



NATIONAL ASSOCIATION OF SURETY BOND PRODUCERS
DIAMOND ANNIVERSARY 2017

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 other 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.

Since 1942, the National Association of Surety Bond Producers has served as the association of, resource for, and voice of surety bond producers and allied professionals. It will continue to be dedicated to the needs and interests of surety bond producers well into the future.

2	Building the Bonds of Surety	34	Timeline: 2000s
4	Presidents	40	Timeline: 2010s
8	Timeline: 1940s	46	Remembering Bruce T. Wallace
12	Timeline: 1950s	47	Bruce T. Wallace Award
16	Timeline: 1960s	48	John “Jack” J. Curtin, Jr. President’s Award
20	Timeline: 1970s	49	Sponsors
24	Timeline: 1980s	50	Supporting Firms
28	Timeline: 1990s	51	NASBP Leadership and Staff

Building the Bonds of Surety

1942-2017



In preparing for the NASBP 75th Anniversary Celebration and reviewing our history, I was struck by the many momentous things we have accomplished as a NASBP community. Such a history should not be forgotten or diminished. I thought a publication showing all that occurred from the founding of NASBP to the present — our 75 years of existence — is more than warranted. This publication commences with events described in the NASBP 50th Anniversary brochure and continues that historical timeline with events that have occurred from 1992 to early 2017. As you read, I am sure you will share my conclusion that NASBP can take pride in its accomplishments and can anticipate a brilliant future.

The leadership of NASBP's presidents over these 75 years has provided NASBP with essential direction and compelling vision, allowing NASBP to carry out its values and fulfill its commitments to translate surety from an abstract concept to a concrete principle benefiting members and surety bonding stakeholders. The ready engagement of volunteers and staff has ensured that surety-positive outcomes have been realized. Since its beginning, NASBP has served surety bond producers in many ways, especially through its advocacy, education, and networking.

NASBP relationships, activity levels, and achievements in advocacy have demonstrated NASBP's mettle to protect and to promote suretyship with actions taken by local volunteers and staff at all levels of government — local, state, and federal. NASBP advocacy has taken many shapes: research and article dissemination, regulatory and legislative tracking,



NASBP 75th Anniversary logo and theme, "Building the Bonds of Surety."

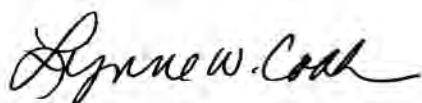
coalition-building, legislative drafting, oral persuasion, positional analysis, resource identification, lobbying, comment letter creation, and more, all with an eye toward influencing those that hold decisional sway over policies and positions that impact surety interests.

Further, NASBP, through the years, has embraced a comprehensive educational mission, providing instruction and learning experiences within and outside the surety community. Through classroom, distance, and online formats, NASBP educational offerings have reached many and have raised awareness of the importance of suretyship and of professionalism. NASBP continues to offer a full slate of learning experiences to surety professionals through its Surety School, skills workshops, virtual seminars, and other avenues, viewing education as a life-long process by continuing to ensure a growing catalog of learning experiences specific to the surety professional.

NASBP also has realized that the surety industry is made stronger through shared connections. NASBP provides through its many meetings the premiere forums for networking in the surety industry. Great attendance, sponsorship, continuing education offerings, top leadership presence, and beautiful and luxurious locales point to networking opportunities without parallel. NASBP has continued to create singular experiences that promote the individual growth and success of surety professionals, providing powerful return on time and travel investments and establishment of life-long friendships.

People who choose to devote their careers to surety bonding are fortunate to be in a helping profession where differences are made every day in the lives of our business clients so that they may thrive for the long term as successful businesses. I realize that you already know that being a surety bond professional is a gratifying way to make a living, and the place that enables us to persist, promote, protect, and, indeed, celebrate is NASBP. I hope you will appreciate and delight in reading this 75th Anniversary Celebration piece, and I look forward to enjoying your company and our wonderful NASBP community for years to come.

Warmest regards,



Lynne W. Cook

NASBP President (2016–2017) and

Senior Vice President of Early, Cassidy & Schilling, LLC



1956–1975



1976–1977



1978–1983



1984–1999



2000–2002



2003–2017

Evolution of the NASBP Logo

NASBP has seen many changes over the years, among which, the logo has seen five. What direction will be taken in the future for the logo?

Presidents

Over the years, NASBP Presidents have worked tirelessly to define an inspiring vision of our future to excel in the world of surety.



Robert W. Thompson
1944–1946



Ted C. Field
1946–1947



Durel Black
1947–1949



C.W. Olson, Jr.
1949–1951



H. Phelps Smith
1951–1953



H.F. Warner
1953–1955



Carl Dauksch
1955–1957



Dallas Smith
1957–1958



William R. Phillips
1958–1959



Ralph Neely
1959–1960



C.H. Ritter
1960–1961



James B. McKee
1961–1962



Jack East, Jr.
1962–1963



John W. Overton
1963–1964



Joseph H. Miller
1964–1965



Donald H. Denton
1965–1966



Robert K. Cope
1966–1967



Fitzgerald S. Hudson
1967–1968



Richard A. Archer
1968–1969



George M. Foster, Sr.
1969–1970



Walter Schilling
1970–1971



Edward L. Gerhold
1971–1972



Joseph A. Wynne
1972–1973



Malcolm B. Dunlap
1973 (passed away in office)



Robert H. Hilborn
1973–1974



Davenport Mosby
1974–1975



Vincent J. Como
1975–1976



Paul N. Borman
1976–1977



Robert A. Beck
1977–1978



Robert M. McKenna
1978–1979



Ira J. Heckman
1979–1980



Charles H. Carman
1980–1981



Thomas R. Wiley
1981–1982



Bill R. Clark
1982–1983



Martin W. Rust, III
1983–1984



John A. Stough
1984–1985



Robert A. Dee
1985–1986



John J. Curtin, Jr.
1986–1987



Curtis B. Roberts
1987–1988



E.B. Cogswell, Jr.
1988–1989



Stephen F. Dunlap
1989–1990



Robert J. Hanna
1990–1991



Charles H. Fleck
1991–1992



James M. Maloney
1992–1993



John D. Hoffman
1993–1994



Dennis D. Flatness
1994–1995



Jack G. Lupien
1995–1996



James C. Byerly
1996–1997



Derrell C. Dodson
1997–1998



Robert A. Saul
1998–1999



Donald B. Martin
1999–2000



James C. Pateidl
2000–2001



David H. Skillings
2001–2002



Brian R. Driscoll
2002–2003



Matthew K. Cashion, Jr.
2003–2004



Craig E. Hansen
2004–2005



Edward J. Heine
2005–2006



Stephen L. Cory
2006–2007



Sarah M. Finn
2007–2008



William F. Maroney
2008–2009



Todd P. Loehnert
2009–2010



J. Spencer Miller
2010–2011



John M. Rindt
2011–2012



Carl E. Dohn, Jr.
2012–2013



Lawrence F. McMahon
2013–2014



Thomas M. Padilla
2014–2015



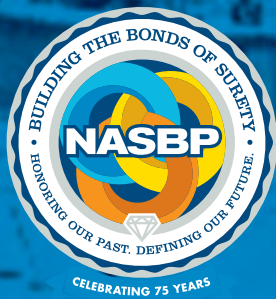
Susan Hecker
2015–2016



Lynne W. Cook
2016–2017

1940s

America experienced a construction boom in the first year of World War II, but the surety industry was under the threat of cuts to premiums and commissions. NASBP was organized in 1942 to unite and protect the industry and its many surety professionals.



1942

The Threat of Cuts

Beginning in 1939, preparations for the war effort had pulled the construction industry out of the Great Depression and now the potential for dramatic growth in the industry was at hand. While the overall outlook for the American economy was promising, that for the surety industry was not so good.

In spring of 1942, Clarence “Click” Glenn, then with Federal Insurance Company in New York City, learned of a plan by the US War Department to cut surety premiums up to 19 percent and agents’ commissions by as much as 86 percent on contracts let by the Army and Navy.

In October, a committee of six producers, along with Click Glenn, met with Colonel Reece Hill of the War Department Insurance and Bonding Office to discuss the impact of this detrimental plan. After a lengthy discussion, Colonel Hill agreed to a maximum adjustment of *no more* than 2.5 percent.

Founded for the Future

In a meeting in late 1942, the seven producers agreed that a group of surety producers should be permanently organized in anticipation of any future problems that could threaten the industry. This meeting is recognized as the origin of the National Association of Surety Bond Producers (NASBP).

1943

Organizing the NASBP

NASBP’s organizational meeting was held in late January at the Roosevelt Hotel in New Orleans. The seven founders invited other professional surety agents to join the NASBP. There were 35 present at

the meeting and Martin Hayes served as chairman, proposing a dues schedule. Those joining with net surety premiums of \$10,000 or less paid annual dues of \$25, while those with net surety premiums of \$200,000 or more paid \$250.

On April 9, 1943, NASBP was chartered with a clear mission for the association “to promote the general welfare of those engaged in the production of surety bonds; to further a closer fraternal relationship among its members; to obtain and disseminate helpful information; to adopt expedient rules and regulations and secure advantages of united action, plans and procedure among its members so as to promote their general welfare; and, to safeguard and protect public interests and inspire public confidence.”

1944

NASBP First President

Membership grew quickly to 88 firms representing 24 states. Robert W. Thompson of Dallas, Texas became the first President and the first Annual Meeting was held in late January at the Palmer House in Chicago, Illinois. Three committees

NASBP Founding Fathers



Click Glenn



Martin Hayes



F.M. Coleman



Ray Siegfried



Hammond Story



Robert W. Thompson



H. Phelps Smith

During 1942, The Pentagon, in Arlington, Virginia, was built as construction for US war-related projects experienced a boom.





High Time for Highways

The Pennsylvania Turnpike project took several decades to complete. The road opened on October 1, 1940 between Irwin and Carlisle. It became the first long-distance limited-access highway in the US, leading to the building of similar toll roads and the Interstate Highway System. The Laurel Hill Tunnel was one of three original Turnpike tunnels.

were formed for Nominations, Finance and Budgeting, and Resolutions. At the meeting, there were discussions on Rate Manual revision and simplification, selling suretyship and the dues schedule. The dues schedule proposed in 1943 at the organizational meeting was approved. The NASBP passed a resolution recognizing Martin Hayes and his Conference Committee for their efforts in promoting surety producers' interests. Martin Hayes had fallen ill and was not in attendance. He passed away shortly after the organizational meeting.

1945 & 1946

The World at War

Although NASBP was represented at a number of industry conferences that were held throughout the nation, the wars in Europe and the Pacific delayed annual meetings until 1947. During the two years away, the surety industry experienced results that were quite good, with fidelity and surety premiums in 1945 at \$103,693,000 and a loss ratio of 14.3 percent and fidelity and surety premiums in 1946 at \$95,168,000 and a loss ratio of just 15.6 percent.

1947

The Meeting's Back On

Ted C. Field of St. Paul, Minnesota was President and total membership grew to 90 members in 25 states and Washington, DC. In late January, the NASBP returned to the Roosevelt Hotel in New Orleans, Louisiana for the Annual Meeting. A Surety Manual Committee was formed with Frank Coleman as chairman. Martin Lewis, President of the Towner Rating Bureau of New York City (later to become The Surety Association of America), gave an informative presentation. Lewis became a regular speaker over the next six years, giving his last presentation in 1952. He passed away in 1954.

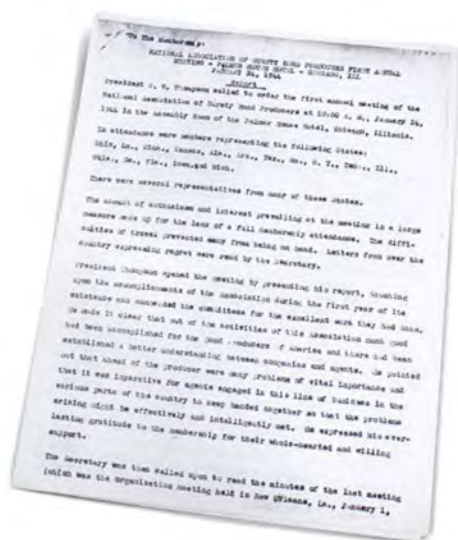
New AIA Bond Forms

At the Annual Meeting, Charles Conlon, Vice Chairman of the Surety Council of the Association of Casualty & Surety Executives, introduced new bond forms for private work promulgated by the American Institute of Architects (AIA). These forms were enthusiastically received as a new source of premium for the industry.

1948

Obtain and Retain Business

Durel Black of New Orleans, Louisiana was President and the Annual Meeting was held at the Waldorf-Astoria Hotel in New York City in early March. The importance of public relations and promoting bonds on private work was discussed, as was publishing of a membership directory for the association. Jack East (not to be confused with the Jack East who was President in 1962) of Little Rock, Arkansas led a discussion on "how many services have to be performed to obtain and retain a contractor's business." A list of more than 20 services were identified.



A copy of the first Annual Meeting report from January 24, 1944. The first meeting was held at the Palmer House Hotel in Chicago, Illinois.

They included: accompanying contractors on trips to look over prospective work; visiting and keeping in touch with the District Engineer's office, of which there were five in his territory; arranging qualification requirements in various states, and; furnishing information to awarding authorities concerning qualifications of contractors; being constantly on call by telephone from home as well as office; free use of telephone and telegraph for communication, and; getting truck drivers out of jail at behest of contractor. All in all, East made it clear that contract bond producers must always be on their feet, never ceasing to spend a lot of time and money to pursue and retain this class of business.

in mid-March. The meeting was in many ways a continuation of the previous year, as presenters such as H.F. "Speed" Warner spoke on justifying the commissions paid to a bond producer. In an effort to increase exposure and help with the association's public relations efforts, NASBP published a pamphlet called "Functions of a Qualified Contract Bond Producer."

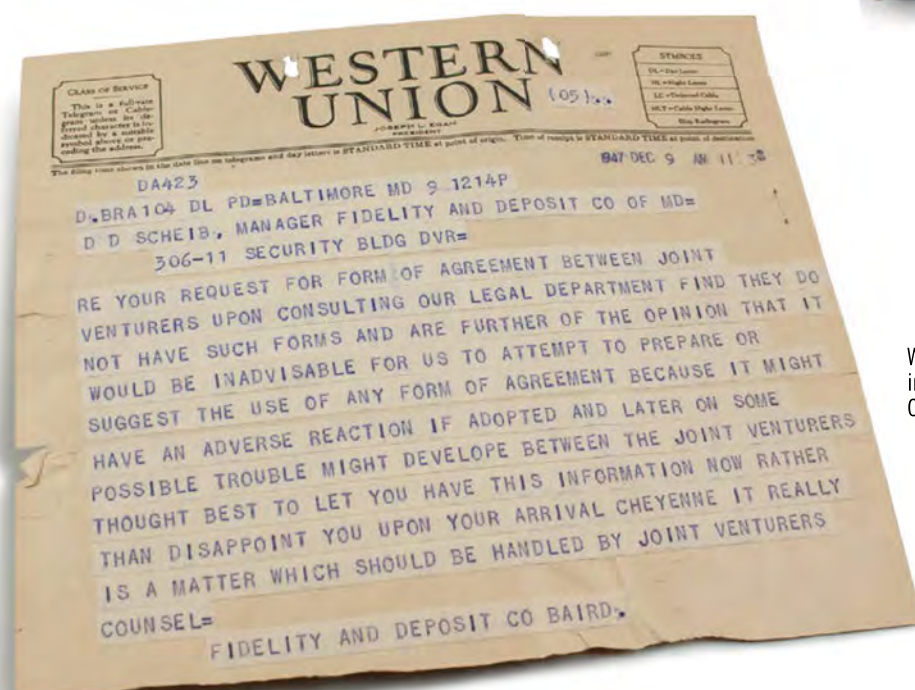
Books No. 11 and 13 titled, "Live Articles on Suretyship," part of a series of writings on suretyship. These, and other publications, helped those interested in surety topics.



