



MEASURE CC

BUILDING NEW OPPORTUNITIES FOR
OUR STUDENTS & OUR COMMUNITY



Session 1

Small Contractor Boot Camp

May 4, 2022



Agenda

- Welcome & Introductions
- Who is SBCCD/Measure CC Overview
- IESBDC Background/How to Get Certified
- Sureties
- Q & A
- Meeting Closes



SBCCCD Visionaries



Board of Trustees:

- Gloria Macias Harrison, Chair
- Dr. Stephanie Houston, Vice Chair
- Dr. Anne L. Viricel, Clerk
- John Longville, Trustee
- Joseph Williams, Trustee
- Frank Reyes, Trustee
- Dr. Nathan D. Gonzales, Trustee



Student Trustees:

- Elena Sanchez, SBVC Student Trustee
- Laura Ashlock, CHC Student Trustee



SBCCCD Leadership:

- Diana Rodriguez, Chancellor
- Dr. Scott W. Thayer, Interim SBVC President
- Dr. Kevin Horan, CHC President

Meet the SBCCD Measure CC Team!



Jose F. Torres
Executive Vice
Chancellor



Mike Strong
CHC Vice President of
Administrative Services



Scott Stark
SBVC Vice President of
Administrative Services



Ynez Canela
Director, Local
Business Outreach



Farrah Farzaneh
Director, Facilities
Planning, Emergency
Management &
Construction



