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NOTE From the President

I am proud to announce the NTLA has come a long way, this year alone, to increase the organization’s national presence, bolster the tax lien industry’s reputation, attract new members, and educate existing members.

In February, the NTLA held its annual conference at the Eden Roc Hotel in Miami where members congregated to attend informative sessions and network with tax lien professionals.

In August, the NTLA engaged the Baker Wright Group, a public relations firm, to not only identify and respond to those unjustly criticizing the tax lien industry, but also to help the organization take affirmative steps to apprise legislatures, community members, and interest groups about the positive impact of tax lien sales.

Our next big event is the Fall Symposium which will be at the Willard Intercontinental Hotel in Washington D.C. on October 23-24, 2014. At the Symposium, attendees will have the opportunity to participate in a charitable event sponsored by Habitat for Humanity; participate in sessions addressing various topics including foreclosure statistics, pending legislation, and judicial trends, to name a few; and, hear from Keynote Speaker, Senator Christopher Murphy.

The Symposium will be the culmination of the NTLA’s widespread efforts and genuine goals to build up blighted neighborhoods, spread awareness about the tax lien industry’s community-oriented focus, and apprise members about current trends and foreseeable developments in the industry.

I am excited about the progress the NTLA has made, and will continue to make in the months to come, and look forward to interacting with everyone at the upcoming Symposium.

Sincerely,

Bruce Bronster | NTLA President

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We look forward to all of you joining us October 23rd & 24th of this year for the 2014 NTLA Fall Symposium. To be held in Washington, DC at the Willard Intercontinental Hotel, the symposium will focus on the tax lien industry with highlights on legislation, financing, lending, and investing.

We will again deliver education in a variety of exciting formats to keep you engaged. With General Sessions, Open-Panel Discussion, and much more, you can be assured that you will take home concepts and skills that will pay off immediately. There will also be ample opportunities to network with existing and new colleagues and visit exhibitors for services and products to help take you to the next level.

Don’t miss the priceless education on various topics such as:
- The Inconvenient Truth: Property Tax Lien Research & Tax Foreclosure Statistics
- Needles and Haystacks: Legislative Report from 50 states
- The Great Debate: To Sell or Not to Sell (Tax Liens): That is the question!
- Washington D.C. Matters: News from our Nation’s Capital on tax lien sales and the post moratorium status report
- Keynote Address: Legislative Change in America, Current State of Affairs at the United States Senate
- Kiss a Cop, Hug a Teacher, High Five a Tax Collector: “Property Taxes Fund Vital Services” – that is THE message!
- Perfecting the Lien: Tax Foreclosure Matters from NJ, IL, MD and NY.

For more information on 2014 NTLA Fall Symposium visit:  http://www.thentla.com/register2014symposium

Habitat for Humanity - NTLA Team Build

NTLA Board of Directors and other volunteers will donate their time and efforts to a great cause as they participate in a Habitat for Humanity of Washington, DC Team Build, where they will come away with knowing they have accomplished something important for themselves and the community.

As a volunteer they will be raising house frames, building roof trusses, painting, or any number of construction jobs... making sure to wear some comfy shoes and clothes that they don’t mind getting dirty!

We thank everyone who has signed up for the event and look forward to seeing you in action next month! We also thank Habitat for Humanity of Washington, DC for the support in organizing this opportunity.

The team build event is full, but you may still become a Sponsor/Donator. As a Sponsor your company logo/name will be featured on event signage and mentioned in all symposium material. The Donation requested is $500 and 100% of that will be donated to Habitat for Humanity of Washington, DC.

To date $5,000 has been collected. Thank you!

For more information on 2014 NTLA Fall Symposium visit:  http://www.dchabitat.org/
The National Tax Lien Association monitors and defends legislation, expands markets, and provides members with tools and resources to make informed decisions on key issues. State Net from LexisNexis is a monumental tool that we have recently added to our shared toolbox.

Every year 150,000 Legislative Bills are introduced in America.

State Net tracks bills in all 50 states, US Congress/Senate, and the District of Columbia, at any given time. It provides essential and accurate legislative and regulatory intelligence at our fingertips.

We have worked with State Net to create a customized legislative reporting service based upon the issues that affect the tax lien and tax deed industry and will use it to analyze and share information.

Jim Meeks from MTAG Services, head of NTLA Legislative Committee has selected eight pivotal NTLA members in addition to NTLA Executive Director Brad Westover, who will be in charge of monitoring legislation for their region.

Regional Legislative Monitors:
- Doug Gale, Terra Echelon
- Walt Spader, The Marcus Law Firm
- Albert Friedman, Alterna Tax Certificate Fund
- Jim Truitt, James F. Truitt, Esq.
- Trey Gulledge, TaxEase
- Matt O’Connell, O’Connell & Martin
- Adam Berman, MTAG Services
- Adam Greenberg, Honig & Greenberg

Shared efforts among members and valuable tools like State Net supports the NTLA’s mission of engaging and lobbying for the tax lien industry.

