

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

DATE: June 27, 2019

Location: Atlanta Technical College Dennard Conference Center
1560 Metropolitan Parkway SW
Atlanta, GA 30310-444

PROGRAM AGENDA

- 8:00 – 8:30am** **Participants Arrive (clear security)**
- 8:30 – 8:35am** **Welcoming Remarks and Overview of Program**
- 8:35 – 8:45am** **Small Contractor Success Story**
- Anthony Hines, Owner, Final Touch Shoes**
- A local small construction business will provide its story of obtaining financial and surety credit and building its resources network.
- 8:45 – 10:00am** **75 minutes on Bonding and Insurance**
- Katie Kleinschmidt, Vice President - Surety
USI Insurance Services**
- 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
- 10:00 – 10:30am** **30 minutes on Banking & Finance**
- Ray Pennie, President, Business Development Access to Capital
for Entrepreneurs**
- Tony Christopher, President and CEO
Georgia Certified Development Corporation**
- Alan Thomes, Managing Director of SBA Banking Cadence Bank**
- How to obtain a loan and business lines of credit and establish a working relationship with a banker.

- 10:30 - 10:35am** **Break/Mid-morning networking**
- 10:35 – 11:05am** **30 Minutes on Risk Management and Legal Concerns**
- Greg Veal; Bovis, Kyle, Burch, & Medlin, LLC**
- Performance risk, construction law, contracting issues, including change orders and equitable contract price adjustments and remedies available to contractors involved in legal disputes.
- 11:05– 11:20am** **Federal Assistance Programs**
- Earnest Knott, Area Director, SBA Surety Bond Guarantee Program**
- SBA Surety Bond and Loan Program staffs will discuss their expertise concerning bond and loan guarantees to assist small, emerging, and underserved contractors.
- 11:20 – 11:50am** **Local Procurement Opportunities**
- Andrew Smith, Georgia Tech Procurement Assistance Center**
- The Federal procurement process, as well as ways that a small business can access state, local, and private contracting opportunities.
- 11:50 – 12:00 pm** **Other Resources**
- 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**