

NASBP is

All in

NASBP Highlights The Year in Review 2023



**NATIONAL ASSOCIATION OF
SURETY BOND PRODUCERS**

Professionals in Surety Bonding





**"It is easy to be
'all in' when you
are proud of
your organization;
I know you are too."**

Patrick Pribyl
NASBP President
2023-2024



See more photos by viewing the new photo collage offered for the first time in the center of this issue!

From the NASBP President



"Time sure goes fast when you're having fun!" I thought that was an appropriate statement to start my message in the 2023 *NASBP Highlights: The Year in Review*. I can hardly believe that we are coming to year's end after assuming my presidential term at the Annual Meeting in Marco Island, Florida. I fervently believe that is a product of my being "all in" on NASBP, and I understand very well as President that NASBP is "all in" on its members and the surety industry. As Immediate Past President Nick Newton stated in last year's *Highlights*: "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."

I am truly thankful as NASBP's President to be among the beneficiaries of the volunteer efforts of NASBP members which, combined with the considerable skills and professionalism of staff, drive this organization to greater heights. The admiration I have for our dedicated Surety School faculty and the many committee chairs and volunteers undertaking impactful actions to benefit the interests of surety professionals and suretyship is unbounded. Likewise, our Legislative Fly-in and advocacy efforts are amazing. Our timely communications, like NASBP's social media channels, the *Surety Bond Quarterly*, and *NASBP SmartBrief*, continue to provide us with on-point, relevant information under the guidance of dedicated volunteers like the *SBQ* Advisory Board and the two NASBP Advisory Councils. I cannot thank all these remarkable individuals personally, but those who read this letter please know you have my sincere thanks for all you do to preserve, protect, and promote our livelihoods!

I would be remiss not to touch briefly on notable achievements, more fully explored in this publication, which demonstrate how "NASBP Is All In" on your behalf. Among those are realizing the 100th episode of NASBP's

podcast, Let's Get Surety; achieving record attendance at NASBP's Annual Meeting and the East and West Fall Meetings; gaining a new surety industry partner in the Women In Surety association; delivering NASBP's first Commercial Surety Level II class; having the highest level of subscriptions to NASBP's Virtual Seminars; enhancing our alliance with our stakeholder partner, the American Subcontractors Association, Inc.; and being an integral supporter of the RiskStream Collaborative block chain initiative on digital bonding, among other achievements. Please review the pages within to learn how NASBP is "all in" on building community; educating and developing talent; promoting and protecting surety; enhancing key relationships and communications; and fostering leadership and innovation.

It is easy to be "all in" when you are proud of your organization; I know you are too. Many thanks to all our sponsors and advertisers, which provide critical support to us. I am confident the best is yet to come, however, as NASBP leaders are working diligently on a pragmatic strategic vision for an impactful NASBP future. Thanks for being a member of the NASBP community, and best wishes on an incredible start for your business in 2024!

Cordially,

A handwritten signature in black ink, reading "Patrick Pribyl". The signature is stylized with a large, sweeping "P" and a long, horizontal stroke at the end.

Patrick Pribyl

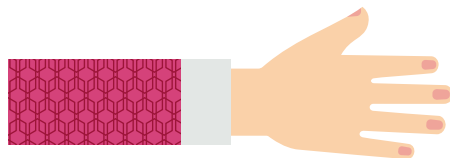
NASBP President and
National Surety Team Leader
Lockton Companies, LLC
Kansas City, MO

2023–2024 NASBP Officers



Robert Coon, Nick Newton, Patrick Pribyl, Monica Donatelli, and Zach Mendelson

NASBP is All In



NASBP is committed to Building Community



Record Attendance at Events, Again!

The NASBP Annual Meeting and both Fall Meetings had record attendance. In addition, for a second year in a row, **23** sureties participated in the Affiliate Entertaining event at the Annual Meeting! The NASBP Meeting App, pictured, was a great resource to attendees of the NASBP Meetings.



Then NASBP President Nick Newton with Jenny Newton at the 2023 NASBP Annual Meeting & Expo.

2023 NASBP Annual Meeting & Expo

2022–2023 President Nick Newton's Annual Meeting theme was "Passion and Purpose" and the meeting recorded an outstanding attendance of **920**.



The NASBP Annual Meeting's final event, "Havana Nights," featured great music, food, friends, and lots of fun!



Alice Guignard, Nikeya D. Gibbs, and Lourdes Landa enjoyed the Annual Meeting and networking cocktail events like the Women in Surety reception.



