professionals increase their knowledge about construction finance, risks, and rewards. In March, NASBP staff met with the ICCIFP Executive Director and Dave Pesce, who served as a 2018–2019 ICCIFP Officer.

The Institutes’ certifications
New this year, NASBP has placed a sticker on the name badge of individuals who have obtained the AFSB and/or CPCU designations. This spring, NASBP posted a blog about the benefits to surety professionals who obtain these certifications provided by The Institutes.

NASBP has placed an XBRL Work-In-Progress form at NASBP.org for members’ clients’ use
Now NASBP members can share the new NASBP Work-in-Progress Spreadsheet for XBRL with clients, which enables them to easily transform their WIP Reports into the machine-readable XBRL format for delivery to surety carriers that accept XBRL formatted WIP Reports. Using the new XBRL WIP Spreadsheet for XBRL eliminates the need for sureties to re-key contractors’ WIP data, improving accuracy and allowing quicker processing of report information. The new WIP Form, a collaborative effort between NASBP and XBRL-US, is another step towards realizing the time and cost efficiencies possible through the use of surety data standards.

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Institute of Certified Construction Industry Financial Professionals (ICCIFP)
NASBP has educated the membership about the certification of the Institute of Certified Construction Industry Financial Professionals (ICCIFP), for surety professionals. Obtaining the CCIFP helps surety professionals increase their knowledge about construction finance, risks, and rewards. In March, NASBP staff met with the ICCIFP Executive Director and Dave Pesce, who served as a 2018–2019 ICCIFP Officer.

“The Institutes has always been a leader in advancing the constructive use of technology to support our members’ operations. We are now positioning our efforts for a changing and demanding technology environment, with activities that will continue to serve our members and the industry this year and into the future.”

Joshua A. Etemadi
ASSISTANT VICE PRESIDENT
Construction Bonds Inc.
– A Division of Murray
Sterling, VA
CHAIR, NASBP AUTOMATION & TECHNOLOGY COMMITTEE

AUTOMATING SOCIAL MEDIA
NASBP Offered Service for NASBP Members To Boost Social Media Engagement

NASBP has entered into an agreement with InsuranceSocial.Media, a social media management service specific to the insurance and surety industries. InsuranceSocial.Media helps its subscribers by lifting the burden of scheduling and automatically publishing social media posts with content customized for each subscriber based on the subscriber’s business and marketing goals. The agreement with InsuranceSocial.Media provides for an exclusive offer for NASBP members to enjoy a special free trial. Visit https://register.insurancesocial.media/solutions/NASBP to learn about the special 60-day FREE trial for NASBP members. Be sure to use this coupon code NASBP19. Contact Elisabeth Deffner with questions.

TOOLS & CERTIFICATIONS

NASDAQ HIGHLIGHTS
The Year in Review 2019

NASBP has placed an XBRL Work-In-Progress form at NASBP.org for members’ clients’ use
Now NASBP members can share the new NASBP Work-in-Progress Spreadsheet for XBRL with clients, which enables them to easily transform their WIP Reports into the machine-readable XBRL format for delivery to surety carriers that accept XBRL formatted WIP Reports. Using the new XBRL WIP Spreadsheet for XBRL eliminates the need for sureties to re-key contractors’ WIP data, improving accuracy and allowing quicker processing of report information. The new WIP Form, a collaborative effort between NASBP and XBRL-US, is another step towards realizing the time and cost efficiencies possible through the use of surety data standards.
Immediate Past President Bob Shaw (pictured right with Dedi Belis), Skillings Shaw & Associates, Inc., received the award for his remarkable 30 years of service. Also, Past President Tom Padilla, HUB International of Albuquerque, received the award for his 20 years of service. Dedi Belis, Nielsen Hoover & Co., was awarded the apple for her 10 years of service. In addition, Elizabeth Bottemiller, The Hartford, received the award for her five years of service.

Recognizing Excellence
To thank them for their hard work and dedication to NASBP, faculty members are given a crystal apple to recognize each five years of service. In 2019, four faculty members received service awards. Congratulations!

WILLIAM J. ANGELL SURETY SCHOOL
The 2019 NASBP Winter and Summer William J. Angel Surety Schools combined included Levels I, II, III and Commercial Surety School and led more than 230 students through the 3 to 5 days of immersive learning!

