



NATIONAL ASSOCIATION OF
SURETY BOND PRODUCERS
Professionals in Surety Bonding

NASBP HIGHLIGHTS

The Year in Review 2024

Backing Our Future





We have been **Educating, Advocating, Connecting, Investing,** and **Partnering** all towards engineering a proper foundation of collaboration and innovation on behalf of and for the advancement of surety bonding and the surety community.

FROM THE NASBP PRESIDENT

2024–2025 NASBP Officers



FROM LEFT: Robert Coon, Monica Donatelli, Zach Mendelson, Patrick Pribyl, and Christian Downey



Many of us have the privilege of serving construction business clientele, so we understand the critical importance of a proper foundation for any building structure. Without a solid foundation in place, a structure will not have the necessary integrity and resilience, likely degrading over time. The foundation is the essential

backbone of the structure holding up and distributing its weight; a deficient or insufficient foundation can lead to shifting, cracking, and even to the collapsing of the structure itself. Careful attention to the design and construction of the foundation is necessary for the longevity of the structure.

I chose my presidential theme, “Backing Our Future,” with that analogy in mind—that the Association, through its leaders, activists, and staff, would focus on actions and initiatives that would lay a solid foundation for an enduring future for surety bonding. I am pleased that so much energy and effort in 2024 has been directed toward that end. We have been **Educating, Advocating, Connecting, Investing,** and **Partnering** all towards engineering a proper foundation of collaboration and innovation on behalf of and for the advancement of surety bonding and the surety community.

Famous American novelist Alice Walker, author of *The Color Purple*, once related: “Look closely at the present you are constructing. It should look like the future you are dreaming.” When I see the cumulated strength evident

in NASBP initiatives and accomplishments I cannot be other than excited for the future of surety bonding for which we are presently preparing. My sincere thanks to all those expending their focus, energy, and time; it is gratifying, indeed, to witness the dedication of so many NASBP volunteers, whether engaged as teaching faculty at NASBP’s Surety Schools, membership ambassadors at the Annual Meeting, surety advocates at the Federal Legislative Fly-in, committee members engaged in committee work, or young leaders at 5-15 leadership events. They are the dedicated individuals propelling the Association onward, and their impressive work is appropriately highlighted and profiled in the pages of this *2024 NASBP Highlights—Year In Review*.

I wish everyone wonderful holidays and a successful conclusion to 2024, and I look forward to what lies ahead for NASBP and our surety community in 2025!

Best regards,

Zach Mendelson

NASBP President

EPIC | Edgewood Partners Insurance Center
Pittsburgh, PA



Top 5 "Let's Get Surety" Podcast Episodes

Ranked by number of downloads

Episode 106	The Corner Office: A Conversation with Merchants Bonding Company President Larry Taylor	434
Episode 117	The Corner Office: A Conversation with EMC Bond's Ryan Springer	415
Episode 107	Ironclad Personal Guarantee... Or Is It? with Todd Regan of GRSM	343
Episode 110	Unlocking the Mysteries of Surety Bonds for Owners and Other Decision-Makers with Corban Enns of Comhar Consulting	341
Episode 105	Brilliant Game of Confidence and Relationships: Talking Sales With Ryan Estis of Impact Eleven	336

★ 49,323 total unique downloads to date ★

BACKING OUR FUTURE BY Educating



BACKING OUR FUTURE

"NASBP's Sales Workshop was hugely beneficial. I left with so many great ideas to build clientele. The MCODE motivation assessment that

is a part of the class was tremendously helpful in learning more about myself and how I interact with others."

Stephanie Warren

Claims Representative/Producer Claims
Woods Insurance
Farmington, NM

NASBP Focused on the "Make Surety A Career" Program

#MakeSuretyACareer

- 1 The NASBP Surety Industry Research Foundation (SIRF) is supporting development and dissemination of awareness and resource materials about surety and surety careers to university insurance, business, and construction management educators for the benefit of students who may be interested in such career paths.
- 2 NASBP partnered with Professor Kurt Krogull, Director, Jack Lockton Certificate in Insurance and Risk Management at the University of Kansas School of Business, to create a draft PowerPoint and curriculum on surety to be included in current insurance classes. Several business colleges in Big 12 universities have shown interest in offering information or classwork on surety bonding and surety careers.
- 3 NASBP is developing a 3-5 hour online course, which culminates into internship opportunities for undergraduate business students.



Professor Krogull spoke at the NASBP West and East Fall Meetings, where he described how he is teaching the surety curriculum, of which several college students have completed.