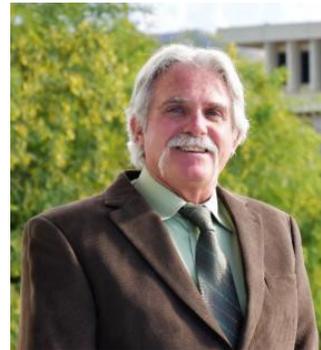
Hassan Mirza
Facilities Project
Manager



Leilani Nunez
CHC Campus Project
Manager Measure CC



Yash Patel
Sustainability and
Energy Manager



Larry Cook
CHC Director of
Facilities



Bob Jenkins
SBVC Director of
Facilities



Erika Menge
SBCCD Administrator

Meet the Program Management Team from **AECOM**



Diana Johnson
Principal-in-Charge



Jared Cascadden
Program Manager



Andrea Brown
Financial and Contract
Manager



Veronica Flores
Design Manager



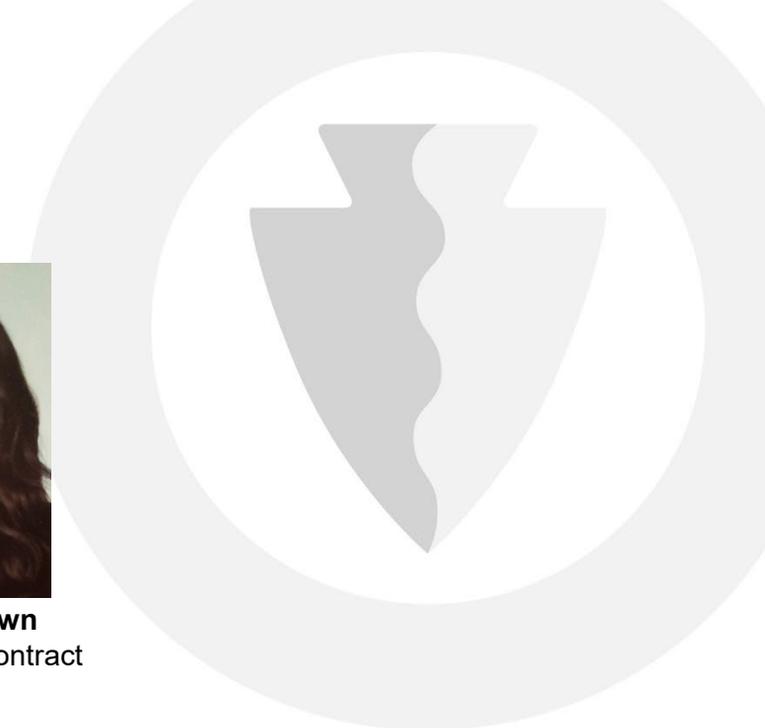
Tareq Alsayegh
Assistant Design
Manager



Mary Fitzpatrick
Bond Program Admin



Sherri Lien Giffin
Program Controls
Analyst



Meet the CHC Construction Management Team from



Geoff Bachanas
Principal-in-Charge



Jeremy Judd
Project Manager / Field
Office Manager



Mike Wickham
Construction
Manager



David Shire
QA / QC Manager



Danielle Jackson
Project Engineer



Amir Mirsiaghi
Project Engineer



Meet the SBVC Construction Management Team from

SAFEWORK CM



Domingo Camarano
Principal-in-Charge



Michael Villegas
Project Manager



Rafael Quezon
QA/QC Manager



Greg Ochoa
Senior Project Engineer



Estevan Sanchez
Sr. Project Engineer

Meet the Community Benefits Agreement Team from



Elizabeth Solis
CEO and Owner



Gonzalo Armijos
Senior Project Manager



Mason Lutz
Project Manager



Issac Hernandez
Senior Analyst



Andrew Solis Castillo
Analyst



Olga Schriefer
Senior Site Interviewer





Measure CC Program Overview

November 6, 2018

Voters approved Measure CC, which generated \$470 million to upgrade the District's facilities.

\$470M Measure CC and \$75M Measure M Bonds
\$33M State Funding
Progressive Design-Build, DB and Design-Bid-Build
Delivery

**New Buildings Coming to Crafton Hills & SBVC
in 2024**

<https://youtu.be/X74G5r-shp4>

Data Spotlight

20,000

Student Population

We are proud to serve more than 20,000 students at the San Bernardino Community College District

130M

Contracts

Nearly 130 million has been awarded in contracts as of February 2022.

