



# Washington Land Title Association

<http://washingtonlandtitle.com>

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## Minutes

### Board of Directors Meeting

Monday, May 19, 2025

### Coeur d'Alene Resort, Coeur d'Alene, ID

(Annual Meeting Minutes Following)

Board & Committee Chairs and others in attendance. Quorum met; see attached list of voting Board members in attendance.<sup>1</sup>

#### 1.0 General Business

- a. The meeting was called to order by President Jim Blair at 12 p.m.
- b. Minutes from the February 17, 2025, Board of Directors meeting.  
*Action:* The Board approved the minutes.

- c. **President's Report** – Jim thanked the members for the honor of serving as President during the past year, and expressed. He also noted that there were several issues of significance to the membership, in particular the need for moving forward in the legislature with a bill dealing with the taxation of the collection in escrow of pass-through recording fees.

- d. **Executive Director Report** – George Peters.  
Financial Report: George referred to the financial report, showing bank balances of \$94,369.31. Some dues remain to be received; but 88% of agent dues and 88% of underwriter dues have been collected.  
*Action:* The Board approved the financial report.

#### 2.0 Continuing Business

- a. **SB5794 – Repeal of Tax Preferences** – JP Kissling. This bill dealt with the DOR's attempt to repeal several tax preferences. JP noted that it did not pass, but will be re-introduced next year. This will be moved from Continuing Business to the Legislative Report.
- b. **DOR – Taxation of Recoding Fees Collected in Escrow** – Sean Holland & JP Kissling. Sean outlined the issue – the DOR has inconsistently audited title companies on this issue, asserting in some cases that pass-through funds collected from parties to escrow for recording fees is income to the title company and thus subject to income and B&O tax. This is not done in other audits. Of course only the latter approach is appropriate. The WLTA introduced bills in both houses to deal with this, but neither passed. (This will be moved from Continuing Business to New Business for future meetings.)



#### 2024-2025 Officers

Jim Blair, President

Ashley Callahan, Vice President

Craig Trummel, Immediate Past President

#### 2023-2025 Directors

Lori Bullard

Marcella Carey

Bernt Nesset

Chris Rollins

Erin Stines

#### 2024-2026 Directors

Ben Case

Lindsay Doucette

Gerry Guerin

Gale Hickok

Paul Hofmann

Peter Johndrow

Dan MacMillan

Maureen Pfaff

Jensen Salisbury

#### Committee Chairs

\*Anthony Carollo-Agents Section

\*Megan Powell-Underwriter Section

\*Sari-Kim Conrad-OIC Liaison

\*Michelle Taylor, \*JP Kissling & Maureen Pfaff-Legislative

Ashley Callahan-Judiciary

Megan Powell-Native

American Affairs

Gerry Guerin & Rick

Randall-Education

Lori Bullard & Allison Davis-Examiners Manual

Paul Hammann-Membership

Paul Hofmann-WTP, TITAC,

TAN, Technology

Craig Trummel-Nominating,

Grievance

(\*Automatic Board Member)

<sup>1</sup> *Note:* See attached roster, which shows attendance of Board members & others interested in attending Board meetings.

*Action:* The Board voted to authorize the Legislative Committee to begin the process of getting the bills re-introduced next year.

- c. **New FINCEN Rules** – Jim noted that the ALTA confirms that the new FinCen rules will in fact take place.
- d. **Title Waiver Pilot Program** – Craig Trummel. No new report.
- e. **WATIRO** – Megan Powell. Megan reported that the WATIRO Board will file a response to the most recent objections by the required Wednesday deadline. The DOR finds additional objections with each round of responses. WATIRO may find the new Commissioner more receptive and plans to meet with her. She noted the WATIRO has already spent \$400,000, and litigation may be necessary. A suggestion was made from the floor for a report on what such litigation might look like.
- f. **Recording Standard Commission** – JP Kissling & Lori Bullard. Megan Powell reported that First American had two separate transactions, one where the recording fees were about \$350 and the other with recording fees of over \$3,000 for an identical set of documents, indicating the need for standardization in this area.
  - 1. **Document Rejections Commission.** (Ben Case, Lori Bullard). Ben noted there was little new to report since the last Board meeting.
  - 2. **Standardization of Document Titles Commission.** (Chris Rollins). Chris reported that after deciding on some 250 titles, no action has been taken, with nothing new to report. JP suggested that it was time to draft both RCW and WAC regs on this.
  - 3. **Restrictive Covenants Commission** (Sean Holland, JP Kissling). Anthony Carollo noted that as far as he knows, he is the only company letting buyers know that they can file a repudiation document. A form has not been approved. Marcella Carey said that loan officers are not aware of what to do.
- g. **ALTA Cannabis Workgroup** – Erin Stines. No new report.
- h. **Possible Bylaws Amendments** – (Proxies by Board Members; Committee Chair Requirements) Erin Stines. This to be deferred to the Annual Meeting.
- i. **SLRAC** – JP Kissling & Michelle Taylor. No new report.
- j. **State LTA Leaders** – George Peters. No report.
- k. **PRIA Local** – Paul Merz. No report.
- l. **OIC Consideration of WAC 284-29 Limits** – Craig Trummel. No report.

