

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Aztec Abstract & Title Insurance, Inc.
ADDRESS: P.O. Box 1233, Portales, NM 88130
CONTACT NAME: Bessie L. 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)	287,123
2. Less: Remitted title insurance premiums (from Schedule B)	57,425
3. Retained title insurance premiums (from Schedule B)	229,698
4. Other income (from Schedule C)	226,263
5. Total Revenue	455,962

Part B: Expenses	
1. Employees' salaries and wages	195,285
2. Owners' and partners' salaries and wages	
3. Employee benefits	87,429
4. Rent	18,600
5. Insurance	3,586
6. Legal expense	
7. Licenses, taxes and fees	2,251
8. Title plant expense and maintenance	4,506
9. Office supplies	17,700
10. Depreciation	
11. Automobile expense	5,070
12. Communication expense	18,705
13. Education expense	2,342
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	555
17. Loss and loss adjustment expense (from Schedule D)	19,748
18. Accounting and auditing expense	1,941
19. Public relations expense	1,904
20. Other expenses (from Schedule E)	65,955
21. Total Expenses	445,577

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	10,384

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	20,798
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)	1,230
10. Total Excluded Expenses	22,028

Part E: Net Income	
1. Net income as reported on the books of the agency	(11,644)

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

Part G: Employees	
1. Total number of employees	

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	178145	35629	142,516
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	48993	9799	39,194
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	59985	11997	47,988
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	287123	57425	229698
	(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, 2015

Description of Income Item	
A. Closing Fees	90,830
B. Abstracting and Title Report Income	9,756
C. Recording Fees	17,735
D. Copy Fees	944
E. Inspection Fees	
F. Interest Income	

Itemization of All Other Income	
G. 1031 Fees	7,200
H. Courier	8,065
I. Escrow Collection	42,853
J. Postage	1,814
K. Miscellaneous (Non-taxable)	5,100
L. NM Gross Receipts	13,097
M. Miscellaneous	12,133
N. Other Miscellaneous	16,737
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	226,263
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	14,598
2.	Agent Errors	252
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	436
5.	E&O or Fidelity Insurance	4,462
Total (Carry forward to Schedule A, line B-17)		19,748

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Utilities	7,167
2.	Recording Fees	17,225
3.	Copies	174
4.	Maintenance	24,168
5.	Outservices	1,910
6.	Other Expenses	15,312
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Total (Carry forward to Schedule A, line B-20)		65,955

Part B - Excluded Expenses		
1.	Charitable Donations	1,230
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Total (Carry forward to Schedule A, line D-9)		1,230

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For the Calendar Year Ending December 31, 2015

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, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	173,896
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	113,227
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	287,123

Crosscheck with Schedule B:	287,123
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	33.7%	NA
Tim Engram	33.6%	NA
Amanda K. Harris	32.7%	NA
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