



Lake County Treasurer

Michael Zuren, PhD

Financial Literacy for Students



SCOUT TROOP FINANCIAL LITERACY CLASS



What is the value in savings?

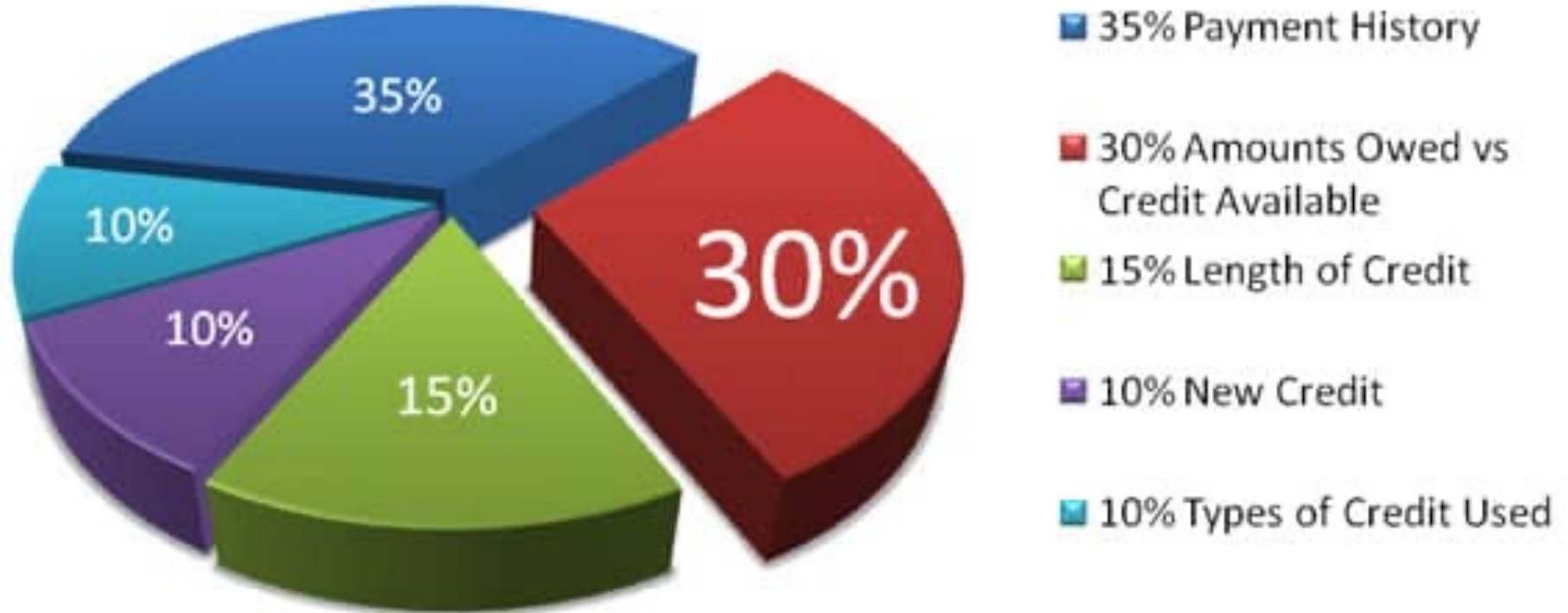


- Saving \$1000 each year and investing in a mutual fund that pays 10% return. After 5 years, how much do you have saved?

<u>Year</u>	<u>Amount</u>	<u>Factor</u>	
1	1000	$1.10+1.21+1.33+1.46+1.61 =$	\$1610
2	1000	$1.10+1.21+1.33+1.46 =$	\$1460
3	1000	$1.10+1.21+1.33 =$	\$1330
4	1000	$1.10+1.21 =$	\$1210
5	<u>1000</u>	$1.10 =$	<u>\$1100</u>
\$5000 invested			\$6710 value

How Credit Scores are Calculated:

The Fair Isaac Corporation developed the “FICO” scoring system. Under this system, credit scores range between 300 and 850.





Identity Theft

AND FRAUD



What is identity theft?



