

# **Texas Title Insurance Industry Experience Report Compilation**

Calendar Years 2017-2021

### Texas Department of Insurance

Property and Casualty Division – Property and Casualty Actuarial Office PO BOX 12030 | Austin, Texas 78711-2030 800-578-4677 | tdi.texas.gov

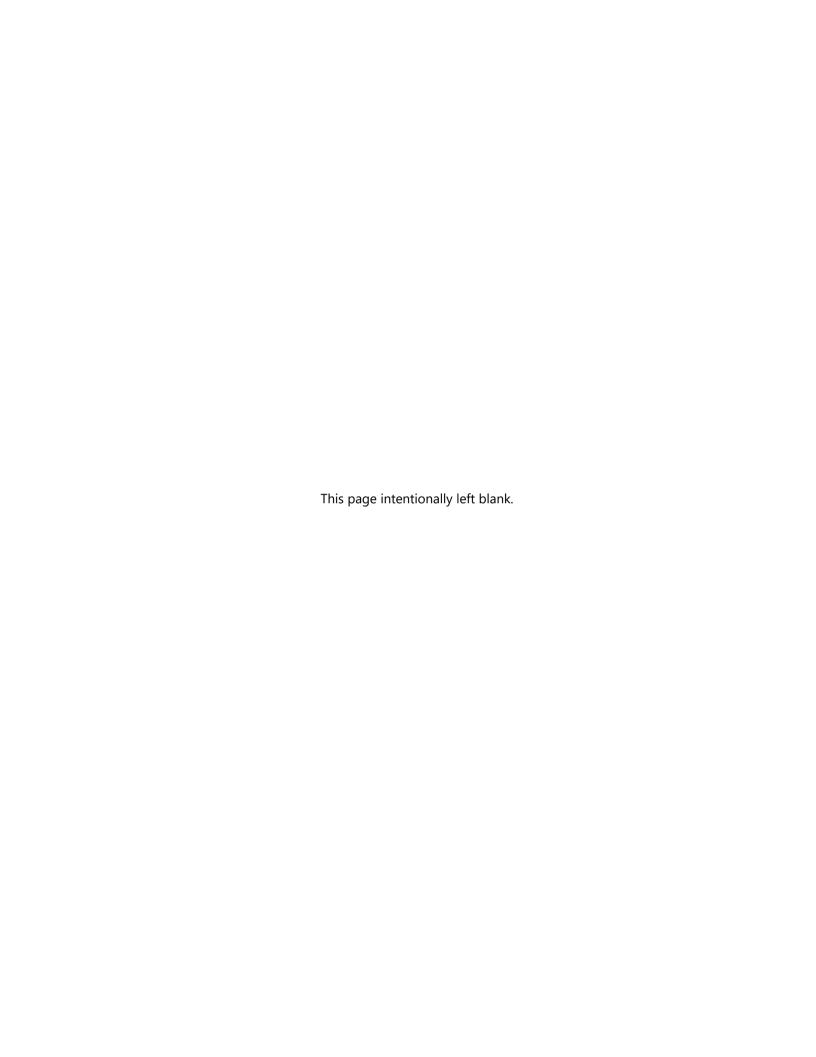
#### **Table of Contents**

Introduction	i
Underwriting Company I	Experience
2017 - 2021	1
2017 - 2018	
2018 - 2019	
2019 - 2020	4
2020 - 2021	
Independent Agency Exp	perience
2017 - 2018	6
2018 - 2019	7
2019 - 2020	8
2020 - 2021	9
Affiliated Agency Experie	
2017 - 2018	10
2018 - 2019	
2019 - 2020	
2020 - 2021	
Direct Operations Experi	
2017 - 2018	14
2018 - 2019	
2019 - 2020	
2020 - 2021	
Policies Written	
2012 - 2021	18
ALTA Income Statement	and Balance Sheet Summary
2017	19
2018	
2019	23
2020	
2021	27
	port 27
2021 Liability Distribution Rep 2017	ort
Liability Distribution Rep	ort 29
Liability Distribution Rep 2017 2018	ort 29 30
Liability Distribution Rep 2017 2018 2019	ort 29 30 31
Liability Distribution Rep 2017 2018	ort 29 30 31 32
2017 2018 2019 2020	ort 29 30 31
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement	29 30 31 32 33
2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021	ort 29 30 31 32 33
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement	29 30 31 31 32 33 4 ALTA Claim Codes
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by	29 30 31 32 33 4 ALTA Claim Codes 35
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by	29 30 31 31 32 4 ALTA Claim Codes 35 39
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019	29 30 31 31 32 33 4/ ALTA Claim Codes 35 39 43
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020	29 30 31 31 32 33  (ALTA Claim Codes 35 39 43
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021	29 30 31 31 32 33 4/ ALTA Claim Codes 35 39 43
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A	29 30 31 31 32 33  (ALTA Claim Codes 35 39 43
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021  Appendix A  Underwriters by Group	29 30 31 32 33 4 7 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017	29 30 31 31 32 33 41 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018	29 30 31 32 33 41 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018 2019	29 30 31 32 33 47 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018 2019 2017 2018 2019 2019 2020	29 30 31 32 33 47 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021  Appendix A  Underwriters by Group 2017 2018 2019 2020 2021	29 30 31 32 33 47 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021  Appendix A  Underwriters by Group 2017 2018 2019 2017 2018 2019 2020 2021 Appendix B	29 30 31 32 33 47 ALTA Claim Codes 35 39 43 47 51
Liability Distribution Rep  2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018 2019 2020 2021 Appendix B Form 1 & 2 Summaries	29 30 31 31 32 47 ALTA Claim Codes 35 39 43 47 51 55 56 57 58
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018 2019 2020 2021 Appendix B Form 1 & 2 Summaries 2017	29 30 31 31 32 41 ALTA Claim Codes 35 39 43 47 51 55 56 57 58
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021  Appendix A  Underwriters by Group 2017 2018 2019 2017 2018 2019 2020 2021  Appendix B  Form 1 & 2 Summaries 2017 2018	29 30 31 32 33 44 ALTA Claim Codes 35 39 43 47 51 55 56 57 58 59
Liability Distribution Rep 2017 2018 2019 2020 2021 T-42 Endorsement 2017 - 2021 Title Insurance Claims by 2017 2018 2019 2020 2021 Appendix A Underwriters by Group 2017 2018 2019 2017 2018 2019 2020 2021 Appendix B Form 1 & 2 Summaries 2017 2018 2017 2018 2019 2020 2021	29 30 31 32 33 4/ ALTA Claim Codes 35 39 43 47 51 55 56 57 58 59
Liability Distribution Rep  2017 2018 2019 2020 2021  T-42 Endorsement 2017 - 2021  Title Insurance Claims by 2017 2018 2019 2020 2021  Appendix A  Underwriters by Group 2017 2018 2019 2017 2018 2019 2020 2021  Appendix B  Form 1 & 2 Summaries 2017 2018	29 30 31 32 33 44 ALTA Claim Codes 35 39 43 47 51 55 56 57 58 59