38M

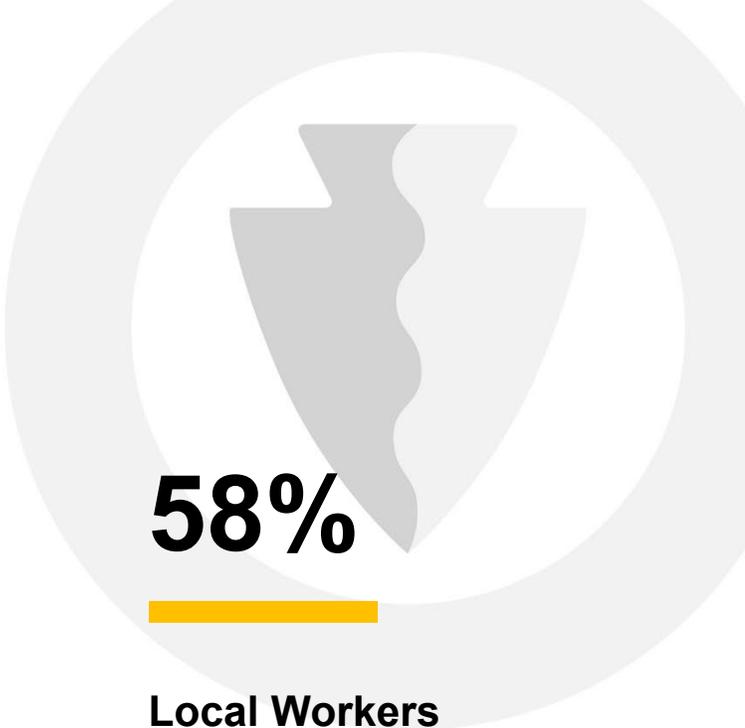
Local Dollars

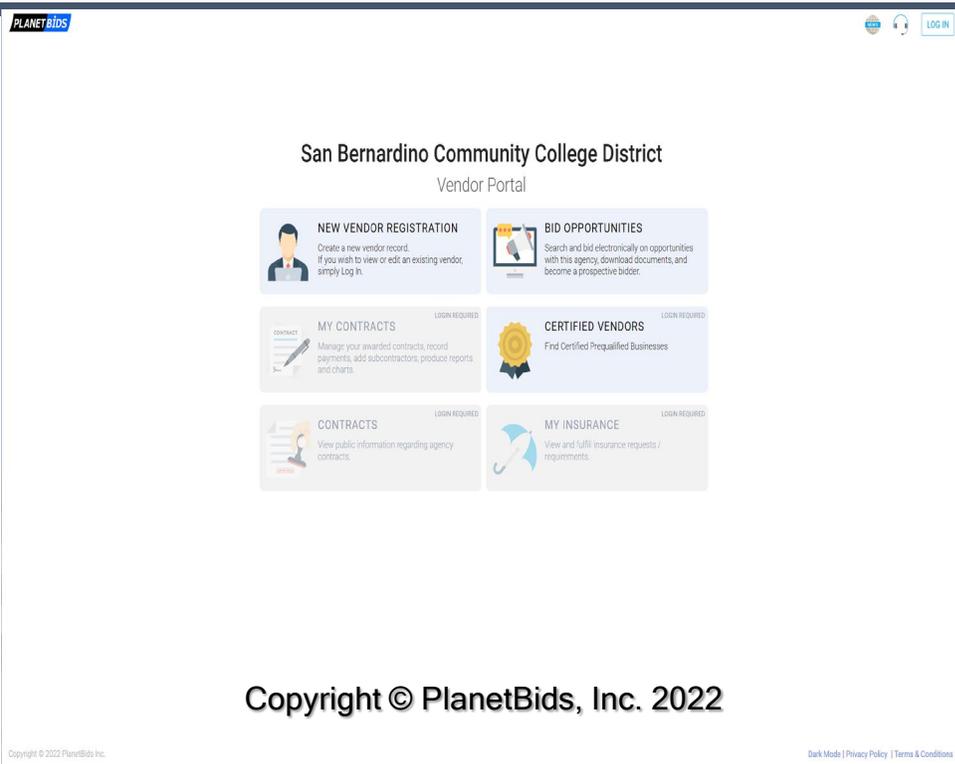
As of February 2022, local businesses have been awarded 38 million in contracts.

58%

Local Workers

To date, 58% of Measure CC **construction** workers are local.





How to Register - Free!

- ✓ Navigate to the SBCCD website
<https://sbccd.edu/district-services/facilities-planning-construction/index.php>
- ✓ Select Bid Opportunities and select a project OR
- ✓ Bookmark SBCCD Vendor Portal
<https://pbsystem.planetbids.com/portal/29414/portal-home>
- ✓ News and Events- read the latest notice from SDUSD!
- ✓ Help Center – FAQs, Ticket Support and Phone Number.
- ✓ Certified Vendors- find approved contractors for networking.



San Bernardino Valley College Project List

Project ID	Project Name	College	Total Project Budget	Delivery Method
CC01-3601	Technical Building Replacement (Career Pathway 1)	SBVC	\$ 101.1M	DBB
CC01-3603	M&O Building Repurposing	SBVC	\$ 1.5M	DBB
CC01-3605	Softball Field	SBVC	\$ 6.2M	DBB
CC01-3606	Student Services Building	SBVC	\$ 104.7M	D/B
CC01-3607	Administration & Campus Center Repurposing	SBVC	\$ 8.8M	D/B
CC01-3608	Career Pathways Phase 2	SBVC	\$ 86.7M	D/B
CC01-3609	Physical Sciences & Health and Life Science Repurposing	SBVC	\$ 4.4M	DBB
CC01-3610	SBVC Campus-Wide Infrastructure (Approx. 19 sub-projects)	SBVC	\$ 42.9M	DBB

San Bernardino Valley College

Campus-Wide Infrastructure Sub-Project List

Project ID	Project Name	Total Project Budget	Delivery Method
CC01-3610-01	3610-01 Valley - Campus Wide Infrastructure - Piping	\$ 82,574	DBB
CC01-3610-02	3610-02 Valley - Campus Wide Infrastructure - Library Roof	\$ 1,206,333	DBB
CC01-3610-03	3610-03 Valley - Campus Wide Infrastructure - Landscape (Arborist)	\$ 39,520	DBB
CC01-3610-04	3610-04 Valley - Campus Wide Infrastructure - Planetarium HVAC Replacement	\$ 1,244,662	DBB
CC01-3610-05	3610-05 Valley - Campus Wide Infrastructure - Warehouse M&O Building	\$ 16,185	DBB
CC01-3610-06	3610-06 Valley - Campus Wide Infrastructure - Physical Science & Health Life Science Building (Fume Hoods)	\$ 1,322,224	DBB
CC01-3610-07	3610-07 Valley - Campus Wide Infrastructure - Utility Upgrades (Earthquake Valves & Electrical Submeters)	\$ 1,244,516	DBB
CC01-3610-08	3610-08 Valley - Campus Wide Infrastructure - East Wing Mechanical Improvements	\$ 4,598,139	DBB