Identity theft and Identity fraud are terms used to refer to all types of crime in which someone wrongfully obtains and uses another person's personal data in some way that involves fraud or deception, typically for financial gain.

Steps To Protect Your Identity



**Prioritize
strong
online
security**



**Regularly
monitor
your credit
reports**

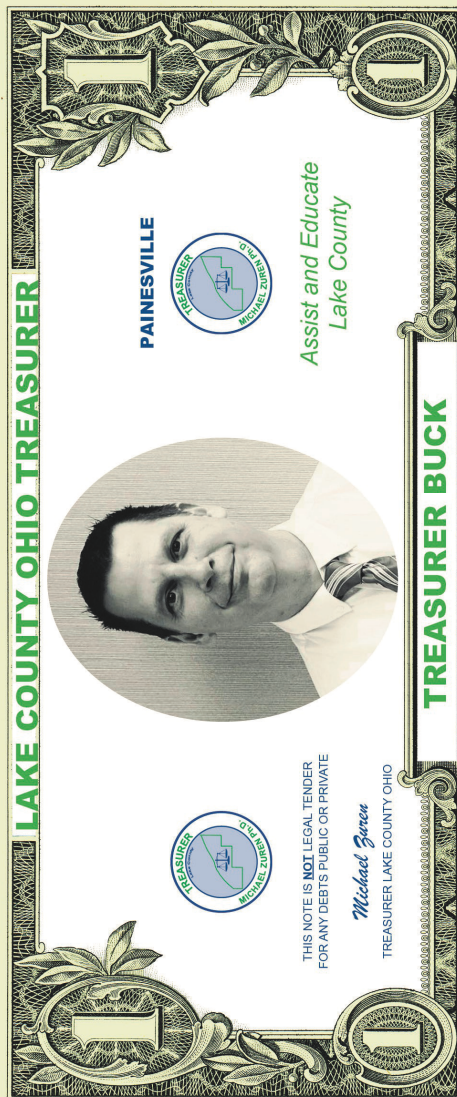


**Safeguard
personal
documents**



**Remain vigilant
about
potential scams**





BUILD YOUR BUDGET



Net Pay: _____

Monthly Fixed Expenses

Rent	\$1000
Utilities	\$200
Insurance	\$100
Cell Phone	\$100
Add Student Loan if you're an Educator	\$0 or \$300

Subtotal

Monthly Variable Expenses

Groceries		\$300
Savings	\$0 or \$100	-----
Dining Out	\$25 per meal # of times	-----
Fast Food	\$12 per meal # of times	-----
Entertainment	\$0 \$50 or \$100	-----
Clothing	\$0 \$50 or \$100	-----
Car Payment	\$250 used \$400 new	-----
Gasoline	\$100	-----
Car Repairs/Maintenance	\$50 used \$0 new	-----
Laketran	\$0 \$100	-----
Charity	\$0 \$50 or \$100	-----
Dog / Cat	\$0 \$100	-----

Total



Escrow Solutions for Property Tax Escrow Collection

Overview Presentation

Ryan Coughlin - Managing Director Sales, National Deposit Group

Chris McNeil - Director of Strategy and Business Management, National Deposits Group

Welcome.

May 14, 2025

About Huntington Bank

Huntington Bancshares Incorporated is a \$210 billion asset regional bank holding company headquartered in Columbus, Ohio. Founded in 1866, The Huntington National Bank and its affiliates provide consumers, small and middle-market businesses, corporations, municipalities, and other organizations with a comprehensive suite of banking, payments, wealth management, and risk management products and services. Huntington operates approximately 968 branches in 13 states, with certain businesses operating in extended geographies.



Escrow Solutions

Escrow Solutions, the sub-accounting application, is a self-service platform that facilitates a customer's subaccount or ledgering needs. Customers typically use a single master account with multiple sub-accounts, managed online.

