



IOWA TITLE GUARANTY

BOARD MEETING MINUTES

**Iowa Title Guaranty
Des Moines, Iowa
December 4, 2018**

Board Members Present

Chuck Winkleblack – Vice Chair Judy Hilgenberg
Jason Froehlich Daniel Seufferlein

Board Members Absent

Pat Schneider, Chair

Staff Members Present

Matthew Rousseau, Interim Director	Deb Franklin, Business Relationship Manager
Kerry Bell, ITG Assistant to Director	Amy Montgomery, Commercial Underwriting Attorney
Heidi Koll, Participant Program Administrator	Kevin Blackman, Residential Underwriting Attorney
Randy Ambrozic, Controllor	
Mike Moss, Claims and Residential Underwriting Attorney	

Others Present

Arlene Drennan, President, ILTA (Telephone)
Jan Gemar, Executive Director, ILA (Telephone)

Call to Order

Vice-Chairman Winkleblack called to order the December 4, 2018 meeting of the Iowa Title Guaranty (ITG) Board of Directors at 10:30 a.m. Roll call was taken, and a quorum was established with the following Board Members present: Vice-Chairman Chuck Winkleblack, Jason Froehlich, Judy Hilgenberg, and Daniel Seufferlein.

Action Items

Review and Approval of August 28, 2018 Board Meeting Minutes

MOTION: On a motion by Mr. Seufferlein and a second by Mr. Froehlich, the Board unanimously accepted the August 28, 2018 Board Meeting Minutes.

New Business

Transfer of Funds

Mr. Ambrozic presented the proposed transfer of ITG funds outlined in Resolution ITG 18-07. The proposed transfer would be in the amount of \$250,000 to Iowa Finance Authority's (IFA) housing assistance fund. Mr. Ambrozic requested board action on ITG 18-07.

MOTION: On a motion by Ms. Hilgenberg, and a second by Mr. Seufferlein, the Board unanimously approved Resolution ITG 18-07.

Discussion and Informational Items

Claims Update

Mr. Moss reviewed the current claims report with the Board, stating that in FY19 year to date ITG had paid out \$55,236.50 in claims. He gave a detailed report regarding the trends in claims and the types of claims received.

Mortgage Release Update

Mr. Blackman reported that in FY19 year to date, 98 mortgage release requests had been received. He stated that 65 of the requests were in conjunction with the Rapid Certificate program (66%), 33 requests included the \$200 fee (34%) and 74 releases had been filed. Mr. Blackman reported that since inception, 6,087 mortgages have been released through this program.

Commercial Update

Ms. Montgomery reported that Commercial activity has increased over the past month, as is typical for this time of year, in order to facilitate closings before year-end. Ms. Montgomery reported that last year was one of ITG's best years, financially. Typically, ITG's average coverage amount is approximately \$1.5 million; so far this year, the highest coverage amount provided was \$11.25 million dollars and the lowest amount was \$15,000.

The Commercial Team continues to be involved in business development efforts. Ms. Montgomery and Samantha Askland, Commercial Services Officer, attended the Iowa Commercial Real Estate Expo in October to meet with realtors and lenders to educate them about ITG services.

Ms. Montgomery provided an update on ITG closing services, which includes 1099-S and 1099-M tax reporting for sellers and vendors, respectively. The new software, SoftPro, obtained in January, integrates with the IRS website, and the Commercial Department is in the final testing phase of the integration module in preparation of year-end tax reporting.

Business Relations Update and Volume Report

Ms. Franklin reported that Residential purchase related certificates totaled 3,900 in October 2018, compared to 3,271 in October 2017, an increase of 19.23%. Refinance related certificates totaled 1,252 in October 2018, compared to 1,524 in October 2017, a 17.85% decrease. Residential purchase related premium fees were \$499,336 in October 2018, compared to \$420,614 in October 2017, an increase of 18.72%. Residential refinance related premium fees were \$127,790 in October 2018, compared to \$154,179 in October 2017, a decrease of 17.12%. The residential fiscal year to date premium fee income for purchase transactions through October 2018 was \$1,808,986 compared to \$1,638,027 fiscal year to date through October 2017, an increase of 10.44%. The residential fiscal year to date premium fee income for refinance business through October 2018 was

\$458,936 compared to \$576,033 through fiscal year to date through October 2017, a 20.33% decrease.

Commercial generated 28 certificates in October 2018, a decrease of 7 certificates, compared to October 2017's production. Fiscal year to date, the commercial department generated 74 certificates through October 2018, a decrease of 37 certificates, compared to the fiscal year to date figures through October of 2017. Commercial premium fees were \$47,055 in October 2018 which is a 102.69% increase compared to October 2017 fee income totaling \$23,215. The commercial department fiscal year to date premium fees total \$110,100 through October 2018, a decrease of 64.35% compared to the 2017 fiscal year to date fees of \$308,794 through October 2017.

Ms. Franklin reported that, because the title business is constantly changing, ITG staff is committed to providing educational opportunities for all participants, realtors, lenders, attorneys and closers, so they have the tools to succeed. ITG Staff developed presentations to provide overviews of ITG procedures, guidelines and generate discussion regarding industry trends. ITG Staff traveled the state to conduct workshops in seven regions: Waterloo, Dubuque, Davenport, Des Moines, Cedar Rapids, Council Bluffs, and Sioux City, during October and November.

Here is a sample of topics on the Iowa Title Guaranty Workshop agenda:

- "Re-thinking the Commitment", presentation by Matt Rousseau.
- "Guarantying Construction Mortgages", presented by Michael Moss.
- "In the Know" CAP, presented by Carrie Nutt and Faith Baker.
- "Current Claims Trends", presented by Matt Rousseau.
- "Improving the Delivery of Title Services in Iowa" (Interactive Performance Lab), presented by ITG staff.

Financial Update

Mr. Ambrozic reviewed the financial report from the four months ended October 31, 2018, total operating revenue is approximately \$2,562,100. Revenue increased \$115,600, or 4.7%, during the four months ended October 31, 2018 compared to revenue budgeted for the period. Total revenue decreased \$115,800, or 4.3%, compared to revenues from the four months ended October 31, 2017.

Total Operating Expense is approximately \$1,955,200 for the four months ended October 31, 2018, a decrease of \$32,500 compared to the budget and a decrease of \$152,700 compared to last year. The decrease compared to budget is due to lower Employee Expenses and lower Other Professional Services offset by higher Field Issuer Incentives and Claims Activity Expense.

Net Operating Income (Loss) for the four months ended October 31, 2018 is approximately 607,000; an increase of \$148,300 compared to net operating income budgeted for the four months. Net Operating Income for the four months ended October 31, 2018 increased \$37,000 compared to the net operating income from the four months ended October 31, 2017.

During the four months ended October 31, 2018, Field Issuer Incentives increased by approximately \$93,700 compared to budget and increased \$19,300 compared to prior year. Field Issuer Incentives vary in direct proportion with changes in Residential Premium Fees. Field Issuer Incentives are 45.2% of Residential Premiums during the four months ended October 31, 2018 compared to 45.4% budgeted. Field Issuer Incentives were 45.5% of Residential Premiums during the four months ended October 31, 2017.

Total claims expense is \$76,400 for the four months ended October 31, 2018, an increase of \$16,500 compared to budgeted expense and a decrease of \$72,300 compared to expense during the four months ended October 31, 2017.

Director Update

Mr. Rousseau introduced the Board members to new ITG employees, Kevin Blackman, Residential Underwriting Attorney, Kerry Bell, Assistant to ITG Director, and Lindsey Guerrero, Residential Underwriting Attorney. Mr. Rousseau stated that he has been appointed as Interim Director and has not been provided a timeframe for hiring a permanent ITG Director or Executive Director of the Iowa Finance Authority.

Mr. Rousseau shared the results of the forensic and internal control examination of the Iowa Finance Authority performed by Eide Bailly LLP. This review fulfills the requirements of Iowa House File 2493, which directed an investigation into financial and internal control-related concerns brought forth by a former IFA employee following the termination IFA's former Executive Director Dave Jamison. Eide Bailly's report found no significant concerns regarding employee expense reimbursement, travel payment expenditure or internal controls.

Iowa Title Guaranty will be moving to our new location at 1963 Bell Avenue on December 14.

Public Comment

There was no comment from the public.

Adjournment

MOTION: On a motion by Ms. Hilgenberg and a second by Mr. Froehlich, the December 4, 2018, meeting of the ITG Board of Directors adjourned at 11:05a.m.

Dated this March 5, 2019

Respectfully submitted:

Approved as to form:

Matthew Rousseau
Interim Director, Iowa Title Guaranty

Charles Winkleblack
Board Vice Chair, Iowa Title Guaranty



IOWA TITLE GUARANTY

To: Iowa Title Guaranty Board Members
From: Iowa Title Guaranty Interim Director – Matt Rousseau
Date: March 5, 2019
Re: Streamline Pricing Proposal

Iowa Title Guaranty is committed to pursuing efficiencies in the delivery of title services that provide a better customer experience for home buyers and lenders. Product pricing is one area that could be improved. ITG's current fee structure has been criticized for being too complicated and for not compensating field issuers for the extra work necessary to issue and deliver an owner's certificate in conjunction with a lender certificate.

PROPOSED RESOLUTION ITG 19-01: Streamlined Pricing of \$140.

ITG currently charges a different premium for each lender certificate based on the type of transaction involved (\$90 refinance vs. \$110 purchase). There is also an additional charge of \$15 for each one of a number of endorsements that may be requested by the lender or owner, and another charge of \$25 for a closing protecting letter. This varying fee structure often results in misquoted fees on loan estimates and closing disclosures, and can result in time-consuming re-disclosures and accounting by closing agents and lenders in order to comply with Federal consumer protection statutes and regulations. ITG spends approximately 20 hours each month processing refunds in \$15 and \$25 increments due to mistaken pre-closing assumptions regarding lender endorsement and CPL requirements.

It is anticipated that a more streamlined pricing structure for ITG's title coverage products would help ITG and its industry partners be more efficient and make ITG's title coverage products more attractive to closers and lenders. ITG is seeking to eliminate the separate premium for all endorsements issued as part of the original transaction and for all closing protection letters, and increase the premium for certificates to make up for the difference in total revenue.

A copy of ITG's current rate sheet, proposed rate sheet, pricing analysis, and proposed resolution are contained in the pages that follow. More details will be provided at the Board Meeting.

PROPOSED RESOLUTION ITG 19-02: Additional field issuer compensation of \$15 for each owner certificate issued in conjunction with a lender certificate.

ITG currently compensates field issuers \$60 for each transaction in which an ITG certificate is issued, regardless of whether the transaction includes lender-only coverage, owner-only coverage, or lender and owner coverage. The \$60 rate of compensation does not compensate field issuers for the additional work involved in issuing an owner certificate in conjunction with a lender certificate. Additional compensation of \$15 for each owner certificate issued in conjunction with a lender certificate would be fair and reasonable for this additional work and would further encourage the issuance of owner coverage to Iowa home buyers.