"The NASBP Membership Committee is excited about the new Retired Surety Professional membership class, which has been well received and will benefit our entire organization. As a committee, we continue to look for ways to improve

our overall NASBP membership experience and offerings. To that affect, in 2024 we will launch the 'NASBP Ambassadors' Task Force, charged to ensure members are connected to all that NASBP has to offer."

BRAD BABCOCK

Chair of the NASBP Membership Committee and President of Babcock Solutions Grafton, WI



Keynote speaker Ross Bernstein pointed out the relationship between sports and business in "The Champions Code."



Members said Economist Anirban Basu's presentation, "Show Me The Money (Supply)," was insightful.



NASBP was pleased to sponsor and support Women in Surety this year.



NASBP created new brochures to promote the value of membership to prospective members.



NASBP introduced the new NASBP Membership Category, Retired Surety Professional, for producers and underwriters who have retired and want to remain involved.

NASBP Fall Meetings

Both Fall Meetings featured engaging presentations from Enron Whistleblower Sherron Watkins and a panel moderated by NASBP General Counsel Martha Perkins that offered viewpoints about the Enron crisis. Attendees learned about signals and red flags that warrant greater underwriting discernment and new insights that they could take back home with them to use when evaluating prospective accounts.



NASBP East Meeting Nashville, TN

September 13–15, 2023

325 attended the NASBP East Meeting in Nashville.



The outdoor welcome receptions at the NASBP East and West Meetings were well attended.



NASBP West Meeting Las Vegas, NV

October 18–20, 2023

350 attended the NASBP West Meeting in Las Vegas.



Both Fall Meetings included a panel discussion, "The Legacy of the Enron Scandal: A Cautionary Tale of Greed, Fraud, Hubris, and Self-Delusion and the Lessons for the Surety Industry."



The SHE Golfs Clinics, co-hosted by Women in Surety and NASBP, and sponsored by Travelers, were a great success at both Fall Meetings.



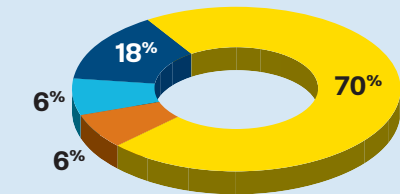
"Being a member of NASBP has offered unparalleled networking opportunities, connecting me with surety professionals across the country. Also, the educational webinars and resources have been invaluable, ensuring I stay up to date on the latest industry trends and best practices. I wholeheartedly recommend NASBP to any surety professional aiming for growth and connectivity in the industry."

NICOLE CAMPBELL
CEO of Parrot Surety Services
North Charleston, SC

2023 NASBP Producer Members

2023 New Producer Members

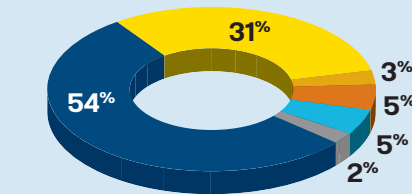
as of November 13, 2023



- Multiple Office Dues Cap Participants**
3 new members
- Single Office Participants**
12 new members
- 2 Office Participants**
0 new members
- 3+ Office Participants**
1 new member
- Agency Satellite Offices**
1 new member

2023 Producer Member Community

as of November 13, 2023



- Multiple Office Dues Cap Participants**
302 members
- Single Office Participants**
175 members
- 2 Office Participants**
19 members
- 3+ Office Participants**
29 members
- Agency Satellite Offices**
28 members
- International Participants**
11 members

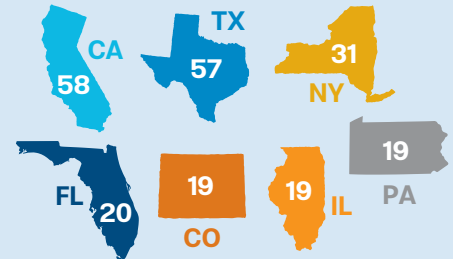
Producer Members by Region

as of November 13, 2023

- AK, ID, MT, OR, WA, BC, AB, SK 46
- AZ, CA, HI, NV, MX, AU, GU 80
- CO, NM, UT, WY 33
- KS, MO, NE 20
- IA, MN, ND, SD 22
- AR, LA, OK, TX 82
- IL, IN, MI, OH, WI 55
- AL, FL, GA, KY, MS, TN 65
- DC, MD, NC, SC, VA, WV 52
- DE, NJ, NY, PA, ON, UK 78
- CT, ME, MA, NH, VT, RI, NB, PQ 25
- PR, BR, SA 6
- Total Members** 564

