


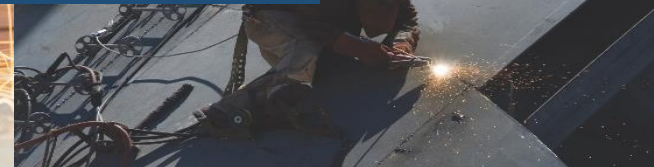


A Procurement Technical
Assistance Center (PTAC)

The background of the slide is a photograph of the Wisconsin State Capitol building at dusk. The building is illuminated with warm lights, and its green dome is a prominent feature. The sky is a deep blue, and trees with autumn foliage are visible in the foreground. A blue banner with white text is overlaid on the bottom half of the image.

LEARNING ABOUT THE SURETY BOND GUARANTEE FROM THE U.S SBA ACQUISITION HOUR WEBINAR

April 25, 2018



WEBINAR ETIQUETTE

PLEASE

- Log into the GoToMeeting session with the name that you registered with online
- Place your phone or computer on MUTE
- Use the CHAT option to ask your question(s). We will share the questions with our guest speaker who will respond to the group

THANK YOU!

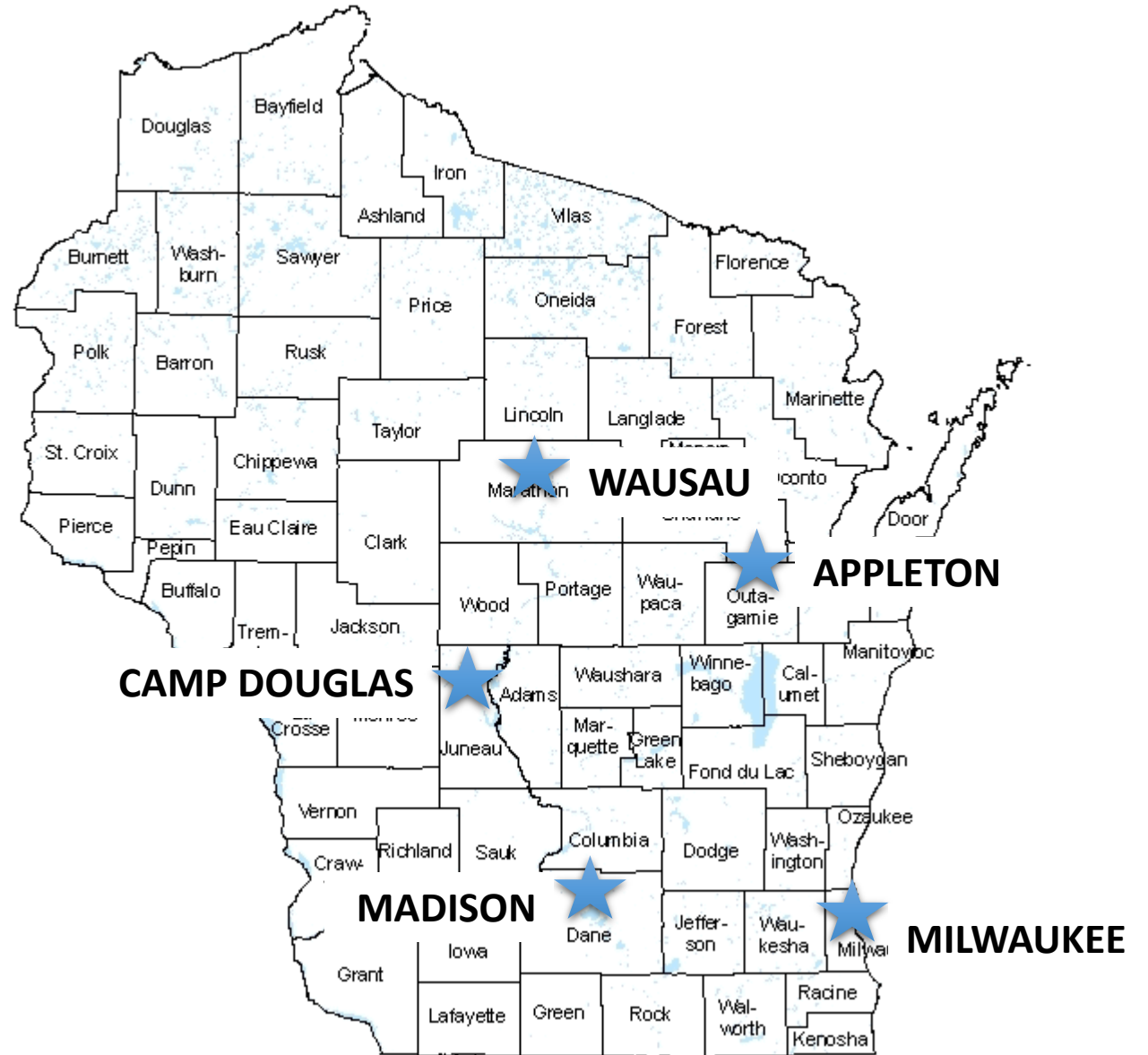
ABOUT WPI SUPPORTING THE MISSION

SERVING WISCONSIN
COMPANIES FOR 30 YEARS!

Assist businesses in creating,
development and growing their sales,
revenue and jobs through Federal, state
and local government contracts.

