

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

DATE: May 2nd, 2019

Location: D/FW Minority Supplier Development Council
8828 N. Stemmons Freeway
Dallas, TX 75248

PROGRAM AGENDA

8:00 – 8:30am Participants Arrive

8:30 – 8:35am

Welcoming Remarks & Program Overview

Margo J. Posey, D/FW MSDC President

Herb Austin, SBA D/FW District Office, District Director

Jennifer Vigil, SBA SBG Program Area Director

8:35 – 8:45am

Small Contractor Success Story

A local small construction business will provide its story of obtaining financial and surety credit and building its resources network.

Oscar Oaxaca, Basecom, Inc.

8:45 – 10:00am

75 minutes on Bonding and Insurance

Various types and purposes of surety bonds and how small, emerging, and underserved contractors can begin the process of obtaining bonding. Construction accounting principles and financial systems that every small, emerging, and underserved contractor must know and adhere to for successful bonding relationships and business.

Tracy Tucker, Tucker Agency, Ltd.

10:00 – 10:30am

30 minutes on Banking & Finance

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

Derenda Fisher, SBA Lender Relations Specialist

10:30 - 10:35am

Break/Mid-morning Networking

- 10:35 – 11:05am** **30 Minutes on 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.
Jason Kennedy, Harrison Steck, P.C.
- 11:05 – 11:20am** **Federal Assistance Programs**
SBA Surety Bond Guarantee Program and other SBA resources available to assist small, emerging and underserved businesses.
Tamara E. Murray, SBA SBG Program Underwriting Marketing Specialist
- 11:20 – 11:50am** **Local Procurement Opportunities**
The Federal procurement process, as well as ways that a small business can access state, local, and private contracting opportunities.
Gregory James, Cross Timbers Procurement Center Director
- 11:50 – 12:00 pm** **Other Resources**
D/FW MSDC
- 12:00 – 12:10 pm** **Producer Insights for Success**
- 12:10 – 12:15pm** **Concluding Remarks: Wrap-Up/Additional Resources**
- 12:15 – 1:00pm** **Network with a Surety Professional**