

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 de Taos Title Company, Inc.
 ADDRESS: 515 Gusdorf Road, Suite 6
 CONTACT NAME: Dareyl Gonzales Decker

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)	247,415
2. Less: Remitted title insurance premiums (from Schedule B)	49,483
3. Retained title insurance premiums (from Schedule B)	197,932
4. Other income (from Schedule C)	321,948
5. Total Revenue	519,880

Part B: Expenses	
1. Employees' salaries and wages	75,358
2. Owners' and partners' salaries and wages	64,500
3. Employee benefits	12,297
4. Rent	14,400
5. Insurance	171
6. Legal expense	4,838
7. Licenses, taxes and fees	1,282
8. Title plant expense and maintenance	8,860
9. Office supplies	3,211
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	6,268
13. Education expense	71
14. Bad debts	0
15. Interest expense	3,009
16. Employee travel and lodging	530
17. Loss and loss adjustment expense (from Schedule D)	938
18. Accounting and auditing expense	4,033
19. Public relations expense	1,131
20. Other expenses (from Schedule E)	305,533
21. Total Expenses	506,430

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	13,450

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	0
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	0

Part E: Net Income	
1. Net income as reported on the books of the agency	13,450

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	179,288

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 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			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	247285	49457	197,828
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	130	26	104
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	247415	49483	197932
	(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	53,657
B. Abstracting and Title Report Income	5,956
C. Recording Fees	806
D. Copy Fees	
E. Inspection Fees	108
F. Interest Income	

Itemization of All Other Income	
G. Federal Express	852
H. Wires / cancellation fees / notary etc.	3,799
I. Document Retrieval	1,851
J. Refund	(81)
K.	
L. Sale of assess of business (Tierras de Taos Title Compny, I	255,000
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	321,948
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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	
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	938

Total (Carry forward to Schedule A, line B-17)	938
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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Shareholders draw	13,000
2.	Contractual services	37,533
3.	Sale of Business (Tierras de Taos Title Company, Inc.)	255,000
4.		
5.		
6.		
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10.		
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20.		
Total (Carry forward to Schedule A, line B-20)		305,533

Part B - Excluded Expenses		
1.		
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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?
NOT APPLICBLE				

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	
Sierra	
Socorro	
Taos	247,415
Torrance	
Union	
Valencia	
TOTAL	247,415

Crosscheck with Schedule B:	247,415
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)
Dareyl Gonzales Decker	50.0%	n/a
James A. Decker	50.0%	n/a
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