WPI OFFICE LOCATIONS

- MILWAUKEE – *Technology Innovation Center*
- MADISON –
 - *Madison Enterprise Center*
 - *FEED Kitchens*
- CAMP DOUGLAS – *Juneau County Economic Development Corporation (JCEDC)*
- WAUSAU – *Wausau Region Chamber of Commerce*
- APPLETON – *Fox Valley Technical College*



CLICK HERE TO VIEW WPI NEWSLETTER

www.wispro.org



UPCOMING EVENTS

JANUARY 10 2018
SELLING TO UNCLE SAM-UNDERSTANDING THE GOVERNMENT MARKETPLACE
IRON MOUNTAIN, MI »

JANUARY 17 2018
END OF YEAR FEDERAL CONTRACTOR UPDATE
MILWAUKEE »

JANUARY 23 2018
PREPARING A WINNING GOVERNMENT PROPOSAL
MILWAUKEE »

JANUARY 23 2018
ACQUISITION HOUR: MARKET RESEARCH – USING THE FEDERAL PROCUREMENT DATA SYSTEMS (FPDS)
WEBINAR »

JANUARY 24 2018
ACQUISITION HOUR: CYBER SECURITY FOR CURRENT AND PROSPECTIVE DOD CONTRACTORS AND SUBCONTRACTORS
WEBINAR »

CURRENT OPPORTUNITIES (4)

SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid review and Submission Assistance
- Proposal review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

WHAT WE WILL COVER TODAY

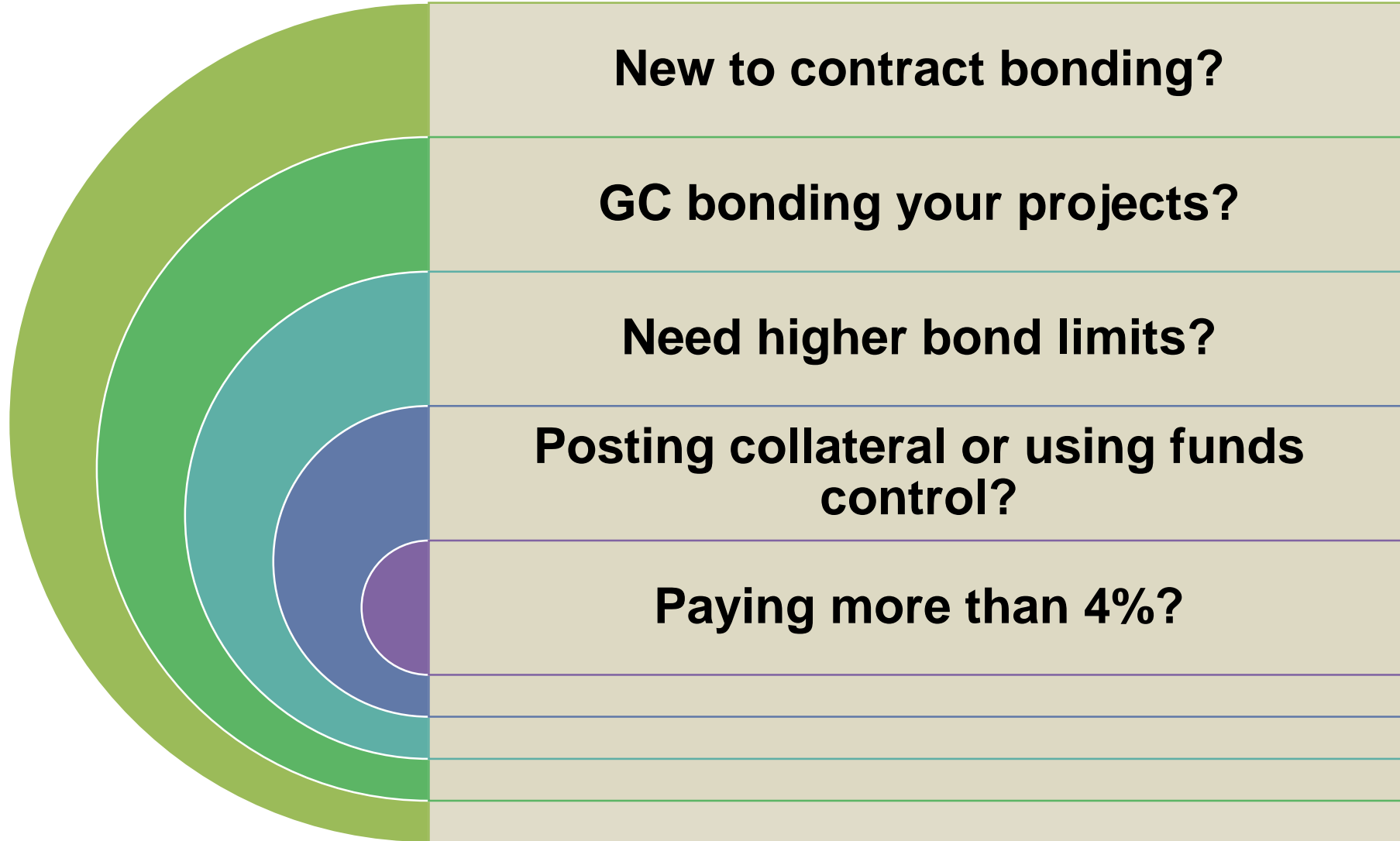


U.S. Small Business
Administration

Surety Bond Guarantee Program

**“We Open Doors to
Bonding” for Wisconsin
Small Business**

“We Open Doors to Bonding”



