



# U.S. Department of Transportation

Office of Small and Disadvantaged Business Utilization  
Mid-Atlantic SBTRC

## **BONDING EDUCATION PROGRAM (BEP)**

A Partnership between the surety industry and US Department of Transportation  
Office of Small and Disadvantaged Business Utilization

### **Program Description**

#### **Overview**

The Bonding Education Program (BEP) The BEP is an all-inclusive, hands-on, multi-component program designed to address the needs of the small disadvantaged business community in order to become bond-ready, increase capacity, and compete for and participate on transportation-related contracts.

The Educational Workshops Component offers a set of ten workshops, including an introductory workshop on intake and logistics; eight comprehensive workshops, each of which is designed to provide information to the contractors related to improving their company's operations and thereby making it easier to be bonded or to increase their bonding capacity; and a closing workshop focused on networking and next steps.

- ✓ **Kick-Off: Program Description and Initial Intake**
- ✓ **Business Planning and Management for Construction**
- ✓ **Construction Accounting and Financial Management**
- ✓ **Banking and Financing for Contractors**
- ✓ **Bonding and Insurance for New and Emerging Contractors**
- ✓ **Marketing, Estimating, and Bidding**
- ✓ **Project Management and Field Operations**
- ✓ **Claims and Dispute Resolution**
- ✓ **Managing Growth - Why Some Contractors Succeed and Others Fail**
- ✓ **Conclusion of Workshop Component and Opportunity Networking**

The Bond Readiness Component consists of one-on-one interactions with surety bond producers, underwriters and other professionals who work with the contractors on a case-by-case basis in assembling the materials necessary for a complete bond application and in addressing any omissions and/or deficiencies that might deter the successful underwriting of a bond. This component includes:

- Initial Intake Interview
- Assembling the Company Profile and Bonding Package
- Assessing Company Bondability
- Prescribing Remedies for Bondability
- Referrals and Technical Assistance
- Support from a bond agent/producer in the Bond Application Process

The Follow-up and Assistance Component offers coordination and monitoring of technical assistance provided to participants in the program based on needs identified in the bond readiness component. The SBTRC will help the small business identify and secure bonding for subsequent transportation-related projects. An element of the follow-up assistance may include the match making of program participants to transportation-related contracting opportunities available.