### **New Business**

- a. Paul Hofmann noted that the current dues structure approved annually by the Board as established some 13 years ago is outdated, principally do to the reduced number of dues paying agent members. He proposed a committee be appointed to study the issue and report before the end of the year as to a different method of allocating dues among member in a more equitable manner. Jim appointed Paul, Roger Johnson, Megan Powell and Chris Rollins to the Committee.
- b. George has announced that he will be retiring from the Executive Director position, with the WLTA transitioning to a replacement over the next year. He proposes that a successor be chosen with both being Co-Executive Directors for that time. The new person would become the sole Executive Director at the 2026 Convention, working with George in the meantime. Jim called for volunteers for a search committee to select and negotiate terms of a contract with a successor. The Committee members are: JP Kissling, Bill Ronhaar and Gerry Guerin, with

Ashley Callahan. They will meet during the rest of the convention, and a ballot will be sent to the Board via email after the convention with the selection and contract terms to be voted upon by the Board.

## Committee Reports

- a. **Membership Committee**– Paul Hammann. Paul presented a request for Affiliate Membership by LimeLyte. They are also attending the convention as a vendor.

*Action:* The Board voted to approve WLTA Affiliate Membership of LimeLyte.

- b. **Convention Committee** – Ashley Callahan. Ashley reported that Suncadia Resort had been selected by the Committee for the location of the 2026 convention (to be held at the same time as this year’s convention), to be hosted by Washington. George noted that for the following year Idaho will likely look for a new location, since the Coeur d’Alene resort was getting to be too expensive. They are also considering St. George, Utah, if not held in Idaho. Hawaii also approached him suggesting they be included, since they are not currently part of any regional convention. He also said that it is likely that they will choose a date in July (which has historically been their month of choice, to minimize conflicts with events in May that have become apparent. George echoed the issue of May being problematic.

- c. **Examiners Manual Committee** – Lori Bullard & Allison Davis. No new report.

- d. **Legislative Committee** – JP Kissling/Michelle Taylor/Maureen Pfaff/Carrie Tellefson..

A full report is in the Newsletter, distributed to members before and during the Convention.

Bills highlighted included SHB 1081, regarding solicited real estate. This consumer protection bill established requirements affecting buyers who solicit sellers and purchase their homes. The WLTA got language that title companies are not liable for violations nor for confirming that the requirements were met. Another, sought by the new Insurance Commissioner, dealt with restitution by insurance companies for code violations, although likely aimed at other insurance lines. JP reported on SB5794 sought by the WLTA to clarify that recording fees collected in escrow are not income to the title company, and thus are not subject to income of B&O taxes. This issue actually dates to when his father Gary Kissling litigated the issue. This will be revisited next year.

- e. **Judicial Committee** – Ashley Callahan. Ashley noted that the full report was included in the Newsletter. She highlighted *In re: Erin Ann Sharp*, where the filing of a Chapter 13 bankruptcy filed after foreclosure was begun extended the redemption period, by at most 60 days, but the debtors redemption rights were otherwise unaffected. *Quillbillies v. First American* held that First American did not act in bad faith when it exercised its right under the policy to pay policy limits and did not additionally defend the insured in related litigation. *Skansa v 1200 Howell Street* was a complicated mechanic’s lien foreclosure case, which involved the title company’s reliance on the mechanic’s lien bond statute to insure without reference to the lien, which attached to a bond once it is recorded. The WLTA had been requested to file an amicus brief in a potential appeal, but has declined to do so since the lien has been satisfied and the appellant’s argument is theoretical. In *Tait v. Commonwealth Land Title* the “highest and best use” of the insured land is sufficient to determine actual loss under the policy, and the date of discovery remains the date of valuation in accordance with a prior case. *High Definition Homes v. Stewart Title* dealt with the importance of spelling in the wording of title exceptions, in this case whether “record of survey” carries the same meaning as “Record of Survey.” *U.S. Bank v. Estate of Hrutford* dealt with the policy insuring the land as described on the insured deed of trust, which was only one parcel of two owned by the borrower, and not a legal lot. The policy excluding as to legal lot status likely helped the insurer. *State of Washington v. Elliott, et al*, involved the granting of PR status in the estates of deceased property owners by parties not

