

# GREAT NATIONAL INSURANCE UNDERWRITERS, INC.

- General Agents -

# PACIFIC GUARDIAN LIFE Life Insurance Co., Ltd.

CHUNG KUO INSURANCE Company, Limited

Great National Insurance Bldg., Chalan San Antonio, Tamuning \* P.O. BOX GA, Hagatna, GU 96932 \* Tel: 646-5736 \* Fax 649-2418 \* Email: gni@ite.net

#### Dear Bond Applicant:

Thank you for applying with Great National Insurance Underwriters, Inc. for the surety bond of your company.

In the interest of providing each and every customer with adequate, appropriate and reliable coverages (Surety, Property & Casualty, Group Life Insurance, etc.), we are asking you to place all your insurance with our agency. Your application will be considered and reviewed by our surety company after you have submitted a complete application package to our agency.

The materials that follow are intended to streamline the information gathering process to determine the contractor's "CHARACTER," "CAPACITY," and "CAPITAL" to enable the contract bond underwriter to reach a positive decision.

If you have any questions, please don't hesitate to ask and thank you for giving Great National Insurance Underwriters, Inc. the opportunity to consider your account for bonding.

Sincerely,

**GNIU** Underwriter

# **10 Reasons Bonding Benefits Contractors**

Provided by the Surety Information Office, Washington, D.C., (202) 686-7463

- 1. **Level Playing Field**: The prequalification process weeds out unqualified contractors from the bid process.
- 2. **Expands Market**: Bonding Capacity opens up a larger market for pursuing work. Most federal, state and local projects must be bonded, and private owners are recognizing the benefits of bonds. Many large contractors require bonded subcontractors on their projects.
- 3. **Claims Experience**: A contractor can learn from sureties' mistakes. Sureties offer advice based on a wider perspective and broader scope of experience they have learned from the errors of those who wound up in their claims department. A surety's involvement helps avoid costly litigation.
- 4. **Dispute Resolution and Problem Solving**: Often a surety can (and does) act as an intermediary during disputes. As surety can solve a problem before a default is declared.
- 5. **Financial Capacity**: Bonding can enhance a contractors borrowing capacity with the bank because the bank knows a qualified surety is also reviewing financial statements and position. Bonds do not impede a contractor's line of credit as letters of credit do. A surety may be able to help confirm financing on a private project.
- 6. **Construction Assurance**: A strong, well-established bonding relationship helps contractors gets and keep good, bondable subcontractors and helps subcontractors maintain good relationships with general contractors. This in turn enhances the relationship with an owner. The entire project benefits from the professional nature of the team. A surety's underwriting and prequalification process assures contractors can do qualify work on schedule and according to the terms of the contract, thus enhancing a contractor's reputation with an owner.
- 7. **Financial Security**: Payment assurance to subcontractors and suppliers is provided in the form of payment bonds. Payment bonds help secure payment terms with subcontractors and suppliers, and keep total contract prices lower. Subcontractors and suppliers enjoy the protection of a payment bond, and that might reflect in their prices.
- 8. **Supportive Partner**: Contractors are proud of their bonding capacity and their surety relationships, which are based on candor, confidence and communication. Bonding provides an excellent financial reference to an owner without having to divulge detailed financial statements.
- 9. **Information Resource**: Sureties are excellent information on resources for contractors to find information on owners, subcontractors and suppliers in terms of the pay habits and reputations. Sureties can help a contractor find out about the competitions without divulging any proprietary or confidential information. Sureties are extremely knowledgeable about the trends, major issues, competition, etc. in the construction industry.
- 10. **Free Review**: A surety provides a thorough review of a contractor's forms, contracts, information systems and financial records. This can assist a contractor with internal record keeping. Sureties, along with a contractor's banker, accountant and attorney, serve as important business advisors to a contractor. Often, a surety agent may also handle insurance and can offer information and advice on insurance risk. A surety's concerns and questions can be the "double check/reality check" mechanism to help a contractor determine whether a certain job is worth pursuing.

#### SURETY BOND

A surety bond guarantees that the contractor, called "principal" will perform the "obligation" stated in the bond.

In essence, surety is a credit relationship. Therefore, applying for a bond is similar to applying for a bank loan. SUFFICIENT TIME IS NEEDED to carefully consider all aspects of your submission by an underwriter. The more information you can provide with this submission, the sooner a decision can be made, which normally takes between 7 to 14 days.

