

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Land Titles of Ruidoso, LLC
ADDRESS: 700 Mechem Drive Ste. B Ruidoso, NM 88345
CONTACT NAME: Diana Proctor

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)	729,051
2. Less: Remitted title insurance premiums (from Schedule B)	145,693
3. Retained title insurance premiums (from Schedule B)	583,358
4. Other income (from Schedule C)	159,160
5. Total Revenue	742,518

Part B: Expenses	
1. Employees' salaries and wages	379,381
2. Owners' and partners' salaries and wages	
3. Employee benefits	57,619
4. Rent	42,700
5. Insurance	6,752
6. Legal expense	
7. Licenses, taxes and fees	1,981
8. Title plant expense and maintenance	43,281
9. Office supplies	26,679
10. Depreciation	44,490
11. Automobile expense	2,088
12. Communication expense	16,674
13. Education expense	492
14. Bad debts	
15. Interest expense	38,379
16. Employee travel and lodging	6,372
17. Loss and loss adjustment expense (from Schedule D)	1,298
18. Accounting and auditing expense	5,845
19. Public relations expense	20,917
20. Other expenses (from Schedule E)	3,724
21. Total Expenses	698,672

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	43,846

Part D: Excluded Expenses	
1. NMLTA lobbying expense	65
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	901
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	396
10. Total Excluded Expenses	1,362

Part E: Net Income	
1. Net income as reported on the books of the agency	42,484

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(245,500)

Part G: Employees	
1. Total number of employees	13

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	159602	31901	127,701
Alliant National Title Insurance Company			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company	63126	12525	50,601
Commonwealth Land Title Insurance Company	79959	15992	63,967
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	87407	17470	69,937
First American Title Insurance Company	194668	38933	155,735
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	144289	28872	115,417
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	729051	145693	583358
	(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	133,755
B.	Abstracting and Title Report Income	11,054
C.	Recording Fees	(2,352)
D.	Copy Fees	149
E.	Inspection Fees	1,005
F.	Interest Income	

Itemization of All Other Income		
G.	Express Fees	7,733
H.	Property Tax Reimbursement	7,816
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	159,160
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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	1,298
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)		1,298

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Contract Services	3,724
2.		
3.		
4.		
5.		
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12.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		3,724

Part B - Excluded Expenses		
1.	Contributions	396
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3.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		396

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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	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	729,051
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	729,051

Crosscheck with Schedule B:	729,051
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)
Gerald L Johnson	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