Continued on next slide

San Bernardino Valley College Campus-Wide Infrastructure Sub-Project List

Project ID	Project Name	Total Project Budget	Delivery Method
CC01-3610-09	3610-09 Valley - Campus Wide Infrastructure - Old Central Plant Re-Purpose	\$ 2,431,786	DBB
CC01-3610-10	3610-10 Valley - Campus Wide Infrastructure - Campus Roof Replacement	\$ 1,993,208	DBB
CC01-3610-11	3610-11 Valley - Campus Wide Infrastructure - Hardscape & Landscape Project	\$ 13,980,076	DBB
CC01-3610-12	3610-12 Valley - Campus Wide Infrastructure - Security Upgrades	\$ 4,588,702	DBB
CC01-3610-13	3610-13 Valley - Campus Wide Infrastructure - R & R Lot 8 Parking Lot Improvements	\$ 1,252,551	DBB
CC01-3610-15	3610-15 Valley - Campus Wide Infrastructure - Business Quad Development	\$ 1,215,511	DBB
CC01-3610-16	3610-16 Valley - Campus Wide Infrastructure - Fiber Optic Termination & Testing	\$ 1,214,961	DBB
CC01-3610-18	3610-18 Valley - Campus Wide Infrastructure - Gym Lobby Flooring R&R	\$ 344,436	DBB
CC01-3610-19	3610-19 Valley - Campus Wide Infrastructure - Lot 10 Parking Lot Imps	\$ 2,429,923	DBB

Crafton Hills College Project List

Project ID	Project Name	College	Total Project Budget	Delivery Method
CC02-3621	Crafton Hall Renovation	CHC	\$ 4.1M	DBB
CC02-3624	Student Support Building Renovation (SSB)	CHC	\$ 2.2M	DBB
CC02-3623	Gymnasium Demolition	CHC	\$ 1.7M	DBB
CC02-3625	East Valley Public Safety Training Center (EVPSTC)	CHC	\$ 9.5M	D/B
CC02-3631	Instructional Building (IB)	CHC	\$ 54.3M	D/B
CC02-3633	Central Complex 2 Renovation (CC2)	CHC	\$ 17.3M	D/B
CC02-3634	Child Development Center Renovation (CDC)	CHC	\$ 3.8M	DBB
CC02-3636	New Performing Arts Center Building (PAC)	CHC	\$ 51M	DBB
CC02-3626	CHC Campus-Wide Infrastructure (Approx. 20 sub-projects)	CHC	\$ 20M	DBB

Crafton Hills College

Campus-Wide Infrastructure Sub-Project List

Project ID	Project Name	Total Project Budget	Delivery Method
CC02-3626-01	3626-01 CHC - Exterior Lighting Improvements (DBB)	\$ 1,093,183	DBB
CC02-3626-02	3626-02 CHC - Campus Wide Irrigation Upgrades (DBB)	\$ 538,377	DBB
CC02-3626-03	3626-03.1 CHC - Campus Accessibility and Site Improvements	\$ 1,742,466	DBB
CC02-3626-04	3626-04 CHC - Central Plant Controls Upgrades & Chillers	\$ 788,727	DBB
CC02-3626-05	3626-05 CHC - Landscape (Arborist)	\$ 38,680	DBB
CC02-3626-06	3626-06 CHC - Replacement of Existing Cooling Towers	\$ 1,094,282	DBB
CC02-3626-07	3626-07 CHC - Wayfinding Signage	\$ 73,760	DBB
CC02-3626-08	3626-08 CHC - Campus Wide Security	\$ 2,961,961	DBB
CC02-3626-09	3626-09 CHC - Campus Building Roofing	\$ 110,612	DBB
CC02-3626-10	3626-10 CHC - New Metering	\$ 1,246,870	DBB

Continued on next slide

Crafton Hills College

Campus-Wide Infrastructure Sub-Project List

Project ID	Project Name	Total Project Budget	Delivery Method
CC02-3626-11	3626-11 CHC - New Gas Submeters	\$ 74,537	DBB
CC02-3626-12	3626-12 CHC - Existing PMO Office Data/Cable Upgrades	\$ 5,341	DBB
CC02-3626-13	3626-13 CHC - Electrical Equipment Testing & Upgrades	\$ 728,249	DBB
CC02-3626-14	3626-14 CHC - LRC Generator Expansion	\$ 162,306	DBB
CC02-3626-16	3626-16 CHC - Building 17 Water Main Repair (Phase 1 & 2)	\$ 30,338	DBB
CC02-3626-17	3626-17 CHC - M&O Office Trailer Upgrades	\$ 8,462	DBB
CC02-3626-18	3626-18 CHC - Facilities Master Plan Addendum	\$ 34,700	DBB
CC02-3626-19	3626-19 CHC - Solar PV	\$ 9,005,022	DBB
CC02-3626-20	3626-20 CHC - BL 10 Third Floor Corridor Door Upgrade	\$ 134,020	DBB
CC02-3626-21	3626-21 CHC - CCR Multi-Purpose Room Acoustical Improvements	\$ 147,836	DBB