A copy of ITG's current rate sheet, proposed rate sheet, pricing analysis, and proposed resolution are contained in the pages that follow. More details will be provided at the Board Meeting.

CURRENT IOWA TITLE GUARANTY RESIDENTIAL PREMIUM RATES

PRODUCT		COVERAGE AMOUNT	PREMIUM	
			PURCHASE	REFINANCE
Lender's-only Coverage	Applies to the following types of loans: in-house, conventional, FHA, VA, one-time close construction, subordinate financing, and refinancing of contracts.	\$0 - \$500,000	\$110	\$90
		Above \$500,000	\$110 + \$1 per \$1,000 over \$500,000	\$90 + \$1 per \$1,000 over \$500,000
Owner's-only Coverage	Applies to cash and contract purchases.	\$0 - \$500,000	\$110	n/a
		Above \$500,000	\$110 + \$1 per \$1,000 over \$500,000	n/a
Simultaneous Coverage (i.e., Lender's and Owner's Coverage)	Primary residence	\$0 - \$500,000	\$110	n/a
		One or more certificates above \$500,000	\$135 + \$1 per \$1,000 over \$500,000 based upon the certificate with the higher coverage amount	n/a
	Not a primary residence	\$0 - \$500,000	\$135	n/a
		One or more certificates above \$500,000	\$135 + \$1 per \$1,000 over \$500,000 based upon the certificate with the higher coverage amount	n/a
Additional Concurrent Certificates	Applies to the following types of loans: junior mortgages and home equity lines of credit (HELOC) when issued in conjunction with a full-priced Lender's Certificate on the same transaction.		\$25	\$25
Closing Protection Letter			\$25	\$25

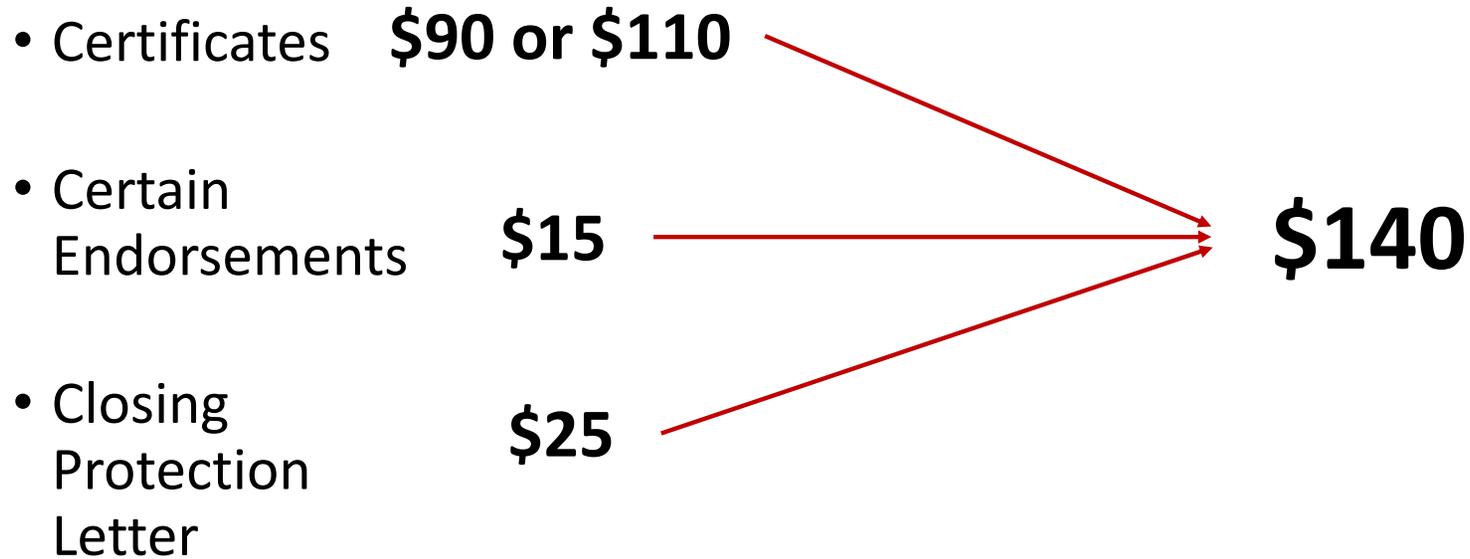
ENDORSEMENTS AVAILABLE FOR NO ADDITIONAL PREMIUM
• Comprehensive 1
• Endorsement Against Loss-Lien
• Environmental Protection Lien (ALTA 8.1-06)
• Location – Condominium
• Location – Residential (ALTA 22-06)
• Variable Rate Mortgage (ALTA 6-06)

ENDORSEMENTS AVAILABLE FOR AN ADDITIONAL PREMIUM OF \$15.00	
• Assignment (ALTA 10-06)	• Leasehold – Owners (ALTA 13-06)
• Balloon Mortgage	• Manufactured Housing Unit (ALTA 7-06)
• Comprehensive 2 (ALTA 9-06)	• Manufactured Housing Unit-Conversion Loan (ALTA 7.1-06)
• Comprehensive 6 (ALTA 9.3-06)	• Mortgage Modification (ALTA 11-06)
• Condominium – Lender (ALTA 4.06)	• Multiple Tax Parcels (ALTA 18.1-06)
• Condominium – Owner (ALTA 4.1.06)	• Planned Unit Development (PUD) – Lender (ALTA 5-06)
• Encroachment – Adverse	• Planned Unit Development (PUD) – Owner (ALTA 5.1-06)
• Encroachment (ALTA 28.1)	• Single Tax Parcel (ALTA 18-06)
• Future Advance – Priority	• Standard Exception Waiver – Residential
• Future Advance – Reverse Mortgage (ALTA 14.3-06)	• Street Assessments (ALTA 1-06)
• Gap Coverage	• Variable Rate, Negative Amortization (ALTA 6.2-06)
• Leasehold – Lenders (ALTA 13.3-06)	• Zoning (ALTA 3-06)

Streamlined Rate Proposal

Current Premiums

Proposed Premium



PROPOSED IOWA TITLE GUARANTY RESIDENTIAL PREMIUM RATES

PRODUCT		COVERAGE AMOUNT	PREMIUM	
			PURCHASE	REFINANCE
Lender's-only Coverage	Applies to the following types of loans: in-house, conventional, FHA, VA, one-time close construction, subordinate financing, and refinancing of contracts.	\$0 - \$500,000	\$140	\$140
		Above \$500,000	\$140 + \$1 per \$1,000 over \$500,000	\$140 + \$1 per \$1,000 over \$500,000
Owner's-only Coverage	Applies to cash and contract purchases.	\$0 - \$500,000	\$140	n/a
		Above \$500,000	\$140 + \$1 per \$1,000 over \$500,000	n/a
Simultaneous Coverage (i.e., Lender's and Owner's Coverage)	Applies to primary and non-primary residences.	\$0 - \$500,000	\$140	n/a
		One or more certificates above \$500,000	\$140 + \$1 per \$1,000 over \$500,000 based upon the certificate with the higher coverage amount	n/a
Additional Concurrent Certificates	Applies to the following types of loans: junior mortgages and home equity lines of credit (HELOC) when issued in conjunction with a full-priced Lender's Certificate on the same transaction.		\$35	\$35
Closing Protection Letter			No additional premium	No additional premium

ENDORSEMENTS ISSUED AS PART OF ORIGINAL TRANSACTION AVAILABLE FOR NO ADDITIONAL PREMIUM	
• Assignment (ALTA 10-06)	• Leasehold – Owners (ALTA 13-06)
• Balloon Mortgage	• Location – Condominium
• Comprehensive 1	• Location – Residential (ALTA 22-06)
• Comprehensive 2 (ALTA 9-06)	• Manufactured Housing Unit (ALTA 7-06)
• Comprehensive 6 (ALTA 9.3-06)	• Manufactured Housing Unit-Conversion Loan (ALTA 7.1-06)
• Condominium – Lender (ALTA 4.06)	• Multiple Tax Parcels (ALTA 18.1-06)
• Condominium – Owner (ALTA 4.1.06)	• Planned Unit Development (PUD) – Lender (ALTA 5-06)
• Encroachment – Adverse	• Planned Unit Development (PUD) – Owner (ALTA 5.1-06)
• Encroachment (ALTA 28.1)	• Single Tax Parcel (ALTA 18-06)
• Endorsement Against Loss-Lien	• Standard Exception Waiver – Residential
• Environmental Protection Lien (ALTA 8.1.06)	• Street Assessments (ALTA 1-06)
• Future Advance – Priority	• Variable Rate Mortgage (ALTA 6-06)
• Future Advance – Reverse Mortgage (ALTA 14.3-06)	• Variable Rate, Negative Amortization (ALTA 6.2-06)
• Gap Coverage	• Zoning (ALTA 3-06)
• Leasehold – Lenders (ALTA 13.3-06)	

ENDORSEMENTS ISSUED APART FROM ORIGINAL TRANSACTION AVAILABLE FOR \$50	
• Assignment (ALTA 10-06)	• Mortgage Modification (ALTA 11-06)

**Iowa Title Guaranty
Streamlined Pricing Analysis**

\$130 Fee Assumption			
Transaction volumes	2020 Budget	Annualized 12/31/2018	Annual 6/30/2018
Jr Mortgage	72	72	47
Purchase	37,272	40,132	36,640
Refinance	12,846	12,762	18,294
Free Owner	37,272	40,132	36,640
Pd Owner	1,126	1,126	969

\$140 Fee Assumption			
Transaction volumes	2020 Budget	Annualized 12/31/2018	Annual 6/30/2018
Jr Mortgage	72	72	47
Purchase	37,272	40,132	36,640
Refinance	12,846	12,762	18,294
Free Owner	37,272	40,132	36,640
Pd Owner	1,126	1,126	969

New Streamlined Pricing Proposal

Revenue per transaction	Revenue per Transaction	Revenue per Transaction	Revenue per Transaction
Jr Mortgage	35.00	35.00	35.00
Purchase	130.00	130.00	130.00
Refinance	130.00	130.00	130.00
Free Owner	-	-	-
Pd Owner	130.00	130.00	130.00

Annual Revenues

Jr Mortgage	2,520	\$2,520	\$1,645
Purchase	4,845,360	\$5,217,160	\$4,763,200
Refinance	1,669,980	\$1,659,060	\$2,378,220
Free Owner	-	-	-
Pd Owner	146,380	\$146,380	\$125,970
Total Premium Revenues	6,664,240	7,025,120	7,269,035

Less:

Incentives - \$60.00	3,078,960	3,245,520	3,357,000
Incentives on Owners - \$15.00	559,080	601,980	549,600