BENEFITS OF ESCROW SOLUTIONS

- Self-service solution accessed through CBO
- Unlimited number of sub-accounts per master account
- Interest or noninterest-bearing options available at set up Annual 1099-INT tax reporting
- Sub-accounts receive FDIC Passthrough Insurance or Collateral when needed

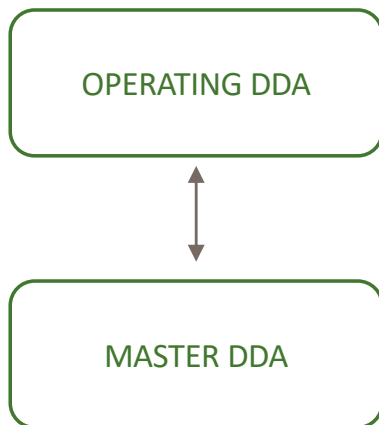
Escrow Solutions

Consolidation and organization can help manage escrow more efficiently. Learn more on how Huntington Bank can help.

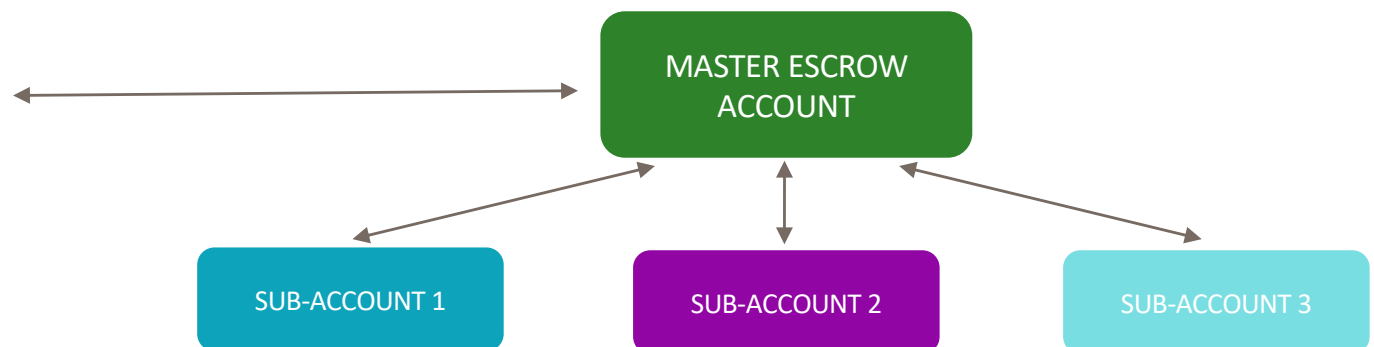
FEATURES	BENEFITS
Online management	Use your Huntington Business Online account to administer additional users within your organization. Open, close and maintain sub-account details and disburse funds as needed. (W-9 form is required for each interest-bearing sub-account before being eligible for allocation transactions.).
Sub-account allocation of funds	An unlimited number of sub-accounts with the same escrow purpose can be set up for each master account. Funds are deposited into a single master account and are then allocated to sub-accounts created by your administrator through the Escrow Solutions tool on Business Online. Options are available for you to set up ACH or Wire deposits with data that matches existing sub-accounts so that funds can automatically allocate to the corresponding sub-account.
Interest bearing option available	Subaccounts accrue interest daily and post to the sub accounts at the end of the month. Interest splitting options are also available between sub and master.
Audit reporting	Daily exception reports, weekly activity reports, monthly statements, and annual tax reporting are automatically generated through the Escrow Solutions tool. Individual sub-account level transaction history and statements are available to your clients in a read-only format if you choose to share them.
Oversight for sensitive data	Assign your employees permission levels applicable to their roles. Dual approval requirements can be set for distributions or transfers of funds.
Simplify distributions	Paying interest or closing a sub-account and distributing the funds can be managed through the online tool. Funds are directed from the sub-account to the master for payment to your client via your preferred channel. (ACH, wire).

Account Structure

ACCOUNTS MANAGED IN BUSINESS ONLINE



ACCOUNTS MANAGED IN THE ESCROW SOLUTIONS TOOL




For interest bearing accounts, W-9 forms must be received and verified by Huntington prior to sub-accounts being available for allocations.

