

The Surety & Fidelity Association of America

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October 26, 2011

Liz Duncan-Gilmour, Esq.
Co-Director
The Minority Business Development Institute
306 Farnsworth Avenue
Bordentown, NJ 08505

Dear Ms. Duncan-Gilmour:


On behalf of the Surety & Fidelity Association of America (SFAA), I am pleased to submit this Letter of Support for The Minority Business Development Institute (MBDI) in its application and proposal to seek funding to enhance its program services. MBDI's mission and the comprehensive services provided to minority and women-owned contractors will help to prepare these contractors to meet the challenges of a highly competitive and growing construction industry.

MBDI's successful execution of training and preparation in business development, organizational structure and educational coaching increases the ability of minority and women-owned businesses to obtain contracts, acquire surety bonding and compete.

We hope to partner with MBDI in expanding access to bonding for these small and emerging contractors through the incorporation of our Model Contractor Develop Program (MCDP) as part of the resource mix of MBDI. We feel that these educational workshops and bond readiness activities not only will lead to more bonding credit, but also will help to permanently improve and strengthen the small contractor's infrastructure and business operations.

We fully support the Minority Business Development Institute's proposal and look forward to working with them in its implementation.

Respectfully,



Lynn M. Schubert
President