Please provide us with the following information: (additional information may be required after the underwriter's review)

- 1. Contractor's Questionnaire
- 2. Business/Corporate Financial Statements
  - Past two (2) fiscal year end statements (PREFERABLY PREPARED BY A CPA). The enclosed FINANCIAL STATEMENT REQUIREMENT SHEET outlines the bond company's underwriting standards for financial preparation.
  - Current statement within the last six (6) months either fiscal year end or interim.
  - Current fiscal year end statement ideally will be CPA prepared and will be a "reviewed" or "audited" statement.
  - If the statement is a "review," then please provide a detailed breakdown and list of receivables (including aging of them) and notes on accounts payable showing complete names and complete addresses for all.
  - Notes should explain any "unusual" entries made.
- 3. Current Personal Financial Statement for each Owner/Stockholder dated concurrently with last business/corporate financial statement for fiscal year end and/or interim statements.
  - Use company form or standard banker's form
  - Explain in detail any entries or items that are not self-explanatory (example: "Bonds-\$20,000.00" should contain a schedule thereof as sureties will only give credit for high rated bonds. In the absence of a schedule, sureties will give no credit.)
  - If possible, personal financial statements should be CPA prepared but this is not a mandatory requirement.
- 4. Schedule of Outstanding Work-On-Hand
  - Include both bonded and not bonded work
  - Detailed breakdown by job
  - It is not necessary to include any work being done on a "time and material" basis or any work being done on a "cost-plus" basis.
  - A work-on-hand schedule is needed to correspond to the last fiscal year end financial statement (unless the accountant has included a near identical schedule in his/her report) and a separate schedule is needed to reflect current work-on-hand
- 5. Bank Letter/Information. Evidence of borrowing capacity and/or lines of credit is required from your bank.
- 6. Any letters of commendation or reference letters for previous work completed
- 7. Resumes for all owners and key employees (job foreman, head estimator, etc.)

Applications submitted lacking any of the required documents will be considered as incomplete and may delay your application.

An Indemnity Agreement or personal indemnity of owners/stockholders is required upon approval of application.

# **BOND APPLICATION CHECKLIST**

The Surety Bond App	lication consists of the following items:
1.	Contractor questionnaire
2.	Resumes of owners and key personnel Contractor's customer reference (please provide a minimum of 3)
3.	Contractor's customer reference (please provide a minimum of 3)
4.	Supplier Reference (please provide a minimum of 3)
6.	Personal financial statement
<del></del>	Bank & credit references
8.	Schedule of uncompleted work or Work In Progress (WIP) or Work on Hand Report
In addition with the at which will be procured	tached items, below are the other items that are part of the Contract Surety Bond Application id by the applicant.
1.	Articles of Incorporation, By-Laws, Corporate Minutes that would indicate current
	Corporate Ownership, if applicant is a corporation.
2.	Business License and Contractors License
	Statement of Experience projects completed, current and future
	Biography of Experience History of Management or RME
	Acceptable Collaterals:
	a) Real Estate Property (free or lien)
	- latest appraisal report
	- Preliminary Title Research (PTR) or
	b) Cash Collateral
6.	Company Business Financial Statement for the last two years
	Business and Personal Tax File Returns for the last two years
8.	Transfer of all insurances to Chung Kuo Insurance Co., Ltd.
	(copy of existing Insurance Policies)
9.	10% Cash Retention from incremental payments from contracts
10.	· ·
	- Police Clearance
	- Photo Identification
	- Two (2) Character References Letter
11.	
	- Bid Specifications