Net margin after Incentives	3,026,200	3,177,620	3,362,435
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Revenues - Current pricing

Jr Mortgage	\$2,510	\$2,510.00	\$1,330
Purchase	\$4,769,982	\$5,135,998	\$4,687,054
Refinance	\$1,324,587	\$1,315,926	\$1,864,105
Free Owner	-	-	-
Pd Owner	\$131,730	\$131,730	\$108,075
Total Premium Revenues	\$6,228,809	\$6,586,164	\$6,660,564

Less:

Incentives - \$60.00	3,078,960	3,245,520	3,357,000
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Net margin after Incentives	\$3,149,849	\$3,340,644	\$3,303,564
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Change - (Loss) Gain	(123,649)	(163,024)	58,871
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New Streamlined Pricing Proposal

Revenue per transaction	Revenue per Transaction	Revenue per Transaction	Revenue per Transaction
Jr Mortgage	35.00	35.00	35.00
Purchase	140.00	140.00	140.00
Refinance	140.00	140.00	140.00
Free Owner	-	-	-
Pd Owner	140.00	140.00	140.00

Annual Revenues

Jr Mortgage	2,520	\$2,520	\$1,645
Purchase	5,218,080	\$5,618,480	\$5,129,600
Refinance	1,798,440	\$1,786,680	\$2,561,160
Free Owner	-	-	-
Pd Owner	157,640	\$157,640	\$135,660
Total Premium Revenues	7,176,680	7,565,320	7,828,065

Less:

Incentives - \$60.00	3,078,960	3,245,520	3,357,000
Incentives on Owners - \$15.00	559,080	601,980	549,600

Net margin after Incentives	3,538,640	3,717,820	3,921,465
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Revenues - Current pricing

Jr Mortgage	\$2,510	\$2,510	\$1,330
Purchase	\$4,769,982	\$5,135,998	\$4,687,054
Refinance	\$1,324,587	\$1,315,926	\$1,864,105
Free Owner	-	-	-
Pd Owner	\$131,730	\$131,730	\$108,075
Total Premium Revenues	\$6,228,809	\$6,586,164	\$6,660,564

Less:

Incentives - \$60.00	3,078,960	3,245,520	3,357,000
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Net margin after Incentives	\$3,149,849	\$3,340,644	\$3,303,564
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Change	388,791	377,176	617,901
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RESOLUTION
ITG 19-01

WHEREAS, Iowa Title Guaranty, a division of the Iowa Finance Authority (“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, pursuant to Iowa Code §16.91(1) and 265 Iowa Administrative Code 9.5(16), ITG shall set rates for certificates and closing protection letters in an amount sufficient to permit the program to operate on a self-sustaining basis, including payment of administrative costs and the maintenance of an adequate reserve against claims under the Iowa title guaranty program; and

WHEREAS, ITG currently charges separate premiums for certificates, endorsements and closing protection letters; and

WHEREAS, the separate premiums give rise to significant refund processing each month by ITG and post-closing processing by closers and lenders; and

WHEREAS, the streamlined rates for ITG title coverage products set forth on Schedule A attached hereto (“New Rates”) would make ITG more efficient and ITG title coverage products more attractive to closers and lenders; and

WHEREAS, it is the desire of the ITG Interim Director and staff to obtain Board approval of the New Rates; and

NOW, THEREFORE, BE IT RESOLVED that the ITG Board approves the New Rates, and directs that they be incorporated into ITG systems and used by ITG, at the discretion of the ITG Director.

PASSED AND APPROVED this 5th day of March, 2019.

Pat Schneider, Iowa Title Guaranty Board Chair

Matthew S. Rousseau, Iowa Title Guaranty Board Secretary

(Seal)

SCHEDULE A

PROPOSED IOWA TITLE GUARANTY RESIDENTIAL PREMIUM RATES

PRODUCT		COVERAGE AMOUNT	PREMIUM	
			PURCHASE	REFINANCE
Lender's-only Coverage	Applies to the following types of loans: in-house, conventional, FHA, VA, one-time close construction, subordinate financing, and refinancing of contracts.	\$0 - \$500,000	\$140	\$140
		Above \$500,000	\$140 + \$1 per \$1,000 over \$500,000	\$140 + \$1 per \$1,000 over \$500,000
Owner's-only Coverage	Applies to cash and contract purchases.	\$0 - \$500,000	\$140	n/a
		Above \$500,000	\$140 + \$1 per \$1,000 over \$500,000	n/a
Simultaneous Coverage (i.e., Lender's and Owner's Coverage)	Applies to primary and non-primary residences.	\$0 - \$500,000	\$140	n/a
		One or more certificates above \$500,000	\$140 + \$1 per \$1,000 over \$500,000 based upon the certificate with the higher coverage amount	n/a
Additional Concurrent Certificates	Applies to the following types of loans: junior mortgages and home equity lines of credit (HELOC) when issued in conjunction with a full-priced Lender's Certificate on the same transaction.		\$35	\$35
Closing Protection Letter			No additional premium	No additional premium

ENDORSEMENTS ISSUED AS PART OF ORIGINAL TRANSACTION AVAILABLE FOR NO ADDITIONAL PREMIUM	
• Assignment (ALTA 10-06)	• Leasehold – Owners (ALTA 13-06)
• Balloon Mortgage	• Location – Condominium
• Comprehensive 1	• Location – Residential (ALTA 22-06)
• Comprehensive 2 (ALTA 9-06)	• Manufactured Housing Unit (ALTA 7-06)
• Comprehensive 6 (ALTA 9.3-06)	• Manufactured Housing Unit-Conversion Loan (ALTA 7.1-06)
• Condominium – Lender (ALTA 4.06)	• Multiple Tax Parcels (ALTA 18.1-06)
• Condominium – Owner (ALTA 4.1.06)	• Planned Unit Development (PUD) – Lender (ALTA 5-06)
• Encroachment – Adverse	• Planned Unit Development (PUD) – Owner (ALTA 5.1-06)
• Encroachment (ALTA 28.1)	• Single Tax Parcel (ALTA 18-06)
• Endorsement Against Loss-Lien	• Standard Exception Waiver – Residential
• Environmental Protection Lien (ALTA 8.1.06)	• Street Assessments (ALTA 1-06)
• Future Advance – Priority	• Variable Rate Mortgage (ALTA 6-06)
• Future Advance – Reverse Mortgage (ALTA 14.3-06)	• Variable Rate, Negative Amortization (ALTA 6.2-06)
• Gap Coverage	• Zoning (ALTA 3-06)
• Leasehold – Lenders (ALTA 13.3-06)	

ENDORSEMENTS ISSUED APART FROM ORIGINAL TRANSACTION AVAILABLE FOR \$50	
• Assignment (ALTA 10-06)	• Mortgage Modification (ALTA 11-06)

**RESOLUTION
ITG 19-02**

WHEREAS, Iowa Title Guaranty, a division of the Iowa Finance Authority (“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, pursuant to Iowa Code §16.91(1) and 265 Iowa Administrative Code 9.5(16), ITG shall set rates for certificates and closing protection letters in an amount sufficient to permit the program to operate on a self-sustaining basis, including payment of administrative costs and the maintenance of an adequate reserve against claims under the Iowa title guaranty program; and

WHEREAS, ITG currently compensates field issuers \$60 for each transaction in which an ITG certificate is issued, regardless of whether the transaction includes lender-only coverage, owner-only coverage, or lender and owner coverage; and

WHEREAS, the \$60 rate of compensation does not compensate field issuers for the additional work involved in issuing an owner certificate in conjunction with a lender certificate; and

WHEREAS, additional compensation of \$15 for each owner certificate issued in conjunction with a lender certificate (“Additional Compensation”) would be fair and reasonable for the additional work involved in issuing the owner certificate; and

WHEREAS, it is the desire of the ITG Interim Director and staff to obtain Board approval of the Additional Compensation; and

NOW, THEREFORE, BE IT RESOLVED that the ITG Board approves the Additional Compensation, and directs that it be incorporated into ITG systems and used by ITG, at the discretion of the ITG Director.

PASSED AND APPROVED this 5th day of March, 2019.

Pat Schneider, Iowa Title Guaranty Board Chair

Matthew S. Rousseau, Iowa Title Guaranty Board Secretary

(Seal)



IOWA TITLE GUARANTY

To: Iowa Title Guaranty Board
From: Kevin Blackman
Date: March 5, 2019
Re: Claim Report

I. Current Total Claims Reserves as of February 19, 2019: \$160,858.17

II. Fiscal Year 2019 Claims Paid to Date: \$82,426.47

III. Claim Summary as of February 19, 2019:

Total Pending Claims as of February 19, 2019	61
Pending Claims in Recoupment Status	6
Net Pending Claims as of February 19, 2019	56
Claims Received since July 01, 2018	98
Claims Resolved since July 01, 2018	77

IV. Trends:

Claims Trends	Lenders	Owners	Total
Claims in FY 2015 (<i>July 1, 2014 to June 30, 2015</i>)	49	0	49
Claims in FY 2016 (<i>July 1, 2015 to June 30, 2016</i>)	62	6	68
Claims in FY 2017 (<i>July 1, 2016 to June 30, 2017</i>)	94	12	106
Claims in FY 2018 (<i>July 1, 2017 to June 30, 2018</i>)	108	22	130
Claims to date FY 2018 (<i>July 1, 2018 to Present</i>)	89	9	98

Current Active Claims Topics	
<i>Number of Claims</i>	<i>Nature of Claim</i>
17	Issues with execution of Vesting Deed or Guaranteed Mortgage
7	Judgments or Liens Against Prior Titleholder
8	Break in Chain of Title
6	Closing Protection Letter (CPL) and/or Closing Duties
5	Mechanic's Liens
6	Claims in Recoupment Status
4	Potential Encroachment or Boundary Dispute
3	Small Claims Judgments – in "Watch Waiting" Status
3	Prior Mortgage
1	Stray Mortgage
1	Location Endorsement claim



IOWA TITLE GUARANTY

To: Iowa Title Guaranty Board

From: Kevin Blackman

Date: March 5, 2019

Re: Mortgage Release – FY19

Mortgage Release – FY19 Update

Through January 2019, we received 213 requests:

160 were in conjunction with the Rapid Certificate program (75%)

53 of the remaining requests included the \$200 fee (25%)

142 releases have been filed

Since inception, 6,229 mortgages have been released through this program.

FY 2019	Requests Received	Rapid Certificates	Paid \$200	Releases Filed
Jul-18	25	16	9	22
Aug-18	18	10	8	14
Sep-18	17	11	6	18
Oct-18	38	28	10	20
Nov-18	42	38	4	18
Dec-18	31	25	6	26
Jan-19	42	32	10	24
Totals	213	160	53	142



IOWA TITLE GUARANTY

To: Iowa Title Guaranty Board Members
From: Iowa Title Guaranty, Business Relationship Manager-Deb Franklin
Date: March 5, 2019
Re: Business Relationship Update January 2019

Commercial Update:

Commercial generated 33 certificates in January 2019, a decrease of 1 certificate, compared to January 2018 production. Fiscal year to date, the commercial department generated 158 certificates through January 2019, a decrease of 17 certificates, compared to the fiscal year to date figures through January of 2018.

