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Escrow Association of Santa Clara Valley

JUNE 2011



PRESIDENT'S LETTER

Dear Association Members and Friends:

What a fantastic dinner meeting we had this month! We had two exceptional speakers who gave us a lot of great information from 1031 exchanges to a whole bevy of tax information. Yes, we had two, can you believe it? Outstanding!

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I want to take a moment to give a very special thank you to Mr. Ron Ricard with IPX 1031-Investment Property Exchange Services, Inc. Ron agreed to speak to our group in place of our scheduled speaker, who-unfortunately, was running late due to a flight cancellation. Ron had very little time to prepare but delivered a very interesting, informative and interactive talk to our attending members about problems and issues that come up during an exchange escrow-Awesome! THANK YOU, Ron-You were outstanding and I am indebted to you-BIG TIME!

Thank you to Mr. Michael Haas, who always has a lot of great and pertinent information to share with regards to our wonderful world of escrow and taxes! Thank you, Thank you!

Thank you very much to our dinner meeting sponsors: Community Bank of the Bay, First American NHD, JCP and LGS Reports and Northern California Escrow. Your sponsorship is greatly appreciated and we couldn't do it without you.

Before I forget, a few reminders of some very important and upcoming events: Our next EASCV dinner meeting is going to be September 20th and it will be our biggest and best yet. This meeting is a very special meeting-County Managers Night-and we are going to be playing "Minute to Win it." Please encourage your County Managers to attend. We can bet it will be a lot of fun and a great way to honor these very special people!

As we move into the summer months, we can look forward to the upcoming AEA Conference being held in Las Vegas June 9-11th and let's not forget the Nor-Cal Conference that will be held July 15-16th in San Ramon. This year's theme is "Believe in the Magic of Escrow". Both of these events offer a lot of education and information that pertains to what is happening in the industry-NOW. PD holders-don't forget....this is the last year in a 3 year cycle. Come out to our dinner meetings and events to earn your credits!

Just a quick reminder to all members-Your dues(\$210.00) entitle you to membership in our Escrow Association of Santa Clara Valley, California Escrow Association and the American Escrow Association-take advantage of the resources and information they offer-they can definitely make your life in the escrow world much easier. Please spread the word to any non-members-EASCV, CEA and AEA are the associations to be a part of! Please bring a friend to one of our meetings and encourage them to become a member!

~Vickie Sweeney

Vickie Sweeney, 2011 President
VSweeney@ortc.com

Happy Father's Day to all of the Dads out there!



2011 CALENDAR OF EVENTS

- July 15-16, 2011**
July 19, 2011
Nor California Conference – San Ramon, CA
Teleconference Board Meeting at 5:30 p.m.
- August 5-6, 2011**
CEA Board of Directors Meeting
Southern California
- August 16, 2011**
Face to Face Board Meeting at 5:30 p.m.
Old Republic Title Company - 1900 The Alameda, 2nd Floor, San Jose, CA 95126
- September 13, 2011**
September 20, 2011
Teleconference Board Meeting at 5:30 p.m.
General Membership Meeting at 6:00 p.m.
Three Flames Restaurant, 1547 Meridian Avenue, San Jose, CA 95125
Sponsor: Fidelity National Title Company
Sponsor: Bank of the West
- October 13-15, 2011**
CEA Annual Conference
Costa Mesa, CA
- October 18, 2011**
Face to Face Board Meeting at 5:30 p.m.
Old Republic Title Company - 1900 The Alameda, 2nd Floor, San Jose, CA 95126
- November 8, 2011**
November 11-12, 2011
November 15, 2011
Teleconference Board Meeting at 5:30 p.m.
CEA Board of Directors Meeting
Southern California
General Membership Meeting at 6:00 p.m.
Three Flames Restaurant - 1547 Meridian Avenue, San Jose, CA 95125
Speaker: Rosanna Medeiros, CEO, CSEO
2011 CEA President
Sponsor: Chicago Title Company
- November 30, 2011**
2012 membership dues to CEA Headquarters
- December, 2011**
Joint Meeting with 2011 and 2012
Board of Officers and Directors
Time and Date - to be determined
- December 31, 2011**
P. D. 502 forms due to CEA Headquarters
- July 15-16, 2011**
July 19, 2011
Nor California Conference – San Ramon, CA
Teleconference Board Meeting at 5:30 p.m.
- August 5-6, 2011**
CEA Board of Directors Meeting
Southern California
- August 16, 2011**
Face to Face Board Meeting at 5:30 p.m.
Old Republic Title Company - 1900 The Alameda, 2nd Floor, San Jose, CA 95126

