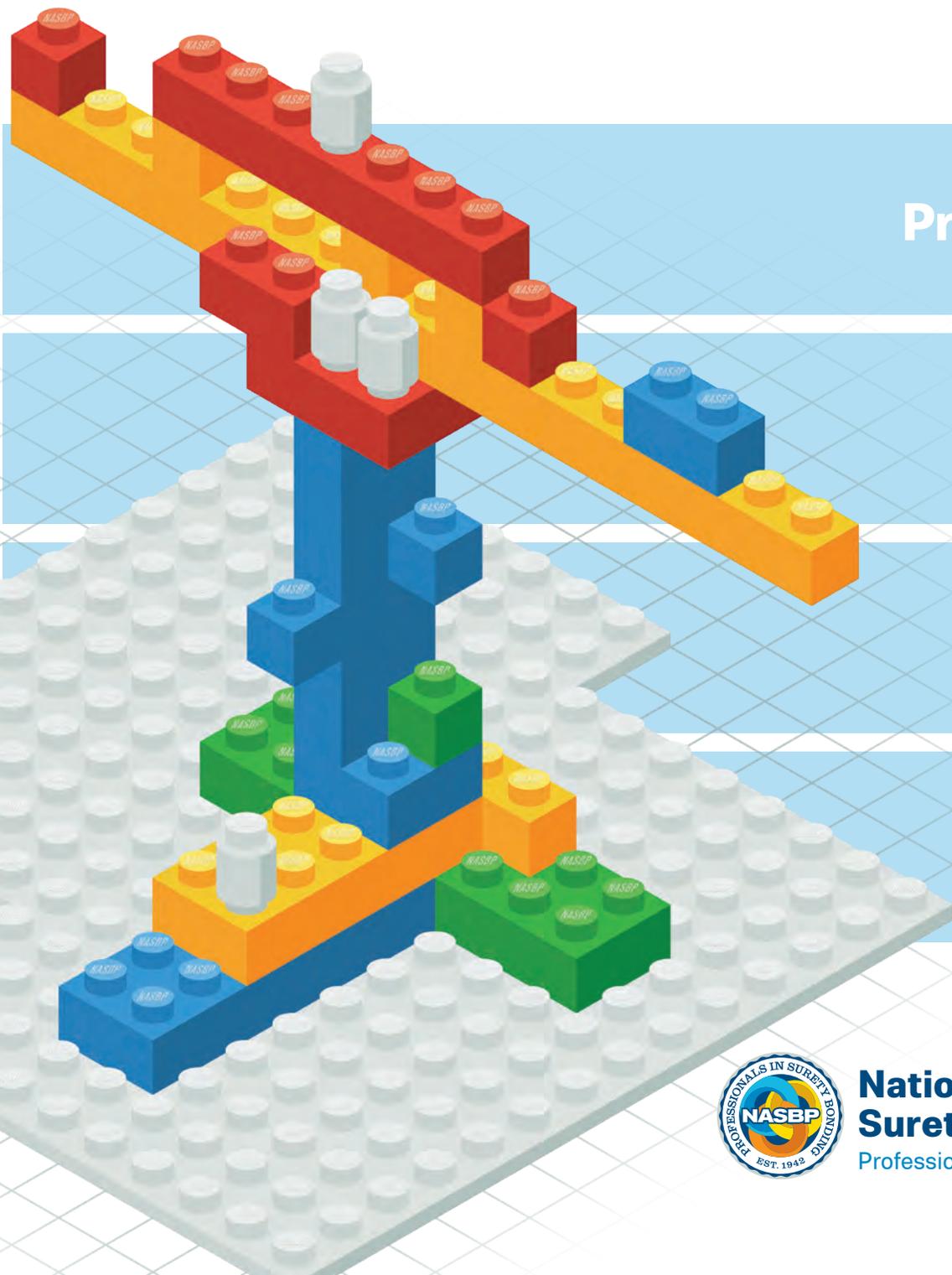


BETTER TOGETHER

NASBP

The Year
in Review
2021

HIGHLIGHTS



Professionalism

Expertise

Innovation

Advocacy



**National Association of
Surety Bond Producers**

Professionals in Surety Bonding

In the world of NASBP, some things just naturally go better together, for example:



Infrastructure investments and the protections provided by surety bonds



NASBP and stakeholder and construction industry organizations



Bond producers and networking with underwriters



Surety career growth and professional development



NASBP surety professionals and industry leadership



Being in-the-know and NASBP digital communications



Stakeholders and educating them about the value and benefits of surety bonding



Being on-the-go and audio and online learning

BETTER



Tracy Tucker and Marla Tucker

Dear Members, Affiliates, and Associates—



I am pleased that NASBP continues to rise to the challenge of pursuing its mission—to *strengthen professionalism, expertise, and innovation in surety and to advocate its use worldwide*—despite the continuance of the COVID-19 pandemic. In this *2021 NASBP Highlights: The Year in Review* publication, you will read how NASBP volunteers and staff diligently undertook actions and efforts

that promoted and defended suretyship and that informed and educated the next generation of surety professionals and stakeholders on the merits of the surety process and product. Such activity cannot be accomplished without working together as an engaged and caring community.