Producer Members by State

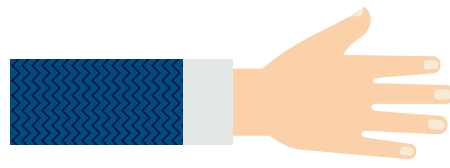
Top 7 States



Dues Cap Participating Offices

as of November 13, 2023

- Participating Corporate Agencies 10
- Producer Dues Cap Participating Offices 292
- Total Participating Dues Cap Offices** 302



NASBP is committed to Educating and Developing Talent

NASBP Launched its First Level II Commercial Surety School!

The NASBP Surety School Winter Session, held in Sugar Land, TX, was well attended with full classrooms including two Contract Surety Level I, two Contract Surety Level II, and a Commercial Surety Level I class. The Summer Session, held in Rosemont, IL, was exciting as it hosted not only Contract Surety Schools Level I and II, but also the inaugural NASBP Commercial Surety School (CSS) Level II class for a sold-out group of students.



"NASBP Surety School Commercial Surety Level II was a great course and provided valuable learning opportunities and networking for surety professionals. The instructors' expertise and the chance to connect with peers made it a standout educational experience in surety."

My company supported my participation in the NASBP Surety School, and I was thankful for the opportunity."

JAQUANDA MARTIN-KING, AFSB

International Surety Senior Client Manager
Willis Towers Watson Northeast, Inc.
Short Hills, NJ

MOP award winner of the Commercial Surety School Level II Class



The students of the first Commercial Surety Level II class were eager for the opportunity for an advanced course and networking with peers and faculty during receptions.



Students in the Contract Surety Level II have the opportunity to ask questions of faculty and NASBP leadership participating on a lunch panel.

**NASBP Surety School
Winter and Summer
Attendance in 2023**

Winter 170 students	Summer 120 students
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NASBP Most Outstanding Pupils (MOPs) 2023 Award Winners

Winter Session MOP Award Winners



Level I MOP Award Winners Sara Grace Deese of Marsh & McLennan Agency and Will Siegfried of Arch Insurance Group.



Level II MOP Award Winner Omer Alsaheb of RAISE Underwriting with faculty.



Level II MOP Award Winner Chase Zumo of Cory, Tucker & Larowe, Inc. with faculty.



CSS MOP Award Winner Jennifer Morales of Intact Insurance Specialty Solutions with faculty.

Summer Session MOP Award Winners



Level I MOP Award Winner Dylan Clark of SOMPO International Surety with faculty.



Level II MOP Award Winner Sam Campos of SOMPO International Surety with faculty.



Level II MOP Award Winner Dakota Zimmerman of SOMPO International Surety with faculty.



CSS Level II MOP Award Winner Jaquanda Martin-King of Willis with faculty.

NASBP Let's Get Surety Podcast Recorded its 100th Episode!

In November, NASBP offered its 100th Let's Get Surety episode, which featured celebrated BEAD Coalition Outside Legal Counsel Phil Macres of the Klein Law Group and NASBP Director of Government Relations Larry LeClair. This year the NASBP Podcast, co-hosted by Kat Shamapande and Mark McCallum, rolled out more episodes that featured NASBP Past Presidents discussing their terms as president and how the industry has changed and other episodes that focused on hot topics like e-bonding, commercial surety, private equity, and much more!

Top 5 "Let's Get Surety" Podcasts

letsgetsurety.org

in 2023

Episode 90	Growing and Fostering Women's Surety Careers	598
Episode 84	Reinsurance: Understanding Its Importance to Surety	518
Episode 79	Demystifying Idemnity Clauses	497
Episode 80	A Closer Look at AIA Contract Documents Program, the Oldest Program of Its Kind	427
Episode 82	Bonding Cryptocurrency	412

Contractor Bonding Education and Mentoring Program

learn.nasbp.org/SFAA-NASBP-ContractorBondingEd

NASBP continues to promote the **Contractor Bonding Education and Mentoring Program** website to a growing audience of more than **150** who have started a path to better understand surety bonding.

Top NASBP Virtual Seminar and Podcast



Kara London of Philadelphia Insurance and Whit Campbell of The Hartford delivered the highest attended NASBP Virtual Seminar this year. If you missed the Virtual Seminar on indemnity agreements, watch the recording!



