

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	2,745,771
2. Less: Remitted title insurance premiums (from Schedule B)	573,610
3. Retained title insurance premiums (from Schedule B)	2,172,161
4. Other income (from Schedule C)	663,213
5. Total Revenue	2,835,374

Part B: Expenses	
1. Employees' salaries and wages	1,390,342
2. Owners' and partners' salaries and wages	576,750
3. Employee benefits	208,795
4. Rent	186,203
5. Insurance	5,807
6. Legal expense	1,430
7. Licenses, taxes and fees	470
8. Title plant expense and maintenance	51,094
9. Office supplies	33,009
10. Depreciation	20,129
11. Automobile expense	0
12. Communication expense	58,646
13. Education expense	0
14. Bad debts	0
15. Interest expense	694
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	33,630
18. Accounting and auditing expense	44,145
19. Public relations expense	78,003
20. Other expenses (from Schedule E)	94,556
21. Total Expenses	2,783,703

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	51,671

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	4,689
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	57,000
10. Total Excluded Expenses	61,689

Part E: Net Income	
1. Net income as reported on the books of the agency	(10,018)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	205,522

Part G: Employees	
1. Total number of employees	14

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AFFIDAVIT

For Calendar Year Ending December 31, 2016

THE STATE OF

New Mexico

THE COUNTY OF

Santa Fe

I, Gregg S. Robinson, the Manager of Prima Title,LLC , being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2016 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this ____ day of _____, 2017.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	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	1407064	296245	1,110,819
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	16310	3262	13,048
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			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	1069297	223483	845,814
Other	253100	50620	202,480
Total	2745771	573610	2172161
	(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: 20.9%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	651,342
2. Abstracting and Title Report Income	14,208
3. Recording Fees	378
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	84

Part B: Itemization of All Other Income	
7. Labels	213
8. Gain/Loss Fixed Assets	(3,012)
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Total Other Income (Carry forward to Schedule A, line A-4)	663,213
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for	0	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ -	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	22,478
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	11,152
Total (Carry forward to Schedule A, line B-17)		33,630

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Other expenses	94,556
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Total (Carry forward to Schedule A, line B-20)		94,556

Part B - Excluded Expenses		
1.	Contributions	57,000
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Total (Carry forward to Schedule A, line D-9)		57,000

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2016

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, 2016

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	2,745,771
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,745,771

Crosscheck with Schedule B:	2,745,771
Difference:	0

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For the Calendar Year Ending December 31, 2016

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