



An APEX Accelerator

Acquisition Hour:

U.S. SBA Surety Bond Guarantees: What to Know

March 12 | Noon – 1:00 pm

Presented by:

Shane Mahaffy, U.S. Small Business Administration

Ben Blanc, Wisconsin Procurement Institute



Webinar Etiquette

PLEASE

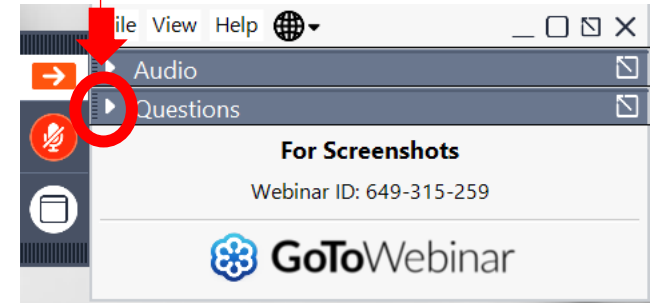
- Log into the GoToWebinar session with the name that you registered with online
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- Use the QUESTIONS option to ask your question(s).
 - We will share the questions with our guest speaker who will respond to the group

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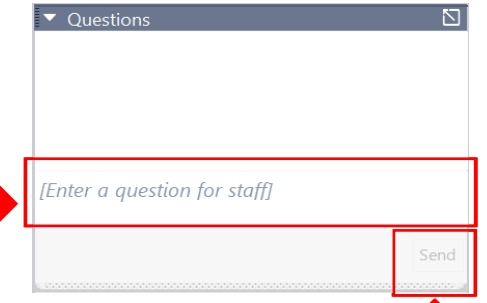
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Assisting Wisconsin businesses compete in the government marketplace.

WPI is Wisconsin's APEX ACCELERATOR

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

WPI provides services to all of Wisconsin's 72 counties

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops
- Conferences including one on one buyer meetings – Marketplace, The Contracting Academy, Small Business Academy, Wisconsin Federal Contractor Forum, Acquisition Hour, Cyber Fridays, DOD Roadmap series, Government Opportunities Business Conference, End of Year Federal Contractor Update, Annual DOD Contract Management Update, Evening FAR sessions and more.....

www.wispro.org

WPI OFFICE LOCATIONS

▪ MILWAUKEE

- *Technology Innovation Center*

▪ MADISON

- *FEED Kitchens*
- *Dane County Latino Chamber of Commerce*
- *Wisconsin Manufacturing Extension Partnership (WMEP)*
- *Madison Area Technical College (MATC)*

