

# **Tom Sauer**

**Owner, *Tom Sauer Bond Agency LLC***

Tom Sauer began in the surety business January 2, 1978 working for Lou Jones and Associates. Shortly thereafter he was promoted to regional bond manager running the Denver office. Lou Jones and Associates was a leading underwriter in the SBA SBG Program. In 1984 Sauer began his own company, Western States Bond Agency (WSBA). From 1984-1997 WSBA was an industry leader and leading producer of SBA SBG bonds. During that time Sauer helped establish educational programs for The American Surety Association (TASA), as well as publishing a text book titled *Introductory Principles of Suretyship: Underwriting Construction Accounts*. In 1993, Sauer served as President of TASA. He was also a member of a panel that presented the benefits of SBA SBG to the US House of Representatives Committee on Small Business. In 1997 WSBA was sold. In 2000, Sauer started Tom Sauer Bond Agency LLC (TSBA). Since that time, TSBA has been a leading underwriter of SBA SBG business. Sauer and his wife Molly have been married for 42 years, they are the proud parents of 5 children and 9 grandchildren. Denver has and always will be home.