#### Introduction

Under Insurance Code 2703.153, the Texas Department of Insurance's Property and Casualty Data Services Team annually collects information from title agents and underwriters doing business in Texas. TDI asks agents and companies to report their income, expenses, and losses. TDI publishes these reports in the Texas Title Insurance Agent Experience Report Compilation and the Texas Title Insurance Industry Experience Report Compilation. The following report includes a compilation of information from the Texas title insurance underwriters' data call.

Copies of both title reports are available from the TDI web page at www.tdi.texas.gov/reports/report8.html. Complete company reports and agent reports may be requested from the Property and Casualty Data Services Team at 512-676-6690.



## TEXAS TITLE INSURANCE UNDERWRITING COMPANY EXPERIENCE

INCOME	2017	2018	2019	2020	2021
1. Gross Title Premiums	2,055,916,368	2,164,266,861	2,243,213,051	2,627,090,787	3,691,028,213
2. Title Premiums Retained by Agents	1,720,976,701	1,800,096,342	1,876,526,451	2,202,572,954	3,103,258,552
3. Title Premiums Remitted to Underwriters	334,939,667	364,170,519	366,686,600	424,517,833	587,769,661
4. Service Charges	3,025,326	3,518,750	2,170,540	1,606,249	1,876,291
5. Other Income	2,595,909	2,413,465	3,988,941	4,173,326	3,452,055
GROSS INCOME	340,560,902	370,102,734	372,846,081	430,297,407	593,098,007
EXPENSES					
1. Salaries:	56,896,764	59,597,732	58,320,684	66,446,115	85,238,072
2. Employee Benefits, Relations & Welfare	10,515,738	11,638,764	10,438,142	10,953,231	14,449,410
3. Examination Costs Paid Nonemployees:					
3a. Title Agents	4,749,923	3,834,699	4,118,473	12,300,516	19,840,427
3b. Others	1,858,452	1,716,707	1,182,897	2,149,401	3,959,758
4. Closing Costs Paid Nonemployees:					
4a. Title Agents	0	0	0	0	0
4b. Others	-851,426	-689,300	-95,357	-693,176	-582,161
5. Rent	2,979,535	4,272,734	3,648,739	3,371,957	2,488,453
6. Utilities	1,071,720	1,262,247	953,078	850,992	1,001,925
7. Accounting & Auditing	2,176,331	2,031,469	1,228,505	1,459,513	2,070,945
8. Advertising and promotions	3,018,688	3,266,601	3,940,963	2,826,998	4,339,793
9. Employee travel, lodging & education	4,210,292	4,680,390	4,256,631	1,650,830	2,458,765
10. Insurance	719,225	655,853	628,651	369,243	738,608
11. Interest	282,161	4,062	511	2,769	232
12. Legal Expenses	3,609,736	3,374,068	3,006,662	2,652,695	2,810,441
13. Licenses, Taxes, & Fees	32,688,377	37,223,181	35,596,261	37,444,723	52,076,794
14. Postage & Freight	257,271	349,690	229,490	198,893	217,962
15. Courier & Overnight Delivery	228,672	264,182	212,884	212,973	219,145
16. Telephone & Facsmile	210,978	675,396	534,991	182,337	373,380
17. Printing/Photocopying	276,681	142,558	131,666	101,121	86,243
18. Office Supplies	253,943	245,613	255,073	296,706	192,790
19. Equipment & Vehicle Leases	6,278,922	7,169,394	7,303,684	5,570,638	6,758,952
20. Depreciation	807,393	1,398,167	1,352,527	1,349,398	1,483,169
21. Directors' Fees	84,297	14,687	79,183	61,868	39,720
22. Dues, Boards & Associations	736,167	734,312	609,570	626,288	867,354
23. Bad Debts	-71,150	522,345	317,347	420,869	1,180,760
24. Loss Adjustment Expenses Incurred	13,153,796	14,971,106	15,123,413	14,511,009	12,428,883
25. Losses Incurred	23,986,385	24,322,882	31,493,171	20,438,051	16,334,883
26. Other	8,459,673	12,525,546	13,832,413	16,709,915	34,672,803
27. Allowances to Managers & Agents	0	0	0	3,320,263	3,312,991
28. Net Addition to Unearned Premium Reserve	13,272,179	14,488,640	15,956,856	28,430,365	62,837,349
29. Damages Paid for Bad Faith Suits	0	0	0	0	0
30. Fines or Penalties for Violation of Law	15,403	27,656	2,793	5,314	2,832
31. Donations/Lobbying	453,531	206,067	412,449	787,047	819,585
32. Trade Associations	234,157	162,803	249,772	189,062	170,851
TOTAL OPERATING EXPENSES	192,563,813	211,090,251	215,322,121	235,197,924	332,891,113
INCOME OR (LOSS) FROM OPERATIONS	147,997,089	159,012,483	157,523,960	195,099,483	260,206,894