related to the deceased at all, and then selling the properties. Once the fraud was discovered, good faith purchasers were deprived of title.

- f. **Education Committee** – Gerry Guerin and Rick Randall. The first spring seminar was held April 19 in Lynnwood. Attendance was down from last year. The agenda and speakers are currently being worked on for Kennewick on June 14. They are looking for speakers and invite those who wish to speak to contact them.
- g. **Customer, Consumer and Insurance Commissioner Liaison Committee** – Sari-Kim Conrad. Sari reported that the updated OIC website is OK but could be improved further. The fall meeting with industry representatives has a tentative date; those interested in participating should contact Sari.
- h. **WTP** – Paul Hofmann. Paul noted that the WTP designation was earned by Rick Randall and his lapel pin and certificate were bestowed upon him at the Lynnwood seminar, and his name added to the WLTA website.
- i. **Native American Lands Workgroup** – Megan Powell. Megan noted that the ALTA adopted the amended ALTA series 48 endorsements.
- j. **TITAC** – Paul Hofmann. Paul discussed the importance of TITAC.
- k. **Agents Section** – Anthony Carollo reported that the Agent Section met and elected Marcella Carey as the new Chair of the Agents Section.
- l. **Underwriters Section** – Megan Powell. No report.
- m. **Newsletter** – George Peters. The Newsletter has been distributed at the meeting and to the members via email.
- n. **Grievance** – No report.
- o. **TAN** – Paul Hofmann. No additional report.
- p. **Technology** – Paul Hofmann. No report.
- q. **Nominating Committee** – Craig Trummel. See the Annual meeting minutes below.

### 3.0 Upcoming Meetings

See the Annual meeting minutes below.

### 4.0 Adjournment

*Action:* Motion to adjourn the meeting was carried, meeting adjourned at 2 p.m.

## Minutes

### Annual Membership Meeting

**Monday, May 19, 2025, Coeur d'Alene Resort, Idaho**

#### 1.0 Call to Order by Jim Blair, President, at 2 p.m.

#### 2.0 New Executive Director Search

Jim announced that George Peters will be retiring in the next year, and a search committee consisting of JP Kissling, Gerry Guerin, Ben Case and Bill Ronhaar was appointed to select a

successor who will work with George for a year. Once that is done, a ballot will be sent via email to the Board to vote for the successor, including contract provisions.

### 3.0 Installation of New Officers, Board Member Appointments

- a. Nominating Committee – Chris Rollins reported in Craig Trummel’s absence that it recommended Ashley Callahan as the next President and Anthony Carollo as Vice President. Nominations were made from the floor for Ashley Callahan for President and Anthony Carollo as Vice President of the Washington Land Title Association for the year 2025-2026.

*Action:* The membership approved the election of Ashley Callahan as President and Anthony Carollo as Vice President for the year 2025-2026.

- b. The meeting was transferred to Ashley Callahan by Jim Blair.  
Ashley presented a Plaque to Jim commemorating his year in service to the Washington Land Title Association as President for the year 2024-2025.
- c. Installation of WLTA Officers per ALTA protocol will be done at Friday night’s Banquet by a representative from the American Land Title Association.
- d. New President’s Report – Ashley Callahan. Ashley noted that she’s been participating in WLTA business for several years (including as Chair of the Judicial Committee). One of her goals for the coming year is to get more people involved with the Association. Working with others in the industry to further the aims of the WLTA is very rewarding.
- e. Introduction of Board members and Committee Chairs 2024-2025 – Ashley announced the following board members from the coming year:

