

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: San Juan County Abstract & Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: 111 N Orchard, Farmington, NM 87401
 CONTACT NAME: Joshua Payne

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)	2,398,009
2. Less: Remitted title insurance premiums (from Schedule B)	482,836
3. Retained title insurance premiums (from Schedule B)	1,915,173
4. Other income (from Schedule C)	744,968
5. Total Revenue	2,660,141

Part B: Expenses	
1. Employees' salaries and wages	696,810
2. Owners' and partners' salaries and wages	611,530
3. Employee benefits	246,534
4. Rent	146,091
5. Insurance	15,894
6. Legal expense	
7. Licenses, taxes and fees	10,061
8. Title plant expense and maintenance	
9. Office supplies	58,099
10. Depreciation	12,638
11. Automobile expense	19,098
12. Communication expense	33,242
13. Education expense	468
14. Bad debts	
15. Interest expense	1,610
16. Employee travel and lodging	7,890
17. Loss and loss adjustment expense (from Schedule D)	18,035
18. Accounting and auditing expense	7,331
19. Public relations expense	36,297
20. Other expenses (from Schedule E)	236,290
21. Total Expenses	2,157,919

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	502,221

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	1,280
5. 1/2 of meals and entertainment expense	1,617
6. Penalties	
7. Country club dues	6,380
8. Salaries in excess of salary cap	95,661
9. Other excluded expenses (from Schedule E)	129,045
10. Total Excluded Expenses	233,983

Part E: Net Income	
1. Net income as reported on the books of the agency	268,238

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	832,338

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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	465294	93347	371,947
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	315543	63109	252,434
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	621284	124536	496,748
First American Title Insurance Company	517604	104352	413,252
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	478284	97492	380,792
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	2398009	482836	1915173
	(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: 20.1%

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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	467,357
B.	Abstracting and Title Report Income	
C.	Recording Fees	145,516
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	136

Itemization of All Other Income		
G.	Fed Ex handling fees	1,200
H.	Title search, certificates, etc.	124,462
I.	Miscellaneous	175
J.	AVLW fees	5,817
K.	Title policy refunds	304
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	744,968
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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	7,990
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,045
Total (Carry forward to Schedule A, line B-17)		18,035

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Recording fees	134,306
2.	Dues & subscriptions	14,423
3.	Contract labor	10,464
4.	Utilities	17,969
5.	Miscellaneous	250
6.	Janitorial	15,448
7.	Maint & repairs	16,300
8.	1/2 meals & entertainment	1,617
9.	Fed Ex & postage	25,513
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		236,290

Part B - Excluded Expenses		
1.	Director's fees -non active owner	96,492
2.	Excess tax depreciation on books	32,553
3.		
4.		
5.		
6.		
7.		
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9.		
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11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		129,045

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For the Calendar Year Ending December 31, 2013

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?
NONE				
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	
Roosevelt	
San Juan	2,398,009
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,398,009

Crosscheck with Schedule B:	2,398,009
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)
Edwin Tucker	6.3%	NA
Joshua Payne	25.0%	NA
Gregory Tucker	50.0%	NA
Stephanie Winters	12.5%	NA
Janet Tucker	6.3%	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