▪ ASHLAND

- *Ashland Area Development Corporation*

▪ CAMP DOUGLAS

- *Juneau County Economic Development Corporation (JCEDC)*

▪ EAU CLAIRE

- *Western Dairyland*

▪ FOND DU LAC

- *Envision Greater Fond du Lac*

▪ GREEN BAY

- *NWTC Startup Hub*

▪ LACROSSE

- *Veterans in Professions*

▪ MANITOWOC

- *Progress Lakeshore*

▪ OSHKOSH

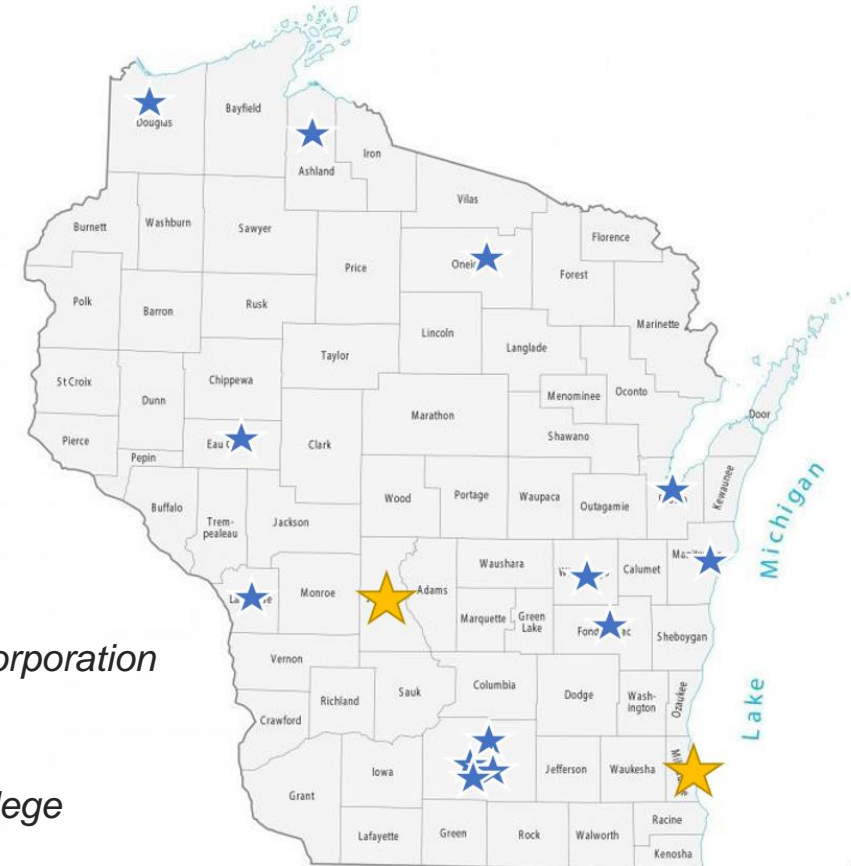
- *Greater Oshkosh Economic Development Corporation*