NASBP Podcast "Let's Get Surety" featured an episode about growing and fostering women's surety careers. Pictured, from left, Shamapande; Renne Llewellyn, Patty Catanese, and Cissie Scoggin-Saslaw, all with NASBP Affiliate Liberty Mutual Surety; and Mark McCallum.



"Let's Get Surety® is an invaluable resource that opens doors to a world of knowledge and expertise. The NASBP Podcast has revolutionized my understanding of the surety industry because it delves deep into the intricacies of surety bonds, featuring insightful discussions with industry leaders and experts. It equips you with the tools and insights to excel in your surety endeavors. It's a must-listen for anyone seeking to thrive in the surety industry."

JAMIE MARQUES

Senior Surety Account Manager
Propel Insurance
Tacoma, WA



A flyer marketing the Contractor Bonding Education and Mentoring Program (left), and an advertisement for NASBP SuretyLearn, are just some of the ways NASBP promoted educational opportunities available for producers, underwriters, and contractors.

Over 40,000
downloads
to-date.



NASBP Virtual Seminars

Top 5 NASBP Virtual Seminars

learn.nasbp.org/nasbp-virtual-seminars

by Site Registrations
for 2023

Indemnity Agreements—Why Bother Taking Them and How To Take Them Correctly	544
Interesting Insights into the World of Subdivision Bonds	512
Understanding 5 Critical Insurance and Bond Provisions in Your AIA Construction Contract	505
Surety Industry Market Update	490
What You Need to Know About Reclamation Bonds	490

SuretyLearn Numbers

Main website

learn.nasbp.org

Number of "Active" Products	313
Number of User Accounts (gained nearly 1,000 new users in 2023)	4503
Total Unique Site Visitors	165,386
Total Unique User Page Views	183,614

Contractors website

learn.nasbp.org/4contractors

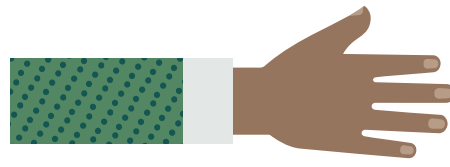
The updated page has had **47,478** site visitors in 2023!



We were
"All In"
in 2023!







NASBP is committed to Promoting and Protecting Surety

2023 NASBP & SFAA Fly-in Producers and Affiliates Meetings

NASBP & SFAA members participated in their first in-person federal Legislative Fly-in in over three years.

- 88 Congressional meetings (in person)
- 46 Senate 42 House 24 states
- 9 meetings with a member of Congress (face-to-face)
- 79 meetings with a Member's legislative staffer



"As Chairman of the House Transportation and Infrastructure Committee, and as a former Small Business Committee Chairman, I am proud to have collaborated with NASBP over the years to remove burdensome barriers to entry and expand federal opportunities for contractors of all sizes. Working with strong advocates like NASBP, I will continue working to promote competition in the federal construction contract market for businesses large and small."

U.S. HOUSE OF REPRESENTATIVE SAM GRAVES
(R-MO 6th)

Members Met with 88 Congressional Offices During 2023 NASBP & SFAA Joint Legislative Fly-in in Washington, D.C.



Scott Behrens, Monica Donatelli, Patrick Pribyl, and John Sanders met with U.S. Rep. Sharice Davids (D-KS 3rd).



Vicky McCurdy of NASBP Affiliate Amerisure met with U.S. Senator James Risch (R-ID).



Immediate Past President Nick Newton met with U.S. Senator Amy Klobuchar (D-MN).



In March NASBP held a PAC event in honor of U.S. Congressman Sam Graves. Pictured are NASBP Officers, NASBP Staff Mark McCallum and Larry LeClair, and Aaron Clark of Lockton.

Supported Sponsors of House WIFIA Bill

In September, NASBP co-hosted a PAC Event for U.S. Rep. Chris Pappas (D-NH 1st) and in December, NASBP co-hosted a fundraiser for U.S. Rep. Mike Bost (R-IL 12th). Both members are sponsors of the WIFIA bill (H.R. 1740).



NASBP Mobilized Rural Broadband Advocacy

NASBP helped mobilize a coalition of Internet Service Providers, broadband administrators, and trade groups that sought an alternative form of security to letters of credit (LOCs), such as a performance bond, to protect federal grant funds dedicated for broadband infrastructure. Since 2017, NASBP has lobbied congressional offices about the importance of allowing surety bonds as an alternative security to LOCs for broadband infrastructure and provided the Broadband Equity Access and Deployment (BEAD) Program Coalition with background materials in order to make salient policy points with the National Telecommunications and Information Administration. After consideration of the points, staff of the NTIA agreed in November to allow performance bonds as a form of allowable security for BEAD projects, a victory for NASBP and the ISPs.