# **CONTRACTOR QUESTIONNAIRE**

#### CONFIDENTIAL

City Telephone # Name of Contact	County		State	Zip	Code
		General In	formation		
Business Structure:	☐ Corporation ☐ Pa	artnership 🔲 Propri	etorship 🔲 Sub	Chapter S Corpo	ration
Гуре of Construction P	Performed:		] Union	Non-Union	
Geographical Area of 0	Operation:				
icensed to do Busines	ss in the following States:				
How many employees:	: Field?	(How many work cre	ws? )))	Office	e?
Our contracts are with:	General Contractors	% 🗆 D	irectly with owner	%	Subcontractors%
What trades do you pe	rform?				
Percentage of work no	rmally subcontracted to others	s:% W	/hat trades are subco	ontracted?	
When do you secure s	ubcontracted bonds?				
Do you ever engage in	Joint Venture contracts?	Yes No			
	uired to provide bonds?	_	Occasionally	Rarely	
	nance bond was provided:	_	_	,	
		Histo			
			•		
Data Business Establis	shad	Data of Incorporation		State of I	noornoration
					ncorporation
Name of Predecessor	Company:	·			
Name of Predecessor		·			
Name of Predecessor	Company:agement assume control?	·	-		
Name of Predecessor  When did current mana	Company:agement assume control?  controls	·	and Key Employe		
Name of Predecessor  When did current mana	Company:agement assume control?	Organization/Owner	- and Key Employe	es	
Name of Predecessor  When did current mana	Company:agement assume control?  Contents	Organization/Owner	and Key Employe	es	
Name of Predecessor When did current mana List all officers and own Name, Home Addr	Company:agement assume control?  Contents	Organization/Owner	and Key Employe	es	
Name of Predecessor  When did current mana  List all officers and own  Name, Home Addr	Company:agement assume control?  Contents	Organization/Owner	and Key Employe  % of Stock  %	es	
Name of Predecessor When did current mana List all officers and own Name, Home Addr	Company:agement assume control?  Contents	Organization/Owner	and Key Employe  % of Stock  %	es	
Name of Predecessor When did current mana List all officers and own Name, Home Addr	Company:agement assume control?  Contents	Organization/Owner	and Key Employer  % of Stock  %	es	
Name of Predecessor When did current mana List all officers and own Name, Home Addr  1 2 3 4 5 Years of	Company: agement assume control?  ners ess (Include City & State)  f Experience	Organization/Owner	and Key Employee  % of Stock  % %	Year of Birth	
Name of Predecessor When did current mana List all officers and own Name, Home Addr  1 2 3 4	Company:agement assume control?  ners ess (Include City & State)	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship
Name of Predecessor When did current mana List all officers and own Name, Home Addr  1 2 3 4 5 Years of Here	Company: agement assume control?  ners ess (Include City & State)  f Experience	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship
Name of Predecessor of When did current mana- List all officers and own Name, Home Addr  2 3 4 5 Years of Here	Company: agement assume control?  ners ess (Include City & State)  f Experience	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship
Name of Predecessor of When did current mana- List all officers and own Name, Home Addr  1 2 3 4 5 Years of Here	Company: agement assume control?  ners ess (Include City & State)  f Experience	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship
Name of Predecessor When did current mana List all officers and own Name, Home Addr  1 2 3 4 5 Years of Here	Company: agement assume control?  ners ess (Include City & State)  f Experience	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship
Name of Predecessor When did current mana List all officers and own Name, Home Addr  1 2 3 4 5 Years of	Company: agement assume control?  ners ess (Include City & State)  f Experience	Position  Position	and Key Employee  % of Stock  %  %  %	Year of Birth	Citizenship

Parent, Affiliates and/or Subsidiary Companies

List all subsidiaries, affiliates and/or p	redecessors, companies ir	which this firm	or its stockholders have an interest	st in and/or in	demnify or guarantee for:
Name	Location		Owned By	Sco	ope of Operations
	Co	ontinuity/Jo	ob Completion		
Is there a formal Buy-Sell Agreeme	ent in place?	□No			
If yes, attach a copy. How is the	ne Buy-Sell Agreement fu	nded?	Who is the Buy-	Sell between	?
If no Buy-Sell is in effect, is a V	Vill in effect which address	ses how owner	rship is to change? Tyes	$\neg_{No}$	
If yes, please explain:					
					( ) 0
What arrangements have been ma	de to assure contracts are	e completed in	the event of the death or disab	ility of the ow	ner(s)?
What incentives are given to the ke	av employees to follow thr	ough (honuses	s profit sharing etc \2		
what incentives are given to the ke	by employees to follow the	- '			
	1		ank		
Name/Address		With Since	Name of Loan Of	ficer	Telephone #
Working Line	Expiration		Amount of Working Line	e of	
of Credit: \$	•		Credit Currently in Use?		
Security for working line of credit:					
			П		
Unsecured U	Accounts Receivable		☐ Inventory	☐ Persoi	nal Endorsement
Contract Rights	Equipment		Real Estate		
-		loh Ev	perience		
		JOD LX	perience		
Largest Single Job Completed in la	st 5 years:	\$	Year		
Largest Amount of Uncompleted W	/ork·	\$	Year		
Largest / timeant of emecompleted vi				-	
Largest Single Job Ever Completed	d:	\$	Year		
Largest Amount of Uncompleted W	ork Ever Contemplated:	\$	Year		
Average Cingle Jahr	Φ.	A A		<b>c</b>	
Average Single Job:	\$	_	nount of Uncompleted Work:	\$	
Bond Line Desired: Single Job		I otal Am	ount of Uncompleted Work:	\$	
List the five largest jobs completed in Job Description:	the last live years:				
Contract was with:					
Address			Telephone # ( )		
Contract Price \$			Amount of Profit \$		
Year Completed			Name of Surety:		
Architect/Engineer: Address			Telephone # (		
Audiess			r diophione # (		
Job Description:					
Contract was with:					
Contract was with: Address			Telephone # (	)	
Contract was with: Address Contract Price \$			Amount of Profit \$	)	
Contract was with: Address				)	

