

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2014

AGENCY NAME: SIERRA TITLE OF NEW MEXICO, INC.
 FEDERAL I.D. NUMBER:
 ADDRESS: 141 ROADRUNNER PLAZA, STE. 121 LAS CRUCES, NM
 CONTACT NAME: ROBERT FIELD

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)	257,435
2. Less: Remitted title insurance premiums (from Schedule B)	51,366
3. Retained title insurance premiums (from Schedule B)	206,069
4. Other income (from Schedule C)	66,759
5. Total Revenue	272,828

Part B: Expenses	
1. Employees' salaries and wages	236,609
2. Owners' and partners' salaries and wages	0
3. Employee benefits	10,281
4. Rent	85,181
5. Insurance	0
6. Legal expense	269
7. Licenses, taxes and fees	19,880
8. Title plant expense and maintenance	1,868
9. Office supplies	18,779
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	0
13. Education expense	1,335
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	7,763
17. Loss and loss adjustment expense (from Schedule D)	177
18. Accounting and auditing expense	15,852
19. Public relations expense	0
20. Other expenses (from Schedule E)	78,445
21. Total Expenses	476,439

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(203,611)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	(60,555)
5. 1/2 of meals and entertainment expense	0
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	(60,555)

Part E: Net Income	
1. Net income as reported on the books of the agency	(143,056)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(326,776)

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2014

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	18816	3763	15,053
Chicago Title Insurance Company	55527	11254	44,273
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	143512	28433	115,079
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	39580	7916	31,664
Other			0
Total	257435	51366	206069
	(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: 20.0%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2014

Description of Income Item		
A.	Closing Fees	26,037
B.	Abstracting and Title Report Income	0
C.	Recording Fees	15,091
D.	Copy Fees	2,051
E.	Inspection Fees	45
F.	Interest Income	0

Itemization of All Other Income		
G.	Voided checks - checks written in prior years	11,180
H.	Reimbursed expenses	3,375
I.	Title Evidence	1,382
J.	Courier	5,610
K.	Miscellaneous Fees	1,988
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	66,759
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2014

Description of Expense Item		
1.	Closing Losses	177
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	0
Total (Carry forward to Schedule A, line B-17)		177

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2014

Part A - Deductible Expenses		
1.	Amortization	4,638
2.	Bank Service Charges	5,348
3.	Contract Labor	15,120
4.	Contributions	126
5.	Courier Services	4,979
6.	Dues and Subscriptions	2,380
7.	Miscellaneous	132
8.	Recroding Expense	19,324
9.	Repairs and Maintenance	6,133
10.	Utilities	20,265
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		78,445

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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For the Calendar Year Ending December 31, 2014

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, 2014

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	257,435
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	257,435

Crosscheck with Schedule B:	257,435
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)
Sierra Title Company, Inc.	100.0%	NA
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