

# Welcome to IDOA DSD 2022 Business Conference Virtual Series

*From Vision to Action*

**Today's Webinar:**

**The Building Blocks of Bonding**

**August 25, 2022 | 10:00 – 11:30 a.m.**

We want to hear from  
you! Use this QR code  
to leave your feedback



# DSD Facilitators

- **Kesha Rich, Deputy Commissioner, Division of Supplier Diversity**
- **Graham Melendez, Director of Business Development and Outreach, Division of Supplier Diversity**

## Things to keep in mind before we begin:

1. Your microphones will be muted during the webinar unless you are a speaking presenter. Please raise your hand to be unmuted.
2. Feel free to use the chat functions for all questions or comments during this session to remain engaged.
3. This is a recorded session. You are welcome to keep camera on or off during this session.



U.S. Small Business  
Administration

**Indiana District Office**

**[Indiana@sba.gov](mailto:Indiana@sba.gov)**

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**Martin Anderson**  
**Deputy District Director**  
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U.S. Small Business  
Administration

# **Surety Bond Guarantee Program for Small Businesses**

[sba.gov/osg](https://sba.gov/osg)

# Program qualifications for small businesses

## Categorized as a small business based on:

- Average annual revenues for construction, service and supply firms
- Average number of employees for manufacturers

## Other requirements

- Be current on public debts, taxes and repayment agreements
- Pass underwriting standards



## To qualify, small businesses must:

- Possess good character
- Need a bond that business is unable to obtain elsewhere
- Be a U.S.-based, for-profit business with legal resident owners
- Be eligible to do business with the federal government
- Not be involved in a current bankruptcy proceeding



# SBA guarantees contract bonds



A variety of bond types and amounts:

**1 Bid**

**2 Performance**

**3 Payment**

**4 Maintenance**

For each government and private contract **up to \$6.5 million.**

For each direct federal contract **up to \$10 million.**



# Evaluation based on capacity, capital, and character



**Capacity** (your ability to complete the work) is based on experience in your field, key personnel experience, and day-to-day business management practices.



**Capital** is based on your company's profitability and the quality of your financial statements.



**Character** means the small business owner's personal credit history and business reputation.



**We help small businesses facing barriers to success by creating access and opportunity for them to qualify for contract bonding, increase bonding capacity, and grow their business.**

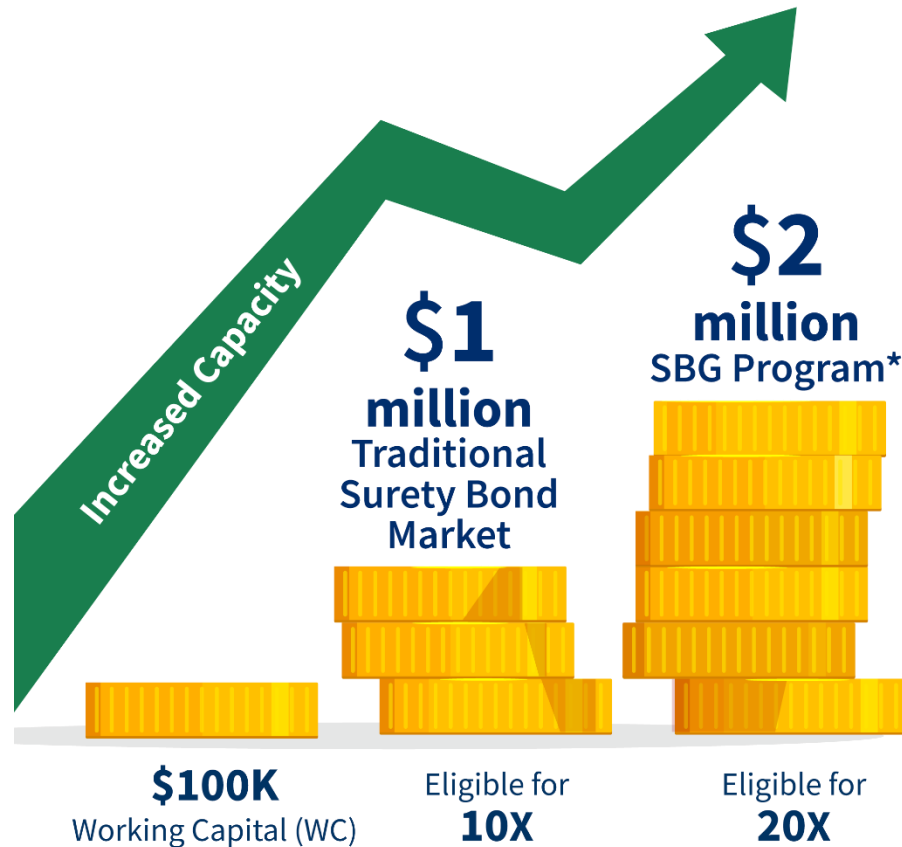
# Providing access and creating stability



**You gain access to bid, performance, payment, and maintenance bonds.**

- **Our guarantee allows small businesses to qualify for more bonding.**

# Benefits of SBA guaranteed bonds



Working capital requirement is about half what is normally required for contract surety bonds.

