

ALTA Quarterly

Association of Lease & Title Analysts

Q1 Newsletter 2019
Volume 1, Issue 1



PRESIDENT'S MESSAGE

In our first quarter the Board of Directors have met several times. We began the year with a January Workshop. It was fun to come together and work through thoughts and ideas for the year to come. We have had some great Speakers and a visit from Kayla Hale, NALTA's President. We created a fundraiser for Dress for Success and collected clothing and accessories for women in the Houston area. ALTA has gained a few members this year and we are looking forward to growing. Also, a shout out to Randy Helm from TEAM. Randy stepped up and gave us several gift cards to give away as door prizes for the luncheons. We want you to be involved, volunteer and get your company involved. If you would like to lend us your talents this year, please get with any one of the Board members.

I would like to highlight just some of the ways that our board members have sought to exemplify the Association's purpose:

- **Susan Eaton, First Vice President**, has done a stellar job obtaining the speakers for the entire year.
- **Regina Paura, Second Vice President**, was sworn in in January. Regina was ready to step into the Vice President's role eagerly. Since she has been sworn in, she has hit the ground running updating and reformatting the Newsletter.
- **Patricia Davis, Recording Secretary**, was also sworn in in January. We are grateful to have her in such an important position.
- **Tiffany Manen, Corresponding Secretary**, has organized our meetings' locations and our menu all year long.
- **Katie Hess, Treasurer**, has done a fantastic job on our Budget and keeping all the finances straight.
- **Bobbie Gustus, Director of Education**, has been busy gathering all our speakers for the April Seminar. It will be a great event. We are planning the November Seminar in the Woodlands. Stay tuned.
- **Sheryl Kohl, Director of Employment & Technology**, has come back on the Board as the Director of Employment & Technology. She is working on Webinars, among other things for ALTA.
- **Roslyn Allen, Director of Ethics and By-laws**, is working on updating the By-laws and Standing Rules for ALTA's future.
- **Kelly Klaus, Director of Membership**, is new to this position and is working to gather new membership and uphold the ALTA Standards. She is a great contribution to this position.
- **Lori Gaskill, Social Ways and Means**, was also sworn in January to fill a much-needed position. She is focusing on fundraisers and Charity events for ALTA. Stay tuned in to her for more information.
- **Robyn Arnold, NALTA Liaison**, is working with NALTA on the 2019 Conference. She has been a wealth of knowledge being the former ALTA President.
- **Paula White, CPLTA Liaison**, has been around ALTA for years and I welcome her back to the ALTA Board.

It is an honor and privilege to be the 2019 ALTA President. I look forward to working with such a talented, dedicated and wise Board, and a terrific group of Association members. Thank you all for your continued support, and most of all, for continuing to participate in this historic and important organization. Thank you again, and best wishes always!

Joey D King, CPLTA

President of the Association of Lease and Title Analyst



INSIDE THIS ISSUE

Luncheon Speakers	2
Director Education	2
Luncheon Schedule	3
NALTA	3
NALTA Conference	4
Luncheon Menu	5
Financials	5
Scholarship Fundraiser	5
CPLTA Highlights	6
Additional ALTA Highlights ...	7-8

SPECIAL POINTS OF INTEREST

- NALTA Conference Grants
- For employment opportunities please contact [Sheryl Kohl](mailto:Sheryl.Kohl@ALTA.Secretary@gmail.com) at ALTA.Secretary@gmail.com



FIRST VICE PRESIDENT—SUSAN EATON

BONJOUR Hola ALOHA & Salve! 2019!!!

Thank you, ALTA members, for electing me as your 2019 First Vice President. This will be my 5th year serving on the ALTA Board of Directors. Each year brings new challenges and great opportunities. This year I have the pleasure of scheduling the speakers for all of the 2019 luncheons. I am putting a lot of thought into choosing what presentations I would like for our members. If there is ever a subject matter you are interested in learning more about, please email me at

susan.b.eaton@conocophillips.com. That’s what we as board members are here for – to listen to our members. We are here to serve you. I take a lot of pride in my responsibility to educate each and every one of us by hosting interesting and industry related subject matter (s).

