

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2014*

AGENCY NAME: Pioneer Abstract & Title Co. of Alamogordo, Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 909 Delaware Ave, Alamogordo, NM 88310  
 CONTACT NAME: Jim Deer

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)	521,827
2. Less: Remitted title insurance premiums (from Schedule B)	106,684
3. Retained title insurance premiums (from Schedule B)	415,143
4. Other income (from Schedule C)	364,088
<b>5. Total Revenue</b>	<b>779,231</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	340,043
2. Owners' and partners' salaries and wages	126,160
3. Employee benefits	14,517
4. Rent	36,300
5. Insurance	9,451
6. Legal expense	3,292
7. Licenses, taxes and fees	2,155
8. Title plant expense and maintenance	13,877
9. Office supplies	49,052
10. Depreciation	13,961
11. Automobile expense	8,678
12. Communication expense	11,080
13. Education expense	4,661
14. Bad debts	
15. Interest expense	68,549
16. Employee travel and lodging	2,987
17. Loss and loss adjustment expense (from Schedule D)	5,753
18. Accounting and auditing expense	722
19. Public relations expense	17,926
20. Other expenses (from Schedule E)	80,414
<b>21. Total Expenses</b>	<b>809,578</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(30,347)</b>

<b>Part D: Excluded Expenses</b>	
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	1,264
6. Penalties	56
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	38,328
<b>10. Total Excluded Expenses</b>	<b>39,648</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(69,995)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	(30,489)

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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	20862	4172	16,690
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	147007	29401	117,606
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	180234	38366	141,868
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	154268	30854	123,414
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	19456	3891	15,565
Other			0
<b>Total</b>	<b>521827</b>	<b>106684</b>	<b>415143</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: 20.4%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2014*

<b>Description of Income Item</b>	
A. Closing Fees	149,167
B. Abstracting and Title Report Income	27,209
C. Recording Fees	
D. Copy Fees	4,030
E. Inspection Fees	
F. Interest Income	

<b>Itemization of All Other Income</b>	
G. Postage	13,924
H. Wire fees	3,540
I. Other income	2,137
J. Escrow service fees	82,847
K. Title premium income in excess of amounts on Sch B	81,234
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	364,088
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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	2,578
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	15
5.	E&O or Fidelity Insurance	3,160
Total (Carry forward to Schedule A, line B-17)		5,753

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2014*

<b>Part A - Deductible Expenses</b>		
1.	Wire fees	1,100
2.	Amortization	64,462
3.	Bank charges	45
4.	Miscellaneous	163
5.	Utilities	14,644
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		80,414

<b>Part B - Excluded Expenses</b>		
1.	Title plant amortization	33,333
2.	Depreciation in excess of straight line	(2,015)
3.	Escrow expenses	7,010
4.		
5.		
6.		
7.		
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12.		
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14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		38,328

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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?
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, 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	521,827
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	521,827

Crosscheck with Schedule B:	521,827
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)
Jim Deer	50.0%	NA
Tina Deer	50.0%	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