“Better Together” is a state of being that I fervently believe benefits us in all aspects of our personal and professional lives. That is why I chose it as my NASBP presidential theme. The inspiration for choosing “better together” originated from a conversation with my son, Steven, a young surety professional, in my agency’s office. We were discussing the changes in the way business was happening during the initial COVID pandemic period, and I related how we are in a relationship business and how much I missed seeing some of our accounts and our surety company representatives. Seizing on that sense of shared experience and community has always been a source of strength and progress for me and an aspect of the business that I cherish.

The same is true of NASBP. We are a dedicated community of surety and allied professionals who care deeply about the industry and our respective clients, the surety stakeholders,

as demonstrated through our shared commitment to NASBP. Such caring fuels our volunteerism and our desire to network with each other, whether virtually or in person, to create lasting connections. The pandemic certainly made such efforts more difficult, but, as evidenced in these pages, caring for and devotion to suretyship never diminished, regardless of remote environments and unusual circumstances. I also am proud that, despite considerable challenges and uncertainties, NASBP was able to outline appropriate health and safety protocols and to host successful in-person events, notably the Summer Session of the William J. Angell Surety School, the East and West Meetings, and the Midyear Meeting.

On subsequent pages, NASBP’s accomplishments this year are highlighted and organized in “better together” pairings. I hope these pairings help to further illuminate the importance of your investment in NASBP membership and the considerable dividend that it pays in sustaining and advancing our surety community!

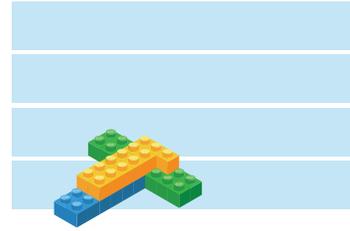
Warmest regards,

Tracy Tucker
NASBP President

TOGETHER

BETTER TOGETHER

Infrastructure investments and the protections provided by surety bonds



"For a second time, I have had the honor to testify before the Massachusetts (MA) General Assembly representing NASBP in opposition to a bill that allows SDI on

certain CM At-Risk projects. My efforts, and those of the NASBP, SFAA, and others, such as the MA subcontractors, have been instrumental in providing strong policy arguments to persuade MA lawmakers to once again defeat this legislation. I strongly urge NASBP Members to voice their concerns and to become involved at their state and local levels when legislation threatens the surety industry. It's fun to meet with legislators and to educate them on the important role surety plays in our respective states. Take every opportunity to speak on behalf of our industry."

MIKE REGAN, Vice President, Business Development, Cross Wakefield, Inc., Wakefield, MA

NASBP Advocacy Gains Support from Members of Congress



Throughout the year, Mark McCallum, NASBP CEO, and Larry LeClair, NASBP Director of Government Relations, met in person and virtually with members of Congress and their staff to advocate for NASBP. Their efforts paid off in November when the House passed a \$1.2 trillion, bipartisan infrastructure bill, which included a provision for which the NASBP and SFAA advocated that requires payment and performance security on all federally financed infrastructure projects receiving loans and grants under the TIFIA, including public-private partnership projects. LeClair is shown here in November meeting with U.S. Senator Mazie Hiron (D-HI).



This year U.S. Rep. Nydia Velazquez (D-NY-7) was integral in the House passing a bill that included an amendment to exempt the Miller Act from threshold increases based upon inflation. Pictured are NASBP members and LeClair (far right) with Velazquez at her 2019 fundraiser.



NASBP supported and promoted the unveiling of the Construction Procurement Caucus, co-chaired by U.S. Congressmen Scott Peters (D-CA-52) and Pete Stauber (R-MN-8), to promote commonsense design and construction procurement reforms that benefit government and taxpayers.



NASBP and surveyors hosted 50 calls with Congress advocating for bonds for rural broadband development.

NASBP SuretyPAC 2020-2021

- Provided **\$11,500** to federal legislative candidates
- Received **\$18,300** from NASBP membership
- \$30,802.05** on hand



NASBP and SFAA wrote a release to commend the U.S. House of Representatives on passing an amendment to remove the Miller Act from periodic review and inflationary indexing.

Over 100 surety professionals attended a virtual NASBP & SFAA 2021 Joint Legislative Fly-In where 140 virtual meetings were held with 13 members of Congress and 124 of their staff.



