



IOWA TITLE GUARANTY  
A DIVISION OF IOWA FINANCE AUTHORITY

**AGENDA**  
**Iowa Title Guaranty Board Meeting**  
**August 29, 2023**

**Iowa Finance Authority**  
**Helmick Room**  
**Des Moines, Iowa**  
<https://akaiowa.us/itgboard>  
**10:30 a.m.**

**I. Roll Call**

**II. Action Items**

- a. ITG Board Meeting Minutes June 6, 2023
- b. New Business
  - i. Election of Officers
  - ii. Transfer of Funds
    - 1. Resolution ITG 23-04

**III. Discussion & Informational Items**

- |                            |                |
|----------------------------|----------------|
| a. Financial Report        | Michelle Bodie |
| b. Claims Report           | Karla Furger   |
| c. Mortgage Release Report | Kevin Blackman |
| d. Commercial Update       | Matt Veldey    |
| e. Operations Report       | Rachel Pettit  |
| f. ITG Director's Update   | Dillon Malone  |

**IV. Public Comment:** The public is invited to provide comments at this time. Each speaker is asked to limit comments to 5 minutes.

**V. Adjournment:** Next Board meeting is Tuesday, December 5, 2023.  
Iowa Finance Authority, Helmick Room  
Des Moines, Iowa 50315  
10:30 a.m.



## **BOARD MEETING MINUTES**

**Iowa Title Guaranty  
Des Moines, Iowa  
June 6, 2023**

### **Board Members Present**

Daniel Seufferlein, Chair  
Jason Froehlich, Vice-Chair

Judy Hilgenberg  
Sarah Pesek  
Sam Erickson

### **Board Members Absent**

None.

### **Staff Members Present**

Dillon Malone, Director, Iowa Title Guaranty  
Kim Axtell, Lender Services Coordinator  
Christine Baber, ITG Intern  
Mallory Bartlett, Commercial Settlement Attorney  
Kevin Blackman, Senior Residential Attorney  
Michelle Bodie, ITG Accounting Manager  
Mary Brucker, Compliance Officer  
Vicky Clinkscales, IT Project Specialist  
Karla Furger, Claims and Compliance Attorney

Heidi Koll, Participant Program Administrator  
Hao Lu, Billing & Receivables Specialist  
Doug Mizer, Legal Counsel  
David Morrison, Single Family Accounting  
Manager  
Ethan Murray, Commercial Attorney  
Carrie Nutt, Senior Production Specialist  
Kim Praska, Commercial Services Specialist  
Emily Stokes, Compliance Officer  
Matthew Veldey, Senior Commercial Attorney

### **Others Present**

Daniel Kadrlik, Iowa Land Title Association  
Randee Slings, Iowa Title Company

**Call to Order**

The June 6, 2023 meeting of the Iowa Title Guaranty Board of Directors was called to order by Chairman Seufferlein at 10:30 a.m. Roll call was taken, and a quorum was established with the following Board Members present: Chair, Daniel Seufferlein, Vice-Chair Jason Froehlich, Judy Hilgenberg, Sarah Pesek and Sam Erickson.

Mr. Seufferlein welcomed Sam Erickson, ITG’s new board member.

**Action Items**

**Review and Approval of February 28, 2023 Board Meeting Minutes**

**MOTION:** On a motion by Ms. Pesek and a second by Mr. Froehlich, the Board unanimously approved the February 28, 2023 Board Meeting Minutes.

**New Business**

**Proposed 2024 ITG Board Meeting Dates**

**MOTION:** On a motion by Ms. Hilgenberg and a second by Mr. Froehlich, the Board unanimously approved the proposed 2024 meeting dates of the ITG Board. In 2024 the Board will meet March 5, June 4, August 27, and December 3.

**ITG 23-02 – Transfer of Funds**

Mr. Morrison presented the proposed transfer of ITG funds outlined in Resolution ITG 23-02. The resolution proposed transferring \$75,000.00 to the Iowa Finance Authority’s (IFA) housing assistance fund. Mr. Morrison requested board action on Resolution ITG 23-02.

**MOTION:** On a motion by Ms. Hilgenberg and a second by Ms. Pesek the Board unanimously approved ITG Resolution 23-02.

**ITG 23-03 – Adoption of ALTA 2021 Forms**

Director Malone presented the proposed ALTA 2021 Forms and Endorsements set forth in Resolution ITG 23-03. Director Malone requested the board adopt the ALTA 2021 Forms and Endorsements in Resolution ITG 23-03.

**MOTION:** On a motion by Mr. Froehlich and a second by Ms. Hilgenberg the Board unanimously approved ITG Resolution 23-03.

**Discussion and Informational Items**

**Financial Report**

Mr. Morrison presented an overview of the FY24 ITG Budget:

### **FY23 Forecast:**

- Total Operating Income is expected to exceed FY23 budget by \$688K or 6.7%, due to an increase in premiums, endorsements, Mortgage Release premiums and annual participant renewal fees.
- Total Operating Expenses of \$6.9MM are budgeted to decrease \$0.6MM or 8.5% below budget of \$7.6MM due to lower employee expenses and professional services.
- Transfers to Housing Assistance Fund are forecast at \$3.75MM, \$2.75MM or 275% more than budget.
- Net Operating Income After Grants (NOIAG) forecast of \$233K trails budget by \$1.4MM.

### **FY24 Budget**

- Total Operating Revenue of \$8.2MM shows a decrease of 25.4% under FY23.
- Total Operating Expenses are budgeted to decrease \$8K or 0.1% compared to forecast.
- Employee Expenses are budgeted to increase \$0.3MM due to being fully staffed, scheduled Step increases and Across the Board increases – 3% each. Professional Services are budgeted to decrease \$3.5MM due to lower Field Issuer incentives related to lower projected premiums.
- Transfers to the Housing Assistance Fund are projected at \$1.0MM.
- Net Operating Income after Grants (NOIAG) is \$0.07MM or 32.5% favorable to FY23 forecast.

Mr. Morrison presented an overview of the financials for April 2023 YTD:

- ITG operated unfavorably to budget through April of Fiscal Year 2023. Operating revenue was 5% above budget and 43.3% behind last year.
- Operating expenses were 11.1% favorable to budget and 33.1% favorable to last year. Employee expenses and Professional Services were favorable to budget \$290K and \$315K respectively.
- Net Operating Income After Grants (NOIAG) is \$1.602MM unfavorable to budget and \$4.268MM unfavorable to last year, primarily due to transfers to IFA's Housing Assistance Fund. Transfers are \$2.75MM ahead of budget and on par with last year.
- Commitment deposits increased 0.4% compared to March (\$1.118M vs. \$1.114M), while outstanding receivables increased 5.2% in April (\$84.7K vs \$79.6K with \$9.6K increase greater than 30 over prior month).

### **Claims Update**

Ms. Furger reported that ITG claims reserves as of May 23, 2023 are now \$346,953.75. Ms. Furger reported that ITG has paid out \$159,394.86 in claims in FY23. As of the date of the report ITG had 43 pending claims, with 3 in recoupment only status and 40 active claims.

Ms. Furger reported that ITG has received 63 claims since July 1, 2022. Ms. Furger reported 63 claims have been resolved since that date.