2011 Officers and Directors

President	Vickie Sweeney	VSweeney@ortc.com	408-255-5880
Vice President	Lena Signor, CEO, CSEO, CEI	lena@norcaescrow.com	408-267-2200
Secretary	Linda R. Murphy, CEO	Linda.al@comcast.net	408-203-0820
Treasurer	Joette Joseph, CEO, CSEO, CEI	jjoseph@ortc.com	408-354-9128
Site Chair	Linda Bentson, CEO, CSEO, CEI	lbentson@ortc.com	408-255-5880
Raffle Chair	Marie Barber, CSEO	marieb@fnf.com	408-234-5909
Speaker Accomm.	Jackie Chai, CEO, CSEO	jchai@ortc.com	408-261-5555
Video/Historian Chair	Philipe C. Doren	pdoren@hotmail.com	408-464-2158
Hospitality Chair	Jason Herrera, CET6	jherrera@fnf.com	408-623-1858
PD Chair	Anita Rubeck, CSEO, CEI	Anita.rubeck@yahoo.com	510-709-5318

Did you know?

Individual Intern Membership would only cost you \$60.00 a year? – Your membership includes a California Escrow Association membership and a membership to the Escrow Association of Santa Clara Valley; no American Escrow Association membership or voting privileges. If you are an individual who participates in the escrow or settlement process as a secretary, assistant, or any other position that is clerical and/or at an entry level, please complete the attached membership application and contact: Linda Murphy, Membership chairperson at linda.al@comcast.net. This is a one-time grant for a period not to exceed two consecutive years. You should definitely consider the benefits of local and state associations and join TODAY.

Thank you to our Sponsors for 2011



Escrow Association of Santa Clara Valley

SEPTEMBER'S DINNER MEETING

Where: Three Flames Restaurant, 1547 Meridian Avenue, S.J., CA 95125
When: Tuesday September 20th, at 6:00pm

MENU
To Be Determined

County Manager's Dinner
Theme: "Minute to Win It"
These dinners are exciting - don't miss it!

Sponsored by: Fidelity National Title Company and Bank of the West
★\$25.00 for Members and \$30.00 for Non-members★

***** RSVP's must be sent by 3pm the *FRIDAY BEFORE* the meeting!*****

Company Name: _____ Phone _____

Company Contact: _____
 Member

Name of guests	Dinner Choice	Y/N	Designation
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Please email reservations to Linda Bentson
 at lbentson@ortc.com or fax (408) 331-3208.

"PD holders will receive 2 to 2 ½ credits for this dinner meeting & future general membership meetings."