January 22 ALTA luncheon’s speaker was Mr. Nick Vandivere of ThoughtTrace. He spoke of the growing trend of artificial intelligence in today’s society and its use in today’s corporate world. Very interesting. Thanks Nick. February 26’s presentation was given by Ms. Kacie Bevers of Steptoe & Johnson. Stacie spoke of that oh so interesting subject “Consent to Assign” but was more than able to keep our audience interested. While these subject matters may be somewhat boring in our day to day work, it takes a gifted speaker to make the presentation enjoyable and applicable to every one of us. Thank you, Kacie. On March 26 Mr. Keith Howell of Equinor spoke of bankruptcy and its effects on record title owners. He spoke of some Equinor recent issues, the federal government’s role and how this situation could happen to any company in the industry. Thank you, Keith.

April 23 ALTA luncheon will be the beginning of our Spring Seminar. You can come for just lunch and a luncheon presentation, or you can stay throughout the afternoon for more speakers. Check out the Education Director’s section for more information. Our May 28 Luncheon speaker is Kyle Souza of Pettigrew & Pettigrew Land with a Part II on Excel presentation from last year. Our June 25 luncheon will feature Mr. Joseph R. Dancy of University of Oklahoma College of Law speaking on cybersecurity in the oil patch.

As I said earlier, I’d love to hear from you on any ideas you may have for ALTA luncheon speakers. Your input truly is appreciated.

Thanks again for joining ALTA and I look forward to meeting as many of you as I can. Stop by at the luncheons and say hello.

LUNCHEON SPEAKERS

May 28th	Excel, Part II Kyle Souza
June 25th	Cybersecurity in the Oilpatch Joseph Dancy
July 23rd	International History of Oil and Gas Jason Lucas
August	NALTA Conference
September 24th	Stakeholders’ Relations Josh Demorrett & Louis Salazar
October 22nd	Manager’s Lunch TBD
November 11th	Seminar
December 9th	Holiday Luncheon

DIRECTOR OF EDUCATION —BOBBIE GUSTUS

We have been actively working to offer you diverse education opportunities. My hope is to provide and empower you in fulfilling your development goals this year, at a great value, through the ALTA Seminars.

Thank you for all who have taken advantage of the educational opportunities provided thus far. We will continue working for you and bringing you meaningful subject matter. I encourage each of you to share your experiences with your cohorts, in the event they too will join ALTA. After all, we are Houston, and arguably, we dominate the industry. I believe this should be obvious through our membership. I implore each of you to personally take responsibility in enhancing our future as a group of highly skilled members of our organization.

On April 26th ALTA will present its April Half-Day Seminar with the theme of: “We’ve Got the Power”. We’ll begin with the ALTA Luncheon where Amanda Hopkins, Title Supervisor at Percheron, will present an overview of Common Methods of Acquiring Title. [LUNCHEON: 1 Core CPLTA Credit, 1 Core CDOA point, 1 AAPL CEU credit]

We are actively working on our next lineup and looking forward to seeing you at our full day seminar in November. We are currently looking for a location for the upcoming seminar. If your company is interested in sponsoring, please contact me at blgustus@hotmail.com.



Bobbie Gustus,
Education Director

2019 ALTA LUNCHEON SCHEDULE



April Luncheon & ½ Day Seminar	23rd
May	28th
June	25th
July	23rd
No August Luncheon	NALTA Conference (Aug. 28-30)
September	24th
October	22nd
November Luncheon & ½ Day Seminar	11th
December Holiday Luncheon	9th

“We help to promote the profession, raise industry awareness, provide for the exchange of information and increase the stature of the Analyst within the industry.”

