

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Irmc, Inc. dba Alamoqordo Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Box 88, Alamoqordo, NM 88311
 CONTACT NAME: Jerry Irby

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)	738,711
2. Less: Remitted title insurance premiums (from Schedule B)	148,626
3. Retained title insurance premiums (from Schedule B)	590,085
4. Other income (from Schedule C)	229,267
5. Total Revenue	819,352

Part B: Expenses	
1. Employees' salaries and wages	264,174
2. Owners' and partners' salaries and wages	98,500
3. Employee benefits	64,398
4. Rent	61,545
5. Insurance	8,651
6. Legal expense	(2,548)
7. Licenses, taxes and fees	472
8. Title plant expense and maintenance	1,416
9. Office supplies	22,798
10. Depreciation	8,243
11. Automobile expense	6,745
12. Communication expense	20,537
13. Education expense	6,116
14. Bad debts	
15. Interest expense	22,953
16. Employee travel and lodging	9,532
17. Loss and loss adjustment expense (from Schedule D)	16,506
18. Accounting and auditing expense	5,820
19. Public relations expense	17,555
20. Other expenses (from Schedule E)	30,916
21. Total Expenses	664,329

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	155,023

Part D: Excluded Expenses	
1. NMLTA lobbying expense	179
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	880
6. Penalties	2,846
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	57,900
10. Total Excluded Expenses	61,805

Part E: Net Income	
1. Net income as reported on the books of the agency	93,218

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	33,290

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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	124302	24860	99,442
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	357782	72441	285,341
First American Title Insurance Company	256627	51325	205,302
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	738711	148626	590085
	(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: 20.1%

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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	140,190
B.	Abstracting and Title Report Income	
C.	Recording Fees	34,629
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Search Fees	30,812
H.	Service Fees	18,673
I.	Other Income	3,928
J.	Wire Fees	1,035
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	229,267
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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	1,449
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	961
5.	E&O or Fidelity Insurance	14,096
Total (Carry forward to Schedule A, line B-17)		16,506

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Other Expenses	14,913
2.	Utilities	10,603
3.	Janitorial	5,400
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Total (Carry forward to Schedule A, line B-20)		30,916

Part B - Excluded Expenses		
1.	Amortization -Title Plant	56,670
2.	Contributions	1,230
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Total (Carry forward to Schedule A, line D-9)		57,900

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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	
Mora	
Otero	738,711
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	738,711

Crosscheck with Schedule B:	738,711
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)
Jerry Irby	50.0%	NA
Linda Irby	50.0%	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