DB / Progressive DB Delivery - Projects Updates



Activity

Procurement Date

Design-Build Requests for Qualification & Proposal (D-B RFQP)

- | | |
|--|---------------------------|
| • CHC East Valley Public Safety Training Center (DB) | Awarded in July 2021 |
| • SBVC Career Pathways 2 (Progressive DB) | Awarded in September 2021 |
| • SBVC Student Services Building (Progressive DB) | TBD |
| • CHC Central Complex 2 Renovation (DB) | December 2021 |
| • CHC Instructional Building (Progressive DB) | July 2022 |
| • SBVC Administration & Campus Center Repurposing (Progressive DB) | April 2024 |

DBB Delivery - Projects Updates

Activity

Procurement Date

Design-Bid-Build NIB

- SBVC Technical Building Issued September 2021
- SBVC Softball Field Issued September 2021
- SBVC M&O Building Repurposing July 2023
- SBVC Physical Sciences & Health and Life Science Repurposing June 2024
- CHC Child Development Center Renovation January 2022
- CHC New Performing Arts Center May 2022
- CHC Student Support Building Renovation June 2022
- CHC Crafton Hall Renovation June 2023

Community Benefits Agreement

Successful Partnership

Crafton Hills College Gym Demo

SBVC New Softball Field

Local Workers

Access to halls for contractors

Recruitment of local apprentices

TSG's Role

Coordination with Trades

First point of contact for CBA questions

Local Contractors

Outreach efforts to local signatories



Community Benefits Agreement



Coordination

Project Startup

- 1) Pre-Job Meeting
- 2) Communication between individual Trades and contractors
- 3) Any TSG coordination as necessary
- 4) Start on site

Disputes

- 1) Communication between parties
- 2) Coordination meeting held by TSG
- 3) Arbitration



Questions?

