

HOW TO **GROW** BONDING CAPACITY 2024 TDOT DBE SMALL BUSINESS ANNUAL MEETING





Career Highlights:

- 17+ years of surety bond experience
- Facilitated bonds for \$3.75B in contracts
- Enabled wealth creation for over two dozen first generation millionaires

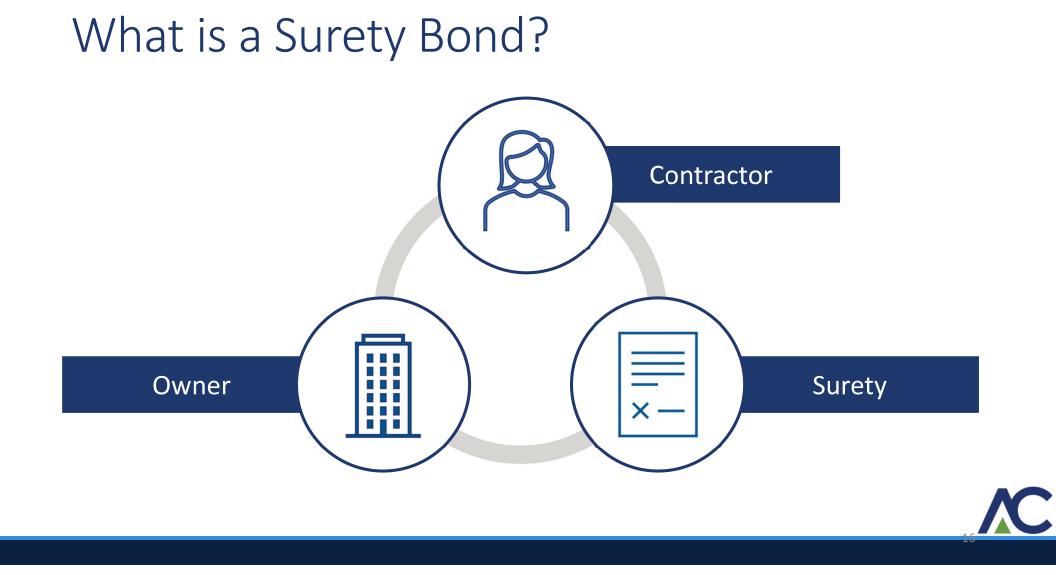


Chris Smith Senior Surety Broker & Advisor CA License # 0G81527 Mobile (301) 503-6260 <u>csmith@acsurety.com</u> www.acsurety.com



"Are You Contract Ready? Build With Us: TDOT's \$15 Billion 10-Year Transportation Plan."









"You've got to be bondable at scale if you want to win in this market - regardless of whether or not you are required to provide a bond on a specific project"

Charles Eaton, Founder F&C Eaton Enterprises, LLC

Tools to GROW Bonding Capacity























Sample WIP Report Structure

COMPANY NAME	
DATE OF REPORT	

	Contract Price	Original Estimated	Total Billed		Total Revised	<u>Estimated</u>					<u>Gross Profit</u>	<u>Gross Profit</u>	Cost and Estimated	Billings in Excess		
Owner / Job Description	<u>Plus</u>	<u>Cost plus Cost</u>	to date Incl.	Total Cost	<u>Estimated</u>	Gross Profit		Revised Est.		Percentage	Earned to	<u>to be</u>	Earnings in Excess	of Cost and Est.	Pure Job	Cash Flow
(Bond Number)	Change Orders	of Change Orders	<u>Retainage</u>	to Date	Cost to Complete	When Bid \$	%	<u>Gross Profit</u>	%	<u>Complete</u>	<u>Date</u>	<u>Earned</u>	of Billings	Earnings	<u>Borrow</u>	<u>Remaining</u>
SAMPLE PROJECT	2,585,497	1,809,848	493,300	404,826	\$1,405,022	775, 649	30%	775,649	30%	22.37%	173,497	602, 152	85,023	-	-	687,175
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
	-	-	-	-	\$0	-		-	0%	0.00%	-	-	-	-	-	-
Totals	\$2,585,497	\$1,809,848	\$493,300	\$404,826	\$1,405,022	\$775,649		\$775,649			\$173,497	\$602,152	\$85,023	\$0	\$0	\$687,175











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