"Corner Office" Podcast Series Rises to the Top

NASBP kicked off a miniseries on the *Let's Get Surety—Let Me Hear Your Bonding Talk* Podcast titled, "The Corner Office: Conversations with Surety Leaders," spotlighting NASBP surety executives sharing their perspectives about the surety, insurance, and construction industries. The first two episodes were the most listened to episodes in 2024.



AGC CEO Jeff Schoaf spoke to Level III students



NASBP values its long working relationship with AGC and appreciates AGC's work on behalf of the commercial contractor community.

NASBP Recognized Faculty Dedication



NASBP presented NASBP Past President Ed Heine of Marsh & McLennan Agency, LLC of Missoula, MT an award honoring his many years of teaching at the NASBP Surety School. Heine announced his retirement from teaching at the Winter Session of the NASBP School.



NASBP recognized NASBP Surety School Faculty for dedication in teaching by issuing 5-year service awards to each of the following: Nathan Wonder of CAC Specialty, Jason Vonzah of Amerisure Surety, and John Sheppard of C.A. Shea & Company, Inc.

CONSURE Infocast

BROUGHT TO YOU BY

SCAN TO REGISTER!



New Joint NASBP, ASA, and CFMA ConSure Infocast Series #ConSureInfocast

NASBP launched a new joint effort with ASA and CFMA. The first webinar in the series addresses prequalifying project owners and GCs and takes place January 9, 2025 at 2 pm Eastern—scan the QR code to register! The presenters are Greg Veal of Bovis, Kyle, Burch & Medlin and Rudy Dominguez of Old Republic Surety.

NASBP Surety School Most Outstanding Pupils 2024 Award Winners

Winter 2024 Session MOP Award Winners Dallas, Texas



Gracie Ray, Sompo International, was MOP of Commercial Surety Level I.



Contract Surety Level I Yellow Team chose Katrina Von Kamath, Zachry Construction Corp., as MOP.



Ryan Kinlin, MHBT, a Marsh & McLennan Agency, was MOP of Contract Surety Level II Blue Team.



Contract Surety Level I Red Team selected Turn Estep, McGriff, as MOP.



Andrew Mirafior, Markel Surety, was MOP of Contract Surety Level II Green Team.

Summer 2024 Session MOP Award Winners Reston, Virginia



Carla J. Burton, RLI Insurance, was MOP of Contract Surety Level I.



Contract Surety Level II Green Team chose Abigail Freeman, McCown Gordon Construction, as MOP.



Carlos Negron, United Insurance Agency, was MOP of Contract Surety Level II Blue Team.



Commercial Surety Level II chose Shawn Wiggins, The Hartford, as MOP.



Dulce Huggins, Flood & Peterson Insurance, was MOP of Contract Surety Level III.

NASBP Surety School Attendance in 2024

Winter 2024 in Dallas, TX
168 students — Sold Out!
 Offered Contract Surety Level I, Level II, and Commercial Surety School Level I

Summer 2024 in Reston, VA
159 students
 Offered Contract Surety Level I, Level II, and Level III, and Commercial Surety School Level II

BACKING OUR FUTURE



"The NASBP Virtual Seminars and SuretyLearn are valuable resources for training and an additional knowledge base for our team. They have been helpful for me to stay up to date on the surety climate in an ever-changing market. I appreciate that the links are sent out after the seminars so that, if we miss any, we have the opportunity to watch at a later date."

Dulce Huggins
 Sr. Account Manager
 Flood & Peterson
 Greeley, CO

Top 5 NASBP Virtual Seminars

by Site Registrations for 2024

Bank Fronted Surety—Issues and Considerations	603
Pay-When-Paid Clauses: Implications and Applications of Recent Case Law	567
Employee Stock Ownership Plans (ESOPs): What You Should Know	554
Pre-Qualifying Subcontractors vs. Flying Blind in an Uncertain Economy	530
Economic Outlook: Trends Your Contract and Commercial Clients Will Want To Know	489



A Boost in SuretyLearn.org Visitors

Visit learn.nasbp.org

Number of "Active" Products	341
Number of User Accounts	Over 500 new users since last year
Total Unique Site Visitors	223,064
Total Unique User Page Views	249,007



SuretyLearn.org for Contractors had **49,191** site visitors. learn.nasbp.org/4contractors



BACKING OUR FUTURE BY Advocating

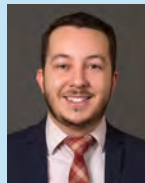


Larry LeClair and Mark McCallum met with the Federal Communications Commission (FCC) to discuss surety bonds as alternatives to letters of credit for FCC-funded broadband projects.

