

Your Path to Surety Bonds: What Small Businesses Need to Know

DATE: May 18, 2017

Location: NASA Headquarters, 300 E St SW, Washington, DC 20546

DRAFT PROGRAM AGENDA

- 8:00 – 8:30am** Participants Arrive (clear security)
- 8:30 – 8:35am** **Welcoming Remarks and Overview of Program**
William Manger, Associate Administrator, SBA Office of Capital Access and Joshua Etemadi, Vice Chair, NASBP Small and Emerging Business Committee
- 8:35 – 9:05am** **Bonding and Insurance**

Various types and purposes of surety bonds and how small, emerging, and underserved contractors can begin the process of obtaining bonding.
Joshua A. Etemadi, AVP, Construction Bonds, Inc. (Confirmed)
- 9:05 – 9:15am** **Perspective of a Surety Underwriter**
Bud Herndon, Retired (Confirmed)
- 9:15 – 9:45am** **Banking & Finance**

How to obtain a loan and business lines of credit, and establish a working relationship with a banker.

John Hoeveler, Community Advantage Lender, Community Development Transportation Lending Services

Marium Eamen, Lender Relations Specialist, Washington Metropolitan Area District Office
- 9:45 - 10:15am** **Risk Management and Legal Concerns**

Performance risk, construction law, contracting issues, including change orders and equitable contract price adjustments and remedies available to contractors involved in legal disputes.
Lewis Askew, Jr., Partner, Graves, Horton, Askew & Jenkins, LLC (confirmed)
- 10:15 - 10:20am** **Break/Mid-morning networking**

- 10:20 – 10:50am** **Construction Accounting**
- Construction accounting principles and financial systems that every small, emerging, and underserved contractor must know and adhere to for successful bonding relationships and business operations.
- Jeff Lavore and Brandon Blackburn, Lanigan, Ryan, Malcolm & Doyle, P.C. (Confirmed)
- 10:50– 11:05am** **SBA’s Surety Bond Guarantee Program**
- Overview of the Surety Bond Guarantee Program
- Peter Gibbs, Acting Director, Office of Surety Guarantees
- 11:05 – 11:20am** **Surety and Fidelity Association of America Remarks**
- Joanne Brooks, Vice President and Counsel, SFAA
- 11:20 – 11:35am** **Small Contractor Success Story**
- A local small construction business will provide its story of obtaining financial and surety credit and building its resources network.
- Reggie Jarvis, Vice President, Centennial Surety Associates
- 11:35 – 11:55am** **Local Procurement Opportunities**
- The Federal procurement process, as well as ways that a small business can access state, local, and private contracting opportunities.
- Forest Hayes, Senior Advisor, Executive Office of the Mayor de’Wayne Carter, National Director, Customer Care and Outreach, Office of Small Business Utilization GSA
- 11:55 – 12:05pm** **SCORE BLAST Program**
- Len Briskman, SCORE Mentor
- 12:05 – 12:10pm** **Concluding Remarks: Wrap-Up/Additional Resources**
- Jennifer Bledsoe, SBA, Office of Surety Guarantees
- 12:10 – 1:00pm** **Network with a Surety Professional**
- Centennial Surety Associates
Construction Bonds, Inc.