"This year I was proud to relaunch the bipartisan Construction Procurement Caucus with Rep. Pete Stauber to educate our colleagues about

the federal procurement process and to promote a competitive marketplace for federal construction contract awards for businesses of all sizes. As we emerge from the dual public health and economic challenges of COVID, ensuring greater access to federal construction contracts is key for job creation and maintenance. We look forward to continuing our work with other members in Congress, as well as industry stakeholders like NASBP."

U.S. CONGRESSMAN SCOTT PETERS (D-CA-52)



"I am proud to relaunch the Construction Procurement Caucus alongside Rep. Scott Peters because, as a Member of the Small Business Committee,

it has become clear to me that the procurement process is not an easy thing for small businesses to navigate. Together, alongside critical partners like NASBP, our caucus will help construction contractors in the federal marketplace successfully navigate the red tape and more easily work with the federal government."

U.S. CONGRESSMAN PETE STAUBER (R-MN-08)



"Contractor defaults on infrastructure projects can cause costly delays, wasting taxpayer dollars and leaving residents, local stakeholders, and

project workers in the lurch. As we work to make historic investments in our nation's transportation network, we must ensure that projects are financed securely. I'm proud to introduce this bipartisan legislation and will be pushing to pass this important improvement to our nation's infrastructure financing."

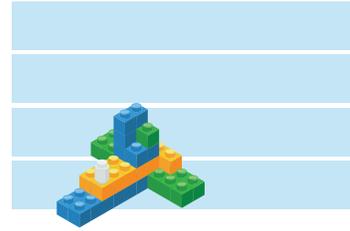
U.S. SENATOR CHRIS VAN HOLLEN (D-MD) Introduced legislation, S.638, that requires surety bonds when the federal government provides grants or loans for federal transportation projects.



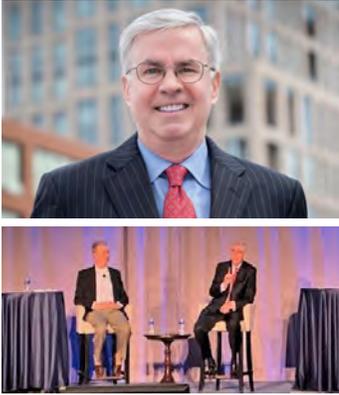
NASBP Second Vice President Patrick Pribyl (far right) and Evan Sizemore (third from left) participated in the fundraising golf event for U.S. Congressman Sam Graves (R-MO-6th) (second from left).

BETTER TOGETHER

NASBP and stakeholder and construction industry organizations



Advising the Surety and Construction Industry



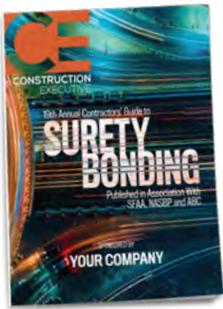
NASBP Attorney Advisory Council (AAC) participant Tim Heffernan of Watt Tieder presented in person at the AGC of America Surety Bonding and Construction Risk Management Conference in June to inform surety professionals and their construction clients of the increased government procurement oversight of and lawsuits implicating sureties and their principals under federal fraud statutes.



For the first time, NASBP was represented at the National Bond Claims Association's Annual Meeting. The Association has over 350 surety and fidelity bond claims handlers as members.



NASBP AAC Participant Todd Braggings of Ernstrom & Dreeste moderated a NBCA panel discussion on building a successful bond claims team. About 140 attended.



Contributed to Industry Publications

NASBP provided four articles for the annual "Contractor's Guide to Surety Bonding," the special supplement of the November issue of the Associated Builders & Contractors magazine, *Construction Executive*, reaching 53,000 construction industry contractors and service suppliers. The issue featured President Tracy Tucker's perspective of the impact of the pandemic on bonding along with several NASBP articles, including one by NASBP CEO Mark McCallum that provided an outlook on the industry's move toward paperless processes to gain security and efficiencies.



A313-2020, Warranty Bond

Provided NASBP members with access to the equivalent of the new AIA Warranty Bond and with information about new ConsensusDocs material price escalation resources.



NASBP promoted and informed NASBP members of the American Arbitration Association's June Virtual Construction Conference that featured speakers Adrian Bastianelli of Peckar & Abramson and Ken Cobleigh of the American Institute of Architects.



NASBP published an article in tribute to Peter Gibbs, recognizing his outstanding work to advance the U.S. SBA Office of Surety Guarantees, which benefited the producers, underwriters and contractor clients who participated in the program. Gibbs retired from the federal government this summer.

NASBP promoted the unique skills NASBP bond producers provide and how to contact them with the NASBP Surety Pro Locator.

AJ Sercombe

Mike Zisa

Paul Monte

NASBP delivered a virtual educational program on the value of surety bonds to the Risk Management in Underground Construction Course. The program featured NASBP Producer AJ Sercombe of Lockton and Mike Zisa and Paul Monte of AAC firm Peckar & Abramson.