Members Advocated for Bond Requirements

NASBP members and staff advocated for:

- Additional bipartisan House/Senate support for H.R. 1740/S.2928, which requires bonds when federal loans and/or grant funds for water projects are provided via the Water Infrastructure Finance and Innovation Act (WIFIA).
- Bond requirements for broadband infrastructure projects funded by federal grant programs of the U.S. Department of Agriculture Rural Utilities Services, FCC, and Department of Commerce NTIA.



BACKING OUR FUTURE

"Being part of the NASBP has allowed me to contribute to meaningful advocacy efforts. Knowing that our work can influence policy and support

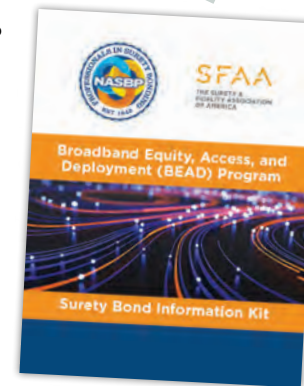
the growth and stability of the surety market is incredibly fulfilling. It's a reminder that our roles extend beyond our individual companies; we're shaping the landscape for future generations."

Stefan K. Engelhardt, AFSB, CRIS

Assistant Vice President, Sales Leader,
National Surety Practice
Brown & Brown, Inc.
Portland, OR

NASBP Celebrated Victory in Supporting Small ISPs, State Broadband Offices, and Taxpayers

- After seven years of NASBP advocacy work by NASBP members and staff, the National Telecommunications & Information Administration (NTIA) agreed to accept bonds as an alternative form of security to letters of credit (LOCs) for government rural broadband contracts. The acceptance of surety bonds for the Broadband Equity Access and Deployment (BEAD) Program promises significant benefits for small internet service providers (ISPs), state broadband offices, and taxpayers.
- This summer, NASBP, jointly with SFAA, developed the Surety Bond Information Kit for the BEAD Program, or BEAD Kit, which includes performance bonds and model contract language to meet the BEAD Program's security requirements.
- NASBP and SFAA contacted all 50 state broadband offices and provided each a Kit.



NASBP Jointly Organized Federal Legislative Fly-in to Help Members Advocate for Their Industry on Capitol Hill

NASBP and SFAA members participated in the 2024 Joint Federal Legislative Fly-in:

- 117** Attendees
- 110** Congressional meetings in person
- 50** Senate **60** House **30** states
- 21** Face-to-face meetings with a member of Congress
- 89** Meetings with a member's legislative staff

Register for the 2025 Fly-in! February 26–27, 2025

SCAN TO REGISTER!



2023-2024 NASBP SuretyPAC

- Provided **\$29,500** to federal legislative candidates
- Received over **\$47,701** from NASBP membership
- **\$48,085.18** on hand



Find out more at: www.nasbp.org/advocate/bead-program-kit

NASBP Was Invited to Participate in Construction Industry Procurement Coalition (CIPC) Organizations' Member Events

- Attended AGC of America's Federal Contractors Conference
- Joined the American Subcontractors Association members on their visits with federal lawmakers.



Pictured far left with ASA members is U.S. Representative Pete Stauber (R-MN-08), Construction Procurement Caucus Co-Chair and sponsor of H.R. 2726, the Small Business Payment for Performance Act, which requires prompt payment to contractors for change orders.

Provided Members Insight Into What's in Store After the General Elections

NASBP hosted a NASBP Virtual Seminar with representatives of four CIPC members who discussed the outcome of the 2024 General Election and contemplated what's in store for the construction and surety industries in the 119th session of Congress.

Assisted the CIPC with Holiday Party of Thanks



Like last year in December, NASBP assisted the CIPC in hosting a holiday party to thank congressional Hill staff who worked with the CIPC throughout the year.

NASBP Producer Members Attended NASBP PAC-Supported Candidate Events



NASBP Past President Tracy Tucker, Tucker Agency, attended a federal fundraising event. From left: U.S. Senator John Kennedy (R-LA); U.S. Senator James Lankford (R-OK); Matthew Avila, Byrne Construction in Fort Worth, TX; Tucker; and U.S. Senator John Cornyn (R-TX).



Patrick Pribyl, Lockton Companies, joined U.S. Rep. Sam Graves (R-MO-6th), Chairman, House Transportation & Infrastructure (T&I) Committee, for a fundraising golf outing. Rhian Pritchard, Lockton, and Ken Ideker, Ideker Construction, joined them.



