

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Landmark Title, Inc.
 ADDRESS: PO Box 1326 Clovis, NM 88102-1326
 CONTACT NAME: Jay Neff

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)	509,671
2. Less: Remitted title insurance premiums (from Schedule B)	96,682
3. Retained title insurance premiums (from Schedule B)	412,989
4. Other income (from Schedule C)	188,504
5. Total Revenue	601,493

Part B: Expenses	
1. Employees' salaries and wages	233,249
2. Owners' and partners' salaries and wages	118,000
3. Employee benefits	29,611
4. Rent	14,405
5. Insurance	9,764
6. Legal expense	216
7. Licenses, taxes and fees	1,502
8. Title plant expense and maintenance	45,660
9. Office supplies	27,467
10. Depreciation	16,857
11. Automobile expense	20,137
12. Communication expense	16,512
13. Education expense	2,143
14. Bad debts	
15. Interest expense	18,550
16. Employee travel and lodging	8,543
17. Loss and loss adjustment expense (from Schedule D)	10,915
18. Accounting and auditing expense	9,388
19. Public relations expense	38,179
20. Other expenses (from Schedule E)	22,458
21. Total Expenses	643,556

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(42,063)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	252
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,321
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	32,575
10. Total Excluded Expenses	35,148

Part E: Net Income	
1. Net income as reported on the books of the agency	(77,211)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	96,703

Part G: Employees	
1. Total number of employees	14

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	202175	38352	163,823
First American Title Insurance Company	307496	58330	249,166
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	509671	96682	412989
	(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: 19.0%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item		
A.	Closing Fees	132,846
B.	Abstracting and Title Report Income	30,626
C.	Recording Fees	(3,038)
D.	Copy Fees	(17)
E.	Inspection Fees	
F.	Interest Income	1,431

Itemization of All Other Income		
G.	Delivery & wiring fees	(1,266)
H.	Escrow setup & servicing fees	17,253
I.	Bulletin income	3,107
J.	Document preparation	4,059
K.	Various	3,503
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	188,504
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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, 2015

Description of Expense Item	
1.	Closing Losses 3,615
2.	Agent Errors
3.	Unfair Trade Practices
4.	Loss Adjustment Expenses
5.	E&O or Fidelity Insurance 7,300
Total (Carry forward to Schedule A, line B-17) 10,915	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Repairs & maintenance	4,031
2.	Supplies	7,128
3.	Utilities	9,751
4.	Various expenses	1,548
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Total (Carry forward to Schedule A, line B-20)		22,458

Part B - Excluded Expenses		
1.	Charitable contributions	300
2.	Title plant depreciation	4,400
3.	Excess tax depreciation	18,615
4.	Officers life insurance	9,260
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Total (Carry forward to Schedule A, line D-9)		32,575

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2015

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

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	509,671
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	
TOTAL	509,671

Crosscheck with Schedule B:	509,671
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2015

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Jay Neff	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