The nature of the claims continue to involve issues with deed and mortgage drafting (14 claims), prior judgments or liens (11 claims) and boundary disputes (6 claims). ITG has 5 mechanic's lien claims; and 2 regarding breaks in the chain of title.

## **Mortgage Release Update**

Mr. Blackman reported that ITG received 443 mortgage release requests through April 2023. He stated that 279 of the requests were in conjunction with the Rapid Certificate program (63%); 164 of the remaining requests included the \$200 fee (37%); and 474 releases were filed. Mr. Blackman reported that since inception, 8,471 mortgages have been released through this program.

## **Commercial Update**

Mr. Veldey reported that ITG Commercial volume fell somewhat following a strong 2<sup>nd</sup> quarter in FY 2023, with 9 closings in the last quarter. However, recently Commercial activity has increased.

Commercial staff has been working on the ALTA 2021 Forms, testing and preparing for release on July 1, 2023. Approval and adoption of the additional endorsements provides ITG Commercial a full suite of endorsements to offer on commercial transactions.

## **ITG Director Update**

Director Malone opened his comments with an ITG staffing update by introducing Michelle Bodie, ITG Accounting Manager. He also recognized Mary Brucker who was promoted from Training Specialist to Compliance Officer.

Director Malone summarized the scope of the ALTA Forms project which was started in September 2021 and will be released July 1, 2023. He thanked the entire team and especially Rachel Pettit, Doug Mizer, Carrie Nutt, and Ethan Murray for their hard work on the project.

Director Malone reported that regular meetings with ITG participants and stakeholders will continue throughout the year and that ITG staff has attended the following industry events:

- ALTA Springboard Meeting
- ALTA Title Counsel
- The Association of Title Information Management Conference
- The North American Title Reinsurance Purchasing Group Meeting
- The National Settlement Services Summit.

Director Malone and ITG staff also attended the Iowa Land Title Association (ILTA) Annual Convention in May and will attend the Iowa State Bar Association (ISBA) Conference in two weeks.

Director Malone reported that the legislative session closed without major legislation affecting ITG. He discussed the bill by Rocket Mortgage as an example of legislation that could have affected the Iowa system. He also reported on the legislation making 40-year listing agreements unenforceable in the state of Iowa.

**Public Comment**

There was no comment from the public.

**Adjournment**

**MOTION:** On a motion by Ms. Erickson and a second by Mr. Froehlich, the June 6, 2023 Meeting the ITG Board of Directors adjourned at 10:59 a.m.

Dated this 29th day of June, 2023.

Respectfully submitted:

Approved as to form:

Dillon D. Malone  
Director, Iowa Title Guaranty

Daniel L. Seufferlein  
Board Chair, Iowa Title Guaranty

## RESOLUTION ITG 23-04

WHEREAS, Iowa Title Guaranty (“ITG”), in accordance with the statutory directives set forth in Chapter 16 of the Code of Iowa, as amended, operates a program to offer guaranties of real property titles to facilitate mortgage lenders’ participation in the secondary market and to add to the integrity of the land-title transfer system in the state of Iowa; and

WHEREAS, ITG primarily generates revenue by the sale of ITG Certificates, the revenues of which are deposited in the ITG Fund held by the treasurer of state and “interest on the moneys in the fund shall be deposited in the housing trust fund established in section 16.181” of the Iowa Code; and

WHEREAS, section 16.91(1) of the Iowa Code provides that “if the authority board in consultation with the ITG board determines that there are surplus funds in the ITG fund after providing for adequate reserves and operating expenses of ITG, the surplus funds shall be transferred to the housing assistance fund created pursuant to section 16.40.”; and

WHEREAS, the ITG Board has determined that there are surplus funds in the ITG Fund in the amount of \$190,000 and it is recommending to the Iowa Finance Authority Board that it would be appropriate to transfer the surplus funds to the Housing Assistance Fund pursuant to Iowa Code section 16.91(1).

NOW, THEREFORE, BE IT RESOLVED that the ITG Board adopts and recommends that the surplus funds in the ITG Fund in the amount of \$190,000 be transferred to the Housing Assistance Fund created pursuant to Iowa Code section 16.40.

PASSED AND APPROVED this 29<sup>th</sup> day of August 2023.

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Daniel L. Seufferlein, Iowa Title Guaranty Board Chair

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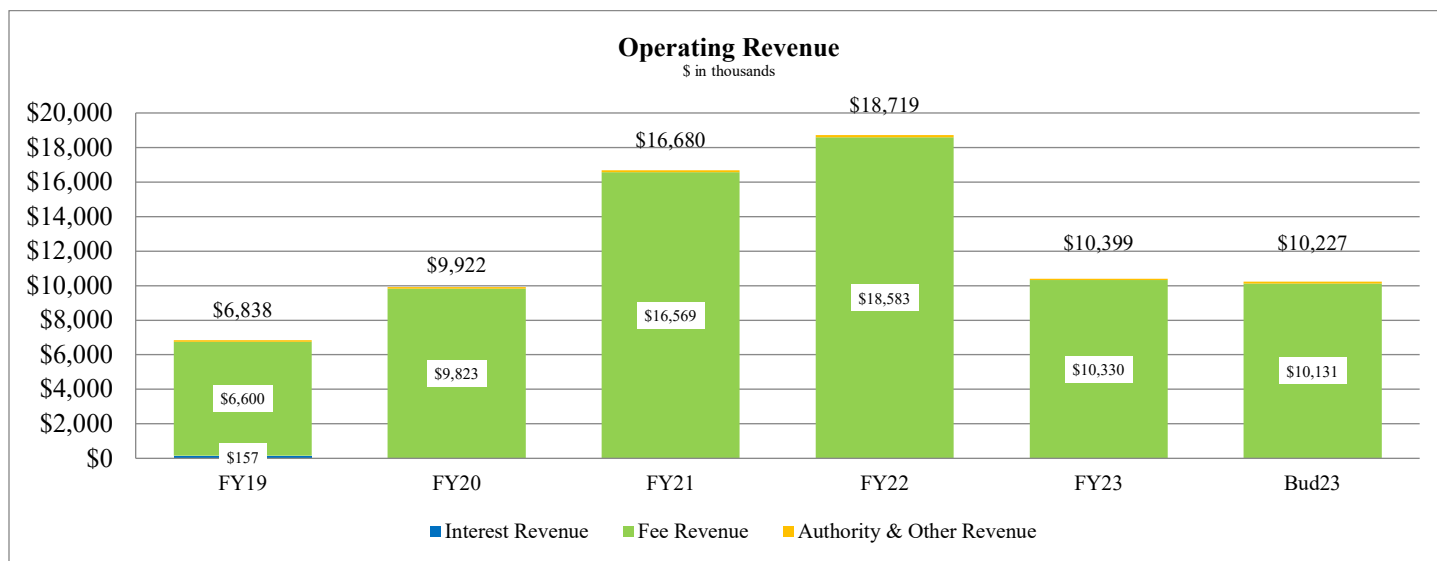
Dillon D. Malone, Iowa Title Guaranty Board Secretary



