

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: Rio Arriba Title & Escrow Co., Inc.
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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	518,225
2. Less: Remitted title insurance premiums (from Schedule B)	108,190
3. Retained title insurance premiums (from Schedule B)	410,035
4. Other income (from Schedule C)	179,958
5. Total Revenue	589,993

Part B: Expenses	
1. Employees' salaries and wages	249,617
2. Owners' and partners' salaries and wages	44,164
3. Employee benefits	37,888
4. Rent	17,029
5. Insurance	5,639
6. Legal expense	
7. Licenses, taxes and fees	867
8. Title plant expense and maintenance	20,026
9. Office supplies	24,988
10. Depreciation	
11. Automobile expense	19,085
12. Communication expense	15,656
13. Education expense	140
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,694
17. Loss and loss adjustment expense (from Schedule D)	7,710
18. Accounting and auditing expense	26,042
19. Public relations expense	6,783
20. Other expenses (from Schedule E)	875
21. Total Expenses	478,203

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	111,790

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	26,727
5. 1/2 of meals and entertainment expense	13,704
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	14,689
10. Total Excluded Expenses	55,121

Part E: Net Income	
1. Net income as reported on the books of the agency	56,670

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	465,805

Part G: Employees	
1. Total number of employees	9

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2017

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	103139	20793	82,346
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	56562	11181	45,381
First American Title Insurance Company	231751	49360	182,391
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	126773	26856	99,917
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	518225	108190	410035
	(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, 2017

Part A: Description of Income Item		
1.	Closing Fees	164,386
2.	Abstracting and Title Report Income	15,220
3.	Recording Fees	(346)
4.	Copy Fees	(2,518)
5.	Inspection Fees	100
6.	Interest Income	3,116

Part B: Itemization of All Other Income		
7.		
8.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	179,958
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2017

Description of Expense Item		
1.	Closing Losses	2,198
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,512
Total (Carry forward to Schedule A, line B-17)		7,710

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1.	Contract Labor 875
2.	
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Total (Carry forward to Schedule A, line B-20) 875	

Part B - Excluded Expenses	
1.	Donations 985
2.	Meals & Entertainment (1/2) 13,704
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Total (Carry forward to Schedule A, line D-9) 14,689	

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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, 2017

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	518,225
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	518,225

Crosscheck with Schedule B:	518,225
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