Commercial premium fees were \$57,544 in January 2019 which is a 44.38% decrease compared to January 2018 fee income totaling \$103,458. The commercial department fiscal year to date premium fees total \$248,321 through January 2019, a decrease of 51.07% compared to the fiscal year to date fees of \$507,543 through January 2018.

Residential Update:

Residential purchase related certificates totaled 3992 in January 2019, compared to 4,422 in January 2018, a decrease of 9.72%. Refinance related certificates totaled 1317, in January 2019, compared to 2,257 in January 2018, a 41.65% decrease.

Residential purchase related premium fees were \$499,462 in January 2019, compared to \$566,502 in January 2018, a decrease of 11.83%.

Residential refinance related premium fees were \$134,241 in January 2019, compared to \$232,714 in January 2018, a decrease of 42.32%.

The residential fiscal year to date premium fee income for purchase transactions through January 2019 was \$3,067,553 compared to \$3,023,440 fiscal year to date through January 2018, an increase of 1.46%.

The residential fiscal year to date premium fee income for refinance business through January 2019 was \$791,697 compared to \$1,145,006 through fiscal year to date through January 2018, a 30.86% decrease

ITG Event Calendar

January 2019

January 25, 2019: TitleCore National, LLC staff members visited our new IFA facilities for a question and answer session with our ITG team.

February 2019

Matt Rousseau, ITG Interim Director and Deb Franklin, ITG Business Relationship Manager met with and contacted 21 different Iowa Title Guaranty Participant offices which included 28 different attorneys, 10 abstract companies and 20 closing companies to introduce our new ITG "Simplified Pricing Proposal" and to gather valuable feedback from our industry partners.

Fall 2019

Iowa Title Guaranty will host an ITG Fall Conference November 7, 2019. ITG will also host five regional workshops in the state of Iowa. The dates for these workshops are not final.

**Iowa Title Guaranty - Residential
Comparison of Activity and Volumes**

Month of January and Fiscal Year to Date January 31, 2019

as of 2/1/2019 8:38:05 AM

	Monthly				Fiscal Year to Date			
Transactions	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Jr Mortgage	11	5	6	120.00%	47	33	14	42.42%
Purchase	3,992	4,422	(430)	-9.72%	24,057	23,541	516	2.19%
Refinance	1,317	2,257	(940)	-41.65%	7,699	11,218	(3,519)	-31.37%
Free Owner	3,558	3,408	150	4.40%	20,456	17,394	3,062	17.60%
Pd Owner	104	114	(10)	-8.77%	660	617	43	6.97%
Total	8,982	10,206	(1,224)	-11.99%	52,919	52,803	116	0.22%
Premium Fees	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Jr Mortgage	\$290	\$180	\$110	61.11%	\$1,545	\$940	\$605	64.36%
Purchase	\$499,462	\$566,502	(\$67,040)	-11.83%	\$3,067,553	\$3,023,440	\$44,113	1.46%
Refinance	\$134,241	\$232,714	(\$98,473)	-42.32%	\$791,697	\$1,145,006	(\$353,309)	-30.86%
Free Owner	\$315	\$285	\$30	10.53%	\$2,595	\$1,635	\$960	58.72%
Pd Owner	\$9,460	\$11,438	(\$1,978)	-17.29%	\$74,930	\$67,616	\$7,314	10.82%
Total	\$643,768	\$811,119	(\$167,351)	-20.63%	\$3,938,320	\$4,238,637	(\$300,317)	-7.09%
Volume	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Jr Mortgage	\$390,350	\$629,640	(\$239,290)	-38.00%	\$2,271,085	\$2,361,028	(\$89,943)	-3.81%
Purchase	\$647,882,705	\$724,727,698	(\$76,844,993)	-10.60%	\$4,027,014,344	\$3,839,748,286	\$187,266,058	4.88%
Refinance	\$212,038,219	\$368,519,771	(\$156,481,552)	-42.46%	\$1,252,974,534	\$1,778,935,182	(\$525,960,647)	-29.57%
Free Owner	\$663,015,647	\$640,000,834	\$23,014,813	3.60%	\$3,906,644,271	\$3,233,233,745	\$673,410,526	20.83%
Pd Owner	\$27,815,695	\$25,936,975	\$1,878,720	7.24%	\$184,726,455	\$151,814,552	\$32,911,904	21.68%
Total	\$1,551,142,616	\$1,759,814,918	(\$208,672,302)	-13.72%	\$9,373,630,690	\$9,006,092,793	\$367,537,897	-13.72%

Iowa Title Guaranty - Commercial
Comparison of Activity and Volumes
Month of January and Fiscal Year to Date January 31, 2019
as of 2/1/2019 8:38:05 AM

	Monthly				Fiscal Year to Date			
Transactions	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	33	34	(1)	-2.94%	158	175	(17)	-9.71%
Total	33	34	(1)	-2.94%	158	175	(17)	-9.71%
Premium Fees	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	\$57,544	\$103,458	(\$45,914)	-44.38%	\$248,321	\$507,543	(\$259,222)	-51.07%
Total	\$57,544	\$103,458	(\$45,914)	-44.38%	\$248,321	\$507,543	(\$259,222)	-51.07%
Volume	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	\$46,487,041	\$91,761,135	(\$45,274,094)	-49.34%	\$209,051,494	\$548,413,192	(\$339,361,698)	-61.88%
Total	\$46,487,041	\$91,761,135	(\$45,274,094)	-49.34%	\$209,051,494	\$548,413,192	(\$339,361,698)	-61.88%

Iowa Title Guaranty
Comparison of Activity and Volumes
Month of January and Fiscal Year to Date January 31, 2019
as of 2/1/2019 8:38:05 AM

Transactions	Monthly				Fiscal Year to Date			
	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	33	34	(1)	-2.94%	158	175	(17)	-9.71%
Jr Mortgage	11	5	6	120.00%	47	33	14	42.42%
Purchase	3,992	4,422	(430)	-9.72%	24,057	23,541	516	2.19%
Refinance	1,317	2,257	(940)	-41.65%	7,699	11,218	(3,519)	-31.37%
Free Owner	3,558	3,408	150	4.40%	20,456	17,394	3,062	17.60%
Pd Owner	104	114	(10)	-8.77%	660	617	43	6.97%
Total	9,015	10,240	(1,225)	-11.96%	53,077	52,978	99	0.19%
Premium Fees	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	\$57,544	\$103,458	(\$45,914)	-44.38%	\$248,321	\$507,543	(\$259,222)	-51.07%
Jr Mortgage	\$290	\$180	\$110	61.11%	\$1,545	\$940	\$605	64.36%
Purchase	\$499,462	\$566,502	(\$67,040)	-11.83%	\$3,067,553	\$3,023,440	\$44,113	1.46%
Refinance	\$134,241	\$232,714	(\$98,473)	-42.32%	\$791,697	\$1,145,006	(\$353,309)	-30.86%
Free Owner	\$315	\$285	\$30	10.53%	\$2,595	\$1,635	\$960	58.72%
Pd Owner	\$9,460	\$11,438	(\$1,978)	-17.29%	\$74,930	\$67,616	\$7,314	10.82%
Total	\$701,312	\$914,577	(\$213,265)	-23.32%	\$4,186,641	\$4,746,180	(\$559,539)	-11.79%
Volume	Jan 2019	Jan 2018	Difference	% Change	01/31/2019	01/31/2018	Difference	% Change
Commercial	\$46,487,041	\$91,761,135	(\$45,274,094)	-49.34%	\$209,051,494	\$548,413,192	(\$339,361,698)	-61.88%
Jr Mortgage	\$390,350	\$629,640	(\$239,290)	-38.00%	\$2,271,085	\$2,361,028	(\$89,943)	-3.81%
Purchase	\$647,882,705	\$724,727,698	(\$76,844,993)	-10.60%	\$4,027,014,344	\$3,839,748,286	\$187,266,058	4.88%
Refinance	\$212,038,219	\$368,519,771	(\$156,481,552)	-42.46%	\$1,252,974,534	\$1,778,935,182	(\$525,960,647)	-29.57%
Free Owner	\$663,015,647	\$640,000,834	\$23,014,813	3.60%	\$3,906,644,271	\$3,233,233,745	\$673,410,526	20.83%
Pd Owner	\$27,815,695	\$25,936,975	\$1,878,720	7.24%	\$184,726,455	\$151,814,552	\$32,911,904	21.68%
Total	\$1,597,629,657	\$1,851,576,053	(\$253,946,395)	-13.72%	\$9,582,682,184	\$9,554,505,986	\$28,176,199	0.29%



IOWA TITLE GUARANTY

Iowa Title Guaranty
Monthly Reporting Package
January 31, 2019



Iowa Title Guaranty Revenue

Total ITG Actual vs Budget Revenue



FY2019

Residential - Actual vs Budget Revenue



FY2019

Commercial - Actual vs Budget Revenue



FY2019

Iowa Title Guaranty Revenue Scorecard

Metric	Current Month					Year to Date				
	Jan FY19 Actual	Jan FY19 Bud19	Jan FY19 Variance	Jan FY18 Actual	Jan FY18 to J... Variance	FY2019 Actual	FY2019 Bud19	FY2019 Variance	FY2018 Actual	FY2018 to FY... Variance
Residential Revenue	\$662.8 k	\$518 k	\$144.8 k	\$823.4 k	-\$160.6 k	\$4.1 M	\$3.8 M	\$302.9 k	\$4.3 M	-\$292.8 k
Commercial Revenue	\$83.9 k	\$75 k	\$8.9 k	\$117.7 k	-\$33.8 k	\$362.5 k	\$528 k	-\$165.6 k	\$603.7 k	-\$241.2 k
Total Revenue	\$746.7 k	\$593.1 k	\$153.6 k	\$941.1 k	-\$194.4 k	\$4.4 M	\$4.3 M	\$137.4 k	\$5 M	-\$533.9 k