"NASBP is a valuable partner in helping AGC...cover some of the hot, need-to-know topics."
LEAH PILCONIS,
Associate General

Counsel for Construction and Environmental Risk Management for the Associated General Contractors of America (commenting on the annual AGC Surety Bonding and Construction Risk Management Conference at which NASBP's AAC participant Tim Heffernan presented on False Claims Act risks.)

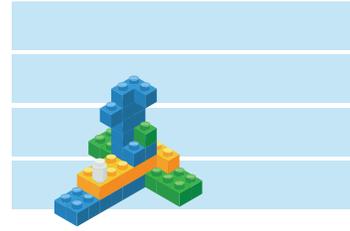


"For 50 years NASBP and its members have been and continue to be valuable partners helping to underwrite and guide TRIP communications efforts informing the public and policymakers of the importance of surface transportation investment to the economy, safety, and quality of life of all Americans."

DAVID KEARBY, Executive Director, TRIP-A National Research Transportation Nonprofit

BETTER TOGETHER

Bond producers and networking with underwriters



NASBP Annual & Fall Meetings: Virtual and In Person



NASBP East Meeting
The in-person NASBP East Meeting was held in Chicago, Illinois, where 160 attended.



NASBP West Meeting
The in-person NASBP West Meeting was held in San Diego, California, where more than 300 attended.

NASBP Fall Meetings delivered substantive programming. Presenters of the "Blockchain Technology and Digitizing the Surety Process" at the East Meeting included Greg Davenport, Mark McCallum, Nick Newton, and Larry LeClair. Zach Mendelson moderated a panel of surety executives at the East Meeting that included Brock Masterson, Gary Stumper, and John Welch.



NASBP Officers participated in a roundtable discussion on the outlook of the industry and the Association.



Patrick Pribyl moderated the contract surety panel at the NASBP West Meeting in San Diego from left, Pribyl, Larry Taylor, Bob Murray, and Adam Pessin.



Nathan Wonder provided a presentation on solar bonds at the Annual Meeting.



Patrick Diebel described electric vehicles, charging stations, and opportunities for the surety industry.



Then NASBP President Mark Munekawa ended his presidency in April with a fun and informative virtual Annual Meeting with a program titled "Present Through the Unprecedented: A Positive Look Towards Our Future."



"We have been members of the NASBP since we started the Welsch Flatness and Lutz agency in the summer of 1979. Today's leaders in the executive office: Mark

McCallum, CEO; Martha Perkins, General Counsel; and Larry LeClair, Director of Government Relations; and other staff have continued the very professional tradition of helping those of us in the bonding industry to understand and advocate for the issues that impact our business."

DENNY LUTZ, Senior Vice President, USI Insurance Services, St. Louis, MO



38 NASBP 5-15 Leadership Committee members took part in a virtual home office Zoom visit with the Crum & Forster surety execs, followed by a fun lesson in mixology.

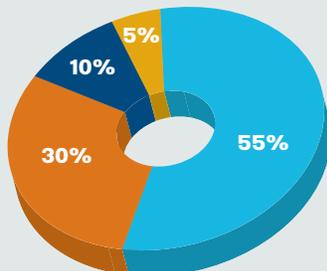


Nick Newton, Mark Munekawa, and Don Appleby happy together at the NASBP West Meeting in San Diego.

2021 NASBP PRODUCER MEMBERS

2021 New Producer Members

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



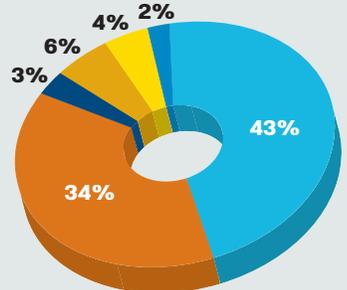
20 total new Producer Members as of November 9, 2021

By Region Total Members 536

Region	Members	Region	Members
1 AK, ID, MT, OR, WA, BC, AB, SK	45	5 IA, MN, ND, SD	22
2 AZ, CA, HI, NV, MX, AU, GU	71	6 AR, LA, OK, TX	76
3 CO, NM, UT, WY	26	7 IL, IN, MI, OH, WI	54
4 KS, MO, NE	20	8 AL, FL, GA, KY, MS, TN	64
		9 DC, MD, NC, SC, VA, WV	52
		10 DE, NJ, NY, PA, ON, UK	77
		11 CT, ME, MA, NH, VT, RI, NB, PQ	23
		12 PR, BR, SA	6

2021 Producer Members Community

- **Multiple Office Dues Cap Participants**
272 members
- **Single Office Participants**
185 members
- **2 Office Participants**
15 members
- **3+ Office Participants**
30 members
- **Agency Satellite Offices**
22 members
- **International Participants**
12 members



532 total Producer Members as of October 20, 2021

By State top 5 States

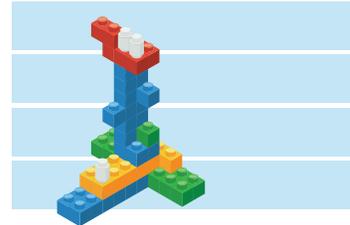


Dues Cap Participating Offices

Participating Corporate Agencies 10
Dues Cap Participating Offices 262
TOTAL Participating Dues Cap Offices 272

BETTER TOGETHER

Surety career growth and professional development



NASBP William J. Angell Surety School in 2021

NASBP provided the 2021 Summer Session of NASBP William J. Angell Surety School Levels I, II and Commercial Surety in person to 120 students.



