

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Alliance Abstract and Title Company
ADDRESS: 207 Fisher Ave., Socorro, NM 87801
CONTACT NAME: Lori Fernandez

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)	443,177
2. Less: Remitted title insurance premiums (from Schedule B)	91,565
3. Retained title insurance premiums (from Schedule B)	351,612
4. Other income (from Schedule C)	210,981
5. Total Revenue	562,593

Part B: Expenses	
1. Employees' salaries and wages	261,772
2. Owners' and partners' salaries and wages	36,000
3. Employee benefits	
4. Rent	52,300
5. Insurance	5,400
6. Legal expense	640
7. Licenses, taxes and fees	
8. Title plant expense and maintenance	
9. Office supplies	10,097
10. Depreciation	
11. Automobile expense	8,834
12. Communication expense	13,400
13. Education expense	
14. Bad debts	0
15. Interest expense	17,009
16. Employee travel and lodging	4,250
17. Loss and loss adjustment expense (from Schedule D)	9,090
18. Accounting and auditing expense	3,000
19. Public relations expense	
20. Other expenses (from Schedule E)	90,054
21. Total Expenses	511,846

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	50,747

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	4,250
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	39,024
10. Total Excluded Expenses	43,274

Part E: Net Income	
1. Net income as reported on the books of the agency	7,473

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	0

Part G: Employees	
1. Total number of employees	13

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AFFIDAVIT

For Calendar Year Ending December 31, 2019

THE STATE OF New Mexico

THE COUNTY OF Socorro

I, Lori Fernandez, the owner (job position) of Alliance Abstract and Title Company (name of Company), being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2019 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this _____ day of _____, 2020.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2019

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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	15815	3163	12,652
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Guaranty Company			0
First American Title Insurance Company			0
First National Title Insurance Company	205140	41028	164,112
Investors Title Insurance Company			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
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company	222222	47374	174,848
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	443177	91565	351612
	(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, 2019

Part A: Description of Income Item		
1.	Closing Fees	102,700
2.	Abstracting and Title Report Income	79,365
3.	Recording Fees	15,250
4.	Copy Fees	13,666
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
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Total Other Income (Carry forward to Schedule A, line A-4)	210,981
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for		\$ 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, 2019

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	9,090
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		9,090

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Utilities	16,622
2.	IT contract labor	4,603
3.	County fees	47,065
4.	Storage	710
5.	Postage	5,782
6.	Software	6,874
7.	Bank fees	3,250
8.	Advertising	1,074
9.	Small equipment	4,074
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20.		
Total (Carry forward to Schedule A, line B-20)		90,054

Part B - Excluded Expenses		
1.	Contributions/Donations	39,024
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Total (Carry forward to Schedule A, line D-9)		39,024

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2019

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?
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, 2019

County	Title Premiums Written
Bernalillo	0
Catron	1,027
Chaves	
Cibola	615
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	220,057
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	146,080
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	75,398
Taos	
Torrance	
Union	
Valencia	0
TOTAL	443,177

Crosscheck with Schedule B:	443,177
Difference:	0

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For the Calendar Year Ending December 31, 2019

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Lori Fernandez	50.0%	A
Alfred Fernandez	50.0%	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