



STATE LAND BANK AUTHORITY
REQUEST FOR PROPOSALS
RFP 2022-006

TITLE WORK SERVICES

ANSWERS TO QUESTIONS
September 23, 2022

1. **Question:** To follow guidance of our underwriters, we would like to offer a title search report meeting all criteria of the RFP scope without a title commitment for properties on which SLBA is not planning a settlement. Could we offer this title search report as a separate line item in the pricing proposal?

Answer: The SLBA is looking for a title commitment, including a title search report and any necessary FOIA request, for all properties requested. SLBA is looking for pricing for all services, it is acceptable to breakdown the costs per line item.

2. **Question:** While there is 'no minimum number of parcels to be assigned', can the SLBA share how many parcels they acquired and/or secured title insurance for over the last year or two years in Michigan for volume consideration?

Answer: The term of SLBA's current contract began in January 2019 and is set to expire at the end of September 2022 (this included 2 one-year extensions). During the term of the contract, SLBA requested title services for roughly 130 parcels. This number is subject to variability, there are certain annual recurring property additions that will need to be searched (~10-20 parcels). No title policies were obtained as a result of the title searches.

3. **Question:** Does the SLBA ever require mineral or subsurface title support?

Answer: Unlikely, the SLBA did not have a need during the prior contract period.

4. **Question:** Is the SLBA willing to entertain relationships with local qualified title search vendors (non-agency / title insurance vendors) if the other title agencies SLBA contracts with approve the title search vendor's work product for insurance purposes?

Answer: It is the SLBA's intention to contract directly with the title agency performing the title searches, providing the services, and which can issue title policies as needed.