

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Aztec Abstract & Title Insurance, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: P.O. Box 1233, Portales, NM 88130
 CONTACT NAME: Bessie Engram

Check One:

- INDEPENDENT (NON-AFFILIATED) Title insurance agencies that are independently owned and write title insurance business one or more title insurance underwriters
- AFFILIATED Title insurance agencies with 10% or greater ownership by a title insurance underwriter, including wholly-owned agencies.
- DIRECT Agency-type operations performed by the home or branch office of a title insurance underwriter. This does NOT include wholly-owned agencies.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	340,290
2. Less: Remitted title insurance premiums (from Schedule B)	68,058
3. Retained title insurance premiums (from Schedule B)	272,232
4. Other income (from Schedule C)	215,486
5. Total Revenue	487,718

Part B: Expenses	
1. Employees' salaries and wages	200,515
2. Owners' and partners' salaries and wages	
3. Employee benefits	79,066
4. Rent	47,890
5. Insurance	4,761
6. Legal expense	
7. Licenses, taxes and fees	2,448
8. Title plant expense and maintenance	5,588
9. Office supplies	27,419
10. Depreciation	
11. Automobile expense	6,011
12. Communication expense	11,955
13. Education expense	2,804
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,814
17. Loss and loss adjustment expense (from Schedule D)	8,572
18. Accounting and auditing expense	1,833
19. Public relations expense	9,256
20. Other expenses (from Schedule E)	65,356
21. Total Expenses	475,289

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	12,429

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	21,769
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	1,113
10. Total Excluded Expenses	22,882

Part E: Net Income	
1. Net income as reported on the books of the agency	(10,453)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	3 Title Premiums Remitted or Owed by This Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	142931	28586	114,345
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	87386	17477	69,909
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	109973	21995	87,978
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	340290	68058	272232
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 20.0%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2013

Description of Income Item		
A.	Closing Fees	92,948
B.	Abstracting and Title Report Income	5,076
C.	Recording Fees	21,600
D.	Copy Fees	464
E.	Inspection Fees	0
F.	Interest Income	0

Itemization of All Other Income		
G.	1031 Fees	3,200
H.	Courier	10,111
I.	Escrow Collection	37,506
J.	Postage	1,557
K.	Miscellaneous (non-taxable)	6,097
L.	NM Gross Receipts Tax	12,766
M.	Miscellaneous	24,163
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	215,486
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

Description of Expense Item		
1.	Closing Losses	2,907
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,665
Total (Carry forward to Schedule A, line B-17)		8,572

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Utilities	14,228
2.	Recording Fees	21,500
3.	Copies	132
4.	Maintenance	6,461
5.	Outservice	917
6.	Other Expenses	22,119
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Total (Carry forward to Schedule A, line B-20)		65,356

Part B - Excluded Expenses		
1.	Charitable Donations	1,113
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Total (Carry forward to Schedule A, line D-9)		1,113

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SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1	2	3	4	5
Name and Address of Affiliated Agency	Relation to Your Agency	Amount	Description Code	Reported Elsewhere in This Report?
Total:		0		

Description	Code
Income	I
Expense Allocation	E

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2013

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	167,078
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	173,212
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	340,290

Crosscheck with Schedule B:	340,290
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Bessie L. Engram	25.5%	
Tim Engram	25.5%	
Amanda K. Harris	24.5%	
Richard A. Engram	24.5%	
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above