## TEXAS TITLE INSURANCE UNDERWRITING COMPANY EXPERIENCE

	Calendar Year 2017		Calendar Year 2018	
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Gross title premiums	2,055,916,368	603.69%	2,164,266,861	584.77%
2. Title premiums retained by agents	1,720,976,701	505.34%	1,800,096,342	486.38%
3. Title premiums remitted to underwriters	334,939,667	98.35%	364,170,519	98.40%
4. Service charges	3,025,326	0.89%	3,518,750	0.95%
5. Other income	2,595,909	0.76%	2,413,465	0.65%
GROSS INCOME	340,560,902	100.00%	370,102,734	100.00%
EXPENSES				
1. Salaries	56,896,764	16.71%	59,597,732	16.10%
2. Employee benefits, relations & welfare	10,515,738	3.09%	11,638,764	3.14%
3. Examination costs paid to nonemployees				
3a. Title agents	4,749,923	1.39%	3,834,699	1.04%
3b. Others	1,858,452	0.55%	1,716,707	0.46%
4. Closing costs paid nonemployees				
4a. Title agents	0	0.00%	0	0.00%
4b. Others	-851,426	-0.25%	-689,300	-0.19%
5. Rent	2,979,535	0.87%	4,272,734	1.15%
6. Utilities	1,071,720	0.31%	1,262,247	0.34%
7. Accounting & auditing	2,176,331	0.64%	2,031,469	0.55%
8. Advertising and promotions	3,018,688	0.89%	3,266,601	0.88%
9. Employee travel, lodging & education	4,210,292	1.24%	4,680,390	1.26%
10. Insurance	719,225	0.21%	655,853	0.18%
11. Interest	282,161	0.08%	4,062	0.00%
12. Legal expenses	3,609,736	1.06%	3,374,068	0.91%
13. Licenses, taxes, & fees	32,688,377	9.60%	37,223,181	10.06%
14. Postage & freight	257,271	0.08%	349,690	0.09%
15. Courier & overnight delivery	228,672	0.07%	264,182	0.07%
16. Telephone & fax	210,978	0.06%	675,396	0.18%
17. Printing/photocopying	276,681	0.08%	142,558	0.04%
18. Office supplies	253,943	0.07%	245,613	0.07%
19. Equipment & vehicle leases	6,278,922	1.84%	7,169,394	1.94%
20. Depreciation	807,393	0.24%	1,398,167	0.38%
21. Directors' fees	84,297	0.02%	14,687	0.00%
22. Dues, boards & associations	736,167	0.22%	734,312	0.20%
23. Bad debts	-71,150	-0.02%	522,345	0.14%
24. Loss adjustment expenses incurred	13,153,796	3.86%	14,971,106	4.05%
25. Losses incurred	23,986,385	7.04%	24,322,882	6.57%
26. Other	8,459,673	2.48%	12,525,546	3.38%
27. Allowances to managers & agents	0	0.00%	0	0.00%
28. Net addition to unearned premium reserve	13,272,179	3.90%	14,488,640	3.91%
29. Damages paid for bad faith suits	0	0.00%	0	0.00%
30. Fines or penalties for violation of law	15,403	0.00%	27,656	0.01%
31. Donations/lobbying	453,531	0.13%	206,067	0.06%
32. Trade associations	234,157	0.07%	162,803	0.04%
TOTAL OPERATING EXPENSES	192,563,813	56.54%	211,090,251	57.04%
INCOME OR (LOSS) FROM OPERATIONS	147,997,089	43.46%	159,012,483	42.96%

