



U.S. Small Business
Administration



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Surety Bond Guarantee Program

Not intended for public distribution

Hosts

**Charles Mason, Procurement Center Representative
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Welcome to “SBA Virtual Learning 2022”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact your IT admin who manages Teams settings for your organization.
3. Captioning available for this presentation.
4. We cover the “**SBA Quick Reference**” as time allows.
5. For more SBA training visit the SBA Learning Center website <https://www.sba.gov/tools/sba-learning-center/search/training>

Association of Procurement Technical Assistance Centers (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programming at this link: <http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies”: <http://www.aptac-us.org/federal-partners/>
- Find your nearest Procurement Technical Assistance Center at <http://www.aptac-us.org>

Small Business Administration YouTube Page

SBA YouTube page posts past “First Wednesday” programming at links below.

- October 5, 2022 – 8(a) Business Development Program Updates: <https://youtu.be/Yl5Sp0dP1aE>
- November 2, 2022 – Surety Bond Guarantee Program:
- December 7, 2022 – Subcontracting Program:
- January 3, 2023 – Surveillance Review Program:
- February 1, 2023 – HUBZone Program:
- March 1, 2023 – All Small Mentor Protégé Program (ASMPP):
- April 5, 2023 – Non-Manufacture Rule (NMR):
- May 3, 2023 – Size Program:
- Jun 7, 2023 – Legislature and Regulatory Updates:
- July 5, 2023 – Market Research:
- August 2, 2023 – Service-Disabled Veteran Owned Program (SDVOSB):

FIRST WEDNESDAY VIRTUAL LEARNING SERIES

FY 2023 SCHEDULE

1:00 to 2:00 PM Central Time

FY 2023	Date	Topic
1	October 5, 2022	8(a) Business Development Program Updates
2	November 2, 2022	Surety Bond Guarantee Program
3	December 7, 2022	Subcontracting Program
4	January 3, 2023	Surveillance Review Program
5	February 1, 2023	HUBZone Program
6	March 1, 2023	All Small Mentor Protégé Program (ASMPP)
7	April 5, 2023	Non-Manufacture Rule (NMR)
8	May 3, 2023	Size Program
9	June 7, 2023	Legislature and Regulatory Updates
10	July 5, 2023	Market Research
11	August 2, 2023	Service-Disabled Veteran Owned Program (SDVOSB)

The program schedule is for information only and is subject to change.

One Continuous Learning Point

- Self-service process for one CLP of credit for SBA employees only: Complete the survey contained in the link below. A new link will be provided every month. The link is activated on the day of the training and will be deactivated two weeks after the training event. <https://forms.office.com/g/xj1MEPA25x>
- Those SBA employees that do not complete the survey within two weeks, can manually upload the certificate included in the presentation.
- If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to sbalearning@sba.gov.

“SBA 1st Wednesday Virtual Learning 2023”

This Certificate is awarded to

Insert Your Name Here

For completion of

Surety Bond Guarantee Program

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01. Recommendation of One CLP.



Pamela J. Beavers

Director, Area IV
SBA Office of Government Contracting

11/02/2022

DATE

“SBA 1st Wednesday Virtual Learning 2023”

This Certificate is awarded to

Insert Your Name Here

For completion of

8(a) Business Development Program Updates

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01. Recommendation of One CLP.



Pamela J. Beavers

Director, Area IV
SBA Office of Government Contracting

10/05/2022

DATE

Today's Speaker(s)

Tamara Murray
Underwriting Marketing Specialist
Office of Surety Guarantees
U.S. Small Business Administration



U.S. Small Business
Administration



SBA guarantees contract bonds



1 Bid

2 Performance

3 Payment

4 Maintenance

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

For each direct federal contract **up to \$10 million.**

Evaluation based on capacity, capital and character



Capacity (ability to complete the work) is based on experience in the field, key personnel experience, and day-to-day business management practices.



Capital is based on cash flow, profitability and the quality of financial statements.



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



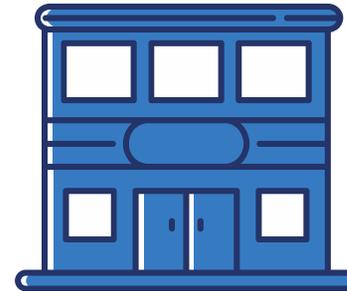
We help small businesses facing barriers to success by creating access and opportunity to qualify for contract bonding, increase bonding capacity, and grow their business.

SBA Guarantees Make the Difference!



**90% of contract value
for small businesses
that are:**

- Minority-owned
- Veteran-owned
- 8(a) or HUBZone
- Tribally-owned
- Contracts \$100,000 or less



**80% of contract
value for all other**

The SBA Advantage



Working capital requirement is about half what is normally required for contract surety bonds.

We count the unused portion of working capital bank lines of credit (BLOC).