For more information on State Net visit:  http://www.statenet.com/leg/

NTLA In Action 2014

The National Association of County Collectors, Treasurers & Finance Officers “NACCTFO” Annual Conference was held on July 8-9th in New Orleans, Louisiana. Approximately 200 of the Nation’s finest Tax Collectors gathered to network and share best practices in policy and administration from all 50 states. Michael Diskin of Essex County, NY reported on his year of traveling to various State Tax Collector Conferences and then passed the gavel to current President Sandy Zoubek of Stanton County, NE. Stephen Holt of Jasper County, MO received the award for Outstanding Collector in the United States.

“I really enjoy this group of professionals and consider it America’s Best Tax Collectors.” said Brad Westover, NTLA Executive Director. “This is the group that wants to explore best practices across the country.” The NTLA sponsored, exhibited and spoke at the conference. Other NTLA members also sponsored and participated in the conference including Archon Information Systems SRI, and Tax Title Services.

Current NACCTFO Officers:
- President Sandy Zoubek, Stanton County, NE Treasurer
- President-Elect Cheryl Remington, Gove County, KS Treasurer
- 1st Vice President Debbi McGinnis, Polk County, MO Collector of Revenue
- 2nd Vice President Joe Grisolano, KS Crawford County Treasurer
The Florida Tax Collectors Association held their Fall Education Forum in Orlando, FL on September 7-10th. The Honorable Diane Nelson, Tax Collector of Pinellas County turned over a fantastic and healthy Association over to The Honorable Lisa Cullen, Tax Collector of Brevard County.

Tim Qualls, Executive Director of FTCA put on another fabulous event filled with education and networking. Florida holds one of the largest State Tax Collector conferences with over 500 attendees and over 50 exhibitors. The NTLA exhibited at the conference and networked with Florida County Tax Collectors.

"It is very important that the NTLA is present at these conferences", said Brad Westover, Executive Director. "I want to make sure that if Florida Tax Collectors ever have issues regarding tax certificates, they always have a source to turn to for answers.

Dave Dehring of Grant Street Group presented on "Results from the Florida 2014 Tax Certificate Auctions". The information reviewed multiple years and across various counties as well as aggregating the entire State. The presentation was very informative and productive for Tax Collectors across the State of Florida.

In addition to the NTLA's presence, the following NTLA members also participated, MTAG Services and SRI, Inc.

Current FTCA Board of Directors
President - Lisa Cullen, Brevard County Tax Collector
1st Vice President - Eric Zwayer, Highlands County Tax Collector
2nd Vice President – Larry Hart, Lee County Tax Collector
Treasurer - Stan Nichols, Santa Rosa County Tax Collector
Secretary – Ben Anderson, Okaloosa County Tax Collector
Past President- Diane Nelson, Pinellas County Tax Collector

For more information on the Florida Tax Collector’s Association visit: http://www.floridataxcollectors.com/
What the Public Sector is Saying...

Brad,

Thank you for the very nice letter you sent me. It has been a privilege and honor to be president of the TC Association.

I was glad to see you attend the education forum and hope you will continue. I believe your presence at our forums benefits investors and collectors. It allows us the opportunity to speak and ask questions as well as getting to know you better.

Look forward to seeing you again,

Diane Nelson, Pinellas County Florida Tax Collector

Public Relations

NTLA PR - Baker Wright Group

As “The Voice of America’s Tax Lien Industry”™ we have a duty to make sure that voice is heard and effectively communicated across the media. The National Tax Lien Association represents and supports all interests of the tax lien industry and works to establish positive, professional relationships with tax collects, county treasurers, revenue commissioners and other local and state public officials involved in the orchestration of real property tax, land and tax lien sales. To strengthen those efforts we have secured a PR Firm, Baker Wright Group.

Situated in our nation’s capital, Baker Wright Group presented as the obvious choice to guide the National Tax Lien Association through its current and future media challenges. Having worked for ABC News, Fox News Channel, and CNN, Crystal Wright, Owner of Baker Wright Group has the expertise, experience, and connections to analyze and execute a plan that will drive results.

Through a robust communications plan, Baker Wright Group will reach our target audience of public sector tax collectors, treasurers, mayors and legislators with the positive story we want to tell rather than allowing its detractors to craft inaccurate narratives. Their goal is to shift the industry’s image of “predator” to “partner”.

Speak with Crystal in person at the 2014 NTLA Fall Symposium where she will be presenting “Kiss a Cop, Hug a Teacher, High Five a Tax Collector: ‘Property Taxes Fund Vital Services’ – that is THE message!”.

For more information on Baker Wright Group visit: http://www.bakerwright.com/
NATIONAL TAX LIEN ASSOCIATION HOSTS FALL SYMPOSIUM IN WASHINGTON, D.C. OCTOBER 23-24 TO EDUCATE INDUSTRY PROFESSIONALS ON LEGISLATIVE & FINANCIAL ISSUES

Investors, lenders, tax collectors, tax foreclosure attorneys, and policymakers will discuss solutions for states collecting $14 billion in lost property taxes every year

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Washington, DC—September 23, 2014— The National Tax Lien Association (NTLA) will host its fall symposium in the nation’s capital October 23-24 at the Willard Intercontinental Hotel to give industry professionals from the public and private sectors the opportunity to learn and network. Sessions led by industry experts will educate attendees on property tax lien research and foreclosure statistics; state legislative activities; benefits of property tax lien sales; DC’s new tax lien sale requirements and more.