## TEXAS TITLE INSURANCE UNDERWRITING COMPANY EXPERIENCE

	Calendar Year	2018	Calendar Yea	r 2019
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Gross title premiums	2,164,266,861	584.77%	2,243,213,051	601.65%
2. Title premiums retained by agents	1,800,096,342	486.38%	1,876,526,451	503.30%
3. Title premiums remitted to underwriters	364,170,519	98.40%	366,686,600	98.35%
4. Service charges	3,518,750	0.95%	2,170,540	0.58%
5. Other income	2,413,465	0.65%	3,988,941	1.07%
GROSS INCOME	370,102,734	100.00%	372,846,081	100.00%
EXPENSES				
1. Salaries	59,597,732	16.10%	58,320,684	15.64%
2. Employee benefits, relations & welfare	11,638,764	3.14%	10,438,142	2.80%
3. Examination costs paid to nonemployees				
3a. Title agents	3,834,699	1.04%	4,118,473	1.10%
3b. Others	1,716,707	0.46%	1,182,897	0.32%
4. Closing costs paid nonemployees				
4a. Title agents	0	0.00%	0	0.00%
4b. Others	-689,300	-0.19%	-95,357	-0.03%
5. Rent	4,272,734	1.15%	3,648,739	0.98%
6. Utilities	1,262,247	0.34%	953,078	0.26%
7. Accounting & auditing	2,031,469	0.55%	1,228,505	0.33%
8. Advertising and promotions	3,266,601	0.88%	3,940,963	1.06%
9. Employee travel, lodging & education	4,680,390	1.26%	4,256,631	1.14%
10. Insurance	655,853	0.18%	628,651	0.17%
11. Interest	4,062	0.00%	511	0.00%
12. Legal expenses	3,374,068	0.91%	3,006,662	0.81%
13. Licenses, taxes, & fees	37,223,181	10.06%	35,596,261	9.55%
14. Postage & freight	349,690	0.09%	229,490	0.06%
15. Courier & overnight delivery	264,182	0.07%	212,884	0.06%
16. Telephone & fax	675,396	0.18%	534,991	0.14%
17. Printing/photocopying	142,558	0.04%	131,666	0.04%
18. Office supplies	245,613	0.07%	255,073	0.07%
19. Equipment & vehicle leases	7,169,394	1.94%	7,303,684	1.96%
20. Depreciation	1,398,167	0.38%	1,352,527	0.36%
21. Directors' fees	14,687	0.00%	79,183	0.02%
22. Dues, boards & associations	734,312	0.20%	609,570	0.16%
23. Bad debts	522,345	0.14%	317,347	0.09%
24. Loss adjustment expenses incurred	14,971,106	4.05%	15,123,413	4.06%
25. Losses incurred	24,322,882	6.57%	31,493,171	8.45%
26. Other	12,525,546	3.38%	13,832,413	3.71%
27. Allowances to managers & agents	0	0.00%	0	0.00%
28. Net addition to unearned premium reserve	14,488,640	3.91%	15,956,856	4.28%
29. Damages paid for bad faith suits	14,488,040	0.00%	15,950,050	0.00%
30. Fines or penalties for violation of law	27,656	0.00%	2,793	0.00%
•		0.01%		0.00%
<ul><li>31. Donations/lobbying</li><li>32. Trade associations</li></ul>	206,067 162,803		412,449 249,772	
32. ITaue associations	162,803	0.04%	249,772	0.07%
TOTAL OPERATING EXPENSES	211,090,251	57.04%	215,322,121	57.75%
INCOME OR (LOSS) FROM OPERATIONS	159,012,483	42.96%	157,523,960	42.25%

## TEXAS TITLE INSURANCE UNDERWRITING COMPANY EXPERIENCE

	Calendar Year	2019	Calendar Yea	2020
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Gross title premiums	2,243,213,051	601.65%	2,627,090,787	610.57%
2. Title premiums retained by agents	1,876,526,451	503.30%	2,202,572,954	511.90%
3. Title premiums remitted to underwriters	366,686,600	98.35%	424,517,833	98.66%
4. Service charges	2,170,540	0.58%	1,606,249	0.37%
5. Other income	3,988,941	1.07%	4,146,262	0.96%
GROSS INCOME	372,846,081	100.00%	430,297,407	100.00%
EXPENSES				
1. Salaries	58,320,684	15.64%	66,446,115	15.44%
2. Employee benefits, relations & welfare	10,438,142	2.80%	10,953,231	2.55%
3. Examination costs paid to nonemployees				
3a. Title agents	4,118,473	1.10%	12,300,516	2.86%
3b. Others	1,182,897	0.32%	2,149,401	0.50%
4. Closing costs paid nonemployees				
4a. Title agents	0	0.00%	0	0.00%
4b. Others	-95,357	-0.03%	-693,176	-0.16%
5. Rent	3,648,739	0.98%	3,371,957	0.78%
6. Utilities	953,078	0.26%	850,992	0.20%
7. Accounting & auditing	1,228,505	0.33%	1,459,513	0.34%
8. Advertising and promotions	3,940,963	1.06%	2,826,998	0.66%
9. Employee travel, lodging & education	4,256,631	1.14%	1,650,830	0.38%
10. Insurance	628,651	0.17%	369,243	0.09%
11. Interest	511	0.00%	2,769	0.00%
12. Legal expenses	3,006,662	0.81%	2,652,695	0.62%
13. Licenses, taxes, & fees	35,596,261	9.55%	37,444,723	8.70%
14. Postage & freight	229,490	0.06%	198,893	0.05%
15. Courier & overnight delivery	212,884	0.06%	212,973	0.05%
16. Telephone & fax	534,991	0.14%	182,337	0.04%
17. Printing/photocopying	131,666	0.04%	101,121	0.02%
18. Office supplies	255,073	0.07%	296,706	0.07%
19. Equipment & vehicle leases	7,303,684	1.96%	5,570,638	1.29%
20. Depreciation	1,352,527	0.36%	1,349,398	0.31%
21. Directors' fees	79,183	0.02%	61,868	0.01%
22. Dues, boards & associations	609,570	0.16%	626,288	0.15%
23. Bad debts	317,347	0.09%	420,869	0.10%
24. Loss adjustment expenses incurred	15,123,413	4.06%	14,511,009	3.37%
25. Losses incurred	31,493,171	8.45%	20,438,051	4.75%
26. Other	13,832,413	3.71%	16,709,915	3.88%
27. Allowances to managers & agents	13,032,413	0.00%	3,320,263	0.77%
28. Net addition to unearned premium reserve	15,956,856	4.28%	28,430,365	6.61%
29. Damages paid for bad faith suits	13,930,030	0.00%	20,430,303	0.00%
30. Fines or penalties for violation of law	2,793	0.00%	5,314	0.00%
31. Donations/lobbying	412,449	0.00%	787,047	0.00%
31. Donations/lobbying 32. Trade associations				
32. ITaue associations	249,772	0.07%	189,062	0.04%
TOTAL OPERATING EXPENSES	215,322,121	57.75%	235,197,924	54.66%
INCOME OR (LOSS) FROM OPERATIONS	157,523,960	42.25%	195,099,483	45.34%

