

Winter 2010

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Welcome!

The LSA Communiqué is a quarterly electronic newsletter for [local surety associations](#). Please forward this newsletter to your members, so they are aware of SIO publications and industry information of interest to them. If you have comments, suggestions or LSA news to report, please contact [Marc Ramsey](#).

Awards Call for Entries

February 4, 2011, is the deadline for LSAs and SFAA and NASBP members to submit nominations for the SIO Awards for Excellence in Surety Bond Promotion and the Tiger Trust. Judging will take place in early March, and awards and Tiger Trust plaques will be presented at the annual meetings of The Surety & Fidelity Association of America (SFAA) and National Association of Surety Bond Producers (NASBP) in the spring.



All entries must be submitted via the online [nomination forms](#) available on the SIO awards website.

It is particularly important this year for LSAs and SFAA and NASBP members to review the criteria and rules for the awards, as the [SIO Policy Board](#) recently updated this information to provide clarity and better understanding about the types of promotional activities considered eligible for these awards. Examples of such promotional activities are provided to serve as a guide for LSAs. Furthermore, the Policy Board has established a new "Advocacy Award" for LSAs that conduct significant activities advocating for suretyship, other than public relations or educational, such as fighting legislative efforts to waive bonds or increase bond thresholds, or advocating for reasonable bond forms.

For complete details about the SIO awards and Tiger Trust, visit the [SIO awards website](#).

Update Your LSA Officers Roster

Now that most LSAs have had their elections, it is time again to update your LSA officers roster, so visitors to the SIO website can find the most up-to-date contact information. Please visit the [LSA Directory](#), select your LSA from the drop-down menu and review the roster of officers for your LSA.

Then, please submit updated contact information for your officers via email to [Marc Ramsey](#) by **December 31, 2010**. If your LSA holds elections after this deadline, please let us know when we should expect to receive your update.

It is important to maintain up-to-date contact information for your officers, because hundreds of visitors to the SIO website access this directory throughout the year looking for local contacts for their surety questions or concerns.

Surety Section Published in *Construction Executive*

Construction Executive published SIO's annual Surety Section in the magazine's November 2010 edition. Reprints now are available to order and download via the [online SIO store](#).



The Surety Section contains a variety of articles including the 2010 surety market, Executive Insights, managing credit in the down cycle, public-private partnerships, contractor survivor profiles, the FASB proposal and its effect on contractors' financial statements, producers' advice to small contractors, legislation affecting contractors and the U.S. DOT Bonding Education Program based on the SFAA Model Contractor Development Program.

The Surety Section is an important product for the surety industry, because it reaches more than 117,000 construction business owners and top financial management readers with key messages supported by the surety industry.

Please send comments and suggestions to [Marc Ramsey](#).

Carradine Presents to Surety Association of South Texas

SFAA Development and Diversity Consultant [Sam Carradine](#) was a guest speaker at the [Surety Association of South Texas](#) luncheon in November in Austin, TX. Carradine provided an update on the status of the surety industry and focused on such areas as the current economic and political environment, legislative issues and challenges, public owner behavior and the impact of the current economic situation on the construction industry. He also provided an overview of SFAA's Model Contractor Development Program and the U.S. DOT Bonding Education Program. SureTec Financial Corp. sponsored the luncheon.



Pictured, from left: SureTec Underwriters Lindey Jennings, Amanda Harvey and Bob Cave; Carradine; SureTec Underwriters Paul Robinson and Andrew Marquis; and SureTec Marketing Director Allison Bond.



Surety Information Office

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SIO is a joint initiative of the National Association of Surety Bond Producers (NASBP) and The Surety & Fidelity Association of America (SFAA).

This electronic newsletter is distributed quarterly to officers of local surety associations. If you have received this email in error, or if your contact information has changed, please contact Marc Ramsey at mramsey@surety.org.