

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2019

AGENCY NAME: Land Title of Ruidoso, LLC
ADDRESS: 508 Mechem Drive Ste. D Ruidoso, NM 88345
CONTACT NAME: Diana Proctor, General Manager

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)	999,881
2. Less: Remitted title insurance premiums (from Schedule B)	201,853
3. Retained title insurance premiums (from Schedule B)	798,028
4. Other income (from Schedule C)	257,081
5. Total Revenue	1,055,109

Part B: Expenses	
1. Employees' salaries and wages	575,428
2. Owners' and partners' salaries and wages	
3. Employee benefits	126,863
4. Rent	44,200
5. Insurance	10,185
6. Legal expense	
7. Licenses, taxes and fees	2,380
8. Title plant expense and maintenance	35,010
9. Office supplies	23,821
10. Depreciation	43,773
11. Automobile expense	6,595
12. Communication expense	16,921
13. Education expense	780
14. Bad debts	0
15. Interest expense	31,868
16. Employee travel and lodging	922
17. Loss and loss adjustment expense (from Schedule D)	8,901
18. Accounting and auditing expense	6,017
19. Public relations expense	19,679
20. Other expenses (from Schedule E)	7,138
21. Total Expenses	960,481

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	94,628

Part D: Excluded Expenses	
1. NMLTA lobbying expense	78
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	999
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	(14,395)
10. Total Excluded Expenses	(13,318)

Part E: Net Income	
1. Net income as reported on the books of the agency	107,946

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	91,440

Part G: Employees	
1. Total number of employees	17

FORM IS NOT SUBMITTABLE UNTIL DIFFERENCE IS EQUAL TO ZERO

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	138816	27743	111,073
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	1782	356	1,426
Commonwealth Land Title Insurance Company	241457	47996	193,461
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	8652	1731	6,921
First American Title Guaranty Company	270959	55803	215,156
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	202035	40978	161,057
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	136180	27246	108,934
Other			0
Total	999881	201853	798028
	(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: 20.2%

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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	229,660
2.	Abstracting and Title Report Income	20,513
3.	Recording Fees	1,199
4.	Copy Fees	81
5.	Inspection Fees	900
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Express	4,380
8.	Wire Fees	348
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Total Other Income (Carry forward to Schedule A, line A-4)	257,081
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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	8,901
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		8,901

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2019

Part A - Deductible Expenses		
1.	Contract Services	7,138
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Total (Carry forward to Schedule A, line B-20)		7,138

Part B - Excluded Expenses		
1.	Plant Amortization	20,000
2.	Plant Depreciation Book/Tax Difference	(34,585)
3.	Contributions	190
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Total (Carry forward to Schedule A, line D-9)		(14,395)

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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	999,882
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	999,882

Crosscheck with Schedule B:	999,881
Difference:	(1)

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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)
Gerald L Johnson	100.0%	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