

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2011*

AGENCY NAME: Santa Fe Abstract, LTD  
 FEDERAL I.D. NUMBER: 74-0923770  
 ADDRESS: 433 Paseo de Peralta, Santa Fe, NM 87501  
 CONTACT NAME: Paula Glover

Check One:

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	860,653
2. Less: Remitted title insurance premiums (from Schedule B)	173,979
3. Retained title insurance premiums (from Schedule B)	686,674
4. Other income (from Schedule C)	169,449
<b>5. Total Revenue</b>	<b>856,123</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	470,242
2. Owners' and partners' salaries and wages	
3. Employee benefits	84,862
4. Rent	112,639
5. Insurance	(25)
6. Legal expense	
7. Licenses, taxes and fees	22,357
8. Title plant expense and maintenance	83,245
9. Office supplies	6,862
10. Depreciation	17,281
11. Automobile expense	10,919
12. Communication expense	27,718
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	585
17. Loss and loss adjustment expense (from Schedule D)	1,057
18. Accounting and auditing expense	4,330
19. Public relations expense	26,747
20. Other expenses (from Schedule E)	86,269
<b>21. Total Expenses</b>	<b>955,088</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. Income (Loss) from Operations	(98,965)

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	1,425
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	4,293
6. Penalties	85
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>5,803</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(104,768)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	1,290,423