EASCV BUDGET FOR APRIL 2011

Category	Apr-11	2011 Disbursed	Annual Budget 2011	Remaining Balance	2010 Disbursed	Annual Budget 2010
Expense						
Marketing/Web Site	\$29.85	\$239.70	\$850.00	\$610.30	\$853.30	\$850.00
AEA Conference			\$500.00	\$500.00	\$500.00	\$500.00
Bank Charges			\$30.00	\$30.00		\$30.00
CEA Directors	\$374.84	\$1,615.17	\$3,700.00	\$2,084.83	\$2,340.87	\$3,700.00
Dinner Meeting Cost		\$1,113.00	\$3,250.00	\$2,137.00	\$1,865.90	\$750.00
Donations						
Personal Donations						
Fundraising Expense						\$250.00
Holiday Turkeys						
Installation Cost/Wine						
Membership Expense						
Newsletter		\$195.00	\$780.00	\$585.00	\$650.00	\$750.00
Historian					\$332.96	\$250.00
PD/Education costs					\$106.99	\$200.00
PO Box fee			\$125.00	\$125.00	\$96.00	\$125.00
President's Fund						
President's Plaque			\$40.00	\$40.00	\$32.78	\$35.00
Raffle Prizes	\$87.40	\$112.40	\$375.00	\$262.60	\$17.47	\$600.00
CEA raffle	\$50.00	\$50.00	\$150.00	\$100.00	\$150.00	\$150.00
Scholarships						
Speaker Costs/Gifts		\$75.00	\$100.00	\$25.00	\$75.81	\$100.00
Storage Rent			\$500.00	\$500.00	\$456.00	\$500.00
Tax Obligation			\$50.00	\$50.00		\$60.00
Tax Preparation			\$500.00	\$500.00	\$460.00	\$500.00
Escrow Trivia/Bingo						\$100.00
Expense/All Other						
Board Meeting Expense	\$86.29	\$138.53	\$250.00	\$111.47	\$258.21	\$250.00
Total	\$628.38	\$3,538.80	\$11,200.00	\$7,661.20	\$8,196.29	\$9,700.00
Income			2011 Budget		2010 Received	2010 Budget
Earned Interest	\$0.03	\$0.11		-\$0.11		
Returned Check Charges						
Dinner Meetings		\$1,467.50	\$4,500.00	\$3,032.50	\$3,245.00	\$1,800.00
Fundraising					\$105.00	\$200.00
Membership		\$615.00	\$750.00	\$135.00	\$750.00	\$700.00
Donations/Sponsors	\$250.00	\$800.00	\$2,000.00	\$1,200.00	\$1,734.65	\$750.00
NorCal			\$1,300.00	\$1,300.00	\$1,283.63	\$800.00
PD/Education					\$198.50	\$300.00
Raffle		\$299.00	\$1,200.00	\$901.00	\$1,061.00	\$800.00
Investment CD Withdrawal			\$1,450.00	\$1,450.00		\$4,350.00
Personal Donations						
Total	\$250.03	\$3,181.61	\$11,200.00	\$8,018.39	\$8,377.78	\$9,700.00



Escrow Association of Santa Clara Valley Minutes of the April, 2011 Board Meeting

Dated: April 19th, 2011

Called to Order: 6:03 p.m. by President, Vickie Sweeney

Held at: Old Republic Title Company, 1900 The Alameda, 2nd Floor, San Jose, CA 95118

Attendance: Vickie Sweeney, Lena Signor, Linda R. Murphy, Joette Joseph, Marie Barber, Jackye Chai, Jason Herrera and Anita Rubeck.

Absent: Linda Bentson and Philippe C. Doren.

Guest: None

Approval of Minutes: Motion to approve March 8th, 2011 minutes made by Jason Herrera, seconded by Anita Rubeck. Motion carried or as amended. We discussed that the minutes must to be approved by the board before they are printed in the newsletter.

Treasurer's Report: A motion to approve amended January and February, 2011 reports as well as March 2011 Report was made by Linda Murphy, seconded by Anita Rubeck. Motion carried pending the completion. We discussed that the budget must to be approved by the board before they are printed in the newsletter.

Bills to submit:

\$115.00 to JC Vasquez for the April, 2011 newsletter and stats of website.

\$22.32 to Roll Call for March teleconference board meeting

\$204.86 to Lena Signor for hotel expense at the CEA Directors meeting held April 15 & 16, 2011.

\$169.98+189.48=\$359.46 to Vickie Sweeney for hotel and airfare to the CEA Directors meeting held April 15 & 16, 2011.

\$87.40 to Marie Barber for raffle baskets at the March dinner meeting.

\$63.79 to Vickie Sweeney for April's board meeting dinner.

\$50.00 to CEA Headquarters for CEA raffle tickets. President Vickie was given at the last CEA Directors meeting 50 tickets at a cost of \$1.00 each. We decided to name our association as the recipient on all of the tickets. The drawing will be held at the CEA Annual Conference held October 13-15, 2011 in Costa Mesa, CA. If one of our tickets is selected, the prize of \$500.00 will be deposited into our budget.

Funds to deposit:

\$250.00 from First American NHD, JCP and LGS Reports.