We count the unused portion of bank lines of credit (BLOC) as working capital.

# Prior Approval Program and QuickApp = Fast decisions to meet your needs



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**Prior approval program**  
delivers underwriting  
decisions in **2 days**.



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**QuickApp** decisions  
within **24 hours** on bonds  
of **\$400,000 or less**.

# Typical surety bond fees



**Bid bond guarantee fees**  
are never charged by the SBA.

**Contractor's fee**  
0.6% of the contract amount  
paid to SBA for the guarantee.

**Surety premium**  
charge paid to the surety  
company for the bond.

# SBG Program Surety Partners



# Find an SBA-authorized surety agent



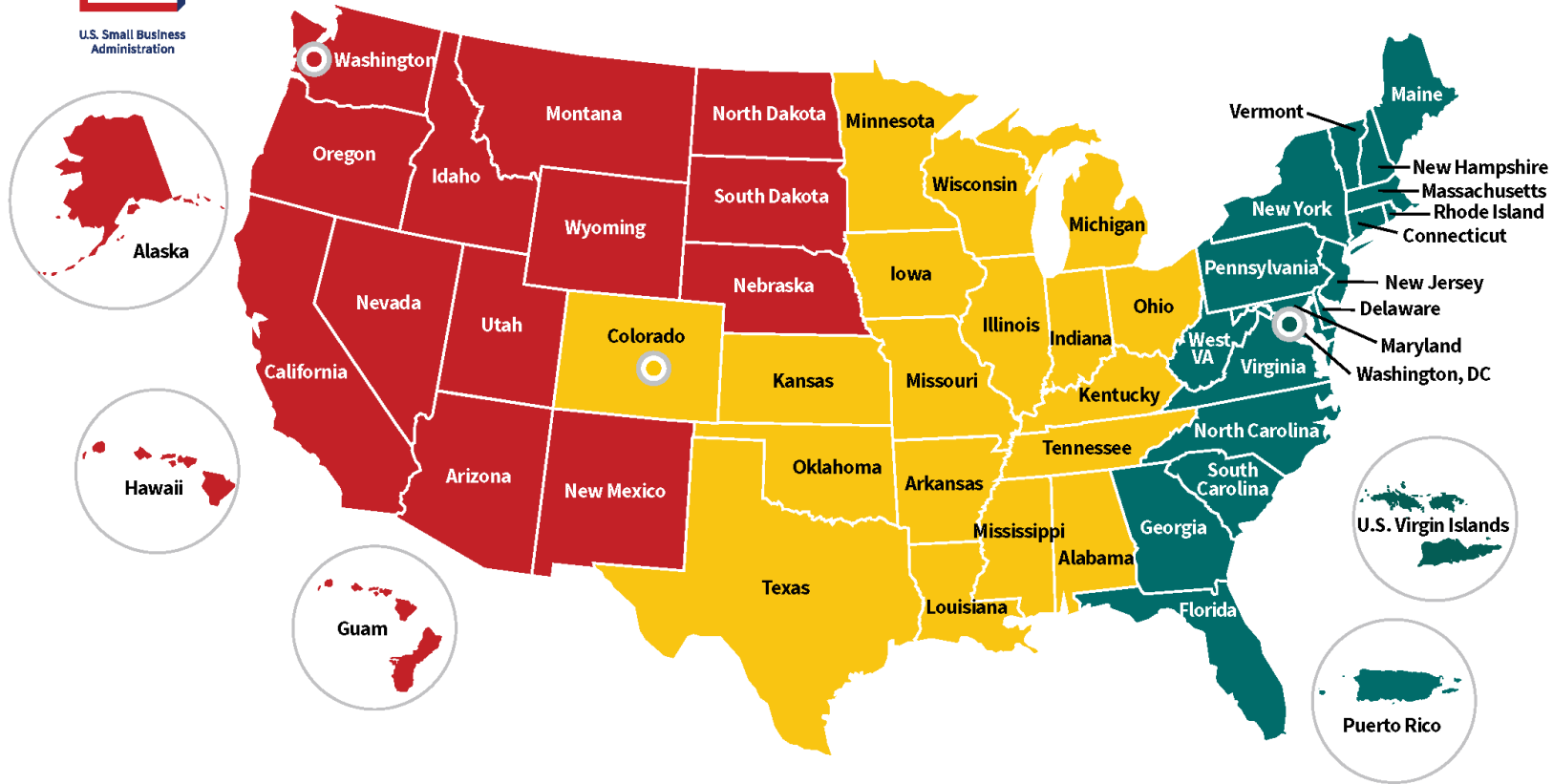
Visit

[www.sba.gov/funding-programs/surety-bonds](https://www.sba.gov/funding-programs/surety-bonds)





# Surety Bond Guarantee Program Area Offices



**Seattle Underwriting Center**  
2401 4th Avenue, #450, Seattle, WA 98121  
