Table of Contents

Yesterday’s Challenges / Today’s Growth .................. 2
Advocacy Report: Navigating Change Together .......... 6
PAC and Grassroots ........................................... 8
Recognizing Excellence ....................................... 9
By the Numbers ................................................. 10
YESTERDAY’S CHALLENGES
Today’s Growth
Recently I heard someone comment that growth can only be achieved through continuous struggle. While I’m not 100 percent sure I agree with that philosophy, that’s an apt explanation of everything that helped make our association stronger in 2018.

After the Texas Legislature’s 85th Session in 2017—during which misinformation circulated by special interests led some legislators to advocate for the reregulation of our industry—we reflected on what happened and identified the advantages that helped us succeed. When TLTA entered 2018, we carried with us the fruits of that reflection, and we aggressively pursued opportunities to grow.

In 2018, we put to work for our members the lessons learned last legislative session while we were in the Capitol dispelling myths and using data to educate lawmakers about our industry. We reviewed our discussions with decision makers, we analyzed our testimony in committees, and we improved the tools we use to tell our industry’s powerful story.

In 2018, we reconfirmed support of the industry partners who assisted us during the reregulation battle. Real estate, lending, building and small business are filled with friends who reaffirmed their pledge to continue supporting us during the legislative session that’s in progress now.

When I look back on the last year of TLTA’s good work on behalf of our industry, I am most proud of the fact that we continue to successfully navigate change together, as envisioned by the industry visionaries who founded our association more than 100 years ago.

I’m proud, too, that we are demonstrating so decisively our market’s responsiveness to the pressures faced by regulators and the opportunities to improve our products and services for Texans. The best example of our responsiveness can be found in our industry’s periodic review at the Texas Department of Insurance, which is in motion now.

Texas law governing title insurance calls for basic premium rates to be reviewed approximately every five years. On behalf of our industry, we took the opportunity to review our system and proactively stepped forward to begin the process by submitting consumer-friendly proposals for discussion and consideration – our responses to the criticisms we heard last session.

Our rate proposal submission was the result of more than 18 months of review and study by a special TLTA Rate Study Committee, TLTA’s Regulatory Committee and Board of Directors. Our Board of Directors, committee volunteers and advocacy team take very seriously the fact that we are representing you in these discussions, and we’re grateful for your continued support. We’re happy to report that the ratemaking process is progressing as hoped and we are pleased with the results to date.
I am most proud of the fact that we continue to successfully navigate change together, as envisioned by the industry visionaries who founded our association more than 100 years ago.

While there are many ways to measure TLTA’s continued investment in the long-term growth and strength of our industry, one of our 2018 accomplishments produced such an awesome expansion of our reach that it must be celebrated here. In 2018 we established TLTA’s Grassroots Network and completed the identification, recruitment and training of our Local Legislative Liaisons – volunteers responsible for managing our relationships with legislators and maintaining open lines of communication. With Local Legislative Liaisons in all 181 Texas legislative districts, our Grassroots Network will pay dividends for generations.

We also continued to monitor marketplace challenges and develop tools to help our folks stay on the cutting edge of unique technological developments like e-closing and threats such as cyber security.

I am proud to close this overview of the state of our association by saying that in 2018, we developed the tools, assembled the resources, and unlocked the intel that equipped TLTA members to maintain their hours for licensing requirements, stay ahead of the curve on industry developments, and remain competitive in 2019 and beyond.

Of course, none of TLTA’s successes are possible without the good work of the volunteers who make our organization hum. I’m sure it won’t surprise you to learn that in 2018 we had more members actively engaged than we’ve ever had before. Using technology like Basecamp allows more people to be involved in the process of monitoring legislators, our regulators, the marketplace and all the factors that influence our industry’s ongoing success. But I feel that TLTA is experiencing something greater than just finding ways to help the old guard connect and share ideas in new ways. In 2018, we saw a greater influx of young title professionals than ever before.

2019 is looking strong so far, so let’s continue to learn from our challenges, grow through strategic change, and succeed on behalf of the customers and communities we serve.

Our association has never been stronger, and I am grateful for your continued support. ♦

Leslie Midgley, CAE
TLTA Executive Vice President and CEO
2018 was a busy and successful year for us at TDI. Our preparations for the current ratemaking process started last year, when we worked with lawyers, actuaries, TLTA staff and industry volunteers to develop a rate rule proposal.