W-9 forms must be sent to EscrowSolutionsSupport@Huntington.com

Individual sub-account level transaction history and statements are available in a read-only format through Huntington.com



Master Account Summary

 Print

Account

Bank Name	Customer ID
THE HUNTINGTON NATIONAL BANK	LANDLORD TENANT

\$ Master Balance

Current	Available
\$6,700.00	\$5,400.00

\$ Escrow Balance

Current	Available
\$2,500.00	\$3,800.00

Escrow Accounts

Total	Open	Closed
7	5	2

Processing Dates

Last	Current	Next
05/31/2019	06/03/2019	06/04/2019

Pending


Allocations	Transfers
4	2

Welcome.



Master Account Transaction History

« < Page 1 of 6 > » 130 Items

 Export Print

▾ Selections

Effective Date ▾	Processed Date	Escrow	Description	Serial Nbr	Memo ID	Debit (-)	Credit (+)	Balance
04/11/2025	04/14/2025	611000000323	ALLOCATION			\$796.61		\$0.00
04/11/2025	04/11/2025	611000000413	ALLOCATION		0000073914	\$1,200.00		\$796.61
04/11/2025	04/11/2025	611000000430	ALLOCATION		0000073914	\$10,456.90		\$1,996.61
04/11/2025	04/11/2025	611000000323	BUS ONL TFR FRM CHECKING		0000095332		\$796.61	\$12,453.51
04/11/2025	04/11/2025		BUS ONL TFR FRM CHECKING		0000073914		\$11,656.90	\$11,656.90
03/21/2025	03/21/2025	611000000413	ALLOCATION		0000070533	\$1,200.00		\$0.00
03/21/2025	03/21/2025	611000000430	ALLOCATION		0000070533	\$10,456.90		\$1,200.00
03/21/2025	03/21/2025	611000000323	ALLOCATION		0000070533	\$237.62		\$11,656.90
03/21/2025	03/21/2025		BUS ONL TFR FRM CHECKING		0000070533		\$11,894.52	\$11,894.52

Welcome.

Thank you!
Questions?

Welcome.



EscrowCloud and EscrowTaxes.com

How Escrow Services work in the State of Ohio

Niko Spyridonos | CEO | Autoagent | 5/14/2025



Who we are

Autoagent is company founded in 1995. We invented EscrowCloud in 2001 and in 2012 the company renamed to Autoagent. Today we are a family of 32 professionals servicing more than 3,000 local Government agencies with innovative payment solutions.

Our team consists of executives to sales, admin, onboarding, partnerships and with one of the most capable customer service departments based 100% in the US.



Joyell, Megan, Gene, Connie, Ben, Katie, Andrea, Yanni, Joe, Gabe, Michael, Ryan D, Ryan G, Irae, Rudy, Dennis, Cari, Chris, Rabbie, Gillian, Jessica, Mike, Natalie, Melissa, Christopher



Who we are



Turn Tax and Fee Collection into Community Connection—at No Cost to You

Since 2001, Autoagent has been transforming government payments from a necessary chore into a seamless civic interaction. Our complementary innovations, EscrowCloud and MuniciPay, bridge the gap between thousands of government agencies and millions of constituents, fostering trust and efficiency.

What government gains

- Timely, accurate payments with crystal-clear, real-time financial insights
- Less burdensome work for small teams
- Better relationships with payers (third-party and citizens)
- Unwavering, expert support from a U.S.-based success team, available 24/7

What constituents love

- Effortless payments that fit their lifestyle
- Fair fees that respect their wallet
- A government that moves at the speed of life



AUTOAGENT BY THE NUMBERS

24 years

in business

3K+

local government offices

60M+

US properties

\$295B+

payments processed

48

states

Proud

US-based support

95%

reduction in refunds

Growing

financial stability

PATENT

US Patent: US9552612B2

Autoagent In Ohio



71/88 Counties since 2012

6 million property tax bills are updated an average of 168 times per year.

135K refunds prevented since 2021 from 531 payer groups



74 Government Offices / 29 County Treasurers

Ohio County Treasurers, Records, Cities and Villages trust Autoagent for their online, in-person and IVR payments processing.