Raised Over \$20,000 for Chair of U.S. House Transportation & Infrastructure Committee

In March, NASBP organized and hosted a PAC fundraising event, raising over \$20,000 for U.S. House Transportation & Infrastructure Committee Chairman Sam Graves (R-MO). Included among those in attendance at the Graves' event were representatives from 11 construction associations and company PACs.

Celebrated NASBP Legislative and Government Relations Successes

Bill that Protects Federal Small Contractors Introduced in House

NASBP and the other 15 construction groups that form the **Construction Industry Procurement Coalition (CIPC)** supported the Construction Procurement Caucus (CPC) efforts to introduce H.R.2726 in 2023. CPC co-chairs Reps Scott Peters (D-CA 52nd) and Pete Stauber (R-MN 8th), as well as Congressmen Brian Fitzpatrick (R-PA 1st) and Marc Veasey (D-TX 33rd) introduced H.R.2726, the "Small Business Payment for Performance Act of 2023," which requires federal procuring agencies to make interim partial payments to small construction contractors for unilateral changes in construction contracts.

Bills that Protect Subs and Suppliers Working on WIFIA Projects Funded by Federal Grants Introduced in U.S. Senate and House

NASBP, SFAA, and a coalition of industry partners supported the introduction by U.S. Senators Mark Kelly (D-AZ) and Kevin Cramer (R-ND) of S.2928 the "Water Infrastructure Subcontractor and Taxpayer Protection Act," which provides essential protections for procuring agencies and subcontractors by requiring payment and performance security on federally financed infrastructure projects receiving Water Infrastructure Finance and Innovation Act (WIFIA) assistance, including public-private projects (P3s). Similar legislation, H.R. 1740, was introduced in the House earlier this Congress.

Provided Insight to Mid-term Elections

NASBP hosted a January Virtual Seminar panel discussion where over 100 participants learned about the 2022 midterm term congressional election results from government relations representatives of four CIPC members who discussed the results and contemplated what's in store for the 118th Session of the U.S. Congress.

Educated Feds About Bonding International Work

NASBP met with the U.S. Department of State Bureau of Overseas Building Operations to discuss bonding and resources that can help educate the agency's staff and contractors doing overseas construction work for the Department of State.

Attended the Minority Business Development Agency Contracting Summit

NASBP was invited by Senior Advisor Irene Rivera of the Minority Business Development Agency - U.S. Department of Commerce (MBDA) to attend the September contracting summit where federal agencies (DOT, DoE, USACE) and government contractors described how to gain access to federal contracting opportunities.

NASBP's Larry LeClair Chosen as a 2023 Top Lobbyist

Larry LeClair, Director, Government Relations, was chosen as a 2023 Top Lobbyist by the National Institute for Lobbying & Ethics. His contributions and dedication to the profession set him apart out of over 500 nominations by peers.



NASBP caught up with industry partners Dana Thompson of National WCOE Women Construction Owners and Executives USA and Erykka Thompson of SMACNA at the Minority Business Development Agency—U.S. Department of Commerce 2023 Contracting Summit, "Equity in Government Contracting."



U.S. Senator Mazie Hirono (D-HI) continues to meet with Larry LeClair and to support NASBP legislative initiatives.



NASBP continued to enhance its relationship with the SBA Office of Surety Guarantees (OSG). Pictured are, from left, NASBP CEO Mark McCallum with OSG Underwriting Marketing Specialist Tamara E. Murray and OSG Director Jermaine Perry.



This summer, NASBP President Patrick Pribyl and Evan Sizemore, both of Lockton Companies, attended an annual fundraising golf outing for Sam Graves (R-MO).



"Small businesses on Main Street America are the engine of our economy. They provide good-paying jobs to their community members and quality products to their customers. However, complicated red tape often keeps these small businesses from

participating in the federal contracting space. That is why I am putting together the Construction Procurement Caucus. This important Caucus will advance sensible reforms to make the procurement space more accessible to Main Street. For example, my Small Business Payment for Performance Act will require the federal government to provide more timely payments for change orders. Legislation like this will result in more small businesses competing for federal contracts and economic prosperity for our communities. I am happy to have the support of NASBP to make the Small Business Payment for Performance Act and the Construction Procurement Caucus a reality."

