

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Tierras de Taos Title Company, Inc
FEDERAL I.D. NUMBER:
ADDRESS: 515 Gusdorf Road Suite 3 - Taos NM 87571
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
- 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)	292,608
2. Less: Remitted title insurance premiums (from Schedule B)	58,522
3. Retained title insurance premiums (from Schedule B)	234,086
4. Other income (from Schedule C)	83,549
5. Total Revenue	317,635

Part B: Expenses	
1. Employees' salaries and wages	76,143
2. Owners' and partners' salaries and wages	85,000
3. Employee benefits	26,103
4. Rent	24,248
5. Insurance	1,253
6. Legal expense	
7. Licenses, taxes and fees	2,509
8. Title plant expense and maintenance	6,269
9. Office supplies	3,773
10. Depreciation	348
11. Automobile expense	
12. Communication expense	12,175
13. Education expense	835
14. Bad debts	
15. Interest expense	4,911
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	3,714
18. Accounting and auditing expense	6,014
19. Public relations expense	3,795
20. Other expenses (from Schedule E)	13,996
21. Total Expenses	271,086

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	46,549

Part D: Excluded Expenses	
1. NMLTA lobbying expense	141
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	45
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	186

Part E: Net Income	
1. Net income as reported on the books of the agency	46,363

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	147,571

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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			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	292168	58170	233,998
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	440	352	88
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	292608	58522	234086
	(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, 2013

Description of Income Item		
A.	Closing Fees	62,204
B.	Abstracting and Title Report Income	3,516
C.	Recording Fees	1,345
D.	Copy Fees	142
E.	Inspection Fees	173
F.	Interest Income - dividends	659

Itemization of All Other Income		
G.	Federal Express	290
H.	Document retrieval	2,289
I.	Other - wire fees / UCC searches / typing fees	5,239
J.	Refunds adjustment	7,692
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	83,549
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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	
2. Agent Errors	
3. Unfair Trade Practices	
4. Loss Adjustment Expenses	
5. E&O or Fidelity Insurance	3,714
Total (Carry forward to Schedule A, line B-17)	
	3,714

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.		
2.	Bank fees	142
3.	Computer Expense	7,107
4.	Paid Gross Receipt Taxes	5,178
5.	Meals and Entertainment	233
6.	Janitorial	946
7.	Small equipment	390
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		13,996

Part B - Excluded Expenses		
1.		
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 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?
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	
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	292,608
Torrance	
Union	
Valencia	
TOTAL	292,608

Crosscheck with Schedule B:	292,608
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%	na
James A. Decker	50.0%	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