January FY2019

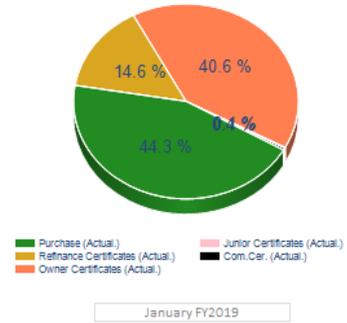


Iowa Title Guaranty Transaction Activity

Total Certificates Issued (Actual.) with Comparable Period



Current Month - %



Iowa Title Guaranty Certificates Issued Scorecard

Metric	Month				YTD			
	Jan FY19 Actual	Jan FY18 Actual	Jan FY18 to Jan FY19 Variance	Jan FY18 to Jan FY19 Var %	FY2019 Actual	FY2018 Actual	FY2018 to FY2019 Variance	FY2018 to FY2019 Var %
Purchase Certificates	3,992	4,421	-429	-9.7%	24,059	23,536	523	2.2%
Refinance Certificates	1,317	2,264	-947	-41.8%	7,697	11,257	-3,560	-31.6%
Owner Certificates	3,662	3,523	139	3.9%	21,114	18,016	3,098	17.2%
Junior Certificates	11	5	6	120.0%	48	37	11	29.7%
Commercial Certificates	33	34	-1	-2.9%	160	172	-12	-7.0%
Total Certificates Issued	9,015	10,247	-1,232	-12.0%	53,078	53,018	60	0.1%
Field Issued Certificates	8,396	9,637	-1,241	-12.9%	49,386	49,109	277	0.6%
Division Issued Certificates	586	576	10	1.7%	3,532	3,737	-205	-5.5%
Commercial Certificates	33	34	-1	-2.9%	160	172	-12	-7.0%
Total Certificates Issued	9,015	10,247	-1,232	-12.0%	53,078	53,018	60	0.1%

January FY2019

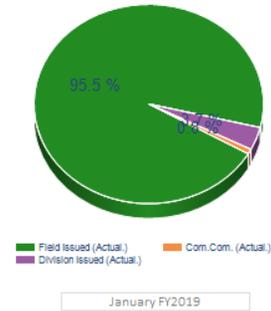


Iowa Title Guaranty Commitments Issued

Commitments Issued (Actual.) with Comparable Period



Current Mo % - Commitments



Iowa Title Guaranty Commitments Issued Scorecard

Metric	Month				YTD			
	Jan FY19 Actual	Jan FY18 Actual	Jan FY18 to Jan FY19 Variance	Jan FY18 to Jan FY19 Var %	FY2019 Actual	FY2018 Actual	FY2018 to FY2019 Variance	FY2018 to FY2019 Var %
Commitments Commercial	25	17	8	47.1%	158	144	14	9.7%
Commitments Field Issued	3,042	3,272	-230	-7.0%	27,199	29,661	-2,462	-8.3%
Commitments Division Issued	119	151	-32	-21.2%	1,362	1,387	-25	-1.8%
Total Commitments Issued	3,186	3,440	-254	-7.4%	28,719	31,192	-2,473	-7.9%



Iowa Title Guaranty Profitability

Total ITG Net Income vs Budget Net Income



Profit Margin % - Current Mont...



ITG Net Income (Actual.) with Comparable Period



Profit Margin % - YTD



Iowa Title Guaranty Profitability

Metric	Current Month					YTD				
	Jan FY19 Actual	Jan FY19 Bud19	Jan FY19 Variance	Jan FY18 Actual	Jan FY18 to Jan F... Variance	FY2019 Actual	FY2019 Bud19	FY2019 Variance	FY2018 Actual	FY2018 to FY2019 Variance
Residential Net Income	190.8 k	67.3 k	123.6 k	218.4 k	-27.6 k	1 M	582.5 k	441 k	930.7 k	92.8 k
Commercial Net Income	30.1 k	23.8 k	6.3 k	71.6 k	-41.5 k	49.3 k	189.6 k	-140.3 k	285 k	-235.6 k
Total ITG Net Income	220.9 k	91.1 k	129.8 k	290 k	-69.1 k	1.1 M	772.1 k	300.7 k	1.2 M	-142.8 k
Residential Profit Margin %	28.8%	13%	15.8%	26.5%	2.3%	25.2%	15.5%	9.7%	21.4%	3.8%
Commercial Profit Margin %	35.8%	31.7%	4.1%	60.8%	-25%	13.6%	35.9%	-22.3%	47.2%	-33.6%
Total ITG Profit Margin %	29.6%	15.4%	14.2%	30.8%	-1.2%	24.3%	18%	6.2%	24.5%	-0.3%
Transfers to Housing Assistance	\$10.1 k	\$6 k	\$4.1 k	\$4.9 k	\$5.1 k	\$326.4 k	\$292 k	\$34.4 k	\$296.4 k	\$29.9 k

January FY2019



To: ITG Board Members

From: Randal Ambrozic

Date: February 13, 2019

Subject: Iowa Title Guaranty – A Division of the Iowa Finance Authority – January 2019

Mission Statement: To provide guaranties of Iowa real property titles to facilitate lenders’ participation in the secondary market and to add to the integrity of the Iowa land-transfer system. Surplus funds are re-invested to support affordable home ownership.

Revenue

During the seven months ended January 31, 2019, total operating revenue was approximately \$4,419,200. Revenue was favorable by \$137,400, or 3.2%, during the seven months ended January 31, 2019 compared to revenue budgeted for the period. Total revenue was unfavorable by \$533,900, or 10.8%, compared to revenues from the seven months ended January 31, 2018.

(000's)	Actual	Budget	Variance from Budget - \$	Last Year	Variance from Last Year - \$
Premium Fees - Residential	\$3,938.3	\$3,652.4	\$285.9	\$4,245.0	(\$306.7)
Premium Fees - Commercial	\$248.3	\$413.0	(\$164.7)	\$507.5	(\$259.2)
Conference Registration Fees	\$5.9	\$19.0	(\$13.1)	\$19.3	(\$13.4)
Annual Participant Fees	\$25.6	\$30.6	(\$5.0)	\$28.8	(\$3.2)
Escrow Fees	\$107.6	\$107.8	(\$0.2)	\$120.5	(\$12.9)
Other Income	\$140.3	\$103.3	\$37.0	\$122.4	\$17.9
Reinsurance	(\$46.8)	(\$44.3)	(\$2.5)	(\$90.4)	\$43.6
Net Operating Revenue	\$4,419.2	\$4,281.8	\$137.4	\$4,953.1	(\$533.9)

Total Operating Expenses

Total Operating Expense was approximately \$3,346,200 for the seven months ended January 31, 2019, a decrease of \$163,500 compared to the budget and a decrease of \$391,200 compared to last year. The decrease compared to budget was due to lower Employee Expenses, lower Operating Expense and lower Other Professional Services offset by higher Field Issuer Incentives and Claims Activity Expense.

(000's)	Actual	Budget	Variance from Budget - \$	Last Year	Variance from Last Year - \$
Employee Expenses	\$1,051.3	\$1,317.0	(\$265.7)	\$1,256.2	(\$204.9)
Operating Expenses	\$261.9	\$298.6	(\$36.7)	\$251.4	\$10.5
Sales & Marketing	\$65.4	\$72.2	(\$6.8)	\$73.6	(\$8.2)
Field Issuer Incentives	\$1,792.8	\$1,660.2	\$132.6	\$1,942.1	(\$149.3)
Other Professional Services	\$45.0	\$60.4	(\$15.4)	\$55.6	(\$10.6)
Claims Activity Expenses	\$129.8	\$101.3	\$28.5	\$158.5	(\$28.7)
Total Operating Expenses	\$3,346.2	\$3,509.7	(\$163.5)	\$3,737.4	(\$391.2)

Net Operating Income

Net Operating Income for the seven months ended January 31, 2019 was approximately \$1,072,900; and favorable by \$300,800 compared to net operating income budgeted for the seven months. Net Operating Income for the seven months ended January 31, 2019 was unfavorable by \$142,800 compared to the net operating income from the seven months ended January 31, 2018.

(000's)	Actual	Budget	Variance from Budget - \$	Last Year	Variance from Last Year - \$
Residential	\$1,023.6	\$582.5	\$441.1	\$930.7	\$92.9
Commercial	\$49.3	\$189.6	(\$140.3)	\$285.0	(\$235.7)
Total Net Operating Income	\$1,072.9	\$772.1	\$300.8	\$1,215.7	(\$142.8)

Field Issuer Incentives

During the seven months ended January 31, 2019, Field Issuer Incentives increased by approximately \$132,600 compared to budget and decreased \$149,300 compared to prior year. Field Issuer Incentives vary in direct proportion with changes in Residential Premium Fees. Field Issuer Incentives were 45.5% of Residential Premiums during the seven months ended January 31, 2019 compared to 45.5% budgeted. Field Issuer Incentives were 45.8% of Residential Premiums during the seven months ended January 31, 2018.

(000's)	Actual	Budget	Variance from Budget - \$	Last Year	Variance from Last Year - \$
Field Issuer Incentives	\$1,792.8	\$1,660.2	\$132.6	\$1,942.1	(\$149.3)
Premium Fee Income - Res.	\$3,938.3	\$3,652.4	\$285.9	\$4,245.0	(\$306.7)
Percent of Income	45.5%	45.5%	0.1%	45.8%	-0.2%

Claims Expense

Total claims expense was \$129,800 for the seven months ended January 31, 2019, an increase of \$28,500 compared to budgeted expense and a decrease of \$28,700 compared to expense during the seven months ended January 31, 2018.

(000's)	Actual	Budget	Variance from Budget - \$	Last Year	Variance from Last Year - \$
Estimated Claim Expense and IBNR	\$48.9	\$59.3	(\$10.4)	\$41.4	\$7.5
Claims Paid Expense	\$80.9	\$42.0	\$38.9	\$117.1	(\$36.2)
Total Claims Expense	\$129.8	\$101.3	\$28.5	\$158.5	(\$28.7)

Total Claim Reserves

Total claim loss reserves are approximately \$870,400 at January 31, 2019, an increase of \$366,300 compared to reserves at January 31, 2018.

(000's)	1/31/2019	1/31/2018	Change
Estimated Incurred But Not Reported Claims	\$709.5	\$415.5	\$294.0
Known Claim Reserves	\$160.9	\$88.6	\$72.3
Total Reserves	\$870.4	\$504.1	\$366.3
Outstanding claims - count	64	41	23

Transfers to Iowa Housing Assistance Program

Since its inception, Iowa Title Guaranty has contributed over \$58.9 million to Iowa's Housing Programs. During the seven months ended January 31, 2019, ITG transferred \$250,000 to Iowa's Housing Assistance Program. ITG also earned interest of \$76,363 on its funds held with the State Treasurer and the earnings were deposited into the Iowa Housing Program accounts as required by statute.