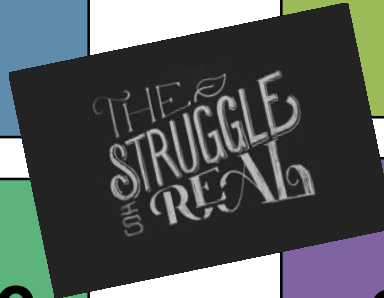
The Small Business Struggle

Commercial & license or permit bonds differ from contract bonds

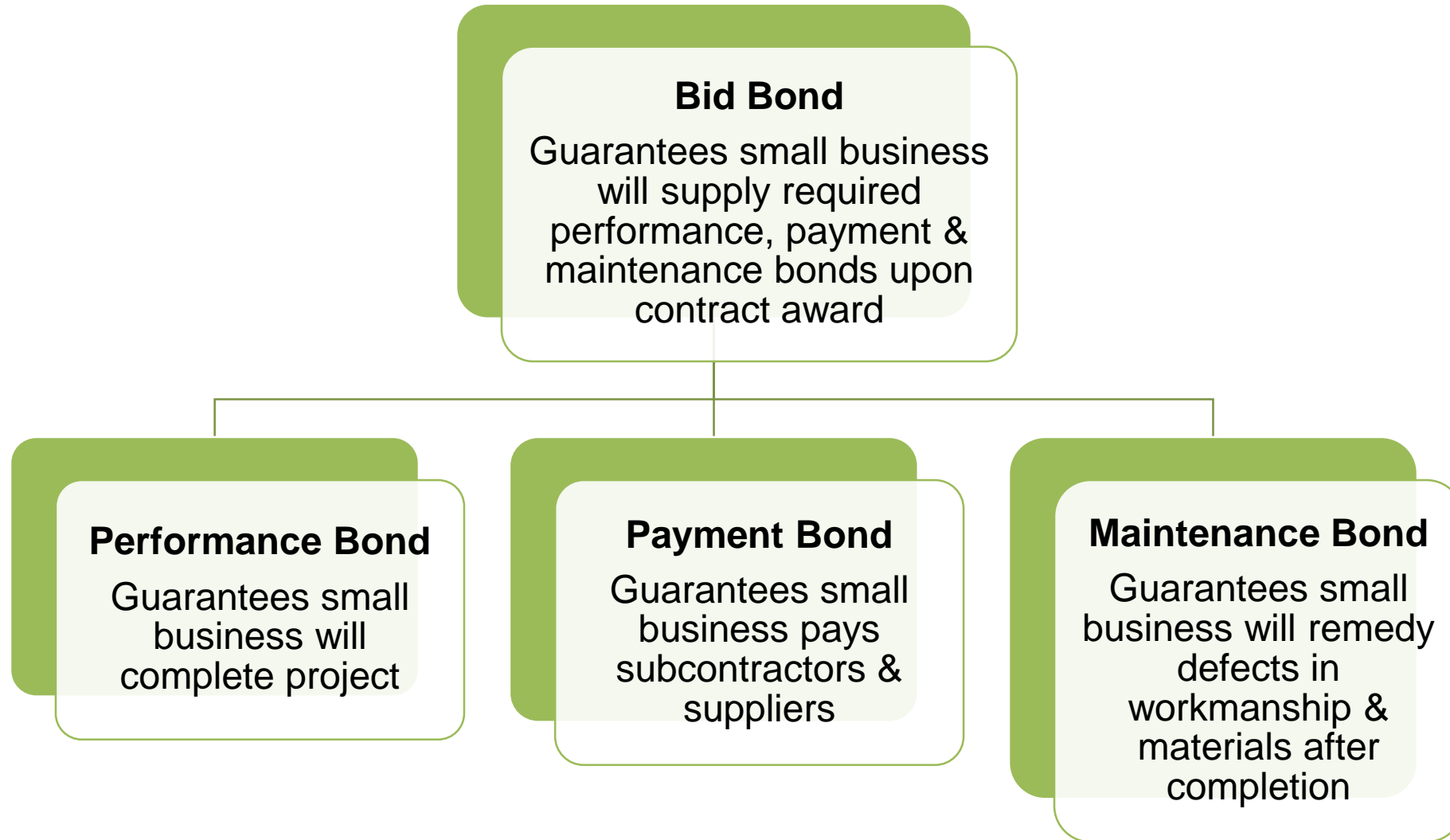
Contract surety bonds are a form of credit

Sureties underwrite each bond for capital, credit & capacity

Small businesses may struggle to qualify



Contract Bonds & What They Do



Why are Contract Bonds Required?

Ensure contracts are properly completed, protecting project owners, subcontractors & suppliers

Federal Government

Construction contracts < \$150,000
Non-construction contracts vary

State, County & Local Governments

Differing limits by local laws & regulations

Private Sector

Differing requirements by internal policies

Check all contracts for bond requirements!

Pre-Qualification & Bonding Capacity

Becoming bondable is like applying for bank credit

Pre-qualifying provides your bond limits

Obtain bonding capacity without bond need

Know Your Bonding Capacity

- Single contract limit (ex. \$500,000)
- Total bonding capacity (ex. \$6,000,000)

Surety's Underwriting Focus

Technical & Managerial Ability

- Past experience
- Largest bond about 2X largest completed job
- Management controls & accounting

Financial Statements

- Working capital, net worth & profitability
- Quality financial statements
- CPA prepared financials typical for \$2 million+ jobs

Credit Resources

- Personal credit
- Bank credit
- Supplier credit

The SBA Advantage!

Bank line of credit counts as working capital!