Attendees of the 2024 Federal Legislative Fly-in enjoyed a welcome reception. From left, Ethan Baker, Amerisure Surety; Jake Williams, Swiss Re; Todd Dayton, Amerisure Surety; and Mike Ito, Amerisure Surety.



Larry LeClair with political pundit Amy Walter, who headlined the "Washington Program," offering political observations and predictions.



NASBP Officer Robert Coon, Scott Insurance, and Chavonne Campbell, Main Street America, met with U.S. Representative Richard Hudson (R-NC-09).



Multiple members of Congress visited the Fly-in welcome reception, such as U.S. Representative Chris Pappas (D-NH-01).

NASBP Supported U.S. SBA Office of Surety Guarantees



SBA OSG staff Tamara Murray, Jermaine Perry, and Emily Than at the NASBP Annual Meeting & Expo.

Letters Sent for NASBP Members Make an Impact!

NASBP submitted advocacy comment letters to federal, state, and local agency officials on topics such as: requiring private companies to comply with burdensome disclosures, bond waivers, resident agent countersignature requirements on bonds, and onerous contract and bond language, among others. See the map of letters at www.nasbp.org/advocate/state-resources/47/commentletters (member login required).



BACKING OUR FUTURE

"Congratulations to the NASBP and SFAA in taking the lead in designing and releasing this performance bond information kit for

BEAD! With this release, the performance bond alternative to NTIA's BEAD letter of credit requirement under NITA's Programmatic Waiver can now be implemented! A big thank you to Larry LeClair and Mark McCallum for their excellent industry leadership and work in developing and rolling out this kit!"

Philip James Macres, Esq.
Klein Law Group, PLLC
Washington, DC

Macres is counsel to various ISPs who initiated and led the effort that ultimately got NTIA to permit performance bonds as alternatives to LOCs under the BEAD program.

BACKING OUR FUTURE







Thank You, NASBP Affiliates, Associates, and Exhibitors for Your Generous Support!

39 NASBP Affiliates, Associates, and Exhibitors generously supported NASBP with sponsorships at the 2024 NASBP Annual Meeting & Expo. 22 NASBP Affiliates provided entertaining events on Monday evening. See photos that frame the collage on pages 6 and 7.



Opening Doors to New Opportunities

Boosted the NASBP marketing campaign efforts to attract more **Retired Surety Professionals** and **Associates** to join the Association.



NASBP Initiated New Ambassador Program

To carry out one of the many goals of the new Ambassador Program, members of the Membership Committee greeted, welcomed, and acclimated new and current members attending the NASBP Annual Meeting & Expo.

BACKING OUR FUTURE BY Connecting



BACKING OUR FUTURE

"Being a member of the Commercial Surety Committee of NASBP has been an enriching experience. Collaborating with industry leaders has expanded my expertise, kept me up to date on industry trends, and strengthened my commitment to innovation in commercial surety."

Monica Gilmore, CIC
Nationwide Surety and Fidelity
Cypress, TX



NASBP Annual Meeting & Expo in Austin Recorded Over 950 Attendees

NASBP membership was "All In" for informative presentations on timely topics. The meeting, presided over by then President Patrick Pribyl, delivered a lot of fun, too, with the "All In" Texas Hold 'Em-themed event, followed by a final event with dancing at Speakeasy Austin. Heidi Rodzen, Skillings Shaw & Associates, won the Texas Hold 'Em event.



Heidi Rodzen, winner of Texas Hold 'Em event



Patrick and Jamie Pribyl passed the baton to incoming President Zach Mendelson at the 2024 NASBP Annual Meeting & Expo.



New this year, the incoming President, Mendelson (pictured with his wife, Krista), provided his remarks during the Tuesday general session.



Representatives from Suffolk Companies participated on a panel and recorded an episode on AI for the NASBP Podcast *Let's Get Surety*.

Annual Meeting Keynote presenter **Andrew Fastow**, former Chief Financial Officer of Enron, discussed failures of corporate governance and compliance in his presentation, "Why Does Enron Keep Happening?" A **panel discussion, "AI in Construction: From Concept to Completion and How Technology is Shaping Our Future World,"** offered a timely look at the hot topic of artificial intelligence.

