

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2014

AGENCY NAME: New Mexico Land and Title
 FEDERAL I.D. NUMBER:
 ADDRESS: 801 7th Street, Las Vegas, NM 87701
 CONTACT NAME: Jay D. Moore

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)	634,885
2. Less: Remitted title insurance premiums (from Schedule B)	138,567
3. Retained title insurance premiums (from Schedule B)	496,318
4. Other income (from Schedule C)	304,978
5. Total Revenue	801,296

Part B: Expenses	
1. Employees' salaries and wages	232,495
2. Owners' and partners' salaries and wages	83,546
3. Employee benefits	41,472
4. Rent	60,000
5. Insurance	9,679
6. Legal expense	0
7. Licenses, taxes and fees	508
8. Title plant expense and maintenance	31,473
9. Office supplies	15,052
10. Depreciation	27,686
11. Automobile expense	24,231
12. Communication expense	22,498
13. Education expense	2,315
14. Bad debts	390,100
15. Interest expense	38,020
16. Employee travel and lodging	6,552
17. Loss and loss adjustment expense (from Schedule D)	4,933
18. Accounting and auditing expense	24,951
19. Public relations expense	10,925
20. Other expenses (from Schedule E)	72,035
21. Total Expenses	1,098,471

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(297,175)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,688
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	1,688

Part E: Net Income	
1. Net income as reported on the books of the agency	(298,863)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	756,467

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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	123805	26900	96,905
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	141474	31080	110,394
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	369606	80587	289,019
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	634885	138567	496318
	(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	75,110
B.	Abstracting and Title Report Income	97,446
C.	Recording Fees	25,633
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Delivery Costs	6,451
H.	Misc Fees	27,265
I.	Other Income - Cancellation of Accounts Payable	73,073
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	304,978
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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	
2. Agent Errors	
3. Unfair Trade Practices	
4. Loss Adjustment Expenses	
5. E&O or Fidelity Insurance	4,933
Total (Carry forward to Schedule A, line B-17)	
	4,933

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2014

Part A - Deductible Expenses		
1.	1/2 Meals & Entertainment Expense	1,688
2.	Outside Services	115
3.	Outside title search costs	3,642
4.	Dues	2,159
5.	Escrow fee cost	530
6.	Costs of contract/casual/Temo Helt	650
7.	Utilities	11,688
8.	Postage and curier costs	6,480
9.	Equipment rental/lease costs	15,989
10.	Bank fees	2,768
11.	Subscriptions	1,899
12.	Donations	2,809
13.	Property taxes	953
14.	Filing fees	20,665
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		72,035

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?
N/A				
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, 2014

County	Title Premiums Written
Bernalillo	
Catron	139,932
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	10,825
Eddy	
Grant	
Guadalupe	14,983
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	19,616
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	364,631
Sandoval	
Santa Fe	25,169
Sierra	19,564
Socorro	40,165
Taos	
Torrance	
Union	
Valencia	
TOTAL	634,885

Crosscheck with Schedule B:	634,885
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Jay D. Moore	100.0%	N/A
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