

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2013*

AGENCY NAME: Las Cruces Abstract and Title Company  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 119 S. Campo Street, Las Cruces, NM 88001  
 CONTACT NAME: Guy Floyd

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	719,483
2. Less: Remitted title insurance premiums (from Schedule B)	136,101
3. Retained title insurance premiums (from Schedule B)	583,382
4. Other income (from Schedule C)	126,996
<b>5. Total Revenue</b>	<b>710,378</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	187,982
2. Owners' and partners' salaries and wages	141,200
3. Employee benefits	26,294
4. Rent	11,509
5. Insurance	14,337
6. Legal expense	0
7. Licenses, taxes and fees	250
8. Title plant expense and maintenance	5,738
9. Office supplies	36,118
10. Depreciation	15,036
11. Automobile expense	2,595
12. Communication expense	10,992
13. Education expense	0
14. Bad debts	2,000
15. Interest expense	20,499
16. Employee travel and lodging	4,812
17. Loss and loss adjustment expense (from Schedule D)	2,959
18. Accounting and auditing expense	11,993
19. Public relations expense	4,799
20. Other expenses (from Schedule E)	18,877
<b>21. Total Expenses</b>	<b>517,990</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>192,388</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	336
6. Penalties	20
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	780
<b>10. Total Excluded Expenses</b>	<b>1,136</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	191,252

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	202,007

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

## 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	159199	26276	132,923
First American Title Insurance Company			0
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	560284	109825	450,459
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>719483</b>	<b>136101</b>	<b>583382</b>
	(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: 18.9%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2013*

Description of Income Item		
A.	Closing Fees	78,982
B.	Abstracting and Title Report Income	21,508
C.	Recording Fees	0
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	156

Itemization of All Other Income		
G.	Dividend income	1,512
H.	Rental income	4,500
I.	Client expenses advanced	4,384
J.	Investment in Luna County Title	12,143
K.	Gain on sale of stock	3,811
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	126,996
--	---------

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2013*

Description of Expense Item		
1.	Closing Losses	2,959
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)		2,959

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Utilities	13,624
2.	Bank charges	2,121
3.	Dues and subscriptions	2,796
4.	Deductible meals	336
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		18,877

<b>Part B - Excluded Expenses</b>		
1.	Contributions	780
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		780

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

*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?
Luna County Abstract and Title Company, Inc. 521 S. Gold Avenue Deming, NM 88030	Member	12,143	I	Schedule C
Total:		12,143		

Description	Code
Income	I
Expense Allocation	E

See Independent Accountant's Compilation Report

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**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	719,483
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	719,483

Crosscheck with Schedule B:	719,483
Difference:	0

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2013

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Gregg Floyd	33.3%	NA
Guy Floyd	33.3%	NA
Elvia Romero	33.3%	NA
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above