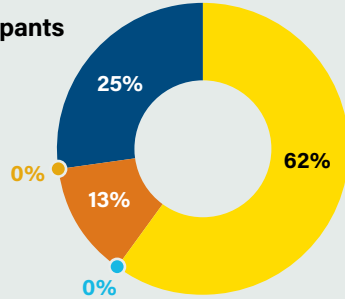
Joan Woodward, Executive Vice President of Public Policy at Travelers, gave her presentation, "Woodward on Washington: An Economic, Policy, and Political Outlook." Keynote speaker, **Caren Kelleher**, shared her journey from Google executive to small business owner in her presentation, "From Silicon Valley to Vinyl: Finding a New Groove in a Timeless Industry."

2024 NASBP Producer Members

2024 New Producer Members

as of October 28, 2024

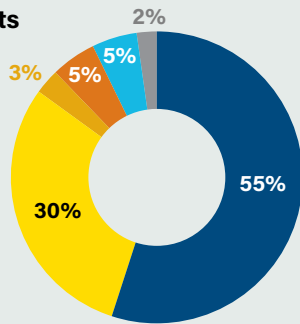
- **Multiple Office Dues Cap Participants**
4 new members
- **Single Office Participants**
10 new members
- **2 Office Participants**
0 new members
- **3+ Office Participants**
2 new members
- **Agency Satellite Participants**
0 new members



2024 Producer Member Community

as of October 28, 2024

- **Multiple Office Dues Cap Participants**
310 members
- **Single Office Participants**
169 members
- **2 Office Participants**
15 members
- **3+ Office Participants**
27 members
- **Agency Satellite Participants**
30 members
- **International Offices Participants**
10 members



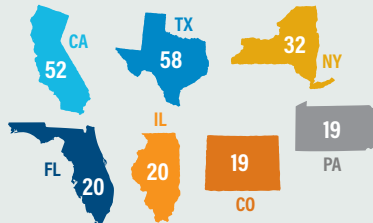
Producer Members by Region

as of October 28, 2024

1	AK, ID, MT, OR, WA, BC, AB, SK	48
2	AZ, CA, HI, NV, MX, AU, GU	74
3	CO, NM, UT, WY	32
4	AKS, MO, NE	19
5	IA, MN, ND, SD	23
6	AR, LA, OK, TX	82
7	IL, IN, MI, OH, WI	58
8	AL, FL, GA, KY, MS, TN	65
9	DC, MD, NC, VA, WV	50
10	DE, NJ, NY, PA, ON, UK	79
11	CT, ME, MA, NH, VT, RI, NB, PQ	25
12	PR, BR, SA	6
Total Members		561

Producer Members by State

Top 7 States



Dues Cap Participating Offices

as of October 28, 2024

Participating Corporate Agencies	11
Producer Dues Cap Participating Offices	299
Total Participating Dues Cap Offices	310

NASBP Fall Meetings 2024

NASBP Fall Meeting Programs Engaged Members



Marilyn Klinger



John Yi



Jonathan Bondy



Tracey Haley

NASBP provided new resources explaining the bond producer's role in the surety claims process. NASBP provided an article in *SBQ*, a podcast episode, and presentations at the Fall Meetings. Marilyn Klinger, SMTD Law LLP, and John Yi, Tokio Marine HCC, presented at the West Meeting. Jonathan Bondy, CSG Law, and Tracey Haley, Markel Surety, presented at the East Meeting.

NASBP Fall Meetings also provided:

- A presentation on Association news, including NASBP efforts to boost surety industry career recruitment at the university level.
- Optional fun events: the West Meeting held a golf tournament at the onsite award-winning course and the East Meeting offered a top-rated cooking class demonstrating the preparation of New Orleans Creole and Cajun cuisine.

Attendance at NASBP Fall Meetings



West Meeting Carlsbad, California

Total attendees..... **297**
5-15 attendees..... **14**



East Meeting New Orleans, Louisiana

Total attendees..... **292**
5-15 attendees..... **16**



Brian Refici, left, and Brian Ambrosia, both of MarshBerry, presented on how AI can drive customer service efficiency and value.



Panelists for BEAD Kit discussion, from left: Robert Duke, Markel; Stephen Rae, Liberty Mutual Surety; and Quinn Jordan, Mississippi Broadband Association.



NASBP President Zach Mendelson met with 5-15 Leadership Committee members and invited underwriters at the 5-15 Happy Hour held at each NASBP Fall Meeting.



The NASBP East Meeting's New Orleans cooking class was informative and fun.



BACKING OUR FUTURE

"As a recent first-time attendee of a NASBP meeting, I found the organization to be a great way to connect with surety professionals from across the country and gain valuable insight into the industry."