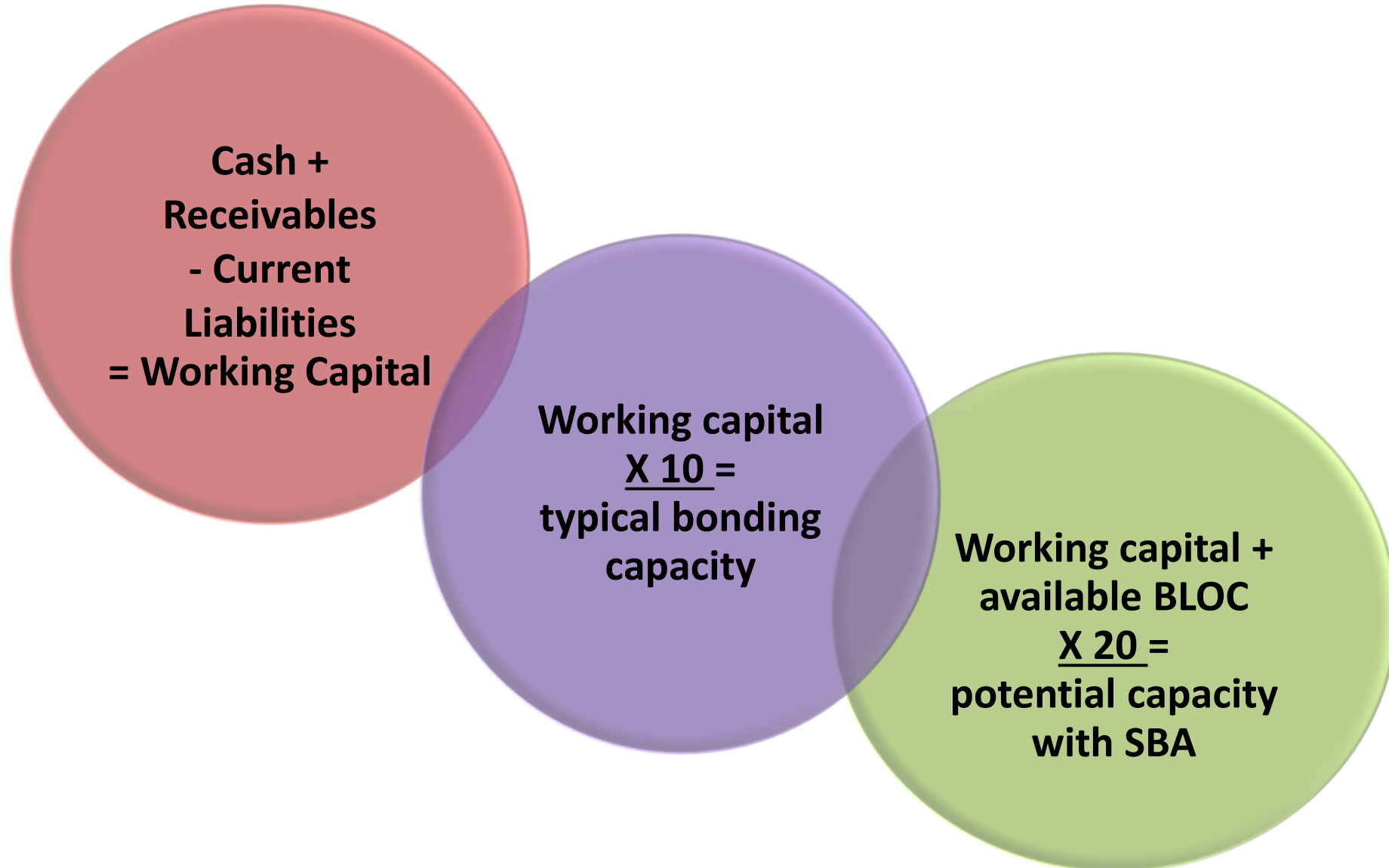
Working Capital + Available BLOC = More Bonding Capacity

Total bonding capacity typically doubles!

Internally prepared financial statements accepted!



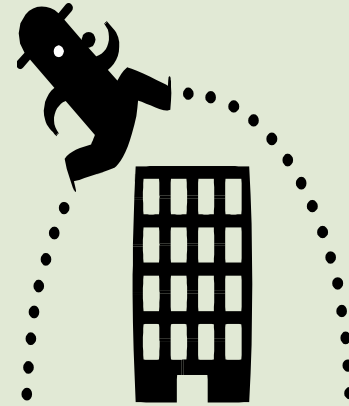
Working Capital = Bonding Capacity



Maximize Your Bonding!

Build Up Your Balance Sheet

- **Increase working capital**
- Increase net worth
- Decrease liabilities



Prepare Quality Financial Statements

- **Better Financials = More Bonding Capacity**
 - Up to \$2 million job - Internal or CPA Compiled Year-end
 - \$2 - \$5 million job - CPA Reviewed Year-end
 - Over \$5 million job - CPA Audited Year-end
- **Invest in your business!**

SBA Surety Bond Guarantee Program



SBA's guarantee provides your small business contracting opportunities.



SBA assists construction, service, supply & manufacturing firms

- Start-ups & firms in business < 3 years
- Firms with limited financial resources
 - Firms with internal financial statements
 - Firms with credit issues
- Firms wishing to increase current bond limits
- Subcontractors with desire to establish own bonding

Eligibility – Be Small!

Construction, Service & Supply Firms

Based on average annual revenues last 3 years

\$7.5 Million limit for some such as landscaping (561730)

\$15 Million limit typical for specialty trades such as electrical (238210)

\$36.5 Million limit typical for heavy construction such as highway, street & bridge (237310)

Manufacturing Firms

Based on number of employees

500 Employee limit typical such as ornamental metal work (332323)

Check www.sba.gov/size for size standards or ask your agent

Additional Eligibility Qualifications

US based for-profit company
Legal US citizen/resident owners

Eligible to do business with the federal government

Not involved in current bankruptcy proceeding
• SBA eligible after discharge

Current on taxes & repayment agreements

Need bid, performance, or payment bond & unable to obtain elsewhere with *reasonable terms*.



Does Your Contract Qualify?



QuickApp - Jobs Up to \$400,000

- 2 page application
- No financials for SBA
- Decisions in hours



Up to \$6.5 Million – Any Project

Federal, State, Local,
Private & GC



Up to \$10 Million - Federal Contracts

with Contracting Officer
certification to SBA



What Do I Need to Apply?