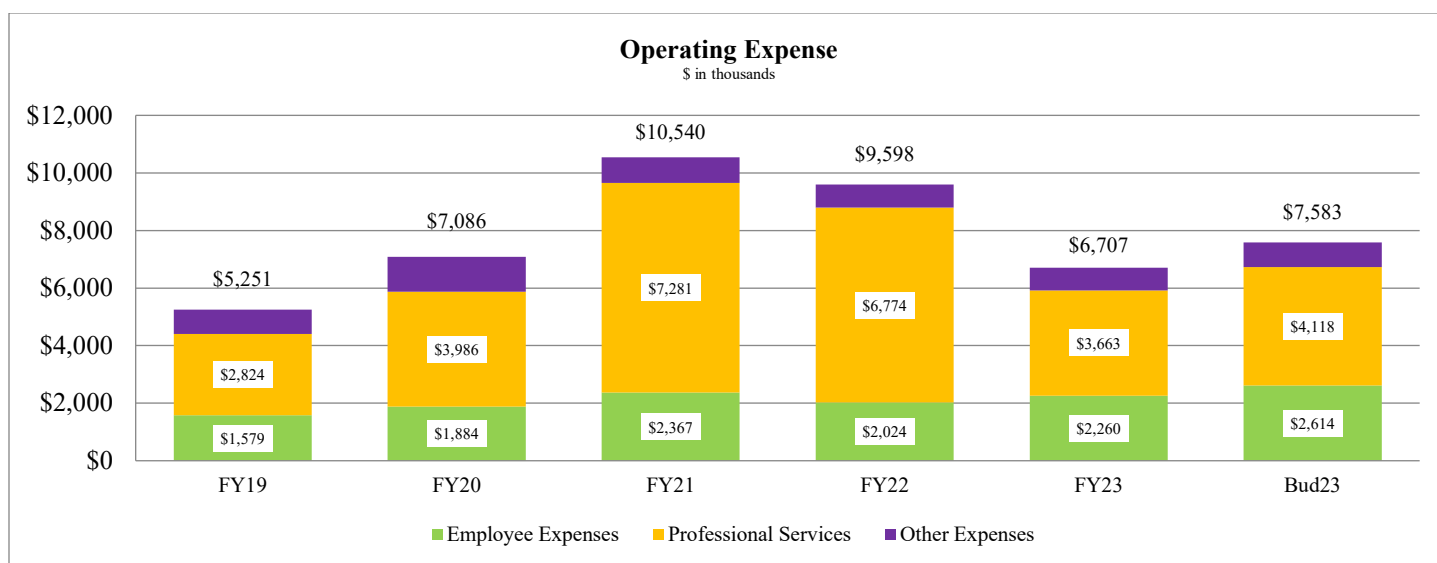
To: IFA & ITG Board Members  
From: Michelle Bodie  
Date: July 19, 2023  
RE: June 2023 YTD Financial Results

### Iowa Title Guaranty Financial Results (\$ in thousands)

ITG operated unfavorably to budget for the month and fiscal year ended June 30, 2023.

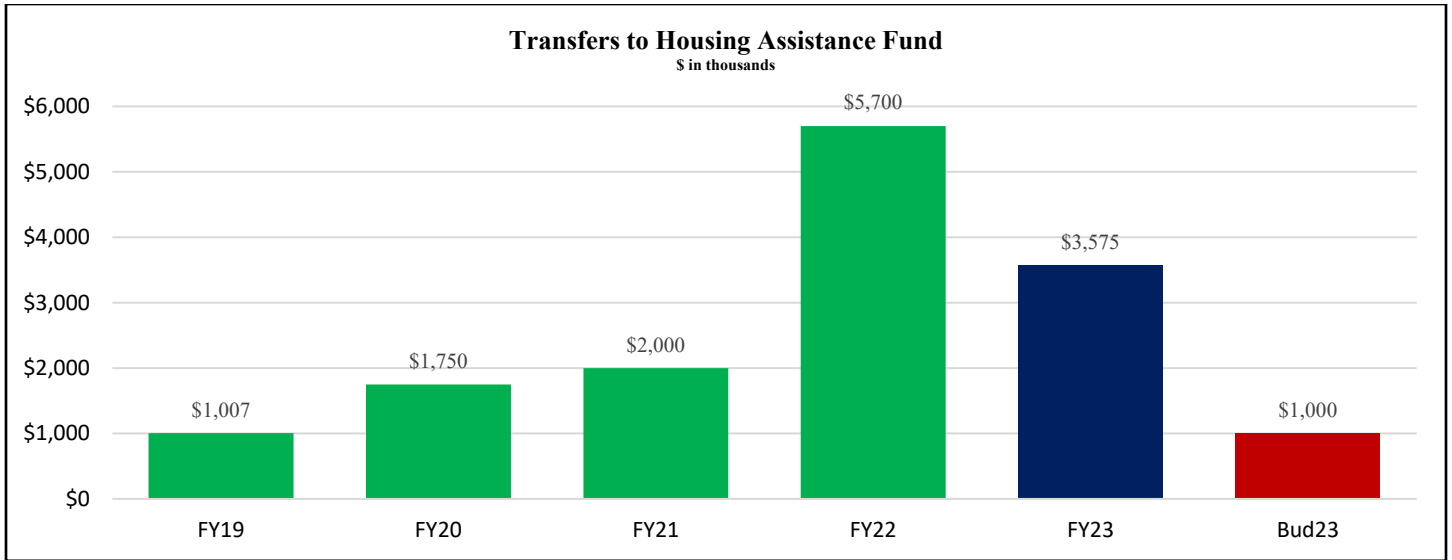


Operating revenue was \$172 or 1.7% above budget and 44.4% behind last year. The effect of rising interest rates on the housing market was the primary reason for the reduction in revenue from the prior year.