U.S. HOUSE OF REPRESENTATIVE PETE STAUBER
(R-MN 8th)

NASBP Letters Sent on Behalf of NASBP Members Make Impact!

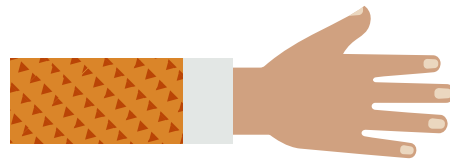
In response to member requests, NASBP submitted advocacy comment letters to federal, state, and local agency officials on topics such as: increases to state bond thresholds, bond waivers, resident agent requirements on bonds, and onerous bond forms, among others.

Visit the NASBP map of comment letters (login required) at nasbp.org/advocate/state-resources47/commentletters

2023-2024 NASBP SuretyPAC

- Provided **\$18,500** to federal legislative candidates
- Received over **\$31,351** from NASBP membership
- **\$41,539.18** on hand





NASBP is committed to Enhancing Key Relationships and Communications

NASBP Added 14 New Resources to the Producer Communications Toolkit 2.0

www.nasbp.org/guaranteed/home

New, on-point resources were added to sections for Producer, Owner, Architect, and Contractor at the NASBP Be Guaranteed to Succeed microsite. Below are a few examples.



"Over the years, NASBP and ASA have enjoyed a longstanding working relationship regarding federal and state legislative and regulatory efforts in protecting subcontractors' rights in securing prompt payment, change order reform, and enhancing payment and performance bonds in construction contracts. I'm pleased today we are building an even stronger 'Alliance' that will keep our relationship current and expand our joint educational, legal, and advocacy initiatives."

RICHARD BRIGHT
CEO of the American Subcontractors Association
Alexandria, VA

Industry Outreach to Construction Organizations and Others

NASBP engaged with and/or presented to outside construction and other organizations, such as the American Institute of Architects, American Arbitration Association, Associated Builders & Contractors, *Construction Executive* magazine, American Subcontractors Association, ConsensusDocs, Construction Management Association of America, Engineers Joint Contract Documents Committee, NiUG International, TRIP—a transportation research nonprofit, Women in Surety, and local surety associations, such as the Surety Association of Northern California, Surety Association of Illinois, Surety Association of St. Louis, and the Minnesota Surety Association.



ASA and TRIP representatives presented to the NASBP Board and at Committee meetings. Pictured, from left, Richard Bright of ASA, David Kearby of TRIP, and Mike Oscar of ASA.



Jill Tucker (right) of member IUL Bonds promoted the value of surety bonding at eight programs for small, minority and disadvantaged businesses.



Immediate Past President Nick Newton presented in September about NASBP and the State of the Industry to the Surety Association of Northern California with a panel of local surety experts.



Surety Bond Quarterly Provided NASBP Members the Insight of Top Surety Execs and Resources from Industry Service Providers and Much More

SBQ in 2023 kept the membership apprised of important issues that can affect surety professionals' daily operations: False Claims Act Risks, communications with a surety team, bonding back subcontractors, bank-fronted surety, contractor balance sheets, construction mediation, coverage under payment bonds, indemnity agreements, BIM, cybersecurity, EJCDC CMAR documents, court case rulings impacting surety bonding, and more.



NASBP surveyed surety executives and published the results in a SBQ article about the State of the Surety Industry.



Gearing Up for Surety Bond Quarterly 10th Anniversary Celebration in 2024



NASBP sent a survey and NASBP informed advertisers about the unique opportunities to help celebrate SBQ's 10th anniversary in 2024!

Promoted the Value of Surety Bonding to Contractors and the General Public

NASBP promoted the SFAA Ernst & Young study results and the Contractor Bonding Education and Mentoring Program (www.contractorbondinged.org).



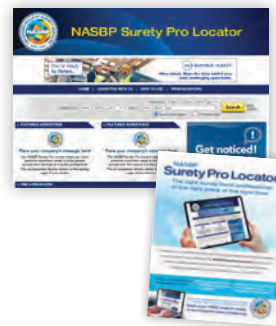
New NASBP Resources and Info Featured in Social Media Event-Focused Campaigns

Campaigns included May's Infrastructure Week, the NASBP Annual Meeting, the NASBP East Meeting in Nashville, and the NASBP West Meeting in Las Vegas.



