

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: Rio Arriba Title & Escrow Co., Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: P.O. Box 116, Chama N.M. 87520  
 CONTACT NAME: Meredith Brown

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)	516,596
2. Less: Remitted title insurance premiums (from Schedule B)	105,171
3. Retained title insurance premiums (from Schedule B)	411,425
4. Other income (from Schedule C)	172,535
5. <b>Total Revenue</b>	<b>583,959</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	222,980
2. Owners' and partners' salaries and wages	37,624
3. Employee benefits	33,034
4. Rent	16,323
5. Insurance	1,253
6. Legal expense	76
7. Licenses, taxes and fees	182
8. Title plant expense and maintenance	26,656
9. Office supplies	26,482
10. Depreciation	
11. Automobile expense	19,703
12. Communication expense	14,638
13. Education expense	525
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,569
17. Loss and loss adjustment expense (from Schedule D)	9,169
18. Accounting and auditing expense	24,043
19. Public relations expense	11,266
20. Other expenses (from Schedule E)	910
21. <b>Total Expenses</b>	<b>446,433</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>137,526</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	541
5. 1/2 of meals and entertainment expense	11,106
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	11,719
10. <b>Total Excluded Expenses</b>	<b>23,365</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	114,161

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	453,337

<b>Part G: Employees</b>	
1. Total number of employees	8

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**AFFIDAVIT**

*For Calendar Year Ending December 31, 2016*

THE STATE OF

\_\_\_\_\_

THE COUNTY OF

\_\_\_\_\_

I, \_\_\_\_\_, the \_\_\_\_\_ (job position) of \_\_\_\_\_ (name of Company), 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			0
Commonwealth Land Title Insurance Company	100593	20118	80,475
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	75506	16954	58,552
First American Title Insurance Company	227480	45496	181,984
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	113016	22603	90,413
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>516596</b>	<b>105171</b>	<b>411425</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%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2016*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	146,031
2. Abstracting and Title Report Income	17,467
3. Recording Fees	3,715
4. Copy Fees	(5,023)
5. Inspection Fees	
6. Interest Income	2,648

<b>Part B: Itemization of All Other Income</b>	
7. Liquidation of Trust - Over 15 years old	6,462
8. Vehicle Damage - Claim	1,234
9.	
10.	
11.	
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14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	172,535
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for		\$ 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	2,864
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	6,305
Total (Carry forward to Schedule A, line B-17)		9,169

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2016*

<b>Part A - Deductible Expenses</b>		
1.	Contract Labor	910
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		910

<b>Part B - Excluded Expenses</b>		
1.	Donations	613
2.	Meals & Entertainment (1/2 of \$22,211.42)	11,106
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20.		
Total (Carry forward to Schedule A, line D-9)		11,719

# 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	516,596
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
<b>TOTAL</b>	<b>516,596</b>

Crosscheck with Schedule B:	516,596
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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)
Dan Terrell	24.4%	N/A
Richard Terrell	30.5%	N/A
Chama Investments	45.1%	N/A
<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