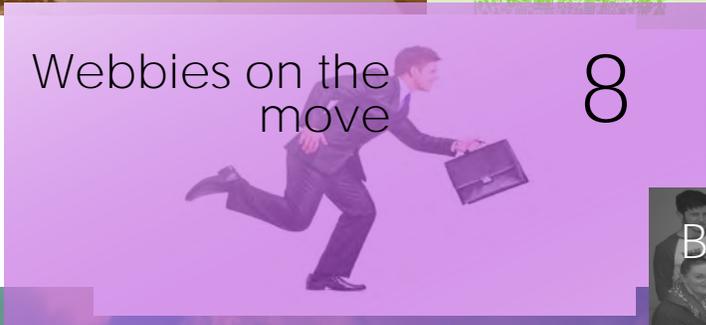
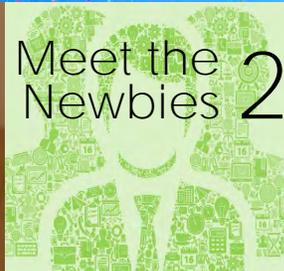
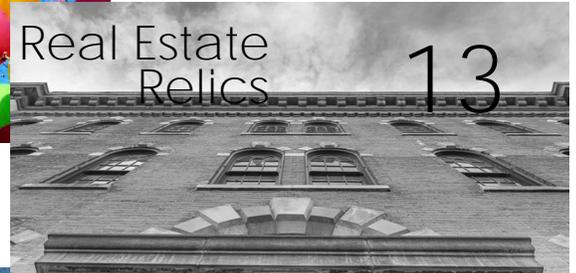




THE WEBTITLE EXAMINER

• IN THIS • **ISSUE**



New Team Members Add Experience to the WebTitle Family

Meet the Newbies:

Here at WebTitle Agency, we value each and every one of our exceptional team members. Check out the newest additions to our family:

Lorrie Fox

Closing Assistant
Title Insurance Department
Became a Webbie: February 2016



Jody Carney

Title Examiner
Title Examination Department
Became a Webbie: February 2016



Kim Davy

DIL, HUD/VA, and Clearance Coordinator
Title Insurance Department
Became a Webbie: February 2016



Christopher Jones

Title and Municipal Search Coordinator
Tax Department
Became a Webbie: February 2016



Sonya Matthews

Search Services Coordinator
Search Services Department
Became a Webbie: March 2016



Hannah Lonsberry

Closing Assistant
Title Insurance Department
Became a Webbie: February 2016



Jean Celian

Recording Coordinator
Recording Department
Became a Webbie: March



Jonathan Cyrana

Closing Assistant
Title Insurance Department
Became a Webbie: March 2016



Chris Blyth

Shipping and Proofing Coordinator
Title Production Department
Became a Webbie: April 2016



Clifton Moss

Recording Coordinator
Recording Department
Became a Webbie: May 2016



Wesena Smith

RED Closing Assistant
Title Insurance Department
Became a Webbie: March 2016



New Team Members Add Experience to the WebTitle Family

Amy Lonczak

Search Services Coordinator
 Search Services Department
 Became a Webbie: June 2016



Jennifer Krolak

DIL, HUD/VA, and Clearance Coordinator
 Title Insurance Department
 Became a Webbie: May 2016



Adam Kramarz

Abstract Coordinator
 Abstract Department
 Became a Webbie: July 2016



Cassandra Marriott

Search Services Coordinator
 Search Services Department
 Became a Webbie: June 2016



Anna Maiola

Front End Coordinator
 Abstract Department
 Became a Webbie: September 2016



Marilyn Janosko

Title Examiner
 Title Examination Department
 Became a Webbie: August 2016



John Dillman

Assistant Abstract Coordinator
 Abstract Department
 Became a Webbie: August 2016



Megan Skudlarek

Customer Support Specialist
 Title Insurance Department
 Became a Webbie: August 2016



Not Pictured:

Robert Wilsey– Tax and Municipal Search Coordinator,
 Tax Department

Anitria Valentin– Shipping & Proofing Coordinator,
 Title Production Department



Life & Times of WebTitle Team Members



Steve Garvey – New Home!

Steve and his girlfriend, Torri, recently purchased a new home in the RIT neighborhood on the border of Rush and West Henrietta. They were drawn to this house because of its old age mixed with a completely remodeled foundation from top to bottom. The house has plenty of land, which was important for the recent homeowners, and they are currently renovating the laundry room before starting projects on the driveway and garage. Congrats, Steve!