Peter Fascia, CPA, Esq., LL.M. (Tax), CCA, Partner

Matson Driscoll & Damico, LLP
Cherry Hill, NJ



BACKING OUR FUTURE BY Investing



Provided NASBP Members Tools to Advance Leadership Skills

Provided 5-15 Leadership Committee Members Guidance and Opportunities to Enhance and Grow Their Leadership Skills

- Revamped the 5-15 Leadership Committee Mentoring program
- Coordinated 5-15 Committee's participation in a home office visit with Travelers
- Provided educational calls and events designed just for 5-15 Committee members
- Invited 5-15 Committee members to NASBP Leadership receptions



Published an article in *Surety Bond Quarterly* about current and graduated 5-15 members and their experiences advancing their careers and leadership skills in the Association.



BACKING OUR FUTURE

"*Surety Bond Quarterly* is arguably the most comprehensive and appropriately topical knowledge resource from an industry-level

standpoint. We encourage all individuals in our organization to take the time to read the content and highlight that those that do reflect high quality job engagement and expertise."

Tim Mikolajewski
President
Liberty Mutual Surety
Seattle, WA

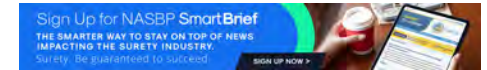
Provided Members Guidelines and Tips in Leadership and Best Practices

Launched NASBP Strategic Plan



NASBP implemented a new strategic plan, **NASBP Vision 2028**, positioning the Association to be a strong, responsive, member-focused organization well into the future.

Added a New Section to the NASBP SmartBrief newsletter



NASBP added a new section to the **NASBP SmartBrief** enewsletter, "Leadership & Best Practices." Now each issue of the enewsletter includes tips and guidance for business leaders. Subscribers are also invited to subscribe to the **SmartBrief on Leadership** enewsletter. Subscribe for free to **NASBP SmartBrief** at www.smartbrief.com/nasbp. The Brief's subscribers totaled more than 5,500. The Brief's 23% click-through rate is the highest of all public SmartBriefs. The average click-through rate for other SmartBriefs is only 3.25%.

Attendance of 5-15 Members at NASBP Meetings in 2024

Federal Legislative Fly-in, Washington, DC	14
Annual Meeting & Expo, Austin, TX	30
West Meeting, Carlsbad, CA	14
East Meeting, New Orleans, LA	16

Promoted the Value of Surety Bonding to Contractors and the General Public



NASBP released a new slide presentation, "Your Path to Surety Bonding," for members' use which incorporates select tips and videos from the NASBP and SFAA Contractor Bonding Education and Mentoring Program (www.contractorbonding.org). The slide deck assists Members in

presenting to and educating small, emerging contractors about bonding. NASBP promoted the Program regularly in its *Pipeline* and *NASBP SmartBrief* newsletters and NASBP social media channels. The site had 8,856 views this year as of November 6, 2024.

NASBP Communications Delivered Valuable Information about Industry Issues, Career Advancement, and Market



Celebrated 10 Years of Covering the Dynamic World of Suretyship with the NASBP Magazine, *Surety Bond Quarterly*



The 10th Anniversary issue of *Surety Bond Quarterly* won a 2024 MARCOM gold award for creativity/design! The award, administered by the Association of Marketing and Communication Professionals, honors excellence in marketing and communication. Thanks to Naylor Association Solutions for entering the issue into the competition.

Provided Members New Tools and Resources for Career Advancement at SuretyJobs.org

NASBP's new resources at SuretyJobs include new articles and videos of members with information about starting or advancing a surety career.



SuretyJobs

NASBP offered discounts on open positions posted to SuretyJobs by professionals who are hiring. Visit the revamped website at www.suretyjobs.org.



An *SBQ* article spotlighted the career path of NASBP member Liz Hahn, Parker Smith Feek.

Provided Members Insights into the Surety Market for the Upcoming Year



A summer *SBQ* article by NASBP CEO Mark McCallum summarized the results of the 2024 State of the Industry Survey, and the winter *SBQ* special

supplement featured 20 NASBP surety executives' forecasts for the coming year.



BACKING OUR FUTURE

"The 5-15 NASBP Committee has been a wonderful experience with a focused collaboration on ways to improve and understand the surety industry to its fullest. Although we may all be competitors in some aspects, the Committee itself creates a safe space to discuss career goals and share suggestions to improve yourself to best serve the industry."