1949

A Successful First Decade

The NASBP continued under the leadership of Durel Black and returned to the Waldorf-Astoria Hotel in New York City for the Annual Meeting



Western Union Telegram (December 1947) involving request of Fidelity and Deposit Company of Maryland.

1950s

NASBP had grown quickly in the first decade and became more organized during the 1950s. New committees were established and resolutions were adopted endorsing policies to support the surety industry.



1950

Focus on the Second Half of the 20th Century

C.W. Olson, Jr. of Chicago, Illinois served as President. In mid-March, NASBP held the Annual Meeting at the Waldorf-Astoria Hotel in New York City for a third consecutive year.

The meeting featured talks on Surety Claims; Outlook for the Surety Business in the Second Half of the 20th Century; Contract Bonds on Business Cycles; An Architect's View of the Surety Business; and Profit and Loss in Construction.

The President expressed concern over the threat of government regulation and the failure of surety companies to properly evaluate the services of professional bond producers. Further concern was expressed over the possibility of assigned risk plans for surety similar to other insurance lines. Membership discussed the practice of writing a bid bond in one company and switching to another for the final bonds. The practice of doing so was frowned upon.

1951

NASBP's General Counsel

C.W. Olson, Jr. continued to serve as President. The late March Annual Meeting moved south to the Shamrock Hotel in Houston, Texas. Edward H. Cushman appeared on the meeting program for the first time. He became NASBP's General Counsel by the next Annual Meeting and was featured on the meeting programs for many years. He retired in 1977 and then became NASBP's General Counsel Emeritus.

1952

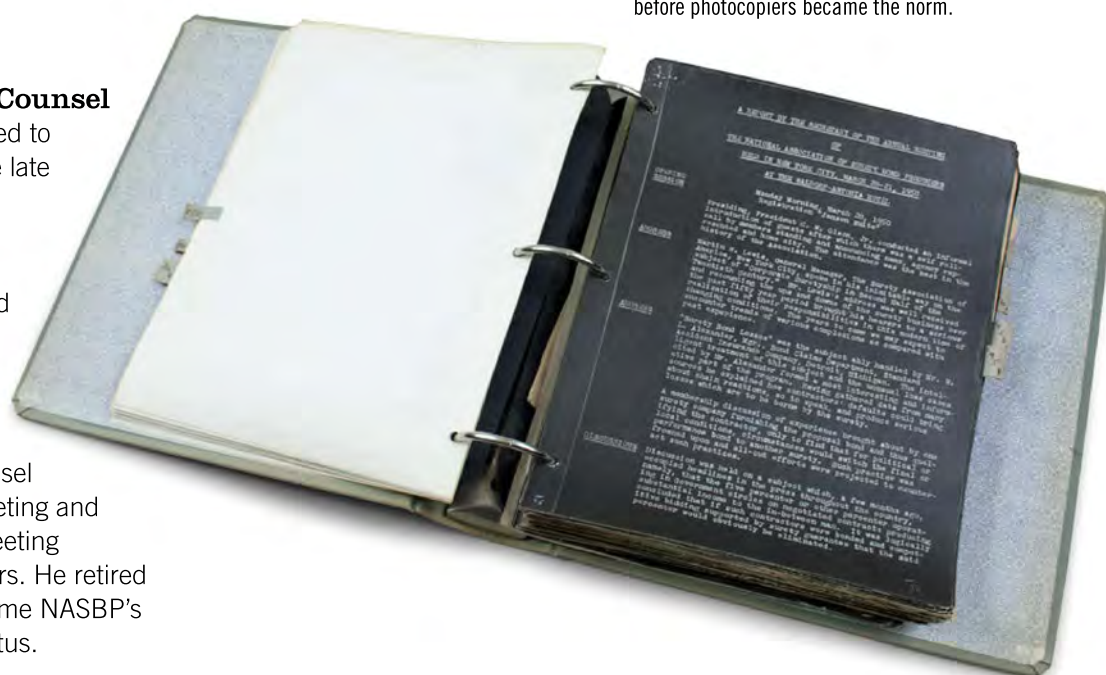
Forced Placement of Bonds

H. Phelps Smith of Nashville, Tennessee served as President. The Annual Meeting was held in mid-March at The Blackstone Hotel in Chicago, Illinois. The meeting program followed the same format as previous years and included an engaging talk on the importance of selling key-man life insurance to contractors. President Smith commented on premiums being at an all-time high for the industry and a growing trend for general contractors to require bonds from their subcontractors. Through a presentation by Dallas Smith, NASBP began to focus on the problem of forced placement of bonds or directed suretyship. A forms committee was established.

The first ladies' luncheon for spouses in attendance at the meeting was hosted by Mrs. C.W. Olson at the Chicago Athletic Association.



Many helpful publications have been produced over the years for the surety industry. The *Agent's Bonding Guide* by Harold F. Gee has seen many editions since this earlier version of the 1950s.



NASBP retained a binder of early reports of the annual meetings. These were typed and then duplicated using a Mimeograph copying process, before photocopiers became the norm.

1950s



The Waldorf-Astoria Hotel in New York City was a favored location for many of NASBP's early annual meetings.

1953

H. Phelps Smith continued as President. The Annual Meeting returned to the Waldorf-Astoria Hotel in New York City in mid-April. Membership grew to include 39 states. C.P. Street, President of AGC, was a speaker at the meeting. The membership discussed the appointment of unethical agents by some surety companies as well as the continued problem of forced placement of bonds by public bodies with companies of their choosing. A Planning Committee was created, and the first membership directory was later published.

126, with members in all but six states. The Annual Meeting was held in late February at the Ambassador Hotel in Los Angeles, California. It was the first meeting to use a three-day format with sessions for half-day, full-day, and half-day to allow for time to see various sights in the area. H. Phelps Smith presented a report that focused on various activities of the officers during the year to promote the surety business. The subject of forced placement surety bonds remained a large concern and was addressed at a joint meeting of representatives from NASBP and three other producer organizations.

The Annual Meeting of 1954 was held in Los Angeles, California at the Ambassador Hotel. It was the first meeting that adopted a three-day format. Two half-days and one full-day allowed for more sightseeing and networking, a welcomed change by those in attendance.

1954

Forced Placement of Bonds: A Continued Problem

The President was H.F. "Speed" Warner of Kansas City, Missouri. NASBP membership had grown to

1955

Regional Vice Presidents

H.F. Warner continued as President and an early May Annual Meeting was back at the Waldorf-Astoria



Hotel in New York City, where 193 were in attendance. For the first time, NASBP elected four Regional Vice Presidents that included Joe Miller, San Francisco, California; Morris Moughon, Nashville, Tennessee; William Reutter, Detroit, Michigan; and Morton Gray, Cambridge, Massachusetts.

1956

Endorsing AIA Policy

Carl Dauksch of Columbus, Ohio became President, and the Annual Meeting was held in early March at The Roosevelt Hotel in New Orleans, Louisiana. A Convention Committee was formed and recommended that the next Annual Meeting be held in Havana, Cuba. The recommendation was later rescinded.

The first consideration was given to holding regional meetings for the association which would be presided over by RVPs.

NASBP began the use of a formal logo that first appeared on stationery and member wall plaques.

NASBP adopted a resolution endorsing the American Institute of Architects' Declaration of Policy that contractors should be free to secure bonds from such companies as they see fit, condemning the practice of forced placement of bonds.

1957

Changes to New Member Application Procedures

Under the continued leadership of Carl Dauksch, NASBP passed a resolution at the early March Annual Meeting at the Mayflower Hotel in Washington, DC that established more stringent procedures for admitting new members. These included an application form, review by RVPs, polling of members, and a

recommendation from the Membership Committee.

General Counsel Ed Cushman compiled the results of a survey to members into a 50-page draft entitled "The Contract Bond Producer." This was distributed to the members at the Annual Meeting. It was later sent to CEOs of surety companies and selected public officials.

Sen. Albert M. Gore of Tennessee addressed the Annual Meeting on the Federal Aid Highway Act of 1956.

1958

Public Relations Plans

Dallas Smith of Dallas, Texas was President, and the late March Annual Meeting was held in Phoenix, Arizona at the Hotel Westward Ho.

Forty-thousand copies of "15 Advantages of Corporate Suretyship" were printed and sold. H. Phelps Smith was unable to attend the meeting but sent a telegram that looked to a future of possible space travel and the establishment of an agency on the moon by forward-thinking bond producers.

Newly-elected President William R. Phillips stressed the importance of public relations and announced new projects for the coming year, which included condensing the 51-page pamphlet "The Contract Bond Producer" to just 5 pages, establishing a code of ethics and a committee to communicate with architects, universities and colleges, and initiating a project to attract new NASBP members.

NASBP adopted a resolution supporting the Associated General Contractors of America's resolution expressing its emphatic disapproval of forced placement of bonds.

The Nominating Committee suggested the formation of a 10th region in Canada, but it was not enacted by the Board of Directors.

1959

Talks of a Headquarters

William R. Phillips of Birmingham, Alabama served as President. The Annual Meeting took place in early April in New York City at The Plaza Hotel. Membership had grown to 161.

A new committee was formed to explore the feasibility of creating a permanent headquarters office for the association and hiring a full-time Executive Secretary.

The board approved the placement of a fidelity bond covering all the officers of the association.

Canada was listed as part of the Mid-Atlantic Region.



General Counsel Ed Cushman published a number of beneficial publications to educate surety bond producers and the public.



A Unifying Mark

NASBP instituted the use of a formal logo in 1956. The unifying mark was first applied to stationery and member wall plaques.

2019

NASBP established its headquarters in New York City with Bruce T. Wallace leading both NASBP and NACSA under a joint office management agreement. Wallace was fully devoted to growing the membership with qualified professionals.



1960

Growing NASBP with Bruce Wallace

The decade began with Ralph Neely of Oklahoma City, Oklahoma as President. The Annual Meeting was held in late February at the Boca Raton Hotel and Club in Boca Raton, Florida.

In June, the new President C.H. Ritter announced in a letter to members: "On July 1, 1960, the NASBP will open its new office at Room 1406, 60 John Street, New York City 38, telephone Bowling Green 9-9372, with Bruce Wallace, secretary, in charge. ...And so, for the first time, the National Association of Surety Bond Producers has a home of its own! ..." H. Phelps Smith and C.H. Ritter were responsible for hiring Bruce Wallace, who was an employee of Ritter's agency in Denver. Ritter discussed the importance of building up the membership with qualified surety professionals and of Bruce Wallace devoting his full time in this pursuit. Regional meetings were announced for 1961 to bring the message of guarantees behind performance bonds closer to the public eye.

1961

C.H. Ritter of Denver, Colorado served as President, and the Annual Meeting was held in early April at the St. Francis Hotel in San Francisco. Ninety members and 91 guests were registered.

1962

Teaming Up to Share Office Space and Staff

James B. McKee of Nashville, Tennessee served as President, and the 20th Annual Meeting was held in late May at the Broadmoor Hotel in Colorado Springs, Colorado.

NASBP and the National Association of Casualty and Surety Agents (NACSA) entered into a Joint Office Management (JOM) agreement that lasted for 29 years — until 1991. Under the terms of the agreement, the two associations agreed to share the expense of maintaining an office and professional staff.

1963

PR and Association Status

The President was Jack East, Jr. of Little Rock, Arkansas. The Annual Meeting was held in late April at the St. Moritz Hotel in New York City. Room rates ranged from \$12 to \$19.

After many discussions on the importance of communicating the value of surety bond professionals and the importance of bonds to key players, a Public Relations Committee was established.

NASBP was elected to organization membership status in the United States Chamber of Commerce.

1964

The Issue of Wrap-Up

John W. Overton of Montgomery, Alabama served as President, and the early April Annual Meeting was held at The Homestead in Hot Springs, Virginia. NASBP membership grew to 149 member firms.



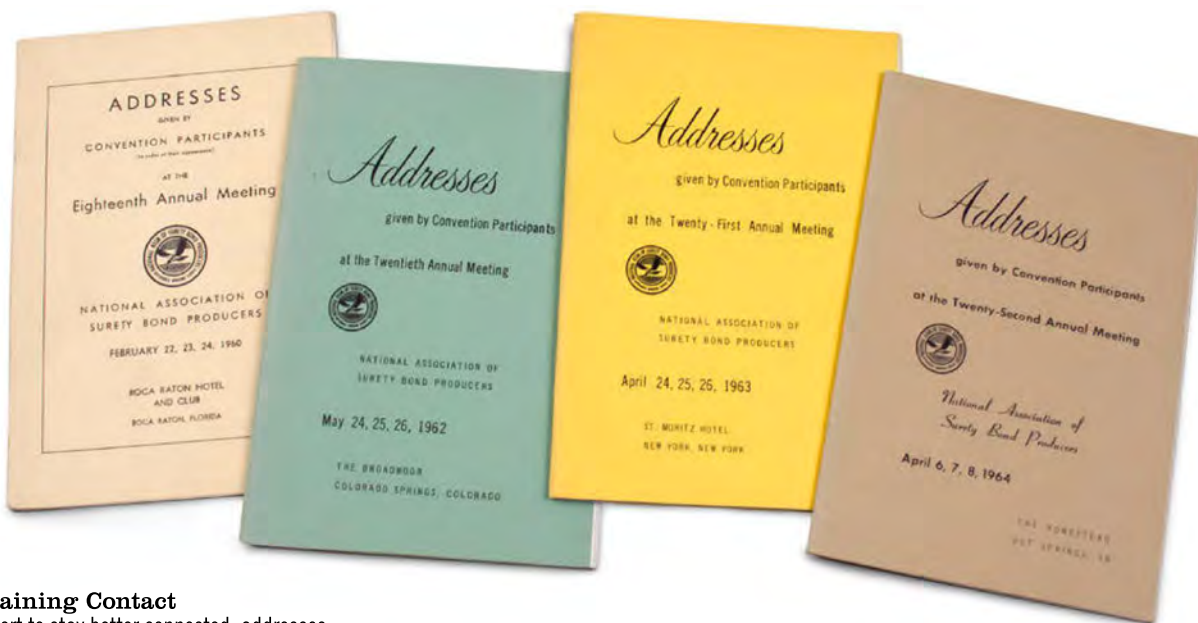
Though Bruce Wallace (left) was originally hired in 1960 to grow NASBP's membership with qualified surety professionals, he was instrumental in the growth and success of NASBP and the surety industry for nearly 30 years before he passed away in 1989. Also pictured is Vince Como (center) and the former mayor of Bridgeport, CT who was then the head of the SBA.

Chesapeake Bay Bridge-Tunnel

At the time, the amount of \$60 million for the Chesapeake Bay Bridge-Tunnel project on the lower Chesapeake Bay in Virginia was the largest performance bond ever executed. The project, started in 1960, was completed in 1964, ending water ferry traffic.



Courtesy of Wind Watcher, flickr.com



Maintaining Contact

In an effort to stay better connected, addresses given by Convention participants were published and distributed to members throughout the 1960s and subsequent decades.

The board approved the new Public Relations Committee's recommendation to prepare two booklets, one for use with prospective members and one for use with contractors, architects, engineers, and owners. These booklets served to better educate these two groups.

NASBP adopted a resolution opposing the use of wrap-up insurance programs on public works construction projects. This issue continued to be a concern for the association in the 60s and into the 70s. An anti-wrap-up committee was eventually formed to monitor wrap-up activity and to support anti-wrap-up legislation at the state level.

Canada was divided into two sections with Eastern Canada as part of the Northeast Region and Western Canada as part of the Northwest Region.

in early April at the Doral Hotel and Country Club in Miami, Florida.

Due to rapid growth, NASBP moved its headquarters office to Maiden Lane in New York City.