1. **Standing Members (per bylaws – 8 members):**

Ashley Callahan (U) (President)  
Anthony Carollo (A) (Vice President)  
Jim Blair (A) (Immediate Past President)  
Michelle Taylor (U) (Legislative Committee Co-chair)  
JP Kissling (A) (Legislative Committee Co-chair)  
Sari-Kim Conrad (U) (OIC & Customer Liaison Committee Chair)  
Marcella Carey (A) (Agents Section Chair)  
Megan Powell (U) (Underwriters Section Chair)

1. **Directors (2025-2027 term – 1 year remaining – 6 members):**

Lori Bullard (U)  
Bernt Nasset (A)  
Chris Rollins (U)  
Erin Stines (U)  
Michelle Taylor (U)  
Craig Trummel (U)



**2025-2026 Officers**

Ashley Callahan, President  
Anthony Carollo, Vice President  
Jim Blair, Immediate Past President

**2024-2026 Directors**

Ben Case  
Lindsay Doucette  
Gerry Guerin  
Gale Hickok  
Paul Hofmann  
Peter Johndrow  
Dan MacMillan  
Maureen Pfaff  
Jensen Salisbury

**2025-2027 Directors**

Lori Bullard  
Bernt Nasset  
Chris Rollins  
Erin Stines  
Craig Trummel

**Committee Chairs**

\*Marcella Carey-*Agent Section*  
\*Megan Powell-*Underwriter Section*  
\*Sari-Kim Conrad-*OIC Liaison*  
\*Michelle Taylor, \*JP Kissling & Maureen Pfaff-*Legislative*  
Allison Davis-*Judiciary*  
Megan Powell-*Native American Affairs*  
Gerry Guerin & Rick Randall-*Education*  
Lori Bullard & Allison Davis-*Examiners Manual*  
Paul Hammann-*Membership*  
Paul Hofmann-WTP, TITAC, TAN, Technology  
Jim Blair-*Nominating*  
Craig Trummel, Grievance  
(\*Automatic Board Member)

2. **Directors (2024-2026 term – 2 years remaining – 9 members):**

Ben Case (A)  
Lindsey Doucette (U)  
Gerry Guerin (U)  
Gale Hickok (A)  
Paul Hofmann (A)  
Peter Johndrow (U)  
Dan MacMillan (U)  
Maureen Pfaff (A)  
Jensen Salisbury (A)

TOTAL Board Members = 23 (12 Underwriters & 11 Agents); Quorum = 13; Standing = 8  
& At Large = 15 (13 is minimum; 18 is maximum per bylaws)

3. **Committee Chairs (“\*” denotes voting Board member):**

*Agent Section* – \***Marcella**  
*Underwriter Section* – \***Megan Powell**  
*OIC & Customer Liaison* – \***Sari-Kim Conrad**  
*Legislative Co-Chair* – \***Michelle Taylor** (Underwriters)  
*Legislative Co-Chair* – \***JP Kissling** (Agents)  
*Legislative Vice-Chair* – **Maureen Pfaff**  
*Judiciary* – **Allison Davis**  
*Native American Affairs* – **Megan Powell**  
*Education* – **Gerry Guerin & Rick Randall**  
*Examiners Manual* – **Lori Bullard & Allison Davis**  
*Washington Title Professional* – **Paul Hofmann**  
*Membership* – **Paul Hammann**  
*Convention* – **Anthony Carollo** (as Vice President)  
*Technology* – **Paul Hofmann**  
*Grievance* – **Craig Trummel**  
*Title Action Network (TAN)* – **Paul Hofmann**  
*TITAC* – **Paul Hofmann**  
*Nominating* – **Jim Blair** (as Immediate Past President)

- f. Banking resolution (appointing George Peters, Sean Holand, Ashley Callahan & Anthony Carollo) – *Call for motion to approve*

*Action:* The membership approved the resolution.

- g. *Call for motion* to ratify the actions of the officers, the Board of Directors and staff of the WLTA for year 2024-2025

*Action:* The membership approved the ratification.

- h. *Call for motion* to acknowledge the contributions of the officers, directors, staff and committee members who served for the 2024-2025 year, and thank them for their contributions and service

*Action:* The membership acknowledged the contributions.

- i. Remembrances – Anthony Carollo called for recommendations from the membership; Paul Brown was so recommended; Anthony read a resolution honoring Paul.

*Action:* The membership approved the resolution.