Job Description:		
Contract was with:		
Address	Telephone # (	)
Contract Price \$	Amount of Profit \$	
Year Completed	Name of Surety:	
Architect/Engineer:	T-11- " /	\
Address	Telephone # (	)
Job Description:		
Contract was with:		
Address	Telephone # (	)
Contract Price \$	Amount of Profit \$	1
Year Completed	Name of Surety:	
Architect/Engineer:		
Address	Telephone # (	)
Job Description:		
Contract was with:	T	
Address	Telephone # (	)
Contract Price \$ Year Completed	Amount of Profit \$	
Architect/Engineer:	Name of Surety:	
Address	Telephone # (	)
/ tadi 000	relephone # (	/
Refe	rences	
List your five major suppliers/subcontractors:		
Name/Address	Phone#	Contact
1	/	
_1		
2	( )	
3	( )	
4	( )	
5	( )	
	1 \ /	
Accounting and	Financial Reporting	
Name & Address (include City & State) of Accounting Firm	Name of Accountant	Telephone #
	I	
This Accounting Firm is CPA Public Accountant	ndependent Internal	Other
	<del></del>	
How many years has this firm prepared your financial statements?	Tax R	eturns?
Date of Your Fiscal Year-End:		
Do you have a full time accountant on staff?  Yes No		
	Fmnlove	d for (# of years)
If yes, name of staff accountant:		d for (# of years)
If yes, name of staff accountant:		
If yes, name of staff accountant: Results: Results:	Yes	s No
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?	☐ Yes	s
If yes, name of staff accountant: Results: Results: Have your operations been profitable since the last statement date? Since the last statement date, have there been any major changes in your	☐ Yes	s No
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?  If yes, please explain:	☐ Yes	s No
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?  If yes, please explain:  Life Insurance/Corp	☐ Yes financial condition such as char ☐ Yes	s □ No  nges in ownership, major loans or  No
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?  If yes, please explain:	☐ Yes	s
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?  If yes, please explain:  Life Insurance/Corp	☐ Yes financial condition such as char ☐ Yes	s □ No  nges in ownership, major loans or  No
If yes, name of staff accountant:  What year was your last IRS audit Results:  Have your operations been profitable since the last statement date?  Since the last statement date, have there been any major changes in you refinancing, major equipment purchases or leases, withdrawals or other?  If yes, please explain:  Life Insurance/Corp	☐ Yes financial condition such as char ☐ Yes	s □ No  nges in ownership, major loans or  No

