

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 Services, Inc
 ADDRESS: 112 North Second St
 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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	294,776
2. Less: Remitted title insurance premiums (from Schedule B)	58,955
3. Retained title insurance premiums (from Schedule B)	235,821
4. Other income (from Schedule C)	96,664
5. Total Revenue	332,485

Part B: Expenses	
1. Employees' salaries and wages	114,030
2. Owners' and partners' salaries and wages	106,400
3. Employee benefits	18,734
4. Rent	8,460
5. Insurance	2,816
6. Legal expense	269
7. Licenses, taxes and fees	2,313
8. Title plant expense and maintenance	15,670
9. Office supplies	10,887
10. Depreciation	4,449
11. Automobile expense	3,692
12. Communication expense	9,867
13. Education expense	920
14. Bad debts	
15. Interest expense	1,961
16. Employee travel and lodging	1,284
17. Loss and loss adjustment expense (from Schedule D)	13,612
18. Accounting and auditing expense	5,956
19. Public relations expense	119
20. Other expenses (from Schedule E)	10,102
21. Total Expenses	331,540

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	945

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	41
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	650
10. Total Excluded Expenses	691

Part E: Net Income	
1. Net income as reported on the books of the agency	254

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	87,628

Part G: Employees	
1. Total number of employees	6

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	13239	2648	10,591
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	33194	6639	26,555
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	45779	9156	36,623
First American Title Insurance Company	51830	10366	41,464
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	40744	8149	32,595
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	109990	21998	87,992
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	294776	58955	235821
	(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, 2015

Description of Income Item	
A. Closing Fees	58,284
B. Abstracting and Title Report Income	36,401
C. Recording Fees	
D. Copy Fees	
E. Inspection Fees	
F. Interest Income	1,783

Itemization of All Other Income	
G. Online Plant	195
H.	
I.	
J.	
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	96,664
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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
2.	Agent Errors
3.	Unfair Trade Practices
4.	Loss Adjustment Expenses
5.	E&O or Fidelity Insurance
Total (Carry forward to Schedule A, line B-17)	

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Online Plant	2,890
2.	Miscellaneous	(3,706)
3.	Dues	2,949
4.	Advertising	4,650
5.	Escrow Software Manintance	2,848
6.	Sales Tax Adjustment	470
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		10,102

Part B - Excluded Expenses		
1.	Donations	650
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		650

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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?
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, 2015

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	294,776
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	294,776

Crosscheck with Schedule B:	294,776
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
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