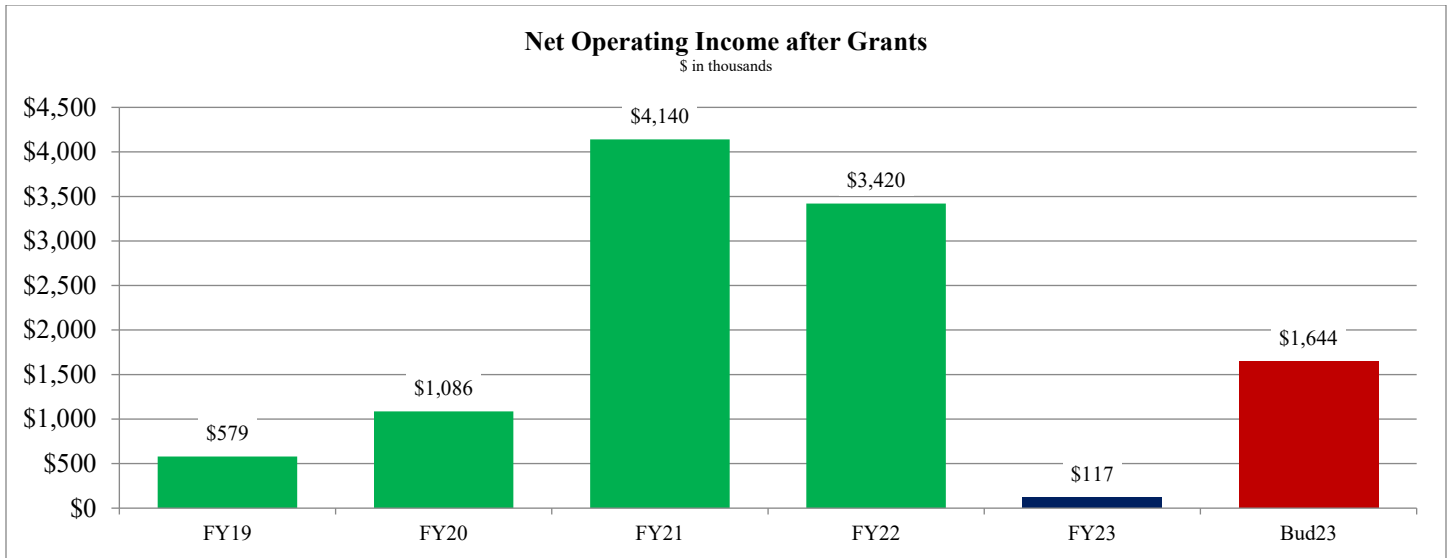


Operating expense was \$876 or 11.6% favorable to budget and 30.1% favorable to last year. Professional Services and Employee Expenses combined for \$810 or 92% of the favorable budget variance.

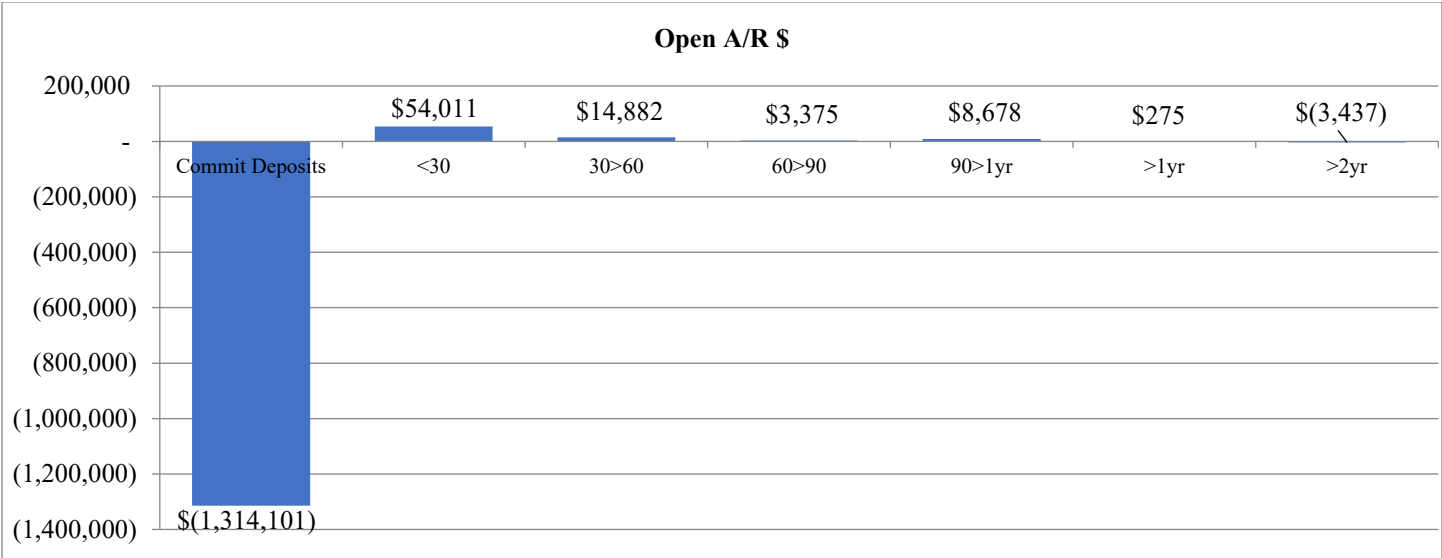




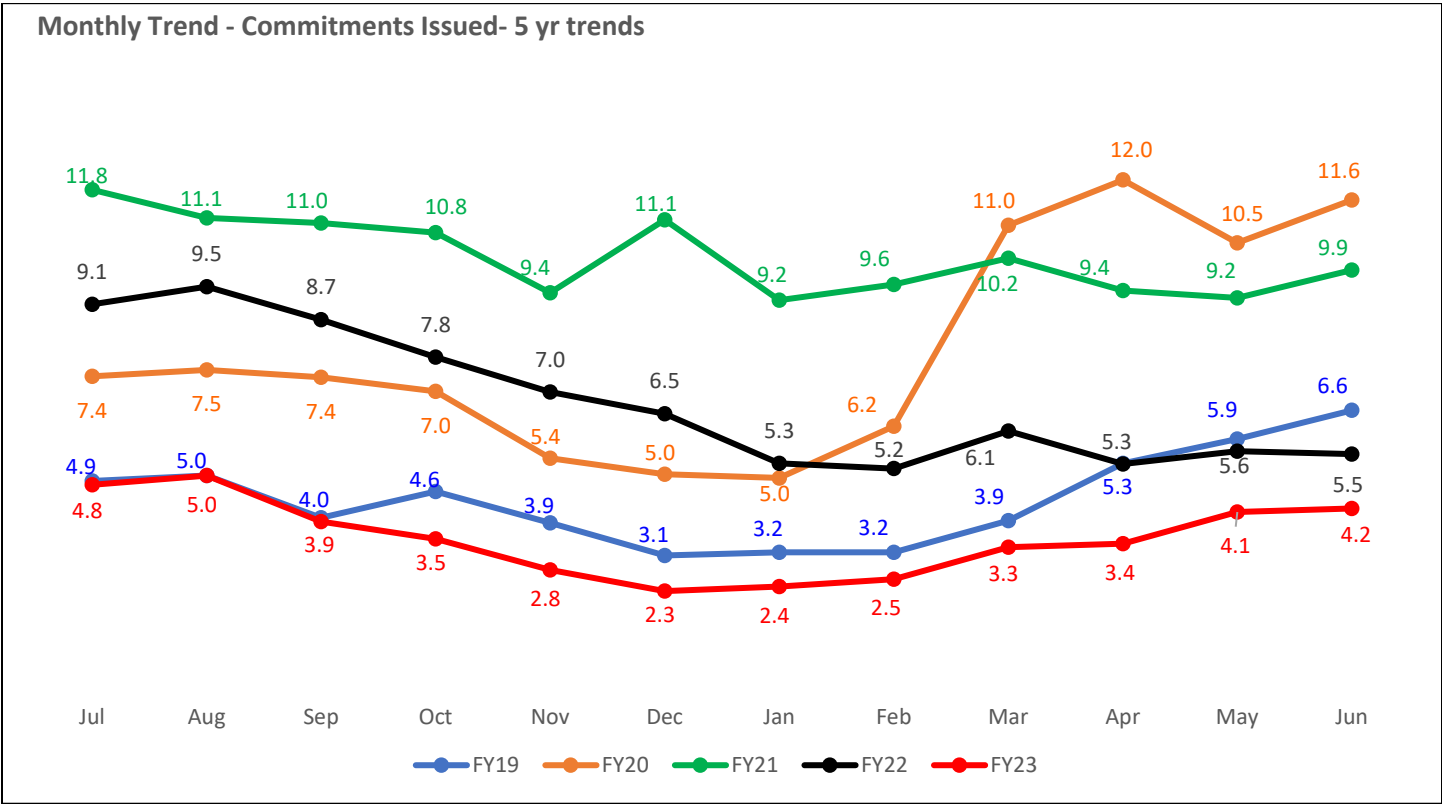
Transfers to the Housing Assistance Fund from Title Guaranty occur quarterly. After a \$75 transfer in June, fiscal year transfers total \$3,575 which is \$2,575 more than budget and \$2,125 less than last year.