NASBP Surety Pro Locator www.suretyprolocator.nasbp.org

NASBP promoted the *Surety Pro Locator*, a directory of NASBP surety bond producers to the general public and members of CFMA and ABC.



NASBP SmartBrief www.smartbrief.com/nasbp



NASBP's free weekly e-newsletter, *NASBP SmartBrief*, newest section "Bonding Matters" has a regular following that continues to grow. The Brief, in its 13th year of publication, has more than 5,000 subscribers and retains its outstanding engagement rate, recording a click-through-rate (CTR) of 40.10% — the SmartBrief public e-newsletter average CTR is only 3.25%. Subscribe today! Anyone can subscribe for free.



"One of the most exciting achievements for Women in Surety (WIS) this year was its recognition as an important industry organization by the NASBP. NASBP added WIS to its 2023 NASBP Annual Meeting agenda, and the NASBP Board and Committee

members embraced us at our first conference reception. Significantly, NASBP and its officers supported the Northeast group's formation of more chapters. They attended, spoke at, or sponsored several WIS events. Thank you, NASBP, for the recognition and heartfelt welcome."

NANCY SCHNEE

Founding Board Member of Women In Surety and Senior VP of American Global Jericho, NY

NASBP Advisory Council Participants and Colleagues provided in 2023:

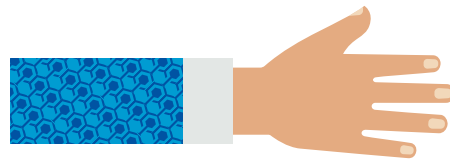
NASBP Blog	24 posts
NASBP Surety Bond Quarterly	15 articles; 27 authors
NASBP Let's Get Surety Podcast	2 episodes
NASBP Virtual Seminars	7 seminars; 11 presenters
NASBP Pipeline	3 articles; 4 authors

NASBP published nearly 80 Blogs in 2023

NASBP Blogs



76



NASBP is committed to Fostering Leadership and Innovation



"After seeing the demonstration and understanding the solution, attendees [of the 2023 NASBP Annual Meeting Expo] could see their role and relationships will continue to be important. Implementing the technology and processes associated

with blockchain will improve service, responsiveness, and profitability."

SANDY HAMPEL

Director of Products, RiskStream Collaborative, The Institutes
Malvern, PA



Listen to NASBP Podcast Episode #91 with Sandy Hampel and Greg Davenport at [LetsGetSurety.org](https://www.LetsGetSurety.org)

Shaped the Surety Industry's Future by Being an Active Partner in RiskStream Collaborative and XBRL



The Institute's RiskStream Collaborative (RSC) demo that showed how digital surety bonds can be verified and authenticated on a blockchain network. It was exciting for many NASBP members and spurred a curiosity and awe not unlike seeing innovations like the iPhone for the first time and its impact on the communications and personal computer markets! RSC and the surety partners know that this technology will digitize many aspects of the surety workflow processes and will forever shape the future of the surety industry!

Attendees at the 2023 NASBP Annual Meeting & Expo witnessed



Read the NASBP Surety Bond Quarterly article online!

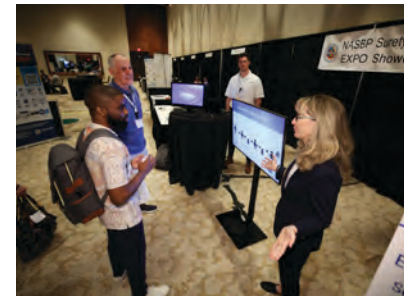
www.suretybondquarterly.org/2023/09/19/nasbp-demonstration-showcases-progress-of-digital-bonding-efforts/



NASBP educated the membership about the leadership role companies can take with their employee relations by featuring a panel discussion during its 2023 NASBP Annual Meeting and by publishing an article on the topic. Pictured are the panelists for "The Rapidly Changing World of Employee Onboarding, Retention, and Management." From left, are Annual Meeting Co-Chairs with the panelists, Co-Chair Jennifer Salm; Panel Moderator Jenni Waggoner; Angela Pruitt; Brooke Kohlmeier; Carmen Duarte; and Co-Chair Dedi Belis.



Michelle Savage of XBRL-US reported to NASBP's Automation and Technology Committee members on efforts to streamline data transmission and help facilitate digitization of surety bonding processes and delivery of contract bonds.



