

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

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)	256,958
2. Less: Remitted title insurance premiums (from Schedule B)	51,472
3. Retained title insurance premiums (from Schedule B)	205,486
4. Other income (from Schedule C)	109,220
5. Total Revenue	314,706

Part B: Expenses	
1. Employees' salaries and wages	133,764
2. Owners' and partners' salaries and wages	
3. Employee benefits	58,639
4. Rent	
5. Insurance	1,947
6. Legal expense	
7. Licenses, taxes and fees	3,283
8. Title plant expense and maintenance	11,382
9. Office supplies	6,068
10. Depreciation	5,410
11. Automobile expense	738
12. Communication expense	6,932
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	4,094
18. Accounting and auditing expense	10,478
19. Public relations expense	587
20. Other expenses (from Schedule E)	26,690
21. Total Expenses	270,012

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	44,694

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	44,694

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	332,823

Part G: Employees	
1. Total number of employees	6

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			0
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	149678	30630	119,047
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	107280	20842	86,438
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	256958	51472	205486
	(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%

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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	83,887
2.	Abstracting and Title Report Income	12,600
3.	Recording Fees	12,733
4.	Copy Fees	
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)	109,220
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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, 2019

Description of Expense Item		
1.	Closing Losses	850
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)		4,094

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Bank Charges	1,059
2.	Contributions	1,700
3.	Dues and Subscriptions	1,710
4.	Equipment Rental	675
5.	Reimbursable Expenses	7,599
6.	Repairs and Maintenance	5,938
7.	Security Expense	913
8.	Utilities	5,533
9.	Property Tax	1,564
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Total (Carry forward to Schedule A, line B-20)		26,690

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

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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	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	256,958
TOTAL	256,958

Crosscheck with Schedule B:	256,958
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%	NA
Brenda Gomez-Glenn	40.0%	NA
Laurence P. Guggino	20.0%	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