

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: Heritage Title of Valencia County
ADDRESS: 311A Cortez SE PO Box 1387 Los Lunas, NM 87031
CONTACT NAME: Charles Griego

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)	302,822
2. Less: Remitted title insurance premiums (from Schedule B)	62,827
3. Retained title insurance premiums (from Schedule B)	239,995
4. Other income (from Schedule C)	119,387
5. Total Revenue	359,382

Part B: Expenses	
1. Employees' salaries and wages	140,683
2. Owners' and partners' salaries and wages	
3. Employee benefits	57,353
4. Rent	
5. Insurance	7,050
6. Legal expense	
7. Licenses, taxes and fees	333
8. Title plant expense and maintenance	15,766
9. Office supplies	5,976
10. Depreciation	9,724
11. Automobile expense	1,594
12. Communication expense	6,319
13. Education expense	
14. Bad debts	
15. Interest expense	550
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	3,573
18. Accounting and auditing expense	10,050
19. Public relations expense	3,477
20. Other expenses (from Schedule E)	55,893
21. Total Expenses	318,342

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	41,041

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	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	0

Part E: Net Income	
1. Net income as reported on the books of the agency	41,041

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	285,871

Part G: Employees	
1. Total number of employees	7

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	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			0
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	225421	46770	178,651
First American Title Insurance Company			0
First National Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	77401	16057	61,344
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	302822	62827	239995
	(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: 20.7%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2018

Part A: Description of Income Item		
1.	Closing Fees	90,803
2.	Abstracting and Title Report Income	15,352
3.	Recording Fees	13,232
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	119,387
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	0 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ -

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

Description of Expense Item		
1.	Closing Losses	329
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,245
Total (Carry forward to Schedule A, line B-17)		3,573

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Bank Charges	6,307
2.	Equipment Rental	1,159
3.	Penalties	16,323
4.	Reimbursable Expenses	9,842
5.	Repair and Maintenance	7,354
6.	Security Expense	642
7.	Utilities	5,878
8.	Property Tax	8,388
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20.		
Total (Carry forward to Schedule A, line B-20)		55,893

Part B - Excluded Expenses		
1.	None	0
2.		
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4.		
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Total (Carry forward to Schedule A, line D-9)		0

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For the Calendar Year Ending December 31, 2018

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, 2018

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	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	302,822
TOTAL	302,822

Crosscheck with Schedule B:	302,822
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Charles Griego	40.0%	N/A
Brenda Gomez-Glenn	40.0%	N/A
Laurence P. Guggino	20.0%	N/A
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
AFB	Affiliated Business Arrangement
MSA	Marketing Services Agreement
NA	None of the above