



OLD REPUBLIC SURETY



SURETY

from a
different
angle

Relationship-based surety

UNDERWRITING AND PROGRAM PARTNERSHIP

Consistent, personalized **UNDERWRITING**

★ Meet your trusted business partner

From submission through project completion, Old Republic Surety is invested in your success, engaged in your approach and always accessible. We don't just approve a submission and then move on. We give both contractors and bond agents the support needed for today's project – and tomorrow's growth. We want to be your partner.

★ Key advantages



★ We're here for the long run

- Steadfast client connections, some of which have lasted for decades
- Among the nation's top underwriters of contractors' performance and payment bonds, miscellaneous surety and commercial fidelity
- A subsidiary of Old Republic International since 1986, our corporate roots date back to the late 1800s
- Trusted, long-term relationships with surety-oriented independent agencies and brokers
- Additional experience writing thousands of types of surety bonds in all 50 states since 1923



★ Getting to “Yes”

Spreadsheets never show the whole picture. Risks vary by industry, business model, contractor, and the myriad specifics of any one project. Fair evaluation of your submission will be based on more than algorithms.

That’s why we will ask to hear your story. It could be the most important aspect of your application process. And we understand that contractor histories can be complicated. They don’t faze us. We look at the big picture.

Once Old Republic Surety receives your submission, we will gauge your overall track record in your industry. You can expect:

- A fair program review with upfront, honest feedback
- In-depth contract and subcontract review with detailed feedback
- A comprehensive evaluation with concern for your at-risk capital
- Assistance with identification of project risks that may have been overlooked
- Challenges to assumptions
- A search for solutions if a project could threaten your long-term financial security

We will work in conjunction with your bond agent, taking a holistic view to provide the best surety solution.

We place greater emphasis on your long-term financial position and net worth than on bond size or frequency. We also have the strength and latitude to approve projects that fall outside of generally accepted parameters.

If we must decline a submission, we not only share the why, but any resources we have that can strengthen future submissions. You can rely on our commitment to you from application through project completion.



★ We pledge to:

- Equitably consider every application
- Provide a layered, 360-degree analysis of your submission
- Embrace subtleties and complexities
- Evaluate past bond quality, rather than frequency
- Assess factors that may force adjustment of expectations with a balanced eye

★ More than bonds

Project involvement

- Hands-on site visits
- Problem-solving suggestions based on decades of experience and familiarity with the contractor's industry
- Available as a confidential sounding board
- Determination to deliver each project to profitable completion

Support for contractor succession planning

- A surety credit perspective
- Relevant advice
- Practical suggestions
- Sustained surety credit

Dedicated in-house claims department

- Professional, in-house surety claims attorneys
- Proactive support to avert claims
- User-friendly support during claims submission and documentation
- Clear communication

Market intelligence

- Always seeking growth opportunities
- Seek opportunities to connect like-minded agents and contractors
- Eager to share new local, regional or national projects that may fit a contractor's capabilities or an agent's portfolio

★ Testimonials

"Another surety might have said 'no' to this project, but I give credit to Old Republic for believing in the contractor and in me as the agent."

—Ray Paiement, vice president and partner, Anchor Insurance & Surety, Eugene, Oregon

"It was a great team effort. I can't say enough about Old Republic's involvement. Old Republic's president ... was personally committed to the project."

—Ron McCormick, owner, Northern Construction Services, Eugene, Oregon

"They understand construction and they're good at it. The people we're dealing with are good people. The rapport you build with their underwriters, you realize they are thorough."

—Gus Zervos, CEO Zervos Group Inc. Insurance & Bonds, Southfield, Michigan

"Old Republic Surety has been, by far, the easiest surety company we've worked with. They've been wonderful. Old Republic is very responsive and always gets back to us quickly."

—Cindy Brickley, president, Brickley Construction, Portage, Pennsylvania



Old Republic Surety's approach to underwriting is rooted in a deep working knowledge of a contractor's operations, and puts a premium on the character and experience of the leadership of the company. They strive to be a true partner to their brokers and clients, offering advisory support and national perspective to support their client's goals and pursuits. This level of support is beneficial during good times, but is essential when contractors are faced with challenges (big or small). We can always trust that Old Republic is in our corner!

—Lockton Companies

Our focus **IS YOU**



Committed and growth-oriented

For 100-plus years, Old Republic Surety has partnered with hard-working contractors and agents, supporting them with innovative, and sometimes out-of-the-ordinary surety solutions. Our partnerships endure because we serve as a reliable surety advisor who's committed to helping contractors achieve their goals.



★ Surety from a different angle

Surety underwriting is about give-and-take and mutual risk-taking. It requires equal parts relationship-building, expectation-setting, discussion and nuanced understanding of a project. We're drawn to contractors who have well-thought-out business plans and an appetite for growth.

If that describes you, you've found your match.

A+

SUPERIOR RATING

A.M. Best



 **OLD REPUBLIC SURETY**



Scan to visit www.orsurety.com
or call 800.217.1792