Imagine simplifying tax payments for more than 6 million OH properties. That's EscrowCloud for Ohio. We transform your tax office into a model of efficiency in just a few hours, without costing you a dime.

ESCROWCLOUD OVERVIEW



The Property Tax Payment Process Is Complex

Mortgage lenders often establish escrow accounts to collect property taxes and insurance premiums for borrowers. Third-party payment processors then step in as intermediaries, managing the flow of funds between lenders, and tax authorities.

These processors are responsible for:

- Maintaining accurate transaction records
- Monitoring payment deadlines
- Ensuring timely payments

Unfortunately, the system isn't foolproof. Stale data leads to payment inaccuracy, resulting in:

- Confusion among taxpayers
- Uneven government accounting
- Double payments by property owners
- Increased refunds issued by county treasurers

WHAT IS ESCROWCLOUD?



Revolutionizing Property Tax Management

Autoagent's flagship product is the only patented tax processing application for county treasurers, tax servicers, mortgage lenders, and mass payers (property managers).

EscrowCloud streamlines tax collection for 6 million Ohio properties.

- **Market-leading escrow tax payment processor**
- **Provides up-to-the-minute tax files**
- **Eliminates 95% of property tax refunds and payment issues**

Meeting Challenges: EscrowCloud for Mortgage Lenders



Mortgage lenders face significant challenges with property tax escrow operations including:

- Manual reconciliation of outdated data
- Unpredictable escrow imbalances that cause customer dissatisfaction
- Missed opportunities to maximize homeowner tax advantages
- Difficulty tracking payment deadlines across multiple jurisdictions
- Resource-intensive refund processing and exemption handling
- Complex application of tax exemptions, credits, and discounts
- Increasing compliance and regulatory requirements

Today's Reality

Most lending institutions accept inefficiencies, manual rework, and preventable errors as unavoidable costs of property tax servicing.

Automation of Tax Data



The key to the success of EscrowCloud is the capability to consume vast amounts of tax billing data on a daily basis. The result is accurate up to date billing data that prevent payment errors both for the Treasurer's office and the mass payer.

Transforming Property Tax Fulfillment with Real-Time SaaS Controls

**Consuming 25
million records
per day**

**Presenting accurate
amounts designed for
escrow or non-escrow
mass pay**

**Perfectly balanced
payment files
designed for the tax
software used by
each tax office**



Advanced Reporting

Accurate reporting is important for a tax office to know who was the mass payer on record and the real-time status of the tax bill.

Item Info for 01000000100 | Real Estate

Item Information

Balances

Billing Data History

Payer History

Item Details

Parcel ID

Original ID

Status

Owner Details

Owner Name

Address

Legal Description

Cautious Carrot Llc

872 874 Summit St , OH

LOTS 23 AND 24 , 872-874 SUMMIT S

Item Info for 01000000100 | Real Estate

Item Information

Balances

Billing Data History

Payer History

Date	Field	Original	Updated
January 23, 2025 06:25PM EST	Balance Due 1	\$2,963.32	\$0.00
January 02, 2025 06:32PM EST	Balance Due 1	\$3,230.76	\$2,963.32
December 31, 2024 06:33PM EST	Original Tax 1	\$3,357.52	\$3,230.76
	Original Tax 2	\$3,357.52	\$3,230.76
	Balance Due 1	\$0.00	\$3,230.76
	Balance Due 2	\$0.00	\$3,230.76
June 13, 2024 06:30PM EDT	Balance Due 2	\$3,357.52	\$0.00
January 17, 2024 06:25PM EST	Balance Due 1	\$3,357.52	\$0.00

Reporting / Pre-Committed – Not Paid



Reports that can help a tax office prevent tax payers from not paying their tax bill that used to be on escrow or to monitor the shift of tax bills between mortgage lenders.





Real-time tool that can be plugged in to your web site to assist homeowners or businesses to see the real-time status of their tax bill and who is servicing it.

Use our EscrowCheck tool see the real-time tax payment status from banks, mortgage companies, and other lenders. Before making a payment or calling our office with questions on payment statuses, please utilize the tool below to determine if you already have an escrow on your property and whether your escrow payment has been submitted to our office.