ALTA GRANTS GIVEAWAY

- ALTA will award six (6) NALTA Conference grants which covers the 2-day registration and 2-night hotel stay!
- Must be a member of both ALTA and NALTA to be eligible to win a grant
- Grants will be awarded at the May 28th luncheon
- **Must be present at May luncheon to win**
- **Must register on ALTA’s website for the grant giveaways**
- For more NALTA conference information, go to

<https://nalta.org/conference/>

NALTA LIAISON – ROBYN ARNOLD



I attended the NALTA BOD meeting in Oklahoma City on January 11th and 12th. A recap of the 2018 NALTA Conference held in Orlando, FL was presented for review. In spite of attendance of 331, there was a revenue loss due to actual food and beverage (F&B) expenses vs. budgeted expenses. F&B make up a monumental conference expense and those costs are negotiated in the conference site contract up to three years in advance. NALTA strives to keep conference costs down while creating an enjoyable and professional event, understandably it is a delicate balance. Attendance numbers are key to success and that is why year after year ALTA makes a commitment to support NALTA conferences by making it possible for people to attend through its grant awards. 2019 will be no different!

I am pleased to announce that an additional chapter has been formed in the San Antonio – Austin area. ATX-ALTA completed all of their steps to becoming a NALTA affiliated organization and NALTA BOD approved its formation in February.

I will be attending the NALTA Board meeting June 8-10 at the upcoming conference site on behalf of ALTA. We will be focusing on finalizing this year’s conference details as well as begin thinking about the 2020 NALTA Conference in San Antonio! 2021 conference city is Seattle. Attending the annual national conferences is an incredible opportunity to grow professionally, to meet and network with colleagues, and to be inspired and reminded what an outstanding industry we are blessed to work in.



2019 NALTA CONFERENCE

Growth • Inspiration • Education • Participation

August 28-30 • Westminster, Colorado

MARKETABLE TITLE SEMINAR, KEYNOTE PRESENTATIONS
AND 32 DIFFERENT BREAKOUT SESSIONS

TWO EVENING NETWORKING EVENTS

LIMITED DISCOUNTED HOTEL ROOM RATES OF \$149/NIGHT



3 FULL DAYS OF PREMIER EDUCATION AND NETWORKING
SPECIALLY CRAFTED FOR
LAND AND TITLE PROFESSIONALS

EARLY BIRD PRICING ENDS JUNE 21, 2019



34th Annual NALTA Conference
www.NALTA.org

Early bird registration ends June 21st.

Go to <https://nalta.org/conference/> for more conference information and to register.



Q1 2019 LUNCHEONS:

- January 22nd Luncheon – 73 attendees
- February 26th Luncheon – 84 attendees
- March 26th Luncheon – 40 attendees

Q2 MENUS:

April 23rd Luncheon

- ◇ Spinach Salad
- ◇ Stuffed Pork Chop
- ◇ Strawberry Cake
- ◇ Mid-day snack

May 28th Luncheon

- ◇ Fresh Berry Salad
- ◇ BBQ Beef Brisket
- ◇ Pecan Ball w/ Chocolate Sauce

June 25th Luncheon

- ◇ Wedge Salad
- ◇ Herb Parmesan Crusted Chicken
- ◇ Lemon Raspberry Tart

Any special dietary restrictions please email

Alta.Secretary@gmail.com at time of registration so we can make the necessary accommodations. Check-in is quick if you pre-pay at time of registration. This method is preferred, however, payment by paper or plastic can be made at Luncheon Check-In.

Members:

\$35 in advance
\$40 at the door

Non-members:

\$40 in advance
\$45 at the door

OFFICE OF TREASURER—KATIE HESS

Association of Lease and Title Analysts

PROFIT AND LOSS BY MONTH

January - March, 2019



	JAN 2019	FEB 2019	MAR 2019	TOTAL
Income				
ALTA's Income	3,570.50			\$3,570.50
Membership Dues	1,479.40	1,681.25	579.00	\$3,739.65
Monthly Luncheons	2,024.12	2,843.67	1,485.74	\$6,353.53
Total ALTA's Income	7,074.02	4,524.92	2,064.74	\$13,663.68
Sales of Product Income			80.00	\$80.00
Total Income	\$7,074.02	\$4,524.92	\$2,144.74	\$13,743.68
GROSS PROFIT				
	\$7,074.02	\$4,524.92	\$2,144.74	\$13,743.68
Expenses				
Account Adjustments	33.68			\$33.68
Bank Fees	5.00	5.00	5.00	\$15.00
Business Expenses	131.91	123.51		\$255.42
Luncheon Costs				\$0.00
Monthly Luncheon Only (7)	150.00	2,267.64	150.00	\$2,567.64
Total Luncheon Costs	150.00	2,267.64	150.00	\$2,567.64
Meetings	272.00		263.15	\$535.15
Operations	1,867.00		1,227.67	\$3,094.67
Other Types of Expenses		500.00		\$500.00
Travel Expenses				\$0.00
NALTA Lesion	516.68			\$516.68
Total Travel Expenses	516.68			\$516.68
Total Expenses	\$2,976.27	\$2,896.15	\$1,645.82	\$7,518.24
NET OPERATING INCOME	\$4,097.75	\$1,628.77	\$498.92	\$6,225.44
NET INCOME	\$4,097.75	\$1,628.77	\$498.92	\$6,225.44