Jake Boots

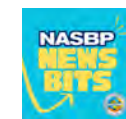
Marketing Account Executive
McGriff
Houston, TX

NASBP Featured New NASBP Resources and Info in NASBP Social Media Event-Focused Campaigns



NASBP provided more information, resources, graphics, and photos to NASBP's five social media channels. This year NASBP added two new campaigns, one in May for Mental Health Awareness Month and the other in September for Suicide Prevention Month. Other NASBP social media campaigns published several posts daily for each of the following events: May's Infrastructure Week, the NASBP Annual Meeting & Expo, the NASBP West Meeting in Carlsbad, CA and the NASBP East Meeting in New Orleans, LA.

Launched NASBP News Bits



NASBP offered new social media audio soundbites that provide members the latest news and Association updates. These updates on social media are audio posts featuring an automated reader!

Awards Recognized Outstanding Dedication and Leadership

In April, then President Patrick Pribyl, announced the following awards:

- **Tiger Trust Award** to Kevin Garrity, recently retired from NFP (see photo on page 6)
- **Bruce T. Wallace Award** to Sarah Finn, recently retired from IMA, Inc. (see photo on page 7)
- **John "Jack" J. Curtin, Jr. President's Award** to:
 - NASBP Staff and
 - NASBP's Meeting Planner, Bethany Jones
- **NASBP and SFAA Surety Industry Awards:**
 - Gold Award to the Florida Surety Association and Surety Association of Ohio
 - Advocacy Award to the Florida Surety Association

No awards were given in the Platinum category

Be sure to submit Surety Industry Award nominations for next year by the **March 5, 2025 deadline**.

SCAN TO REGISTER!





BACKING OUR FUTURE BY Partnering

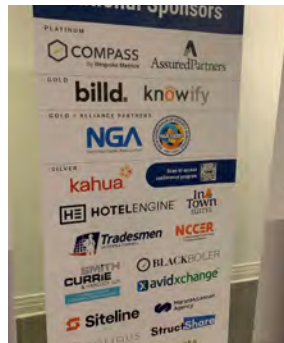


NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS
Professionals in Surety Bonding



NASBP Launched an Enhanced Strategic Alliance with the American Subcontractors Association in 2024

NASBP and ASA officially launched an enhanced strategic alliance to strengthen mutual efforts supporting equitable risk environments for the benefit of construction projects and parties. NASBP is a gold sponsor of ASA. Mark McCallum and Patrick Pribyl attended the ASA SUBExcel 2024 national convention. Pribyl was invited to speak during the ASA Business Meeting's government relations report. This relationship with ASA continues to grow and benefit both organizations.



NASBP CEO Mark McCallum, far left, with ASA CEO Richard Bright at ASA SubExcel 2024.



BACKING OUR FUTURE

"In partnership with NASBP, SFAA, and RiskStream, the SuretyDIGIT Coalition's efforts are paving the way for a more inclusive ecosystem

that fully supports the modernization and digitization of surety bonds, ensuring the industry is well positioned for future advancements."

Sandy Hampel
Director of Products
RiskStream Collaborative, The Institutes
Malvern, PA



NASBP Among Winners of The Institutes Innovator Award

NASBP was among 18 that won The Institutes 2024 RiskStream Year-End Award, The Innovator Award, for outstanding innovation in creating the Surety Digitization, Innovation, and Transformation Coalition (SuretyDIGIT), for the role as a founding member, and for demonstrating outstanding creativity and ingenuity within the insurance industry. The winners included NASBP, IMA, Marsh, Scott Insurance, Arch, Berkley, Chubb, Cincinnati, Intact, Liberty Mutual, Markel, Merchants, Nationwide, The Hartford, Travelers, Zurich, ICISA, and SFAA.



The Coalition, supported by The Institutes RiskStream Collaborative, NASBP, and SFAA, is focused on building an ecosystem that engages surety industry obligees, while uniting surety companies, brokers, contractors, tech providers, and obligees to digitize the surety bond process. Join the over 50 organizations that are already part of suretydigit.org!

NASBP Supported and Promoted Women in Surety



NASBP was pleased to again sponsor and support Women in Surety (WIS). WIS held events at all the NASBP Meetings.

A networking reception was held during the

2024 NASBP Annual Meeting & Expo, a pickleball event was held at the West Meeting, and a history and walking tour of New Orleans was held at the East Meeting.



