

ORIGINAL

Valley Land Title Co.

August 1, 2011

612 Nolana, Suite 570
McAllen, Tx 78504
(956) 383-2708
Fax (956) 217-3190

Ms. Martha L. Salazar
Purchasing Agent
Hidalgo County Purchasing Department
Edinburg, Texas

www.rodriquezp@valleylandtitleco.com

Re: RFP#2011-150-08-03-CGA
"Title Company Services Pool" for Hidalgo County

Dear Ms. Salazar:

As the authorized point of contact for Valley Land Title Company, I am submitting the following information in response to your Request for Proposals for Hidalgo County "Title Company Services".

History and Experience

Our company has operated in Edinburg and Hidalgo County since 1919. Our "Plant" contains real estate recordings history dating back to the establishment of Hidalgo County.

Our Examination Department is headed by Mr. Mario Garza who has over 30 years of examination history, all of them with our company. He is assisted by Mr. Danny Gonzalez, a 28 year veteran in the Examination Department. They lead an examining staff of ten. This group would provide title reports, title searches and title commitments to Hidalgo County.

Our Policy Department consists of four individuals lead by Ms. Carmen West, a 30 year veteran of the title company industry. They would be responsible for the final issuance of title policies.

We would dedicate our Closing Officers/Escrow Agents and their assistants that are located in our Edinburg office to fulfill the escrow agent services for Hidalgo County. Mr. Jerry Canales, our legal counsel, manages this office. He has been associated with our company since 1987; between 1987 and the end of 2005, Mr. Canales was an owner of the company. He supervises two escrow officers and an assistant.

Mr. Blucher Smith is "of counsel" to the company and has been associated with it since 1946.

Mr. Alonzo Cantu is the company's current owner, having become a part-owner in 2003. Mr. Cantu has been a successful builder, developer and bank director in Hidalgo County for over 25 years.

I joined Valley Land Title Company as its Chief Executive Officer in March of 2006 after a 30 year career in the commercial banking industry.

Our company has been part of the Title Company Services-Pool for Hidalgo County since September of 2006. Our primary point of contact has been with Mr. Joe Pena, Director for the Hidalgo County Right of Way Department. We have also been part of the Title Company Services Pool for Hidalgo County Drainage District No. 1 since July of 2007, where Mr. Pena is also our point of contact. In addition, since 2003 we were contracted to work with L& G Engineering 2100 W. Expressway 83, Mercedes, Texas 78570 (956)-565-9813. We provided Fernando Ramirez, Right-of-Way Acquisition Manager, with title commitment and policy services in connection with numerous Texas Department of Transportation projects that were funneled through Hidalgo County.

Delivery of Services

With the historical data and human resources at our disposal, we can produce a title report, title certificate or title commitment as quickly as any of our competitors in the title company business in Hidalgo County. Our experience tells us, however, that it is unreasonable and misleading to pledge to you that we can always provide these products in a certain number of days after an order is submitted. If the property involved has a "lot and block" legal description, it is reasonable to expect a title report/certificate or title commitment within three business days. Properties that have less specific legal descriptions, on the other hand, can take over a week to complete. The cost of a title report/certificate or title commitment will be \$300 if no title policy is purchased.

Providing a final title policy on any property will be contingent on the number and complexity of items to be cleared from the various schedules required to be submitted with that policy. Properties that are relatively clear of pending items can have policies produced well within seven to ten days. In other cases, especially in dealing with more remote locations, it can take weeks to properly produce a policy. The cost of title insurance policies is regulated by the Texas Department of Insurance. A copy of "Texas Title Insurance Premium Rates" is attached.

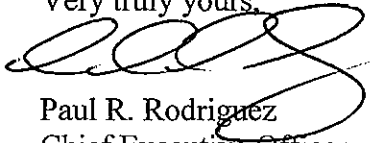
Escrow agent services should not take more than three business days to complete once all pending items have been cleared from our title commitment and all parties are available and authorized to execute the necessary documents. The charge for escrow agent services is \$300.00 for the buyer and \$300 for the seller per closing.

Recording fees are \$16 for the first page and \$4 for each additional page per document. Courier fees range from \$11.00 to \$17.00 per package. The Texas Department of Insurance requires a Texas Policy Guarantee Fee of \$5.00 per policy. Tax service is assessed at \$52.00 per tract, though this fee can be reduced for contiguous tracts. A

Federal Tax Lien Search costs \$125.00 per name and a Nothing Further Certificate is \$200.00.

We appreciate the opportunity to submit this Request for Proposals and the pertinent schedules and declarations that are attached. I will be happy to entertain any questions or clarifications; please see the letterhead for information on how to contact me.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Paul R. Rodriguez', written over a faint, illegible stamp.