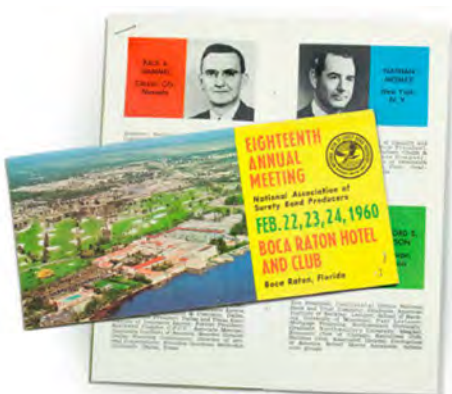
1966

Working with Other Groups

The President was Donald H. Denton of Charlotte, North Carolina. The Annual Meeting was held in late April at the Sheraton Maui Hotel in Kaanapali, Maui, Hawaii.

AGC extended an invitation to NASBP to appoint one of its members to the SAA-AGC Joint Cooperative Committee.

Future NASBP President Red Gerhold served as the chairman of the AIA Liaison Committee and attended the AIA national convention in Denver. He addressed the group regarding a proposed save-harmless clause for the AIA bond form that was viewed as onerous by the surety industry. As a result of his efforts, AIA decided to delete the clause from its bond forms.



The 18th Annual Meeting (1960) was held in Boca Raton, Florida at the Boca Raton Hotel and Club. The Boca Raton Hotel and Club served as the location for several annual meetings, including NASBP's 75th Anniversary meeting.

1965

The Move To Maiden Lane

Joseph H. Miller of San Francisco, California became the President, and the Annual Meeting was held

1967

Celebrating 25 Years

The President was Robert K. Cope of Milwaukee, Wisconsin, and the early April 25th Anniversary Annual Meeting was held at The Monteleone Hotel in New Orleans, Louisiana. Membership had grown to a total of 237.

Following AGC's request from 1966, Fitzgerald S. Hudson was selected to be on the SAA-AGC Joint Cooperative Committee. In addition, Frank Hagan of San Francisco was selected to serve on the Insurance Industry-AGC Joint Cooperative Committee.

1968

Numbering of Regions

The President was Fitzgerald S. Hudson of Charlotte, North Carolina. The Annual Meeting took place in early April at the Belleview-Biltmore, Belleair, Clearwater, Florida.

A proposal was made to eliminate the position of Chairman of the Board and to have the President act as CEO. This year was the first time that a questionnaire regarding committee preference was sent to the membership and the number of Regional Vice Presidents was expanded to ten and regions were numbered.

California and Washington enacted anti-wrap-up legislation for insurance on public works construction projects.

1969

Finishing the Decade with Numerous Additions

Richard A. Archer of Los Angeles, California was the President. The mid-April Annual Meeting took place at the Tropicana Hotel in Las Vegas, Nevada.

As an outgrowth of a study conducted in 1967 of the purposes,

goals, and activities of the association, the first long-range future plan was established for NASBP.

A Code of Professional Standards was developed by a select committee, and approved by the Executive Committee, and ratified by the board and later by the members present at the meeting.

A new organizational structure and development of management guides for Directors, Officers and Committee Chairmen was established, as well as the activation of an Executive Committee.

The Executive Committee established membership qualifications and adopted a long-range membership development plan.

Two regional meetings were held, one in the East and one in the Northwest, and a format for future regional meetings was established for all regions.

A formal liaison with 24 major Surety Companies was set up.

A Speakers Bureau was established. During the year, 77 members gave 143 talks on suretyship.

A Key-Man contact system with legislators was organized.

A new method of maintaining financial records was adopted, and new auditors were hired. In addition, NASBP hired its first office manager, Margaret Conroy.

An ad hoc committee (George Foster, Sr., Walter Schilling, and Red Gerhold) made a study of relocating the office to Washington, DC. They concluded that such a move was premature but that it had long-range advantages and should be given future consideration by the Joint Office Management Committee.

The SAA Liaison Committee was begun with John Stough as Chairman.

A Reciprocal Services Committee chaired by Paul Borman was formed

to promote cooperation among members for countersignature, filing of bid bonds, exchange of information, etc.

The Professional Surety Designation Committee recommended that NASBP sponsor the development of a program by the Insurance Institute of America leading to a diploma following the completion of eight semesters of study. It was decided to pursue the idea with specifics of financing and administration to be developed at a later date.

President Archer announced that an Owner-Control Bond Kit to assist members in combating the practice of directed suretyship would be ready for distribution to the membership later in the year.

The regions were realigned to reflect grouping by states within the same trading area.



A number of educational publications were developed and made available while NASBP was headquartered at its Maiden Lane office in New York City. The association had outgrown its former location at John Street in just five years.

2019

NASBP saw a move to the nation's capital after 10 years in New York City, the enactment of the SBA Surety Bond Guarantee Program into law, and the start of valuable learning opportunities offered by NASBP's new Surety School.



1970

A New Corporation Created

George M. Foster, Sr. of Lansing, Michigan was President, and the Annual Meeting was held in late April at the Dorado Beach Hotel, Dorado, Puerto Rico. Membership totaled 284.

New Applicant Reference Forms (NARFs) were put into use and sent to members in the state of any new applicant.

NASBP was incorporated in Washington, DC on March 17, 1970, and the original Tennessee corporation was merged into the new one.

A federal court in Louisiana enjoined Jefferson Parish from continuing to direct suretyship on public construction. To assist members in Louisiana, NASBP contributed \$1,000 towards legal expenses.

A Minority Contractor Committee that was formed in 1969 reported strong interest by the membership to assist minority contractors in obtaining bond credit.

A NASBP membership brochure was produced and distributed by the Member Information Committee.

A meeting of company executives and NASBP officers was convened to discuss the need for education. Companies would be asked to send their top surety executive to a meeting in New York City to be chaired by Vince Como to begin establishing teaching manuals and a curriculum for teaching suretyship. This meeting led to the establishment of the first surety school in 1973.



On December 30, 1971, Maryland Casualty Company of Baltimore, Maryland, along with 31 other companies, executed the largest surety bonds ever written at the time. The signing of the 100% Performance and 100% Payment Bonds, each in the penalty of \$228,962,380, took place in City Hall, New York, NY.

1971

The Move To Washington

Walter Schilling of Washington, DC served as President, and the Annual Meeting occurred in late April at the St. Francis Hotel in San Francisco, California. Membership grew to 306.

NASBP moved its office to 5225 Wisconsin Ave. NW, Washington, DC after 10 years in New York City.

The SBA Surety Bond Guarantee Program was enacted into law, permitting the SBA to guarantee 90 percent of a bond on contracts up to \$500,000. NASBP's Federal Legislation Committee worked with the Surety Association of America and SBA in setting up the mechanics of writing bonds under the new program.

First attempts to establish liaison with AGC, American Road Builders, AIA, and American Association of State Highway Officials were begun.

NASBP distributed "The Owner Controlled Bond Program and Directed Suretyship Kit" to combat the practice of owner-controlled surety.

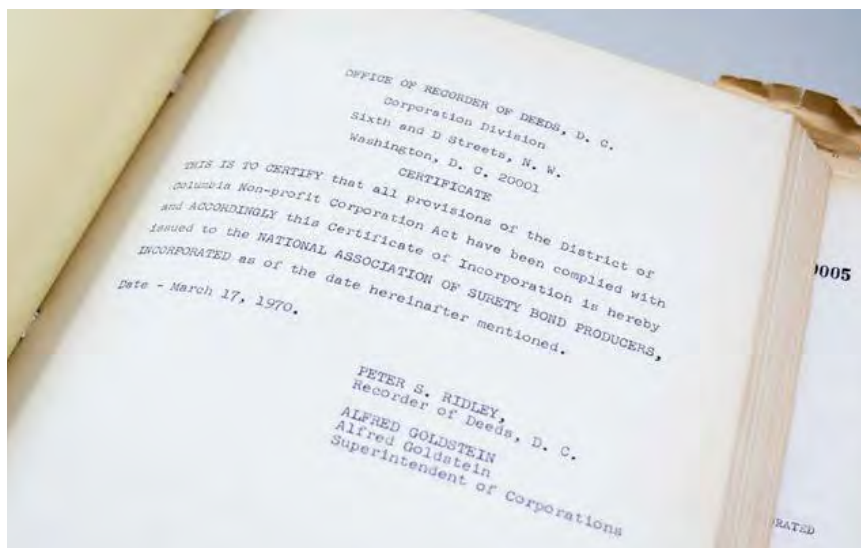
1972

SBA Program Support Grows

Edward L. Gerhold of Columbus, Ohio became President, and the late April Annual Meeting was held at The Princess Hotel, Pembroke, Bermuda.

The SBA Program supported 47 bonds with an aggregate liability of \$28,199,718. SBA Surety Bond Guarantee Chief Sal A. Lauricella participated in a panel on Minority Contractor Bonding Considerations.

NASBP was issued a Certificate of Incorporation in Washington, DC on March 17, 1970, and the original Tennessee corporation was merged into the new one.





Vince Como was instrumental in the creation of NASBP's Surety School. Under his direction, teaching manuals and a curriculum for teaching suretyship were created. The first school took place in early 1973 in Hartford, CT.



Malcolm B. Dunlap was elected NASBP President in April 1973, but passed away just two months later. President Dunlap and his son Stephen F. Dunlap, who later became NASBP President in 1989, came from a family of insurance professionals stretching back several generations to the late 1860s.



Four generations of Dunlaps; Malcolm B., Charles F., Erlon M., and a young Stephen F. (front).

1973

The Surety School Begins

The President was Joseph A. Wynne of San Francisco, California. The Annual Meeting was at The Camelback Inn and Mountain Shadows Resort in Scottsdale, Arizona in late April.

The first Surety School, of 23 students, was held at the Aetna home office in Hartford, Connecticut for a two-week session at the end of January. A second school was held at the Fireman's Fund home office in San Francisco, California in early March. Twenty members attended, along with one student from the Minority Contractors Assistance Program (MCAP).

The AIA Liaison Committee completed a booklet titled "Bonds and Insurance for Contractors" for distribution to architects.

NASBP was invited to place a representative on The Road Information Program board and appointed Robert M. McKenna.

1974

Leadership From Up North

Malcolm B. Dunlap of Auburn, Maine, was elected NASBP President on April 30, 1973. He died less than two months later and was succeeded by Robert H. Hilborn of Toronto, Ontario, NASBP's first President from Canada. The late April Annual Meeting returned to Puerto Rico at the Cerromar Beach Hotel, Dorado Beach. Membership had grown to 290 members and the number of regions was increased to 12.

The Surety School used more NASBP members as instructors, and 23 students attended, including three women and three surety company guests.

The SBA Program experienced a 180 percent loss ratio on the total premium written in the program. SBA asked Congress for \$25 million

to supplement the program and to increase the contract size range to \$1,000,000.

Jack Curtin proposed that NASBP form liaison committees with ABC, NUCA, and ABA.

J. Martin Huber was hired on December 16, 1974, as Associate Director. His first duties were to work with the Surety School.

1975

State of the Surety Industry

The President was Davenport Mosby of Jackson, Mississippi, and the Annual Meeting was in mid-April at Acapulco Princess Hotel, Acapulco, Mexico.

The State of the Surety Industry interviews were initiated and the first State of the Surety Industry Address was given at the Annual Meeting by Bruce Wallace, an important tradition that has been carried forward.

The Surety School moved to Kansas City and was condensed to one week.

President Mosby attended a Regional Meeting with 16 people in attendance. Attendance would grow to 300 by the end of the next decade.

1976

Members In All States

The President was Vincent J. Como of Bridgeport, Connecticut. The Annual Meeting was held in late April at the Boca Raton Hotel & Club, Boca Raton, Florida. There were 313 members, and, with the addition of a new member from Rhode Island, there were now members in all states.

The Surety School was held in Pittsburgh, Pennsylvania. There were 28 students in attendance. The Surety School achieved wide acclaim and was a major attraction for new members.

The first Advanced Surety Seminar was held at the Atlanta Airport Hilton under Chairman Jim Sturtevant.

Seven regional meetings were held, with some regions combining as follows: Regions 1, 2, 3 & 4; 5 & 7; 8 & 9; 10 & 11; and 12. Every meeting was attended by a national officer or a staff member.

Liaison committees with AGC and the National Asphalt Pavers Association were established and AIA adopted most of NASBP's recommendations in their new AIA Document A201.

1977

The President was Paul N. Borman of Fargo, North Dakota. The Annual Meeting was at the St. Francis Hotel in San Francisco, California in mid-April.

The Surety School moved back to Kansas City and was attended by 34 students.

Robert R. Hume was appointed as General Counsel, replacing Ed Cushman, with Cushman named General Counsel Emeritus.

The Travelers Group of Companies was the largest writer of surety, with \$49 million in premiums and a loss ratio of 57.5 percent.

1978

Robert A. Beck of Pittsburgh, Pennsylvania was President, and the Annual Meeting in late April was at The Homestead, Hot Springs, Virginia. Membership grew to 352 members.

Because President Beck had just suffered a heart attack, the President's Report was delivered at the Annual Meeting by his son, Dick Beck.

The Comptroller General, giving credit to NASBP for its brief, ruled that there was no law or regulation that would preclude the government from paying performance and payment bond premiums in full to a contractor in the first project progress payment.

1979

Miller Act Threshold Raised

Robert M. McKenna of Green Bay, Wisconsin was the President, and the Annual Meeting was in late March at the Maui Surf Hotel, Maui, Hawaii.

A bill raising the Miller Act threshold from \$2,000 to \$25,000 passed Congress and was signed into law by President Jimmy Carter.

A \$3.4 billion bid won for a joint venture of Blount, Inc. of Montgomery, Alabama and Bouyques, a French contractor, a contract to build the University of Riyadh in Saudi Arabia. A \$3.4 million bank guarantee was given by the joint venture as bid guarantee.



The association logo was changed in the mid-70s, but was soon updated, after just one year, to add the abbreviation "NASBP."

The 1978 NASBP Surety School

BACK ROW, FROM LEFT: Don Henle, Tom Kelly, Vic Allen, Jan Eason, Casey Bowlin, Jim Brown, Brian Edmunds, Fred Burns, George Brack, Jim Montgomery, Frank Poe

MIDDLE ROW, FROM LEFT: Ed Gerhold, Larry Minter, Terry Schultz, Mike Swenton, John Bustard, Jeanie Hlinak, Carl Bull, Jerry Enebo, Don Westcott, Steve Lange, Dave Etzold, John Freda, Bill Angell

FRONT ROW, FROM LEFT: Helen Karr, Pat Jarog, Lavonne Sherrod, Sally Volpe, Scott Conklin, Kathy Dzon, Linda Willerton, Staci Norris, Kathy Kramer (not shown, Gloria Weaver)



2006

NASBP provided a greater focus on better educating the public through printed media, slides, and video cassettes. Computer software tools for surety professionals were developed to better automate processes.



1980

The President was Ira J. Heckman of Nashville, Tennessee. The Annual Meeting was held in late April at The Breakers, Palm Beach, Florida. The Surety School was held in San Antonio, Texas with 35 students.

NASBP published its first edition of *Suretyscope*, a quarterly journal.

Norman A. Burgoon, Jr. was appointed General Counsel. He had recently retired from a long career with Fidelity & Deposit Company of Maryland. J. Martin Huber was promoted to Executive Director.

In his State of the Surety Industry address, Bruce Wallace reported growing concern by surety company executives over mounting surety losses, citing deteriorating economic conditions, cutbacks in public construction funding, and rampant inflation coupled with interest rates exceeding 20 percent.

1981

Surety School Turns Ten

Charles H. Carman of New York, New York was President, and the Annual Meeting was held in early May at The Broadmoor, Colorado Springs, Colorado.

The Membership Committee processed 138 applicants for membership. Thirty-five new members and four branch office members were accepted. Membership reached 425.

The Long Range Planning Committee was established to define the long-range goals and objectives of NASBP and was to be chaired each year by the First Vice President and include five members of the Board.