All roads led to Summer NASBP Surety School held in Charlotte, NC.



Matt Cashion presented Dawn Nevill's award for 5 years of service as a faculty member.



NASBP recognized Ralph Pulver's 30 years of service as a faculty member.



NASBP held its first virtual lunch panel during the Level II Surety School.



"Level 1 Surety School was amazing! The amount of knowledge that filled the room was absolutely astonishing. The teamwork was also an amazing thing

to be a part of. Everyone is there to help everyone, and I made lifelong business connections and friends."

BRIANNA STEPHENSON, Customer Service Representative/Account Manager/Database Manager, Florida Surety Bonds, Inc., Maitland, FL



Level 2 Green MOP Award winner Matt Eperisi of Seubert & Associates, Inc. with faculty Chris O'Hagan and Larry McMahon.



Level 1 Yellow MOP Award Winner Tanner Tregagle of Intact Insurance Specialty Solutions with faculty Michael Baxter, Erle Benton, and Jenni Waggoner.



Level 1 Red MOP Award winner Dan Schulze of Intact Insurance Specialty Solutions with faculty Nick Newton and Dawn Nevill.



NASBP Members helped update The Institutes' Associate in Fidelity and Surety Bonding courses. Pictured is a page of name badge stickers for the designator.



"I really enjoyed the knowledge my Level II instructors had on surety. They were passionate about what they were teaching us, and I truly appreciated

the real-life scenarios and expertise they had based on their previous experiences working in the industry."

RYAN PODUFAL, Senior Client Advisor, Insurance Management Company, Erie, PA



"I highly recommend NASBP's Commercial Surety School! The faculty are excellent and have in-depth knowledge of the commercial surety

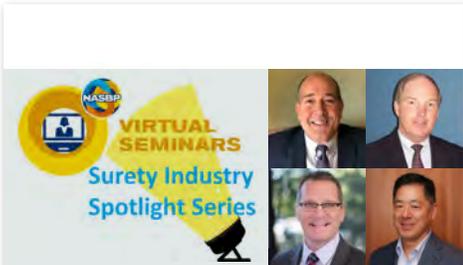
world. You'll walk out feeling a whole lot smarter in terms of how you approach commercial surety bonds."

CARL BELZAIRE, Surety Specialist, Lawley Service, Inc., Buffalo, NY

NASBP 2021 Virtual Seminars

NASBP featured an informative Surety Industry Spotlight Series each quarter, featuring interviews with surety executives and industry leaders.

More than 325 Annual Subscribers had access to 23 live and more than 220 recorded sessions! NASBP continued to make discount codes available to all Virtual Seminar Registrants to share and gather together virtually with those they would have gathered together in person in previous years. These discount codes have been used 600 times.



The Virtual Seminar Spotlight Series' second session featured Mike Gross of CNA, Fran McGrath of Liberty Mutual Surety, Alan Pavlic of Old Republic Surety, and Mark Munekawa.

Top 5 Virtual Seminars by Site Registrations for 2021

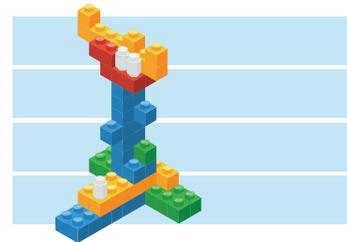
NASBP Spotlight Series—Conversations with Surety Industry Leaders—Part I The Success and Future of the Surety Industry	493
Custom Bond Risk in Current Trade Environment	418
NASBP Spotlight Series—Conversations with Surety Industry Leaders—Part III Commercial Surety	395
Total 606: Revenue Recognition and the Impact to Contractors' Financial Statements	392
NASBP Spotlight Series—Conversations with Surety Industry Leaders—Part II Construction Surety	376

Average Attendee Rating **4.6**



BETTER TOGETHER

NASBP surety professionals and industry leadership



2021-2022 Directors-at-Large



2021-2022 Regional Directors



Recognizing Dedication to the Surety Industry



NASBP recognized industry dedication by awarding Kevin McGarrity the Bruce T. Wallace Award, Mike Specht and Zach Mendelson the John "Jack" J. Curtin NASBP President's Award, Debby Anderson the Tiger Trust Award, and Mike Specht the NASBP and SFAA Surety Industry Platinum Award.