#### **4.0 Upcoming Meeting Dates**

Thursday, August 21, 2025 (Zoom), Thursday, November 20, 2025 (Zoom), Thursday, February 19, 2026 (Zoom), Monday, May 18, 2026 (Annual Convention at Suncadia)

#### **5.0 Adjournment**

Attested:



George Peters, Executive Director

DRAFT

WLTA BOARD MEETING – DATE: 5-19-2025 – Quorum = 12; Board attendance = 18 (5 by proxy)

OFFICERS	Position	Company	Yes	No	Voting	Proxy To
Jim Blair	President	Fig	1	0		
Ashley Callahan	Vice President	Old Republic	1	0		
Craig Trummel, WTP	Immediate Past President	WFG	1	0		Peter Palermo*
<b>DIRECTORS</b>	<b>TERM 2023-2025</b>		0	0		
Lori Bullard, WTP	Director 2023-2025	Pacific Northwest	1	0		Michelle Taylor
Marcella Carey	Director 2023-2025	Frontier Title	1	0		
Bernt Nasset	Director 2023-2025	Horizon Group	0	1		
Chris Rollins, WTP	Director 2023-2025	Stewart Title	1	0		
Erin Stines	Director 2023-2025	Westcor	1	0		
<b>DIRECTORS</b>	<b>TERM 2024-2026</b>		0	0		
Ben Case	Director 2024-2026	Title One	1	0		
Lindsey Doucette	Director 2024-2026	Fidelity National Title Group	1	0		Megan Powell
Gerry Guerin, WTP	Director 2024-2026	Stewart Title	1	0		
Gale Hickok	Director 2024-2026	Guardian Northwest	1	0		
Paul Hofmann, WTP	Director 2024-2026	Aegis Land Title	1	0		Jim Blair
Peter Johndrow	Director 2024-2026	Stewart Title	0	1		
Dan MacMillan, WTP	Director 2024-2026	FNT Group	0	1		
Maureen Pfaff, WTP-NTP	Director 2024-2026	Olympic Peninsula	1	0		Marcella Carey
Jensen Salisbury	Director 2024-2026	Chicago Title	0	1		
<b>CHAIRS</b>	<b>COMMITTEE</b>		0	0		
Anthony Carollo	Agent Section Chair	Vista Title	1	0		
Megan Powell, WTP	Underwriter Section Chair	First American	1	0		
Michelle Taylor, WTP	Legislative Co-Chair	Fidelity National	1	0		
JP Kissling, WTP	Legislative Co-Chair	1	1	0		
Sari-Kim Conrad	CCR & OIC Liaison Chair	First American	1	0		
<b>OTHERS</b>		Total = 22; Quorum = 12	18	4	0	
George Peters, WTP	Executive Director	WLTA	Yes		N/A	
Carrie Tellefson	Lobbyist	Sound Gov't Solutions			N/A	
Sean Holland, WTP			Yes		N/A	
Rick Randall	Education Co-Chair	Fidelity National	Yes		N/A	
Paul Hammann	Membership Chair	First American	Yes		N/A	
Robin Aberasturi		Futura (Alliance; AmeriTitle)	Yes		N/A	
Cynthia Simpson		Futura (Alliance; AmeriTitle)	Yes		N/A	
Stephen Routh		NexTitle	Yes		N/A	
Allison Davis	Examiners Manual Co-Chair	Old Republic	Yes		N/A	
Cameron McFadden		Old Republic	Yes		N/A	
Bill Ronhaar		Old Republic	Yes		N/A	
Brian Fair		Pioneer Title, Wenatchee	Yes		N/A	
Bob Rice		Title Resources Guaranty	Yes		N/A	
Erik Helgeson		Westcor	Yes		N/A	
<b>Also in Attendance: (Based on Convention Registration &amp; registrants might not have attended the meeting)</b>						
Phil Archer			Yes		N/A	
Jay Carey			Yes		N/A	
Nick Carollo			Yes		N/A	
Brian Fair			Yes		N/A	
Kitty Goodwin			Yes		N/A	
Lisa Hamilton			Yes		N/A	
Kris Mihulka			Yes		N/A	
Ryan Muchow			Yes		N/A	
Randy Paslay			Yes		N/A	
Ben Solseng			Yes		N/A	
Molly Taylor			Yes		N/A	
Bob Wallin			Yes		N/A	
Laura Woodiwiss			Yes		N/A	

\* After Bylaws Amendment Approved