

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Four Corners Title Company
ADDRESS: 311 S Third Street Gallup, NM 87301
CONTACT NAME: Mary Villaneueva

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)	181,656
2. Less: Remitted title insurance premiums (from Schedule B)	39,222
3. Retained title insurance premiums (from Schedule B)	142,435
4. Other income (from Schedule C)	74,065
5. Total Revenue	216,499

Part B: Expenses	
1. Employees' salaries and wages	151,158
2. Owners' and partners' salaries and wages	
3. Employee benefits	326
4. Rent	6,000
5. Insurance	3,294
6. Legal expense	7,085
7. Licenses, taxes and fees	250
8. Title plant expense and maintenance	2,443
9. Office supplies	8,115
10. Depreciation	17,983
11. Automobile expense	71
12. Communication expense	
13. Education expense	250
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	1,224
17. Loss and loss adjustment expense (from Schedule D)	12,245
18. Accounting and auditing expense	
19. Public relations expense	605
20. Other expenses (from Schedule E)	25,940
21. Total Expenses	236,990

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(20,490)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	38
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	73
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	326
10. Total Excluded Expenses	437

Part E: Net Income	
1. Net income as reported on the books of the agency	(20,927)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	120,706

Part G: Employees	
1. Total number of employees	5

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AFFIDAVIT

For Calendar Year Ending December 31, 2019

THE STATE OF New Mexico

THE COUNTY OF McKinley

I, _____, the _____ (job position) of _____ (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 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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company	42175	8299	33,876
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	32581	7162	25,419
Commonwealth Land Title Insurance Company	42374	10759	31,615
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			0
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	64527	13002	51,525
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guarantee Company			0
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	181656	39222	142435
	(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:

21.6%

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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	51,652
2.	Abstracting and Title Report Income	6,505
3.	Recording Fees	
4.	Copy Fees	3,428
5.	Inspection Fees	
6.	Interest Income	18

Part B: Itemization of All Other Income		
7.	Document Preparation	4,626
8.	Miscellaneous	353
9.	Delivery Fees (Federal Express)	7,483
10.		
11.		
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15.		
16.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	74,065
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	42	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 4,200.00	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2019

Description of Expense Item		
1.	Closing Losses	2,118
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	10,128
Total (Carry forward to Schedule A, line B-17)		12,245

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Copies	2,667
2.	Miscellaneous	789
3.	Postage and Delivery	6,785
4.	Dues and Subscriptions	2,420
5.	Repairs and Maintenance	1,367
6.	Telephone and Interest	9,228
7.	Utilities	1,483
8.	Janitor	1,200
9.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		25,940

Part B - Excluded Expenses		
1.	Donations	326
2.		
3.		
4.		
5.		
6.		
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20.		
Total (Carry forward to Schedule A, line D-9)		326

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2019

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	181,656
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	181,656

Crosscheck with Schedule B:	181,656
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)
Richard C and Janet Kauzlaric Revocable Trust		
Janet Kauzlaric Trustee	100.0%	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