

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2014*

AGENCY NAME: Heritage Title of Valencia County  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 311A Cortez SE, PO Box 1387 Los Lunas, NM 87031  
 CONTACT NAME: Charles Griego

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	239,416
2. Less: Remitted title insurance premiums (from Schedule B)	43,389
3. Retained title insurance premiums (from Schedule B)	196,027
4. Other income (from Schedule C)	93,854
<b>5. Total Revenue</b>	<b>289,881</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	125,494
2. Owners' and partners' salaries and wages	46,731
3. Employee benefits	51,218
4. Rent	
5. Insurance	3,036
6. Legal expense	
7. Licenses, taxes and fees	91
8. Title plant expense and maintenance	7,043
9. Office supplies	3,885
10. Depreciation	5,539
11. Automobile expense	1,419
12. Communication expense	7,494
13. Education expense	
14. Bad debts	
15. Interest expense	1,008
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	5,817
18. Accounting and auditing expense	9,971
19. Public relations expense	2,769
20. Other expenses (from Schedule E)	30,215
<b>21. Total Expenses</b>	<b>301,731</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(11,850)</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	
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
<b>10. Total Excluded Expenses</b>	<b>0</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(11,850)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	232,510

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2014*

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			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	153770	30754	123,016
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	85111	12100	73,011
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	535	535	0
<b>Total</b>	<b>239416</b>	<b>43389</b>	<b>196027</b>
	(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: 18.1%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2014*

<b>Description of Income Item</b>	
A. Closing Fees	53,495
B. Abstracting and Title Report Income	27,574
C. Recording Fees	12,785
D. Copy Fees	
E. Inspection Fees	
F. Interest Income	

<b>Itemization of All Other Income</b>	
G.	
H.	
I.	
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	93,854
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**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2014*

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	1,949
5.	E&O or Fidelity Insurance	3,868
Total (Carry forward to Schedule A, line B-17)		5,817

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2014*

<b>Part A - Deductible Expenses</b>		
1.	Bank Charges	7,790
2.	Contributions	100
3.	Equipment Rental	1,186
4.	Reimbursable Expenses	6,382
5.	Repairs and Maintenance	6,738
6.	Security Expense	593
7.	Utilities	4,761
8.	Property Tax	2,664
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		30,215

<b>Part B - Excluded Expenses</b>		
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

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2014

## 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?
N/A				
Total:		0		

Description	Code
Income	I
Expense Allocation	E

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2014*

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	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	239,416
TOTAL	239,416

Crosscheck with Schedule B:	239,416
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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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)
Charles Griego	40.0%	NA
Brenda Gomez-Glenn	40.0%	NA
Lawrence Guggion	20.0%	NA
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above