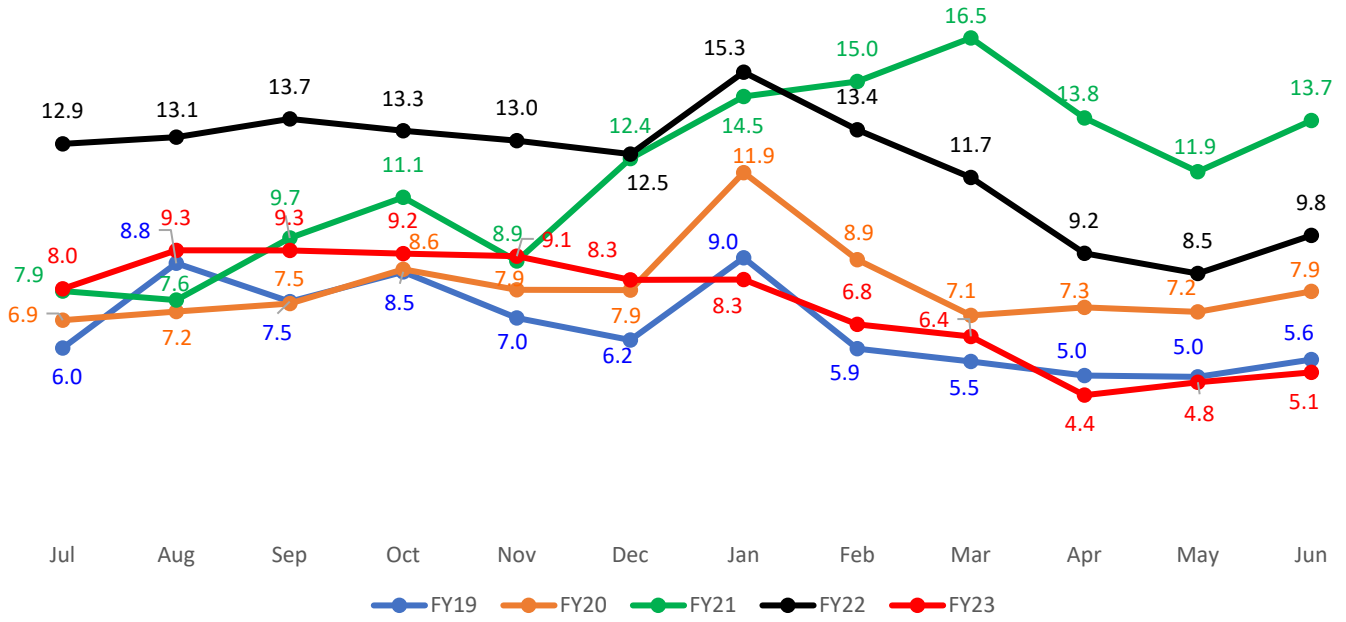
As a result of the \$3.575M transfer to the Housing Assistance Fund, the NOIAG is \$1,527 unfavorable to budget. NOIAG is \$3,303 unfavorable to the prior year primarily due to the housing and refinance market conditions. Current year Fee Revenue is \$8,253 or 44.4% below prior year.



Both commitments and receivables increased over 9% in June. Commitments were up 9.1% compared to May (\$1.314M vs \$1.204M), while outstanding receivables increased 9.4% (\$92.9k vs \$84.9k).



Monthly Trend - Certificates Issued 5 year trend



Balance Sheet	Iowa Title Guaranty Division (Rollup)						
	Jun-2023						
	Actuals	Bud23	Difference	%	Last Year	Difference	%
<b>Assets and Deferred Outflows</b>							
Cash & Cash Equivalents	21,194,239	25,788,781	(4,594,542)	-17.8	23,808,754	(2,614,515)	-11.0
Investments	-	-	-	0.0	-	-	0.0
Mortgage Backed Securities	-	-	-	0.0	-	-	0.0
Line of Credit	-	-	-	0.0	-	-	0.0
Loans - net of reserve for losses	-	-	-	0.0	-	-	0.0
Capital Assets (net of accumulated depreciation)	-	-	-	0.0	-	-	0.0
Other Assets	220,721	190,994	29,727	15.6	102,276	118,445	115.8
Deferred Outflows	268,126	317,864	(49,738)	-15.6	532,199	(264,073)	-49.6
<b>Total Assets and Deferred Outflows</b>	<b>21,683,086</b>	<b>26,297,639</b>	<b>(4,614,553)</b>	<b>-17.5</b>	<b>24,443,229</b>	<b>(2,760,143)</b>	<b>-11.3</b>
<b>Liabilities, Deferred Inflows, and Equity</b>							
Debt	-	-	-	0.0	-	-	0.0
Interest Payable	-	-	-	0.0	-	-	0.0
Unearned Revenue	-	-	-	0.0	-	-	0.0
Escrow Deposits	1,478,774	1,026,841	451,933	44.0	2,615,061	(1,136,287)	-43.5
Reserves for Claims	1,778,141	1,959,444	(181,302)	-9.3	1,768,482	9,659	0.5
Accounts Payable & Accrued Liabilities	1,629,151	3,718,344	(2,089,193)	-56.2	3,115,914	(1,486,763)	-47.7
Other liabilities	250,557	1,279,687	(1,029,130)	-80.4	250,557	-	0.0
Deferred Inflows	1,060,406	81,785	978,621	1196.6	1,324,479	(264,073)	-19.9
<b>Total Liabilities and Deferred Inflows</b>	<b>6,197,029</b>	<b>8,066,100</b>	<b>(1,869,071)</b>	<b>-23.2</b>	<b>9,074,493</b>	<b>(2,877,464)</b>	<b>-31.7</b>
<b>Equity</b>							
YTD Earnings(Loss)	117,321	1,643,933	(1,526,612)	-92.9	3,420,355	(3,303,034)	-96.6
Prior Years Earnings	15,368,736	16,587,606	(1,218,870)	-7.3	11,948,381	3,420,355	28.6
Transfers	-	-	-	0.0	-	-	0.0
<b>Total Equity</b>	<b>15,486,057</b>	<b>18,231,539</b>	<b>(2,745,482)</b>	<b>-15.1</b>	<b>15,368,736</b>	<b>117,321</b>	<b>0.8</b>
<b>Total Liabilities, Deferred Inflows, and Equity</b>	<b>21,683,086</b>	<b>26,297,639</b>	<b>(4,614,553)</b>	<b>-17.5</b>	<b>24,443,229</b>	<b>(2,760,143)</b>	<b>-11.3</b>

