

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2011*

AGENCY NAME: Valley Abstract & Title Company, Inc  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 236 Montezuma Ave. Santa Fe, NM 87501  
 CONTACT NAME: Melanie M. Garcia, Bookkeeper

Check One:

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	114,167
2. Less: Remitted title insurance premiums (from Schedule B)	24,939
3. Retained title insurance premiums (from Schedule B)	89,228
4. Other income (from Schedule C)	35,089
5. <b>Total Revenue</b>	<b>124,317</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	102,711
2. Owners' and partners' salaries and wages	0
3. Employee benefits	7,647
4. Rent	9,889
5. Insurance	6,825
6. Legal expense	0
7. Licenses, taxes and fees	8,692
8. Title plant expense and maintenance	36,702
9. Office supplies	2,850
10. Depreciation	0
11. Automobile expense	3,135
12. Communication expense	11,823
13. Education expense	0
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	588
17. Loss and loss adjustment expense (from Schedule D)	4,315
18. Accounting and auditing expense	3,893
19. Public relations expense	3,103
20. Other expenses (from Schedule E)	21,495
21. <b>Total Expenses</b>	<b>223,668</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(99,351)</b>

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

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(99,351)

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

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## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2011*

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
Chicago Title Insurance Company	2631	574	2,057
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	4637	1013	3,624
First American Title Insurance Company	96055	20983	75,072
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	10844	2369	8,475
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
Other			0
<b>Total</b>	<b>114167</b>	<b>24939</b>	<b>89228</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: 21.8%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2011*

<b>Description of Income Item</b>		
A.	Closing Fees	21,776
B.	Abstracting and Title Report Income	2,417
C.	Recording Fees	5,522
D.	Copy Fees	0
E.	Inspection Fees	150
F.	Interest Income	0

<b>Itemization of All Other Income</b>		
G.	Courier Fees	5,224
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	35,089
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2011*

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	4,315
Total (Carry forward to Schedule A, line B-17)		4,315

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2011*

<b>Part A - Deductible Expenses</b>		
1.	Postage Expense	2,057
2.	Professional Fees	2,384
3.	Payroll Taxes	10,995
4.	Utilities	5,091
5.	Other Misc	968
6.		
7.		
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		21,495

<b>Part B - Excluded Expenses</b>		
1.		
2.		
3.		
4.		
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11.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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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?
N/A				
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, 2011*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	114,167
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	114,167

Crosscheck with Schedule B:	114,167
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)
John R. Fox	33.3%	A
Francis Mathew	33.3%	A
Mike Marby	33.3%	REA
<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