## TEXAS TITLE INSURANCE UNDERWRITING COMPANY EXPERIENCE

	Calendar Year 2020		Calendar Year 2021	
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Gross title premiums	2,627,090,787	610.57%	3,691,028,213	622.36%
2. Title premiums retained by agents	2,202,572,954	511.90%	3,103,258,552	523.25%
3. Title premiums remitted to underwriters	424,517,833	98.66%	587,769,661	99.11%
4. Service charges	1,606,249	0.37%	1,876,291	0.32%
5. Other income	4,146,262	0.96%	3,426,195	0.58%
GROSS INCOME	430,297,407	100.00%	593,098,007	100.00%
EXPENSES				
1. Salaries	66,446,115	15.44%	85,238,072	14.37%
2. Employee benefits, relations & welfare	10,953,231	2.55%	14,449,410	2.44%
3. Examination costs paid to nonemployees				
3a. Title agents	12,300,516	2.86%	19,840,427	3.35%
3b. Others	2,149,401	0.50%	3,959,758	0.67%
4. Closing costs paid nonemployees				
4a. Title agents	0	0.00%	0	0.00%
4b. Others	-693,176	-0.16%	-582,161	-0.10%
5. Rent	3,371,957	0.78%	2,488,453	0.42%
6. Utilities	850,992	0.20%	1,001,925	0.17%
7. Accounting & auditing	1,459,513	0.34%	2,070,945	0.35%
8. Advertising and promotions	2,826,998	0.66%	4,339,793	0.73%
9. Employee travel, lodging & education	1,650,830	0.38%	2,458,765	0.41%
10. Insurance	369,243	0.09%	738,608	0.12%
11. Interest	2,769	0.00%	232	0.00%
12. Legal expenses	2,652,695	0.62%	2,810,441	0.47%
13. Licenses, taxes, & fees	37,444,723	8.70%	52,076,794	8.78%
14. Postage & freight	198,893	0.05%	217,962	0.04%
15. Courier & overnight delivery	212,973	0.05%	219,145	0.04%
16. Telephone & fax	182,337	0.04%	373,380	0.06%
17. Printing/photocopying	101,121	0.02%	86,243	0.01%
18. Office supplies	296,706	0.07%	192,790	0.03%
19. Equipment & vehicle leases	5,570,638	1.29%	6,758,952	1.14%
20. Depreciation	1,349,398	0.31%	1,483,169	0.25%
21. Directors' fees	61,868	0.01%	39,720	0.01%
22. Dues, boards & associations	626,288	0.15%	867,354	0.15%
23. Bad debts	420,869	0.10%	1,180,760	0.20%
24. Loss adjustment expenses incurred	14,511,009	3.37%	12,428,883	2.10%
25. Losses incurred	20,438,051	4.75%	16,334,883	2.75%
26. Other	16,709,915	3.88%	34,672,803	5.85%
27. Allowances to managers & agents	3,320,263	0.77%	3,312,991	0.56%
28. Net addition to unearned premium reserve	28,430,365	6.61%	62,837,349	10.59%
29. Damages paid for bad faith suits	0	0.00%	0	0.00%
30. Fines or penalties for violation of law	5,314	0.00%	2,832	0.00%
31. Donations/lobbying	787,047	0.18%	819,585	0.14%
32. Trade associations	189,062	0.04%	170,851	0.03%
TOTAL OPERATING EXPENSES	235,197,924	54.66%	332,891,113	56.13%
INCOME OR (LOSS) FROM OPERATIONS	195,099,483	45.34%	260,206,894	43.87%

