

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: **Dona Ana Title Company**
 FEDERAL I.D. NUMBER:
 ADDRESS: **425B South Telshor, Las Cruces, NM 88011**
 CONTACT NAME: **Gary Sandoval**

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)	3,515,979
2. Less: Remitted title insurance premiums (from Schedule B)	703,196
3. Retained title insurance premiums (from Schedule B)	2,812,783
4. Other income (from Schedule C)	781,435
5. Total Revenue	3,594,218

Part B: Expenses	
1. Employees' salaries and wages	1,545,871
2. Owners' and partners' salaries and wages	0
3. Employee benefits	447,976
4. Rent	354,491
5. Insurance	315
6. Legal expense	0
7. Licenses, taxes and fees	6,618
8. Title plant expense and maintenance	197,609
9. Office supplies	45,157
10. Depreciation	7,373
11. Automobile expense	7,553
12. Communication expense	91,573
13. Education expense	3,945
14. Bad debts	6,853
15. Interest expense	0
16. Employee travel and lodging	5,442
17. Loss and loss adjustment expense (from Schedule D)	2,408
18. Accounting and auditing expense	4,226
19. Public relations expense	15,567
20. Other expenses (from Schedule E)	92,680
21. Total Expenses	2,835,657

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	758,561

Part D: Excluded Expenses	
1. NMLTA lobbying expense	521
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	323
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	844

Part E: Net Income	
1. Net income as reported on the books of the agency	757,717

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	2,641,647

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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			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	88536	17707	70,829
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	3427443	685489	2,741,954
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	3515979	703196	2812783
	(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	652,630
B.	Abstracting and Title Report Income	92,601
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Messenger/Courier Fees	36,204
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	781,435
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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	2,408
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		2,408

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Equipment Lease	96
2.	Donations/Lobbying	4,610
3.	Trade Association Fees	6,005
4.	Storage	54,004
5.	DP Expenses	4,000
6.	Furniture/Equipment Maintenance & Repairs	4,151
7.	Corporate Allocations	0
8.	Outside Closing Fees	0
9.	Miscellaneous Expense	19,814
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		92,680

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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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?
NONE				
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	
De Baca	
Dona Ana	3,482,153
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	33,826
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,515,979

Crosscheck with Schedule B:	3,515,979
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)
First American Title Insurance Company	100.0%	UW
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