Tracie Jackson – Caring Foster Parent



Aside from her time spent at WebTitle, Tracie also works as a foster parent for children that qualify for Respite Care in the Foster Care and Bridges to Health Programs. She takes care of children for Respite to assist their families by working with the children on difficulties and issues that they may be experiencing at home. Being a foster parent is an incredibly gracious task, and we thank you very much for your part in helping children live a better life!

Katherine & Andrew – Say Hi to Bellatrix

Katherine Rubino from Customer Service and Andrew Hansen from Recording have a new resident in their home, Bellatrix. They adopted her in November from Lollypop Farm.



Jason Marsherall – A New Addition

Jason and his wife are expecting their second child! The second little boy to join the Marsherall clan is expected on February 17th. Congratulations!

Alex Withers – Mr. and Mrs. Withers

A true WebTitle love story. Alex Withers and former WebTitle employee, Marisa (Leone) Withers tied the knot on October 22, 2016. Their beautiful wedding took place at St. Helen's Church in Gates. Alex and Marisa met at WebTitle during Marisa's seven years here as an employee. Cheers to many, happy years of marriage and love!



Dorcas Reyes—Good Luck!

We have said goodbye to longtime Webbie, Dorcas, as she begins a new adventure and relocates to Tampa, Florida. Dorcas has been with us since June of 2006 and she will be missed by all.



She has always been an extremely positive, hardworking, and loyal team member that has gone above and beyond to exceed client expectations. Being with us for 10 years as the Recording Department Manager, we all express sincere appreciation to her and wish her great luck on her new journey!

Employees of the Month:

WebTitle Agency makes every effort to recognize excellence in our office. The Employee of the Month (EOM) award is given when an employee goes above and beyond the day to day expectations of their tasks and duties. The winners are given a framed certificate for their desk. They're also given an additional half day of paid time off and are added to our Employee of the Month plaques in the lobby.

03 MARCH

Alex Withers— Alex is a very helpful employee who takes initiative by training several other employees, putting in overtime hours on the weekends, and assisting in many tasks that the former assistant manager was responsible for. He is always professional, punctual, and willing to go the extra mile.



05 MAY

Donna Capone— Donna was thrown right into a tough workflow when she joined the Post FC team and was able to efficiently stay on top of everything. She is proactive both with the clients and with the workflow. She has made many changes which have benefited the clients and the rest of her team. She continues to look for ways to do everything better and to lead by example.



06 JUNE

Kristen Hazzard— Kristen has a pleasant, positive attitude and a willingness to help when asked for assistance by her co-workers. She understands the need to keep the work moving and doesn't hesitate to assist others to get the task completed and out to our clients. Kristen displays a hardworking attitude and never complains about work interruptions.

07 JULY

Randy Martin— Randy displays the ability to assist co-workers in other departments with their questions in a patient and pleasant manner. He goes out of his way to ensure others get their answers promptly so as to complete their task and keep work moving. He has a positive attitude to staff at all levels.





Employees of the Month Continued...



08 AUGUST

Robin Walravens– Robin is a fantastic employee. She always has a smile on and is willing to assist you when needed. She is always busy working on a task and it is clear that she answers the reception line with a smile on her face. She is the best receptionist we could ask for!

10 OCTOBER

Jared Valvo– Jared is efficient, goes above and beyond, and asks valuable questions to achieve client satisfaction. He is always pleasant and helpful and his supervisor is grateful that he is on his team. Jared is an excellent representation of WebTitle.



11 NOVEMBER

Robbin Bourque– Robbin adds on to her regular tasks by also handling the majority of training for new employees in her department. She is also involved with special projects and is always willing to help out in any way that she can.

09 SEPTEMBER

Andrew Hansen– Andrew is a dedicated member of the team. He has great customer service with quick client responses and goes above and beyond to assist team members. He has done a superb job in assisting with training of new team members.



Celebrating our Own:

Continuity in our office is something we have strived for since the Partners got together. You simply can't put a price tag on the positive effect familiarity has on the customer service experience, as well as office team-building and morale. These folks have all celebrated either 5 or 10 years with us this past year. All anniversaries are mentioned in our monthly staff meetings.

Then, the team members are given a thermos, a \$100 (5 years) or \$250 (10 years) Visa Gift card, \$100 to spend on our company apparel site and, last but not least – a company shirt that says "WebTitle thinks I'm a big deal!" Thank you everyone!



