

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Prima Title, LLC
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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	2,568,551
2. Less: Remitted title insurance premiums (from Schedule B)	529,151
3. Retained title insurance premiums (from Schedule B)	2,039,400
4. Other income (from Schedule C)	560,772
5. Total Revenue	2,600,172

Part B: Expenses	
1. Employees' salaries and wages	1,338,102
2. Owners' and partners' salaries and wages	509,136
3. Employee benefits	180,280
4. Rent	179,789
5. Insurance	6,148
6. Legal expense	2,377
7. Licenses, taxes and fees	282
8. Title plant expense and maintenance	51,104
9. Office supplies	40,205
10. Depreciation	26,745
11. Automobile expense	0
12. Communication expense	47,459
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)	15,282
18. Accounting and auditing expense	44,033
19. Public relations expense	60,939
20. Other expenses (from Schedule E)	90,808
21. Total Expenses	2,592,689

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	7,483

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	5,120
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	33,000
10. Total Excluded Expenses	38,120

Part E: Net Income	
1. Net income as reported on the books of the agency	(30,637)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	215,484

Part G: Employees	
1. Total number of employees	12

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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	1341216	276684	1,064,532
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	10035	2007	8,028
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	1154780	237956	916,824
Other	62520	12504	50,016
Total	2568551	529151	2039400
	(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: 20.6%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item		
A.	Closing Fees	546,234
B.	Abstracting and Title Report Income	13,577
C.	Recording Fees	0
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	522

Itemization of All Other Income		
G.	Misc	439
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	560,772
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item	
1. Closing Losses	3,309
2. Agent Errors	
3. Unfair Trade Practices	
4. Loss Adjustment Expenses	
5. E&O or Fidelity Insurance	11,973
Total (Carry forward to Schedule A, line B-17)	15,282

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Other	90,808
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)		90,808

Part B - Excluded Expenses		
1.	Contributions	33,000
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3.		
4.		
5.		
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8.		
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10.		
11.		
12.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		33,000

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For the Calendar Year Ending December 31, 2015

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, 2015

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	2,568,551
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,568,551

Crosscheck with Schedule B:	2,568,551
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
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