Accrual Basis Thursday, April 11, 2019 02:03 PM GMT-7

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SOCIAL WAYS & MEANS – LORI GASKILL

ALTA ANNUAL SCHOLARSHIP FUNDRAISER BASKET RAFFLE

No need to be present to win!

ALTA July Luncheon

Support our Students! Buy your tickets today! \$2.00 a ticket
All proceeds go directly to a scholarship awarded by the ALTA Board of Directors



CPLTA LIAISON—PAULA WHITE

Congratulations

 to our 2 newest CPLTA's:

PAM LACKEY
SUSAN BIONE

We have 12 people up for recertification at end of 2019.

NEED ADDITIONAL CPLTA CREDITS

Here are some opportunities:

- Watch the documentary: The Prize: An Epic Quest for Oil, Money and Power.

This is available to watch on Amazon Prime or DVD purchase from Amazon beginning at \$7.97. 7 core credits.

- Step toe & Johnson PLLC has several free webinars on their website:

<https://www.step toe-johnson.com/know-how/webcast>

Of the ones available as of 4/17/2019, the following are approved for 1 core credit each:

- ◆ 2019 West Virginia Legislative Update
- ◆ The Complex World of Simplifying Title in Ohio
- ◆ Navigating West Virginia's 2018 Cotenancy Legislation
- ◆ What is a Common Carrier in Texas
- ◆ FERC and the Trump Administration Pipelines, Roads, and Buildings: The Impact of Potential Joint Employer Liability on Infrastructure Projects
- ◆ Energy Midstream Land Issues

UPCOMING EVENTS -

- ⇒ NALTA Conference for Thursday and Friday. 8 core points + 2 non-core points. Be sure you register for the Conference Grant drawings with ALTA. You must be a member of both ALTA and NALTA to register.
- ⇒ There will be a 2 day CPLTA review in October. 16 credits. Dates, place and cost will be announced at a later time.
- ⇒ Other industry events – HADDOA luncheons, HAPL seminars, etc.
- ⇒ And of course – the ALTA Luncheons! Come earn a credit and mingle with your friends!

Just a friendly reminder that all points must be submitted within 6 months of attending an event or they will be lost. Each CPLTA is responsible for entering and tracking their own points. Please allow at least 30 days for approval of your points once submitted.

“Preapproved credits” for ALTA, NALTA and NADDOA will appear in the preapproved dropdown. Any other courses you take will need to be manually created and an agenda MUST be uploaded for the Liaison’s review and approval if you have not already provided same to verify that credit would be given. Please upload any available proof of attendance, i.e. email thanking you for attending, etc.

Please contact me if you have any questions or need assistance.

“Don’t let what you cannot do interfere with what you can do.”— John Wooden

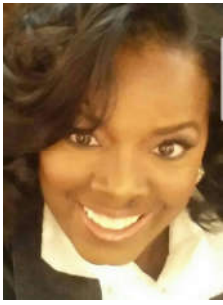


- New Members (pending): 3- payment pending
- Renewals (pending): 3- payment pending