01005911000

Powered by [Autoagent EscrowCloud™](#)

We found an Escrow on your Account!

We found a current escrow on your account through **PREMIER BANK**. ~~You should not make a direct payment~~ as your escrow company has indicated on **April 29, 2025** they will be paying your taxes to Franklin County Treasurer, OH on your behalf.

Parcel Number: 01005911000	Current Balances
Sheikh Hassan	Prior Year: \$0.00
1315 Minnesota AvOH	Current Year: \$0.00

Homeowner searches for their tax bill

EscrowCheck informs in real-time who (if any) servicer has paid or committed to pay their tax bill





ESCROWTAXES.COM for Ohio

EscrowTaxes.com is a self-escrow product designed by Autoagent for the purpose of allowing citizens (homeowners and business operators) to self-escrow their property tax bills in order to ease the pain of paying large property tax bills during collection cycles.

Autoagent has conducted exhaustive diligence with our Auditors, Accountants and Legal to ensure that the company is in the clear to provide Escrow services. We partnered with Huntington National Bank for their flexible Escrow Platform for accurate tracking of escrows and releasing of escrowed funds to each tax office.

This new product is an online portal and will harness the power of EscrowCloud and Municipay.

The EscrowCloud product is utilized by 71 out of the 88 Treasurers' Offices in Ohio. That product is the underlying tech that services the billing data necessary for the bill presentment component of the EscrowTaxes.com product as well as the monthly break down necessary for escrow.

The Municipay product is the customer facing product for the lookup of the property and the payment scheduling of the EscrowTaxes.com system. There is no need for a tax office to use the Municipay product. The 29 current Municipay Counties in OH will not be affected.



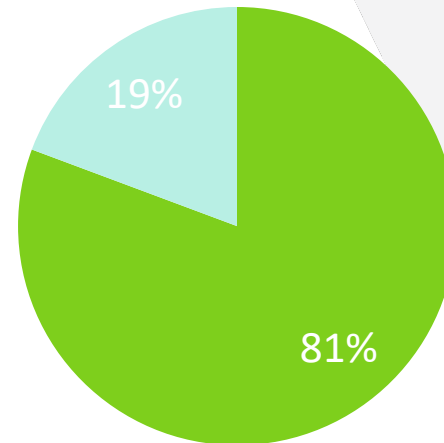


EscrowCloud Use in Ohio

71 out of the 88 Agencies Use EscrowCloud – 81% of all Counties

Defiance County Treasurer
Fayette County Treasurer
Lorain County Treasurer
Allen County Treasurer
Van Wert County Treasurer
Trumbull County Treasurer
Knox County Treasurers Office
Auglaize County
Meigs County Treasurer
Perry County Treasurer
Shelby County Treasurer
Ashtabula County Treasurer
Jackson County Treasurer
Clinton County Treasurer
Sandusky County
Cuyahoga County Treasurer
Ross County Treasurer
Athens County Treasurers Office
Fulton County Treasurer
Summit County Fiscal Office Treasurer
Wood County Treasurer
Wayne County Treasurer
Brown County Treasurer
Pike County Treasurer
Union County
Delaware County Treasurer
Butler County Treasurer
Madison County Treasurers Office
Henry County Treasurer's Office
Highland County
Paulding County Treasurers Office
Clark County Treasurer
Mercer County Treasurer
Washington County Treasurer
Mahoning County Treasurer

Lawrence County Treasurer
Hamilton County Treasurer
Medina County Treasurer
Hardin County Treasurer
Portage County Treasurer
Huron County Treasurers Office
Williams County Treasurer
Tuscarawas County Treasurers Office
Morrow County Treasurer's Office
Seneca County Treasurer
Jefferson County Treasurers Office
Franklin County Treasurer
Licking County Treasurer
Wyandot County Treasurer
Stark County Treasurer
Greene County Treasurer
Crawford County Treasurer
Fairfield County Treasurer
Logan County Treasurer
Miami County Treasurer
Erie County Treasurer
Lake County Treasurer
Morgan County Treasurer
Lucas County Tax Collector
Guernsey County Tax Office
Geauga County Treasurer
Richland County Treasurer
Monroe County Treasurer
Pickaway County Treasurer
Harrison County
Champaign County Treasurer
Belmont County
Preble County Treasurer
Montgomery County
Clermont County Treasurers Office
Hocking County Treasurer