Paul R. Rodriguez
Chief Executive Officer



Insurance & HMOs

TEXAS TITLE INSURANCE PREMIUM RATES

EFFECTIVE FEBRUARY 1, 2007

OPENED

9:45

8-3-11

Witnessed

Policies Up To And Including	Basic Premium	Policies Up To And Including	Basic Premium	Policies Up To And Including	Basic Premium	Policies Up To And Including	Basic Premium
\$10,000	\$229	\$32,500	\$383	\$55,000	\$536	\$77,500	\$690
10,500	233	33,000	386	55,500	539	78,000	694
11,000	235	33,500	390	56,000	544	78,500	698
11,500	239	34,000	393	56,500	547	79,000	702
12,000	243	34,500	397	57,000	550	79,500	703
12,500	246	35,000	400	57,500	554	80,000	707
13,000	250	35,500	404	58,000	558	80,500	711
13,500	254	36,000	407	58,500	560	81,000	715
14,000	257	36,500	410	59,000	564	81,500	717
14,500	260	37,000	413	59,500	567	82,000	721
15,000	262	37,500	417	60,000	571	82,500	725
15,500	266	38,000	421	60,500	575	83,000	729
16,000	270	38,500	425	61,000	578	83,500	731
16,500	274	39,000	427	61,500	581	84,000	734
17,000	277	39,500	431	62,000	585	84,500	739
17,500	281	40,000	434	62,500	589	85,000	742
18,000	285	40,500	438	63,000	591	85,500	745
18,500	287	41,000	440	63,500	594	86,000	748
19,000	290	41,500	445	64,000	598	86,500	752
19,500	293	42,000	448	64,500	602	87,000	756
20,000	298	42,500	452	65,000	605	87,500	759
20,500	301	43,000	454	65,500	608	88,000	762
21,000	305	43,500	458	66,000	612	88,500	766
21,500	308	44,000	461	66,500	617	89,000	770
22,000	312	44,500	465	67,000	620	89,500	772
22,500	315	45,000	469	67,500	621	90,000	775
23,000	318	45,500	472	68,000	625	90,500	779
23,500	321	46,000	475	68,500	629	91,000	783
24,000	325	46,500	479	69,000	632	91,500	787
24,500	328	47,000	481	69,500	635	92,000	789
25,000	332	47,500	485	70,000	640	92,500	793
25,500	335	48,000	489	70,500	644	93,000	797
26,000	339	48,500	493	71,000	647	93,500	801
26,500	342	49,000	496	71,500	649	94,000	802
27,000	345	49,500	499	72,000	652	94,500	806
27,500	348	50,000	503	72,500	656	95,000	811

28,000	352	50,500	506	73,000	660	95,500	814
28,500	355	51,000	508	73,500	663	96,000	816
29,000	359	51,500	512	74,000	667	96,500	820
29,500	362	52,000	516	74,500	671	97,000	824
30,000	366	52,500	520	75,000	674	97,500	828
30,500	369	53,000	523	75,500	676	98,000	830
31,000	373	53,500	527	76,000	680	98,500	834
31,500	376	54,000	530	76,500	683	99,000	838
32,000	379	54,500	533	77,000	687	99,500	841
						100,000	843

Premiums shall be calculated as follows for policies in excess of \$100,000:


- | | |
|--|---|
| <p>1. For policies of \$100,001 - \$1,000,000
Basic Premium
(1) Subtract \$100,000 from policy amount.
(2) Multiply result in 1.(1) by \$.00534 and round to nearest whole dollar.
(3) Add \$843 to result in 1.(2).</p> | <p>4. For policies of \$15,000,001 - \$25,000,000
Basic Premium
(1) Subtract \$15,000,000 from policy amount.
(2) Multiply result in 4.(1) by \$.00257 and round to nearest whole dollar.
(3) Add \$59,409 to result in 4.(2)</p> |
| <p>2. For Policies of \$1,000,001 - \$5,000,000
Basic Premium
(1) Subtract \$1,000,000 from policy amount.
(2) Multiply result in 2.(1) by \$.00439 and round to nearest whole dollar.
(3) Add \$5,649 to result in 2.(2).</p> | <p>5. For policies in excess of \$25,000,000
Basic Premium
(1) Subtract \$25,000,000 from policy amount.
(2) Multiply result in 5.(1) by \$.00154 and round to nearest whole dollar.
(3) Add \$85,109 to result in 5.(2).</p> |
| <p>3. For policies of \$5,000,001 - \$15,000,000
Basic Premium
(1) Subtract \$5,000,000 from policy amount.
(2) Multiply result in 3.(1) by \$.00362 and round to nearest whole dollar.
(3) Add \$23,209 to result in 3.(2).</p> | |

OPENED
9:45
8-3-11
Witnessed



For more information contact: Title@tdi.state.tx.us

Last updated: 02/24/2010



Texas Department of Insurance
333 Guadalupe, Austin 78701
P.O. Box 149104, Austin 78714
(512) 463-6169
Consumer Help 1-800-252-3439
Report Fraud 1-888-327-8818

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