Ynez D. Canela

Director, Local Business Outreach

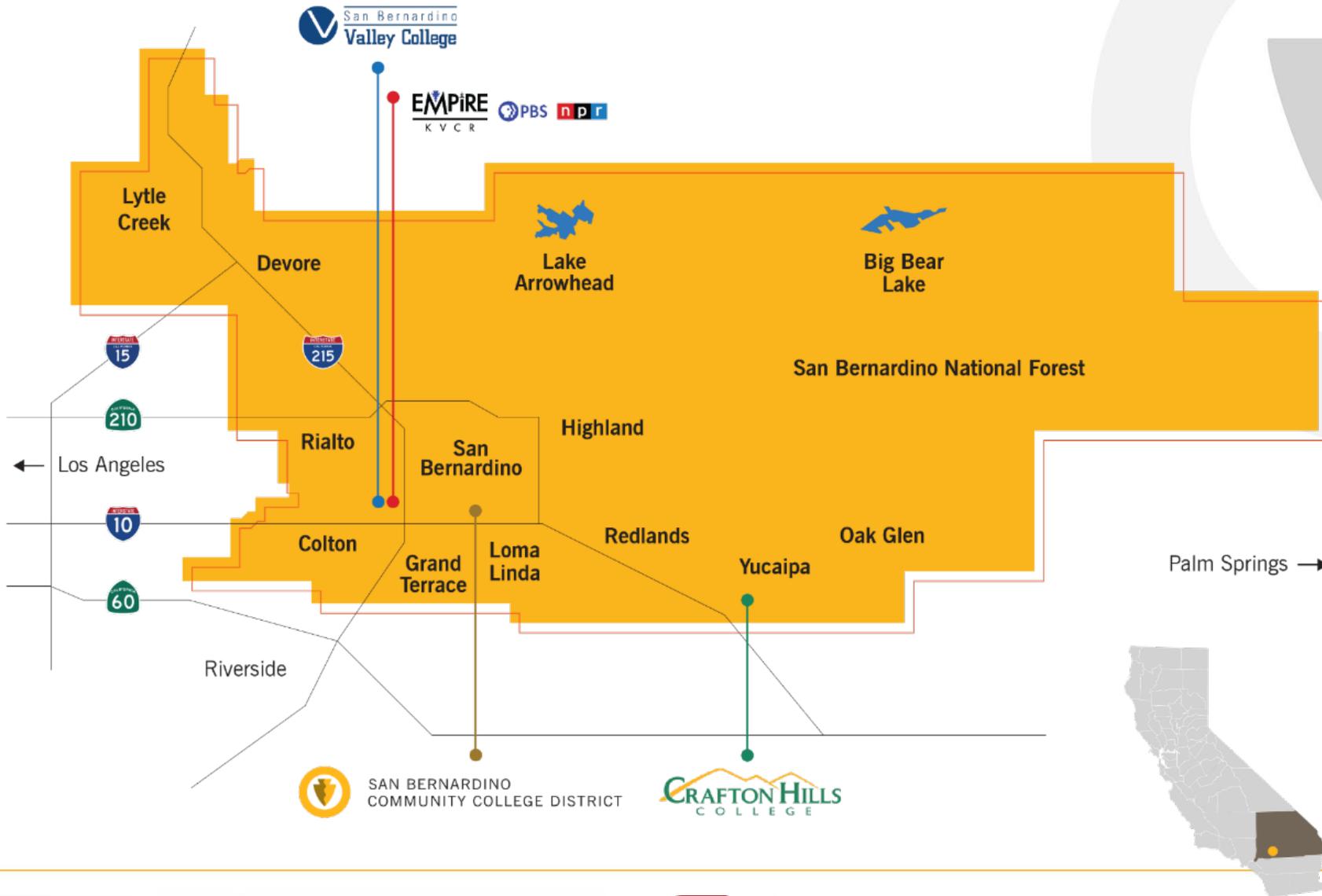
ycanela@sbccd.edu

(909) 381-8427 Office

(909) 640-4171 Text



Thank You!





Inland Empire Small Business Development Center Serving Riverside and San Bernardino County



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Funding is not an endorsement of any product, opinion, or service. All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the U.S. Small Business Administration.

Funded in part through a Grant with the Governor's Office of Business and Economic Development.

Contact Us
951-781-2345 | Inlandempresbdc.org

What's the SBDC?

Who We Are

The SBDC is a national program with over 1,000 locations which helps stimulate economic growth through business development. We're a proud resource partner of the U.S. Small Business Administration (SBA).

Hosted By:



Programs and Services

- **Counseling** – Confidential, one-to-one help with business concerns at no cost.
 - Procurement Opportunities
 - Business and Marketing Strategies
 - Financial Analysis
 - Financing
- **Training** – topics of importance for small business owners and employees.
- **Resources** – connections to organizations, people and resources that help small business

Certifications for Your Business

Karla V Gonzalez, MBA



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All programs are extended to the public on a nondiscriminatory basis.

AGENDA



- Certifications
 - Definition of Acronyms
 - Federal
 - State
 - Utilities
 - Private Sector

Acronyms....what do they all mean??

- SBE – Small Business
- DVBE – Disable Veteran Business
- MBE – Minority Owned Business
- WBE – Woman Owned Business
- DBE – Disadvantaged Business Enterprise
- SDVOSB – Service Disabled Veteran Owned Small Business
- VOSB – Veteran Owned Small Business
- WOSB – Woman Owned Small Business
- EDWOSB – Economically Disadvantaged Woman Owned Small Business
- LGBTE – Lesbian, Gay, Transgender Business Enterprise



Magic # is 51%

Qualifying owner/owners must have the ability to run the day to day operations, authority to make financial decisions, hold the highest position, highest paid, and have sufficient experience in the industry.... **O.C.M.**

- **Ownership**
 - 51% Owner of Business
- **Control**
 - 51% Controlled
- **Management**
 - 51% Managed

FEDERAL

View assistance for SAM.gov



A NEW WAY TO SIGN IN - If you already have a SAM account, use your **SAM email** for login.gov. [Log In](#)

[Login.gov FAQs](#)

[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

ALERT: June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 05/11/2019, from 8:00 AM to 1:00 PM (EDT).

ALERT: CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for **FREE** to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account	Register Entity	Search Records
		
Start by creating a SAM user account.	After creating your SAM user account, log in to register to do business with the U.S. government.	Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.

