

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

DATE: Thursday – August 1, 2019

Location: Mason Enterprise Center–Fairfax
4031 University Drive #100
Fairfax, VA 22030

PROGRAM AGENDA

- 8:00 – 8:30am** **Participants Arrive**
NASBP provides refreshments
- 8:30 – 8:35am** **Welcoming Remarks and Overview of Program**

Antonio Doss, District Director Washington Metropolitan Area District Office
Chris Downey, Vice-Chair, NASBP Small & Emerging Business Committee
- 8:35 – 8:45am** **Small Contractor Success Story**

Mitch Tibbals, Owner, Branair
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**

Josh Etemadi, Assistant Vice President, Construction Bonds Inc.
Edin Zukanovic, Surety Bond Agent, Construction Bonds Inc
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**

Tommy Heou, Financial Analyst, Office of Capital Access

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

- 10:30 - 10:35am** **Break/Mid-morning Networking**
- 10:35 – 11:05am** **30 Minutes on Risk Management and Legal Concerns**
- Martha Perkins, General Counsel, NASBP**
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**
- Peter Gibbs, Director, SBA Office of Surety Guarantees**
SBA Surety Bond Guarantee Program and other SBA resources available to assist small, emerging and underserved businesses.
- 11:20 – 11:50am** **Local Procurement Opportunities**
- Ralph Buchanan, Small Business Specialist, GSA Office of Small Business Utilization**
The Federal procurement process, as well as ways that a small business can access state, local, and private contracting opportunities.
- 12:00 – 12:10 pm** **Producer Insights for Success**
Opportunity for speakers to provide last items of advice
- 12:10 – 12:15pm** **Concluding Remarks: Wrap-Up/Additional Resources**
- 12:15 – 1:00pm** **Network with a Surety Professional**
NASBP & local SBA-Authorized Agents to be invited