

MEMORANDUM OF UNDERSTANDING

BETWEEN

**CINCINNATI MINORITY CONTRACTORS BUSINESS
ASSISTANCE PROGRAM**

AND

THE SURETY & FIDELITY ASSOCIATION OF AMERICA

This Memorandum of Understanding is made this 27th day of August, 2008 between the Cincinnati Minority Contractors Business Assistance Program (Cincinnati MCBAP) and The Surety & Fidelity Association of America (SFAA). A companion MOU will also be signed between Allied Construction Industries (ACI) and the SFAA. Both Cincinnati MCBAP and ACI will be assisting in the bonding program described below. Although not intended to be legally binding, ACI and SFAA agree to the following principles:

Whereas -

Cincinnati MCBAP is a non-profit organization involved in providing education & training, technical assistance, and capacity-building services to small, minority, and/or women-owned businesses (S/M/WBEs) specializing in construction or construction-related services;

Cincinnati MCBAP desires to establish a bond readiness initiative to assist S/M/WBEs to access and successfully secure bonding;

SFAA is licensed as a rating or advisory organization and has been designated by state insurance departments as a statistical agent for the reporting of fidelity and surety experience, representing its member companies in matters of common interest before various federal, state, and local governmental agencies;

SFAA actively supports and partners with organizations throughout the United States to implement bond readiness programs; and

Cincinnati MCBAP and the SFAA (in cooperation with the Surety Association of Ohio (SAO)) desire to implement a Bond Readiness Initiative for S/M/WBE's in the City of Cincinnati.

Cincinnati MCBAP and SFAA agree as follows:

1. The program established by this MOU is entitled "From the Banks to the Bridges"
2. The objective of the Bonding Initiative is to assist small, minority, and/or women-owned businesses specializing in construction and construction-related services to qualify for and access bonding, or increase their bonding limits through education

and direct assistance in the bonding process by working directly with the surety industry.

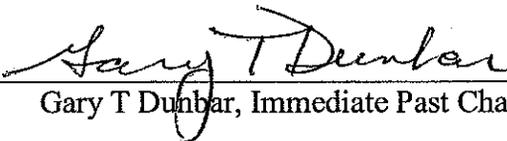
3. Cincinnati MCBAP will conduct on-going outreach to inform the small, minority, and women contractor community of the Bonding Initiative.
4. Cincinnati MCBAP will help SAO volunteers identify and recruit companies that can best benefit from participating in the Initiative based on their years in business, their current levels of operation and their financial strength.
5. Cincinnati MCBAP will conduct on-going activities to network S/M/WBE contractors with the surety, banking, and financial industries through sponsoring meetings and conferences in a variety of settings.
6. Cincinnati MCBAP will help SAO volunteers organize and arrange, through the education & training portion of the Bonding Initiative, a series of seminars on various aspects of contractor development and operations, including access to bonding and financing.
7. Cincinnati MCBAP will offer technical assistance in areas such as project management, job costing, finance, and accounting to contractors who may need assistance beyond education and training, prior to applying for bonding.
8. The SFAA, in cooperation with the local members of the SAO, will provide and/or identify instructors to assist with presentations at the Cincinnati MCBAP and ACI contractor development workshops.
9. The SFAA and SAO will coordinate, facilitate, and/or provide access to resources of the SFAA, which will assist Cincinnati MCBAP in implementing the Bonding Initiative.
10. The SFAA and SAO will establish peer reviews whereby contractors are teamed up with members of the surety industry who would review their bondability. These reviews will identify and help develop a strategy to address any potential denial factors apparent from each company's profile and bonding package reviewed.
11. The SFAA and SAO will monitor the implementation of each company's development strategy up to the point of the contractor or company successfully applying for bonding.
12. Cincinnati MCBAP will help the SFAA and SAO volunteers coordinate the program implementation to ensure that the bonding initiative is managed efficiently, including such operational matters as conducting intake and assessment for bonding; assembling company profiles and bonding packages; and

providing monthly, quarterly or other periodic reports that may be necessary to document program success.

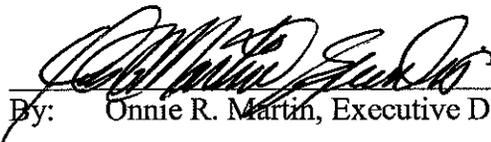
13. Cincinnati MCBAP and the SFAA shall each bear the respective costs associated with each party's responsibilities under this agreement or as may arise and no cost reimbursements or accounting shall be required.
14. Within 30 days of the parties' signing of this agreement, both parties agree that the Bonding Initiative shall begin through various activities including recruitment, workshops, and announcement of the initiative.

Signed by the parties:

The Surety & Fidelity Association of America


By: Gary T Dunbar, Immediate Past Chair

Cincinnati Minority Contractors Business Assistance Program


By: Onnie R. Martin, Executive Director