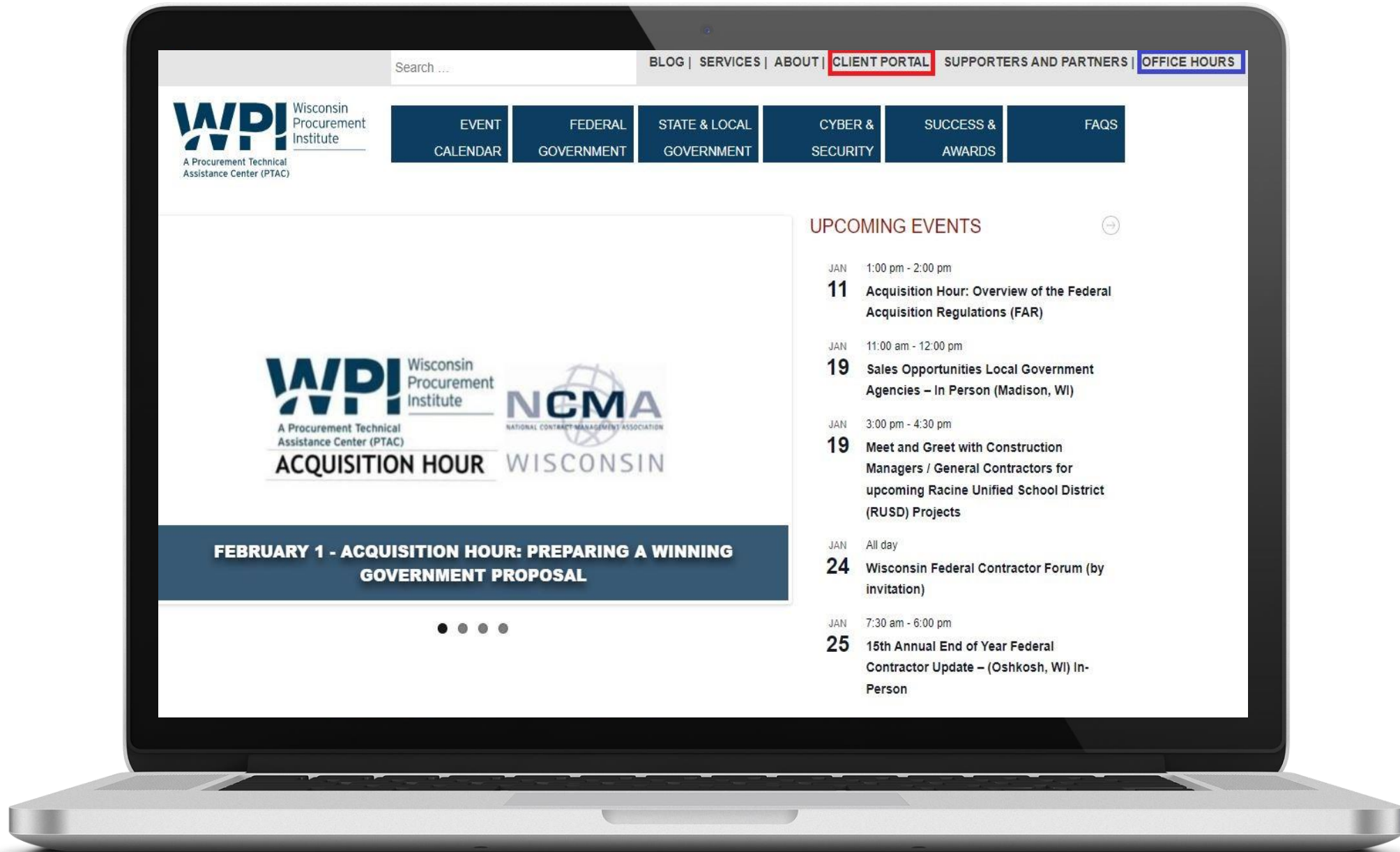
▪ RHINELANDER

- *Nicolet Area Technical College*

▪ SUPERIOR

- *Small Business Dev Center;*
UW Superior





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- FAQS



FEBRUARY 1 - ACQUISITION HOUR: PREPARING A WINNING GOVERNMENT PROPOSAL



UPCOMING EVENTS

- JAN 1:00 pm - 2:00 pm
11 Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)
- JAN 11:00 am - 12:00 pm
19 Sales Opportunities Local Government Agencies – In Person (Madison, WI)
- JAN 3:00 pm - 4:30 pm
19 Meet and Greet with Construction Managers / General Contractors for upcoming Racine Unified School District (RUSD) Projects
- JAN All day
24 Wisconsin Federal Contractor Forum (by invitation)
- JAN 7:30 am - 6:00 pm
25 15th Annual End of Year Federal Contractor Update – (Oshkosh, WI) In-Person



U.S. Small Business
Administration

Surety Bond Guarantee Program for Small Businesses

sba.gov/osg



U.S. Small Business
Administration





The SBA Has Your Back

All SBA products and services are extended to the public on a nondiscriminatory basis.



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 ancillary bonds.

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

SBA's Surety Bond Guarantee Program

Enables surety companies to support small businesses having difficulty obtaining bonding.

How you benefit



**Grow your
business**



**Increase
opportunity**



**Flexible
requirements**

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.