We also assisted with the adoption and implementation of new licensing rules. TDI is responsible for the regulatory matters that affect our members’ bottom lines, and staying on top of changes put in motion at TDI helps you stay competitive and ahead of the curve.

Of course, TLTA’s efforts to help you maintain regulatory compliance are not limited to TDI. In 2018, we worked with the Texas Real Estate Commission to ensure real estate contracts reflect realities in the marketplace. We also invested hundreds of staff and volunteer hours in monitoring and influencing the development of remote online notary laws passed last session. We offered key assistance with RON rulemaking at the Texas Secretary of State’s office, and after our hard work alongside partners from industries across the state, Texas’ RON laws are now considered to be a model for the nation.

Through all of this and more in 2018, we championed our industry’s cause at every turn, all in the name of helping TLTA members navigate daily business and compliance challenges – exactly as the men and women who founded our association envisioned more than 100 years ago.

Representing Our Industry at the Ratemaking Table

TLTA has been at the forefront of representing your interests at TDI while our Texas rate structure is undergoing its periodic review. Texas law governing title insurance calls for the rates to be reviewed approximately every five years. TLTA submitted a rate and rate rule proposal package to TDI in late November. Our submission was the result of more than 18 months of review and study by a special TLTA Rate Study Committee, TLTA’s Regulatory Committee and Board of Directors. There have now been two informal public meetings at TDI and a formal hearing is scheduled for May 23. Representatives from TLTA, TDI and the Office of Public Insurance Counsel have participated in those detailed discussions.

Building the Tools that Help Members Stay Ahead of the Curve

The licensing changes that TDI implemented last summer required TLTA’s hands-on assistance during the design of those rules. After the new rules were adopted, however, our work was only beginning. We took on the responsibility of alerting our members regarding
the changes and producing customized educational tools specific to the new rules.

In fact, throughout 2018 we continued our established and effective process for developing dozens of educational tools that are helping our members navigate the daily business and compliance challenges unique to our industry’s licensed professionals. We are proud to report that TLTA’s education department served more than 6,700 participants in 2018 and offered more than 90 hours of continuing education credit. Via our on-demand webinars alone, title insurance industry professionals earned more than 6,000 continuing education hours in 2018 via tools and exclusive resources designed, built and compiled by TLTA.

Industry Modernization

Working with the Texas Secretary of State on RON rules, interacting with the Texas Real Estate Commission on updating real estate improvements through our TDI ratemaking proposal, and developing our legislative priorities (e.g., TTIGA modernization) are among the ways that TLTA helped our members navigate marketplace changes and increase responsiveness to consumers.

Also this year TLTA’s Basic Manual Task Force continued the multi-phase work we started 4½ years ago. The committee recently completed a milestone in the 2nd phase of the project—a plain language non-substantive rewrite of the manual that satisfies objectives spelled out by Insurance Commissioner Kent Sullivan.

Interim Work: Texas Legislature and Industry Allies

The Texas Legislature meets for 140 days every other year only. In between the biennial legislative sessions, elections are held that lead to lawmaker turnover, volumes of research is submitted to legislators in response to past sessions’ work or in preparation for the upcoming session, and advocates for issues that could impact our members’ bottom lines are working with legislators and staff to advance policy objectives. Even during the interim between legislative sessions, TLTA’s legislative obligations are unrelenting.

Among our legislative interim activities in 2018 was reaffirming support of industry partners who supported us during reregulation, including realtors, lenders, builders, small businesses and other key industry allies.

Our work also included collaborating with TLTA’s legislative committee on the development of our legislative priorities for the 86th Legislative Session, which is currently in progress.

We also organized and produced in-district meetings with title professionals and elected officials. These in-district grassroots meetings occurred across the state and featured opportunities for fellowship among local title professionals and their elected officials.

Perhaps most importantly, we grew the power and potential for long-term return on investment in our Grassroots Network via the creation of TLTA’s Local Legislative Liaisons.

These crucial TLTA volunteers are responsible for managing our relationships with the elected officials who shape our regulated industry. The completion of these specialized volunteer assignments was a lengthy, laborious process that will pay dividends for generations.

