

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: RIO ARRIBA TITLE & ESCROW CO., INC.
 FEDERAL I.D. NUMBER:
 ADDRESS: P.O. Box 116, chama, N.M. 87520
 CONTACT NAME: Meredith D. Brown 505-466-4969

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)	439,348
2. Less: Remitted title insurance premiums (from Schedule B)	127,106
3. Retained title insurance premiums (from Schedule B)	312,242
4. Other income (from Schedule C)	153,128
5. Total Revenue	465,370

Part B: Expenses	
1. Employees' salaries and wages	201,110
2. Owners' and partners' salaries and wages	37,299
3. Employee benefits	32,114
4. Rent	16,571
5. Insurance	4,660
6. Legal expense	12,739
7. Licenses, taxes and fees	652
8. Title plant expense and maintenance	26,638
9. Office supplies	24,890
10. Depreciation	
11. Automobile expense	18,941
12. Communication expense	15,794
13. Education expense	2,457
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	607
17. Loss and loss adjustment expense (from Schedule D)	9,498
18. Accounting and auditing expense	24,526
19. Public relations expense	11,454
20. Other expenses (from Schedule E)	4,600
21. Total Expenses	444,549

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	20,821

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	24,100
5. 1/2 of meals and entertainment expense	9,813
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	12,843
10. Total Excluded Expenses	46,756

Part E: Net Income	
1. Net income as reported on the books of the agency	(25,934)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	362,961

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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			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	73375	14269	59,106
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	35711	6876	28,835
First American Title Insurance Company	259783	82982	176,801
Lawyers Title Insurance Corporation	1		1
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	70478	22979	47,499
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	439348	127106	312242
	(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: 28.9%

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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	125,817
B.	Abstracting and Title Report Income	28,463
C.	Recording Fees	(1,150)
D.	Copy Fees	(3,506)
E.	Inspection Fees	
F.	Interest Income	3,504

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

Total Other Income (Carry forward to Schedule A, line A-4)	153,128
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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	2,748
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,751
Total (Carry forward to Schedule A, line B-17)		9,498

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Independent Contractor	320
2.	Professional Fees	4,280
3.		
4.		
5.		
6.		
7.		
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9.		
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11.		
12.		
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14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		4,600

Part B - Excluded Expenses		
1.	Donations	3,030
2.	Meals & Entertainment (1/2 of \$19,625.18)	9,813
3.		
4.		
5.		
6.		
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10.		
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		12,843

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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	439,348
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	439,348

Crosscheck with Schedule B:	439,348
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)
Dan Terrell	24.4%	N/A
Richard Terrell	30.5%	N/A
Chama Investments	45.1%	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