11:19 AM Monday 5/6/2019

Federal - DSBS

Complete **DSBS** (Dynamic Small Business Search) which is the **SBA Profile** section in **SAM**

- All Small Businesses with active SAM records are included
- Includes Keywords and Capability Narrative

Government and Primes use DSBS to:

- Find Small Businesses who can provide specific services and products
- Small Businesses with specific Socio Economic Certifications

***DSBS is controlled by the SBA, not SAM*

Federal Certifications

SBA Certifications

- 8(a)
- HUB Zone
- WOSB
- EDWOSB

Veterans Affairs Certification

- VOSB
- SDVOSB

California

State Certifications

Small Business/PW SBE

- Gross Receipts under
 - \$15m for SBE
 - \$36m and less than 200 employees for SBE PW
- Independently owned and operated
- Principal office located in California
- Not Dominant in its field of operations

Online approval

**may request supporting docs*

DVBE

- 51% or greater ownership by U.S. military veteran (LLC = 100%)
- Veteran's Services disability must be rated at least 10%
- Disabled Veteran must be domiciled in California
- Daily operations are managed and controlled by the DVE

30 day processing timeframe

Online Certifications:

www.caleprocure.ca.gov





Welcome to California's Online Marketplace



Sell to the State

Get Registered and Learn More about the System



Small Business / Disabled Veteran Business Enterprise

Get Certified and Understand Your Advantages



Get Public Procurement Information

Search for Bid Opportunities and Other Public Information

Latest News and Events

- DGS Procurement Events



DBE Program (Caltrans & Metro)

- The California Unified Certification Program (CUCP) provides “one-stop shopping” certification services to small, minority and women businesses seeking to participate in [the United States Department of Transportation \(USDOT\) Disadvantaged Business Enterprise \(DBE\) Program](#)
- As mandated by USDOT in the DBE Program, Final Rule 49 Code of Federal Regulations (CFR), Parts 23 and 26, all public agencies that receive USDOT federal financial assistance must participate in a statewide unified certification program. These public agencies, commonly referred to as “recipients” of USDOT funds, include municipalities, counties, special districts, airports, transit agencies, and the State Department of Transportation (Caltrans).
- The California Unified Certification Program (CUCP) went into effect on January 1, 2002. It is a “One-Stop Shopping” certification program that eliminates the need for a DBE or ACDBE firm to obtain certifications from multiple agencies within the State. **A business certified as a DBE or ACDBE through the CUCP is automatically accepted by all USDOT recipients in California**

DOT/CUCP Certification

Dept of Transportation – DBE Disadvantage Business Enterprise



- The disadvantaged individual must be a U.S. citizen (or resident alien)
- The disadvantaged individual must have a personal net-worth (PNW) of less than \$1.32 million
- Owned 51% by a socially and economically disadvantage individual
- Valid for 5 years
- No Application Fee

***As mandated by USDOT in the DBE Program, Final Rule 49 Code of Federal Regulations (CFR), Parts 23 and 26, all public agencies that receive USDOT federal financial assistance must participate in a statewide unified certification program. These public agencies, commonly referred to as "recipients" of USDOT funds, include municipalities, counties, special districts, airports, transit agencies, and the State Department of Transportation (Caltrans).*

Utilities



CPUC – Supplier Clearinghouse

MBE/WBE/LGBT Owned Enterprise

- 51% owned and managed by a Minority or Woman or LGBT
- Certification is valid for 3 years
- Doing Business with Utilities

NO FEE APPLICATION FOR MBE/WBE

http://www.thesupplierclearinghouse.com/

Pages - Metropolitan Water Dis... The Supplier Clearinghouse

https--weblogon.csusb.edu... https--bpd.cdn.sos.ca.gov-c... System for Award Manage... Google Neoserra California CSUF... CRMLS Central Site NAICS & SIC Updates, Man... Inland Empire Small Busine... Yahoo!



THE SUPPLIER CLEARINGHOUSE

Apply Search Directory News / Events Contact Login

JOIN OUR SUPPLIER DIVERSITY PROGRAM

Open to women, minority, disabled veteran and LGBT-owned firms

Apply

Welcome to the Supplier Clearinghouse. Our new website and system includes a full online application for new and renewing firms, a comprehensive directory search function, and relevant news and events for the MBE, WBE, DVBE, and LGBTBE community.

