

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2011*

AGENCY NAME: RIO ARRIBA TITLE & ESCROW CO., INC.  
 FEDERAL I.D. NUMBER: 85-0449735  
 ADDRESS: P.O. Box 116, Chama, N.M. 87520  
 CONTACT NAME: Meredith Brown 505-466-4969

**Check One:**

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	364,245
2. Less: Remitted title insurance premiums (from Schedule B)	74,705
3. Retained title insurance premiums (from Schedule B)	289,540
4. Other income (from Schedule C)	110,186
5. Total Revenue	399,726

Part B: Expenses	
1. Employees' salaries and wages	189,303
2. Owners' and partners' salaries and wages	36,000
3. Employee benefits	31,170
4. Rent	18,736
5. Insurance	7,239
6. Legal expense	1,082
7. Licenses, taxes and fees	701
8. Title plant expense and maintenance	24,310
9. Office supplies	21,398
10. Depreciation	0
11. Automobile expense	26,389
12. Communication expense	16,350
13. Education expense	1,445
14. Bad debts	0
15. Interest expense	198
16. Employee travel and lodging	2,118
17. Loss and loss adjustment expense (from Schedule D)	3,577
18. Accounting and auditing expense	26,288
19. Public relations expense	10,739
20. Other expenses (from Schedule E)	5,086
21. Total Expenses	422,110

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(22,384)

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	5,977
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	9,874
10. Total Excluded Expenses	15,851

Part E: Net Income	
1. Net income as reported on the books of the agency	(38,236)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	249,859

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2011*

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
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	69281	13258	56,023
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	50659	9919	40,740
First American Title Insurance Company	189755	40526	149,229
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	54550	11002	43,548
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
Other			0
<b>Total</b>	<b>364245</b>	<b>74705</b>	<b>289540</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:                      20.5%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2011*

Description of Income Item		
A.	Closing Fees	93,458
B.	Abstracting and Title Report Income	20,902
C.	Recording Fees	(879)
D.	Copy Fees	(4,006)
E.	Inspection Fees	0
F.	Interest Income	710

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)	110,186
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2011*

Description of Expense Item		
1.	Closing Losses	3,577
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)		3,577

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2011

Part A - Deductible Expenses		
1.	Independent Contractors	1,069
2.	Professional Fees	4,017
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4.		
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20.		
Total (Carry forward to Schedule A, line B-20)		5,086

Part B - Excluded Expenses		
1.	Donations	3,897
2.	Entertainment - 1/2 of 11,954.46	5,977
3.		
4.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		9,874

# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2011

## 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, 2011*

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	364,245
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
<b>TOTAL</b>	<b>364,245</b>

Crosscheck with Schedule B:	364,245
Difference:	0

Exhibit IV  
 SCHEDULE A OF THE NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT  
 Aggregated for all Independent Agents  
 For the Year Ended December 31, 2010

Agencies reporting 62 of 62

**Part A: Revenue**

1. Title insurance written premiums	\$ 29,195,550
2. Less: Remitted title insurance premiums	\$ 6,016,853
3. Retained title insurance premiums	\$ 23,178,698
4. Other income	\$ 13,144,597
5. <b>Total Revenue</b>	<b>36,323,295</b>

**Part B: Expenses**

1. Employees' salaries and wages	15,031,453
2. Owners' and partners' salaries and wages	3,347,912
3. Employee benefits	2,572,498
4. Rent	2,678,318
5. Insurance	438,273
6. Legal expense	224,317
7. Licenses, taxes and fees	709,354
8. Title plant expense and maintenance	960,071 off \$1
9. Office supplies	898,698
10. Depreciation	640,981
11. Automobile expense	391,995
12. Communication expense	738,270
13. Education expense	81,849
14. Bad debts	23,710
15. Interest expense	570,073
16. Employee travel and lodging	189,298
17. Loss and loss adjustment expense	435,297
18. Accounting and auditing expense	765,940
19. Public relations expense	783,960 off \$1
20. Other expenses	3,104,884
21. <b>Total Expenses</b>	<b>34,587,151</b>

**Part C: Net Income for Ratemaking Purposes**

1. <b>Income (Loss) from Operations</b>	<b>1,735,896</b> off \$1
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**Part D: Excluded Expenses**

1. NMLTA lobbying expense	3,790
2. Direct lobbying expense	7,138
3. Political contributions	101
4. State and federal income tax expense	(9,655)
5. 1/2 of meals and entertainment expense	51,948
6. Penalties	6,729
7. Country club dues	16,488
8. Salaries in excess of salary cap	277,068
9. Other excluded expenses	567,787
10. <b>Total Excluded Expenses</b>	<b>921,394</b>

**Part E: Net Income**

1. Net income as reported on the books of the agency	\$ 890,979
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**Part F: Equity**

1. Total equity as reported on balance sheet of the agency	\$ 9,839,205
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*Foot*  
*For owners*  
*High Buend*