Performance Targets:

Title Guaranty	Budget						
	6/30/2013	6/30/2014	6/30/2015	6/30/2016	6/30/2017	6/30/2018	6/30/2019
Revenue	8,347,435	6,582,561	5,536,999	7,413,360	8,303,046	7,830,404	7,247,093
Transfer to Iowa Housing Assistance Program	2,517,000	1,169,000	1,012,000	1,230,353	1,354,124	1,235,620	1,000,000

Summary Financial Information:

Title Guaranty	Current Month				Year to Date			
	Current Month -January				Fiscal Year to Date 1/31/2019			
	Actual	Budget	Var	%	Actual	Budget	Var	%
Revenue	746,710	593,068	153,642	25.9%	4,419,166	4,281,803	137,363	3.2%
Net Operating Income	220,888	91,054	129,834	142.6%	1,072,887	772,137	300,750	39.0%
Transfers to IHAP	10,062	6,000	4,062	67.7%	326,363	292,000	34,363	11.8%

IOWA TITLE GUARANTY
800- COMBINED
INCOME STATEMENT
JANUARY 31, 2019

	Jan-2019			Jan-2018		YTD as of Jan-2019			YTD as of Jan-2018	
	Actuals	Bud18	ACT - BUD	Actuals	CMA - PMA	Actuals	Bud18	ACT - BUD	Actuals	CYA - PYA
Operating Income										
5400-000 FEE INC - TG PREMIUM	606,197	485,120	121,077	782,179	(175,982)	3,621,611	3,483,500	138,111	4,107,288	(485,677)
5400-001 FEE INC - TG ENDORSEMENTS	39,755	29,202	10,553	50,430	(10,675)	182,400	208,845	(26,445)	211,885	(29,485)
5400-004 FEE INC - TG CPL	55,750	50,953	4,797	82,900	(27,150)	382,500	373,039	9,461	433,325	(50,825)
5400-005 FEE INC - TG MORTGAGE RELEASE	2,200	1,400	800	1,000	1,200	10,600	9,800	800	9,900	700
5400-006 FEE INC - TG APPLICATION										
5400-007 FEE INC - TG ANNUAL PARTICIPANT FEES	6,375	4,375	2,000	4,775	1,600	25,625	30,625	(5,000)	28,825	(3,200)
5400-010 FEE INC - TG REINSURANCE	(10,561)	(6,732)	(3,829)	(12,523)	1,962	(46,828)	(44,256)	(2,572)	(90,444)	43,616
5400-015 FEE INC - TG ESCROW SERVICES	22,287	15,400	6,887	22,010	277	107,647	107,800	(153)	120,475	(12,828)
5400-020 FEE INC - TG REGISTRATION				600	(600)	5,900	19,000	(13,100)	19,333	(13,433)
5500-000 OTHER INCOME	14,645	7,350	7,295	4,794	9,850	53,349	51,450	1,899	66,082	(12,734)
5000-050 INT INC - PROGRAM ACCT	10,062	6,000	4,062	4,937	5,125	76,363	42,000	34,363	46,441	29,922
	746,710	593,068	153,642	941,102	(194,392)	4,419,166	4,281,803	137,363	4,953,109	(533,943)
Employee Expenses										
7100-009 IFA TRANSFERRED COMPENSATION	11,214	5,329	5,885	9,445	1,769	56,300	35,683	20,617	38,643	17,658
7100-010 SALARIES & BENEFITS TOTAL	121,687	187,924	(66,236)	174,282	(52,595)	964,630	1,250,343	(285,714)	1,189,020	(224,390)
7100-011 TEMPORARY EMPLOYMENT SERVICES	1,109	1,000	109		1,109	10,880	7,000	3,880	6,278	4,602
7100-013 EMP EXP - GASB 68 PENSION ADJUSTMENT										
7100-014 EMP EXP - OPEB										
7100-021 TRAVEL	808	2,368	(1,560)	4,436	(3,627)	12,692	16,576	(3,884)	15,656	(2,965)
7100-022 DO NOT USE (formerly travel)										
7100-025 EDUCATION AND TRAINING	80	1,050	(970)	231	(151)	6,823	7,350	(527)	6,630	194
	134,899	197,671	(62,772)	188,393	(55,263)	1,051,325	1,316,952	(265,627)	1,256,226	(204,901)
7100-030 OFFICE SUPPLIES EXPENSE	2,967	1,406	1,560	572	2,395	7,613	9,845	(2,233)	4,512	3,101
7100-031 POSTAGE	713	525	188	918	(205)	4,751	3,676	1,075	6,216	(1,465)
7100-032 SUBSCRIPTIONS AND BOOKS	100	755	(655)	663	(563)	4,793	5,985	(1,192)	5,851	(1,058)
7100-033 DO NOT USE (formerly stationary)										
7100-050 TELEPHONE & DATA EXPENSE	2,062	3,132	(1,070)	7,091	(5,029)	29,537	21,924	7,613	25,947	3,590
7100-055 UTILITIES EXPENSE				987	(987)	7,992	3,610	4,382	7,525	467
7100-058 INSURANCE EXPENSE	9,679	10,467	(788)	9,679		67,926	73,267	(5,341)	67,754	172
7100-059 BUILDING MAINTENANCE EXPENSE	15,247	4,352	10,895	2,643	12,604	25,329	22,747	2,582	12,555	12,774
7100-060 RENT EXPENSE										
7100-065 SOFTWARE & SOFTWARE MAINT EXP	339	660	(321)	547	(207)	2,092	4,620	(2,528)	807	1,284
7100-070 OFFICE EQUIP MAINT AGREEMENT EXPENSE	758	2,470	(1,712)	4,544	(3,786)	7,514	17,288	(9,774)	16,153	(8,639)
7100-077 DEPRECIATION - FIXED ASSETS	8,272	12,881	(4,609)	2,473	5,799	30,008	62,627	(32,618)	22,051	7,958
7100-078 (GAIN) LOSS - FIXED ASSETS	2,144	2,144		2,144	2,144	2,144	2,144		2,144	
7100-085 STATE INDIRECT COST ALLOCATION	779	3,432	(2,653)	716	63	19,193	24,025	(4,831)	19,021	172
7100-300 MISCELLANEOUS EXPENSES	13,999	7,000	6,999	5,326	8,673	53,043	49,000	4,043	62,975	(9,931)
	57,059	47,081	9,978	36,158	20,901	261,935	298,614	(36,679)	251,367	10,568
Sales & Marketing Expenses										
7100-026 MEETING EXPENSES		255	(255)	162	(162)	1,746	1,785	(39)	631	1,116
7100-035 DUES & MEMBERSHIPS	2,525	2,155	370	3,345	(820)	14,785	14,265	520	14,599	185
7100-036 LICENSE FEE EXPENSE	1,690	1,800	(110)	1,674	16	11,733	11,848	(116)	13,521	(1,788)
7100-041 ADVERTISING & PUBLICITY EXPENSE				840	(840)	11,857	26,500	(14,643)	26,693	(14,835)
7100-042 CONFERENCE HOSTING EXPENSE				1,089	3,733	25,256	17,850	7,406	18,168	7,089
7100-045 MARKETING	4,822	2,550	2,272	1,089	3,733	25,256	17,850	7,406	18,168	7,089
	9,037	6,760	2,277	7,110	1,927	65,377	72,248	(6,871)	73,611	(8,234)
Professional Services Expense										
7100-066 SOFTWARE CITRIX FILE SHARE										
7100-101 PROF SERV - FINANCIAL AUDIT FEES	1,516	1,575	(59)	(15,400)	16,916	11,912	11,025	887	10,088	1,824
7100-103 PROF SERV - LEGAL	2,852	2,185	667	2,083	769	27,494	15,295	12,199	14,718	12,777
7100-104 PROF SERV - COMPLIANCE										
7100-106 PROF SERV - THOMSON REUTERS										
7100-108 PROF SERV - ACCOUNTING CONSULTANTS										
7100-120 PROF SERV - BANKING	822	2,150	(1,328)	1,458	(636)	6,005	15,050	(9,045)	11,152	(5,146)
7100-130 PROF SERV - FIELD ISSUER INCENTIVE	299,200	233,160	66,040	382,200	(83,000)	1,792,770	1,660,200	132,570	1,942,080	(149,310)
7100-150 PROF SERV - INFORMATION TECHNOLOGY									185	(185)
7100-160 PROF SERV - CONSULTANTS						(778)	19,000	(19,778)	19,000	(19,778)
7100-190 PROF SERV - MISCELLANEOUS	92		92	92		390		390	526	(136)
	304,482	239,070	65,412	370,342	(65,860)	1,837,794	1,720,570	117,224	1,997,747	(159,954)
Claims Expense										
7100-105 PROF SERV - CLAIMS DEFENSE										
7130-005 TG STATUTORY GAAP ADJ	(1,524)	(13,956)	12,433	(39,834)	38,310	(102,902)	(86,673)	(16,229)	(157,888)	54,986
7130-010 TG STATUTORY RESERVE EXPENSE	39,668	19,389	20,279	52,135	(12,467)	180,498	145,955	34,543	221,329	(40,831)
7130-020 TG KNOWN CLAIM RESERVE EXPENSE	(21,239)	6,000	(27,239)	8,973	(30,212)	(28,708)	42,000	(70,708)	(22,114)	(6,593)
7130-040 TG ACTUAL CLAIMS PAID EXPENSE	3,441		3,441	27,811	(24,369)	80,960		80,960	117,145	(36,185)
7130-050 TG OTHER CLAIMS EXPENSE										
	20,346	11,433	8,913	49,084	(28,739)	129,848	101,281	28,567	158,471	(28,623)
TOTAL DIRECT OPERATING EXPENSES	525,823	502,014	23,808	651,087	-125,264	3,346,280	3,509,666	(163,386)	3,737,423	-391,143
NET OPERATING INCOME (LOSS)	220,888	91,054	129,834	290,015	(69,128)	1,072,887	772,137	300,750	1,215,686	(142,800)
7210-500 TRANSFERS TO HOUSING ASSISTANCE	10,062	6,000	4,062	4,937	5,125	326,363	292,000	34,363	296,441	29,922
CHANGE IN NET POSITION	210,825	85,054	125,772	285,078	(74,253)	746,524	480,137	266,386	919,245	(172,722)

