



HREN SURETY INSURANCE SERVICES

specializing in subdivision and contract surety bonds

P.O. Box 599, Pauma Valley, CA 92061 ♦ P: 760.742.3768 ♦ F: 760.742.3769

REAL ESTATE DEVELOPER'S QUESTIONNAIRE

IN ORDER TO ESTABLISH BONDING CREDIT FOR YOUR COMPANY WE NEED THE FOLLOWING:

1. Complete this QUESTIONNAIRE. If a particular bond is needed at this time, please complete the SUBDIVISION BOND REQUEST FORM.
2. FINANCIAL STATEMENTS:
 - a. Submit the last three year-end statements; if not in business for three years, submit what is available.
 - b. Submit most current interim statement.
 - c. Submit current personal statement on each owner.
3. RESUME: Submit a detailed resume on each owner and each key employee, as well as the history of the company. **(All resumes should be typed).**
4. BANK REFERENCE LETTER: Surety Credit underwriting is similar to bank credit. This item is very important. Bank Reference Letter should be addressed to **Hren Surety Insurance Services**, outlining 1) average balance 2) exact terms of existing loans 3) line of credit (if one exists), and 4) how much, if any, money is available for future working needs and on what terms.
5. SUBDIVISION UNCOMPLETED WORK (form attached): This must be completed as of the most current month and date. Please be sure that each column is completed.
6. Please submit a current Certificate of Insurance.

If you have any questions or we can help in any way, please call.



HREN SURETY INSURANCE SERVICES

specializing in subdivision and contract surety bonds

P.O. Box 599, Pauma Valley, CA 92061 ♦ P: 760.742.3768 ♦ F: 760.742.3769

This application must be completed in its entirety. If a question is not applicable, please write "n/a" in the space provided. Please type this form.

1. DEVELOPER (Legal Name) _____
2. ADDRESS (include county and zip code) _____
3. TELEPHONE NUMBER (include area code) _____
4. FEDERAL I.D. NUMBER _____
5. TYPE OF WORK DONE _____
6. OPERATES AS: _____ PROPRIETORSHIP _____ PARTNERSHIP _____ CORPORATION
- 6a. IF PARTNERSHIP, IS THERE A LEGAL PARTNERSHIP AGREEMENT? -- IF SO, PLEASE INCLUDE COPY
7. DATE BUSINESS BEGAN _____; FISCAL YEAR END _____
8. BASIS OF RECOGNITION OF INCOME FOR TAX PURPOSES: _____
9. ARE TAXES CURRENT? (if no, explain)? _____
10. HAVE YOU OR ANY PRINCIPALS EVER DECLARED BANKRUPTCY?(if so, explain) _____

11. HAVE YOU OR ANY PRINCIPAL OF THIS COMPANY EVER DEFAULTED ON ANY PREVIOUS SURETY BOND?
(either under this trade name or any other trade name)? _____
12. CURRENT BOND COMPANY _____; LARGEST BOND _____
13. REASON FOR LEAVING BOND COMPANY _____
14. WHAT WERE GROSS ANNUAL RECEIPTS LAST FISCAL YEAR? _____
15. LARGEST SINGLE COMPLETED DEVELOPMENT _____
16. LARGEST NUMBER OF UNITS UNDER DEVELOPMENT AT ONE TIME _____, YEAR _____
17. ANTICIPATED NUMBER OF UNITS TO BE DEVELOPED (next 12 months) _____
18. DO YOU BUILD OUT ON THE IMPROVED LOT SITES OR SELL IMPROVED SITES TO BUILDERS? _____

19. NAME AND ADDRESS OF CPA _____

20. OWNERSHIP: FOR EACH PERSON WHO OWNS 5% OR MORE OF THE COMPANY, FURNISH IN THE FOLLOWING ORDER: NAME (full legal name), TITLE, % OF OWNERSHIP, HOME ADDRESS, DATE AND PLACE OF BIRTH, SOCIAL SECURITY NUMBER, HOME TELEPHONE NUMBER, SPOUSE'S NAME. WE MUST HAVE ALL OF THIS INFORMATION; THEREFORE, WE HAVE PROVIDED TWO LINES FOR EACH OWNER.; IF MORE SPACE IS NEEDED, USE A SEPARATE SHEET.
 - A. _____