Carol Walker – July 2016

Jose Muriel – July 2016

Jeremy Snyder – August 2016

Susan Stark – January 2017

Dorothy Daniels – February 2017



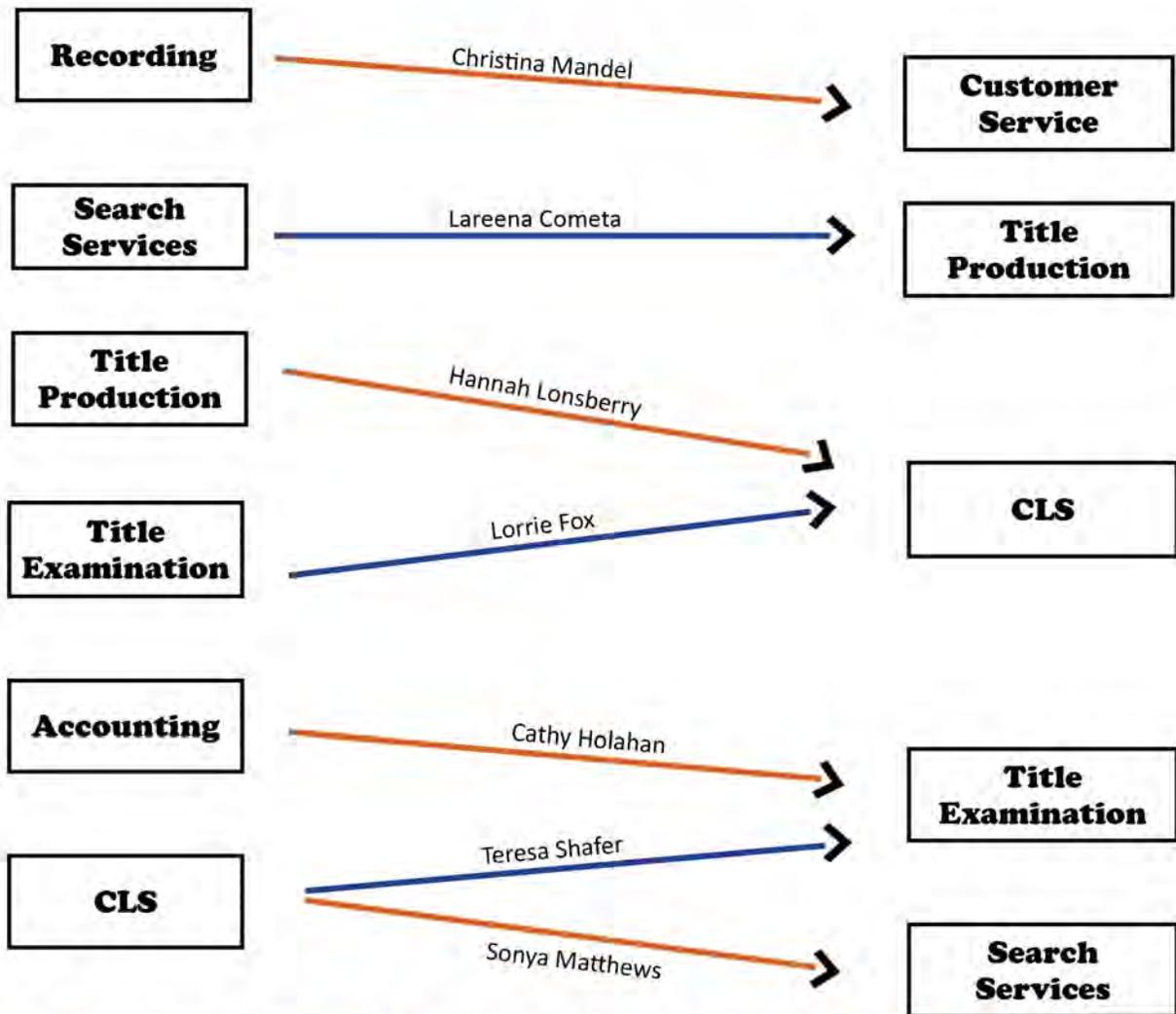
Tracie Jackson – October 2016

Meredith Gandelman – October 2016

Jessica Scally – November 2016

Webbies on the Move:

Haven't heard from your favorite Web team member in a while? Perhaps they have moved to a different department! Here at WebTitle Agency, we stress the importance of cross training in several departments for enhanced understanding of our production pipeline, growing our team members' knowledge for career advancement opportunities, and the capability to ebb and flow as needed when production in a specific department requires some reinforcements. Check out where some of our Webbies have moved to below:



★ Promotions ★

Jared Valvo → Assistant Manager of the **Search Services Department**

Alex Withers → Assistant Manager of the **Tax & Municipal Department**

Shannon Bowens → Accounts Payable Team Lead of **Accounting Dept.**

Dorreda Cruz → Accounts Receivable Team Lead of **Accounting Dept.**

Making Strides for Breast Cancer 2016

Alan participates in the Real Men Wear Pink Campaign



LulaRoe Pop-Up Boutique Event by our very own Kristen Phillips



The Walk — About 50 Webbies decided to participate this year!