The Surety School celebrated its 10th year with 35 students, including an underwriter from the SBA.

The AGC-NASBP Joint Cooperative Committee's booklet titled *The Basic*

Bond Book, authored by NASBP Director Jack Curtin, was printed in September of 1981. 10,000 copies were purchased by the next Annual Meeting. It was distributed to all state highway commissioners by members of the AASHTO Committee.

Voice in Legislative Matters

Government Affairs Committee Chairman Jack Curtin expressed the opinion that NASBP had become "the voice of the surety industry in legislative matters" as the result of the tremendously hard work done by committee members over the last several years.

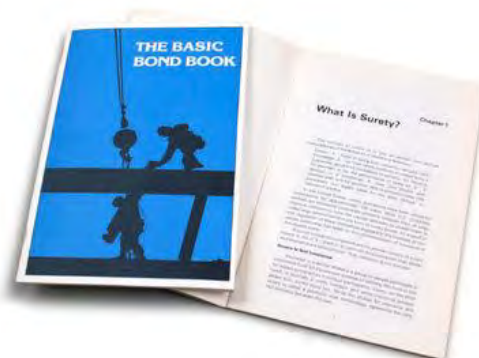
1982

Gators On The Green?

The President was Thomas R. Wiley of Chicago, Illinois, and the Annual Meeting was in late April at the Marco Beach Hotel, Marco Island, Florida.

The meeting was highlighted by rain, rain, and more rain. There was such a deluge that the popular golf tournament had to be canceled, as alligators were on the course.

The Surety Education Committee recommended that the Surety School be expanded by adding a Level I School for in-house agency support personnel. It would run for a three-day period concurrent with the first three



In 1981, the AGC-NASBP Joint Cooperative Committee's booklet *The Basic Bond Book* was produced and distributed to all state highway commissioners by members of the AASHTO Committee to better educate decision makers.



In 1983, NASBP published NASBP members' favorite recipes in a book titled, "Bond Appétit."

NASBP's *Suretyscope*, a quarterly journal covering important topics and trends in the surety industry, debuted in 1980 and continued for years as a valuable resource for members.





In an effort to simplify the logo, the eagle was dropped in 1983, and a wordmark abbreviation with graphic line elements was adopted.



When You Build, Should You Bond? first appeared as a printed booklet and was later supplemented by a slide presentation. The 1980s marked the use of newer media methods, such as slides and video cassettes, to enhance public relations.



A Tiger Takes The Stage

In 1983 at the Annual Meeting, Ken Ryan of Industrial Indemnity caught the audience by surprise when he brought a Bengal tiger on stage to unveil The Tiger Trust, an award given to a surety professional who successfully convinced a private owner to require surety bonds on a project.

days of the regular school, which became Surety School Level II.

The Advanced Seminar Committee conducted a seminar in London in July, with a second occurring in November in Philadelphia. It featured a presentation on the Hewlett-Packard HP41C Calculator's use to analyze a contractor's work-in-progress.

1983

Stronger Public Relations

The President was Bill R. Clark of Denver, Colorado, and the Annual Meeting was in late April at the Hotel del Coronado in San Diego, California. There were 454 members.

The NUCA Liaison Committee Chairman printed a booklet titled *Obtaining, Maintaining and Effectively Using Surety Credit* — a primer for contractors. NUCA bought 2,000.

The recently-created NASBP/SAA Public Relations Committee, chaired by Charlie Fleck, announced plans to produce a new booklet titled *When You Build, Should You Bond?*

The Surety Association of San Diego took the lead in a grassroots public relations effort by creating a presentation for construction lenders on the benefits of requiring surety bonds on private projects. Fireman's Fund provided a slide presentation.

At the Region 2 Meeting, Sam Conklin presented a study of the abuses and frauds perpetrated by individual sureties in Arizona. He was first to alert NASBP to the seriousness of the problem of personal surety.

Ken Ryan of Industrial Indemnity unveiled The Tiger Trust by bringing a live Bengal tiger on the stage at the Hotel del Coronado. To qualify for membership, one needed to convince an owner or lender to require bonds on a project that was otherwise not going to be bonded.

1984

The President was Martin W. Rust, III, of Boise, Idaho. The Annual Meeting was in early April at the Doral Hotel & Country Club, Miami, Florida. The slide presentation *When You Build, Should You Bond?* was introduced at the meeting. Over 20,000 printed copies were already distributed.

The first Strategic Long Range Plan (SLRP) was presented to the Board of Directors and accepted by The Long Range Planning Committee. The SLRP found that NASBP could no longer limit itself. The membership expected the association to lead in meeting the challenges facing the industry and to assure a role for the bond producer/broker in all areas.

1985

John A. Stough of Louisville, Kentucky served as President, and the Annual Meeting was at the Hyatt Regency, Kaanapali Beach in Maui, Hawaii in late April. There were 573 members.

A surprise party was thrown for Bruce Wallace's 25th year with NASBP.

The Surety Automation Committee, co-chaired by Vince Como and Dave Skillings, was tasked with development of software to assist producers in maintenance and analysis of contractor surety files, financial data and management of contractor accounts.

In less than six months, *Suretytech* was introduced at the Annual Meeting — due to Chris Como, Vince Como, Dave Skillings, Martin Huber, and consultant Lamda Data Systems, Inc. *Suretytech* was offered at a discounted price of \$1,200.

Richard W. Miller of Kansas City was appointed General Counsel.

Surety losses were the worst ever, with loss and expense ratios in the 150 percent range. Some, like Industrial Indemnity, began to leave the marketplace.

1986

The President was Robert A. Dee of Des Moines, Iowa with the Annual Meeting in late June at the Harbour Castle Hilton Hotel, Toronto, Ontario — the first time it was held in Canada. There were a record 607 members.

Plans for new liaison committees included: National Association of Women in Construction; the banking industry; American Bar Association; and within the surety industry to those responsible for claims handling.

The Surety Education Committee reported early development of a VHS cassette training program geared to the entry-level person below the Level I Surety School, completing a spectrum from entry level videos through Level I, Level II, and Advanced Seminars.

NASBP and SAA prepared the white paper *Personal Sureties: Accept Them at Your Own Risk* to give to contracting officers to dissuade the use of personal sureties on federal work.

1987

NASBP In The UK

John J. Curtin, Jr. of Cambridge, Massachusetts was President, and the Annual Meeting was held in early April at the Westin St. Francis Hotel, San Francisco, California.

NASBP accepted its first member from the UK: Surety & Guarantee Consultants Ltd. of East Sussex, England, which participated in the bonding of the Yacyreta Hydroelectric project.

The winner of the first Surety Public Relations Advocacy award was the San Diego Surety Association.

Andrew J. Ruck was appointed General Counsel.

1988

The President was Curtis B. Roberts of Dallas, Texas, and the Annual Meeting was in early May at The

Breakers, Palm Beach, Florida.

In late February, NASBP and SAA jointly sponsored “Fedsure,” a seminar for government officials involved with surety. Over 200 officials attended and received a primer on what bonds are.

The Surety Education Committee released a second VHS tape, *Contract Bonds: A Step By Step Approach*.

In response to the continuing use of personal sureties, language was adopted to include:

“...no member of the [NASBP] shall knowingly offer a bond of surety to an obligee where there is a reasonable doubt of the ability of the surety to honor the obligations contained in such bond.”

First Legislative Conference

The Government Affairs Committee, chaired by Jack Curtin, organized NASBP's first Legislative Conference in Washington, DC. Attendees met in a half-day seminar and spent the rest of the day meeting with their congressional delegations to educate them about the surety business.

NASBP and SAA sponsored and published results of a survey on “Losses in Private-Sector Construction Due to Contractor Failure.” This was done through the NASBP/SAA Joint Public Relations Committee.

1989

E.B. “Ted” Cogswell, Jr. of Great Falls, Montana was President, and the Annual Meeting was at the Hyatt Regency Maui Resort, Maui, Hawaii in mid-April.

The Executive Committee recommended NASBP hire a government affairs coordinator to advise members in a timely manner of bills affecting surety in the states and Congress and to assist members in their efforts to either support or oppose legislation.

A resolution was adopted recognizing the late Bill Angell's contributions and commitment to surety education, and the Surety School was renamed The William J. Angell Surety School.

On September 29, Bruce Wallace passed away while at the National Association of Casualty and Surety Agents Annual Meeting. Bruce had served NASBP and the surety industry with dedication for over 29 years.



Bruce Wallace (left) served NASBP and the surety industry with dedication for over 29 years. He passed away in late 1989. He is pictured here with past President Walter Schilling and Gerry Cassidy.

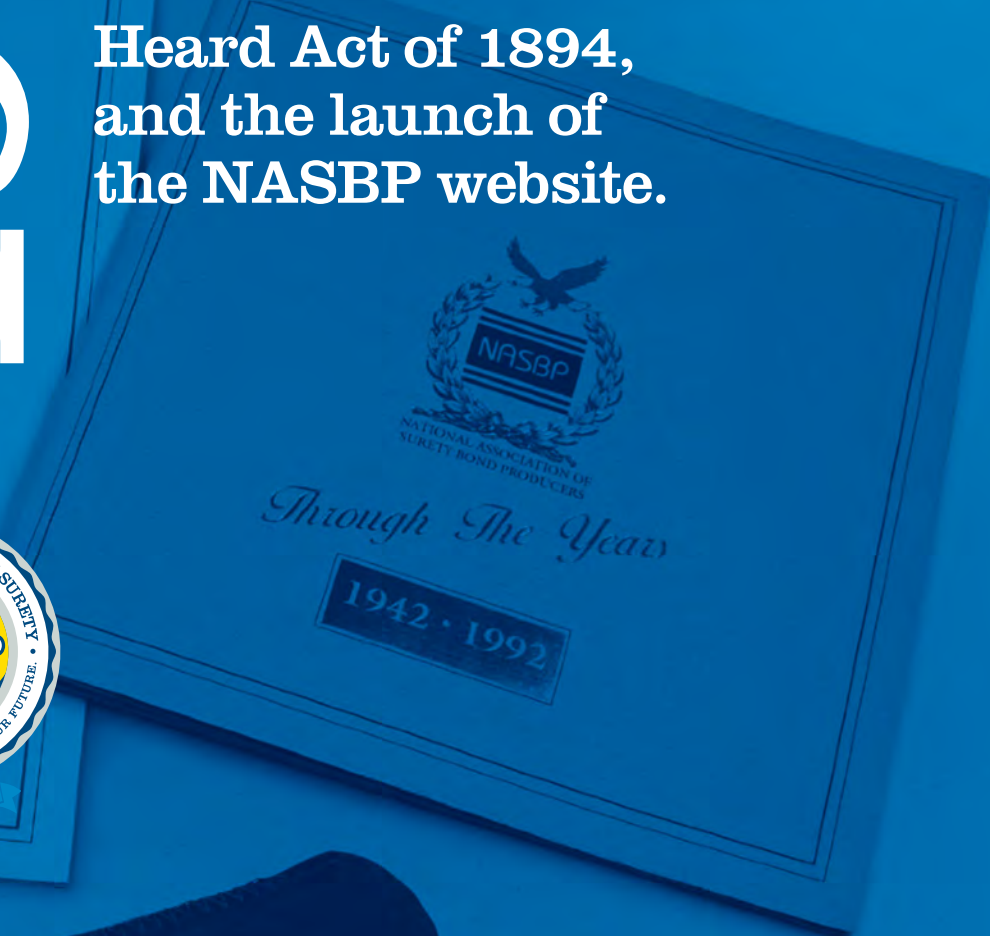
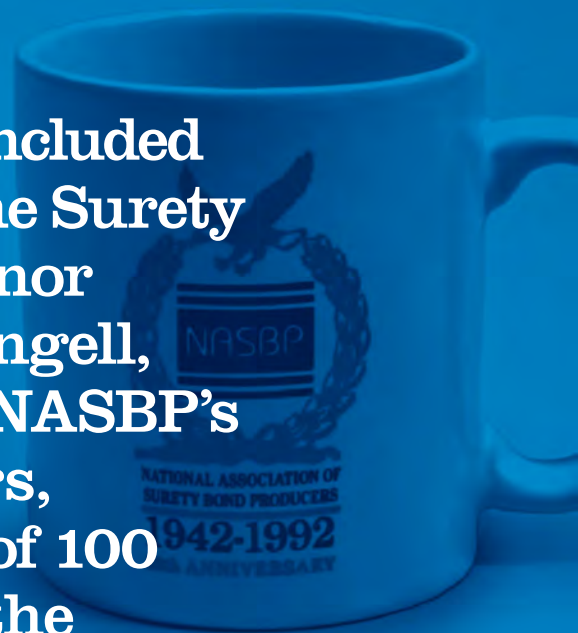
In 1985, *Suretytech* software was developed and released in less than six months and offered an efficient way to maintain, analyze, and package contractor financial data and manage contractor accounts.





50 Years

The decade included renaming the Surety School to honor William J. Angell, celebrating NASBP's first 50 years, recognition of 100 years since the enactment of the Heard Act of 1894, and the launch of the NASBP website.



1990

NASBP Gets New Staff Chief

The President was Stephen F. Dunlap of Auburn, Maine, and the Annual Meeting was held at the end of March at the Boca Raton Resort and Club, Boca Raton, Florida.

J. Martin Huber was named Executive Vice President, NASBP's chief staff position.

At the Midyear Meeting in November, the Board of Directors formed a President's Special Task Force chaired by John Hoffman. It was created to determine how the association's headquarters office and staff should be organized.

The Task Force recommended three actions:

1. Replacing the existing NASBP/NACSA Joint Office Management Agreement with a new agreement and fee structure whereby NASBP would provide NACSA with certain administrative and support services through 1993;
2. Reorganizing headquarters staff;
3. Changing the membership dues structure and implementing other revenue sources to properly fund a reorganized, stand-alone headquarters office.

Surety Education Chairwoman Susan Warren reported that the William J. Angell Surety School completed its 20th annual session with over 120 students.

At the Annual Meeting, NASBP presented the first Bruce T. Wallace Award to Vince Como. The award acknowledged outstanding service to NASBP and the surety industry by an individual. Como served as President in 1975–1976 and was instrumental in establishing the Surety School, the Advanced Seminars, and the *Suretytech* automation system, among other ongoing programs.

1991

Robert J. Hanna of Anaheim, California was President, and the Annual Meeting was in early April at Marriott's Desert Springs Resort, Palm Desert, California.

On June 30, after 29 years of operations under the Joint Office Management Agreement, NASBP and NACSA formally separated with each establishing its own office and staff.

As the result of the efforts of Lynn Schubert of the American Insurance Association, the Superfund Law was amended to ensure that suretyship on superfund projects was limited to its normal obligations as defined by the Miller Act. NASBP and others provided strong support.

In early October, Fidelity & Deposit Company of Maryland took the lead in arranging surety capacity for the largest single bonded contract in the history of the US construction industry. The Oahu Transit Group, a joint venture led by Morrison Knudsen Corporation was awarded a \$1.15 billion contract to design and build a rapid-transit system for the city of Honolulu. Participating in the \$250 million bond that was written were AIG, CIGNA, and Zurich Insurance.

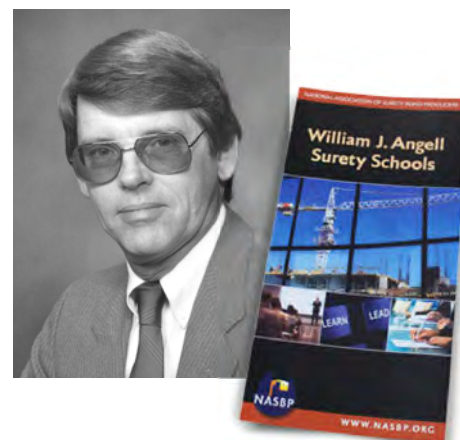
1992

Celebrating 50 Years!

