

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2013*

AGENCY NAME: Luna County Abstract and Title Company, LLC  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 521 S. Gold Street, Deming, NM 88030  
 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)	342,500
2. Less: Remitted title insurance premiums (from Schedule B)	68,500
3. Retained title insurance premiums (from Schedule B)	274,000
4. Other income (from Schedule C)	40,668
<b>5. Total Revenue</b>	<b>314,668</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	120,645
2. Owners' and partners' salaries and wages	70,850
3. Employee benefits	16,145
4. Rent	30,000
5. Insurance	0
6. Legal expense	0
7. Licenses, taxes and fees	1,871
8. Title plant expense and maintenance	5,925
9. Office supplies	11,978
10. Depreciation	3,377
11. Automobile expense	7,322
12. Communication expense	5,977
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	500
17. Loss and loss adjustment expense (from Schedule D)	5,517
18. Accounting and auditing expense	10,749
19. Public relations expense	2,093
20. Other expenses (from Schedule E)	8,468
<b>21. Total Expenses</b>	<b>301,417</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>13,251</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	148
6. Penalties	19
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	940
<b>10. Total Excluded Expenses</b>	<b>1,107</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	12,144

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	116,947

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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			0
First American Title Insurance Company	193670	38734	154,936
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	148830	29766	119,064
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>342500</b>	<b>68500</b>	<b>274000</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: 20.0%

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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	28,633
B.	Abstracting and Title Report Income	12,035
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.		
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	40,668
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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	5,517
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)		5,517

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Utilities	3,483
2.	Bank charges	2,041
3.	Dues and subscriptions	2,796
4.	Deductible meals	148
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)		8,468

<b>Part B - Excluded Expenses</b>		
1.	Contributions	940
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)		940

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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?
None				
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	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	342,500
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	342,500

Crosscheck with Schedule B:	342,500
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)
Las Cruces Abstract and Title Company	100.0%	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