This year was very successful for our **Making Strides Against Breast Cancer** campaign. Between Alan participating in the **Real Men Wear Pink** initiative through the **American Cancer Society**, staff donations, a 50/50 raffle, a gift card raffle, a LulaRoe fundraiser, and participating in the walk, we raised just under **\$6,000** to donate to breast cancer research! Our earnings ranked our team at **#37 out of 436 teams!** We were incredibly proud to have received such a high ranking. Alan personally did a great job participating in the **Real Men Wear Pink** campaign as well. The **Real Men Wear Pink** campaign was an initiative in which the **American Cancer Society** chose 20 prominent business leaders in the community to actively show their support by wearing pink throughout the month of October, as well as raise funds for the campaign. Out of 20 participants, **Alan was ranked #2!** The total amount raised by the **Real Men Wear Pink campaign** was **\$32,345**. Thank you to everyone who participated in our campaign by donating money, participating in the walk, or simply promoting our efforts! It is greatly appreciated by all of us here at WebTitle Agency.

Holidays at WebTitle & Giving Back

We teamed up with the **Open Door Mission** and **Papa John's** for their canned food drive for *Thanksgiving* this year! We had a total of **570 cans** to donate to help combat hunger in the Greater Rochester area! Participating in this charity earned us a pizza party in the office, sponsored by **Papa John's!**



WebTitle Angel Tree! We supported the **Willow Domestic Violence Center of Greater Rochester** by participating in the **Adopt A Family** program. This program gave our staff an opportunity to pick an angel off of the tree and purchase a present off of their wish list. Sixty families in need signed up for the program this holiday season!



In appreciation of our valued relationship and our mutual commitment to the community, traditional greeting card and postage monies were donated to **Daystar Kids**. Pictured to the right is Alan with Daystar representatives.



Webbie Holiday Party 2016



CUSPY's 2017

The 1st Annual CUSPY awards ceremony and breakfast reception was held on December 16th, 2016 in the Park Avenue Conference Room at WebTitle Agency's corporate headquarters in Brighton, NY. The CUSPY's is a hybrid of other awards ceremonies, most directly the Dundies, Oscars, and MTV Movie Awards. The awards highlight not only the talents of the winners but also the uniqueness of the various department members. This first edition of the event was hosted by Department Manager Michael J. LaTona and Jason Marsherrall of the Customer Service Department. After the breakfast reception there was a power point presentation which revealed the winners. The 2016 winners included Chun Hong Lo, Jessica Overmoyer, Jason Marsherrall, Tori Clark, Katherine Rubino, Tanena Aaron, Breanna Forger, Christina Mandel, Allyson Curry and Michael J. LaTona, who was awarded the Alan Roides Vanguard Award. The awards were designed and created by Christina Mandel from the customer service department who also has a bachelor's degree in Fine Arts from Nazareth College.



REAL ESTATE RELICS

Station 55

55 Railroad Street



Station 55, self described as “Soho Style Lofts” right here in Rochester are a sight to see. Located at 55 Railroad Street, these apartments are perfect for anyone who wants to live in a renovated industrial building with an urban feel. Developer Drew Costanza purchased the building for \$225,000 and had an initial plan of using the building to lease out for factory space. His plan later changed to include a mix of living spaces as well as an open market space. Costanza later revamped his plan again and spent over \$4 million to transform the building into what it is today, a combination of commercial space, residential living, and a storage unit.

With 60,000 square feet to work with, Station 55 has exposed piping, brick walls, high ceilings, and an unique view of downtown. Options for apartment sizes include studios, one bedrooms, and two bedrooms. Though pricey, these lofts offer many amenities to help ease the cost of rent. A studio apartment starts at \$920 and is 700 square feet. Some amenities included a rooftop patio, a security system, free parking, full time maintenance, walk in closets, and much more. Station 55 is located in the Rochester Public Market neighborhood, walking distance from Black Button Distilling, Nox Cocktail Lounge, Salena’s Mexican Restaurant, the Auditorium Theatre, the Rochester Memorial Art Gallery, and more. Check it out!

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