Discussion:

- i. The board will continue to work on sponsors for 2011. We need 8 sponsors to meet the 2011 budget amount.
 - ii. Daniel Eisenman explained to Joette that he has an annual fee for his services which would save us money. Joette requested that he bill us annually.
2. Membership Chair - Linda R. Murphy.
 - a. Amount of total members as of 03/16/11: 28. 26 Individual active members and 2 individual associate members.
 - b. So far, we have 7 members that have not renewed their 2011 dues. Linda Murphy will send those non-members an "encouragement notice" for renewal of their dues.
 - c. Linda still has a few more membership certificates to hand out and after the May meeting, the balance of the certificates will be mailed out to those who have not attended the last 2 dinner meetings.
 - d. Anita reported at the April CEA directors meeting the membership committee is creating a \$2.00 membership drive. In the near future CEA headquarters will send out an email to all members explaining the details.
3. Education and Professional Designation Chair - Anita Rubeck.
 - a. No report at this time.
4. Site Chair - Linda Bentson.
 - a. No report at this time.
 - b. The reservation list for the May dinner meeting will be emailed to Jason Herrera and Linda Murphy by end of the day Friday, May 13th, 2011.
5. Fund Raiser: Entire Board

- a. Anita Rubeck explained the rules and procedures of the Contra Costa Blackjack game. She had the escrow questions and other props. It appeared to be very complex.
 - b. Jason Herrera suggested that we try to play the "Minute to Win It" game at the September County Manager's Night. Since some of the board members have not seen the TV game show, everyone is required to check it out before the May teleconference board meeting. We will decide at the May board meeting if this will work as this year's fundraiser in September.
6. Raffle Chair- Marie Barber.
- a. The raffle tickets are sold as: 6 tickets for \$5.00 or 30 tickets for \$20.00.
 - b. Marie will order the centerpieces from Baskets by Design on behalf of the May dinner meeting sponsors. She will also order 2 large baskets as raffle prizes.
7. Speaker Accommodations - Jackye Chai.
- a. Jackye Chai will prepare our Certificate of Appreciation for the May speaker, Michael Haas, CPA and a speaker appreciation gift of \$25.00 maximum as approved by the board.
 - b. Jackye also wanted to know the topic for the Certificate of Appreciation. We discussed installment sales for CA firpta because seller carry backs are back.
 - c. Lena Signor will check with Michael Haas and let Jackye Chai know the name of the topic(s) before the next board meeting.
 - d. Lena will also send an email to info@eascv.org so that Jennifer can add the topic(s) to the reservation form for the May newsletter since some members determine whether to attend the dinner meetings depending on the topic(s).
8. Hospitality Chair - Jason Herrera.
- a. Jason is working with Daniel Eisenman with regards to uploading pictures on to our website. There is a problem with our website. Daniel is going to fix the problem.
9. Videographer and Historian Report - Philipe Doren.
- a. No report at this time.
10. CEA Directors: Lena Signor and Anita Rubeck.
- a. Lena and Anita will alternate their written reports from the April CEA directors meeting.
 - b. Lena did report that she is working in the Bylaws committee and there will quite a few changes this year.
 - c. Anita reported on a few bills that will affect our desks i.e. "Deed upon Death", "Prepayment penalty" and "Notes to be recorded with Deeds of Trust and Assignments of Deeds of Trust" to name a few. Please look for her CEA Report for further details
11. Sponsors:
- a. January sponsor was Raymond Scheaffer, Managing Principal with Abbott, Stringham & Lynch, Inc. *Certified Public Accountants & Business Advisors*
 - b. March sponsor was Old Republic Title Company
 - c. May sponsors are Northern Escrow Services, Inc., Community Bank of the Bay and First American NHD, JCP and LGS Reports
 - d. September sponsors are Fidelity National Title Company and Bank of the West
 - e. November sponsor is Chicago Title Company
12. Old Business:
- a. None.
13. New Business:
- a. President Vickie was given 30 AEA tickets at the cost of \$5.00 each at the last CEA Directors meeting. They will be for sale at the May dinner meeting.
 - b. We discussed having an FBI agent speak to us in 2012. Lena is going to see if an agent from our local FBI office can speak to us in November. We thought an FBI agent speaking to us about fraud and/or current white collar crimes might also entice more attendance for November. November is usually when we have our installation of new officers and directors as well as the current CEA President speaks to us.
 - c. Marie Barber had a few ideas for additional sponsors for the November. She will inform the board if they are available.
 - d. Next Board meeting will be a teleconference meeting on May 10th, 2011 at 5:30 p.m.
 - e. Next General Membership meeting will be on May 17th, 2011 at the Three Flames Restaurant, 1547 Meridian Avenue, San Jose, CA 95125 at 6:00 p.m.

Adjourned at 7:12 p.m.

Respectfully submitted
Linda R. Murphy, CEO
Certified Escrow Officer
Secretary for the Escrow Association of Santa Clara Valley