NASBP Advisory Council Participants and Colleagues Media Contributions

NASBP Blog	19 posts
NASBP <i>Surety Bond Quarterly</i>	18 articles; 28 authors
NASBP <i>Let's Get Surety</i> Podcast	4 episodes
NASBP Virtual Seminars	7 seminars; 11 presenters
NASBP <i>Pipeline</i>	1 article; 1 author

NASBP Appointed Five New Participants to the Attorney and CPA Advisory Councils



Gregory R. Veal, Esq.
Bovis, Kyle,
Burch & Medlin, LLC



Chad L. Schexnayder, Esq.
Jennings, Haug,
Keleher, McLeod



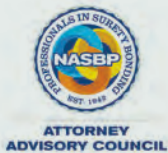
**Thomas Dearnley
CPA, MST**
Clifton Larson Allen LLP



**Todd Feuerman
CPA, CCA, MBA**
Ellin & Tucker



**Tim Reynolds
CPA, CFF, CVA**
Carr, Riggs & Ingram



Presented an Overview of the Surety Bonding Process



Past President John Bustard with Daniel Williams (left) and LiSa Teri Chang (center) both of the Hawaii DOT.

NASBP Past President John Bustard and Lauren Zakarian of King & Neel presented an overview of the surety bonding process using NASBP slide presentations for a series of presentations organized by the Hawaii DOT Disadvantaged Business Enterprise Program.



NASBP Officer Robert Coon of Scott Insurance, and Greg Davenport, then of Liberty Mutual, presented at the January 2024 AGC of America Surety Bonding and Construction Risk Management Conference. Their presentation was titled, "Unlocking the Future: Digital Transactions Revolutionizing the Surety Industry."

New Ads Launched for the NASBP Surety Pro Locator

www.suretyprolocator.nasbp.org

NASBP placed new ads for the NASBP Surety Pro Locator in these construction magazines: *CFMA's Building Profits*, and *ABC's Construction Executive*, and *ASA's* newsletter, *ASAToday*. The Surety Pro Locator is a directory of NASBP surety bond producers for the general public.



NASBP was an editorial partner in the surety supplement of *ABC's* magazine, *Construction Executive*, the 2024 Contractors' Guide to Surety Bonding.



Industry Outreach to Construction Organizations and Others

NASBP engaged with and/or presented to outside construction and other organizations, such as the American Institute of Architects, American Arbitration Association, Associated Builders & Contractors, Associated General Contractors of America, American Subcontractors Association, ConsensusDocs, Construction Industry Alliance for Suicide Prevention, Construction Financial Management Association, Construction Progress Coalition, MarshBerry, TRIP—a transportation research nonprofit, and local surety associations, such as the Surety Association of Pittsburgh.



BACKING OUR FUTURE

"CFMA's partnership with NASBP seeks to align our expertise in financial management with NASBP's leadership in bonding

and risk management to foster a stronger, more adaptive industry. We look forward to continuing this collaboration, driving innovation, and delivering value for our members and the broader construction community."

Neil Shah
President & CEO
Construction Financial Management Association
Princeton, NJ



NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS
Professionals in Surety Bonding

About the National Association of Surety Bond Producers

Founded in 1942, NASBP is the association of and resource for surety bond producers and allied professionals. NASBP producers specialize in providing surety bonds for construction contracts and other purposes to companies and individuals needing the assurance offered by surety bonds. NASBP producers engage in contract and commercial surety production throughout the United States, Puerto Rico, Guam, and a number of countries. They have broad knowledge of the surety marketplace and the business strategies and underwriting differences among surety companies. As trusted advisors, professional surety bond producers act in many key roles to position their clients to meet the underwriting requirements for surety credit.



NASBP's Mission

To strengthen professionalism, expertise, and innovation in surety and to advocate its use worldwide.

www.nasbp.org

#surety
#MakeSuretyACareer
#BackingOurFuture
#BeGuaranteedToSucceed

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LinkedIn: [linkedin.com/company/national-association-of-surety-bond-producers](https://www.linkedin.com/company/national-association-of-surety-bond-producers)

National Association of Surety Bond Producers

Professionals in Surety Bonding
7735 Old Georgetown Road, Suite 900, Bethesda, MD 20814
Phone: 240.200.1270 / Fax: 240.200.1295

In Loving Memory



Charles H. Fleck (93)
June 25, 1931 – October 20, 2024
NASBP President 1991-1992

Beloved President who provided a spectacular experience for members who attended the NASBP 50th Anniversary celebration in Orlando, FL, which included a robust program, commemorative materials, and a venue decorated with large photos of each of the 42 NASBP past presidents.

Thank You, Martha Perkins



NASBP in-house General Counsel Martha Perkins will retire from NASBP at the end of December. We extend our deepest appreciation to Martha for her 11 years of commitment and dedication to the success of NASBP. Martha, enjoy your well-deserved retirement!