IOWA TITLE GUARANTY
020 - RESIDENTIAL
INCOME STATEMENT
JANUARY 31, 2019

	Jan-2019			Jan-2018		YTD as of Jan-2019			YTD as of Jan-2018	
	Actuals	Bud19	ACT - BUD	Actuals	CMA - PMA	Actuals	Bud19	ACT - BUD	Actuals	CYA - PYA
Operating Revenues										
5400-000 FEE INC - TG PREMIUM	571,348	441,670	129,678	707,791	(136,443)	3,445,440	3,179,350	266,090	3,696,185	(250,745)
5400-001 FEE INC - TG ENDORSEMENTS	17,235	13,645	3,590	21,510	(4,275)	111,000	99,946	11,054	115,995	(4,995)
5400-004 FEE INC - TG CPL	55,575	50,593	4,622	82,750	(27,175)	381,750	373,039	8,711	432,775	(51,025)
5400-005 FEE INC - TG MORTGAGE RELEASE	2,200	1,400	800	1,000	1,200	10,600	9,800	800	9,900	700
5400-006 FEE INC - TG APPLICATION										
5400-007 FEE INC - TG ANNUAL PARTICIPANT FEES	6,375	4,375	2,000	4,775	1,600	25,625	30,625	(5,000)	28,825	(3,200)
5400-010 FEE INC - TG REINSURANCE										
5400-020 FEE INC - TG REGISTRATION				600	(600)	5,900	19,000	(13,100)	19,333	(13,433)
5500-000 OTHER INCOME										
5000-050 INT INC - PROGRAM ACCT	10,062	6,000	4,062	4,937	5,125	76,363	42,000	34,363	46,441	29,922
	662,795	518,043	144,752	823,363	(160,568)	4,056,678	3,753,760	302,918	4,349,453	(292,775)
Employee Expenses										
7100-009 IFA TRANSFERRED COMPENSATION	11,007	4,179	6,828	6,972	4,035	52,782	27,984	24,798	24,858	27,924
7100-010 SALARIES & BENEFITS TOTAL	92,556	153,484	(60,927)	144,027	(51,470)	755,019	1,022,312	(267,293)	986,248	(231,228)
7100-011 TEMPORARY EMPLOYMENT SERVICES TOTAL	1,109	500	609		1,109	10,880	3,500	7,380	6,278	4,602
7100-013 EMP EXP - GASB 68 PENSION ADJUSTMENT										
7100-014 EMP EXP - OPEB										
7100-021 TRAVEL	50	1,735	(1,685)	3,442	(3,392)	6,163	12,145	(5,982)	12,242	(6,078)
7100-022 DO NOT USE (formerly travel)										
7100-025 EDUCATION AND TRAINING	80	850	(770)	231	(151)	2,391	5,950	(3,559)	5,685	(3,293)
	104,803	160,748	(55,945)	154,671	(49,868)	827,235	1,071,891	(244,656)	1,035,309	(208,074)
Operating Expenses										
7100-030 OFFICE SUPPLIES EXPENSE	1,970	1,132	838	497	1,473	6,000	7,922	(1,922)	3,927	2,073
7100-031 POSTAGE	569	423	147	458	111	3,525	2,958	567	3,979	(454)
7100-032 SUBSCRIPTIONS AND BOOKS		695	(695)	663	(663)	4,293	5,565	(1,272)	5,851	(1,558)
7100-033 DO NOT USE (formerly stationary)										
7100-050 TELEPHONE & DATA EXPENSE	1,850	2,520	(669)	5,921	(4,071)	25,056	17,640	7,417	22,409	2,647
7100-055 UTILITIES EXPENSE				816	(816)	6,424	2,905	3,519	6,221	203
7100-058 INSURANCE EXPENSE	9,679	10,313	(634)	9,679		67,893	72,190	(4,297)	67,754	138
7100-059 BUILDING MAINTENANCE EXPENSE	12,256	3,502	8,754	2,185	10,071	20,360	18,302	2,058	10,380	9,980
7100-060 RENT EXPENSE										
7100-065 SOFTWARE & SOFTWARE MAINT EXP	339	300	39	261	78	1,122	2,100	(978)	261	861
7100-070 OFFICE EQUIP MAINT AGREEMENT EXPENSE	609	1,987	(1,378)	2,404	(1,795)	5,990	13,910	(7,920)	10,731	(4,742)
7100-077 DEPRECIATION - FIXED ASSETS	6,750	10,364	(3,614)	2,304	4,446	24,861	50,388	(25,527)	18,264	6,598
7100-078 (GAIN) LOSS - FIXED ASSETS	2,144		2,144	2,144	2,144	2,144			2,144	
7100-085 STATE INDIRECT COST ALLOCATION	626	2,761	(2,135)	592	34	15,428	19,330	(3,902)	15,726	(298)
7100-300 MISCELLANEOUS EXPENSES	280		280	250	30	1,410	1,410		1,957	(547)
	37,073	33,996	3,077	26,031	11,042	184,505	213,209	(28,703)	167,460	17,045
Sales & Marketing Expenses										
7100-026 MEETING EXPENSES		255	(255)	162	(162)	1,746	1,785	(39)	600	1,146
7100-035 DUES & MEMBERSHIPS	2,405	1,950	455	3,140	(735)	14,665	13,650	1,015	14,074	590
7100-036 LICENSE FEE EXPENSE	1,690	1,800	(110)	1,674	16	11,733	11,848	(116)	13,521	(1,788)
7100-041 ADVERTISING & PUBLICITY EXPENSE										
7100-042 CONFERENCE HOSTING EXPENSE				840	(840)	11,857	26,500	(14,643)	26,693	(14,835)
7100-045 MARKETING	4,153	2,300	1,853	989	3,164	21,387	16,100	5,287	16,700	4,686
	8,248	6,305	1,943	6,805	1,443	61,388	69,883	(8,495)	71,588	(10,200)
Professional Services Expense										
7100-066 SOFTWARE CITRIX FILE SHARE										
7100-101 PROF SERV - FINANCIAL AUDIT FEES	1,516	1,575	(59)	(15,400)	16,916	11,912	11,025	887	10,088	1,824
7100-103 PROF SERV - LEGAL	2,852	2,185	667	2,083	769	27,494	15,295	12,199	14,718	12,777
7100-104 PROF SERV - COMPLIANCE										
7100-106 PROF SERV - THOMSON REUTERS										
7100-108 PROF SERV - ACCOUNTING CONSULTANTS										
7100-120 PROF SERV - BANKING	822	2,000	(1,178)	801	21	6,005	14,000	(7,995)	5,849	157
7100-130 PROF SERV - FIELD ISSUER INCENTIVE	299,200	233,160	66,040	382,200	(83,000)	1,792,770	1,660,200	132,570	1,942,080	(149,310)
7100-150 PROF SERV - INFORMATION TECHNOLOGY									185	(185)
7100-160 PROF SERV - CONSULTANTS						(778)	19,000	(19,778)	19,000	(19,778)
7100-190 PROF SERV - MISCELLANEOUS						298		298	231	67
	304,390	238,920	65,470	369,684	(65,294)	1,837,702	1,719,520	118,182	1,992,150	(154,448)
Claims Expense										
7100-105 PROF SERV - CLAIMS DEFENSE										
7130-005 TG STATUTORY GAAP ADJ	3,163	(11,369)	14,532	(34,073)	37,236	(98,215)	(68,561)	(29,654)	(135,079)	36,864
7130-010 TG STATUTORY RESERVE EXPENSE	32,085	16,190	15,895	45,013	(12,928)	168,228	123,274	44,954	192,261	(24,034)
7130-020 TG KNOWN CLAIM RESERVE EXPENSE	(21,239)	6,000	(27,239)	8,973	(30,212)	(28,708)	42,000	(70,708)	(22,114)	(6,593)
7130-040 TG ACTUAL CLAIMS PAID EXPENSE	3,441		3,441	27,811	(24,369)	80,960		80,960	117,145	(36,185)
7130-050 TG OTHER CLAIMS EXPENSE										
	17,449	10,821	6,629	47,723	(30,273)	122,265	96,713	25,552	152,213	(29,948)
TOTAL DIRECT OPERATING EXPENSES	471,963	450,790	21,173	604,914	-132,951	3,033,095	3,171,215	(138,120)	3,418,720	(385,625)
NET OPERATING INCOME (LOSS)	190,832	67,253	123,579	218,449	(27,616)	1,023,583	582,545	441,038	930,733	92,850
7210-500 TRANSFERS TO HOUSING ASSISTANCE	10,062	6,000	4,062	4,937	5,125	326,363	292,000	34,363	296,441	29,922
CHANGE IN NET POSITION	180,770	61,253	119,517	213,512	(32,742)	697,220	290,545	406,675	634,292	62,928