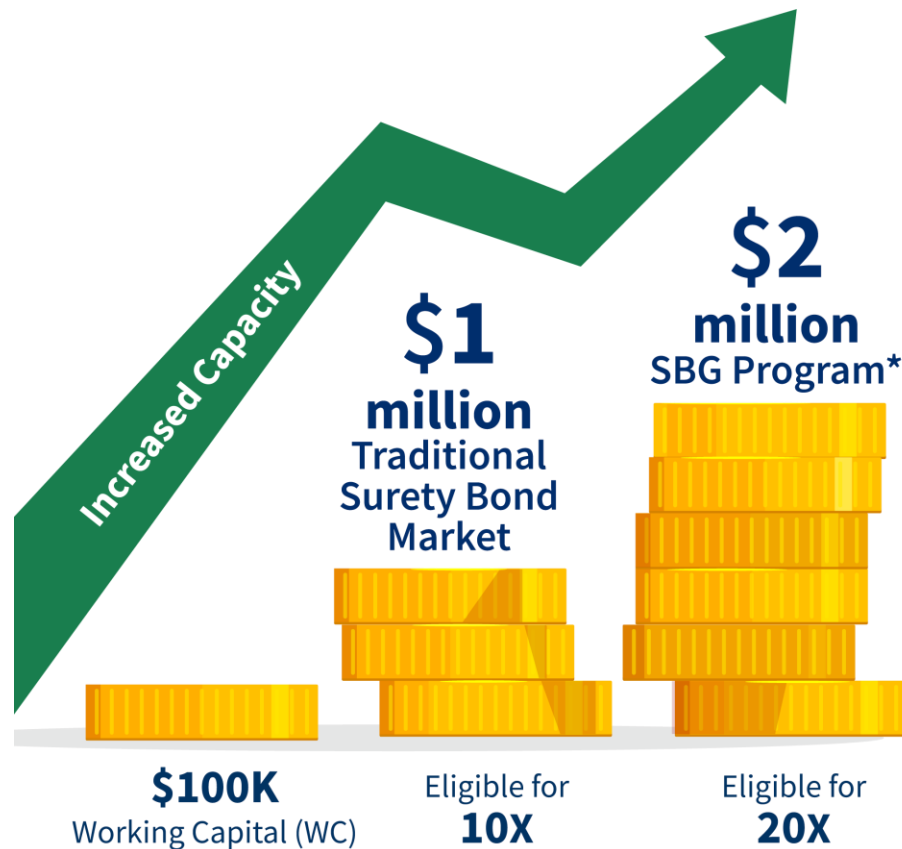


Capital is based on your company's profitability and the quality of your financial statements.



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

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.

Other program benefits

- Lower working capital requirements allow small businesses to qualify for up to twice as much bonding capacity.
- Available balance on bank lines of credit (BLOC) counted towards working capital requirements.
- Bond guarantees may be available on larger projects with internal financial statements.