		Calendar Year 2017		ır 2018
INCOME		% of Gross	A	% of Gross
INCOME	Amount	Income	Amount	Income
Title Premiums     Premiums Remitted to Underwriters	852,671,598	91.73%	906,310,215	91.12% 13.72%
Premiums Remitted to Underwriters     Premiums Retained	127,897,026	13.76% 77.97%	136,421,043	77.40%
	724,774,571	77.97% 5.56%	769,889,175	5.50%
4. Examination/Evidence Fees	51,718,686	8.04%	54,668,416	5.50% 8.51%
5. Closing Fees	74,755,130	1.53%	84,680,966	1.54%
6. Tax Certificates	14,233,872	5.29%	15,270,613	1.54% 4.94%
7. Recording Fees 8. Restrictions	49,184,884	0.02%	49,115,175	0.01%
	173,134		124,885	
9. Inspection Fees	65,926	0.01%	56,615	0.01%
10. Courier and Overnight Fees	6,945,601	0.75%	6,926,379	0.70%
11. Telephone and Facsimile	157,550	0.02%	176,121	0.02%
12. Interest Income	296,660	0.03%	538,890	0.05%
13. Other Income	7,219,437	0.78%	13,211,044	1.33%
GROSS INCOME	929,525,451	100.00%	994,658,279	100.00%
Number of Agencies Reporting	504		523	
EXPENSES	240 277 740	26.620/	260 5 47 4 44	26.250/
1a. Salaries-Employees	340,377,710	36.62%	360,547,141	36.25%
1b. Salaries-Owners/Partners	33,578,971	3.61%	30,520,930	3.07%
2a. Benefits, Relations & Welfare-Employees	50,550,211	5.44%	49,653,336	4.99%
2b. Benefits, Relations & Welfare - Owners/Partners	3,869,031	0.42%	3,804,184	0.38%
3a. Evidence/Examination Fees - Title Agents	8,099,848	0.87%	7,670,774	0.77%
3b. Evidence/Examination Fees - Others	9,613,026	1.03%	11,259,992	1.13%
4a. Closing Fees Paid - Title Agents	13,203,388	1.42%	13,097,914	1.32%
4b. Closing Fees Paid - Others	28,653,198	3.08%	26,996,786	2.71%
5. Rent	43,257,653	4.65%	41,882,686	4.21%
6. Utilities	3,944,198	0.42%	3,865,984	0.39%
7. Accounting & Auditing	4,633,679	0.50%	4,697,657	0.47%
8. Advertising and Promotions	14,604,053	1.57%	14,501,388	1.46%
9. Travel, Lodging & Education	6,257,438	0.67%	6,421,962	0.65%
10. Insurance	7,160,179	0.77%	7,480,409	0.75%
11. Interest Expense	1,979,104	0.21%	2,213,425	0.22%
12. Legal Expense	5,609,164	0.60%	4,955,827	0.50%
13. Licenses, Taxes, & Fees	3,754,770	0.40%	4,347,364	0.44%
14. Postage & Freight	3,371,630	0.36%	3,380,088	0.34%
15. Courier & Overnight Delivery	11,316,329	1.22%	11,874,712	1.19%
16. Telephone & Facsimile	7,166,620	0.77%	6,758,348	0.68%
17. Printing & Photocopying	2,210,059	0.24%	2,379,051	0.24%
18. Office Supplies	11,717,167	1.26%	11,118,605	1.12%
19. Equipment & Vehicle Leases	5,033,214	0.54%	4,777,344	0.48%
20. Depreciation	10,180,599	1.10%	10,452,624	1.05%
21. Directors' Fees	1,465,278	0.16%	2,382,000	0.24%
22. Dues, Boards & Associations	2,222,048	0.24%	2,288,781	0.23%
23. Bad Debts	248,984	0.03%	138,008	0.01%
24. Loss & Loss Adjustment Expense	748,459	0.08%	2,307,813	0.23%
25. Tax Certificates Paid Tax Authorities	14,382,025	1.55%	15,118,613	1.52%
26. Recording Fees Paid County Clerk	50,146,078	5.39%	50,343,557	5.06%
27. Plant Lease/Updates	23,838,300	2.56%	25,570,663	2.57%
28. Damages for Bad Faith Suits	8,000	0.00%	51,821	0.01%
29. Fines or Penalties	73,859	0.01%	15,118	0.00%
30. Donations/Lobbying	2,037,449	0.22%	1,652,855	0.17%
31. Trade Association Fees	423,003	0.05%	338,192	0.03%
32. Other Expenses	41,319,019	4.45%	45,705,986	4.60%
TOTAL OPERATING EXPENSES	767,053,741	82.52%	790,571,938	79.48%
INCOME OR (LOSS) FROM OPERATIONS	162,471,759	17.48%	204,086,377	20.52%

