

**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 Services, Inc  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 112 North Second Street  
 CONTACT NAME: Bob Harris

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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	324,264
2. Less: Remitted title insurance premiums (from Schedule B)	79,403
3. Retained title insurance premiums (from Schedule B)	244,861
4. Other income (from Schedule C)	95,631
<b>5. Total Revenue</b>	<b>340,492</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	130,422
2. Owners' and partners' salaries and wages	98,300
3. Employee benefits	60,986
4. Rent	10,261
5. Insurance	1,522
6. Legal expense	
7. Licenses, taxes and fees	740
8. Title plant expense and maintenance	15,167
9. Office supplies	5,721
10. Depreciation	6,660
11. Automobile expense	6,399
12. Communication expense	10,914
13. Education expense	650
14. Bad debts	
15. Interest expense	9,026
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	7,959
18. Accounting and auditing expense	8,232
19. Public relations expense	3,547
20. Other expenses (from Schedule E)	7,498
<b>21. Total Expenses</b>	<b>384,005</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(43,513)</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	118
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,927
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	250
<b>10. Total Excluded Expenses</b>	<b>3,295</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(46,809)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	134,891

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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		0
Alliant National Title Insurance Company	8848	3608	5,240
Chicago Title Insurance Company	0		0
Commerce Title Insurance Company	0		0
Commonwealth Land Title Insurance Company	32804	7308	25,496
EnTitle Insurance Company	0		0
Fidelity National Title Insurance Company	66264	13406	52,858
First American Title Insurance Company	111286	27301	83,985
Lawyers Title Insurance Corporation	0		0
Old Republic National Title Insurance Company	46244	11280	34,964
Premier Land Title Insurance Company	0		0
Security Union Title Insurance Company	0		0
Stewart Title Guarantee Company	58818	16500	42,318
Ticor Title Insurance Company	0		0
Title Resources Guaranty Company	0		0
Transnation Title Insurance Company	0		0
WFG National Title Insurance Company	0		0
Other			0
<b>Total</b>	<b>324264</b>	<b>79403</b>	<b>244861</b>
	(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: 24.5%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2013*

<b>Description of Income Item</b>	
A. Closing Fees	60,463
B. Abstracting and Title Report Income	35,841
C. Recording Fees	
D. Copy Fees	
E. Inspection Fees	
F. Interest Income	

<b>Itemization of All Other Income</b>	
G. Online Plant	4,739
H. Inerest	2,065
I. Investment	(7,476)
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	95,631
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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	602
2.	Agent Errors	2,207
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	5,150
Total (Carry forward to Schedule A, line B-17)		7,959

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Online Plant	3,706
2.	Misc	290
3.	Travel	485
4.	Other Expenses	3,017
5.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		7,498

<b>Part B - Excluded Expenses</b>		
1.	Donations	250
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3.		
4.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		250



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**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2013*

County	Title Premiums Written
Bernalillo	0
Catron	0
Chaves	0
Cibola	0
Colfax	324,264
Curry	0
De Baca	0
Dona Ana	0
Eddy	0
Grant	0
Guadalupe	0
Harding	0
Hidalgo	0
Lea	0
Lincoln	0
Los Alamos	0
Luna	0
McKinley	0
Mora	0
Otero	0
Quay	0
Rio Arriba	0
Roosevelt	0
San Juan	0
San Miguel	0
Sandoval	0
Santa Fe	0
Sierra	0
Socorro	0
Taos	0
Torrance	0
Union	0
Valencia	0
<b>TOTAL</b>	<b>324,264</b>

Crosscheck with Schedule B:	324,264
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)
Bob Harris	49.9%	na
Denise Reis	16.7%	na
Mary Jen Harris	16.7%	na
Nancy Ann Holub	16.7%	na
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above