|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Now that I understand how the bond prequalification process works, let me take a look at my business today. Do I agree or disagree with the statements below? | Strongly Agree  (1) | Agree  (2) | Maybe  Or  Sometimes  (3) | Disagree  (4) | Strongly Disagree  (5) |
| **CHARACTER (CREDIT)** |  |  |  |  |  |
| 1. The general contractors I’ve worked with use me on a regular basis. |  |  |  |  |  |
| 1. I have never had a bond claim. |  |  |  |  |  |
| 1. My personal credit history does NOT include open bankruptcies, unpaid tax liens, unsatisfied judgments, or past due child support. |  |  |  |  |  |
| 1. My suppliers would provide favorable pay references for me. |  |  |  |  |  |
| 1. Job owners that I’ve worked for would say I finished on time to their satisfaction. |  |  |  |  |  |
|  |  |  |  |  |  |
| **CAPACITY** |  |  |  |  |  |
| 1. I have at least three years of experience as a contractor. |  |  |  |  |  |
| 1. The jobs I pursue are within my geographical reach. |  |  |  |  |  |
| 1. I focus on project scopes that are within my area of expertise. |  |  |  |  |  |
| 1. I know and pursue the type and size of jobs that produce the best outcomes for my business. |  |  |  |  |  |
| 1. I have and maintain the proper licenses for the work I do. |  |  |  |  |  |
|  |  |  |  |  |  |
| **CAPITAL ($)** |  |  |  |  |  |
| 1. My business financial statements are prepared by a CPA. |  |  |  |  |  |
| 1. Over the years, I have been reinvesting my profits in the business. |  |  |  |  |  |
| 1. My CPA prepared both my business and my personal tax returns. |  |  |  |  |  |
| 1. My business cash flow is adequate to meet all of my working capital needs. |  |  |  |  |  |
| 1. I have, or could establish, a bank line of credit. |  |  |  |  |  |
|  |  |  |  |  |  |

I have objectively evaluated my business myself. I may be bondable today, but I can always strengthen my bonding profile. I have listed below some of the action items I can take both in the short term and long term.

**SHORT TERM ACTION ITEMS:**

1. Complete thoroughly the Contract Express Application, and get it over to South Coast Surety for review.

2. Make an appointment with my CPA to discuss my financial reporting. Tell him or her that I need to qualify for surety support this year, and that I will need his or her help. Start the conversation regarding percentage of completion basis financial statements.

3.

4.

5.

**LONG TERM ACTION ITEMS:**

1.

2.

3.

4.

5.