

# Surety and Mining

## Finance. Reclamation. Strategy.

MMA's dedicated surety department creates relationships with clients and surety providers to efficiently issue and track all the bonds needed to run a business. By combining a staff of surety-only professionals and a long list of surety providers, we find the best possible partnerships for our clients.

By focusing on certain niche industries, we develop specialized knowledge and surety carrier relationships to create more competitive offerings. Our work in mining goes beyond the typical credit underwriting and brings in an understanding of engineering and mine-asset value to supplement the credit profile.

### What Sets Us Apart

**Continuous Improvement Process.** Too often reclamation bonds are put in place and simply renewed. Our approach is to work to proactively establish a benchmark for future improvement in terms and conditions. Obtaining the commitment of the surety provider in the process aligns all parties together.

**Asset-Value Underwriting.** Unlike most surety bonds, reclamation obligations attach to an asset that carries off-balance sheet value. We use this knowledge to negotiate better terms, whether it's pricing or collateral for our mining clients.

**Extensive Carrier Relationships.** Our diverse book of surety business and ability to focus both nationally and locally provides access to certain markets that only contract with large brokers, as well as regional carriers that only contract with smaller agents close to their community. We're in a unique position where we can offer the largest roster of market partners of any of our competitors.

**Technology Support.** Due to our volume, we've invested in SurePath technology that allows us to effectively manage surety portfolios. Bonds Fast is another platform that offers you the ability to obtain and print license and permit bonds immediately.

**Financial Planning and Advice.** We take the time to understand our client's business and develop long-term strategies to ensure that business growth and profitability goals are met.



Your future is limitless.™

### Learn more

Contact John Wayhart, Senior Vice President, for more information on surety bond programs.

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## Where we can help you

Our creativity in bringing solutions is supported by an experienced staff that delivers exceptional service. MMA's 32 surety provider partners also give us the flexibility to match your company and industry with the best surety partner. Our staff is ready to help in the following ways:

- Reduce or eliminate costly collateral
- Expand capacity to help your business grow
- Improve service through electronic bond delivery
- Rebuild your bond program hurt by the recession
- Exonerate old bond liability
- Benchmark your existing bond program
- Help with your first bond

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# \$30m

## Case study

A Canadian-owned mining operation was expanding through acquisitions into the U.S. market and was required to post large guarantees for reclamation they hadn't anticipated. Cost and collateral were the two most important drivers. MMA brought in a very interactive relationship with a highly rated carrier. Through meetings with management and mine engineering visits, bonds were approved with reasonable terms. The mining operation opened up \$30 million in cash capital that can now be used in operations.

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