Business Financial Statements

- Last 3 year-ends
- 6 month interim



Personal Financial Statements

- Owners & spouses



Bank Reference Letter

- Available bank line of credit
- Authorized banks & credit unions



SBA Form 912 - Statement of Personal History

- Once, unless ownership changes



SBA Form 994 - Application for Surety Bond Guarantee Assistance

- Each bond request



Additional information may be required based on individual circumstances

Counting the Cost

Bid Bonds

No Fee

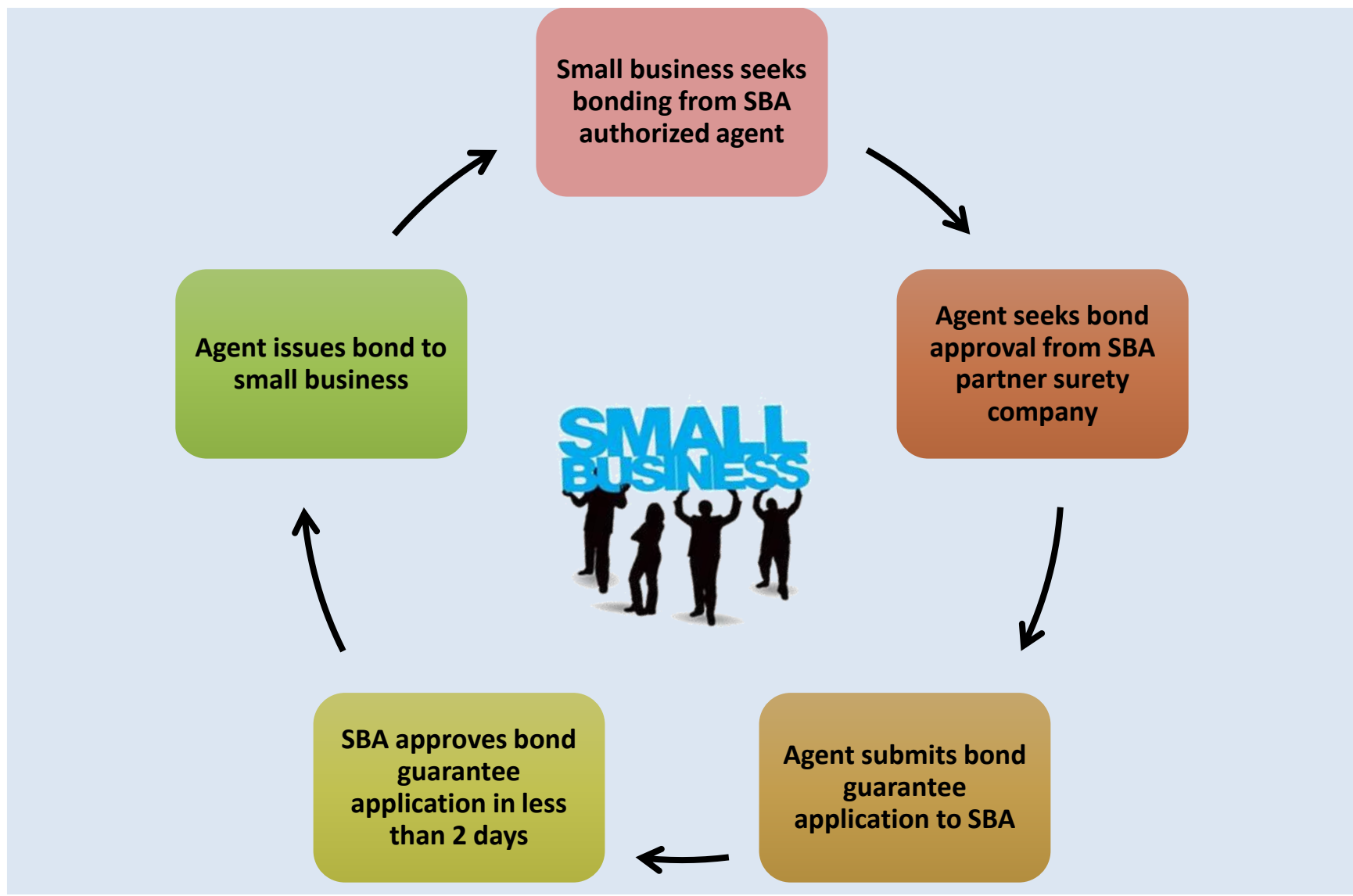
Performance & Payment Bonds

SBA Contractor's Fee
.729% of contract amount paid directly to SBA

Surety's Bond Premium
1.5% - 3% of contract amount paid directly to the agent

Both costs typically reimbursable by project owner if in bid estimate & 1st pay request

The Application Process



Locate an SBA Authorized Bond Agent

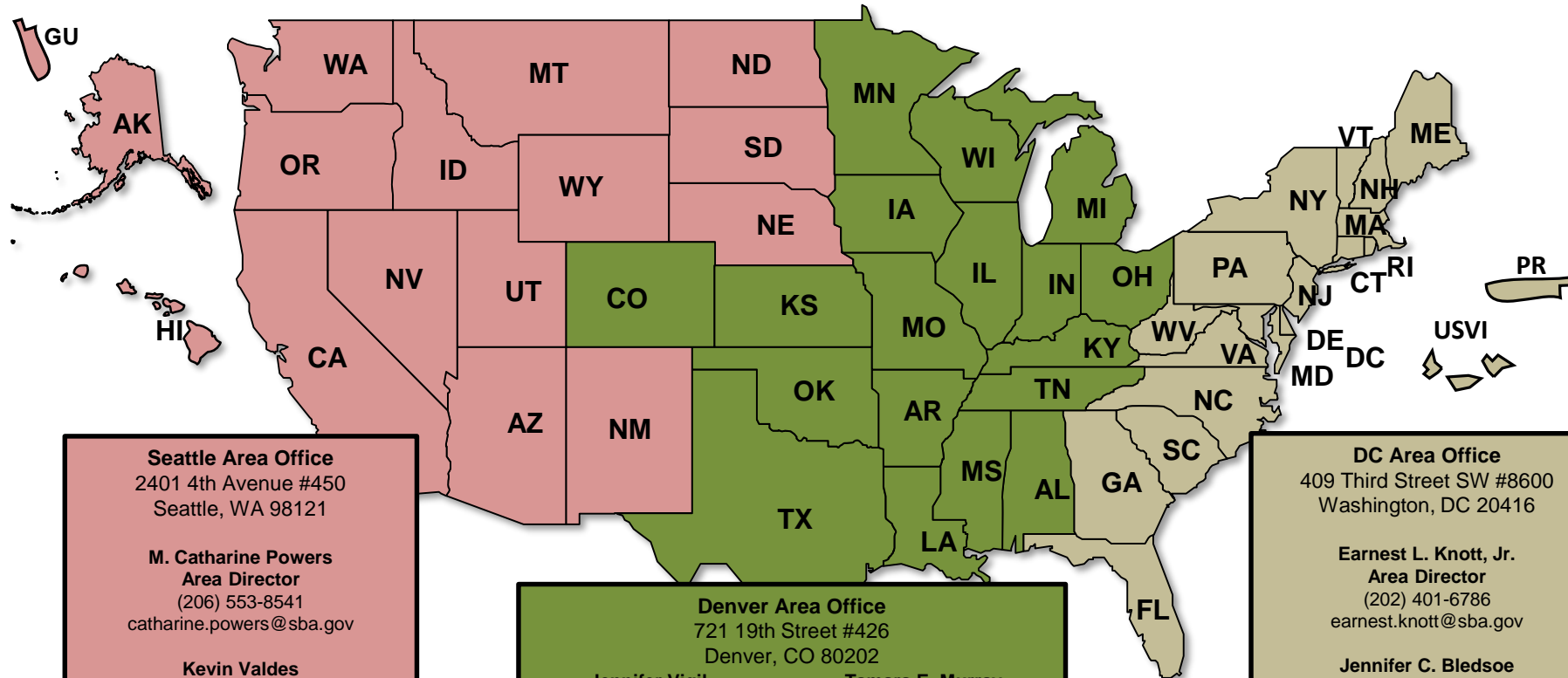


Access SBA's List of Authorized Agents at
www.sba.gov/osg

Already have a bonding agent? Ask them to
contact us to become an SBA authorized
agent