Women, minority, LGBT, and disabled veteran-owned businesses are invited to join our supplier diversity program. The Supplier Clearinghouse certifies these firms and publishes a directory for use by participating

11:24 AM
Monday
5/6/2019

Private Sector

Private Sector Certifications

National Minority Supplier Business Development Council

- MBE
 - Minority Business Enterprise

Women Business Enterprise National Council

- WBE
 - Woman Business Enterprise



Minority Supplier Development Council

- 51% owned, managed, operated and controlled by an ethnic minority owner or group of ethnic minority owners
- The minority owners who make up at least 51% ownership must be U.S. Citizens.
- The highest titled position in the business must be held by a minority owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)

www.scmbdc.org

Save the date for the Supplier of the Year awards luncheon on Thursday, July 18th, from 11 - 2 pm at the Hyatt Regency Long Beach



Certification Process

When you're certified here, you're certified everywhere. Your certification through SCMSDC is national and corporate members accept it across the country.

[Apply Now!](#) [Login Now](#)





Women Business Enterprise National Council

- 51% owned, managed, operated and controlled by a Woman owner or group of Women owners
- The Women owners who make up at least 51% ownership must be U.S. Citizens or have permanent legal residency
- The highest titled position in the business must be held by a Woman owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)

www.wbenc.org

https://wbec-west.com/certification-benefits/ Certification Benefits | WBE... x

Join the Ambassador Program Search

WBEC WEST HOME RESOURCES ▾ ABOUT US ▾ CERTIFICATION ▾ TRAINING ▾ EVENTS CORPORATE MEMBERSHIP CONTACT US

CERTIFICATION BENEFITS

Benefits of WBENC Certification through WBEC-WEST

Once you are certified through WBEC-West you become a member of the WBEC-West Community, which allows you the ability to communicate with other certified WBE to share best practices and to grow WBE to WBE connections and corporate relationships.

You will also be able to attend WBEC-West hosted corporate workshops including the coveted Platinum, Supplier Program, watch videos, broadcast and podcast that provide inside information on how to successfully engage corporation and how to activate your certification in order to increase your exposure and opportunities. Find out what going on with WBE across the nation by reading our Women in Business Blog and find out what works and does not work by tuning into the Power of certification on the WBEC-West channel

As a WBEC-West certified WBE you will have the ability to participate in the Annual WBEC-West Procurement Opportunity Conference Annual & Awards Gala.

Participate in face-to-face MatchMaking Sessions with WBEC-West Regional Corporate Members and WBENC Corporate Members.

- Eligibility to exhibit
- Informal networking and targeted marketing with Corporate Members and other WBENC Certified WBEs.

Access

11:27 AM Monday 5/6/2019

Documentation Required

- Tax Returns
- Financial Statements
- Resume
- Personal Financial Statements
- Proof of Capital
- Bank Signature Card
- Legal Structure Documents and Licenses
- Additional documents vary on Certification



Business Certification Consultant



Karla V Gonzalez, MBA
kgonzalez@iesmallbusiness.com
C: (951) 741-2132

www.inlandempiresbdc.org
Office 951-781-2345

SBA 8(a)
SBA HubZone
SBA WOSB/EDWOSB
Veteran Affairs SDVOSB/VOSB
SBE -Small Business Enterprise
MBE – Minority Business Enterprise
WBE – Women Business Enterprise
DBE – Disadvantaged Business Enterprise
DVBE – Disabled Veteran Business Enterprise
LGBTE – Lesbian, Gay, Bisexual, Transgender Business
Enterprise

Any
questions?



Brought to you by the SBCCD
Small Contractor Bootcamp
May 4, 2022

Top Ten Tips for Surety Success!

Heis Surety and Insurance Services, Inc.

3664 Elizabeth Street, Riverside 92506

Ph: 909-378-3138 / Email: tracey@heissurety.com

Tracey Lawrence

Action Items for Small Construction Companies interested in Government Construction Contracting

1. Know and understand the rules/ principles of Surety.
2. Manage your 3 C's of Surety everyday, all the time. (Character, Capacity, and Capital)
3. Connect with a Surety Agent that you trust. It will make disclosure and transparency less stressful for you.
4. Timing is everything. Start the bonding process before you have a bond need.
5. Make business decisions that support your surety goals.
6. Financial statements prepared by a construction CPA on a percentage of completion basis add weight to your application.
7. Fancy financial statements with lackluster numbers and ratios will not work; so control what your financial statement says about you.
8. Forecast, Plan, Implement, and Repeat - an effective **surety strategy** takes at least three years to execute and yield.
9. Do what large construction companies do in the area of bonding. (Example: Find out what a Work-in-Progress schedule is and use it.)
10. You are the only SUPERHERO in your surety bonding story! Own it!