

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2014*

AGENCY NAME: Title Services, inc  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 112 North Second Street, Raton, NM 87740  
 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)	422,136
2. Less: Remitted title insurance premiums (from Schedule B)	98,125
3. Retained title insurance premiums (from Schedule B)	324,011
4. Other income (from Schedule C)	109,826
<b>5. Total Revenue</b>	<b>433,837</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	119,839
2. Owners' and partners' salaries and wages	136,400
3. Employee benefits	86,676
4. Rent	9,299
5. Insurance	1,266
6. Legal expense	227
7. Licenses, taxes and fees	680
8. Title plant expense and maintenance	11,221
9. Office supplies	13,752
10. Depreciation	4,741
11. Automobile expense	4,528
12. Communication expense	24,197
13. Education expense	750
14. Bad debts	0
15. Interest expense	575
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	10,739
18. Accounting and auditing expense	9,323
19. Public relations expense	1,104
20. Other expenses (from Schedule E)	40,620
<b>21. Total Expenses</b>	<b>475,935</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(42,097)</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	202
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	174
6. Penalties	
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	350
<b>10. Total Excluded Expenses</b>	<b>726</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(42,823)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	64,420

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2014*

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	10427	2085	8,342
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	31823	6425	25,398
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	106113	26624	79,489
First American Title Insurance Company	104610	20982	83,628
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	38614	8715	29,899
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	113427	29870	83,557
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other	17122	3424	13,698
<b>Total</b>	<b>422136</b>	<b>98125</b>	<b>324011</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: 23.2%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2014*

Description of Income Item		
A.	Closing Fees	69,677
B.	Abstracting and Title Report Income	35,055
C.	Recording Fees	0
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	2,137

Itemization of All Other Income		
G.	Online plant	1,561
H.	Investments	(4,604)
I.	Sale of assets	6,000
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	109,826
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2014*

Description of Expense Item	
1. Closing Losses	198
2. Agent Errors	388
3. Unfair Trade Practices	0
4. Loss Adjustment Expenses	
5. E&O or Fidelity Insurance	10,153
Total (Carry forward to Schedule A, line B-17)	10,739

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2014*

<b>Part A - Deductible Expenses</b>		
1.	online Plant	3,103
2.	Misc	494
3.	Travel	2,995
4.	Appraisal	1,250
5.	Equipment Lease	23,796
6.	Sales Tax Loss	146
7.	1/2 Meals	174
8.	Advertising	3,821
9.	Dues	4,840
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		40,620

<b>Part B - Excluded Expenses</b>		
1.	Donations	350
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)		350

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For the Calendar Year Ending December 31, 2014

## 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?
none				
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, 2014

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	422,136
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	
Torrance	
Union	
Valencia	
TOTAL	422,136

Crosscheck with Schedule B:	422,136
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