SBG Program Offices

"We Open Doors to Bonding"



Seattle Area Office
 2401 4th Avenue #450
 Seattle, WA 98121

M. Catharine Powers
 Area Director
 (206) 553-8541
 catharine.powers@sba.gov

Kevin Valdes
 Underwriting Marketing Specialist
 (206) 553-7277
 kevin.valdes@sba.gov

Servicing Small Businesses in:
 AK, AZ, CA, HI, ID, MT, ND, NE, NM,
 NV, OR, SD, UT, WA, WY & Guam

Denver Area Office
 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) 927-3479
 tamara.murray@sba.gov

Servicing Small Businesses in:
 AL, AR, CO, IA, IL, IN, KS, KY, LA, MI, MN, MO, MS,
 OH, OK, TN, TX & WI

DC Area Office
 409 Third Street SW #8600
 Washington, DC 20416

Earnest L. Knott, Jr.
 Area Director
 (202) 401-6786
 earnest.knott@sba.gov

Jennifer C. Bledsoe
 Underwriting Marketing Specialist
 (202) 205-6153
 jennifer.bledsoe@sba.gov

Servicing Small Businesses in:
 CT, DC, DE, FL, GA, MA, MD, ME,
 NH, NJ, NY, NC, PA, RI, SC, VA, VT,
 WV, Puerto Rico & Virgin Islands

Additional SBA Resources

Loan Programs

CAPLines & SBA Express - Lines of Credit
SBA 7(a) Loans/Microloans/Community
Advantage Loans/Export & Disaster Loans

8(a) Business Development Program

Small Business Development Centers (SBDCs)

Women's Business Centers (WBCs)

Veteran Business Outreach Centers (VBOCs)

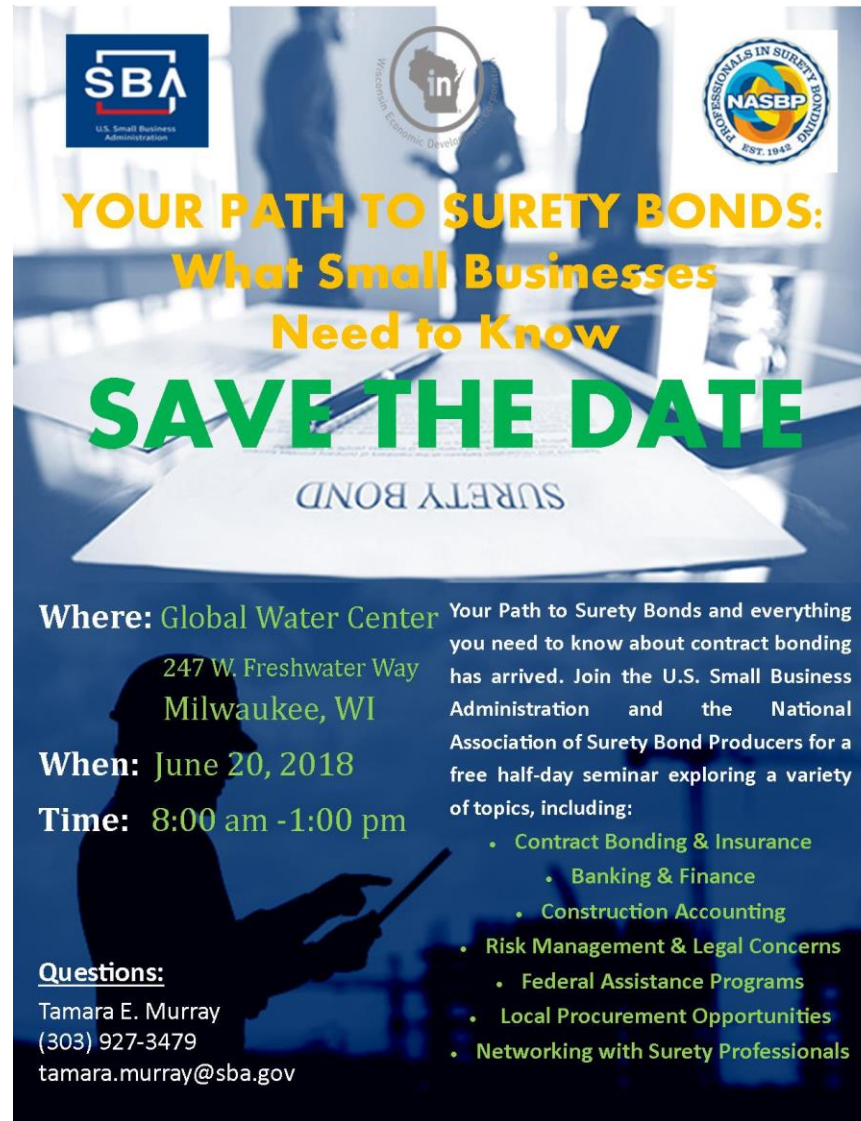
Procurement Technical Assistance Centers (PTACs)

U. S. Export Assistance Centers (USEACs)

Service Core of Retired Executives Counseling Services (SCORE)

Contact your local SBA District office or visit www.sba.gov
for additional information

Live Bonding Event – Coming Soon!