Savage, Vice President, Communication of XBRL-US, spoke with NASBP members at the NASBP SuretyTech Expo booth at the 2023 NASBP Annual Meeting & Expo. The XBRL-US Surety Working Group, of which NASBP is a member, continues to advance the ability of contractor software to generate machine-readable data. So far, three vendors either have a solution or have committed to include this capability in their product development plan.



Automation and Technology Committee member Brooke Gagne of Scott Insurance says she has enjoyed participating in "several working groups and labs focused on utilizing blockchain technology to better manage powers of attorney as well as bond delivery and verification."

Recognized Outstanding Leadership

Three NASBP Surety School faculty were recognized for their years of service teaching. They include:

Erle Benton

20 years teaching



Erle Benton was congratulated on 20 years of service as a NASBP Surety School Faculty Member.

Steve Nelson

10 years teaching



Steve Nelson was congratulated on 10 years of service as a NASBP Surety School Faculty Member.

Matt Cashion

35 years teaching



Matt Cashion was congratulated on 35 years of service as a NASBP Surety School Faculty Member.

The Bruce T. Wallace Award

This year the Bruce T. Wallace Award was presented to **Howard Cowan** of Acrisure, LLC dba Cowan-Hill Bond Agency.



The John "Jack" J. Curtin, Jr. President's Award

Then President Nick Newton presented the John "Jack" J. Curtin, Jr. President's Award to three recipients.

Dedi Belis



Dedi Belis of Nielsen Hoover Group

Matt Cashion



Matt Cashion of The Cashion Company Insurance and Bonding, LLC

Jennifer Salm



Jennifer Salm of Marsh & McLennan Agency, LLC

NASBP & SFAA Surety Industry Awards



The Gold Award was given to the Florida Surety Association and Surety Association of Ohio.



The Silver Award was given to the Surety Association of Arizona.



The Advocacy Award was given to the Florida Surety Association.

No awards were given in the Tiger Trust or Platinum categories. Submit nominations for next year by March 5, 2024.

5-15 Leadership Committee



- The 5-15 held "Rising Star" Underwriter Happy Hours at both Fall Meetings.
- The 5-15 recorded record participation in NASBP events (at Legislative Fly-in, Annual Meeting, etc.).



5-15 members had outstanding participation in NASBP events including the Fly-in. Pictured at the 2023 Legislative Fly-in, from left, PJ Sullivan of CNA Surety; Manny Hatjygeorge of EP George Inc.; Kyle Feldenkneiss of CNA Surety; and Joseph Santoro of Zurich Surety.



From left, Amy Hamilton, Jase Hamilton of Cavnac & Associates, and Tyler McIntyre of PayneWest. Hamilton serves on the 5-15 Leadership Committee. McIntyre is a former Chair of the 5-15.



Left to right, Cory Clauss of USI, 5-15 Leadership Committee Vice Chair Lauren Bordonaro of USI, and 5-15 Member Joseph Halleran of Assurance.



The CFMA Leadership met with NASBP officers to discuss the benefits of the CCIFP designation. Pictured, from left, then NASBP Third Vice President Robert Coon of Scott Insurance, then CFMA President and CEO Stuart Binstock, CFMA Chair Kevin Foley of Madison Concrete Construction, and CCIFP Board Member David Pesce of Munich Re Specialty Insurance.



NASBP published articles about the CCIFP designation in the fall issue of *SBQ* and the May/June issue of *Pipeline*.



"The 5-15 Leadership Committee has helped me grow and progress in my career as an agent by developing what has turned into long-term friendships with peers in the industry, gaining exposure to new sureties that have become some of my most

trusted places to place business with, and becoming more involved with and contributing to NASBP. I couldn't have found any other sole source of so many benefits as what I have found in the 5-15 Committee."

MANNY HATJYGEORGE

Chair of the NASBP 5-15 Leadership Committee and President of EP George, Inc. Tarrytown, NY



Kept NASBP Members Informed of the Leading Cybersecurity and Data Protections

Myriah Jaworski and Chirag Patel of Clark Hill provided three *Surety Bond Quarterly* articles on cybersecurity and the ways surety professionals and their clients can protect their companies and operations.

SuretyJobs

Amped Up Resources at Career Center, now called SuretyJobs

nasbp.org/connect/career-center

New resources assist surety professionals who are seeking a job or hiring—matching bond producers, insurance agencies, brokerage firms, surety companies, and certified public accounting firms with the most qualified candidates.



NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS

Professionals in Surety Bonding



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

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#BeGuaranteedToSucceed
#AllinforNASBP

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