With President Charles H. Fleck of Denver, Colorado presiding, NASBP recognized its 50th Anniversary at the Annual Meeting held in mid-April at the Hyatt Regency Grand Cypress Resort in Orlando, Florida. The anniversary theme was "The Best Is Yet to Come."

Among the matters of focus was to increase PR efforts to convey the value of surety in the private sector.

A Policy Board, which included George Holbrook of Reliance, Phil Stevens of SAFECO, former President Fleck,



In 1989, a resolution was adopted recognizing the late William "Bill" J. Angell's contributions and commitment to surety education, and the Surety School was renamed the William J. Angell Surety School. The School offers expert and comprehensive training for surety professionals with varying levels of knowledge and expertise — a prestigious education program providing an opportunity to establish professional relationships with industry peers.



American football player, coach, and analyst, Lou Holtz, was a speaker at the 50th Anniversary Annual Meeting in Orlando, Florida. His April 1992 letter to President Fleck recognized NASBP's high level of success and wished President Fleck the "very best."



At the Midyear Meeting in 1994, the NASBP Board of Directors approved the creation of SuretyPAC, NASBP's highly-valued political action committee.

and David Skillings, was appointed to oversee the Surety Information Office. Efforts were made to hire a person to devote 100% of time on surety industry public relations efforts through the SIO.

NASBP conducted a Revenue Enhancement Task Force, which recommended to President James M. Maloney and the Board of Directors at the Midyear Meeting the creation of an NASBP affiliates program, comprising eligible surety companies, reinsurers, reinsurance brokers, and managing general agencies to enhance revenue.

1993

With James M. Maloney of Columbia, South Carolina as President, the Annual Meeting occurred at the end of April at the Hyatt Regency Waikoloa in Waikoloa, Hawaii. Ted Adams of Oak Brook, Illinois was the recipient of the Bruce T. Wallace Award.

The first Executive Director of the Surety Information Office, Dennis Byrne, was appointed by NASBP and The Surety Association of America.

The Board of Directors passed a resolution affirming the NASBP's opposition to owner-controlled or owner-directed surety programs on public and private work.

1994

Support through SuretyPAC

John D. Hoffman of Amherst, New York served as President. The Annual Meeting was in mid-April at The Greenbrier in White Sulphur Springs, West Virginia.

Government relations focused on Miller Act preservation, bond availability for small and emerging contractors, infrastructure investment, and environmental bonding availability. GAO conducted a survey for the Small Business Access to Surety Bonding Survey Act and solicited NASBP's advice in compiling results.

NASBP's Legislative Conference held in Washington, DC in mid-May celebrated the 100th anniversary of congressionally-mandated surety bonds under the Heard Act of 1894, attracting a record 76 registrants. Congress enacted the Federal Acquisition Streamlining Act, which included an amendment raising the Miller Act contract threshold for surety bonds from \$25,000 to \$100,000.

President Dennis Flatness reported at the Midyear Board of Directors Meeting that NASBP and SAA conducted, for the first time, a half-day joint leadership meeting to allow respective association officers more discussion time. Past meetings were found to be too short.

At the Midyear Meeting, the Board of Directors approved the creation of SuretyPAC, NASBP's political action committee.

1995

Dennis D. Flatness of St. Louis, Missouri was President. The Annual Meeting was in early April at Marriott's Desert Springs in Palm Desert, California.

The SIO worked with *Engineering News-Record* to cosponsor the inaugural special supplement, *Surety Bonding in Construction*, a snapshot of the surety industry through the eyes of industry experts. The supplement was published in the March 27 issue of *Engineering News-Record*.

The Annual Meeting theme was "Prepare For The Future," featuring headline speaker, business executive and futurist Peter J. McLaughlin.

In mid-May, NASBP held its Legislative Conference in Washington, DC, focusing on the SBA Bond Guarantee programs and reauthorization of Superfund.

A Midyear Meeting topic was the issue of producers offering contract



1994 marked the 100th anniversary of congressionally-mandated surety bonds on public works construction projects, first mandated under the Heard Act of 1894.

surety programs to contractors on a fee basis in lieu of normal commissions paid by surety companies. General Counsel Andrew Ruck informed the Board of applicable anti-trust laws that would preclude the Board from any activity that would impact prices or rates, but noted, "NASBP can oppose the practice of fee-based suretyship if there is a good business reason for objecting to the practice."

The Non-Contract Surety Subcommittee of NASBP's Government Affairs Committee was elevated to a full, stand-alone committee known as the Non-Contract Surety Committee.

1996

Jack G. Lupien of San Diego, California served as President, and the Annual Meeting & Legislative Conference was held in early May at the JW Marriott Hotel at National Place in Washington, DC. The headline speaker was nationally-syndicated columnist George F. Will.

In January, SAA and SAFECO launched an effort to bring electronic data standards to the surety industry through ACORD.

A record number of 138 graduated in early February from the 25th William J. Angell Surety School.

After a one-year hiatus, the oral presentation of State of the Surety Industry Report by EVP J. Martin Huber returned to the program at the Annual Meeting. A written report was delivered, a departure from oral reports given at prior meetings.

SAA hired Lynn M. Schubert, formerly assistant general counsel for the American Insurance Association, as its President-elect to replace Lloyd Provost, who planned to retire in June.

NASBP endorsed a construction industry contract rider, titled *DART Declaration of Principles for the*

Prevention and Resolution of Disputes, to promote the use of voluntary dispute resolution procedures in construction contracts.

Fifteen surety companies were approved to participate in the Preferred Surety Bond Guarantee Program of the US Small Business Administration.

1997

NASBP Goes Online

James C. Byerly of Lemoyne, Pennsylvania was the President, and the Annual Meeting was in mid-April at the Westin St. Francis in San Francisco, California.

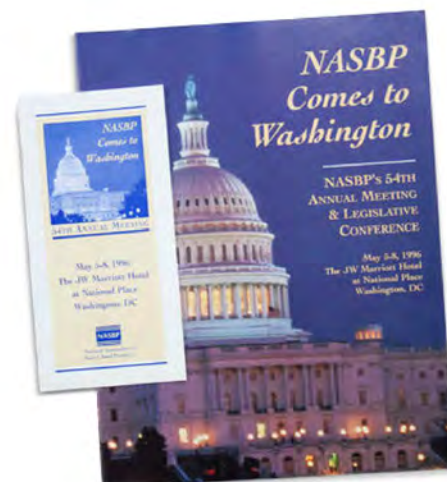
NASBP and SAA issued a report stating that a recent indemnity insurance product marketed as an alternative to subcontract bonds and sold to general contractors is not a suitable substitute for subcontractor bonding programs.

NASBP launched www.nasbp.org to its members and for others to learn about surety bonding and NASBP.

NASBP and the Associated General Contractors of America jointly published a work entitled, "Private Work: Managing the Risks" which included information on how contractors and others could prequalify a project owner's ability to meet its financial commitments.

Noted attorney J. William Ernstrom presented seminars at regional meetings on the 15th edition of AIA Document A201, General Conditions of the Contract for Construction, emphasizing that the new document "isn't what it used to be!"

In the last quarter of the year, US Representative Carolyn Maloney (D-NY) introduced the "Construction Subcontractors Payment Protection Enhancement Act of 1998" to equalize the amount of the payment bond with that of the performance bond under the federal Miller Act.



The Annual Meeting & Legislative Conference was held in early May 1996 at the JW Marriott Hotel in Washington, DC. The headline speaker was nationally-syndicated columnist George F. Will.



In the mid-80s, William J. Angell and Jack Curtin wanted to acknowledge the best student in the classroom. They sent a football to Karen McFarland, now Karen Mummert, after she returned to the office. Acknowledging the performance of the best student in each class became tradition. Today each student is asked to vote on who among the classmates is the most outstanding pupil (MOP). He or she is then awarded a foam rubber football signed by all of the students and faculty in that class.



In 1998, NASBP held its Annual Meeting in Puerto Rico, and attendees enjoyed the beautiful amenities and sites that were home to Region 12 members.

J. Martin Huber led NASBP in a number of positions for nearly 25 years. He first served as Associate Director working with the Surety School in 1974. He was later promoted to Executive Director and retired as Executive Vice President in 1998.



1998

J. Martin Huber Retires

Derrell C. Dodson of Dallas, Texas served as President and the Annual Meeting was held in early April in Rio Grande, Puerto Rico at the Westin Rio Mar Beach Resort.

During his term in office, President Dodson spearheaded association initiatives to establish a Surety Claims Officials Registry for surety company affiliates; to develop a “user-friendly” form to attach to bonds on the surety claims process; and to collect and disseminate surety claims success case histories.

Bob Reynolds of the member firm of Franey, Parr & Associates, Inc. testified before the Senate Small Business Committee on the difficulty of some smaller home health agencies qualifying for bonding because of the Health Care Financing Administration rules that restricted such firms from making a profit on Medicare/Medicaid services.

NASBP urged the Office of Federal Procurement Policy to amend the Federal Acquisition Regulation (FAR) to require that the penal amount of the payment bond equal the penal amount of the performance bond under the Miller Act. It was argued that a FAR change would be the most efficient way to bring equity in payment and performance bonds.

NASBP EVP J. Martin Huber retired after serving since 1974; association executive Richard A. Foss was named Huber's successor.

1999

Miller Act Amended

Robert A. Saul of Kingston, Pennsylvania was President, and the Annual Meeting was in late May at the Pan Pacific Hotel and Waterfront Center Hotel in Vancouver, British Columbia, Canada.

NASBP joined the Coalition to Modernize the Miller Act to support federal legislation to update the Miller Act, particularly with respect to payment protections for subcontractors. US Representative Carolyn Maloney (D-NY) introduced H.R. 1219, “Construction Industry Payment Protection Act of 1999,” to amend the Miller Act to equalize the penal amounts of the performance and payment bonds, to require that the contractor be notified by any means that provides written third-party verification of delivery, and to prohibit advance waiver of payment bond rights before commencing work. Congress passed H.R. 1219, which was signed into law.

In late June, President Donald B. Martin addressed a letter to the editor of *Engineering News-Record* in response to an article profiling subcontractor default insurance. President Martin wrote that the “National Association of Surety Bond Producers (NASBP) wants contractors and owners to be aware that subcontractor default insurance policies described in ‘Subcontractor Default Policies Substituted for Surety Bonds’ (*ENR* 6/14, p.19) do not offer the same level of protection provided by traditional performance and payment surety bonds.” In mid-October, the Board of Directors passed a written resolution positing the superiority of surety bonds over default insurance products.

In view of the growing trend of design-build project delivery, NASBP offered membership access to the Contractors Plus Program, a professional liability coverage program for contractors.



In 1992, NASBP celebrated its 50th year. A number of commemorative materials were produced to include a logo, brochures, programs, brass letter opener, coffee mugs, and other items. The theme for the milestone year was "The Best Is Yet To Come."

"In 1992, NASBP celebrated its 50th Anniversary at the Hyatt Regency Grand Cypress in Orlando, Florida. We honored the past presidents as many of their pictures hung from the ceilings for all to see. The challenges at that time were to promote surety industry profitability, provide surety industry support for the changing construction industry and offer education to NASBP members to better the industry — the same challenges we face today. The 75 years of successful history of NASBP, which we will celebrate in Boca Raton, is something of which we can all be proud. May the dedication and involvement for our members continue to make NASBP an asset to and a force for our industry."

– CHARLES H. FLECK, 50TH ANNIVERSARY PRESIDENT (commenting on the 75th Anniversary)



2002

With the opening of the new millenium, NASBP provided the membership with new materials to communicate the value of surety bonds, showed its support to families of victims of the 9/11 terrorist attacks, and elected its first woman President.



2000

With Donald B. Martin of Greeley, Colorado presiding as President, NASBP held its Annual Meeting in early April at The Breakers in Palm Beach, Florida. The theme was “Y2K and Beyond: Challenges and Opportunities in the New Millennium.”

NASBP's *Pipeline* newsletter got a refreshed look to start the year.

Susan L. McGreevy, an attorney with the Kansas City law firm of Husch & Eppenberger LLC, was named NASBP's General Counsel, replacing Andrew J. Ruck, an attorney with the Philadelphia law firm of Duane, Morris and Heckscher, who retired at the end of 1999 after serving as NASBP's General Counsel for 13 years.

NASBP government relations staff offered online legislative bill tracking.

The inaugural Automation & Technology Exposition occurred at the Annual Meeting at The Breakers in Palm Beach, Florida. Dr. William J. Bennett, former Secretary of Education, was the headline speaker at the meeting.

2001

Supporting 9/11 Families

James C. Pateidl of Kansas City, Missouri was President. The Annual Meeting was held in early May at The Broadmoor in Colorado Springs, Colorado.

NASBP, SAA, and AGC issued a “Joint Policy Statement on Electronic Execution, Bidding and Filing of Bonds in the Public Sector” asserting the need for open, non-proprietary systems for electronic bidding and bonding.

NASBP initiated research and a public relations campaign, which included the creation of a new logo, tag line, brochure about NASBP producers, and a master marketing kit for its members. The campaign in part

resulted from a report of the NASBP Working Group on Alternative Products to the Board of Directors, which also encouraged NASBP to create a network of proactive members to undertake an information program targeting key external audiences.

NASBP continued its successful efforts to ensure passage of anti-directed surety legislation in the various states. Among the victories was passage of anti-directed suretyship laws in Mississippi, Arkansas, Florida, and Texas produced through local member grassroots efforts.

NASBP conducted a special campaign to collect donations for “The New York Times 9/11 Neediest Fund” to support charities administering to the families of victims of the attack on September 11.

On October 5, President David H. Skillings sent a letter to Angela Styles, Administrator, Office of Federal Procurement Policy, requesting that the Federal Acquisition Regulations be amended to clarify the requirements on the execution of bid bonds and accompanying powers of attorney. NASBP endorsed the suggestions presented by SAA and AGC.

2002

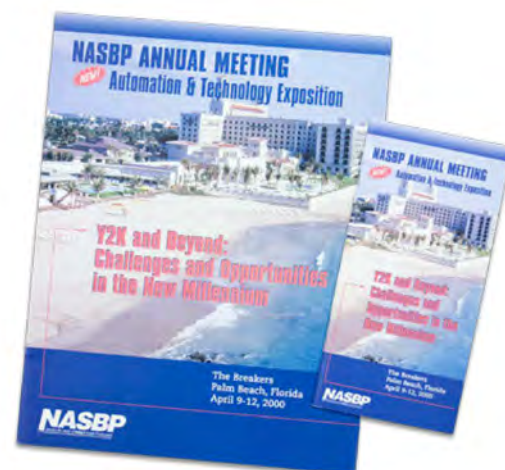
Promoting Producers

David H. Skillings of South Freeport, Maine served as President. NASBP held its Annual Meeting in early May at The Homestead in Hot Springs, Virginia.

Continuing with its public relations campaign, NASBP further undertook an “identity” program to promote its members as the “go-to people” for surety bonds and services. NASBP developed color advertisements for national ad placement in construction industry trade publications, such as *ENR*, *Building Profits* and *Constructor*, and elsewhere.



NASBP's popular *Pipeline* newsletter received a refreshed look and format to start off the new millenium. The update lasted until 2002, when it was made available electronically.



2000 marked the inaugural year of the Automation & Technology Exposition at the Annual Meeting in Palm Beach, Florida. The Expo highlighted a variety of new technological tools and services available to surety professionals.



On September 11, 2001, the United States was attacked by terrorists killing nearly 3,000 people and causing at least \$10 billion in property and infrastructure damage.¹ NASBP updated its website to honor the thousands of lives lost and conducted a campaign to collect donations for "The New York Times 9/11 Neediest Fund."

¹ Institute for the Analysis of Global Security, www.iags.org/costof911.html



NASBP adopted a new text-only logo in early 2000, which lasted for two years and was replaced with a new logo that included a graphic symbol.



From left: Matt Cashion, James Pateidl, David Skillings, and Brian Driscoll all served as NASBP President in the early 2000s.