SBA
U.S. Small Business Administration

Wisconsin Economic Development

NASBP
NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS
EST. 1948

YOUR PATH TO SURETY BONDS:
What Small Businesses
Need to Know

SAVE THE DATE

SURETY BOND

Where: Global Water Center
247 W. Freshwater Way
Milwaukee, WI

When: June 20, 2018

Time: 8:00 am - 1:00 pm

Questions:
Tamara E. Murray
(303) 927-3479
tamara.murray@sba.gov

Your Path to Surety Bonds and everything you need to know about contract bonding has arrived. Join the U.S. Small Business Administration and the National Association of Surety Bond Producers for a free half-day seminar exploring a variety of topics, including:

- Contract Bonding & Insurance
 - Banking & Finance
 - Construction Accounting
- Risk Management & Legal Concerns
 - Federal Assistance Programs
- Local Procurement Opportunities
- Networking with Surety Professionals

Q&A

You have

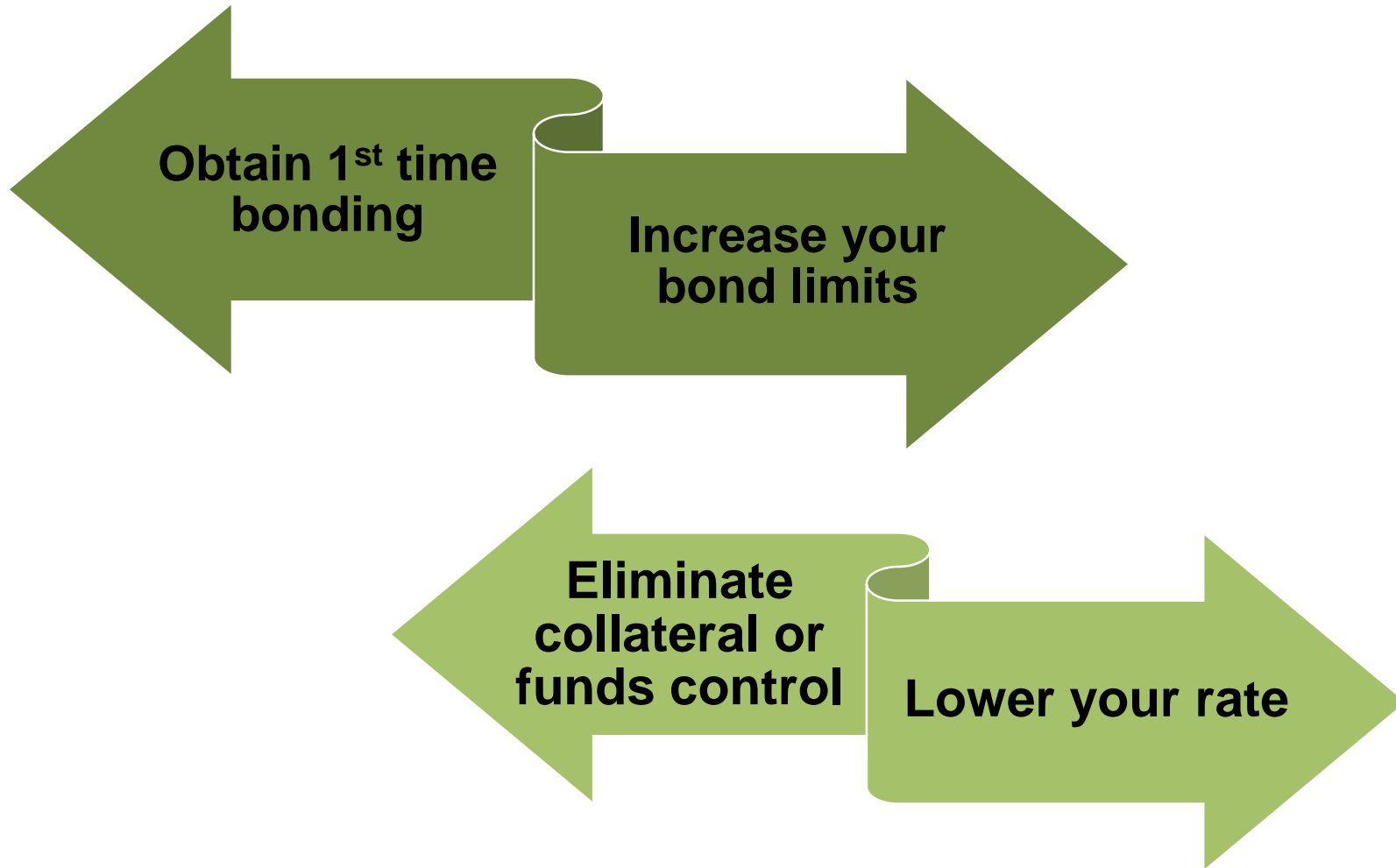
Questions

We have

Answers



“We Open Doors to Bonding”



UPCOMING TRAINING - EVENTS

WHAT IS WPI'S CURRENT WEBINAR SCHEDULE?

April 25, 2018 – **Learning About Surety Bond Guarantee From the U.S SBA** – [CLICK HERE](#) for additional information – presented by Tamara Murray – Underwriting Marketing Specialist – U.S Small Business Administration, Office of Surety Guarantees

May 8, 2018 – **How to Quickly Analyze Solicitations** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

May 9, 2018 – **Change in Ownership on a Small Business and Consequences for Government Contracts, Certifications and Succession Planning** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

May 9, 2018 – **The Future of SAM.gov** – [CLICK HERE](#) for additional information – presented by Kim Garber – Wisconsin Procurement Institute (WPI)

May 22, 2018 – **Export Compliance and Small Business** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine – Attorney – Husch Blackwell LLP

June 5, 2018 – **Invoicing the Department of Defense Using WAWF/iRAPT**– [CLICK HERE](#) for additional information – presented by Benjamin Blanc – Wisconsin Procurement Institute (WPI)

June 6, 2018 – **Flow-down Clauses – Management and Responsibilities for Federal Contractors** – [CLICK HERE](#) for additional information – presented by Carol Murphy – Wisconsin Procurement Institute (WPI)

June 12, 2018 – **Code of Business Ethics and Conduct in Government Contracting** – [CLICK HERE](#) for additional information – presented by Emily A. Constantine, Attorney, Husch Blackwell LLP

