

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Santa Fe Title Company
ADDRESS: 515 Don Gaspar Avenue, Santa Fe, NM
CONTACT NAME: Steven Riemann

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)	641,344
2. Less: Remitted title insurance premiums (from Schedule B)	147,533
3. Retained title insurance premiums (from Schedule B)	493,811
4. Other income (from Schedule C)	213,340
5. Total Revenue	707,151

Part B: Expenses	
1. Employees' salaries and wages	199,019
2. Owners' and partners' salaries and wages	113,593
3. Employee benefits	49,692
4. Rent	23,333
5. Insurance	5,884
6. Legal expense	0
7. Licenses, taxes and fees	218
8. Title plant expense and maintenance	82,493
9. Office supplies	14,949
10. Depreciation	4,283
11. Automobile expense	0
12. Communication expense	0
13. Education expense	0
14. Bad debts	0
15. Interest expense	1,792
16. Employee travel and lodging	28
17. Loss and loss adjustment expense (from Schedule D)	1,740
18. Accounting and auditing expense	2,895
19. Public relations expense	13,542
20. Other expenses (from Schedule E)	34,553
21. Total Expenses	548,014

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	159,137

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	0
5. 1/2 of meals and entertainment expense	1,620
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	1,620

Part E: Net Income	
1. Net income as reported on the books of the agency	157,517

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	185,341

Part G: Employees	
1. Total number of employees	10

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

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 0 This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	434533	106544	327,989
First National Title Insurance Company	206811	40989	165,822
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			0
Other			0
Total	641344	147533	493811
	(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: 23.0%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2015

Description of Income Item		
A.	Closing Fees	146,941
B.	Abstracting and Title Report Income	0
C.	Recording Fees	21,970
D.	Copy Fees	0
E.	Inspection Fees	0
F.	Interest Income	0

Itemization of All Other Income		
G.	Reimbursement Income	39,352
H.	Shipping Income	5,077
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	213,340
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2015

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	321
5.	E&O or Fidelity Insurance	1,419
Total (Carry forward to Schedule A, line B-17)		1,740

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Other Expenses	34,553
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Total (Carry forward to Schedule A, line B-20)		34,553

Part B - Excluded Expenses		
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16.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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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?
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, 2015

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	
San Miguel	
Sandoval	
Santa Fe	641,344
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	641,344

Crosscheck with Schedule B:	641,344
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)
Steven Riemann	51.0%	REA
John Salinas	20.0%	NA
Angela Riemann	19.0%	NA
Diane Woods	10.0%	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