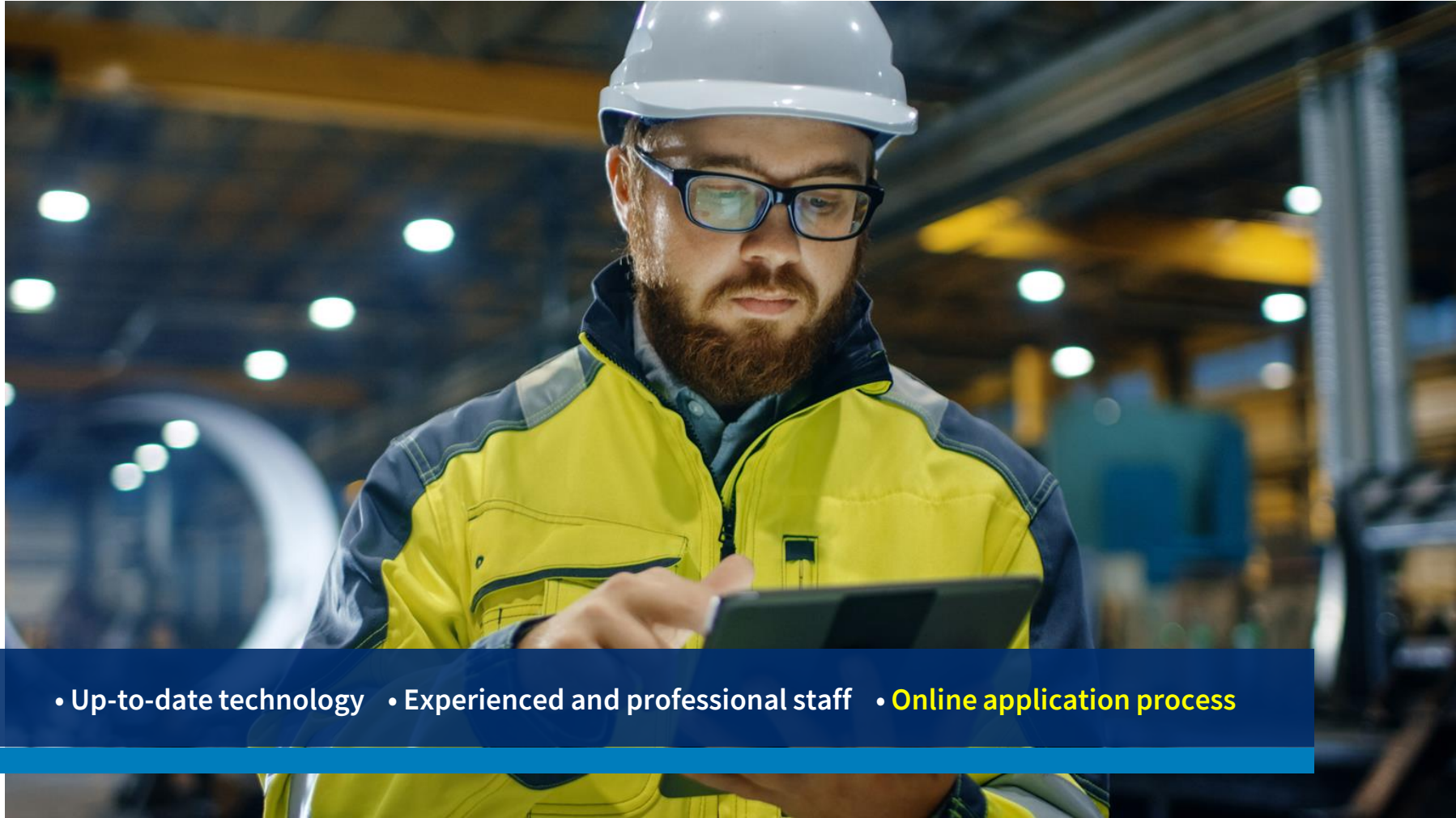


Vera Hall, Small Business Owner

“The ability to get this type of bonding through the SBA’s Surety Bond Guarantee program allows you as a small business owner to realistically compete with larger corporations for contracts that you want and need to grow your business.”

Let the SBG Program help your business grow.

A fast and user-friendly program



- Up-to-date technology
- Experienced and professional staff
- **Online application process**

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



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



QuickApp decisions within **24 hours** on bonds of **\$500,000 or less**.

Bonds the SBA guarantees



A variety of bond types and amounts:

1 Bid

2 Performance

3 Payment

4 Maintenance

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

For each direct federal contract, the limit is **\$10 million**.