NASBP recognized members who helped recruit new members to the Association. The following received the Recruitment Recognition Award: Nick Newton, Wayne McCartha, and Ruben Jordan Blanes.

Women Leading the Way in Surety



NASBP celebrated some of the women who lead the surety industry in a two-part *Surety Bond Quarterly* article revealing numerous paths to a successful surety career.



The Institutes RiskStream Collaborative™

NASBP joined the RiskStream Collaborative and participated with The Institutes, International Credit Insurance & Surety Association, Surety Association of Canada, and SFAA to explore how

blockchain can be utilized to bring process and efficiency improvements into the use of powers of attorney documents.



NASBP's International Committee Chair, Sheila Thompson, wrote an article for *SBQ* and hosted a NASBP Virtual Seminar with the Automation & Technology Committee members about the acceptance of electronic bonds in Canada and the U.S. Over 300 participated in the Virtual Seminar.

NASBP issued updated "Best Practices: Electronic Bonding Technologies" jointly with SFAA for the surety industry to help owners, officials, and others contemplating development or acceptance of electronic bonding systems. The document, nasbp.org/ebonding, provides the surety industry's checklist of important characteristics of any electronic bonding system. A *SBQ* article by Lorice Haig explained the importance of the guidelines.



"NASBP's unwavering commitment to the surety bond industry, advocating and advancing the needs and interests of the surety bond producers it serves

by promoting innovation, has brought the RiskStream Collaborative to the forefront with blockchain technology. Together, we are leading the way for a new wave of collaboration and cooperation among industry stakeholders."

SANDY HAMPEL, Product Manager, The Institutes RiskStream Collaborative, Malvern, PA



"With COVID-19 accelerating digital transformation globally, NASBP seized the opportunity to use the pandemic as a catalyst for change!

With technology initiatives ranging from data standards to digital bonding guidelines to blockchain, NASBP was at the forefront advocating, educating, communicating, and collaborating with others to bring real and lasting change."

GREG DAVENPORT, Senior Vice President, Global Risks, Liberty Mutual Surety, Seattle, WA



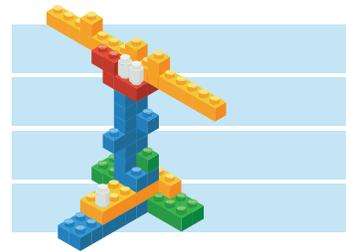
Many NASBP communications, including the fall issue of *SBQ*, described how the surety industry's efforts to move toward paperless processes and environments are accelerating. The voice of NASBP members is paramount to the momentum of these efforts. Get involved. Ask to join the NASBP Automation and Technology Committee.



NASBP's CEO Mark McCallum compiled an executive summary of the predictions and outlook of NASBP Affiliate surety executives who completed the NASBP State of the Industry survey. The document was published as the State of the Industry Report in the summer issue of *SBQ*.

BETTER TOGETHER

Being in-the-know and NASBP digital communications



NASBP Blog Posts in 2021

- 103 total NASBP posts in 2021 (as of 9/30/21)
- 36 total posts contributed by Advisory Council Participants

Advisory Council Participants and Colleagues from their firms provided Outstanding Content

NASBP Blogs	36 participants
Surety Bond Quarterly	13 participants
Pipeline	4 participants
"Let's Get Surety" Podcast	6 participants
Virtual Seminars	14 participants



"Surety Bond Quarterly is a great way to stay connected to industry trends on a national level in addition to what we hear locally. This

magazine helps us better serve our clients because we are in the forefront of the latest updates. To me, the magazine is an integral support to my day-to-day function as a leader."

KATIE KLEINSCHMIDT, Mid-South Regional Surety Practice Leader-Vice President, Surety, USI Insurance Services, Atlanta, GA



As a caring supporter and stakeholder in the Construction Industry Alliance for Suicide Prevention, NASBP provided NASBP members materials to share with their construction clients to address the mental health of employees.

NASBP boosted posts to all five of its social media channels with posts six days a week, resulting in more than 1,000 messages across all channels. NASBP conducted several campaigns, including one during Infrastructure Week.



"I am thrilled about the commitment we have with NASBP to educate and support producers and underwriters to best serve the industry. The construction

industry has endured significant change over the past year, and I will continue to present on topics that impact contractors and will write articles in support, as I understand the importance it has on NASBP's members."

JASON A. MYERS, CPA, National Industry Partner, Construction & Real Estate, BKD, Indianapolis, IN



For the first time, NASBP provided members a special supplement in its fall issue of *Surety Bond Quarterly* magazine that featured surety industry suppliers and service providers. For a fourth year in a row, NASBP provided members a special supplement in its winter issue that featured NASBP Affiliates.



