

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Landmark Title, Inc
 FEDERAL I.D. NUMBER:
 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)	664,385
2. Less: Remitted title insurance premiums (from Schedule B)	124,200
3. Retained title insurance premiums (from Schedule B)	540,185
4. Other income (from Schedule C)	180,338
5. Total Revenue	720,523

Part B: Expenses	
1. Employees' salaries and wages	267,943
2. Owners' and partners' salaries and wages	171,395
3. Employee benefits	48,160
4. Rent	17,170
5. Insurance	13,507
6. Legal expense	
7. Licenses, taxes and fees	6,233
8. Title plant expense and maintenance	7,099
9. Office supplies	27,815
10. Depreciation	18,507
11. Automobile expense	20,564
12. Communication expense	15,481
13. Education expense	1,750
14. Bad debts	
15. Interest expense	5,838
16. Employee travel and lodging	9,982
17. Loss and loss adjustment expense (from Schedule D)	7,804
18. Accounting and auditing expense	10,452
19. Public relations expense	33,159
20. Other expenses (from Schedule E)	38,095
21. Total Expenses	720,954

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(431)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	235
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	3,418
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(316)
10. Total Excluded Expenses	3,337

Part E: Net Income	
1. Net income as reported on the books of the agency	(3,768)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	233,037

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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			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	267955	50091	217,864
First American Title Insurance Company	396430	74109	322,321
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	664385	124200	540185
	(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: 18.7%

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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	117,085
B.	Abstracting and Title Report Income	25,466
C.	Recording Fees	1,471
D.	Copy Fees	(907)
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Delivery & wiring fees	3,834
H.	Escrow setup & servicing fees	19,759
I.	Bulletin income	6,638
J.	Document preparation	5,099
K.	Interest income	1,893
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	180,338
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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	404
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,400
Total (Carry forward to Schedule A, line B-17)		7,804

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Repairs & maintenance	9,342
2.	Supplies	18,896
3.	Utilities	8,747
4.	Various	1,110
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Total (Carry forward to Schedule A, line B-20)		38,095

Part B - Excluded Expenses		
1.	Title plant depreciation	4,400
2.	Officers life insurance	9,328
3.	Excess book depreciation	(14,044)
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Total (Carry forward to Schedule A, line D-9)		(316)

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For the Calendar Year Ending December 31, 2013

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	664,385
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	664,385

Crosscheck with Schedule B:	664,385
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)
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