**M. Catharine Powers**, Area Director  
(206) 553-8541 • catharine.powers@sba.gov  
**Tamara E. Murray**, Underwriting Marketing Specialist  
(303) 995-5786 • tamara.murray@sba.gov

**Denver Underwriting Center**  
721 19th Street, #426, Denver, CO 80202  
**Jennifer Vigil**, Area Director  
(303) 927-3489 • jennifer.vigil@sba.gov  
**Tamara E. Murray**, Underwriting Marketing Specialist  
(303) 995-5786 • tamara.murray@sba.gov

**Washington, DC Underwriting Center**  
409 3rd Street, #8600, Washington, DC 20416  
**Earnest L. Knott, Jr.**, Area Director  
(202) 401-6786 • earnest.knott@sba.gov  
**Tamara E. Murray**, Underwriting Marketing Specialist  
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# The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.



Approved and funded by the SBA



1,400+ partner offices nationwide



Find local resource partners near you at [SBA.gov/local-assistance](https://www.sba.gov/local-assistance)



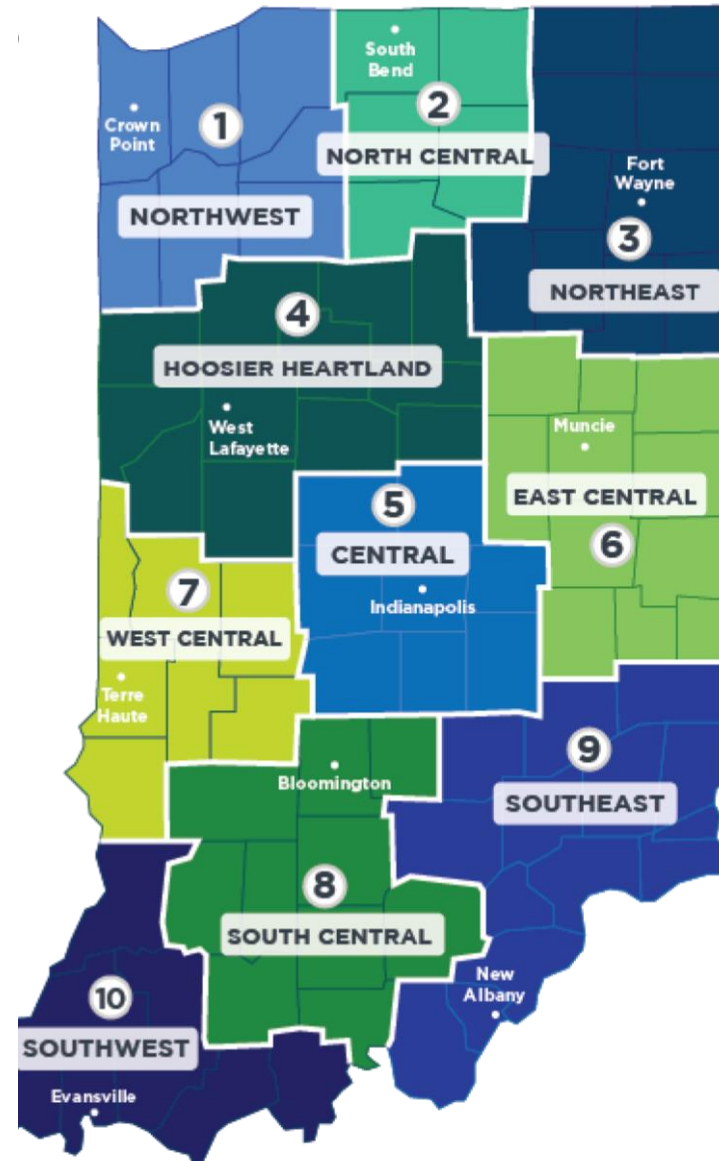
# Resource Partners



[www.isbdc.org](http://www.isbdc.org)

