

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2013*

AGENCY NAME: Southwestern Abstract and Title Co., Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: P.O. Box 695, Las Cruces, NM 88004  
 CONTACT NAME: Loretta Sharp, CPA

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	1,921,258
2. Less: Remitted title insurance premiums (from Schedule B)	379,608
3. Retained title insurance premiums (from Schedule B)	1,541,650
4. Other income (from Schedule C)	383,333
<b>5. Total Revenue</b>	<b>1,924,983</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	858,104
2. Owners' and partners' salaries and wages	125,079
3. Employee benefits	196,106
4. Rent	313,161
5. Insurance	1,702
6. Legal expense	
7. Licenses, taxes and fees	669
8. Title plant expense and maintenance	
9. Office supplies	35,974
10. Depreciation	41,292
11. Automobile expense	23,169
12. Communication expense	26,778
13. Education expense	290
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	903
17. Loss and loss adjustment expense (from Schedule D)	27,257
18. Accounting and auditing expense	28,585
19. Public relations expense	14,190
20. Other expenses (from Schedule E)	128,596
<b>21. Total Expenses</b>	<b>1,821,855</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	103,128

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	301
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,319
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	64,522
<b>10. Total Excluded Expenses</b>	<b>66,142</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	36,986

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	716,337

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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	351397	76679	274,718
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	1272925	249287	1,023,638
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	296936	53642	243,294
Other			0
<b>Total</b>	1921258	379608	1541650
	(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: 19.8%

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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	320,802
B.	Abstracting and Title Report Income	42,788
C.	Recording Fees	17,189
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	(73)

Itemization of All Other Income		
G.	Miscellaneous	2,627
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	383,333
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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	17,060
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,197
Total (Carry forward to Schedule A, line B-17)		27,257

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Other expenses	128,596
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		128,596

<b>Part B - Excluded Expenses</b>		
1.	Payroll issuing refunds for Superintendent	52
2.	Donations	590
3.	Amortization of goodwill and loan fees to purchase	68,648
4.	Gain on sale of asset	(5,000)
5.	Interest expense to purchase	232
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		64,522

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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?
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	1,921,258
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	1,921,258

Crosscheck with Schedule B:	1,921,258
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)
Kevin Davis	100.0%	N/A
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above