	Other Insu	rance Data				
	Insurance Cor	npany	Pol	licy Expiration Da	ate	
General Liability Insurance						
Pollution Liability Insurance (if applicable)						
Worker's Compensation Insurance						
Professional Liability Insurance						
No versión Debes Oscalina	Bonding I					
Name of Prior Sureties Name and address of Present Surety:						_
How long have you been with your present Sur						_
As an inducement for bonding, are you current					Colla	eral
Are all owners and their spouse(s) willing to pe			uitional Corpora	Te indeminites ☐Ye		
Have you been turned down by your present o			n.	□Ye	_	)
Has your company or any officer of any partne	r ever caused a loss to a Sur	ety? If yes, please a	ttach an explana	ation	s 🗆 No	)
	Atto	rney				
Name of Address (Include City & State)	of Law Firm	Name of Attorne	<b>Э</b> у	Teleph	one #	
				( )		
Is your firm or any of its owners or officers curr	ently involved in any litigation	n?			Yes	No
If yes, please have the attorney, on his/her let	terhead, briefly explain the n	ature of the litigation	and its current	status.		
Se	uits/Judgment/Defaults	and Contingent L	iabilities			
Has your company or any officer or any partne	r ever filed bankruptcy or oth	erwise compromised	with your credit	ors?	Yes	$\square$ No
Has your company ever failed to qualify for a b	ond after an award?				$\square_{Yes}$	$\square_{No}$
Has your company ever failed to complete a co	ontract?				$\square_{Yes}$	$\square_{No}$
Have any Mechanics Liens been filed on your	work?				$\square_{Yes}$	$\square_{No}$
Has your bond credit ever been terminated by	a surety?				$\square_{Yes}$	$\square_{No}$
Is your company, any affiliated, any subsidiary,	or any other company you r	ow own or did own ir	n a Surety's Clai	m Department?	$\square_{Yes}$	$\square_{No}$
Are you acting as surety or bondsman for othe	rs?				Yes	No
Are you acting as endorsers for others on their	notes or accounts?				Yes	□No
Does your company or any officer or partner or	we any money to a bonding o	company?			Yes	□No
Are Federal, State and Local taxes for your con	mpany and all officers or part	ner current?			Yes	□No
Has your company, or any officer of partner, excompany?	ver required any financial ass	istance or borrowed	any money from	a bonding	□Yes	□No
This application consists of this instrument, the regard to the bond(s) requested, such financial information pertinent to the bond(s) applied for also executed for the officers of the corporation its authorized representative may have an invepersonal characteristics or mode of living of sa scope of the investigation requested, if such in The representations contained in this instrume Such representations are made as material inc Any person who knowingly and with intent to in incomplete or misleading information is subject.	statement and agreements if the application is by an incident in a personal, not a corpora stigative consumer report in idindividual(s), and, upon wrestigative consumer report int, the financial statements a ucements to be relied upon igure, defraud, or deceive any	peing incorporated he dividual primarily for the te capacity, thereby a ade including informatiten request of said is s in fact secured. and all other forms prothe the surety and its aut	erein by reference the benefit of a cacting a co-guar atton bearing on individual(s), will by the deep reserved to foliam or claim or claim or claim or claim or character of char	ce. In addition to corporation and the antor thereof, the character, go I disclose in writing anted by the application of an application of a specific and a specific	o routing volume to bonding the nat repring the nat bond(s) repring the nat bond(s) reprinced to bond(s) reprinced	erification oplication is company utation, ure and etrue.
Subscribed and sworn before me this	Name of I	Firm				
						SEAL
day of 2008	Signature	e (If corporation, sign	ature of Secreta	ary & President)		
Notary Public	Signatur	e				

# **RESUME**

Individual	Home Address
City, State, Zip	Telephone
PERSONAL DATA	
Date of Birth	Social Security #
Driver's License	Marital Status
Spouse's Name	Spouse's Employer(Name, address, position and length of employment)
EDUCATION	
Did you graduate from high school? ☐ Yes ☐ No	0
College - 19 to	
SPECIAL EDUCATION RELATING TO CONSTRUCT	TION AND/OR TO YOUR TYPE OF PROFESSION:
BUSINESS AND PROFESSIONAL EXPERIENCE RETYPE OF PROFESSION: Indicate firm name, length which you were involved and reason for leaving.	
PERSONAL REFERENCES: Name, address, phone	number, length of time acquainted.

#### **CONTRACTOR'S CUSTOMER REFERENCE**

APPLICANT'S/PRINCIPAL'S NAME:
NAME OF CUSTOMER:
CONTRACT NAME:
TELEPHONE NUMBER:
SPOKE TO: LEFT MESSAGE  DATE:  DATE:
QUESTIONS:
1. What type of work did the Contractor do for you?  A. New Construction  Remodel, Renovation, Rehabilitation  Tenant Improvement  Other  Other
2. Was the project:
3. How many projects has this Contractor completed for your company? If more than one, over how many years?
4. How much was the largest job? \$
5. Approximately how much was the contracts(s) for? \$
☐ Confirmed amount from application
6. When was the project(s) completed? If not, when will it be completed (date)? Month/Year
7. How was the quality of his/their work?
8. Were there any problems with the job?
9. Did he/they have any subcontractors?
10. Who supervised the job for the contractor? Name/Title:
11. Was supervision adequate?
12. Would you hire him/them again or recommend him/them to anyone?
Form completed by: Date:

