

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Land Titles of Ruidoso, LLC
 FEDERAL I.D. NUMBER:
 ADDRESS: 508 Mechem Drive Ste B
 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)	807,372
2. Less: Remitted title insurance premiums (from Schedule B)	162,417
3. Retained title insurance premiums (from Schedule B)	644,955
4. Other income (from Schedule C)	172,462
5. Total Revenue	817,417

Part B: Expenses	
1. Employees' salaries and wages	440,525
2. Owners' and partners' salaries and wages	
3. Employee benefits	70,906
4. Rent	37,400
5. Insurance	8,125
6. Legal expense	
7. Licenses, taxes and fees	2,367
8. Title plant expense and maintenance	33,359
9. Office supplies	22,782
10. Depreciation	38,678
11. Automobile expense	2,356
12. Communication expense	16,160
13. Education expense	50
14. Bad debts	
15. Interest expense	27,441
16. Employee travel and lodging	3,451
17. Loss and loss adjustment expense (from Schedule D)	3,771
18. Accounting and auditing expense	5,235
19. Public relations expense	10,672
20. Other expenses (from Schedule E)	15,861
21. Total Expenses	739,139

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	78,278

Part D: Excluded Expenses	
1. NMLTA lobbying expense	159
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,461
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(6,620)
10. Total Excluded Expenses	(4,000)

Part E: Net Income	
1. Net income as reported on the books of the agency	82,278

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(164,156)

Part G: Employees	
1. Total number of employees	16

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	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	169157	33938	135,219
Chicago Title Insurance Company	88685	17704	70,981
Commonwealth Land Title Insurance Company	91123	18219	72,904
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	62589	12769	49,820
First American Title Insurance Company	215619	43913	171,706
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	180199	35874	144,325
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	807372	162417	644955
	(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, 2016

Part A: Description of Income Item	
1. Closing Fees	156,179
2. Abstracting and Title Report Income	12,163
3. Recording Fees	(711)
4. Copy Fees	206
5. Inspection Fees	450
6. Interest Income	

Part B: Itemization of All Other Income	
7. Express Fee	4,175
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Total Other Income (Carry forward to Schedule A, line A-4)	172,462
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for		\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ -	

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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	3,771
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)		3,771

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Contract Services	15,811
2.	Franchise Tax	50
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Total (Carry forward to Schedule A, line B-20)		15,861

Part B - Excluded Expenses		
1.	Plant Depreciation	20,000
2.	Book Tax Depreciation	(26,620)
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Total (Carry forward to Schedule A, line D-9)		(6,620)

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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	807,372
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	807,372

Crosscheck with Schedule B:	807,372
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%	A
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