The *Pipeline* newsletter moved to electronic-only distribution.

NASBP participated in a legislative campaign to pass anti-directed suretyship laws throughout the country. More than 30 states enacted such statutes including Ohio, Utah, and South Dakota.

Toxic mold was a critical risk management issue of focus among the associations in the construction and surety industries.

On November 26, President George Bush signed the "Terrorism Risk Insurance Act of 2002," which established the federal government as the backup insurer for future instances of catastrophic losses resulting from acts of terrorism. TRIA included surety among its coverage.

2003

Brian R. Driscoll of Massachusetts was President. NASBP held its Annual Meeting & Expo in mid-April at the La Quinta Resort & Club in La Quinta, California.

Electronic reverse auction bidding was a new issue for the construction industry; NASBP formed a subcommittee to review the practice and to formulate a position, which resulted in the production of a white paper.

On June 3, representatives from NASBP, AGC, SAA, and AIA met with Angela Styles, Administrator, Office of Federal Procurement Policy, Office of Management and Budget, to discuss the issue of "wet" powers of attorney accompanying bid bonds on federal construction contracts and to seek further clarification in federal rules regarding such powers. In September, Administrator Styles referred the matter to the attention of the Federal Acquisition Regulatory Council.

North Carolina became the 37th state to enact an anti-directed surety prohibition statute.

On September 30, the US District Court for the Northern District of Florida ruled that Florida's statutes requiring non-resident insurance agents to have a resident agent countersign any insurance policies was unconstitutional. The Florida federal court decision was the latest court decision in a trend of decisions to establish the unconstitutional nature of resident agent countersignature laws.

2004

Getting Back To Basics

Matthew K. Cashion, Jr. of Little Rock, Arkansas served as President. NASBP held its Annual Meeting & Expo in late April at the Marco Island Marriott Resort Golf Club & Spa in Marco Island, Florida.

Together with AGC and the American Bar Association, NASBP participated in a series of educational programs called "Back to Basics: Contract Surety Bond Claims." These programs were held in Hartford, Chicago, and Seattle.

With the assistance of NASBP and SAA, AGC's Surety Bonding Committee completed work on a new publication, entitled "An Overview of the Contract Surety Bond Claims Process," to provide basic information on and expectations about a contract surety bond claim. Printed copies were made available from the Surety Information Office.

At the Annual Meeting in Marco Island, the NASBP Board of Directors voted unanimously to endorse the Certified Construction Financial Professional designation that the Construction Financial Management Association recently created.

On August 23, the *Federal Register* published the proposed FAR rule regarding powers of attorney. The proposed rule allowed

an original or photocopy or facsimile of an original power of attorney to be sufficient evidence of authority to bind the surety. NASBP, SAA, AGC, and AIA filed joint comments on the proposed rule.

SIO released a new compact disc, "Surety Bonds: A Guide for Public Construction," on the value of surety bonds to public owners.

2005

Fighting Bonding Challenges

Craig E. Hansen of Des Moines, Iowa was President and the Annual Meeting & Expo was held in early April at the Manchester Grand Hyatt in San Diego, California.

NASBP worked with accounting firm Grant Thornton LLP to produce a *2005 Surety Credit Survey for Construction Contractors* from the bond producer's perspective of the surety marketplace. Over 300 NASBP members participated in the survey. The survey found "a tight market with strict underwriting criteria and higher premiums."

Consulting firm MarshBerry provided the results of a benchmarking survey at the Annual Meeting and combined the results with a perpetuation survey conducted during the summer for presentation at the regional meetings in Vail, Las Vegas, and Baltimore.

Legislative efforts centered on fighting bond threshold increase legislation in Kentucky, Oklahoma, and Oregon and bond waiver legislation in Maryland and Washington. NASBP developed grassroots talking points called *Reasons Against Increasing Bond Thresholds or Waiving Bonds*.

Court actions to challenge resident agent countersignature statutes continued with the US District Court in Puerto Rico declaring Puerto Rico's statute unconstitutional. Puerto Rico joined Florida, Nevada, and West Virginia as

jurisdictions in which resident agent countersignature statutes were deemed unconstitutional by federal courts.

2006

EVP Foss Boosts Industry Relations

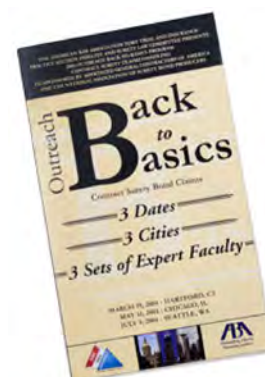
Edward J. Heine of Missoula, Montana served as President. NASBP held its Annual Meeting & Expo in early May at Disney's Grand Floridian Resort & Spa in Lake Buena Vista, Florida.

In February, NASBP hired its first in-house General Counsel, Mark McCallum, formerly Senior Counsel and Executive Director, Programs and Industry Relations, at the Associated General Contractors of America.

After the Annual Meeting, President Steve Cory instituted a new volunteer group within NASBP, the 5-15 Leadership Circle, to mentor young producers for career success and for the assumption of leadership roles in the association.

On May 2, the Maryland Governor signed into law House Bill 169, which, among other things, amended existing procurement statutes to permit contracting officers to accept bid, payment, and performance bonds issued by individual sureties. NASBP, SAA, and others provided testimony opposing the bill and fought its passage, but legislator indifference combined with a perception that corporate sureties did not cater to small and minority contractors created an environment ensuring that the bill would be enacted. The new law contained a sunset provision.

EVP Richard Foss signed formal agreements with the American Subcontractors Association and the Associated Specialty Contractors, Inc. to work on risk and surety matters of mutual interest impacting the subcontractor and specialty contractor communities.



In 2004, under the leadership of President Matt Cashion, together with AGC and the American Bar Association, NASBP participated in a series of educational programs in the cities of Hartford, Chicago, and Seattle.



Throughout the years, print materials have served to provide basic information on surety bonds and their importance to construction projects and other valuable programs offered to contractors. Though much of the information has become available electronically, printed forms are still made widely available.



The Surety Information Office (SIO) released a number of helpful materials, including VHS-video cassettes, to educate those seeking to build on the importance of bonds and the financial security offered by having them in place. Videos proved to be engaging and were supplemented with a variety of printed materials.



In 2007, NASBP President Stephen L. Cory created the President's Award to recognize individuals who perform outstanding service contributions to the association. The first award was given to John "Jack" J. Curtin, Jr. for his many contributions, including his service as a long-time instructor at the Surety School. When John "Jack" J. Curtin, Jr. passed away in September of 2008, the award was named in his honor.



In 2007, NASBP joined ConsensusDocs, a coalition of more than 20 construction associations created to promulgate balanced standardized construction industry contracts through a collaborative, consensus-driven development process. As of early 2017, the coalition had grown to 40 associations.



Sarah Finn (left) of Denver, Colorado became NASBP's first woman President, leading the association from 2007–2008. She immediately followed President Stephen L. Cory (right).

US SBA Associate Administrator Frank Lalumiere of the Office of Surety Guarantees convened a meeting of representatives from NASBP and SAA for the purpose of reenergizing participation in the Surety Bond Guarantee Program.

2007

President's Award Created

Stephen L. Cory of Metairie, Louisiana served as President, and the Annual Meeting & Expo was held in late April at the JW Marriott Desert Ridge Resort & Spa in Phoenix, Arizona.

NASBP launched a new website and advocacy e-newsletter, *Focal Point*, which provided members with short summaries of legislative and regulatory developments during the federal and state legislative seasons.

Grant Thornton LLP released results of a *2007 Surety Credit Survey for Construction Contractors: the Bond Producer's Perspective*, which depicted a surety marketplace that was stabilizing and improving from record losses experienced earlier in the first half of the decade.

President Cory created the President's Award to recognize individuals who perform outstanding service contributions to the association. President Cory awarded the first President's Award to John "Jack" J. Curtin, Jr. for his many contributions to NASBP, including his service as a long-time instructor at the NASBP Surety School.

NASBP furnished members with the "Producer Tool Kit," which included process forms, such as the Service/Supply Contractor Questionnaire and the Status Inquiry Form, to assist producers in the gathering of client information.

NASBP members elected the first woman President, Sarah Finn, National Surety Vice President of IMA

of Colorado, Inc. in Denver, Colorado.

NASBP joined ConsensusDocs, a coalition of more than 20 construction associations created to promulgate balanced standardized construction industry contracts through a collaborative, consensus-driven development process. ConsensusDocs released its first comprehensive set of forms on September 28.

2008

First Woman President

Sarah M. Finn of Denver, Colorado was NASBP's President. The Annual Meeting & Expo was held in mid-April at the Loews Miami Beach Hotel in Miami, Florida.

Surety adverse judicial decisions in Virginia, Florida, and Maryland construing the AIA Document A312 payment bond form spurred NASBP to engage the AIA in an in-person dialogue in February to expedite the revision of the bond form and to ameliorate surety industry concerns. The dialogue prompted AIA to issue interim revisions to the A312 payment bond.

President Sarah Finn presented the Bruce T. Wallace Award to John L. Hannum, former Executive Vice President for ICW Group, at the Annual Meeting.

In April, the United States Court of Appeals for the Ninth Circuit issued a written opinion affirming the federal trial court's determination that Nevada's countersignature statute, Nevada Revised Statute Section 680A.300, was unconstitutional.

In August, the United States Court of Federal Claims issued a decision, *Tip Top Construction, Inc. v. United States*, which examined the federal regulations governing individual surety assets in the context of a post-award protest.

AGC and NASBP reached

agreement on a ConsensusDocs bond form license, allowing NASBP members to download and to use the ConsensusDocs suite of bond forms on a no-fee basis.

Long-time NASBP activist, Past President, and Bruce T. Wallace Award recipient John “Jack” J. Curtin, Jr. passed away on September 20. The NASBP President’s Award subsequently was named in his honor.

2009

Modernized Governance

William F. Maroney of Lake Success, New York served as President. The Annual Meeting was held in late April at the La Quinta Resort & Spa in Palm Springs, California.

NASBP was invited in March to participate in the formal revision process of AIA’s bid bond, AIA Document A310, and its performance and payment bonds, AIA Document A312.

Along with SFAA and the American Insurance Association, NASBP worked feverishly to include reforms to the US SBA Bond Guarantee Program in the federal economic stimulus package. The reforms included raising the contract cap from \$2 million to \$5 million, and, in some cases, \$10 million and in vesting the SBA Administrator with discretion to assume program liabilities.

At the Annual Meeting, President Maroney awarded the John “Jack” J. Curtin, Jr. President’s Award to Matthew Cashion, Jr., Secretary and Treasurer of The Cashion Company, Inc. in Little Rock, Arkansas, and to Howard Cowan, President of Howard Cowan Bond Agency, Inc. of Lubbock, Texas for their outstanding contributions to NASBP.

Richard A. Foss, Executive Vice President of NASBP, announced his departure from NASBP, after serving as the chief staff executive since 1998.

NASBP undertook modernization of its governance structure, specifically its Bylaws and Code of Professional Standards. Among the changes, the Bylaws were amended to vest authority in the Board of Directors for future Bylaw amendments. The Code of Professional Standards likewise was reviewed and modernized as an aspirational code, titled The Code of Ethics.

President Todd Loehnert announced that NASBP’s in-house General Counsel, Mark McCallum, would assume the role of Chief Executive Officer of the association, effective November 1.

In September, NASBP hosted a federal Legislative Fly-in and orientation meeting. US Representative Yvette Clarke (D-NY), US Representative Elijah Cummings (D-MD), and US SBA Administrator Karen Mills were featured speakers at the event.



In the 2000s, NASBP vigorously opposed state and federal measures to permit use of individual sureties without appropriate protections in place. In the next decade, at the invitation of US House of Representative Richard Hanna (R-NY 22nd), who was Chair of the Small Business Subcommittee of Contracting and Workforce of the US House Small Business Committee, NASBP CEO Mark McCallum offered testimony on the challenges posed by individual surety bond fraud problems and on support of the US Small Business Administration Bond Guarantee Program.



William “Bill” F. Maroney, Chair of the NASBP Government Affairs Committee, and NASBP President Charles H. Fleck attended the NASBP Legislative Fly-in in mid-May 1991, in Washington, DC. Bill Maroney later served as NASBP’s President in 2009.



“I’m NOT Bill Maroney!”
When taking office, NASBP’s Presidents always understood that a healthy sense of humor was a prerequisite of good leadership.

2012

NASBP continued its voice with AIA, launched new communications, successfully pushed for enactment of reforms to federal individual surety asset rules, and celebrated 75 years of success as an organization.



2010

NASBP Helps Frame Revised AIA Bonds

Todd P. Loehnert of Louisville, Kentucky served as President, and the Annual Meeting was held at the end of April at the Westin La Cantera Resort in San Antonio, Texas. William R. Berkley, founder of the Fortune 500 property-casualty insurance holding company, W. R. Berkley Corporation, was the featured speaker. President Loehnert posthumously honored A.C. "Ace" Tinch with the Bruce T. Wallace Award and awarded the John "Jack" J. Curtin, Jr. President's Award to devoted NASBP staffer, Koula Korson.

Under the leadership of President J. Spencer Miller, the American Institute of Architects issued revised versions of AIA Document A310 and AIA Document A312, after incorporating feedback received from NASBP, SFAA, and others. NASBP then conducted a Virtual Seminar to educate membership on new bond forms.

In July, NASBP launched its weekly e-newsletter, *NASBP SmartBrief*, with links to articles on the surety and construction industries.

NASBP formed the Small and Emerging Business Committee to focus on the bonding of small and disadvantaged construction businesses.

NASBP joined the Construction Financial Management Association in studying how proposed changes to the Financial Accounting Standards Board revenue recognition standard would impact surety underwriting and client financial data presentation.

The federal government raised the threshold for all payment and performance bonds when agencies acquire federal construction contracts from \$100,000 to \$150,000 despite NASBP opposition and comments stating that a CPI increase to the Miller Act would put subcontractors,

suppliers, and taxpayers at risk, and, because of its protective purpose, the Miller Act threshold should not be subject to adjustments for inflation. In the following years, NASBP continued to seek to introduce legislation to exempt the Miller Act threshold from being indexed for inflation.

2011

Opposing Individual Surety Expansion

With J. Spencer Miller of Chicago, Illinois presiding as NASBP President, the Annual Meeting & Expo was held in mid-May at The Broadmoor in Colorado Springs, Colorado.

Recently retired Carl Newman received the John "Jack" J. Curtin, Jr. President's Award.

NASBP's Commercial Surety Committee completed the first online, self-paced commercial surety course to provide surety professionals with a continuing education credit approved overview of the commercial surety segment.

Green building requirements associated with the contractor's performance continued as a risk topic to the surety industry. NASBP and SFAA issued a white paper to educate construction owners and others.

NASBP vigorously fought and defeated Maryland bills, S.B. 782 and H.B. 1071, which would have expanded the MD individual surety law beyond public contracts to private contracts.

In June, US Representatives Richard Hanna (R-NY) and Mick Mulvaney (R-SC) spoke to members at the Legislative Fly-in at the Phoenix Park Hotel in Washington, DC. After the event, NASBP persuaded Rep. Hanna to sponsor and Rep. Mulvaney to co-sponsor federal bill H.R. 3534, the Security in Bonding Act.



In July of 2010, NASBP launched its FREE weekly e-newsletter, *NASBP SmartBrief*. Though the e-newsletter design has changed, *NASBP SmartBrief* continues to bring the valuable content that matters most to members, affiliates and associates on news, people, markets, and policies impacting the surety product and the surety industry.



President Todd Loehnert (at podium) recognized NASBP Managing Director Koula Korson (center) with the President's Award for her distinguished service in 2010. When she received the award, Korson had already devoted 31 years of service to NASBP. She is NASBP's longest serving employee. Past President J. Spencer Miller (left) escorted Korson to the stage.