Income Statement	Iowa Title Guaranty Division (Rollup)													
	Jun-2023							YTD as of Jun-2023						
	Actuals	Bud23	Difference	%	Last Year	Difference	%	Actuals	Bud23	Difference	%	Last Year	Difference	%
Operating Revenue														
Interest Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Fee Revenue	582,600	706,039	(123,439)	-17.5	1,261,449	(678,849)	-53.8	10,329,807	10,130,943	198,864	2.0	18,582,957	(8,253,150)	-44.4
Other Revenue	420	8,000	(7,580)	-94.7	34,974	(34,553)	-98.8	69,197	96,000	(26,803)	-27.9	135,692	(66,495)	-49.0
<b>Total Operating Revenue</b>	<b>583,020</b>	<b>714,039</b>	<b>(131,019)</b>	<b>-18.3</b>	<b>1,296,423</b>	<b>(713,403)</b>	<b>-55.0</b>	<b>10,399,004</b>	<b>10,226,943</b>	<b>172,061</b>	<b>1.7</b>	<b>18,718,649</b>	<b>(8,319,645)</b>	<b>-44.4</b>
Operating Expense														
Interest Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Employee Expenses	190,418	229,208	(38,791)	-16.9	(49,773)	240,190	-482.6	2,259,811	2,614,169	(354,358)	-13.6	2,023,930	235,882	11.7
Shared Expenses	20,394	20,733	(340)	-1.6	21,720	(1,326)	-6.1	280,575	292,066	(11,491)	-3.9	270,611	9,964	3.7
Marketing Expense	750	6,033	(5,283)	-87.6	4,715	(3,965)	-84.1	40,243	65,480	(25,237)	-38.5	32,245	7,998	24.8
Professional Services	201,902	291,834	(89,932)	-30.8	399,697	(197,795)	-49.5	3,662,768	4,118,271	(455,503)	-11.1	6,773,909	(3,111,142)	-45.9
Claim and Loss Expenses	116,465	110,000	6,465	5.9	148,036	(31,571)	-21.3	193,393	220,000	(26,607)	-12.1	177,369	16,023	9.0
Service Release Premium	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Miscellaneous Operating Expense	34,740	7,600	27,140	357.1	50,666	(15,926)	-31.4	108,458	91,200	17,258	18.9	149,100	(40,642)	-27.3
Overhead Allocation	(10,697)	11,505	(22,202)	-193.0	14,656	(25,353)	-173.0	161,436	181,825	(20,389)	-11.2	171,129	(9,694)	-5.7
<b>Total Operating Expense</b>	<b>553,970</b>	<b>676,913</b>	<b>(122,943)</b>	<b>-18.2</b>	<b>589,716</b>	<b>(35,746)</b>	<b>-6.1</b>	<b>6,706,683</b>	<b>7,583,010</b>	<b>(876,327)</b>	<b>-11.6</b>	<b>9,598,294</b>	<b>(2,891,610)</b>	<b>-30.1</b>
<b>Net Operating Income (Loss) Before Grants</b>	<b>29,050</b>	<b>37,126</b>	<b>(8,076)</b>	<b>-21.8</b>	<b>706,707</b>	<b>(677,656)</b>	<b>-95.9</b>	<b>3,692,321</b>	<b>2,643,933</b>	<b>1,048,388</b>	<b>39.7</b>	<b>9,120,355</b>	<b>(5,428,034)</b>	<b>-59.5</b>
Net Grant (Income) Expense														
Grant Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Grant Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Intra-Agency Transfers	75,000	250,000	(175,000)	-70.0	2,200,000	(2,125,000)	-96.6	3,575,000	1,000,000	2,575,000	257.5	5,700,000	(2,125,000)	-37.3
<b>Total Net Grant (Income) Expense</b>	<b>75,000</b>	<b>250,000</b>	<b>(175,000)</b>	<b>-70.0</b>	<b>2,200,000</b>	<b>(2,125,000)</b>	<b>-96.6</b>	<b>3,575,000</b>	<b>1,000,000</b>	<b>2,575,000</b>	<b>257.5</b>	<b>5,700,000</b>	<b>(2,125,000)</b>	<b>-37.3</b>
<b>Net Operating Income (Loss) After Grants</b>	<b>(45,950)</b>	<b>(212,874)</b>	<b>166,924</b>	<b>-78.4</b>	<b>(1,493,293)</b>	<b>1,447,344</b>	<b>-96.9</b>	<b>117,321</b>	<b>1,643,933</b>	<b>(1,526,612)</b>	<b>-92.9</b>	<b>3,420,355</b>	<b>(3,303,034)</b>	<b>-96.6</b>
Other Non-Operating (Income) Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
<b>Net Income (Loss)</b>	<b>(45,950)</b>	<b>(212,874)</b>	<b>166,924</b>	<b>-78.4</b>	<b>(1,493,293)</b>	<b>1,447,344</b>	<b>-96.9</b>	<b>117,321</b>	<b>1,643,933</b>	<b>(1,526,612)</b>	<b>-92.9</b>	<b>3,420,355</b>	<b>(3,303,034)</b>	<b>-96.6</b>
IFA Home Dept Staff Count	21	21	-	0.0	19	2	10.5	21	21	(0)	-2.0	20	1	5.5
FTE Staff Count	22	22	0	0.1	21	2	8.3	21	23	(1)	-5.4	21	0	0.7

