



# NICHE SHEET

## DEVELOPER SURETY

### Developer Surety Products

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- Tarion Warranty Corporation Bonds
- Excess Condominium Deposit Insurance

### Appetite

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At Trisura we underwrite all risks on an account by account basis by taking into consideration the unique risk characteristics of each client.

For our Developer Surety line, we are targeting experienced developers in Ontario that want to have an innovative partner. We are looking at projects that demonstrate the following characteristics:

- a proven track record of successful completion of previous condo projects;
- a strong financial position, both corporately and personally, as evidenced by profitable operations, tangible equity and nominal levels of bank indebtedness;
- a knowledgeable and competent development team who are seasoned and experienced;
- strong construction capabilities (either in-house or through the general contracting firm hired to build the project);
- an experienced development lender that is committed to the business;
- a recognized, experienced and knowledgeable project monitor; and,
- a capable legal firm experienced in development projects.

### Submission Requirements

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We understand that each developer has specific and unique needs. We have streamlined our applications to help you gather the information that is required in order to procure Developer bonds. The initial information required includes:

- a completed application form;
- copies of past and current corporate and personal financial statements;
- a list of all existing sales & reservations;
- the status of ownership of land;

- a copy of the bank financing commitment letter;
- a detailed budget of soft and hard costs;
- a copy of Tarion Risk Assessment letter; and
- any environmental audits.

Applications are available on our website [www.trisura.com](http://www.trisura.com) in order to facilitate the application process.

### About Trisura

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Trisura is a member of the Surety Association of Canada and is licensed across Canada to provide the commercial surety bonds required by your clients.

### Trisura Differentiation

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Trisura is uniquely positioned to deliver Canadian brokers and developers with surety solutions and expertise that are truly Canadian - Trisura is Canadian owned and managed and decisions are made in Canada. Our team is comprised of seasoned and knowledgeable surety professionals with unique industry knowledge gained from a cross section of experience.

Made in Canada surety solutions, expertise and partnering with brokers and developers by providing service that is “a step above” are attributes that provide Trisura with an innovative edge in the Canadian marketplace.

### Contacts

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**Toronto**

(416) 214-2555

Applications and additional information is available on-line at [www.trisura.com](http://www.trisura.com)