

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

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)	246,832
2. Less: Remitted title insurance premiums (from Schedule B)	51,159
3. Retained title insurance premiums (from Schedule B)	195,673
4. Other income (from Schedule C)	47,653
5. Total Revenue	243,326

Part B: Expenses	
1. Employees' salaries and wages	86,526
2. Owners' and partners' salaries and wages	
3. Employee benefits	14,828
4. Rent	6,000
5. Insurance	4,693
6. Legal expense	
7. Licenses, taxes and fees	166
8. Title plant expense and maintenance	1,800
9. Office supplies	13,865
10. Depreciation	2,336
11. Automobile expense	2,445
12. Communication expense	
13. Education expense	150
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,385
17. Loss and loss adjustment expense (from Schedule D)	7,033
18. Accounting and auditing expense	3,765
19. Public relations expense	330
20. Other expenses (from Schedule E)	24,566
21. Total Expenses	169,888

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	73,438

Part D: Excluded Expenses	
1. NMLTA lobbying expense	53
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
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)	0
10. Total Excluded Expenses	53

Part E: Net Income	
1. Net income as reported on the books of the agency	73,385

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	134,920

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	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	15787	2944	12,843
Chicago Title Insurance Company	201623	42193	159,430
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	29422	6022	23,400
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
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	246832	51159	195673
	(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: 20.7%

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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	27,656
B.	Abstracting and Title Report Income	9,253
C.	Recording Fees	
D.	Copy Fees	4,103
E.	Inspection Fees	
F.	Interest Income	18

Itemization of All Other Income		
G.	Document Preparation	1,495
H.	Delivery Fees	3,062
I.	Wire Fees	541
J.	Miscellaneous	1,525
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	47,653
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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	222
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,811
Total (Carry forward to Schedule A, line B-17)		7,033

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Copies	1,434
2.	Postage and Delivery	3,869
3.	Dues and Subscriptions	1,302
4.	Repairs and Maintenance	6,048
5.	Janitor	75
6.	Utilities	2,940
7.	Telephone and Internet	8,715
8.	Miscellaneous	183
9.		
10.		
11.		
12.		
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14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		24,566

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?
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	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	246,832
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	246,832

Crosscheck with Schedule B:	246,832
Difference:	0

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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