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



Typical surety bond fees



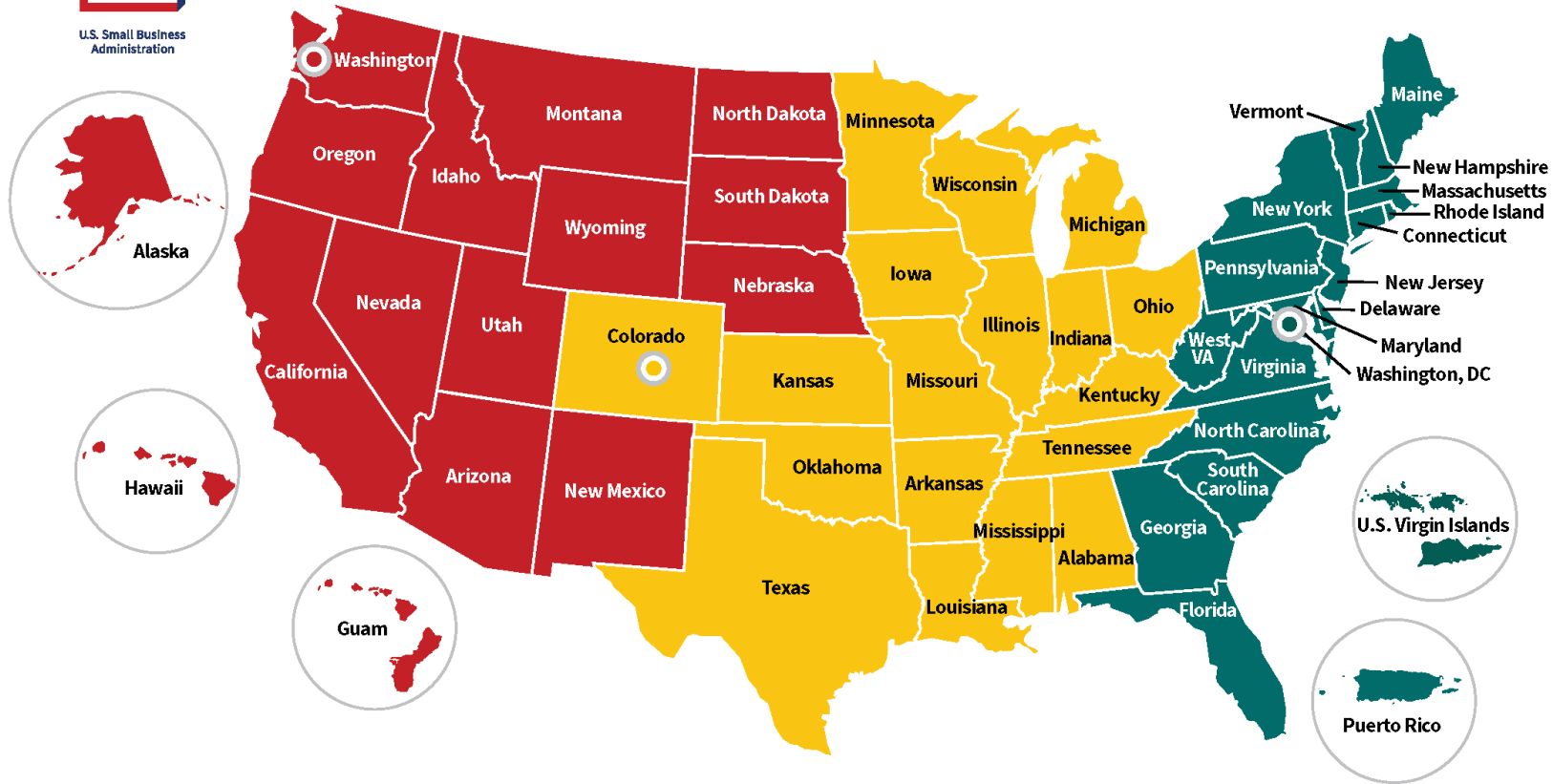
Bid bond guarantee fees
are never charged by the SBA.

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

Surety premium
is a charge paid to the surety
company for the bond.



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
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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
(303) 995-5786 • tamara.murray@sba.gov

SBG Program Surety Partners



Find an SBA-authorized surety agent



Visit
sba.gov/osg



Mike Williams of CCI Surety

“Small businesses struggle to get enough money to level the playing field with bigger contractors,” Williams said. “With SBA’s SBG program we’re able to help them compete for bigger contracts, write much larger bonds without CPA audits, and issue smaller bonds with even fewer hurdles,” he said.

Let the SBG program help your business grow.

For more information, visit sba.gov/osg.

Thank you!
Any questions?

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

www.sba.gov/wi

Wisconsin District Office Newsletter:

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For Questions, Email:

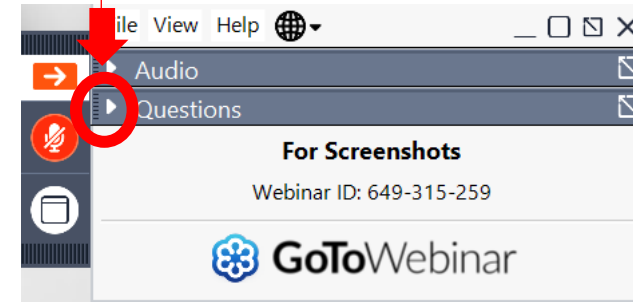
Wisconsin@sba.gov

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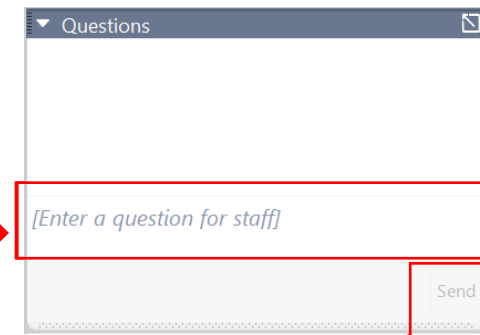
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UPCOMING TRAINING - EVENTS