Past President J. Spencer Miller and President John Rindt were pleased that during the summer of 2011 the Maryland bills were defeated that would have expanded the MD individual surety law.



In 2012, Maryland Governor Martin O'Malley presented to NASBP Director of Government Relations Larry LeClair the pen used in the signing of Senate Bill 764, passing legislation that established that individual sureties writing bonds on private construction contracts without a certificate of authority are engaging in a fraudulent act, conviction of which carries stiff penalties.



NASBP President Carl E. Dohn, Jr. was the catalyst for and oversaw development of the Angell-Curtin Advanced Surety School, Level III. He is pictured here teaching students at the NASBP Surety School.



Over the past few decades, NASBP has offered a number of online courses to those wishing to increase their knowledge. Introduced in 2011, the Contract Surety Fundamentals course provides an understanding of how construction businesses are organized and managed and how this relates to their bonding program.

In September, President John Rindt presided over a joint meeting among the leadership and staff of the Associated General Contractors of America, SFAA, and NASBP, discussing issues key to each group.

2012 Legislative Campaigns Opposing Individual Surety in High Gear

John M. Rindt of El Paso, Texas served as President and the Annual Meeting & Expo was held at the end of April through early May at the JW Marriott Grande Lakes in Orlando, Florida.

The association's efforts to make personal sureties accountable gained traction. Early in the year, NASBP's CEO Mark McCallum testified before two Subcommittee hearings of the US House of Representatives in support of H.R. 3534, the Security and Bonding Act of 2012. Provisions of the bill ensured that assets pledged to back individual surety bonds on federal construction projects are real, sufficient, and placed in the custody and control of the federal government.

NASBP succeeded in convincing Maryland lawmakers to pass legislation that established that individual sureties writing bonds on private construction contracts without a certificate of authority are engaging in a fraudulent act, conviction of which carries stiff penalties.

NASBP hired a lobbyist to help blunt anti-surety views of some New Mexico public officials who wanted to eliminate bond requirements on all New Mexico state projects.

A *Pipeline* article by NASBP's outside legal counsel described how surety professionals should educate themselves about the potential legal issues of social media and conducting business online.

President Rindt awarded Paul Amstutz the John "Jack" J. Curtin, Jr. President's Award for 50 years of dedication as an underwriter and producer and a key contributor to NASBP's first online CE course, "Contract Surety Fundamentals."

NASBP officers met with Construction Financial Management Association officers and agreed to jointly comment on the Financial Accounting Standards Board revised revenue recognition proposal.

NASBP's Small and Emerging Business Committee reported that enhancements to the US SBA Surety Bond Guarantee Program, including the new "Pay.gov" and "QuickApp," improved the agency's turnaround time for bond approval.

NASBP Board of Directors voted in support of the Automation and Technology Committee's efforts to modernize the NASBP Producer Tool Kit Forms to facilitate data transference and to permit use of the Tool Kit Forms for more than just members' and affiliates' use.

CEO Mark McCallum signed a formal agreement with the Women Construction Owners & Executives, USA to provide mutual support to improve the construction industry business environment through outreach and education.

The Professional Development Committee released its second online CE course, "Contract Surety Fundamentals." NASBP organized its first "Federal Contracting Workshop," which addressed requirements to participate as a small economically and socially disadvantaged business in the 8(a) certification program.

By asking top affiliates to identify non-NASBP bond producers, the Membership Committee contacted prospective members to persuade them to join NASBP.

2013

Advanced Surety School Formed

Carl E. Dohn, Jr. of Palatine, Illinois was President, and the Annual Meeting & Expo was in late April at the Fairmont Hotel in San Francisco, California. Among the memorable moments was the President being able to stay in the historic and elaborately decorated Penthouse for a night and the formal evening event, rarely required for business meetings at the time.

Membership reached the highest since 2007. The largest number of new producer agency members joined — 41 new producer agencies. That year, 90 affiliates belonged to NASBP.

“NASBP Washington Week” was held in late June in DC combining the NASBP 8, 9, 10, & 11 Regional Meeting, the Fly-in, and Federal Construction Contracting Seminar. The Executive Director of Transportation & Infrastructure for the US Chamber of Commerce addressed the trials of the transportation bill before Congress. Because Congress was unable to agree on a new fiscal year budget, the federal government shut down from October 1 to 16.

CEO Mark McCallum testified before the US House of Representatives Small Business Committee Subcommittee on Contracting and Workforce in support of H.R. 776. H.R. 3534, the “Security in Bonding Act of 2012,” the predecessor bill to H.R. 776, the “Security in Bonding Act of 2013,” passed the US House of Representatives. Moreover, goals relating to the Surety Bond Guarantee Program of the US SBA — namely, increasing the contract maximum from \$2 million to \$5 million and vesting discretion in the program administrator to assume program liabilities — were realized when specific amendments were inserted into the

National Defense Authorization Act. They were accepted and became law.

Members and affiliates engaged in over 60 meetings with their elected officials at the Legislative Fly-in.

In June, NASBP hired Martha L. Perkins, Esq. as its in-house General Counsel.

In summer, the NASBP Professional Development Committee introduced the Angell-Curtin Advanced Surety School – Level III to address the increasingly complex challenges surety professionals face. It was named to recognize pioneering leaders, William J. Angell and John “Jack” J. Curtin, Jr., who helped shape NASBP’s educational mission.

Howard Cowan, President of Cowan-Hill Bond Agency, Inc., was appointed to serve a 3-year term as a board member of TRIP, a national transportation research non-profit.

2014

Surety Bond Quarterly Launched

Lawrence F. McMahon of San Diego, California was President, and NASBP held its Annual Meeting & Expo at the end of April at the JW Marriott San Antonio Hill Country in San Antonio, Texas.

To orient small and emerging contractors to the bonding process, NASBP launched SuretyLearn.org, a website offering an online course titled “Understanding Contract Surety Bonding: an Orientation Course for Small Contractors” and a repository of other valuable information.

In January, NASBP released “Frequently Asked Questions Bond Producers Ask About Their Role in the Bond Claims Process” for bond producers faced with inquiries from stakeholders about claims processes.

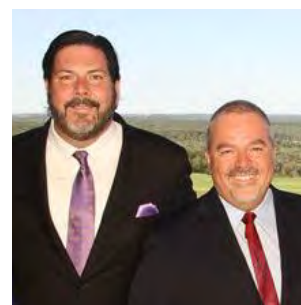
In summer, NASBP launched a complimentary magazine, *Surety Bond*



In 2013, the NASBP Professional Development Committee introduced the Angell-Curtin Advanced Surety School – Level III to address the increasingly complex challenges surety professionals face. It was named to recognize pioneering leaders, William J. Angell (right) and John “Jack” J. Curtin, Jr. (left), who helped shape NASBP’s educational mission.



In summer 2014, NASBP began offering the complimentary magazine, *Surety Bond Quarterly*, to profile the dynamic world of surety. The magazine is a highly-valued resource for those interested in surety bonding.



President Lawrence F. McMahon of San Diego (left) shown with incoming President Thomas M. Padilla at the Annual Meeting in San Antonio, Texas.



Buttons, stickers, and other marketing materials have been distributed to the membership for many years and continue to provide tremendous value. "Surety is Smart Business: We Guarantee It" magnets, created in 2016, invited conversation with clients and others about the surety product.



Engineering News-Record selected NASBP CEO Mark McCallum as a Top 25 Industry Newsmaker of 2015 for his advocacy for reform of rules regarding individual surety bonds on federal construction contracts. *ENR* Deputy Editor Richard Korman (right) attended the NASBP 2016 Annual Meeting to present McCallum the award before the NASBP membership and NASBP President Susan Hecker (left).



Helping Educate Contractors

To orient small and emerging contractors to the bonding process, NASBP launched SuretyLearn.org, a website offering an online course and repository of other valuable information in 2014. The website was redesigned in 2016 to make it even easier to navigate the path for achieving surety credit.

Quarterly, to profile the dynamic world of surety bonding. The fall issue, and subsequent fall issues, featured a Resource Directory with contact information for NASBP members, affiliates, and associates.

NASBP became a founding organization of the Construction Industry Procurement Coalition to lobby for beneficial reforms to the federal procurement environment.

Working with SFAA and ASA, NASBP compiled and released a state survey of public-private partnership authorizing statutes.

Along with AGC and SFAA, NASBP was instrumental in revising the AGC publication, "The Contract Surety Bond Claims Process," explaining the claims processes for performance and payment bonds. The revised guide was posted on NASBP websites for members and the public.

2015

Helping Veterans With PTS

Thomas M. Padilla of Albuquerque, New Mexico served as President, and the Annual Meeting & Expo was held in late April at the Manchester Grand Hyatt, San Diego, CA.

NASBP members and affiliates opened hearts and wallets to help the veteran community suffering with "PTS." Retired Navy Rear Adm. Denny Wisely, a representative of the Blue Angels Foundation, said, "This group of people at NASBP have hearts, they are all patriots, and they are all in."

US Rep. Richard Hanna (R-NY) introduced H.R. 838, the "Security in Bonding Act of 2015," which addressed assets eligible to back individual surety bonds on federal construction projects and an increase to the guarantees provided to sureties participating in the Preferred Program of the SBA

Surety Bond Guarantee Program. The bill was cosponsored by the Chairman of the House Small Business Committee, Rep. Steve Chabot (R-OH).

John Bustard of King & Neel, Inc., Director of Government Relations Larry LeClair, and NASBP CEO Mark McCallum met with US Sen. Mazie Hirono (D-HI) to secure her support for individual surety legislation which resulted in Hirono and Sen. Rob Portman (R-OH) introducing S. 1526.

Though FY 2016 National Defense Authorization Act passed both chambers of Congress, President Obama vetoed the bill over military and domestic spending issues. The NDAA was rewritten to address his concerns, but the surety provisions remained. In November, the House overwhelmingly passed FY 2016 NDAA, the Senate passed FY 2016 NDAA, and the President signed FY 2016 NDAA into law.

NASBP introduced its Attorney Advisory Council of eight construction attorneys, who contributed articles and presentations on surety, government contracts, and construction law topics to NASBP materials. Within a year, NASBP introduced the Council's counterpart, the CPA Advisory Council, which provided information on tax and other financial issues.

The Federal Construction Contracting Seminar featured a Special Agent from the Office of the Inspector General, who explained how construction clients' actions can unknowingly place them under scrutiny for fraud.

Before the Midyear Meeting and under the guidance of President Susan Hecker, NASBP offered an Executive Leadership Conference for emerging and established leaders in the industry with support of Chubb and Rick Ciullo.

NASBP reported having 98 affiliates, the largest number of surety and reinsurance companies belonging to NASBP in its history.

2016

Showcasing Young Leaders

Susan Hecker of San Francisco, California served as President and the Annual Meeting & Expo was held in mid-May at The Broadmoor in Colorado Springs, CO.

NASBP began the year in celebration of a huge win when President Obama signed the FY 2016 National Defense Authorization Act. Through the efforts of US Rep. Richard Hanna (R-NY), and Senators Rob Portman (R-OH) and Mazie Hirono (D-HI), NASBP's bipartisan bill was passed in Congress and included in the final NDAA. The bill contained NASBP's two provisions tightening controls over assets backing individual surety bonds on federal construction projects and increasing the guarantee provided to surety companies in the SBA Surety Bond Guarantee Preferred Program.

The Beavers, a national heavy-engineering construction trade association, recognized Susan Hecker, who was Executive Vice President and National Director of Contract Surety at Arthur J. Gallagher & Co. of San Francisco, for her outstanding contribution to the heavy-construction industry with the Golden Beaver Award for Service and Supply.

In April, leadership and staff attended the *ENR* Award ceremony in New York City where NASBP CEO Mark McCallum was named one of *ENR*'s Top 25 Newsmakers of 2015 for his advocacy for reform of rules regarding individual surety bonds on federal construction contracts.

The Annual Meeting showcased the NASBP 5-15 Leadership Committee,

whose members showed tremendous growth since its formation under Past President Steve Cory. President Hecker and Program Co-Chairs Chad Martin and Brian Ayres ensured that members of the 5-15 Leadership Committee had meaningful roles in all sessions at the Annual Meeting and organized opportunities for new leaders to network with their peers on the company side. Hecker challenged SFAA's Executive Committee to create a group of their own without fear that their up-and-coming "all-stars" could more easily be poached. SFAA members rose to the challenge, creating the SFAA Young Professionals Group, ensuring that new industry leaders have a networking platform.

The Legislative Fly-in had an ambiance of thanks for the work done by NASBP CEO Mark McCallum, Government Relations Director Larry LeClair, Committee Chair Kevin Garrity, and NASBP members who educated members in Congress about surety over four years on Capitol Hill and at numerous Legislative Fly-in days.

NASBP presented US Rep. Richard Hanna (R-NY) an award to acknowledge his contributions to and support of the surety and construction industries.

NASBP's magazine, *Surety Bond Quarterly*, published four articles on subcontractor default insurance (SDI) and surety bonding, conveying to industry stakeholders an honest and open discussion of the value provided by surety bonds and how it is distinguished from SDI.

Before the Midyear Meeting, President Lynne W. Cook had the association issue a stakeholder survey to contractors, subcontractors, and project owners, which served as a starting point for discussions of three task forces she created to discuss

the surety product, claims, and marketing of the surety product.

Through NASBP's partnership with ACORD and XBRL, four forms were created and added to the ACORD Surety Form Library, creating the "500-series of ACORD Surety Forms."

Nearly 160 volunteers from agencies, companies, software vendors, and other industry stakeholders were involved in the Surety Forms Working Group.

2017

The Diamond Celebration

With Lynne W. Cook of Rockville, Maryland as President, NASBP celebrated 75 years of outstanding service to bond producers and the surety industry at its late April Annual Meeting at the Boca Raton Resort and Club in Boca Raton, Florida. The meeting witnessed an enthusiastic turnout of the surety community, which heard presentations on claims handling and on the industry's future, among other topics.



In 2017, NASBP continued to develop publications tailored to owners of public and private projects to communicate the benefits and value of the surety product.

Remembering Bruce T. Wallace



Bruce Wallace (center) enjoyed spending time with members and strategic industry partners.

In early 1960, former NASBP President H. Phelps Smith and NASBP President-elect C.H. Ritter discussed the importance of building up the NASBP membership with qualified surety professionals. In order to do this, they concluded that it was time the association have a permanent and organized home, managed first by a secretary with later additions of staff.

On July 1, 1960, NASBP opened its first headquarters office at 60 John Street in New York City with a young Bruce T. Wallace at the helm, managing the association and day-to-day activities to grow the membership.

Wallace had moved with his wife and young children to New York City from

Denver, Colorado, where he had been a successful surety and insurance producer for C.H. Ritter's agency. Though the commutes were long to and from the city each day, Wallace was fully dedicated to his new role.

In 1962, the officers of the National Association of Casualty & Surety Agents (NACSA) met with NASBP's officers to discuss how they might share office space and additional staff. Each agreed that Bruce should become the chief staff executive for both associations and entered into a Joint Office Management (JOM) Agreement that lasted for 29 years — until 1991. Bruce tirelessly led both associations, serving as Executive Vice President, Secretary, and Treasurer for NASBP and Executive Vice President for NACSA.

In 1971, the leadership of NASBP and NACSA decided it was time for another relocation and moved the headquarters office to Washington, DC. The Wallace family enjoyed the new location, as Bruce was only five minutes from the new office. For nearly 30 years, both NASBP and NACSA saw tremendous growth in membership, programs, size, and stature under Bruce Wallace, until he passed away on September 29, 1989, at NACSA's Annual Conference at The Greenbrier resort in White Sulphur Springs, West Virginia.

NASBP possesses a great deal of gratitude and appreciation to Bruce T. Wallace for the dedication he demonstrated for many years to the association, its staff, the surety industry, and most of all, the growth of, and service to, the membership.

“He was a kind boss — eminently fair and understanding.

