

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: RIO INVESTMENT LTD 85-0446235
ADDRESS: P O BOX 1064 ELEPHANT BUTTE, NM 87935
CONTACT NAME: RAYMOND RUFFINI

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)	404,137
2. Less: Remitted title insurance premiums (from Schedule B)	80,827
3. Retained title insurance premiums (from Schedule B)	323,309
4. Other income (from Schedule C)	207,961
5. Total Revenue	531,270

Part B: Expenses	
1. Employees' salaries and wages	175,250
2. Owners' and partners' salaries and wages	0
3. Employee benefits	4,203
4. Rent	19,278
5. Insurance	12,306
6. Legal expense	0
7. Licenses, taxes and fees	7,592
8. Title plant expense and maintenance	4,794
9. Office supplies	18,367
10. Depreciation	38,255
11. Automobile expense	0
12. Communication expense	5,178
13. Education expense	0
14. Bad debts	0
15. Interest expense	92,228
16. Employee travel and lodging	533
17. Loss and loss adjustment expense (from Schedule D)	4,735
18. Accounting and auditing expense	17,567
19. Public relations expense	10,789
20. Other expenses (from Schedule E)	72,315
21. Total Expenses	483,390

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	47,880

Part D: Excluded Expenses	
1. NMLTA lobbying expense	920
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	920

Part E: Net Income	
1. Net income as reported on the books of the agency	46,960

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(972,719)

Part G: Employees	
1. Total number of employees	8

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	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			0
Chicago Title Insurance Company	91739	18348	73,391
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	132961	26592	106,369
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			0
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	179437	35887	143,549
Other			0
Total	404137	80827	323309
	(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%

PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2018

Part A: Description of Income Item		
1.	Closing Fees	108,718
2.	Abstracting and Title Report Income	6,618
3.	Recording Fees	20,684
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	RENT INCOME	71,940
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	207,961
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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	\$ -

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

Description of Expense Item		
1.	Closing Losses	1,924
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	2,811
Total (Carry forward to Schedule A, line B-17)		4,735

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	SERVICES PURCHASED	19,241
2.	LEASED EQUIPMENT	2,586
3.	REPAIRS	882
4.	EQUIPMENT MAINT CONTRACTS	17,498
5.	JANITOR	2,555
6.	MISCELLANEOUS	2,602
7.	POSTAGE	5,564
8.	DUES & SUBSCRIPTIONS	1,871
9.	UTILITIES	19,515
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Total (Carry forward to Schedule A, line B-20)		72,315

Part B - Excluded Expenses		
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Total (Carry forward to Schedule A, line D-9)		0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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?
NONE				
Total:		0		

Description	Code
Income	I
Expense Allocation	E

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

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	197,537
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	206,599
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	404,137

Crosscheck with Schedule B:	404,137
Difference:	0

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2018

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
RAYMOND RUFFINI	50.0%	NA
TERRY TAYLOR	50.0%	NA
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