

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

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)	136,695
2. Less: Remitted title insurance premiums (from Schedule B)	27,339
3. Retained title insurance premiums (from Schedule B)	109,356
4. Other income (from Schedule C)	145,221
5. Total Revenue	254,577

Part B: Expenses	
1. Employees' salaries and wages	128,442
2. Owners' and partners' salaries and wages	
3. Employee benefits	62,263
4. Rent	18,328
5. Insurance	4,376
6. Legal expense	
7. Licenses, taxes and fees	2,694
8. Title plant expense and maintenance	5,652
9. Office supplies	4,933
10. Depreciation	
11. Automobile expense	1,584
12. Communication expense	15,583
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,562
17. Loss and loss adjustment expense (from Schedule D)	8,527
18. Accounting and auditing expense	1,945
19. Public relations expense	1,152
20. Other expenses (from Schedule E)	50,239
21. Total Expenses	307,281

Part C: Net Income for Rate-making Purposes	
1. Income (Loss) from Operations	(52,704)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	12,435
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)	383
10. Total Excluded Expenses	12,818

Part E: Net Income	
1. Net income as reported on the books of the agency	(65,523)

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

Part G: Employees	
1. Total number of employees	9

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2017

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	Title Premiums Remitted or Owed by this Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	98485	19697	78,788
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	38210	7642	30,568
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			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	136695	27339	109356
	(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, 2017

Part A: Description of Income Item		
1.	Closing Fees	47,317
2.	Abstracting and Title Report Income	8,830
3.	Recording Fees	9,294
4.	Copy Fees	46
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	1031 Fees	0
8.	Courier	3,089
9.	Escrow Collection	40,809
10.	Postage	1,044
11.	Miscellaneous (Non-taxable)	3,985
12.	NM Gross Receipts	9,150
13.	Miscellaneous	15,372
14.	Other	6,287
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	145,221
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2017

Description of Expense Item		
1.	Closing Losses	2,352
2.	Agent Errors	1,210
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,966
Total (Carry forward to Schedule A, line B-17)		8,527

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses		
1.	Utilities	8,216
2.	Recording Fees	9,410
3.	Copies	58
4.	Maintenance	15,813
5.	Outservices	719
6.	Other Expenses	16,022
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20.		
Total (Carry forward to Schedule A, line B-20)		50,239

Part B - Excluded Expenses		
1.	Charitable Donations	383
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Total (Carry forward to Schedule A, line D-9)		383

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For the Calendar Year Ending December 31, 2017

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, 2017

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	53,160
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	83,535
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	136,695

Crosscheck with Schedule B:	136,695
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%	
Tim Engram	33.6%	
Amanda K. Harris	32.7%	
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