

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2014*

AGENCY NAME: PRIMA TITLE LLC  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 123 GRANT AVE., SANTA FE, NM 87501  
 CONTACT NAME: CHARLES DICKEY

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)	2,412,084
2. Less: Remitted title insurance premiums (from Schedule B)	519,309
3. Retained title insurance premiums (from Schedule B)	1,892,775
4. Other income (from Schedule C)	468,317
<b>5. Total Revenue</b>	<b>2,361,092</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	646,403
2. Owners' and partners' salaries and wages	330,000
3. Employee benefits	175,568
4. Rent	193,458
5. Insurance	16,671
6. Legal expense	1,271
7. Licenses, taxes and fees	425
8. Title plant expense and maintenance	52,619
9. Office supplies	39,192
10. Depreciation	26,110
11. Automobile expense	0
12. Communication expense	44,102
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	3,925
18. Accounting and auditing expense	46,734
19. Public relations expense	0
20. Other expenses (from Schedule E)	147,788
<b>21. Total Expenses</b>	<b>1,724,266</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	636,826

<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	6,616
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	17,650
<b>10. Total Excluded Expenses</b>	<b>24,266</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	612,560

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	241,001

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2014*

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	Title Premiums Remitted or Owed by This Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	1192079	263199	928,880
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	9115	1823	7,292
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			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	1210890	254287	956,603
Other			0
<b>Total</b>	<b>2412084</b>	<b>519309</b>	<b>1892775</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: 21.5%

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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	450,406
B.	Abstracting and Title Report Income	14,493
C.	Recording Fees	1,673
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	230

Itemization of All Other Income		
G.	Miscellaneous	1,515
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	468,317
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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	3,925
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)		3,925

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2014

Part A - Deductible Expenses		
1.	Other expenses	147,788
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 B-20)		147,788

Part B - Excluded Expenses		
1.	Donations	17,650
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3.		
4.		
5.		
6.		
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17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		17,650

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## 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, 2014*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
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	2,412,084
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,412,084

Crosscheck with Schedule B:	2,412,084
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)
Maxwell Trust	85.0%	N/A
Greta L. Kjolhede	5.0%	N/A
Gregg S. Robinson	5.0%	N/A
Kelly M. Wilner	5.0%	N/A
<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