

Spring 2016

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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 [Kate Woerheide](#).

SIO Awards and Tiger Trust Winner Announced

The SIO and Tiger Trust Awards were created to say “thank you and congratulations” to the Local Surety Associations (LSAs) that are out in the community promoting the value and benefits of surety bonds and creating a positive awareness of the surety product with construction contractors private owners, developers, public owners, and construction lenders.

This year, nine LSAs were presented with SIO’s 2015 Advocacy Awards and the Silver and Gold Awards for Excellence in Surety Bond Promotion this spring at the annual meetings of The Surety & Fidelity Association of America (SFAA) and the National Association of Surety Bond Producers (NASBP). These awards recognize LSAs for conducting activities that promote the value and protections of contract surety bonds in construction to non-surety audiences. There were no Platinum Award nominations submitted this year. Mike Battenfield was awarded the Tiger Trust.

Please visit the [SIO Awards](#) site for a summary of the activities that earned these LSAs their awards.

Silver Award

Four LSAs conducted at least five activities in 2015 to promote the use of contract surety bonds and will receive the Silver Award:

- [Carolinas Surety Association](#)
- [Surety Association of Kansas City](#)
- [Surety Association of Ohio](#)
- [Rocky Mountain Surety Association](#)

Gold Award

Three LSAs conducted at least 10 activities promoting the use of contract surety bonding, qualifying it for the Gold Award:

- [Florida Surety Association](#)
- [Surety Association of San Diego](#)
- [Surety Underwriters Association of Southern California](#)

Advocacy Award

Five LSAs conducted significant activities, other than public relations or educational, advocating for suretyship, such as fighting legislative efforts to waive bonds or increase bond thresholds, or advocating for reasonable bond terms.

- [Florida Surety Association](#)
- [Surety Association of Kansas City](#)
- Surety Association of Nevada
- [Surety Association of Ohio](#)
- [Surety Association of Wisconsin](#)

Tiger Trust

One of the biggest challenges we face, as an industry, is having the private sector require surety bonds. The Tiger Trust recognizes SFAA and NASBP members who persuade a private construction project owner or lender to require surety bonds on a project. With all of the myths and misconceptions about surety, it often is an uphill battle to get buy-in from private owners, but today we recognize Tiger Trust awardee Mike Battenfield who accepted the challenge and succeeded. His efforts impact not only the target project but also the industry as a whole. Mike persuaded the Board of Directors of the Nautilus Condominium to require a performance bond for their construction project for concrete repairs and water-proofing in their under-building parking garage. The Board then voted and approved that all future construction contracts must be bonded as well. Finally, Mike convinced the neighboring condo boards to also require bonding on their future construction contracts.

Judges

The awards and Tiger Trust are judged by the [SIO Policy Board](#), which is composed of SFAA and NASBP executive committee members. SFAA representatives are William Waters, CNA Surety; Ross Fisher, Hartford Fidelity & Bonding; Roland Richter, Liberty Mutual Surety; and Lynn M. Schubert, SFAA President. NASBP representatives are Lynne W. Cook, Early, Cassidy & Schilling, Inc.; Susan Hecker, Arthur J. Gallagher & Co.; Stephen A. Spencer, Insurance Associates Inc.; and Mark McCallum, NASBP Chief Executive Officer.



SFAA Annual Meeting awards presentation: (left to right) Ross Fisher, Kelly Hall, Mike Battenfield, Eric Champion, Matt Boyd, Pressley Ridgill, Sal Schiavone, Jim Preuss, Lynn Schubert



NASBP Annual Meeting awards presentation (**Gold Award**): (left to right) Howard Cowan, Jeff Reich, Lourdes Landa, Susan Reich, Larry McMahon, Dedi Belis, Lynne Cook



NASBP Annual Meeting awards presentation (**Silver Award**): (left to right) Howard Cowan, Bud Withrow, Brian O'Neal, Chris Rea, Wayne McCarthy, Don Appleby, Jennifer Saim, Monica Donatelli, Kevin Kalish, Matt Boyd, Tom Patton, Lynne Cook



NASBP Annual Meeting awards presentation (**Advocacy Award**): (left to right) Howard Cowan, Brad Babcock, Jennifer Saim, Jeff Reich, Erle Benton, Lynne Cook

SIO Partners with *ENR* to Publish Surety Supplement

SIO once again will team with *Engineering News-Record* to deliver the most widely distributed coverage of surety bonding of the year by producing its annual surety advertising supplement.



SIO develops the editorial content for the special surety supplement, which is slated to be published in the June 27, 2016, edition. Written by SFAA and NASBP staff and surety industry professionals, the surety supplement will feature an overview of today's surety marketplace and will contain articles on this year's theme, "Thriving in a Changing Marketplace."

Full-page SFAA- and NASBP-member advertisers are entitled to participate in the "Executive Viewpoints" column. **The advertising deadline to be included in this benefit is May 31, 2016.** NASBP and SFAA members enjoy discounted advertising rates. If your agency or company would like to be a full- or partial-page advertiser, please contact your *ENR* account manager or [Adam Palant](#), Inside Sales and ENR Special Sections Manager, at (347) 533-1143.

SIO has collaborated with *ENR* to develop the surety supplement since 1995. *ENR* distributes the issue to its entire 60,000-plus weekly paid subscribers. Additionally, an electronic version will be available to view and download from the SIO website.

You may view and download the June 2015 surety supplement via the [SIO website](#).

LSA Directory Update

SIO thanks LSAs for revising their officers' rosters for 2016. SIO maintains this roster online in its [LSA Directory](#), because hundreds of visitors to the SIO website access this directory throughout the year looking for local contacts for their surety questions or concerns.

Throughout the year, LSAs can update their rosters as officers are replaced or have addresses or other contact information changed by using the [online form](#) or by contacting [Kate Woerheide](#).

Local Surety Association Officers Directory

To find an LSA in your area, click on a state below.



Surety Information Office

<http://www.sio.org> | sio@sio.org

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 presidents of local surety associations. If you have received this email in error, or if your contact information has changed, please contact Kate Woerheide at kwoerheide@surety.org.