

HOW TO BECOME BONDABLE

2013 MODEL CONTRACTOR DEVELOPMENT PROGRAM

WHAT IS THE IMCDP AND WHAT DOES IT OFFER?

- The Indiana Model Contractor Development Program (IMCDP) is a series of free workshops and bond readiness activities conducted by industry professionals who will instruct and assist contractors interested in learning the steps to increasing the likelihood of making a contracting company bondable.
- Educational workshops designed to improve your company's operations and increase its bonding capacity.
- One-on-one interaction between contractors and surety bond producers, underwriters and other professionals who will work on a case-by-case basis to assemble the materials needed for a complete bond application, and to address issues that might deter the successful underwriting of a surety bond.

WHO SHOULD ATTEND?

- MWVBE contractors who have been in business at least 2 years, have a financial management system in place, are profitable but have concerns about their bondability.
- MWVBE contractors who meet all of the above and have been turned down for bonding.
- MWVBE contractors who are bonded but are having trouble moving to the next level.

WORKSHOP TOPICS:

1. Kick-off & Business Planning, Marketing and Management for Construction
2. Bonding and Insurance for New and Emerging Contractors
3. Banking and Financing for Contractors
4. Estimating and Bidding
5. Construction Accounting and Financial Management
6. Project Management and Field Operations
7. Legal Issues in Construction, Claims and Dispute Resolution
8. Managing Growth & Workshop Conclusion

WHEN

Each Thursday evening, for eight weeks from 4:00-7:00 PM beginning on March 21, 2013

WHERE



Indiana Community Action Assoc.
1845 West 18th Street
Indianapolis, IN 46202



PREQUALIFICATIONS

- Minimum of 2 years in construction industry
- Willingness to provide financial statements
- Proof of successful work
- Minimum gross revenue of \$100K

REGISTRATION

Workshops are **FREE** to attend, but pre-registration is required.

Complete the reverse side of this form and send via email or fax to:

Amy Zakutansky

Amy.Zakutansky@cnasurety.com

Fax: 317-575-5455

Online registration available at:
www.IndianaMCDP2013.eventbrite.com

Register today via email, fax or online. Registration is required by March 15.

PROGRAM INITIATED BY



PROGRAM SUPPORTED BY:



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Seating is limited. Registration for this 8-week program will be on a first-come, first-served basis for those who meet prequalifications. You may register online, or complete the following questionnaire and submit it to Amy Zakutansky at Amy.Zakutansky@cnasurety.com or via fax at 317-575-5455.

Workshops begin on March 21, 2013.

Deadline for submitting this registration form is Friday, March 15.

Online registration available at: www.IndianaMCDP2013.eventbrite.com

What is your average annual revenue for the last three years? _____

Are you a General Contractor or a Subcontractor? _____ What is your specialty? _____

Are you looking for assistance in developing a relationship with a Bond Agent and Surety Company?

What specific information are you looking to obtain from this program?

What skills are you looking to improve upon to make your company more profitable? (Accounting, planning, contract review, financing, marketing, bidding and estimating, project management, etc.)

Thank you for registering to participate in the Indiana Model Contractor Development Program. As part of our agreement with the Surety & Fidelity Association of America, we ask that you answer the following questions, which must be answered by the principal or owner of the business who is an authorized officer of the company.

1. Have you been in business for at least two (2) years? _____

2. Will you commit to completing this 8-week program? _____

3. Are you currently certified as any one of the designations below? If so, check all that apply:

DBE

VOB/SDVOB

8a/SDB

MBE — by what agency: _____

HUB Zone

WBE — by what agency: _____

Name: _____

Title: _____

Company: _____

Phone Number: _____ **Fax Number:** _____

Mailing Address: _____

E-Mail Address: _____

Web Address: _____