

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Dona Ana Title Company
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)	3,158,502
2. Less: Remitted title insurance premiums (from Schedule B)	631,701
3. Retained title insurance premiums (from Schedule B)	2,526,801
4. Other income (from Schedule C)	871,369
5. Total Revenue	3,398,170

Part B: Expenses	
1. Employees' salaries and wages	1,799,626
2. Owners' and partners' salaries and wages	0
3. Employee benefits	457,330
4. Rent	433,412
5. Insurance	326
6. Legal expense	0
7. Licenses, taxes and fees	73,307
8. Title plant expense and maintenance	246,503
9. Office supplies	45,214
10. Depreciation	3,998
11. Automobile expense	5,609
12. Communication expense	101,048
13. Education expense	3,845
14. Bad debts	(7,239)
15. Interest expense	0
16. Employee travel and lodging	2,315
17. Loss and loss adjustment expense (from Schedule D)	10,751
18. Accounting and auditing expense	6,168
19. Public relations expense	24,548
20. Other expenses (from Schedule E)	86,423
21. Total Expenses	3,293,184

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	104,986

Part D: Excluded Expenses	
1. NMLTA lobbying expense	445
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	39
6. Penalties	232
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	716

Part E: Net Income	
1. Net income as reported on the books of the agency	104,270

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	2,962,856

Part G: Employees	
1. Total number of employees	19

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			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	263848	52770	211,078
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	65	13	52
First American Title Insurance Company	2894589	578918	2,315,671
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	3158502	631701	2526801
	(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	594,474
B.	Abstracting and Title Report Income	249,031
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Messenger/Courier Fees	27,864
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	871,369
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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	10,751
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)		10,751

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Equip Lease	8,290
2.	Donations/Lobbying	5,304
3.	Trade Assn Fees	2,235
4.	Storage	60,038
5.	DP Expenses	2,694
6.	Furn & Equip Maint & Rep	2,872
7.	Outside Closing Fees	(2,659)
8.	Miscellaneous Exp	7,649
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		86,423

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
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, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	3,155,468
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	3,034
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	3,158,502

Crosscheck with Schedule B:	3,158,502
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