	Calendar Year 2018		Calendar Year 2019	
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Title Premiums	906,310,215	91.12%	992,585,465	90.97%
2. Premiums Remitted to Underwriters	136,421,043	13.72%	148,780,121	13.64%
3. Premiums Retained	769,889,175	77.40%	843,805,347	77.34%
4. Examination/Evidence Fees	54,668,416	5.50%	59,945,753	5.49%
5. Closing Fees	84,680,966	8.51%	91,833,969	8.42%
6. Tax Certificates	15,270,613	1.54%	17,515,157	1.61%
7. Recording Fees	49,115,175	4.94%	54,984,083	5.04%
8. Restrictions	124,885	0.01%	128,984	0.01%
9. Inspection Fees	56,615	0.01%	79,077	0.01%
10. Courier and Overnight Fees	6,926,379	0.70%	7,011,689	0.64%
11. Telephone and Facsimile	176,121	0.02%	212,302	0.02%
12. Interest Income	538,890	0.05%	604,269	0.06%
13. Other Income	13,211,044	1.33%	14,956,235	1.37%
GROSS INCOME  Number of Agencies Reporting	994,658,279 <b>523</b>	100.00%	1,091,076,865 <b>529</b>	100.00%
EXPENSES				
1a. Salaries-Employees	360,547,141	36.25%	398,312,052	36.51%
1b. Salaries-Owners/Partners	30,520,930	3.07%	34,919,911	3.20%
2a. Benefits, Relations & Welfare-Employees	49,653,336	4.99%	55,624,148	5.10%
2b. Benefits, Relations & Welfare - Owners/Partners	3,804,184	0.38%	3,654,976	0.33%
3a. Evidence/Examination Fees - Title Agents	7,670,774	0.77%	12,682,297	1.16%
3b. Evidence/Examination Fees - Others	11,259,992	1.13%	11,468,917	1.05%
4a. Closing Fees Paid - Title Agents	13,097,914	1.32%	12,984,740	1.19%
4b. Closing Fees Paid - Others	26,996,786	2.71%	34,322,890	3.15%
5. Rent	41,882,686	4.21%	47,002,890	4.31%
6. Utilities	3,865,984	0.39%	4,304,555	0.39%
7. Accounting & Auditing	4,697,657	0.47%	4,758,223	0.44%
8. Advertising and Promotions	14,501,388	1.46%	17,364,763	1.59%
9. Travel, Lodging & Education	6,421,962	0.65%	7,231,590	0.66%
10. Insurance	7,480,409	0.75%	8,598,626	0.79%
11. Interest Expense	2,213,425	0.22%	3,139,320	0.29%
12. Legal Expense	4,955,827	0.50%	6,652,862	0.61%
13. Licenses, Taxes, & Fees	4,347,364	0.44%	3,972,674	0.36%
14. Postage & Freight	3,380,088	0.34%	3,949,528	0.36%
15. Courier & Overnight Delivery	11,874,712	1.19%	12,718,206	1.17%
16. Telephone & Facsimile	6,758,348	0.68%	7,083,398	0.65%
17. Printing & Photocopying	2,379,051	0.24%	2,587,025	0.24%
18. Office Supplies	11,118,605	1.12%	12,491,472	1.14%
19. Equipment & Vehicle Leases	4,777,344	0.48%	4,379,413	0.40%
20. Depreciation	10,452,624	1.05%	10,743,431	0.98%
21. Directors' Fees	2,382,000	0.24%	3,852,379	0.35%
22. Dues, Boards & Associations	2,288,781	0.23%	2,898,245	0.27%
23. Bad Debts	138,008	0.01%	309,061	0.03%
24. Loss & Loss Adjustment Expense	2,307,813	0.23%	2,062,538	0.19%
25. Tax Certificates Paid Tax Authorities	15,118,613	1.52%	17,534,763	1.61%
26. Recording Fees Paid County Clerk	50,343,557	5.06%	54,906,996	5.03%
27. Plant Lease/Updates	25,570,663	2.57%	25,489,753	2.34%
28. Damages for Bad Faith Suits	51,821	0.01%	788,338	0.07%
29. Fines or Penalties	15,118	0.00%	79,332	0.01%
30. Donations/Lobbying	1,652,855	0.17%	2,021,548	0.19%
31. Trade Association Fees	338,192	0.03%	326,860	0.03%
32. Other Expenses	45,705,986	4.60%	48,884,072	4.48%
TOTAL OPERATING EXPENSES	790,571,938	79.48%	880,101,792	80.66%
INCOME OR (LOSS) FROM OPERATIONS	204,086,377	20.52%	210,975,102	19.34%