He created in us a sense of family. He cultivated and nourished within each one of us a special commitment, not only to association goals, but also to each other. He directed us in a way that capitalized on personal strengths so that each employee could build self-esteem and enhance their sense of self-worth.”

– J. MARTIN HUBER (1989)

Bruce T. Wallace Award

Established in 1990 in memory of NASBP's first Executive Vice President, who served for over 29 years, the Bruce T. Wallace Award is awarded by the Executive Committee to an individual who has distinguished himself or herself through years of exceptional service to NASBP and to the surety industry. The recipient has conducted his or her career in accordance with the highest ethical standards and demonstrated a service characterized by commitment, consistency, intensity, and impact. The award is not necessarily presented every year, but only when a candidate meeting these high standards is nominated.



A memorial plaque was presented posthumously to Bruce T. Wallace, after his passing in late 1989. The plaque honors his 29 years of service and dedication to NASBP and the surety industry.

Past award recipients include:

- 1990** Vincent J. Como, Como and Nicholson, Inc.
- 1992** John "Jack" J. Curtin, Jr., Curtin International Insurance and Bonding Agency, Inc.
- 1993** T.J. Adams, T.J. Adams Group, LLC
- 1995** George T. Holbrook, Jr., The Hartford Fidelity and Bonding
- 1995** Charles H. Fleck, HRH of Denver
- 1997** Richard S. Beck, Willis of Pennsylvania, Inc.
- 1999** William E. French, The Bottrell Insurance Agency, Inc.
- 2000** John P. Martinsen, Cobb Strecker Dunphy & Zimmermann Inc.
- 2002** Dennis D. Flatness, Welsch, Flatness & Lutz, Inc.
- 2003** George F. Thompson, Travelers Bond
- 2004** Robert A. Saul, Saul-Metcho
- 2005** Curtis B. Roberts, Mills-Roberts and Associates
- 2007** Michael C. Peters, Safeco Insurance Companies
- 2008** John L. Hannum, ICW Group
- 2010** A.C. "Ace" Tinch, Harding-Conley-Drawert-Tinch Insurance Agency, Inc.
- 2013** Matthew K. Cashion, Jr., The Cashion Company, Inc.
- 2013** Harry Crowell, Insco Dico
- 2015** Gary Dunbar, Great American
- 2016** John N. Bustard, King & Neel, Inc.



Bruce T. Wallace (right) in 1975 with outgoing NASBP President Davenport Mosby (left) and incoming NASBP President Vince Como.

John “Jack” J. Curtin, Jr. President’s Award

Chosen by the NASBP President, The John “Jack” J. Curtin, Jr. President’s Award honors an individual for his or her outstanding service contributions during the President’s term to NASBP and the surety industry. The award was first presented in 2007 to John “Jack” J. Curtin, Jr., for whom the award is named. Curtin passed away in 2008. Curtin served as NASBP President (1986–1987), faculty member of NASBP’s acclaimed William J. Angell Surety School for 30 years, and a member volunteer at all levels, including Director, Regional Vice President, and Chair of several NASBP committees.



John “Jack” J. Curtin, Jr. was a dedicated and passionate leader, volunteer, and NASBP member for many years. His enthusiasm and guidance was contagious, serving to guide many others along the way.

Past award recipients include:

- 2007** John “Jack” J. Curtin, Jr.
- 2009** Matthew K. Cashion, Jr.
- 2009** Howard Cowan
- 2010** Koula Korson
- 2011** Carl Newman
- 2012** Paul Amstutz
- 2013** James Lareau
- 2013** Ralph Pulver
- 2014** J. Spencer Miller
- 2014** William F. Maroney
- 2015** Todd Loehnert
- 2016** Brian Ayres
- 2016** Chad Martin



The John “Jack” J. Curtin, Jr. President’s Award was first presented in 2007 to John “Jack” J. Curtin, Jr. Today, recipients receive a personally inscribed, framed certificate and a commemorative silver coin recognizing his or her outstanding service.

Sponsors

NASBP thanks these Sponsors of the 2017 Annual Meeting and the 75th Anniversary Celebration:

AIG Surety

Amtrust Surety

Arch Insurance Group

Argo Surety

Berkley Surety Group

Boston Indemnity Group

CapSpecialty

CCI Surety, Inc

Chubb

CICPAC

CliftonLarsonAllen LLP

CNA Surety

Crowe Horwath LLP

Employers Mutual Casualty Company

e-Surety

Great American Insurance Company

Guarantee Company of North America USA

HCC Surety Group

Horne LLP

Hudson Insurance Group

International Fidelity Insurance Co.

Lexon Surety Group

Liberty Mutual Surety

Merchants Bonding Company

National American Insurance Company

Nationwide Surety

Old Republic Surety Company

OneBeacon Surety Group

Philadelphia Insurance Companies

QBE Surety

RLI Insurance Company

SureTec Insurance Company

The Cincinnati Insurance Company

The Hanover Insurance Company

The Hartford

Travelers Bond & Specialty Insurance

United Fire & Casualty Co.

Wells Fargo Insurance Services

Westfield Group

Zurich Surety

Supporting Firms

NASBP thanks these Supporters of the 75th Anniversary Celebration:

Alliant Insurance Services, Inc.
San Diego, CA

Anchor Insurance & Surety, Inc.
Portland, OR

Arthur J. Gallagher & Co.

BKD CPAs & Advisors
Kansas City, MO

Blaise Group NY, LLC
Mt. Vernon, NY

Bond Pro, LLC

Bond Services of California, LLC

Bonds Southeast, Inc.
Nashville, TN

CohnReznick LLP

Acrisure, LLC dba Cowan-Hill Bond Agency
Lubbock, TX

Crum & Forster
Morristown, NJ

Delmarva Surety Associates, Inc.

Dohn & Maher Associates
Palatine, Illinois

E.F. Alvarez & Company-CPAs and Business Advisors
Miami, FL

Early, Cassidy & Schilling, LLC

Frontier Bonding Service, LLC
Seattle, WA

HUB International Insurance Services
Chicago, IL

IMA, Inc.

Insurance Associates, Inc.
Rockville, Maryland

Integrity Surety
Seattle, WA

L A Surety Solutions LLC

Lockton Companies, LLC

M.B. McGowan & Associates Insurance Agency, Inc.

Marsh & McLennan Agency – Florida Region

Moreton & Company
Salt Lake City, UT

Navigators Management Company, Inc.

Newton Bonding
Stillwater, MN

PayneWest Insurance, Inc.

Roanoke Insurance Group Inc.
Schaumburg, IL

Rosenberg & Parker of Canada, Inc.
Toronto, Ontario, Canada

Schwartz Brothers Insurance Agency, Inc.
Chicago, Illinois

Simkiss & Block

Skillings Shaw & Associates, Inc.

Surre, Goldberg & Henry Associates
Plainview, NY

The Cashion Company, Inc.
Little Rock, AR

The Graham Company

Tucker Agency
Fort Worth, TX

Western Surety Company
Regina, Saskatchewan, Canada

Woodruff-Sawyer & Co.

NASBP Leadership and Staff

NASBP Chief Staff Executives — Past to Present



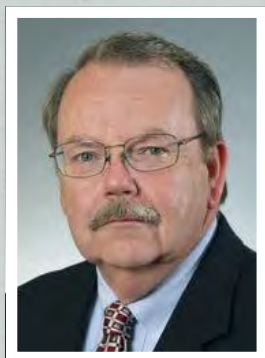
1960–1989

Bruce T. Wallace
Served 1960–1989



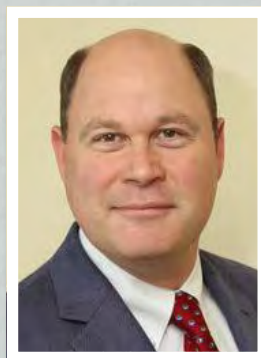
1990–1998

J. Martin Huber
Served 1990–1998



1998–2009

Richard A. Foss
Served 1998–2009



2009–Present

Mark H. McCallum
Served 2009–Present

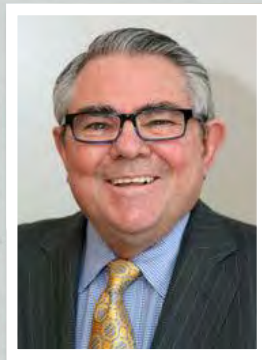
NASBP Leadership and Staff

NASBP Executive Committee 2016–2017



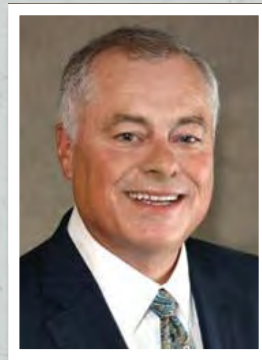
Lynne W. Cook
President

Early, Cassidy & Schilling, LLC
Rockville, MD



Howard Cowan
First Vice President

Acrisure, LLC dba Cowan-Hill
Bond Agency, Inc.
Lubbock, TX



Robert E. Shaw
Second Vice President

Skillings Shaw & Associates, Inc.
Lewistown, ME



John N. Bustard
Third Vice President

King & Neel, Inc.
Honolulu, HI



Susan Hecker
Immediate Past President

Arthur J. Gallagher & Co.
San Francisco, CA



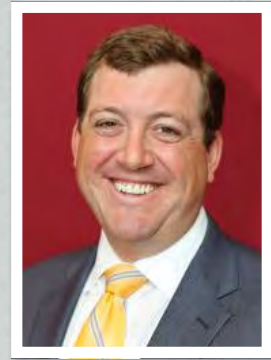
Christian Downey
Ex Officio Representing
Regional Directors

Downey and Company
Albuquerque, NM



Mark M. Munekawa
Ex Officio Representing
Directors-At-Large

Woodruff-Sawyer & Co.
San Francisco, CA



Chad Martin
Ex Officio Representing
5-15 Leadership Committee

TIS Insurance Services, Inc.
Knoxville, TN

NASBP Leadership and Staff

NASBP Directors-At-Large

Brian Ayres

L A Surety Solutions, LLC
Louisville, KY

Dedi Belis

Marsh & McLennan Agency – Florida Region
Palm Beach Gardens, FL

Erle Benton

TRUSS
Overland Park, KS

Zach Mendelson

Wells Fargo Insurance Services USA, Inc.
Pittsburgh, PA

Toby Miclette

Bowen Miclette & Britt Insurance Agency, LLC
Houston, TX

Mark M. Munekawa

Woodruff-Sawyer & Co.
San Francisco, CA

Nicholas L. Newton

Newton Surety Services, LLC dba Newton Bonding
Stillwater, MN

Maureen O'Connell

Arthur J. Gallagher & Co.
San Francisco, CA

Emilio Saldana

Marsh-Saldana
San Juan, PR

Jennifer Salm

Marsh & McLennan Agency, LLC
Dayton, OH

Warren R. Withrow

CoWest Insurance Associates, LLC
Denver, CO

Eric Zimmerman

Propel Insurance
Seattle, WA

NASBP Regional Directors

Region 1: Alaska, Idaho, Montana, Oregon, Washington,
British Columbia, Alberta, Saskatchewan

Guy Armfield

Parker Smith Feek
Bellevue, WA

Region 2: Arizona, California, Hawaii, Nevada, Mexico, Guam

Michael D. Specht

Minard-Ames Insurance Services, LLC
Phoenix, AZ

Region 3: Colorado, New Mexico, Utah, Wyoming

Christian Downey

Downey and Company
Albuquerque, NM

Region 4: Kansas, Missouri, Nebraska

Gregory Morin

Lockton Companies, LLC
Kansas City, MO

Region 5: Iowa, Minnesota, North Dakota, South Dakota

Brian M. Deimerly

Holmes Murphy and Associates, LLC
West Des Moines, IA

Region 6: Arkansas, Louisiana, Oklahoma, Texas

Jill K. Tucker

Cory, Tucker & Larrowe, Inc.
Metairie, LA

Region 7: Illinois, Indiana, Michigan, Ohio, Wisconsin

Jenni Waggoner

M.J. Schuetz Insurance Services, Inc.
Indianapolis, IN

Region 8: Alabama, Florida, Georgia, Kentucky,
Mississippi, Tennessee

Chad Martin

TIS Insurance Services, Inc.
Knoxville, TN

NASBP Leadership and Staff

NASBP Regional Directors

(continued)

Region 9: District of Columbia, Maryland, North Carolina, South Carolina, Virginia, West Virginia

Joshua Etemadi

Construction Bonds, Inc. a Division of Murray Securus
Herndon, VA

Region 10: Delaware, New Jersey, New York, Pennsylvania, Ontario, United Kingdom

Novica Prekpala

Blaise Group NY, LLC
Mt. Vernon, NY

Region 11: Connecticut, Maine, Massachusetts, New Hampshire, Vermont, Rhode Island, Quebec

Mark E. Kerin

The Kerin Agency, Inc.
Newington, CT

Region 12: Puerto Rico, South America

Jose Milan

Carrion, Laffitte & Casellas, Inc./ Hub International CLC
Hato Rey, PR

NASBP Committee Chairs

Bradley S. Babcock

Industry Relations Committee
Babcock Solutions, LLC
Cedarburg, WI

Dedi Belis

Professional Development Committee
Marsh & McLennan Agency – Florida Region
Palm Beach Gardens, FL

Matthew K. Cashion, Jr.

Annual Meeting Program Co-Chair
The Cashion Company, Inc.
Little Rock, AR

Lynne W. Cook

Governance Committee
Early, Cassidy & Schilling, LLC
Rockville, MD

Robert M. Coon

Automation and Technology Committee
Scott Insurance
Greensboro, NC

Howard Cowan

Surety Information Office Policy Board
Acrisure, LLC dba Cowan-Hill Bond Agency
Lubbock, TX

Monica F. Donatelli

5-15 Leadership Committee
IMA, Inc.
Overland Park, KS

Corban Enns

Commercial Surety Committee
Surety Solutions, LLC
Salem, OR

Kevin J. Garrity

Government Relations Committee
Rose & Kiernan, Inc.
East Greenbush, NY

NASBP Leadership and Staff

NASBP Committee Chairs

(continued)

Jason Gusso

Finance Committee
Gusso Surety Bonds, Inc.
Sioux Falls, SD

Susan Hecker

Nominating Committee
Arthur J. Gallagher & Co.
San Francisco, CA

J. Spencer Miller

Annual Meeting Program Co-Chair
NFP Property and Casualty Services, Inc.
Chicago, IL

Mark M. Munekawa

Ethics Committee
Woodruff-Sawyer & Co.
San Francisco, CA

Nicholas L. Newton

Membership Committee
Newton Surety Services, LLC dba Newton Bonding
Stillwater, MN

Thomas M. Padilla

Annual Meeting Site Selection
HUB International Services, Inc. of Albuquerque, NM
Albuquerque, NM

Arnaldo Soto, Jr.

Small & Emerging Business Committee
Carrion, Laffitte & Casellas, Inc./HUB International CLC
Hato Rey, PR

Shelia E. Thompson

International Committee
Rosenberg & Parker of Canada, Inc.
Toronto, ON

NASBP Staff

Dasha Y. Brock

Manager, Membership Services

Shannon Crawford

Assistant Director, Government Relations

David Golden

Director, Technology

Danielle Hard

Assistant Director, Professional Development

Kathy M. Hoffman

Director, Communications

Koula Korson

Managing Director, Operations,
Finance & Membership Services

Lawrence E. LeClair

Director, Government Relations

Mark H. McCallum

Chief Executive Officer

Martha L. Perkins

General Counsel

Michele Thomas

Administrative Coordinator

“History cannot give us a program for the future, but it can give us a fuller understanding of ourselves, and our common humanity, so that we can better face the future.”

Robert Penn Warren

Pulitzer Prize-winning novelist and poet, author of *All the King's Men*,
and first poet laureate of the United States





NASBP
Diamond
Anniversary
Celebrating
75 Years

www.nasbp.org