Program eligibility

Be a small business based on:

- Average annual revenues if construction, service or supply firm
- Average number of employees if manufacturer
- U.S. based, for profit firm with legal resident owners

Other requirements

- Possess good character
- Be current on public debts & taxes
- Eligible to do business with the federal government
- Pass underwriting standards
- Not involved in bankruptcy



Prior Approval Program + QuickApp = Fast decisions



Decisions in about **24 hours**
on **QuickApp** bonds up to
\$500,000.



Decisions in about **2 days** on
larger contracts.

Surety bond fees



No SBA bid bond fee

SBA contractor's fee

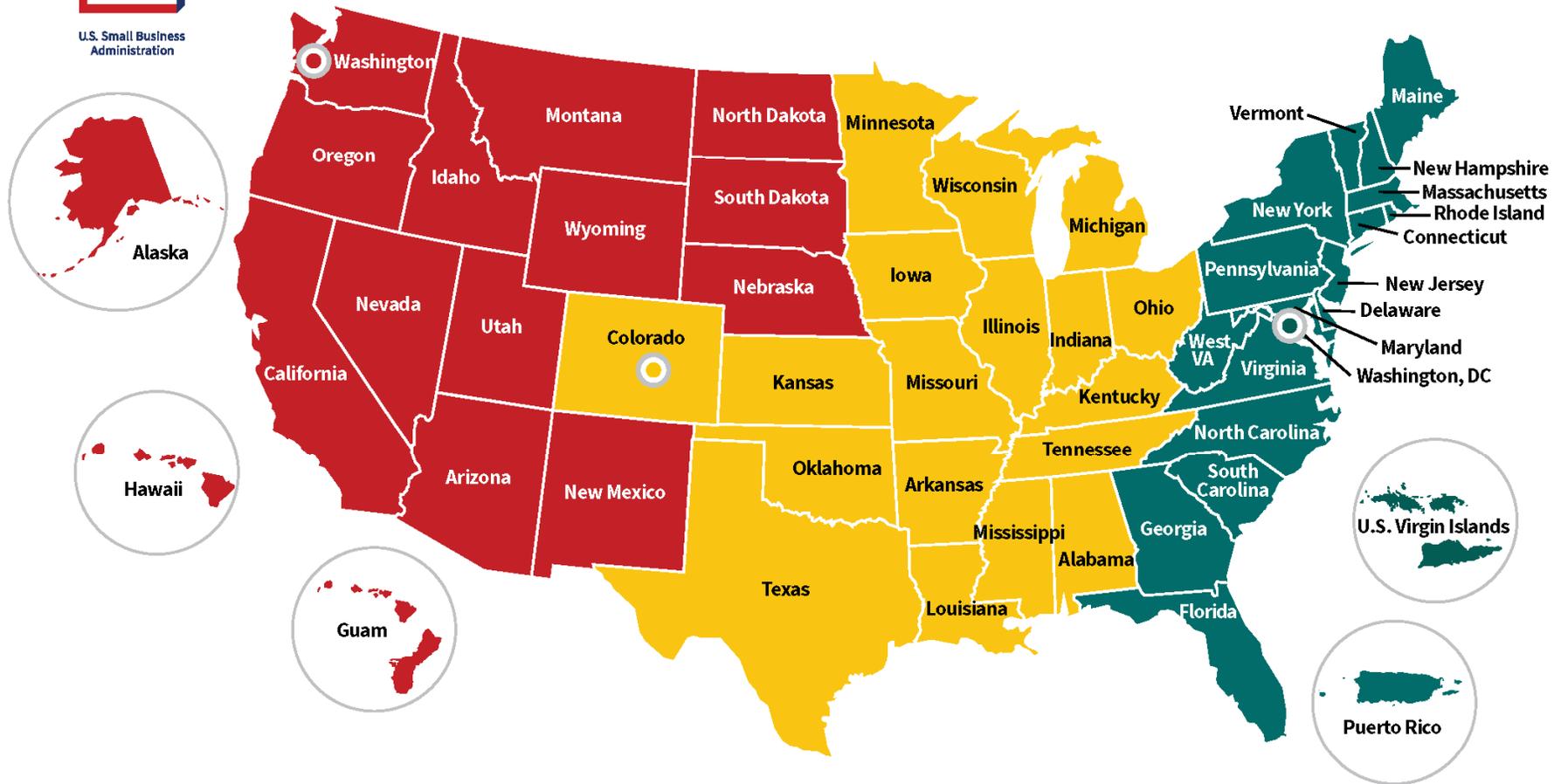
0.6% of the contract amount
paid to SBA for the guarantee

Surety's premium

paid to the surety company for
the bond



Surety Bond Guarantee Program Area Offices



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SBG Program Surety Partners



Refer small businesses to an SBA authorized agent



sba.gov/osg

Making an impact



We guarantee over **\$6 billion** a year in contract bonds. In FY22, we helped over **1,600** small businesses obtain bonds.



Vera Hall, Small Business Owner

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

Let the SBG Program help your business grow.



Thank you!
Any questions?

Tamara E. Murray
Underwriting Marketing Specialist
(303) 995-5786
tamara.murray@sba.gov

www.sba.gov/osg