

**REtitle INSURANCE COMPANY**  
**PO Box 337**  
**Union, WA 98592**

**FILED**

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December 1, 2017

Office of the Insurance Commissioner  
Hearings Unit

HEARINGS UNIT  
OFFICE OF  
INSURANCE COMMISSIONER

Via Email to: **Dawn Krech** ([DawnK@oic.wa.gov](mailto:DawnK@oic.wa.gov))  
**Dorothy Seabourne-Taylor** ([DorothyS@oic.wa.gov](mailto:DorothyS@oic.wa.gov))

Re: **Case Management Order Docket No. 17-0369**  
**Section 7**

The following addresses items (a) through (f) under Section 7 of the Case Management Order (CMO) referenced above, for the Form A and Form E applications for the proposed acquisition of control of REtitle Insurance Company by A10 Capital, LLC.

Item (a): We support the consolidation of the Form A and Form E applications for the purposes of the adjudicative hearing;

Item (b): Retitle Insurance Company, Insurer (Retitle) and A10 Capital, LLC, Applicant (A10) have reached an agreement regarding confidentiality of certain documents related to the application which is the subject of this adjudicative hearing. We desire the minutes of the two Special Meetings of the Board of Directors of Retitle, submitted to the OIC in October of this year and stamped "confidential", shall remain confidential. Furthermore, since Retitle is under an Administrative Order issued by the OIC, we believe that all past required filings to the OIC such as Retitle management reports, financial reports, and all correspondence between Retitle and the OIC are confidential and we desire they shall remain confidential. This request for confidentiality includes all future reporting/filing of reports, requests for information by the OIC, and correspondence between Retitle and the OIC until the Administrative Order is removed;

Item (c): Except for the requirements of the CMO, no data or information requests have been issued by OIC Staff to REtitle;

Item (d): Plans of the OIC Staff to issue data and information requests to REtitle are not known by REtitle and may be forthcoming in the future;

Item (e): REtitle estimates a 10-day turn around will be needed to respond with written reports to requests regarding the transaction proposed in the Forms A and E; and

Item (f): REtitle supports the Form A and Form E applications for the proposed acquisition of control of REtitle. A few reasons are listed below:

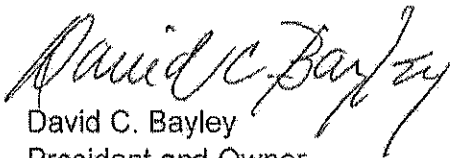
The approval of A10's acquisition of REtitle, and the subsequent adequate capitalization of REtitle by A10, will allow the OIC to terminate and cancel the Order for Administrative Supervision of REtitle, under which REtitle is prohibited from operating. Such a termination and release would be of benefit to the public. The sudden undercapitalization of REtitle resulted from a July 2005 legislative change in statutory minimum capital requirements for domestic insurance underwriters. The legislation provided for grandfathering-in all undercapitalized insurers **except domestic title insurers**, and REtitle was the **only** domestic title insurer in the state of Washington at the time.

Once REtitle is approved to issue title policies, the addition of REtitle as a title insurance underwriter will provide more competition in the region.

David C Bayley, the President of REtitle, will be employed by A10 as President of REtitle after the stock purchase is approved, to ensure a smooth transition and consistency of product quality. Mr. Bayley brings 40 years of experience in the title industry, as an examiner, attorney and title and escrow manager.

A10 is a commercial lending institution with a core responsibility to evaluate risk and the avoidance of risk. Its staff of attorneys, paralegals and financial analysts complement the goals of title underwriting. As large national title insurance underwriters continue to purchase regional title insurance underwriters, the competition in the title insurance industry is reduced. Approval of A10's acquisition of REtitle will improve the title industry environment for the consumer by increasing competition for national title insurance underwriters, offering consumers more choice and more competitive title insurance rates.

Respectfully submitted,



David C. Bayley  
President and Owner  
REtitle Insurance Company