

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2013*

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)	2,025,407
2. Less: Remitted title insurance premiums (from Schedule B)	425,335
3. Retained title insurance premiums (from Schedule B)	1,600,072
4. Other income (from Schedule C)	414,164
<b>5. Total Revenue</b>	<b>2,014,236</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	585,890
2. Owners' and partners' salaries and wages	306,000
3. Employee benefits	140,639
4. Rent	193,563
5. Insurance	14,864
6. Legal expense	2,288
7. Licenses, taxes and fees	428
8. Title plant expense and maintenance	47,555
9. Office supplies	32,721
10. Depreciation	7,812
11. Automobile expense	0
12. Communication expense	48,031
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)	3,032
18. Accounting and auditing expense	45,350
19. Public relations expense	16,417
20. Other expenses (from Schedule E)	112,865
<b>21. Total Expenses</b>	<b>1,557,455</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	456,781

<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	5,170
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	6,250
<b>10. Total Excluded Expenses</b>	<b>11,420</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	445,361

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	148,441

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2013*

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	1093719	229660	864,059
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	15191	3209	11,982
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	916497	192466	724,031
Other			0
<b>Total</b>	<b>2025407</b>	<b>425335</b>	<b>1600072</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: 21.0%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2013*

Description of Income Item		
A.	Closing Fees	398,928
B.	Abstracting and Title Report Income	13,067
C.	Recording Fees	1,588
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	158

Itemization of All Other Income		
G.	Miscellaneous	423
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	414,164
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2013*

Description of Expense Item		
1.	Closing Losses	3,032
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)		3,032

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Other expenses	112,865
2.		
3.		
4.		
5.		
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7.		
8.		
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10.		
11.		
12.		
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16.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		112,865

<b>Part B - Excluded Expenses</b>		
1.	Donations	6,250
2.		
3.		
4.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		6,250

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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, 2013*

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	2,025,407
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,025,407

Crosscheck with Schedule B:	2,025,407
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%	NA
Greta L. Kjolhede	5.0%	NA
Gregg S. Robinson	5.0%	NA
Kelly M. Wilner	5.0%	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