June 13, 2018 – **Update on the Fair Labor Standards Act** – [CLICK HERE](#) for additional information – presented by Corey Walton, Community Outreach and Resource Planning Specialist, U.S. Department of Labor/Wage & Hour Division

<https://www.wispro.org/faqs/what-is-wpis-webinar-schedule/>

PREPARING A WINNING GOVERNMENT PROPOSAL

APRIL 26, 2018 MILWAUKEE

Start Date	April 26, 2018
End Date	April 26, 2018
Time	10:00 am -12:00 pm
Facility	Technology Innovation Center
Address	10437 Innovation Drive Room 121, Milwaukee, WI 53226
Contact Info	Carol Murphy carolm@wispro.org 414-270-3600
Register Online	Register for Event

Your proposals are not generating government contract awards. You think you are submitting the greatest option. Why are they not selecting you? Your proposal may offer wonderful things but is it responsive and effective? Writing a proposal takes time, careful planning and a complete understanding of the requirement. A proposal must provide credible evidence that your business understands the problem, has a comprehensive solution, has the skills and experience to do the work, and can provide the solution at a competitive price. Join us and learn what makes an effective winning proposal.

An effective responsive proposal can be the competitive edge your business is looking for. All contractors and subcontractors looking to improve their proposals should attend.



REGISTER

Technology Innovation Center (TIC)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/preparing-a-winning-government-proposal/>

5TH ANNUAL DEPARTMENT OF DEFENSE CONTRACT MANAGEMENT UPDATE

MAY 15, 2018 OSHKOSH, WI

Start Date	May 15, 2018
End Date	May 15, 2018
Time	Registration 7:30 am, Program 8:00 am - 4:00 pm
Facility	La Sure's Banquet Hall - Conference Room B
Address	3125 S Washburn St Oshkosh, WI 54904
Contact Info	Larry Herrera larryh@wispro.org (414) 270-3600
Register Online	Register for Event

This year's program will focus on CONTRACT FINANCING and COST CONTRACT ADMINISTRATION.

Speakers:

Representatives from Defense Contract Management Agency (DCMA)
Representatives from Defense Contract Audit Agency (DCAA)
Daryl Zahn, Manager, Contracts and Compliance, DRS Power & Control Technologies, Inc.



REGISTER

Defense Contract Audit Agency (DCAA)

Defense Contract Management Agency (DCMA)

National Contract Management Association (NCMA) Wisconsin Chapter

National Defense Industrial Association – Great Lakes Chapter

Northwest Michigan PTAC

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/5th-annual-department-of-defense-contract-management-update/>

6TH ANNUAL U.S. DEPARTMENT OF VETERANS AFFAIRS BUSINESS CONFERENCE

MAY 16, 2018 MILWAUKEE

Start Date	May 16, 2018
End Date	May 16, 2018
Time	8:00 am - 4:30 pm
Facility	Hampton Inn
Address	8201 W Greenfield Ave, Milwaukee, WI 53214
Contact Info	Carol Murphy carolm@wispro.org 414-270-3600
Register Online	Register for Event

This conference will focus on procurement procedures and business opportunities for veteran owned businesses with the Department of Veterans Affairs, VISN 12 area consisting of Milwaukee, WI; Madison, WI; Tomah, WI; Chicago, IL; Danville, IL; and Iron Mountain, MI with eight medical centers, 38 outpatient clinics, eight nursing homes, and six domiciliaries, providing health care services to the 700,000 Veterans who reside within its four state (Illinois, Michigan's Upper Peninsula, Wisconsin, and Northwest Indiana) area. Overall, the Department of Veterans Affairs spends over \$23 billion annually.



REGISTER

U.S. Department of Veterans Affairs (VA)

Wisconsin Department of Veterans Affairs (WDVA)

National Contract Management Association (NCMA) – Wisconsin Chapter

Northwest Michigan PTAC

US Small Business Administration (SBA)

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/6th-annual-u-s-department-of-veterans-affairs-business-conference/>

12TH ANNUAL VOLK FIELD – FORT MCCOY SMALL BUSINESS CONFERENCE

JUNE 19, 2018 FORT MCCOY, WI

Start Date	June 19, 2018
End Date	June 20, 2018
Facility	Ft. McCoy Building 90 Wisconsin Military Academy
Address	Ft. McCoy Building 90 Wisconsin Military Academy 90 S. 10th Avenue
Contact Info	Dave Olson david@wispro.org (608) 338-8018

Previously known as the Annual Volk Field Small Business Conference – this year, the conference will be held at Ft. McCoy.

SAVE THE DATE!



Fort McCoy

Juneau County Economic Development Corporation

Small Business Administration (SBA)

Volk Field Air National Guard Base

Western Dairyland

Wisconsin Procurement Institute (WPI)

<https://www.wispro.org/events/12th-annual-volk-fieldfort-mccoy-small-business-conference/>



WISCONSIN ECONOMIC
DEVELOPMENT CORPORATION

Governor's Conference on Minority Business Development
Welcoming minority, woman and veteran-owned businesses

December 13 - 14, 2017

[About](#) [Awards](#) [Sponsors](#) [Exhibitors](#) [Event Details](#) [Buyer Meetings](#) [Register](#) [FREE Workshops](#) [Hotel](#) [Contact Us](#)

SAVE THE DATES
2018 MARKETPLACE
December 12-13, 2018

LOCATION:
Potawatomi Conference Center
Milwaukee, Wisconsin

THANK YOU

2017



QUESTIONS?

SURVEY



CONTINUING PROFESSIONAL EDUCATION



CPE Certificate available, please contact:

Benjamin Blanc

benjaminb@wispro.org

PRESENTED BY

Wisconsin Procurement Institute (WPI)

www.wispro.org

Tamara Murray, Underwriting Marketing Specialist,
Office of Surety Guarantees

U.S Small Business Administration

tamara.murray@sba.gov 303-927-3479

Benjamin Blanc, CFCM, CPPS | Government Contract Specialist

benjaminb@wispro.org 414-270-3600

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226