

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Tierras Title, LLC
ADDRESS: 515 Gusdorf Rad., Ste 6, Taos, NM 87571
CONTACT NAME: Evelyn Jean Trujillo

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)	69,122
2. Less: Remitted title insurance premiums (from Schedule B)	13,824
3. Retained title insurance premiums (from Schedule B)	55,298
4. Other income (from Schedule C)	18,816
5. Total Revenue	74,114

Part B: Expenses	
1. Employees' salaries and wages	26,966
2. Owners' and partners' salaries and wages	13,613
3. Employee benefits	3,892
4. Rent	5,968
5. Insurance	632
6. Legal expense	47
7. Licenses, taxes and fees	115
8. Title plant expense and maintenance	3,370
9. Office supplies	2,265
10. Depreciation	
11. Automobile expense	57
12. Communication expense	2,756
13. Education expense	0
14. Bad debts	0
15. Interest expense	5,261
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	1,803
18. Accounting and auditing expense	0
19. Public relations expense	92
20. Other expenses (from Schedule E)	5,260
21. Total Expenses	72,097

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	2,017

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	
5. 1/2 of meals and entertainment expense	0
6. Penalties	
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	0

Part E: Net Income	
1. Net income as reported on the books of the agency	2,017

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	5,411

Part G: Employees	
1. Total number of employees	5

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	Title Premiums Remitted or Owed by This Agency to Underwriters	Title Premiums Retained by 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			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	69122	13824	55,298
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	69122	13824	55298
	(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: 20.0%

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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	17,256
B.	Abstracting and Title Report Income	650
C.	Recording Fees	(590)
D.	Copy Fees	
E.	Inspection Fees	162
F.	Interest Income	

Itemization of All Other Income		
G.	Courier Fees	820
H.	Document Retrieval Fees	417
I.	Wire Fees	(19)
J.	Other	120
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	18,816
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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	
5.	E&O or Fidelity Insurance	1,803
Total (Carry forward to Schedule A, line B-17)		1,803

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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	1,764
2.	Office expense	2,176
3.	Closing fees	1,320
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Total (Carry forward to Schedule A, line B-20)		5,260

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

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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	
Sierra	
Socorro	
Taos	69,122
Torrance	
Union	
Valencia	
TOTAL	69,122

Crosscheck with Schedule B:	69,122
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)
Evelyn Jean Trujillo	100.0%	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