Income Statement	800-020 Residential													
	Jun-2023							YTD as of Jun-2023						
	Actuals	Bud23	Difference	%	Last Year	Difference	%	Actuals	Bud23	Difference	%	Last Year	Difference	%
Operating Revenue														
Interest Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Fee Revenue	531,689	645,250	(113,561)	-17.6	1,095,947	(564,258)	-51.5	9,378,219	9,401,475	(23,256)	-0.2	17,572,733	(8,194,513)	-46.6
Other Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
<b>Total Operating Revenue</b>	<b>531,689</b>	<b>645,250</b>	<b>(113,561)</b>	<b>-17.6</b>	<b>1,095,947</b>	<b>(564,258)</b>	<b>-51.5</b>	<b>9,378,219</b>	<b>9,401,475</b>	<b>(23,256)</b>	<b>-0.2</b>	<b>17,572,733</b>	<b>(8,194,513)</b>	<b>-46.6</b>
Operating Expense														
Interest Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Employee Expenses	146,857	183,289	(36,432)	-19.9	(88,810)	235,667	-265.4	1,801,316	2,154,076	(352,760)	-16.4	1,596,853	204,463	12.8
Shared Expenses	19,107	20,134	(1,027)	-5.1	20,790	(1,683)	-8.1	261,565	279,860	(18,296)	-6.5	261,864	(300)	-0.1
Marketing Expense	750	5,933	(5,183)	-87.4	4,715	(3,965)	-84.1	33,493	55,285	(21,792)	-39.4	27,745	5,748	20.7
Professional Services	201,902	291,484	(89,582)	-30.7	403,125	(201,223)	-49.9	3,660,681	4,114,071	(453,390)	-11.0	6,773,909	(3,113,229)	-46.0
Claim and Loss Expenses	116,465	110,000	6,465	5.9	148,036	(31,571)	-21.3	193,393	220,000	(26,607)	-12.1	177,369	16,023	9.0
Service Release Premium	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Miscellaneous Operating Expense	964	350	614	175.4	687	277	40.3	6,366	4,200	2,166	51.6	7,762	(1,396)	-18.0
Overhead Allocation	(8,174)	9,600	(17,774)	-185.1	12,224	(20,397)	-166.9	134,888	151,147	(16,258)	-10.8	142,732	(7,844)	-5.5
<b>Total Operating Expense</b>	<b>477,871</b>	<b>620,791</b>	<b>(142,920)</b>	<b>-23.0</b>	<b>500,767</b>	<b>(22,896)</b>	<b>-4.6</b>	<b>6,091,701</b>	<b>6,978,638</b>	<b>(886,937)</b>	<b>-12.7</b>	<b>8,988,235</b>	<b>(2,896,534)</b>	<b>-32.2</b>
<b>Net Operating Income (Loss) Before Grants</b>	<b>53,818</b>	<b>24,459</b>	<b>29,359</b>	<b>120.0</b>	<b>595,180</b>	<b>(541,362)</b>	<b>-91.0</b>	<b>3,286,518</b>	<b>2,422,837</b>	<b>863,681</b>	<b>35.6</b>	<b>8,584,497</b>	<b>(5,297,979)</b>	<b>-61.7</b>
Net Grant (Income) Expense														
Grant Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Grant Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Intra-Agency Transfers	75,000	250,000	(175,000)	-70.0	2,200,000	(2,125,000)	-96.6	3,575,000	1,000,000	2,575,000	257.5	5,700,000	(2,125,000)	-37.3
<b>Total Net Grant (Income) Expense</b>	<b>75,000</b>	<b>250,000</b>	<b>(175,000)</b>	<b>-70.0</b>	<b>2,200,000</b>	<b>(2,125,000)</b>	<b>-96.6</b>	<b>3,575,000</b>	<b>1,000,000</b>	<b>2,575,000</b>	<b>257.5</b>	<b>5,700,000</b>	<b>(2,125,000)</b>	<b>-37.3</b>
<b>Net Operating Income (Loss) After Grants</b>	<b>(21,182)</b>	<b>(225,541)</b>	<b>204,359</b>	<b>-90.6</b>	<b>(1,604,820)</b>	<b>1,583,638</b>	<b>-98.7</b>	<b>(288,482)</b>	<b>1,422,837</b>	<b>(1,711,319)</b>	<b>-120.3</b>	<b>2,884,497</b>	<b>(3,172,979)</b>	<b>-110.0</b>
Other Non-Operating (Income) Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
<b>Net Income (Loss)</b>	<b>(21,182)</b>	<b>(225,541)</b>	<b>204,359</b>	<b>-90.6</b>	<b>(1,604,820)</b>	<b>1,583,638</b>	<b>-98.7</b>	<b>(288,482)</b>	<b>1,422,837</b>	<b>(1,711,319)</b>	<b>-120.3</b>	<b>2,884,497</b>	<b>(3,172,979)</b>	<b>-110.0</b>
IFA Home Dept Staff Count	17	17	-	0.0	15	2	13.3	17	17	(0)	-1.5	16	1	8.0
FTE Staff Count	17	19	(2)	-8.3	17	0	1.5	17	19	(2)	-8.6	17	(0)	-1.4

Income Statement	800-030 Commercial													
	Jun-2023							YTD as of Jun-2023						
	Actuals	Bud23	Difference	%	Last Year	Difference	%	Actuals	Bud23	Difference	%	Last Year	Difference	%
Operating Revenue														
Interest Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Fee Revenue	50,911	60,789	(9,878)	-16.2	165,502	(114,591)	-69.2	951,588	729,468	222,120	30.4	1,010,224	(58,637)	-5.8
Other Revenue	420	8,000	(7,580)	-94.7	34,974	(34,553)	-98.8	69,197	96,000	(26,803)	-27.9	135,692	(66,495)	-49.0
<b>Total Operating Revenue</b>	<b>51,331</b>	<b>68,789</b>	<b>(17,458)</b>	<b>-25.4</b>	<b>200,476</b>	<b>(149,145)</b>	<b>-74.4</b>	<b>1,020,785</b>	<b>825,468</b>	<b>195,317</b>	<b>23.7</b>	<b>1,145,916</b>	<b>(125,132)</b>	<b>-10.9</b>
Operating Expense														
Interest Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Authority Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Employee Expenses	43,560	45,919	(2,358)	-5.1	39,037	4,523	11.6	458,495	460,093	(1,598)	-0.3	427,077	31,419	7.4
Shared Expenses	1,287	599	688	114.8	930	357	38.4	19,010	12,206	6,805	55.8	8,747	10,264	117.3
Marketing Expense	-	100	(100)	-100.0	-	-	0.0	6,750	10,195	(3,445)	-33.8	4,500	2,250	50.0
Professional Services	-	350	(350)	-100.0	(3,428)	3,428	-100.0	2,087	4,200	(2,113)	-50.3	-	2,087	0.0
Claim and Loss Expenses	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Service Release Premium	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Miscellaneous Operating Expense	33,776	7,250	26,526	365.9	49,979	(16,203)	-32.4	102,092	87,000	15,092	17.3	141,338	(39,246)	-27.8
Overhead Allocation	(2,524)	1,905	(4,428)	-232.5	2,432	(4,956)	-203.8	26,548	30,678	(4,131)	-13.5	28,397	(1,849)	-6.5
<b>Total Operating Expense</b>	<b>76,099</b>	<b>56,122</b>	<b>19,977</b>	<b>35.6</b>	<b>88,949</b>	<b>(12,850)</b>	<b>-14.4</b>	<b>614,982</b>	<b>604,372</b>	<b>10,610</b>	<b>1.8</b>	<b>610,058</b>	<b>4,924</b>	<b>0.8</b>
<b>Net Operating Income (Loss) Before Grants</b>	<b>(24,768)</b>	<b>12,667</b>	<b>(37,435)</b>	<b>-295.5</b>	<b>111,527</b>	<b>(136,295)</b>	<b>-122.2</b>	<b>405,803</b>	<b>221,096</b>	<b>184,707</b>	<b>83.5</b>	<b>535,858</b>	<b>(130,055)</b>	<b>-24.3</b>
Net Grant (Income) Expense														
Grant Revenue	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Grant Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
Intra-Agency Transfers	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
<b>Total Net Grant (Income) Expense</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0</b>	<b>-</b>	<b>-</b>	<b>0.0</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>0.0</b>	<b>-</b>	<b>-</b>	<b>0.0</b>
<b>Net Operating Income (Loss) After Grants</b>	<b>(24,768)</b>	<b>12,667</b>	<b>(37,435)</b>	<b>-295.5</b>	<b>111,527</b>	<b>(136,295)</b>	<b>-122.2</b>	<b>405,803</b>	<b>221,096</b>	<b>184,707</b>	<b>83.5</b>	<b>535,858</b>	<b>(130,055)</b>	<b>-24.3</b>
Other Non-Operating (Income) Expense	-	-	-	0.0	-	-	0.0	-	-	-	0.0	-	-	0.0
<b>Net Income (Loss)</b>	<b>(24,768)</b>	<b>12,667</b>	<b>(37,435)</b>	<b>-295.5</b>	<b>111,527</b>	<b>(136,295)</b>	<b>-122.2</b>	<b>405,803</b>	<b>221,096</b>	<b>184,707</b>	<b>83.5</b>	<b>535,858</b>	<b>(130,055)</b>	<b>-24.3</b>
IFA Home Dept Staff Count	4	4	-	0.0	4	-	0.0	4	4	(0)	-4.2	4	(0)	-4.2
FTE Staff Count	5	4	2	42.7	4	1	37.9	4	4	0	10.8	4	0	10.5