 **ESCROWCLOUD**
BY AUTOAGENT

Accurate Tax Processing

■ On EscrowCloud ■ No EscrowCloud



Cost & Requirements



EscrowCloud is necessary for the EscrowTaxes.com tool
Wire or ACH acceptance of payments for the delivery of escrow payments
71/88 agencies in OH are EscrowCloud ready

Remaining 17 agencies will need to elect to be onboarded on EscrowCloud on a as-needed basis.



The MunicipalPay interface will be the merchant services tool used by EscrowTaxes.com.

No need for the tax offices to utilize the MunicipalPay service neither to be a merchant. The merchant is Autoagent.

OH tax offices that use the MunicipalPay product will not see a change in their MunicipalPay.

Cost

The Autoagent products do not cost anything to the Treasurers' Offices. All is funded by service fees by the payer side

It will not cost anything for the end user (payer) to research and register on the EscrowTaxes.com portal.

Scheduled escrow transactions are subject to service fees



Funds Flow & Intelligence Sharing

User Payments

- Citizen selects their county of choice
- Enter their Parcel/Property ID or account number to locate tax bill
- EscrowTaxes.com will generate a monthly installment plan the user can sign up for.
- The end user must sign up for the service for free by creating an EscrowTaxes.com account using their email, Google or Apple ID, or sign in to their existing account if it was created in the past.
- The end user will need to sign an escrow agreement between Autoagent and themselves for each property bill.
- The installment plan is based on prior year amounts with a slight increase between 2-3% to account for annual increases.
- When the current year amounts are available, EscrowTaxes.com will adjust the final installment up or down to account for the remaining balance.
- EscrowTaxes.com will manage all notifications and customer service related to escrow matters including NSF's and chargebacks. The users will have the ability to cancel at any time and their escrowed funds will be returned to them.



Escrow Release

The Escrowed funds are distributed directly by Autoagent on your EscrowCloud account as a mass payment from "EscrowTaxes.com"

Requirements are:

- Using EscrowCloud
- Ability to receive Wires or ACH
- Tax offices that are already on the EscrowCloud would need to allow Autoagent to collect escrow payments
- Tax offices that are not on EscrowCloud will need to establish the EscrowCloud service with Autoagent – a free product – no strings attached.
- Accurate and up-to-date billing data is a must. Billing data automation is



Intelligence

The EscrowCloud tool will be EscrowTaxes.com aware and disallow mortgage lenders to double pay existing self-escrow accounts.

The Muncipay tool used by County Treasurers will also be aware of self-escrow on EscrowTaxes.com and will inform the end user.

EscrowTaxes.com reporting will be available to the tax office as needed.





Changes on your EscrowCloud



What to expect on your EscrowCloud Account

Once the tax office elects to allow Autoagent to enable Escrow services:
A new payer will appear on the list of payers “EscrowTaxes.com”. Just like Cotality, Lereta, etc.



Payments from EscrowTaxes.com will be released and sent through the EscrowCloud portal on the due date of each cycle. Payment files are same as every other mass payer. Funds will be sent via wire. Alternatively, ACH. No checks

May 01, 2025 02:09PM EDT Payment	EscrowTaxes.com ✓ Payment Received on May 01, 2025 (Edit Date) ⚠ Remember to download this Commitment file.	159	\$6,761.00 <input checked="" type="checkbox"/> Mark ACH Received	Options ▾
--	--	-----	---	---------------------------



EscrowTaxes.com

2.5%

Credit Card / Debit Card

\$1.00

ACH / eCheck

Monthly

payments

6M

active Ohio parcels

71

Agencies on EscrowCloud

Support

US-based support

self

escrow

self

managed

Launch

July 1, 2025



Payments Empowering Communities

THANK YOU