“States that permit the sale of property tax liens to private investors have discovered an innovative solution which not only enables states to balance their budgets and continue to fund vital services from schools to fire and police but it also gives property owners more time to pay their past due bills and keep their homes,” said Brad Westover.

The Honorable Christopher Murphy, United States Senator (D) of Connecticut has been invited to deliver the keynote address, “Legislative Change in America, Current State of Affairs at the U.S. Senate.” Professionals interested in attending the symposium may find registration information and rates at www.theNTLA.com. This event is closed to the press; however, NTLA will make every effort to accommodate media interview requests before, during and after the symposium.

Symposium attendees are also invited to join NTLA Board of Directors in their Habitat for Humanity of Washington, DC Team Build event in the Ivy Center neighborhood of DC. NTLA is the nation’s only trade association representing all aspects of the tax lien industry, from governmental agencies, investors and servicers, to lenders, accountants, attorneys, rating agencies and more.

“Our fall symposium will highlight best practices to help public and private tax lien professionals work effectively as partners in collecting the $14 billion in unpaid property taxes each year. Less than 1% of unpaid property taxes are ever sold at a tax deed auction. The fact is tax lien sales are an investment in future penalties and interest payments, not in real estate,” added Westover.

Each year unpaid property taxes create budget shortfalls for local and state governments who use these funds to provide critical services and pay infrastructure needs. Currently, 28 states and territories allow the sale of delinquent real estate taxes to private companies. It is a widespread myth that governments guarantee fixed rate returns on tax lien sales from 18%-36%. In most states, tax lien certificates are awarded to the investor willing to accept the lowest interest rates.

NTLA supports the District of Columbia’s new tax lien auction safeguards to protect homeowners by excluding small liens from tax lien sales and barring unscrupulous tax lien purchasers from auctions. But NTLA cautions DC lawmakers against reducing the interest rate tax lien purchasers can collect from 1.5% to 1% because it will lower the amount of property taxes collected by encouraging taxpayers to pay their higher interest credit card debt before their property tax liens. Compared to 2013, the District collected $2 million less for unpaid taxes from its 2014 auction.

WELCOME New Members!

During the previous months the NTLA has welcomed over 20 new members, make sure to login at www.thentla.com and search the Membership Directory to make new valuable connections!

Welcome to:
Finch Investment Group
Nelson Mullins Law Firm
Clay County Missouri Collectors Office
Brantley Gunn
Blue Ocean Capital
Quantum Realty Management
BLOXTrade
Emanation Partners
Orrick
Mark Michigan
ZuLu Marketing
Newline Financial
Arvid Albanese
Alex Klien
Black Ink
Archon Information Systems
Flamm, Teibloom & Stanko, Ltd.
Juno Tax
Larry Enkelmann, LLC
Summit County Ohio Fiscal Office
Polk County Missouri Collectors Office
Valley View Equities
US Attorneys Office

THANK YOU TO 2014 NTLA FALL SYMPOSIUM PARTNERS!
NTLA Market Research

The NTLA continues its research to provide numerical data to educate both public and private sectors on delinquent property tax volumes and tax foreclosures in the United States. Specifically, how many owner occupants lose their homes from the non-payment of property taxes.

The research conducted will serve as a valuable tool and resource to all involved. It can produce evolving technology for better due diligence, more effective tax sales, and enhanced communications.

To collect the data the NTLA invites the public sector by email to take part in our efforts and complete a short questionnaire. The questionnaire begins by asking them how many parcels are in their county, then asks about delinquency and their tax sales results, and concludes with deeds applied for and how many tax foreclosures were on owner-occupied homes. These emails are often followed up with a phone call which helps to build the relationship between the tax collector and the NTLA.

As results are collected, they will be shared with local governments and members of the Association. This information is currently available on the following states: Arizona, Colorado, Florida, Illinois, Indiana, Maryland, Mississippi, District of Columbia, and Nebraska.

For instructions on where to obtain this information, please contact us at:
t: (561) 449-2484 | info@thentla.com

Positive Tax Lien Stories

In fall of 2013 the NTLA Public Relations Committee began research for a book highlighting the numerous positive aspects of tax lien sales. Considering the current tide of negative news stories about the tax lien industry—which often cite isolated cases of unethical practices or extremely rare instances of owner-occupied foreclosures—we feel it is important to give recognition to the much more common (and positive) outcomes of tax lien sales.

If you would like to share some positive tax lien stories of your own, please contact us at:
t: (561) 449-2484 | info@thentla.com

Stay informed of latest industry news and trends by following us on social media.

Like us on Facebook: /thentla
Follow us on Twitter: @the_NTLA
Check us out on LinkedIn: /national-tax-lien-association