

## **CHARLOTTE-AREA EXECUTIVE LAUNCHES NEW SURETY AGENCY AND CONSULTANCY**

*Company is responding to the needs of increasingly sophisticated, and rapidly growing, commercial construction businesses in the Southeast.*

**CHARLOTTE, NC, Feb. 28, 2018** – Martha-Ann Marley, a 30-year veteran of the surety industry, today announced the opening of her firm, M.A. Surety LLC. The company offers surety bonds and management consulting services for commercial contractors.

Marley saw the business opportunity that led to the formation of M.A. Surety as early as the first quarter of 2017. During that time, according to Marley, many economists and industry experts agreed the U.S. commercial construction market had entered a mature phase of expansion. However, she viewed the slower, but steady, growth rates as economic base-building, which would most likely serve as a springboard for accelerated commercial investments in the near future. Her unique interpretation of subtle economic and industry clues paid off as both she, and her clients, prepared for the increasing business environment that has followed.

“Today, with the passage of corporate tax reform and the possibility of an infrastructure plan from Congress, construction is an exciting opportunity, particularly in the Southeast. However, this bright economic forecast comes with tough challenges, such as continuing skilled labor shortages, rising materials costs and other unpredictable regulatory and macroeconomic factors. All of this together can pinch project margins and challenge even the best operators in our industry,” said Marley.

“A strategic partnership with our firm assures diligent suretyship representation and access to comprehensive consulting services designed to optimize profit potential. For example, we have been working for some time with our clients to mitigate two major industry headwinds -- labor market tightness and operational cost increases -- by focusing on the implementation of effective employee retention programs and financial strategies that offset inflationary forces,” said Marley.

“One of the most powerful tools we have is our consultancy program. It’s designed to ensure the long-term success of our clients,” she added.

### **About M.A. Surety**

M.A. Surety LLC is a surety agency and consultancy for the commercial construction industry located in Mooresville, North Carolina. Founder and president, Martha-Ann Marley, is a North Carolina native and graduate of N.C. State University. She began her career with a national insurance company as a commercial bond underwriter and has since held various management and executive level positions in the industry.

Marley serves as both speaker and teacher at commercial construction seminars and conferences throughout the country. She has authored articles for publications on a wide range of topics designed to help contractors achieve and maintain maximum profitability. Please visit [www.masuretycorp.com/](http://www.masuretycorp.com/) for additional information.

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