The *Surety Bond Quarterly* magazine website offered the most advertising and web exclusive articles in the magazine website's history. NASBP communications, pictured above, are integral in helping NASBP reach members and industry stakeholders.

Attorney Advisory Council



Growing Contributions made by Legal and Accounting Professionals

New members were added to the NASBP Attorney Advisory Council (AAC) and CPA Advisory Council (CPAAC). Participants provided valuable materials for NASBP Blogs and Articles and delivered NASBP Virtual Seminars and Podcast episodes, educating the NASBP membership and industry stakeholders about legal and accounting issues impacting the surety product.

CPA Advisory Council



In 2021, the NASBP magazine, *Surety Bond Quarterly*, was recognized as the voice of the surety industry, based upon a survey of 700 readers.

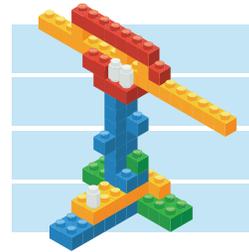
NASBP SmartBrief continues to have the highest engagement rate of SmartBrief public newsletters with a 20.43% click-through rate, which is more than six times that of other SmartBrief newsletters.



NASBP provided Virtual Seminars, Podcasts, Blogs, and Articles on ways sureties, producers, and principals can reduce False Claims Act risk.

BETTER TOGETHER

Stakeholders and educating them about the value and benefits of surety bonding



"The Toolkit 2.0 is phenomenal! I view this tool as an asset to my company. I have access to tons of information ranging from what a surety bond is and to detailed information on the do's and don'ts of contract bidding for construction companies. It's all at my fingertips! With access to Toolkit 2.0, I can undoubtedly allow my clients to know that they're guaranteed to succeed."

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

Valuable Resources & Educational Tools



Surety. Be Guaranteed to Succeed.®

NASBP® added more than 10 new resources and educational materials to the PR Campaign's online *Be Guaranteed to Succeed®* NASBP Producer Communications Toolkit 2.0. These resources help producers communicate the value of the surety product to project stakeholders including owners, lenders, architects, and contractors.



"I encourage you to have fun being creative with the Toolkit as you promote the surety industry, your agency, and yourself."

MIKE SPECHT, IRC Committee Chair, Vice President, INSURICA Southwest, Phoenix, AZ



Promoting the Toolkit 2.0 through Digital Channels

To build member awareness of the Toolkit 2.0 resources, NASBP promoted the Toolkit 2.0 in NASBP communications, including every issue of the *Pipeline* newsletter and monthly in the *NASBP SmartBrief* newsletter. In addition, NASBP conducted a social media campaign promoting a Toolkit 2.0 resource in its posts every Friday and encouraged members to share and "like" these posts.

Matters Addressed by NASBP at Request of Members

At the request of and on the behalf of Members, Affiliates, and Associates, NASBP wrote letters to local, state, and federal officials concerning:

- Automatic and unlimited increase in bond amounts,
- Long-term warranties,
- Problematic contract language,
- Surety waiver of notice of default,
- Other onerous bond provisions, and
- Wet signature requirements.



NASBP provided architects who are members of the American Institute of Architects with information about bonding and making a claim under a bond as a design professional.



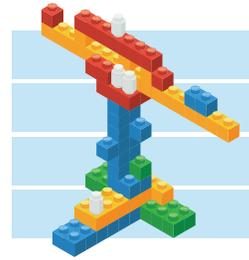
In May the NASBP, SFAA, International Trade Surety Association, and Customs Surety Association jointly filed an amicus brief in the U.S. Court of International Trade in *United States v. Aegis*. The brief focused on the damage to the customs surety program that would be caused by the court's approval of the actions of the Customs and Border Protection (CBP). The brief also described how inconsistent CBP's position is with the surety industry's work with CBP over the years to have reasonable risk-based business relations. The court heard oral argument in July and has not yet issued a decision.



NASBP partnered with SFAA to develop an online education platform for small and emerging contractors that includes a series of nine interactive instructional modules and is titled "Contractor Bonding Education and Mentoring Program" for construction firms. The education platform was created by NASBP and SFAA staff and members who served as subject matter experts. The course is expected to be available by the end of the year.

BETTER TOGETHER

Being on-the-go and audio and online learning



A quarterly sponsorship of the NASBP "Let's Get Surety" Podcast was among the four new advertising opportunities offered this year. The others were a quarterly sponsorship of the NASBP Thought Leadership Eblast, an annual sponsorship of the NASBP Focal Point e-bulletin, and programmatic opportunities on specific NASBP sites.



The NASBP 5-15 Group debuted the "Lean into Leadership: Talking Surety with the 5-15" Podcast series with an episode available every quarter.



NASBP offered a selection of online learning courses to over 100 registrants.



