

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2015

AGENCY NAME: Title Guaranty, LLC
 ADDRESS: PO Box 146 or 1631 Central Ave, Los Alamos NM 87544
 CONTACT NAME: Denise G. Terrazas

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)	566,988
2. Less: Remitted title insurance premiums (from Schedule B)	96,477
3. Retained title insurance premiums (from Schedule B)	470,511
4. Other income (from Schedule C)	141,266
5. Total Revenue	611,777

Part B: Expenses	
1. Employees' salaries and wages	187,671
2. Owners' and partners' salaries and wages	75,741
3. Employee benefits	50,921
4. Rent	37,973
5. Insurance	3,220
6. Legal expense	0
7. Licenses, taxes and fees	1,184
8. Title plant expense and maintenance	8,800
9. Office supplies	9,571
10. Depreciation	493
11. Automobile expense	0
12. Communication expense	971
13. Education expense	6,521
14. Bad debts	0
15. Interest expense	25,001
16. Employee travel and lodging	13,891
17. Loss and loss adjustment expense (from Schedule D)	10,883
18. Accounting and auditing expense	12,484
19. Public relations expense	11,989
20. Other expenses (from Schedule E)	53,136
21. Total Expenses	510,450

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	101,327

Part D: Excluded Expenses	
1. NMLTA lobbying expense	180
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	50
5. 1/2 of meals and entertainment expense	978
6. Penalties	4,705
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	5,913

Part E: Net Income	
1. Net income as reported on the books of the agency	95,414

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	58,807

Part G: Employees	
1. Total number of employees	7

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

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	13414	174	13,239
Chicago Title Insurance Company	86813	17363	69,450
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	85438	9554	75,884
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	185327	43796	141,531
First American Title Insurance Company	165152	20073	145,079
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	20987	4223	16,764
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guaranty Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	9858	1294	8,564
Other			0
Total	566988	96477	470511
	(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: 17.0%

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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	131,678
B. Abstracting and Title Report Income	7,170
C. Recording Fees	(71)
D. Copy Fees	2,155
E. Inspection Fees	285
F. Interest Income	

Itemization of All Other Income	
G. Other Income	49
H.	
I.	
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	141,266
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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	1,074
2.	Agent Errors	4,046
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	5,763
Total (Carry forward to Schedule A, line B-17)		10,883

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Contract Services - IT/WEB	9,622
2.	Office Equipment Maintenance	4,761
3.	Office Equipment Software Maintenance	14,133
4.	Bank Fees	14,162
5.	Custodial/Shred	2,836
6.	Contract Services - Unsalariated/Other	2,780
7.	Repair/Maintenance	4,842
8.		
9.		
10.		
11.		
12.		
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14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		53,136

Part B - Excluded Expenses		
1.		
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9.		
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11.		
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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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For the Calendar Year Ending December 31, 2015

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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For the Calendar Year Ending December 31, 2015

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Denise G. Terrazas	100.0%	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

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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	566,988
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	566,988

Crosscheck with Schedule B:	566,988
Difference:	0