

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: San Juan County County Abstract & Title Company
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)	2,457,418
2. Less: Remitted title insurance premiums (from Schedule B)	544,848
3. Retained title insurance premiums (from Schedule B)	1,912,570
4. Other income (from Schedule C)	835,471
5. Total Revenue	2,748,041

Part B: Expenses	
1. Employees' salaries and wages	829,459
2. Owners' and partners' salaries and wages	592,236
3. Employee benefits	402,793
4. Rent	152,993
5. Insurance	13,344
6. Legal expense	
7. Licenses, taxes and fees	10,238
8. Title plant expense and maintenance	67,841
9. Office supplies	38,055
10. Depreciation	50,464
11. Automobile expense	10,244
12. Communication expense	20,200
13. Education expense	442
14. Bad debts	
15. Interest expense	21,512
16. Employee travel and lodging	5,825
17. Loss and loss adjustment expense (from Schedule D)	12,733
18. Accounting and auditing expense	7,080
19. Public relations expense	41,343
20. Other expenses (from Schedule E)	309,863
21. Total Expenses	2,586,665

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	161,376

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	4,114
5. 1/2 of meals and entertainment expense	1,521
6. Penalties	
7. Country club dues	6,624
8. Salaries in excess of salary cap	99,939
9. Other excluded expenses (from Schedule E)	104,738
10. Total Excluded Expenses	216,936

Part E: Net Income	
1. Net income as reported on the books of the agency	(55,560)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	7,724

Part G: Employees	
1. Total number of employees	32

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2017

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	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	404814	82589	322,225
Commonwealth Land Title Insurance Company	304954	60991	243,963
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	755987	159130	596,857
First American Title Insurance Company	584063	160327	423,736
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	42844	8569	34,275
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	364756	73242	291,514
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	2457418	544848	1912570
	(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:

22.2%

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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	578,141
2.	Abstracting and Title Report Income	
3.	Recording Fees	129,061
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	78

Part B: Itemization of All Other Income		
7.	Fed Ex handling fees	1,278
8.	Title search certificates	107,352
9.	AVLW fees	19,561
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Total Other Income (Carry forward to Schedule A, line A-4)	835,471
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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.	Agent Errors	4,008
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	8,725
Total (Carry forward to Schedule A, line B-17)		12,733

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses		
1.	Recording fees	122,956
2.	Dues & subscriptions	16,233
3.	Janitorial	16,153
4.	Maint and repairs	30,444
5.	1/2 meals & entertainment	1,521
6.	Fed Ex	32,429
7.	Utilites	18,043
8.	Disposition of assets	67,852
9.	Miscellaneous	4,232
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Total (Carry forward to Schedule A, line B-20)		309,863

Part B - Excluded Expenses		
1.	Donations	2,400
2.	Director's fee - non active owner	102,338
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Total (Carry forward to Schedule A, line D-9)		104,738

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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	
Roosevelt	
San Juan	2,457,418
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,457,418

Crosscheck with Schedule B:	2,457,418
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)
Joshua Payne	25.0%	NA
Gregory Tucker	50.0%	NA
Stephanie Winters	12.5%	NA
Janet Tucker	12.5%	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