IOWA TITLE GUARANTY
030- COMMERCIAL
INCOME STATEMENT
JANUARY 31, 2019

	Jan-2019			Jan-2018		YTD as of Jan-2019			YTD as of Jan-2018	
	Actuals	Bud19	ACT - BUD	Actuals	CMA - PMA	Actuals	Bud19	ACT - BUD	Actuals	CYA - PYA
Operating Revenues										
5400-000 FEE INC - TG PREMIUM	34,849	43,450	(8,601)	74,388	(39,539)	176,171	304,150	(127,979)	411,103	(234,932)
5400-001 FEE INC - TG ENDORSEMENTS	22,520	15,557	6,963	28,920	(6,400)	71,400	108,899	(37,499)	95,890	(24,490)
5400-004 FEE INC - TG CPL	175		175	150	25	750		750	550	200
5400-005 FEE INC - TG MORTGAGE RELEASE										
5400-006 FEE INC - TG APPLICATION										
5400-010 FEE INC - TG REINSURANCE	(10,561)	(6,732)	(3,829)	(12,523)	1,962	(46,828)	(44,256)	(2,572)	(90,444)	43,616
5400-015 FEE INC - TG ESCROW SERVICES	22,287	15,400	6,887	22,010	277	107,647	107,800	(153)	120,475	(12,828)
5400-020 FEE INC - TG REGISTRATION										
5500-000 OTHER INCOME	14,645	7,350	7,295	4,794	9,850	53,349	51,450	1,899	66,082	(12,734)
5000-050 INT INC - PROGRAM ACCT										
	83,915	75,025	8,890	117,739	(33,824)	362,488	528,043	(165,555)	603,656	(241,168)
Employee Expenses										
7100-009 IFA TRANSFERRED COMPENSATION	207	1,150	(943)	2,473	(2,266)	3,519	7,699	(4,180)	13,785	(10,266)
7100-010 SALARIES & BENEFITS TOTAL	29,131	34,440	(5,309)	30,256	(1,124)	209,611	228,031	(18,421)	202,772	6,838
7100-011 TEMPORARY EMPLOYMENT SERVICES TOTAL		500	(500)				3,500	(3,500)		
7100-013 EMP EXP - GASB 68 PENSION ADJUSTMENT										
7100-014 EMP EXP - OPEB										
7100-021 TRAVEL	758	633	125	994	(235)	6,528	4,431	2,097	3,415	3,114
7100-022 DO NOT USE (formerly travel)										
7100-025 EDUCATION AND TRAINING		200	(200)			4,432	1,400	3,032	945	3,487
	30,096	36,923	(6,827)	33,722	(3,626)	224,090	245,061	(20,971)	220,917	3,173
Operating Expenses										
7100-030 OFFICE SUPPLIES EXPENSE	997	275	722	75	922	1,613	1,924	(311)	585	1,028
7100-031 POSTAGE	144	103	41	459	(315)	1,227	718	508	2,237	(1,011)
7100-032 SUBSCRIPTIONS AND BOOKS	100	60	40		100	500	420	80		500
7100-033 DO NOT USE (formerly stationary)										
7100-050 TELEPHONE & DATA EXPENSE	211	612	(401)	1,169	(958)	4,480	4,284	196	3,538	943
7100-055 UTILITIES EXPENSE				171	(171)	1,568	706	862	1,304	264
7100-058 INSURANCE EXPENSE		154	(154)			34	1,077	(1,044)		34
7100-059 BUILDING MAINTENANCE EXPENSE	2,991	851	2,141	458	2,533	4,969	4,445	524	2,175	2,793
7100-060 RENT EXPENSE										
7100-065 SOFTWARE & SOFTWARE MAINT EXP		360	(360)	286	(286)	970	2,520	(1,550)	547	423
7100-070 OFFICE EQUIP MAINT AGREEMENT EXPENSE	149	483	(334)	2,140	(1,991)	1,525	3,378	(1,854)	5,422	(3,897)
7100-077 DEPRECIATION - FIXED ASSETS	1,522	2,517	(995)	168	1,354	5,147	12,238	(7,091)	3,787	1,360
7100-078 (GAIN) LOSS - FIXED ASSETS										
7100-085 STATE INDIRECT COST ALLOCATION	153	671	(518)	124	29	3,765	4,695	(930)	3,296	469
7100-300 MISCELLANEOUS EXPENSES	13,719	7,000	6,719	5,076	8,643	51,633	49,000	2,633	61,018	(9,384)
	19,986	13,084	6,901	10,126	9,859	77,430	85,405	(7,975)	83,908	(6,477)
Sales & Marketing Expenses										
7100-026 MEETING EXPENSES									30	(30)
7100-035 DUES & MEMBERSHIPS	120	205	(85)	205	(85)	120	615	(495)	525	(405)
7100-036 LICENSE FEE EXPENSE										
7100-041 ADVERTISING & PUBLICITY EXPENSE										
7100-042 CONFERENCE HOSTING EXPENSE										
7100-045 MARKETING	670	250	420	100	570	3,870	1,750	2,120	1,468	2,402
	790	455	335	305	485	3,990	2,365	1,625	2,023	1,967
Professional Services Expense										
7100-066 SOFTWARE CITRIX FILE SHARE										
7100-101 PROF SERV - FINANCIAL AUDIT FEES										
7100-103 PROF SERV - LEGAL										
7100-104 PROF SERV - COMPLIANCE										
7100-106 PROF SERV - THOMSON REUTERS										
7100-108 PROF SERV - ACCOUNTING CONSULTANTS										
7100-120 PROF SERV - BANKING		150	(150)	657	(657)		1,050	(1,050)	5,303	(5,303)
7100-130 PROF SERV - FIELD ISSUER INCENTIVE										
7100-150 PROF SERV - INFORMATION TECHNOLOGY										
7100-160 PROF SERV - CONSULTANTS										
7100-190 PROF SERV - MISCELLANEOUS	92		92		92	92		92	295	(203)
	92	150	(58)	657	(566)	92	1,050	(958)	5,598	(5,506)
Claims Expense										
7100-105 PROF SERV - CLAIMS DEFENSE										
7130-005 TG STATUTORY GAAP ADJ	(4,687)	(2,587)	(2,099)	(5,761)	1,074	(4,687)	(18,112)	13,426	(22,809)	18,122
7130-010 TG STATUTORY RESERVE EXPENSE	7,583	3,200	4,384	7,122	461	12,270	22,681	(10,411)	29,068	(16,797)
7130-020 TG KNOWN CLAIM RESERVE EXPENSE										
7130-040 TG ACTUAL CLAIMS PAID EXPENSE										
7130-050 TG OTHER CLAIMS EXPENSE										
	2,896	612	2,284	1,362	1,535	7,583	4,569	3,014	6,258	1,325
TOTAL DIRECT OPERATING EXPENSES	53,860	51,225	2,635	46,173	7,687	313,184	338,450	(25,266)	318,703	(5,518)
NET OPERATING INCOME (LOSS)	30,055	23,800	6,255	71,566	(41,511)	49,304	189,593	(140,289)	284,953	(235,649)
7210-500 TRANSFERS TO HOUSING ASSISTANCE										
CHANGE IN NET POSITION	30,055	23,800	6,255	71,566	(41,511)	49,304	189,593	(140,289)	284,953	(235,649)

**IOWA TITLE GUARANTY
BALANCE SHEET
JANUARY 31, 2019**

		January 31, 2019 - Balance Sheet - TG Combined						
		Actual	Prior Month	Variance from		Same Period Last Year	Variance from Same Period Last Year - \$	Variance from Same Period Last Year - %
				Variance from Prior Month - \$	Prior Month - %			
ASSETS								
Current Assets:								
Cash and Cash Equivalents:								
1002-002	Cash - TG Dep/Great Western Bank	\$2,164,759	\$1,833,149	\$331,610	18%	\$2,657,813	(\$493,054)	-19%
1002-005	Cash - TG Escrow	\$1,204,916	\$1,662,342	(\$457,426)	-28%	\$1,283,250	(\$78,334)	-6%
1002-030	Cash - State Treasurer	\$7,499,864	\$7,629,355	(\$129,491)	-2%	\$6,775,699	\$724,165	11%
Total Cash and Cash Equivalents		\$10,869,539	\$11,124,846	(\$255,307)	-2%	\$10,716,762	\$152,777	1%
Accounts Receivable:								
1240-001	Accounts Receivable - Trade	\$146,479	\$116,629	\$29,850	26%	\$178,143	(\$31,664)	-18%
1240-000	Misc Receivables	\$28,649	\$42,528	(\$13,879)	-33%	\$29,633	(\$984)	-3%
1240-009	Less Reserve for Doubtful Accounts	(\$16,846)	(\$16,846)	\$0	0%	(\$16,846)	\$0	0%
1260-001	Due From General Fund	\$0	\$0	\$0		\$0	\$0	**
Accounts Receivable - Net		\$158,282	\$142,311	\$15,971	11%	\$190,930	(\$32,648)	-17%
1400-019	Prepaid Expenses	\$71,662	\$91,682	(\$20,020)	-22%	\$76,526	(\$4,864)	-6%
1250-000	Due From AP	\$0	\$0	\$0	**	\$0	\$0	**
	Other Current Assets	\$0	\$0	\$0	**	\$0	\$0	**
Total Current Assets		\$11,099,483	\$11,358,839	(\$259,356)	-2%	\$10,984,218	\$115,265	1%
Fixed Assets:								
1310-000	Building & Leasehold Impr	\$0	\$0	\$0	**	\$0	\$0	**
1320-000	Capital Assets in Progress	\$0	\$0	\$0	**	\$0	\$0	**
1310-010	Equipment & Other Fixed Assets	\$0	\$81,914	(\$81,914)	-100%	\$81,914	(\$81,914)	-100%
Total Fixed Assets		\$0	\$81,914	(\$81,914)	-100%	\$81,914	(\$81,914)	-100%
1300-011	Less Accumulated Depreciation	\$0	(\$79,771)	\$79,771	-100%	(\$79,464)	\$79,464	-100%
Fixed Assets - Net		\$0	\$2,143	(\$2,143)	-100%	\$2,450	(\$2,450)	-100%
1520-002	Deferred Outflows - Pension	\$375,800	\$375,800	\$0	0%	\$283,103	\$92,697	33%
1520-003	Deferred Outflows -OPEB	\$17,380	\$17,380	\$0	0%	\$0	\$17,380	**
Total Assets		\$11,492,663	\$11,754,162	(\$261,499)	-2%	\$11,269,771	\$222,892	2%
LIABILITIES AND CAPITAL								
Current Liabilities:								
2510-000	Escrow Obligations	\$1,204,916	\$1,662,342	(\$457,426)	-28%	\$1,283,250	(\$78,334)	-6%
1260-001	Due To General Fund	\$43,753	\$57,076	(\$13,323)	-23%	\$60,933	(\$17,180)	-28%
Claims Reserves:								
2310-005	Claims Reserve - TG GAAP Adjustment	(\$5,305,898)	(\$5,309,061)	\$3,163	0%	(\$5,319,667)	\$13,769	0%
2310-010	Claims Reserve - TG Residential Statutory	\$4,683,310	\$4,651,225	\$32,085	1%	\$4,427,922	\$255,388	6%
2310-015	Claims Reserve - TG Commercial Statutory	\$332,107	\$329,211	\$2,896	1%	\$307,235	\$24,872	8%
2310-020	Claims Reserve - TG Known	\$160,870	\$182,109	(\$21,239)	-12%	\$88,601	\$72,269	82%
2310-030	Claims Reserve - TG Closing Letter	\$1,000,000	\$1,000,000	\$0	0%	\$1,000,000	\$0	0%
Total Claims Reserves		\$870,389	\$853,484	\$16,905	2%	\$504,091	\$366,298	73%
2400-015	Accrued Liabilities - TG Commitments	\$384,176	\$509,144	(\$124,968)	-25%	\$421,745	(\$37,569)	-9%
2610-000	Deferred Commitment Fees	\$0	\$0	\$0	**	\$0	\$0	**
2400-020	Accrued Payroll Expenses	\$173,866	\$164,548	\$9,318	6%	\$202,383	(\$28,517)	-14%
2400-010	Misc Accrued Expenses	\$412,805	\$315,636	\$97,169	31%	\$534,385	(\$121,580)	-23%
	Current Portion of LTD	\$0	\$0	\$0	**	\$0	\$0	**
Total Current Liabilities		\$3,089,905	\$3,562,230	(\$472,325)	-13%	\$3,006,787	\$83,118	3%
2700-002	OPEB Liability	\$188,980	\$188,980	\$0	0%	\$188,980	\$0	0%
2700-003	Net Pension Liability	\$1,258,730	\$1,258,730	\$0	0%	\$1,063,879	\$194,851	18%
2900-000	Deferred Inflows - Pension	\$64,262	\$64,262	\$0	0%	\$62,746	\$1,516	2%
3900-003	Deferred Inflows - OPEB	\$880	\$880	\$0	0%	\$0	\$880	**
Total Liabilities		\$4,602,757	\$5,075,082	(\$472,325)	-9%	\$4,133,412	\$469,345	11%
Capital:								
4000-100	Restricted Fund balance	\$7,125,250	\$7,125,250	\$0	0%	\$7,039,042	\$86,208	1%
4000-104	Effect of GASB 68 Accounting Change	(\$821,928)	(\$821,928)	\$0	0%	(\$821,928)	\$0	0%
400-1005	GASB 75 Reclassification	(\$159,940)	(\$159,940)	\$0		(\$159,940)	\$0	
7210-500	Transfers to Iowa Housing Assistance program	(\$326,363)	(\$316,301)	(\$10,062)	3%	(\$296,441)	(\$29,922)	10%
	Current Period Income	\$1,072,887	\$851,999	\$220,888	26%	\$1,215,686	(\$142,799)	-12%
Total Capital		\$6,889,906	\$6,679,080	\$210,826	3%	\$7,136,359	(\$246,453)	-3%
Total Liabilities and Capital		\$11,492,663	\$11,754,162	(\$261,499)	-2%	\$11,269,771	\$222,892	2%