#### **CONTRACTOR'S CUSTOMER REFERENCE**

APPLICANT'S/PRINCIPAL'S NAME:
NAME OF CUSTOMER:
CONTRACT NAME:
TELEPHONE NUMBER:
SPOKE TO: LEFT MESSAGE  DATE:  DATE:
QUESTIONS:
1. What type of work did the Contractor do for you?  A. New Construction  Remodel, Renovation, Rehabilitation  Tenant Improvement  Other  Other
2. Was the project:
3. How many projects has this Contractor completed for your company? If more than one, over how many years?
4. How much was the largest job? \$
5. Approximately how much was the contracts(s) for? \$
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6. When was the project(s) completed? If not, when will it be completed (date)? Month/Year
7. How was the quality of his/their work?
8. Were there any problems with the job?
9. Did he/they have any subcontractors?
10. Who supervised the job for the contractor? Name/Title:
11. Was supervision adequate?
12. Would you hire him/them again or recommend him/them to anyone?
Form completed by: Date:

(3 References Required)

#### **CONTRACTOR'S CUSTOMER REFERENCE**

APPLICANT'S/PRINCIPAL'S NAME:	
NAME OF CUSTOMER:	
CONTRACT NAME:	
TELEPHONE NUMBER:	
SPOKE TO: LEFT MESSAGE	DATE:
QUESTIONS:	
1. What type of work did the Contractor do for you?	
A. New Construction	B. What trade:
Remodel, Renovation, Rehabilitation	(Example: electrical, concrete, framing, etc.)  C. Description

## SUPPLIER REFERENCE

Date:	
To:	
RE:	
Dear Sir/Madam:	
We are considering a bond your records. Thank you!	request for the above captioned account and would appreciate the following information from
Account Since:	
High Credit Extended:	
Balance Owing:	
Currently Due:	
Past Due:	
	(in days and amounts)
Terms:	
Special Conditions attach to	account:
General Comments:	
Your Signature:	
Printed Name:	
Title:	

(3 References Required)

#### **SUPPLIER REFERENCE**

Date:	
To:	
RE:	
Dear Sir/Madam:	
We are considering your records. The	g a bond request for the above captioned account and would appreciate the following information from nk you!
Account Since:	
High Credit Exten	ded:
Balance Owing:	
Currently Due:	
Past Due:	
	(in days and amounts)
Terms:	
Special Condition	s attach to account:
General Commer	s:
Your Signature:	
Printed Name:	
Title:	

(3 References Required)

#### **SUPPLIER REFERENCE**

Date:	
To:	
RE:	
Dear Sir/Madam	n:
We are consider your records. The	ring a bond request for the above captioned account and would appreciate the following information fror hank you!
Account Since:	
High Credit Exte	ended:
Balance Owing:	
Currently Due:	
Past Due:	
	(in days and amounts)
Terms:	
Special Condition	ons attach to account:
General Comme	ents:
Your Signature:	
Printed Name:	
Title:	

#### **Financial Statement Requirements**

#### PRESENT THIS INFORMATION TO YOUR ACCOUNTANT

All Year-End and Interim Statements must include:

- Cover letter of accountant (on their letterhead) describing the scope of their work. In the case of
  the company's first financial statement, the preparer's cover letter must contain information
  outlining when the business started, the date of the year-end, and comments (if applicable)
  concerning any affiliated companies still in existence or recently discontinued.
- Balance Sheet
- Income Statement
- Statement of Cash Flow
- Footnotes

#### **BONDS UP TO \$99,999.99**

Compiled year-end and six-month interim financial statements are required.

#### BONDS OF \$100,000.00 TO \$499,999.99

Reviewed year-end financial statements are required. The six-month interim financial statement may be either audited or reviewed.

CASH BASIS FINANCIAL STATEMENTS ARE NOT ACCEPTABLE.

