

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2014

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

| Part A: Revenue | |
|--|---------|
| 1. Title insurance written premiums (from Schedule B) | 310,240 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 67,737 |
| 3. Retained title insurance premiums (from Schedule B) | 242,503 |
| 4. Other income (from Schedule C) | 228,266 |
| 5. Total Revenue | 470,769 |

| Part B: Expenses | |
|--|---------|
| 1. Employees' salaries and wages | 208,027 |
| 2. Owners' and partners' salaries and wages | 156,459 |
| 3. Employee benefits | 35,075 |
| 4. Rent | 11,942 |
| 5. Insurance | 19,177 |
| 6. Legal expense | 0 |
| 7. Licenses, taxes and fees | 3,259 |
| 8. Title plant expense and maintenance | 1,847 |
| 9. Office supplies | 21,007 |
| 10. Depreciation | 15,036 |
| 11. Automobile expense | 3,418 |
| 12. Communication expense | 11,308 |
| 13. Education expense | 0 |
| 14. Bad debts | 0 |
| 15. Interest expense | 12,672 |
| 16. Employee travel and lodging | 0 |
| 17. Loss and loss adjustment expense (from Schedule D) | 441 |
| 18. Accounting and auditing expense | 6,382 |
| 19. Public relations expense | 2,356 |
| 20. Other expenses (from Schedule E) | 14,770 |
| 21. Total Expenses | 523,176 |

| Part C: Net Income for Ratemaking Purposes | |
|---|----------|
| 1. Income (Loss) from Operations | (52,407) |

| Part D: Excluded Expenses | |
|--|-----|
| 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 | 617 |
| 6. Penalties | 0 |
| 7. Country club dues | 0 |
| 8. Salaries in excess of salary cap | 0 |
| 9. Other excluded expenses (from Schedule E) | 0 |
| 10. Total Excluded Expenses | 617 |

| Part E: Net Income | |
|--|----------|
| 1. Net income as reported on the books of the agency | (53,024) |

| Part F: Equity | |
|--|---------|
| 1. Total equity as reported on balance sheet of the agency | 130,976 |

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2014

| 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 | 84050 | 16810 | 67,240 |
| 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 | 226190 | 50927 | 175,263 |
| Ticor Title Insurance Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| Transnation Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | | | 0 |
| Other | | | 0 |
| Total | 310240 | 67737 | 242503 |
| | (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: 21.8%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2014

| Description of Income Item | |
|--|--------|
| A. Closing Fees | 56,621 |
| B. Abstracting and Title Report Income | 11,142 |
| C. Recording Fees | 0 |
| D. Copy Fees | 0 |
| E. Inspection Fees | 0 |
| F. Interest Income | 16 |

| Itemization of All Other Income | |
|--|---------|
| G. Dividend income | 351 |
| H. Rental income | 5,000 |
| I. Client expenses advanced | (2,065) |
| J. Investment in Luna County Title | 155,329 |
| K. Gain on sale of stock | 50 |
| L. Capital gain distributions | 1,822 |
| M. | |
| N. | |
| O. | |
| P. | |
| Q. | |
| R. | |
| S. | |

| | |
|---|----------------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 228,266 |
|---|----------------|

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2014

| Description of Expense Item | | |
|--|---------------------------|-----|
| 1. | Closing Losses | 441 |
| 2. | Agent Errors | 0 |
| 3. | Unfair Trade Practices | 0 |
| 4. | Loss Adjustment Expenses | 0 |
| 5. | E&O or Fidelity Insurance | 0 |
| Total (Carry forward to Schedule A, line B-17) | | 441 |

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2014

| Part A - Deductible Expenses | | |
|--|------------------------------------|--------|
| 1. | Utilities | 10,151 |
| 2. | Bank charges | 2,296 |
| 3. | Dues and subscriptions | 1,706 |
| 4. | Deductible meals and entertainment | 617 |
| 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) | | 14,770 |

| Part B - Excluded Expenses | | |
|---|--|---|
| 1. | | |
| 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) | | 0 |

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For the Calendar Year Ending December 31, 2014

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. | Member | 155,329 | I | Schedule C |
| 521 S. Gold Avenue | | | | |
| Deming, NM 88030 | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| Total: | | 155,329 | | |

| Description | Code |
|--------------------|------|
| Income | I |
| Expense Allocation | E |

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2014

| County | Title Premiums Written |
|------------|------------------------------|
| Bernalillo | |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | 310,240 |
| 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 | 310,240 |

| | |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 310,240 |
| Difference: | 0 |

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For the Calendar Year Ending December 31, 2014

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 | 33.4% | 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 |