Judiciary

While lawmakers at the state and federal levels make the laws that impact our regulated industry and our industry partners, the judiciary is responsible for interpreting those laws. As we all know first-hand, the court’s interpretations can impact the way our members do business day in and day out. In 2018, under the direction of TLTA’s Judiciary Committee—which is chaired by Roland Love—TLTA submitted three amicus curiae briefs with the Supreme Court of Texas.

New Faces in Congress

The November 2018 election marked a power shift in Congress. Fortunately, we have good friendships that we continue to maintain with congressional incumbents, and several of our friends from the Texas Legislature took over seats in D.C., some on the committees that have jurisdiction over our industry. Throughout the year we continued to develop relationships with the decision makers and influencers who will shape congressional oversight of CFPB and other federal agencies and issues important to Texas title professionals. ♦
Our PAC and Grassroots Network Continue to Grow!

TLTA members continued to support the TLTAPAC and contribute in record numbers, allowing us to increase efforts to reach out to Texas legislators and educate them about our state’s safe, stable title insurance system.

TLTA’s 2019 Day at the Capitol had record-breaking attendance with more than 280 participants.

Total Raised – 2018

TLTAPAC
$473,452

725 supporters

This outstanding trend continues in 2019.
As of March 20, 564 supporters have contributed:

$369,876
toward our $450,000 2019 goal

Donate Today!
Recognizing Excellence

Each year, TLTA recognizes the accomplishments of several individuals with key awards. TLTA was proud to honor these outstanding leaders in 2018, and we thank them for their leadership and service.

**Title Person of the Year**

G. Roland Love  
*Independence Title*

**President’s Award**

Steve Streiff  
*Old Republic National Title Insurance Company*

**Honorary Member for Sustained Meritorious Service**

Larry Molinare  
*TLTA President 1991-1992*

Glena Yates  
*TLTA President 1989-1990*

Ronnie Yates (posthumously)  
*TLTA President 1996-1997*

**Outstanding Legislator Award**

Sen. Dawn Buckingham  
*(R-Lakeway)*

Rep. Tom Oliverson  
*(R-Cypress)*
By the Numbers: 2018

TLTA EDUCATION: THE GOLD STANDARD
KEEPING YOU AHEAD OF THE CURVE

- **6,700+** participants (All Programs)
- **3,000+** attendance (In-Person Programs)
- **3,700+** participants (Webinars)
- **90** CE Hours Offered

TLTA PROFESSIONAL CERTIFICATION PROGRAM
GROWING OUR NETWORK OF PROFESSIONALISM

- **245** Certified Professionals
- **32** Certifications Awarded in 2018

KEEPING MEMBERS AND THE PUBLIC INFORMED

- **172,617** TLTA Website Visitors
- **10,000+** TLTA readers received more than 400 industry newsletters, regulatory updates and more
- **1,357** Facebook Followers

See Who's Certified | Join the Ranks
Financial Position Remains Strong

Net assets at year end: $3,024,767 representing nine months of operating expenses.

**STRONG MEMBERSHIP**

- **2,608** Agent/Underwriter Members
- **423** Individual Members
- **189** Associate Members

**TOTAL MEMBERS**

- **3,220** members, with 83% of licensed agents and underwriters doing business in Texas being TLTA members, and 99% of those companies renewing their membership this year.

**SOUND FINANCIALS**

**2017-2018 Revenue**

- Dues: $2,048,901
- Education: $1,090,452
- Conference: $399,053
- Publications: $117,308
- Interest/Other Income: $217,535

**TOTAL REVENUE**

- $3,873,249

**2017-2018 Expenses**

- Government Relations: $1,359,469
- Administration: $562,972
- Education: $704,357
- Conference: $368,713
- Publications: $307,848
- Member Services: $350,768

**TOTAL EXPENSES**

- $3,654,127

By the Numbers: 2018
ABOUT TLTA

Founded in 1908 and serving nearly 15,000 professionals, the Texas Land Title Association (TLTA) is a statewide trade association representing the land title industry in Texas. TLTA members protect the property rights of Texans and provide peace of mind in real estate transactions. They bring certainty, efficiency and security by researching titles, safely conducting closings and issuing title insurance to protect real property owners and mortgage lenders against losses from defects in titles. For more information about TLTA, visit www.tlta.com.