"I'm glad NASBP offers a selection of online courses! When I need to fulfill CE credits, I like to be able to complete courses that apply to bonds and not have to sit through a course that doesn't apply to bonds just to get the credits."

KEVIN KALISH, Bond Manager, AssuredPartners, Inc., Kansas City, MO



For the first time, NASBP offered live streaming, which was provided for the first day's events of the NASBP East Meeting. The recording was also offered for a nominal fee to members and nonmembers who did not attend in-person.

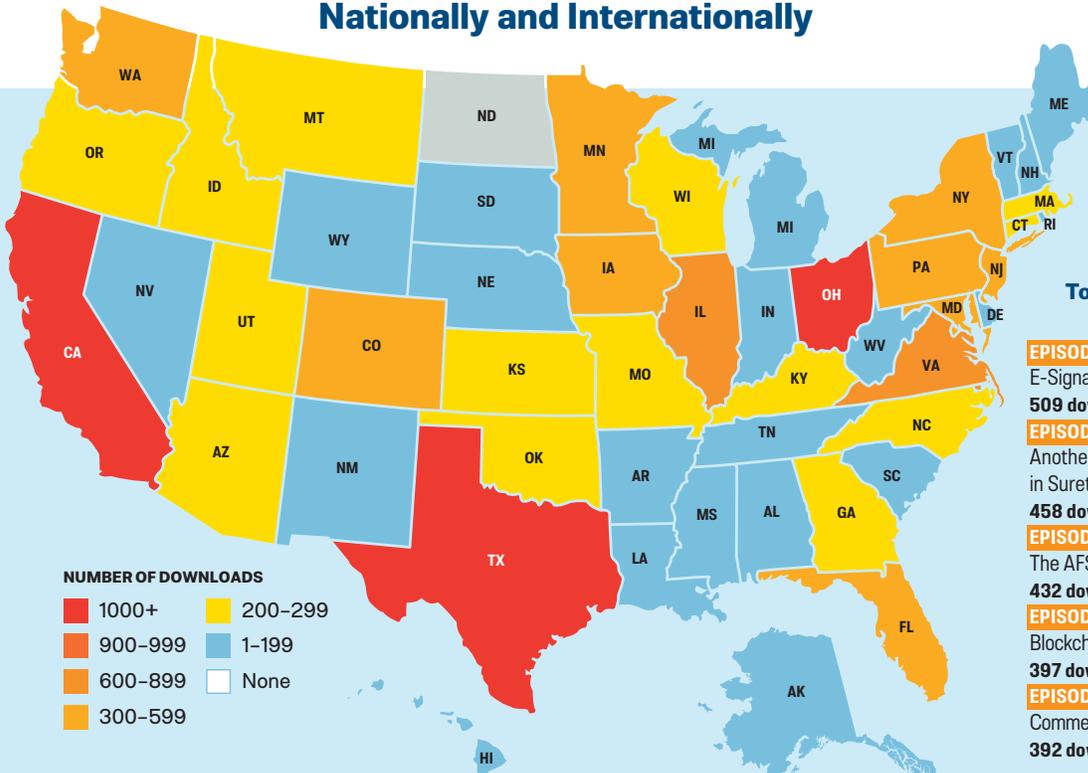


"I love your "Let's Get Surety Podcast"! I advise all of my carriers and agents to listen. I've been the agent, the contractor, the underwriter, and the broker; and I love all things surety, especially your podcast. I'm looking forward to more episodes!"

RIKKI ANAGNOSTIS, Technical Support Representative, Tinubu Square B & A LLC, Maitland, FL

SuretyLearn Numbers	
Number of "Active" Products	275
Number of User Accounts	2,985
Total Unique Site Visitors	146,893
Total Unique User Page Views	163,293

The NASBP "Let's Get Surety" Podcast is Popular Nationally and Internationally



Podcast Anniversary!

Top 5 Podcasts in 2021

- EPISODE 30**
E-Signature in Surety
509 downloads
- EPISODE 37**
Another Look at E-Signature in Surety
458 downloads
- EPISODE 29**
The AFSB Designation
432 downloads
- EPISODE 32**
Blockchain Technology...
397 downloads
- EPISODE 17**
Commercial Surety Bankruptcy
392 downloads

NASBP's "Let's Get Surety—Let Me Hear Your Bonding Talk" Podcast had over 14,700 downloads to date and averaged over 900 downloads a month. The Podcast celebrated its first anniversary in March. To date, numerous downloads are evident in all parts of the world. Guests on the Podcast represent a diverse group of industry experts speaking on a variety of surety industry issues.

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 Mission

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

A SPECIAL THANKS

NASBP wishes to recognize and to extend its sincerest thanks and gratitude to the following NASBP Affiliate companies that provided special sponsorships to support NASBP and its operations during this challenging year.



#surety
#BeGuaranteedToSucceed
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National Association of Surety Bond Producers
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