



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

May 18, 2017
Seattle Public Library
1000 Fourth Ave.
Seattle, WA 98104

PROGRAM AGENDA

- 8:00 – 8:30am** Participants Arrive
- 8:30 – 8:35am** **Welcoming Remarks and Overview of Program**
Arnaldo Soto, Chair, NASBP Small and Emerging Business Committee, Catharine Powers, OSG Seattle Area Office Director
- 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.
Jacob Haddock, Propel Insurance
Stuart O’Farrell, Arthur J. Gallagher & Co.
- 9:05 – 9:15am** **Perspective of a Surety Underwriter**
Joel Hertzog, Merchants Bonding
- 9:15 – 9:45am** **Banking & Finance**

How to obtain a loan and business lines of credit, and establish a working relationship with a banker.
Janie Sacco, Kitsap Bank
- 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.
Tymon Berger, Construction Litigation Partner at Ahlers Cressman, PLLC
- 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.
Chris Newman, Managing Member, Newman Town, PLLC
- 10:50– 11:20am** **Federal Assistance Programs**
- SBA Surety Bond and Loan Program staffs will discuss their expertise concerning bond and loan guarantees to assist small, emerging, and underserved contractors.
Mark Costello, Supervisory Lender Relations Specialist
Linda Laws, Underwriter, Marketing & Outreach Specialist
- 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.
Kara Skinner, Integrity Surety Company
Travis Crabb, Neptune Marine LLC
- 11:35 – 11:55am** **Local Procurement Opportunities**
- The Federal procurement process, as well as ways a small business can access state, local, and private contracting opportunities.
Cate Taylor, Washington PTAC Counselor
- 11:55 – 12:00pm** **Concluding Remarks: Wrap-Up/Additional Resources**
Linda Laws, SBA Office of Surety Guarantees
- 12:00 – 1:00pm** **Network with a Surety Professional**



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