 - B. _____

 - C. _____



HREN SURETY INSURANCE SERVICES

specializing in subdivision and contract surety bonds

P.O. Box 599, Pauma Valley, CA 92061 ♦ P: 760.742.3768 ♦ F: 760.742.3769

21. DO YOU HAVE OTHER BUSINESS AFFILIATIONS? (IF YES PLEASE ATTACH EXPLANATION.)

22. SUPPLIERS: COMPLETE IN DETAIL (i.e. name, address, phone number, highest credit)

A. _____

B. _____

C. _____

D. _____

23. EXPERIENCE (LARGEST PRIOR PROJECTS):

	NAME AND LOCATION OF TRACT	# OF UNITS	\$ AMOUNT OF IMPROVEMENTS	DATE COMPLETED
A				
B				
C				

	NAME OF LENDER (FOR ABOVE TRACTS)	LOAN OFFICER	PHONE
A			()
B			()
C			()

	NAME OF OFF-SITE IMPROVEMENTS CONTRACTOR	CONTACT	PHONE
A			()
B			()
C			()

	NAME OF TITLE COMPANY	CONTACT	PHONE
A			()
B			()
C			()

24. ANY LIENS FILED AGAINST TRACTS IN LAST 2 YEARS? (IF SO PLEASE PROVIDE PARTICULARS ON ATTACHED SEPARATE SHEET _____).

25. ANY OTHER SUITS OR JUDGEMENTS IN LAST 2 YEARS? _____.



HREN SURETY INSURANCE SERVICES

specializing in subdivision and contract surety bonds

P.O. Box 599, Pauma Valley, CA 92061 ♦ P: 760.742.3768 ♦ F: 760.742.3769

26. KEY PERSONNEL IN COMPANY

NAME	POSITION	YEARS IN BUSINESS	YEARS WITH FIRM
A. _____	_____	_____	_____
B. _____	_____	_____	_____
C. _____	_____	_____	_____
D. _____	_____	_____	_____

27. A. WHERE DO YOU BANK? _____
B. NAME OF LOAN OFFICER _____ TELEPHONE _____
C. DO YOU HAVE A WORKING CAPITAL LINE OF CREDIT? _____
D. IF YES, HOW MUCH? _____ HOW MUCH OWED? _____

28. INSURANCE COVERAGE

TYPE POLICY	NUMBER	COMPANY	AMOUNT	EXP. DATE
GEN LIAB.	_____	_____	_____	_____
WORK. COMP.	_____	_____	_____	_____
KEY MAN LIFE INSURANCE	_____	_____	_____	_____

29. INSURANCE AGENT _____ AGENCY _____
ADDRESS _____ PHONE NUMBER _____

30. HAVE YOU EVER HAD AN S.B.A. LOAN? _____ IF SO, GIVE ALL DETAILS INCLUDING CURRENT STATUS AND LOAN NUMBER _____

31. ARE ALL OWNERS WILLING TO PERSONALLY INDEMNIFY THE BOND CARRIERS? _____.



HREN SURETY INSURANCE SERVICES

specializing in subdivision and contract surety bonds

P.O. Box 599, Pauma Valley, CA 92061 ♦ P: 760.742.3768 ♦ F: 760.742.3769

This application consists of this instrument, the financial statement, and all indemnity, security, and trust agreements signed by the applicant with regard to the bond or bonds requested, such financial statement and agreements being incorporated herein by reference.

In addition to routine verification of information pertinent to the bond applied for, if the application is by an individual primarily for personal purposes or, if the application is for a bond primarily for the benefit of a corporation and the said application be also executed for the officers of the Corporation in a personal not a corporate capacity thereby acting as a co-guarantor thereof. Surety's representative may have an investigative consumer report made including information bearing on the character, general reputation, personal characteristics or mode of living of said individual(s), and, upon written request of said individual(s) will disclose in writing the nature and scope of the investigation requested, if such investigative consumer report is in fact secured.

In addition to the information contained in this application as well as the terms and conditions thereof, applicant acknowledges that he has been advised that surety may, as additional collateral, require life insurance on the principal or key employees with surety named as beneficiary. In case of death said collateral shall be used to indemnify surety against loss or expenses. If said collateral shall be required, applicant agrees to provide same at issuance of bond or if unable to so provide, applicant agrees that surety may secure same at applicant's expense.

The representations contained in this instrument and in the financial statement are warranted by the applicant to be true. Such representations in issuing the bond or bonds hereby requested.

DATE SIGNED _____

X _____
FIRM NAME

Subscribed and sworn in before me this

_____ day of _____, 20_____

X _____ SEAL

X _____

Notary Public

FOR COMMENTS AND/OR ADDITIONAL INFORMATION PLEASE USE A SEPARATE SHEET OF PAPER.