

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: Title Guaranty, LLC
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Box 146, 1200 Trinity Drive, 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)	589,583
2. Less: Remitted title insurance premiums (from Schedule B)	117,917
3. Retained title insurance premiums (from Schedule B)	471,667
4. Other income (from Schedule C)	91,057
5. Total Revenue	562,724

Part B: Expenses	
1. Employees' salaries and wages	217,092
2. Owners' and partners' salaries and wages	88,212
3. Employee benefits	75,984
4. Rent	34,860
5. Insurance	2,644
6. Legal expense	893
7. Licenses, taxes and fees	938
8. Title plant expense and maintenance	8,162
9. Office supplies	6,208
10. Depreciation	0
11. Automobile expense	0
12. Communication expense	5,448
13. Education expense	5,225
14. Bad debts	0
15. Interest expense	29,690
16. Employee travel and lodging	10,947
17. Loss and loss adjustment expense (from Schedule D)	13,146
18. Accounting and auditing expense	16,016
19. Public relations expense	11,728
20. Other expenses (from Schedule E)	42,557
21. Total Expenses	569,751

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(7,027)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	34
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	2,005
6. Penalties	1,365
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	675
10. Total Excluded Expenses	4,129

Part E: Net Income	
1. Net income as reported on the books of the agency	(11,156)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(65,859)

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

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	98160	19632	78,528
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	79587	15917	63,670
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	194143	38829	155,315
First American Title Insurance Company	205953	41191	164,762
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	11740	2348	9,392
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	589583	117917	471667
	(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	78,176
B.	Abstracting and Title Report Income	12,345
C.	Recording Fees	0
D.	Copy Fees	261
E.	Inspection Fees	175
F.	Interest Income	

Itemization of All Other Income		
G.	Other	100
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	91,057
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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	2,118
2.	Agent Errors	2,994
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	8,034
Total (Carry forward to Schedule A, line B-17)		13,146

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Contract Services -IT/Web	19,602
2.	Office Equipment Maintenance	9,323
3.	Office Equipment Software Maintenance	8,266
4.	Bank Fees	291
5.	Custodial/Shred	2,454
6.	Contract Services - unsalaried/other	989
7.	Repair/Maintenance	1,631
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		42,557

Part B - Excluded Expenses		
1.	Donations Charitable Organizations	675
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)		675

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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	589,583
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	589,583

Crosscheck with Schedule B:	589,583
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)
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