



## NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

### SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

*For the Calendar Year Ending December 31, 2019*

AGENCY NAME: Rio Investments Ltd  
 ADDRESS: P O Box 1064 Elephant Butte, NM 87935  
 CONTACT NAME: Raymond R 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)	412,246
2. Less: Remitted title insurance premiums (from Schedule B)	82,449
3. Retained title insurance premiums (from Schedule B)	329,797
4. Other income (from Schedule C)	271,633
5. <b>Total Revenue</b>	<b>601,430</b>

Part B: Expenses	
1. Employees' salaries and wages	174,150
2. Owners' and partners' salaries and wages	0
3. Employee benefits	3,366
4. Rent	19,123
5. Insurance	15,327
6. Legal expense	0
7. Licenses, taxes and fees	44,323
8. Title plant expense and maintenance	4,256
9. Office supplies	16,364
10. Depreciation	13,539
11. Automobile expense	799
12. Communication expense	5,313
13. Education expense	0
14. Bad debts	0
15. Interest expense	101,361
16. Employee travel and lodging	252
17. Loss and loss adjustment expense (from Schedule D)	1,654
18. Accounting and auditing expense	19,698
19. Public relations expense	8,089
20. Other expenses (from Schedule E)	54,227
21. <b>Total Expenses</b>	<b>481,842</b>

Part C: Net Income for Ratemaking Purposes	
1. <b>Income (Loss) from Operations</b>	<b>119,588</b>

Part D: Excluded Expenses	
1. NMLTA lobbying expense	195
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. <b>Total Excluded Expenses</b>	<b>195</b>

Part E: Net Income	
1. Net income as reported on the books of the agency	119,393

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(1,069,047)

Part G: Employees	
1. Total number of employees	7

# 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			0
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company	93580	18716	74,864
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	135629	27126	108,503
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			0
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	183037	36607	146,430
Other			0
<b>Total</b>	<b>412246</b>	<b>82449</b>	<b>329797</b>
	(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%

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2019*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	123,577
2.	Abstracting and Title Report Income	14,721
3.	Recording Fees	39,865
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

<b>Part B: Itemization of All Other Income</b>		
7.	Rent Income	86,778
8.	Gain on sale of building	6,691
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	271,633
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>	
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, 2019*

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	0
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	1,654
Total (Carry forward to Schedule A, line B-17)		1,654

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2019*

<b>Part A - Deductible Expenses</b>		
1.	Services Purchased	3,254
2.	Leased Equipment	3,647
3.	Repairs	3,227
4.	Equipment Maintenance Contracts	17,053
5.	Janitor	2,927
6.	Utilities	20,241
7.	Miscellaneous	625
8.	Postage	2,903
9.	Dues	350
10.		
11.		
12.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		54,227

<b>Part B - Excluded Expenses</b>		
1.		
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

# 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?
N/A				
		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	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	220,352
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	191,894
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	412,246

Crosscheck with Schedule B:	412,246
Difference:	0



# NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

*For the Calendar Year Ending December 31, 2019*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
Raymond R Ruffini	50.0%	NA
Terry G Taylor	50.0%	NA
<b>Total</b>	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