

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Four Corners Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: 311 S Third Street Gallup, NM 87301
 CONTACT NAME: Mary Villaneueva

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)	205,570
2. Less: Remitted title insurance premiums (from Schedule B)	40,113
3. Retained title insurance premiums (from Schedule B)	165,457
4. Other income (from Schedule C)	57,254
5. Total Revenue	222,712

Part B: Expenses	
1. Employees' salaries and wages	129,620
2. Owners' and partners' salaries and wages	
3. Employee benefits	1,109
4. Rent	6,000
5. Insurance	5,051
6. Legal expense	
7. Licenses, taxes and fees	256
8. Title plant expense and maintenance	3,385
9. Office supplies	11,487
10. Depreciation	1,719
11. Automobile expense	11
12. Communication expense	9,463
13. Education expense	125
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	907
17. Loss and loss adjustment expense (from Schedule D)	7,081
18. Accounting and auditing expense	2,351
19. Public relations expense	2,737
20. Other expenses (from Schedule E)	18,210
21. Total Expenses	199,511

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	23,201

Part D: Excluded Expenses	
1. NMLTA lobbying expense	70
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	427
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	4,259
10. Total Excluded Expenses	4,756

Part E: Net Income	
1. Net income as reported on the books of the agency	18,445

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	163,594

Part G: Employees	
1. Total number of employees	5

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

THE COUNTY OF

I, _____, the _____ (job position) of _____ (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2017.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	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	51554	9944	41,610
Chicago Title Insurance Company	59554	14604	44,950
Commonwealth Land Title Insurance Company	56142	7543	48,599
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	38320	8022	30,298
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	205570	40113	165457
	(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: 19.5%

PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	38,669
2. Abstracting and Title Report Income	6,981
3. Recording Fees	950
4. Copy Fees	2,896
5. Inspection Fees	45
6. Interest Income	

Part B: Itemization of All Other Income	
7. Document Preparation	3,282
8. Delivery Fees	3,521
9. Bank Wire Fees	643
10. Miscellaneous	268
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	57,254
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for	7	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 700.00	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	894
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,187
Total (Carry forward to Schedule A, line B-17)		7,081

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Copies	2,972
2.	Postage and Freight	5,252
3.	Dues & Subscriptions	2,620
4.	Miscellaneous	91
5.	Repairs and Maintenance	3,064
6.	Janitor	1,370
7.	Entertainment	427
8.	Research	420
9.	Utilities	1,996
10.		
11.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		18,210

Part B - Excluded Expenses		
1.	Straight Line Depreciation	4,259
2.		
3.		
4.		
5.		
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7.		
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9.		
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12.		
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20.		
Total (Carry forward to Schedule A, line D-9)		4,259

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	205,570
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	205,570

Crosscheck with Schedule B:	205,570
Difference:	0

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For the Calendar Year Ending December 31, 2016

SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Richard C and Janet Kauzlaric Revocable Trust		
Janet Kauzlaric Trustee	100.0%	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