**10 Regional Offices to serve you:**

**Crown Point, South Bend, Fort Wayne, Lafayette (Kokomo), Indianapolis Muncie, Terre Haute, Bloomington, New Albany, Evansville**



# Resource Partners

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If you are an aspiring entrepreneur or small business owner looking for:

- **Mentorship and advice** from volunteer real-world business executives—in-person or virtually
  - **Free online workshops** and webinars
- 



[www.score.org](http://www.score.org)

## 7 Chapters

**Columbus, South Bend,  
Evansville, Fort Wayne,  
Indianapolis, Terre Haute  
Valparaiso**

# Resource Partners

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If you are an aspiring or current woman small business owner looking for:

- **Comprehensive training and counseling** on a variety of topics in several languages
  - **Business advice** to level the playing field against unique challenges or obstacles
- 



Central Indiana  
Women's  
Business Center

[www.businessownership.org](http://www.businessownership.org)



<https://theniic.org/start/womens-entrepreneurial-center/>

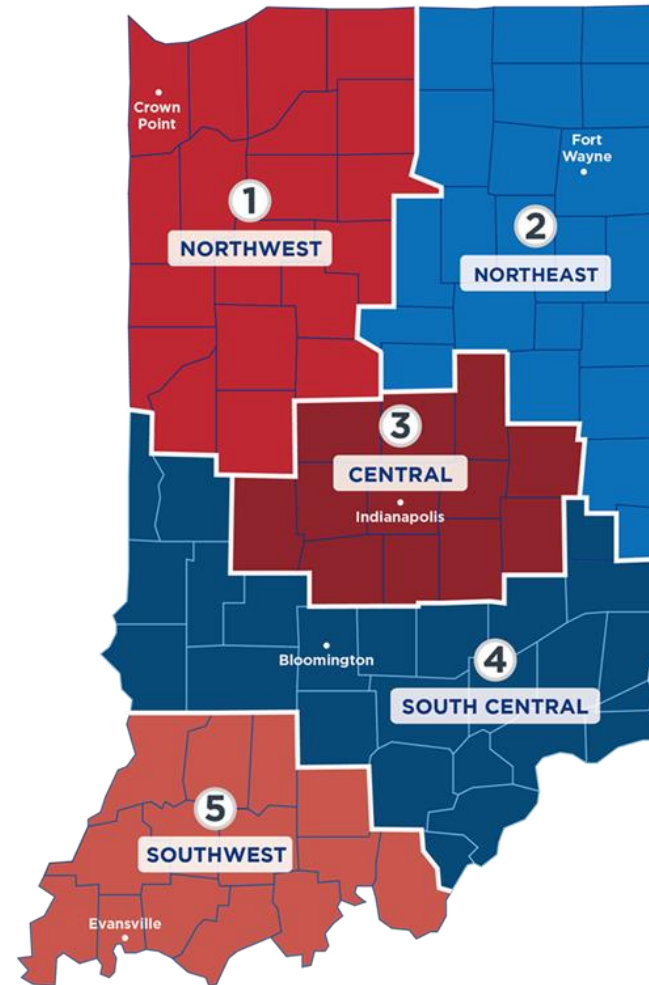
# Resource Partners



[www.in.gov/indiana-ptac](http://www.in.gov/indiana-ptac)

*If you are an aspiring entrepreneur or small business owner looking for:*

- **Help from an expert** to identify, compete for, and win government contracts
- **Free in-person and online** workshops and webinars



# Stay in Touch with SBA

- **E-news**--monthly newsletter and email blasts on happenings in your area
  - **Sign up! Text “SBA” to GOV311 (468311)** or go to [www.sba.gov/updates](http://www.sba.gov/updates)
- **Website**—event calendar and class registration, business success stories, press releases, e-news updates, loan and program information, office staff, online resource guide and more.  
[www.sba.gov/in](http://www.sba.gov/in)
- **Social media**
  - Twitter: [@SBA Indiana](https://twitter.com/SBA_Indiana)
  - Facebook: [www.facebook.com/SBAgov](https://www.facebook.com/SBAgov)
  - Instagram: [@sbagov](https://www.instagram.com/sbagov)
- **Resource Guide**—Updated annually; available in hard copy and on the [SBA Indiana website](http://SBA Indiana website); new guide available now!





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**Next Webinar:**

**It Takes a Village**

**September 22, 2022 | 10:00 – 11:30 a.m.**

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