



STEPS TO **GROW** BONDING CAPACITY

Tennessee Governor's Office of Diversity Business Enterprise (Go-DBE) – In The Know Workshop - March 2023
Anderson & Catania Surety Services

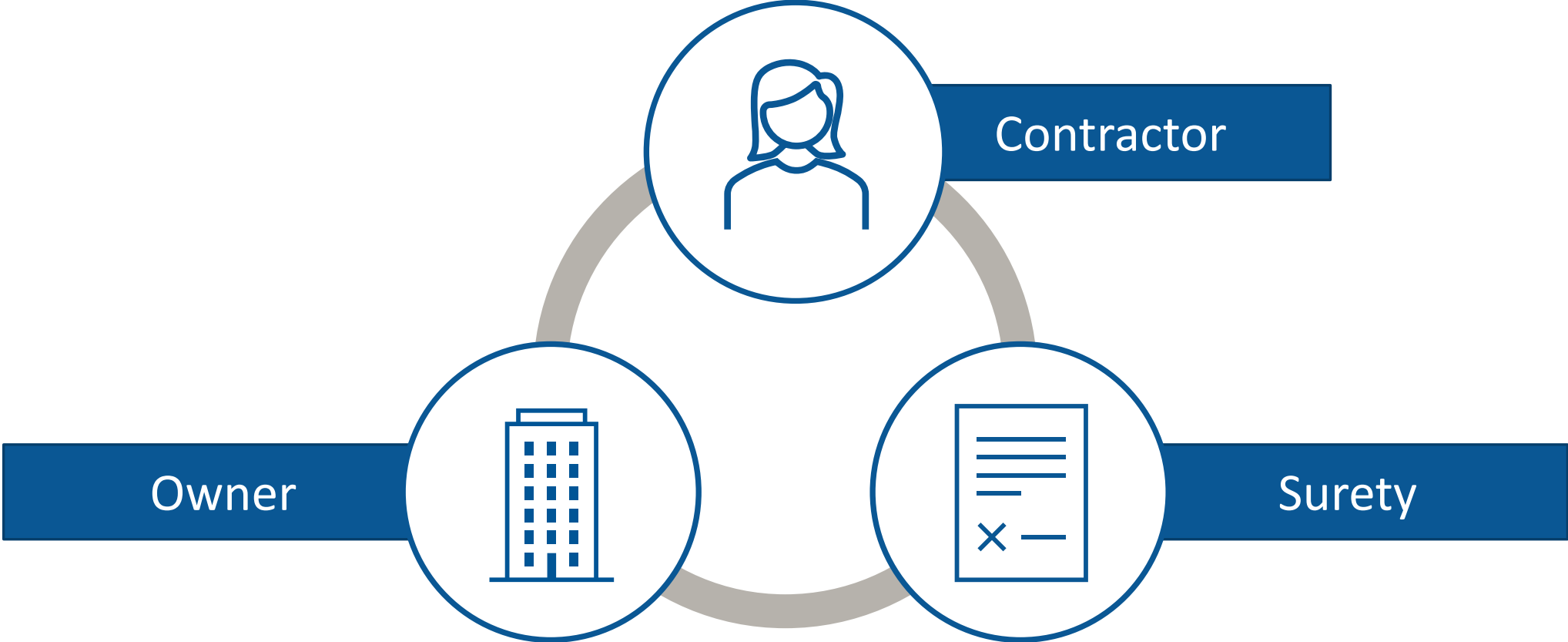




CHRIS SMITH
SENIOR SURETY BROKER
ANDERSON & CATANIA



What is a Surety Bond?



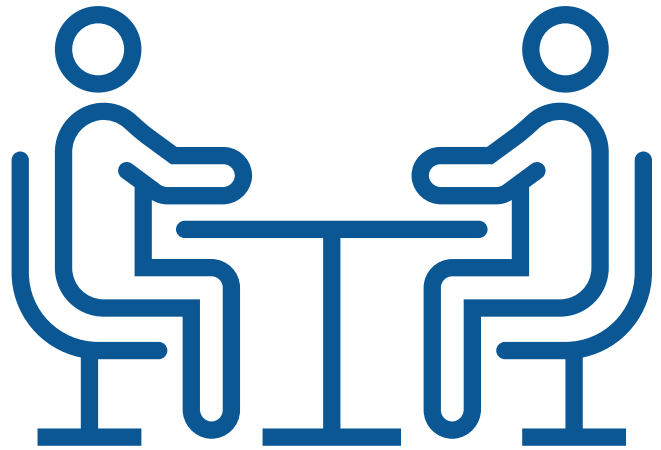


When Are Bonds Required?





How Do I
Obtain A
Surety Bond?



How Do I Market
My Bonding
Program?



How Much
Bonding
Capacity Can
I Get?

Exhibit C Bond Checklist

Project No: #JobNo#

Contract No: #ContractNo#

Exhibit C
BOND CHECKLIST
(#ContractTypeWord#)

Bond No: _____

*****#CSN# will not accept any modifications or markups made to its forms*****

- All bonds (**PAYMENT & PERFORMANCE**) should be furnished, in duplicate, via certified mail or a nationally recognized overnight courier to the following address:

#ClarkName#
Attn: Contracts Management Group – 9th Floor
7900 Westpark Drive
McLean, Virginia 22102

*****Sending bond documents via USPS is not recommended*****

- It is strongly encouraged to scan and email an *advanced executed (signed) electronic copy* of the bonds





“You’ve got to be bondable at scale if you want to win in this market - regardless of whether or not you are required to provide a bond on a specific project”

Charles Eaton, Founder
F&C Eaton Enterprises, LLC



Steps to **Grow** Bonding Capacity



Credit Scoring



Management Talent



Company Goals



Financial Reporting



Bank Line of Credit



Surety Company
Relationship Dynamic



Credit Scoring

FICO

Commercial Credit

Credit Repair Options





Management Talent

Resumes/BIO's

Detailed Past Project
Summaries

Organization Chart





Company Goals

Clearly and Concisely
Communicate Your
Business Goals

Annual Surety Meeting

Feature Outside Advisors –
CPA, Attorney, Banker,
Consultant(s)





Financial Reporting

In-House Financial Reporting

External Financial Reporting

Work-in-Progress Reporting





Bank Line of Credit

Anticipate Working Capital Needs

10% Rule of Thumb

Borrowing Base





Surety Relationship

Transparency Wins

Long-Term Partner
Mindset

Problem Solving – Early
Communication



DBE Bonding Success Story

349% Top
Line
Revenue
Growth

1400%
Increase in
Aggregate
Bonding
Capacity

626%
Increase
Business
Net Worth

ASK

THE SURETY PRO
[acsurety.com/blog/](https://www.acsurety.com/blog/)





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