2019 Level I NASBP Summer Surety School Graduates

Making Learning Fun at Surety School

40 plus years!
NASBP recognized Koula Korson for her more than 40 years of exemplary service to the operations of the Association.

DECADES OF DEDICATION
In recognition of the unbreakable commitment of Koula Korson to the success of the National Association of Surety Bond Producers,
Koula has given more than 40 years of exemplary service to the operations of the Association.
NASBP extends its deepest appreciation to Koula for her dedication to the advancement of the NASBP mission.

"To serve on the NASBP CPA Advisory Council is a real honor. As trusted professionals and advisors, not only do we, as CPAs, need to properly guide the construction industry in a time of financial disruption, but we also need to educate the surety community as to how these changes impact their world as well. To be in a position to help bridge those lands is an honor beyond words."
Carl Oliveri, CPA, CCIFP, CFE
PARTNER, CONSTRUCTION PRACTICE LEADER
Grassi & Co.
New York, NY
NASBP CPA ADVISORY COUNCIL PARTICIPANT
LEARNING ONLINE IN 2019

SuretyLearn launched in January 2019

SuretyLearn’s numbers in 2019
- Number of “active” products: 208
- Registrations: 1,690
- Number of user accounts: 780
- Total unique site visitors: 49,715
- Total unique user page views: 56,658

NASBP 2019 Virtual Seminars
Record-breaking numbers again!
- 7747 individuals participating in live/recorded Virtual Seminars
- 4343 site registrations
- 4.5 average attendee rating

Top 5 NASBP Virtual Seminars by Site Registrations in 2019

<table>
<thead>
<tr>
<th>Seminar Title</th>
<th>Registrations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Captive Insurance &amp; Bonding: A Deeper Dive</td>
<td>279</td>
</tr>
<tr>
<td>Surety in Oil &amp; Gas — Managing Risk in a Changing World</td>
<td>232</td>
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<tr>
<td>In The Weeds: ESOPs for Construction Companies</td>
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<tr>
<td>An Introduction to a Myriad of International Surety Markets</td>
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<tr>
<td>Mechanics’ Lien Discharge Bonds – The Substitutes of the Surety World</td>
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NEW PUBLICATIONS

“9 Things Savvy Owners Should Know About Surety Bonds”


WORKSHOP

The Leadership Workshop provided insight on how to manage a staff with multiple generations.

NASBP OUTREACH

NASBP First Vice President Mark Munekawa presented at the Surety Association of Northern California November meeting, where he described NASBP programs and showed NASBP Surety Story videos developed for the PR campaign. He was on a panel with Larry Taylor (pictured far right) and other surety professionals.

Rusty Lear
EXECUTIVE VICE PRESIDENT
Flood and Peterson
Greeley, CO

“Undertaking outreach is not just important to our customers but also to our stakeholders. As agents and underwriters, we need to recognize that our interactions with project owners, lenders, design professionals, and facility managers are opportunities where we can help them understand the value of the surety product and surety relationships. NASBP makes outreach easy and efficient by providing excellent tools and resources. We all need to make a continuing commitment to using these resources. I enjoy making more of our NASBP community aware of their outreach opportunities as Chair of the Industry Relations Committee.”

NASBP offered CE for Guam
For the first time NASBP offered continuing education for Guam at the 2019 Summer School.

“The NASBP Leadership Workshop provided me with an eye-opening assessment of my leadership strengths and weaknesses, and forced me to ask, “Could my team get the same results if I implemented changes to my leadership strategy—and could we do even better?” The instructor was engaging, and the class had a dynamic group of agents and underwriters in varying points in our careers. Every participant’s assessment revealed that we could be more encouraging and offer more praise. I am truly grateful I had this opportunity for learning and self-reflection, and I believe everyone, no matter the career path, would benefit from the experience.”

Robin Amstutz
SENIOR VICE PRESIDENT—SURETY
Edgewood Partners Insurance Center
Chicago, IL
JOIN, PARTICIPATE, AND MAKE EVERY MINUTE COUNT AS A NASBP SURETY PROFESSIONAL

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.

#surety
#BeGuaranteedToSucceed
#WeAreNASBP

WWW.NASBP.ORG

National Association of Surety Bond Producers
Professionals in Surety Bonding

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