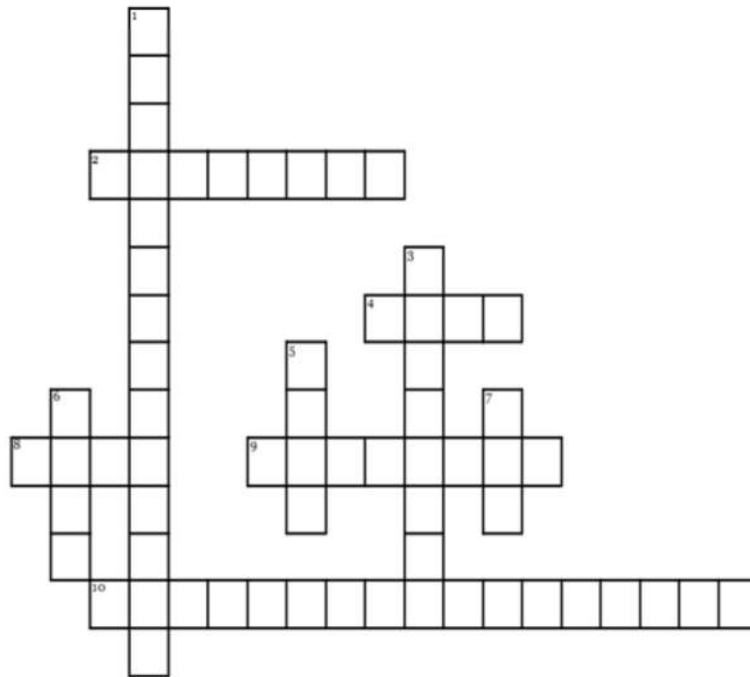
DIRECTOR OF MEMBERSHIP —KELLY KLAUS

Level	Total	Active	Renewal overdue	Lapsed	Pending			New in last	
					New	Renewal	Level change	7 days	30 days
Active	260	254	75	2	2	2	-	-	3
Associate	101	98	35	1	1	1	-	-	1
Life	13	13	-	-	-	-	-	-	-
Other contacts	-	-	-	-	-	-	-	-	-
Other contacts (admin)	1	1	-	-	-	-	-	-	-
Retired	1	1	-	-	-	-	-	-	-
Total	376	367	110	3	3	3	-	-	4

Positive Work Ethics



Dr. Roslyn Allen
Director of Ethics and By Laws



Across

2. information about a reaction: provide _____
4. non-verbal: _____ language
8. number of skills needed to become an active listener
9. to be on time
10. name of this class

Down

1. completing your tasks ON TIME is called _____
3. _____ work ethic
5. number of components there are for positive work ethic
6. number of personal work traits that are wanted from workers
7. _____ attention

Answers: 1. Time management 2. Feedback 3. Positive 4. Body 5. Five 6. Five 7. Pay 8. Five 9. Punctual 10. Intro to Leadership

OFFICE OF RECORDING SECRETARY—PATRICIA DAVIS



Door Prize Winners

January

\$25 Door Prizes Donated by ALTA

- * Marianne Guidry
- * Sheryl Kohl

February

\$25 Door Prizes Donated by ALTA

- * Karen Hill – Hilcorp Energy,
- * Jessica Douglas – Blackstone

\$50 Amazon Gift Card Donated by Randy Helm with TEAM

- * Chris Leschber – XTO Energy, Inc.

March

\$25 Door Prizes Donated by ALTA

- * Shannon Parke
- * Wanda Duhon – Repsol

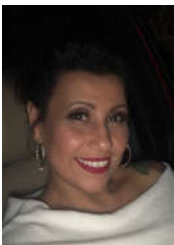
\$50 Amazon Gift Card Donated by Randy Helm with TEAM

- * Sheila Carlin

2019 ALTA Board



Top row ,left to right: Bobbie Gustus, Tiffany Manen, Patricia Davis, Pat White, Susan Eaton, Lori Gaskill and Katie Hess
Bottom row, left to right: Robyn Arnold, Regina Paura, Joey King , Kelly Klaus and Roslyn Allen



Regina Paura
2nd Vice President

Have an article you would like to share, pictures too good to keep to yourself or just want to promote your business? Please contact Regina Paura @conocophillips.com and have it added to our quarterly newsletter.

Check us out on Facebook!!! www.facebook.com/ALTAHouston

We're also on **LinkedIn**. Just search for "Association of Lease and Title Analysts (ALTA)" and join our conversations!