## SAMPLE BANK LETTER (Short Form)

Attention: Bond Department		
Gentlemen:		
We have been handlingcredit relations for	(name of contractor or clie	
We have established a signature li	ne of credit of \$	with
our only collateral being the signature of the Under proper needs situation, we wanted	·	ional funds in
excess of our open line in the amount of \$		with our security
Our relationship with this firm has b	peen and v	we consider them
a(n) customer.		
Sincerely,		
NAME TITLE		

[If a formal line of credit has not been established, the bank letter should indicate the willingness to bring into existence a line of credit as well as describing the banking and credit relations.]

### BANK LETTER-LONG FORM

Dear					
	(Bank)	is pleased to offe	r a revolving credit facilit	y to	
	(Borrower)		in accordance with the	e following provisions:	
Borrower:			a corporation hav	ing its principal office	
	in				
Amount:					
Purpose:	Expansion of trading	assets			
Term:	Thirteen (13) months	;			
Interest Ra	when changes or	ccur in such prime ra	ne Rate plus te. Interest will be paya al days elapsed divided	ble monthly in arrears and	
Payment:				dit, the full amount can be borroweriod will be required annually.	èd,
Fees:	Α	percent or	will be payable	e annually.	
Expenses:	The Borrower will	pay all expenses an	d costs in connection wi	th this loan.	
Guarantors	s: The loan will be u	nconditionally guara	nteed jointly and severa	lly by	_
Principal C	Covenants: Borrower	will:			_
A)	statement, in conform basis, within 45 days (bank) compliance with all re	nity with generally act of the end of such on an author epresentations, warr	ccepted accounting princ juarter. In submitting fin rized officer of the Borro	ower will certify continuing ontained herein and will also	
В)	year and prepared an submitting financial s Borrower will certify of	ccounting principles nd certified by a CPA statements to continuing compliance	applied on a consistent acceptable to (bank) e with all representation	nancial statement in conformity basis, within 90 days of fiscal (bank) In an authorized officer of the as, warranties and covenants or default with any other agreeme	∙nt
C)	Provide	(bank)	with job status reports	as requested by the Bank.	

D)	Maintain consolidated net working capital ofleast	and current ratio of a	t
E)	Maintain a consolidated tangible net worth of at least \$ end. Consolidated tangible net worth shall mean the aggregate amount of consolidated balance sheet of Borrower at any particular date (but exclude capitalized organization and development costs, capitalized interest, debt goodwill, patents, trademarks, copyrights, franchises, licenses, amounts of employees, directors, stockholders and affiliated, and such other assets a classified "intangible assets" under generally accepted accounting princip at such date, all computed in accordance with generally accepted account on a consistent basis.	of assets shown on the ling from such assets discount and expense due from officers, as are properly les) less liabilities	e,
F)	Maintain consolidated total liabilities at a level not exceeding Consolidated tangible net worth.	of	
G)	Maintain and preserve its Corporate existence and all rights, privileges, fr Authority for the conduct of its business.	anchises and other	
H)	Maintain its properties and facilities in good order and repair.		
I)	Maintain insurance with responsible insurance carriers against such risks Amounts as is customarily carried by similar businesses.	s an in such	
J)	Pay and discharged all taxes, assessments and governmental charges in except those being contested in good faith.	n a timely manner,	

SCHEDULE OF UNCOMPLETED WORK (ALL WORK – BONDED & UNBONDED	- BON	DED &	UNBONDED -	- IF COST PLUS	US PLEASE INDICATE	DICATE	
NAME OF CONTRACTOR				DATE AS OF			
OBLIGEE – PERSON TO CONTACT - PHONE STARTING COMPLETION DATE	Bonded	Un- Bonded	CONTRACT PRICE (Including Approved Change Orders)	Contractors Est. Cost When Bid (Including Cost of Approved Change Orders)	Total Billed to Date including Retainage (Explain any Dispute Items)	TOTAL COST TO DATE	TOTAL REVISED ESTIMATED COST TO COMPLETE
OBLIGEE Phone Project							
OBLIGEE Contact Phone Project							
OBLIGEE  Contact  Phone  Project							
OBLIGEE Phone Project Phone							
OBLIGEE  Contact  Phone  Project							
OBLIGEEPhoneProjectPhone							
TOTALS							
TOTAL UNCOMPLETED WORK:				SIGNATURE			
TOTAL UNCOMPLETED WORK BY SUBCONTRACTOR:				TITLE			
BONDED:				REMARKS			
UNBONDED:							