# IOWA TITLE GUARANTY

A DIVISION OF IOWA FINANCE AUTHORITY

**To:** Iowa Title Guaranty Board  
**From:** Karla Furger  
**Date:** August 29, 2023  
**Re:** Claims Report

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**I. Current Total Claims Reserves as of August 15, 2023: \$319,704.16**

**II. Fiscal Year 2023 Claims Paid to Date: \$1,712.00**

**III. Claim Summary as of August 15, 2023:**

<b>Total Pending Claims as of August 15, 2023</b>	51
<b>Pending Claims in Recoupment Status</b>	5
<b>Net Pending Claims as of August 15, 2023</b>	46
<b>Claims Received since July 01, 2023</b>	8
<b>Claims Resolved since July 01, 2023</b>	7

**IV. Trends:**

<b>Claims Trends</b>	<b>Lenders</b>	<b>Owners</b>	<b>Total</b>
Claims in FY 2020 ( <i>July 1, 2019 to June 30, 2020</i> )	88	18	106
Claims in FY 2021 ( <i>July 1, 2020 to June 30, 2021</i> )	37	17	54
Claims in FY 2022 ( <i>July 1, 2021 to June 30, 2022</i> )	47	18	65
Claims in FY 2023 ( <i>July 1, 2022 to June 30, 2023</i> )	52	11	63
Claims to date in FY 2024 ( <i>July 1, 2023 to present</i> )	7	1	8

<b>Current Active Claims Topics</b>	
<i>Number of Claims</i>	<i>Nature of Claim</i>
19	Issues with Drafting, Execution of Vesting Deed or Guaranteed Mortgage
10	Prior Judgments or Liens
8	Boundary Disputes
5	Mechanic's Liens
5	Claims in Recoupment Status
3	Break in Chain of Title
1	Closing Duties
0	Defective Recording





**To:** Iowa Title Guaranty Board  
**From:** Kevin Blackman  
**Date:** August 29, 2023  
**Re:** Mortgage Release – FY23

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**Mortgage Release – FY23 Update**

Through June 2023, we received 536 requests:

340 were in conjunction with the Rapid Certificate program (63%)

196 of the remaining requests included the \$200 fee (37%)

610 Releases have been filed

Since inception, 8,607 mortgages have been released through this program.

<b>FY 2023</b>	<b>Requests Received</b>	<b>Rapid Certificates</b>	<b>Paid \$200</b>	<b>Releases Filed</b>
Jul-22	37	11	26	45
Aug-22	37	15	22	54
Sep-22	74	52	22	58
Oct-22	49	32	17	38
Nov-22	31	21	10	53
Dec-22	39	23	16	25
Jan-23	32	20	12	31
Feb-23	24	15	9	79
Mar-23	63	42	21	45
Apr-23	57	48	19	46
May-23	64	52	12	42
Jun-23	29	9	20	94
<b>Totals</b>	<b>536</b>	<b>340</b>	<b>196</b>	<b>610</b>



# IOWA TITLE GUARANTY

A DIVISION OF IOWA FINANCE AUTHORITY

**To:** Iowa Title Guaranty Board

**From:** Rachel Pettit

**Date:** August 29, 2023

**Re:** Operations Report

1. **“By the Numbers”.** ITG annually compiles a fiscal year summary of key metrics used to compare year to year growth. Given the 2021 and 2022 real estate boom, it is important to compare FY23 against years with like market conditions to assess overall growth. The table below includes the annual summaries for the last five years, as well as a comparison of FY23 to FY19 which demonstrates healthy growth in many key areas.

<b>ITG Five Year Growth</b>	<b>FY23</b>	<b>5 Year Comp.</b>	<b>FY22</b>	<b>FY21</b>	<b>FY20</b>	<b>FY19</b>
Total Invested into Iowa Affordable Housing Programs	\$3,575,000		\$5,700,000	\$2,000,000	\$1,750,000	\$1,000,000
Total Invested into Iowa Finance Authority Housing Programs (since inception)	\$72,125,000		\$68,550,000	\$62,850,000	\$60,850,000	\$59,100,000
Residential Real Estate Covered	\$19,794,413,684	<b>41%</b>	\$30,274,768,992	\$28,464,907,218	\$18,440,452,411	\$14,000,000,000
Mortgage Release Certificates	618	<b>77%</b>	776	478	373	349
Residential Certificates Issued	88,239	<b>11%</b>	145,823	142,499	96,671	79,818
Owner Certificates Issued to New Homeowners	36,757	<b>22%</b>	45,018	36,345	30,830	30,246
Closing Protection Letter Issued to Protect Lenders	23,962	<b>-11%</b>	41,466	60,649	45,653	26,880
Commercial Transactions	440	<b>66%</b>	549	329	313	265
Commercial Real Estate Covered	\$1,117,098,729	<b>182%</b>	\$947,845,395	\$652,200,442	\$586,330,870	\$396,000,000
Certificates Field Issued	95.14%	<b>2%</b>	96.05%	95.47%	95.65%	93.00%
Field Issuing Participants	473	<b>8%</b>	489	482	499	439
Total Incentives Paid	\$3,727,090	<b>38%</b>	\$6,555,935	\$6,577,820	\$3,907,660	\$2,700,000
Participating Attorneys	969		1,024	1,084	1,137	1,180
Participating Abstractors	137		138	138	138	140
Participants Offering Closing Protection Letters	392		421	421	428	390
Iowa Private Partnerships	1,148		1,204	1,261	1,314	1,351

## 2. FY23 Highlights.

**New Participant Onboarding.** ITG staff provide onboarding support for new participants and existing participants who add new services by providing resources related to ITG’s guidelines and expectations, links to ITG manuals, and connecting the participant with the applicable ITG training and compliance staff. ITG onboarded **42 new participants and 25 existing participants who were approved for new services.**

**Participant and Stakeholder Training.** ITG offers new and existing participants and stakeholders one-on-one and team training on topics including, but not limited to, field issuing commitments and certificates, closing protection letter closing compliance, and title opinion and abstract product review. ITG staff conducted over **100 individualized training sessions**.

**Compliance Reviews.** ITG performs both field and desk compliance reviews of participants' work prepared on behalf of ITG. ITG's compliance team performed over **60 individual participant reviews**, covering field issuing, CPL closing, and abstract preparation.

**Support Queue.** ITG provides transaction specific training and compliance support to new and existing field issuing participants through CAP's support queue portal. On average, ITG's compliance team received and resolved **66 support queue submissions per week and nearly 3,500** for the year.

**Underwriting Support.** ITG provides transaction specific underwriting support and guidance to participants through CAP's underwriting queue portal. ITG underwriting attorneys managed an average of **38 underwriting submissions per week, adding up to almost 2,000** for the year.