ACQUISITION HOUR LIVE WEBINAR SERIES

- March 12
U.S. SBA Surety Bond Guarantees: What to Know
- March 27
Preparing a Winning Government Proposal

...More information and registrations at wispro.org/events

EMERGING ISSUES LIVE WEBINAR SERIES

• ~~February 29~~

~~From SBIR/STTR to DPA Title III – An Overview of Federal Innovation Programs, Needs and Marketplace~~

• March 14

Suggested Process for Creating a Federal Business Development Strategy

• March 28

Defense Production Act Title III – Unique Opportunities for Unique Companies

...More information and registrations at wispro.org/events



WFCF

**Wisconsin Federal
Contractor Forum**

April 10, 2024

*MSOE Dwight and Dian Diercks Computational Science Hall
1025 N Milwaukee St, Milwaukee, WI 53202*

Join the Wisconsin Procurement Institute (WPI) Board of Directors, Wisconsin federal contractors, Federal agency and prime contractor representatives at this year's in-state Wisconsin Federal Contractor Forum (WFCF).

...More information and registrations at wispro.org/events



10th Annual DOD Contract Management Update

May 16, 2024

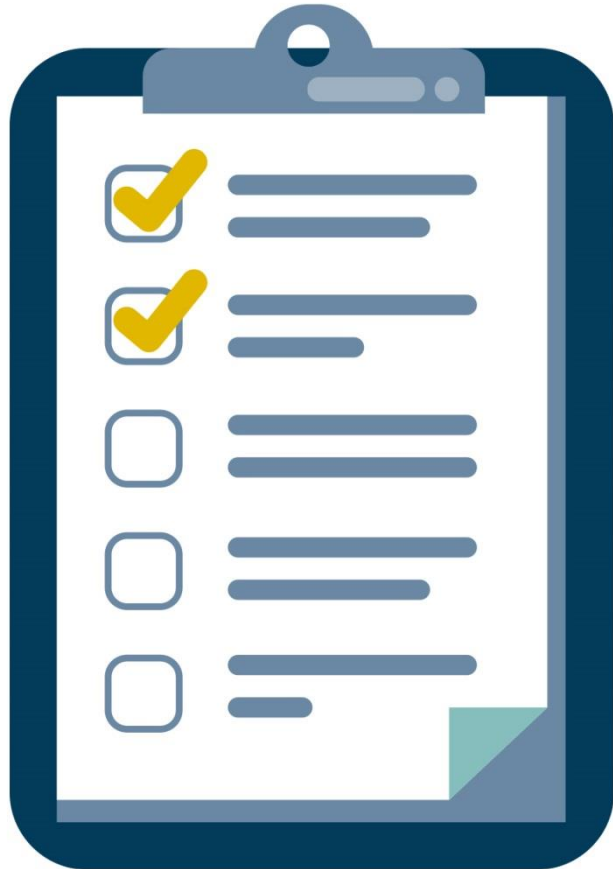
*Fox Valley Technical College, DJ Bordini Center
5 N Systems Dr, Appleton WI 54914*

The DoD supply chain continues to experience a changing regulatory, economic, and fiscal environment. NCMA Wisconsin and WPI will tackle the challenges and discuss emerging opportunities that are critical to the success of a wide range of suppliers. From the large business prime manufacturer to the small business machine shop to the SBIR tech supplier, you'll be sure to gain valuable insight via technical briefs and candid discussions.

...More information and registrations at wispro.org/events



SURVEY



March 12, 2024

CONTINUING PROFESSIONAL EDUCATION



This webinar is eligible for 1 CPE credit.
For a certificate of this credit please contact:

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PRESENTED BY

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