	Calendar Yea	Calendar Year 2019 % of Gross		ır 2020
INCOME	Amount	% of Gross	Amount	% of Gross Income
1. Title Premiums	992,585,465	90.97%	1,281,604,099	88.62%
The Premiums     Premiums Remitted to Underwriters	992,365,465 148,780,121	90.97 <i>%</i> 13.64%		13.33%
Premiums Retained     Premiums Retained	843,805,347	77.34%	192,784,321 1,088,819,771	75.29%
Fremiums Retained     Examination/Evidence Fees		5.49%		5.02%
	59,945,753 91,833,969	8.42%	72,643,357 126,818,130	8.77%
<ol> <li>Closing Fees</li> <li>Tax Certificates</li> </ol>		1.61%		1.84%
	17,515,157	5.04%	26,578,642 79,850,443	5.52%
7. Recording Fees 8. Restrictions	54,984,083			
	128,984	0.01%	157,491	0.01%
9. Inspection Fees	79,077 7,011,689	0.01% 0.64%	69,896 10,782,118	0.00% 0.75%
<ol> <li>Courier and Overnight Fees</li> <li>Telephone and Facsimile</li> </ol>	212,302	0.02%	878,055	0.75%
12. Interest Income				
13. Other Income	604,269	0.06%	503,700	0.03%
13. Other income	14,956,235	1.37%	39,052,586	2.70%
GROSS INCOME	1,091,076,865	100.00%	1,446,154,189	100.00%
Number of Agencies Reporting	529		572	
EXPENSES				
1a. Salaries-Employees	398,312,052	36.51%	487,134,150	33.68%
1b. Salaries-Owners/Partners	34,919,911	3.20%	42,976,714	2.97%
2a. Benefits, Relations & Welfare-Employees	55,624,148	5.10%	63,907,083	4.42%
2b. Benefits, Relations & Welfare - Owners/Partners	3,654,976	0.33%	4,490,043	0.31%
3a. Evidence/Examination Fees - Title Agents	12,682,297	1.16%	18,380,536	1.27%
3b. Evidence/Examination Fees - Others	11,468,917	1.05%	13,034,658	0.90%
4a. Closing Fees Paid - Title Agents	12,984,740	1.19%	13,282,093	0.92%
4b. Closing Fees Paid - Others	34,322,890	3.15%	36,875,991	2.55%
5. Rent	47,002,890	4.31%	51,770,219	3.58%
6. Utilities	4,304,555	0.39%	4,549,105	0.31%
7. Accounting & Auditing	4,758,223	0.44%	5,635,796	0.39%
8. Advertising and Promotions	17,364,763	1.59%	13,579,842	0.94%
9. Travel, Lodging & Education	7,231,590	0.66%	4,149,334	0.29%
10. Insurance	8,598,626	0.79%	9,595,978	0.66%
11. Interest Expense	3,139,320	0.29%	3,131,771	0.22%
12. Legal Expense	6,652,862	0.61%	9,111,051	0.63%
13. Licenses, Taxes, & Fees	3,972,674	0.36%	4,667,033	0.32%
14. Postage & Freight	3,949,528	0.36%	6,054,612	0.42%
15. Courier & Overnight Delivery	12,718,206	1.17%	18,699,037	1.29%
16. Telephone & Facsimile	7,083,398	0.65%	6,969,619	0.48%
17. Printing & Photocopying	2,587,025	0.24%	2,992,767	0.21%
18. Office Supplies	12,491,472	1.14%	14,766,953	1.02%
19. Equipment & Vehicle Leases	4,379,413	0.40%	4,900,925	0.34%
20. Depreciation	10,743,431	0.98%	12,091,854	0.84%
21. Directors' Fees	3,852,379	0.35%	2,668,152	0.18%
22. Dues, Boards & Associations	2,898,245	0.27%	2,657,734	0.18%
23. Bad Debts	309,061	0.03%	215,483	0.01%
24. Loss & Loss Adjustment Expense	2,062,538	0.19%	2,081,891	0.14%
25. Tax Certificates Paid Tax Authorities	17,534,763	1.61%	27,099,069	1.87%
26. Recording Fees Paid County Clerk	54,906,996	5.03%	82,760,708	5.72%
27. Plant Lease/Updates	25,489,753	2.34%	29,908,640	2.07%
28. Damages for Bad Faith Suits	788,338	0.07%	0	0.00%
29. Fines or Penalties	79,332	0.01%	26,181	0.00%
30. Donations/Lobbying	2,021,548	0.19%	2,129,687	0.15%
31. Trade Association Fees	326,860	0.03%	248,662	0.02%
32. Other Expenses	48,884,072	4.48%	75,589,420	5.23%
TOTAL OPERATING EXPENSES	880,101,792	80.66%	1,078,132,791	74.55%
INCOME OR (LOSS) FROM OPERATIONS	210,975,102	19.34%	368,021,400	25.45%

	Calendar Yea		Calendar Year 2021	
INCOME	Amount	% of Gross Income	Amount	% of Gross Income
1. Title Premiums	1,281,604,099	88.62%	1,707,206,531	89.58%
True Fremiums     Premiums Remitted to Underwriters	1,281,004,039	13.33%	256,185,674	13.44%
Premiums Retained	1,088,819,771	75.29%	1,451,020,860	76.13%
4. Examination/Evidence Fees	72,643,357	5.02%	88,661,721	4.65%
5. Closing Fees	126,818,130	8.77%	189,832,957	9.96%
6. Tax Certificates	26,578,642	1.84%	28,254,098	1.48%
7. Recording Fees	79,850,443	5.52%	89,398,199	4.69%
8. Restrictions	157,491	0.01%	168,807	0.01%
9. Inspection Fees	69,896	0.00%	131,117	0.01%
10. Courier and Overnight Fees	10,782,118	0.75%	12,646,400	0.66%
11. Telephone and Facsimile	878,055	0.06%	448,615	0.02%
12. Interest Income	503,700	0.03%	2,059,705	0.11%
13. Other Income	39,052,586	2.70%	43,240,273	2.27%
GROSS INCOME	1,446,154,189	100.00%	1,905,862,752	100.00%
Number of Agencies Reporting	572		607	
EXPENSES				
1a. Salaries-Employees	487,134,150	33.68%	596,610,137	31.30%
1b. Salaries-Owners/Partners	42,976,714	2.97%	57,605,640	3.02%
2a. Benefits, Relations & Welfare-Employees	63,907,083	4.42%	76,924,300	4.04%
2b. Benefits, Relations & Welfare - Owners/Partners	4,490,043	0.31%	4,826,815	0.25%
3a. Evidence/Examination Fees - Title Agents	18,380,536	1.27%	20,958,540	1.10%
3b. Evidence/Examination Fees - Others	13,034,658	0.90%	18,054,509	0.95%
4a. Closing Fees Paid - Title Agents	13,282,093	0.92%	17,421,479	0.91%
4b. Closing Fees Paid - Others	36,875,991	2.55%	42,848,365	2.25%
5. Rent	51,770,219	3.58%	57,836,299	3.03%
6. Utilities	4,549,105	0.31%	5,097,400	0.27%
7. Accounting & Auditing	5,635,796	0.39%	7,102,206	0.37%
8. Advertising and Promotions	13,579,842	0.94%	18,668,065	0.98%
9. Travel, Lodging & Education	4,149,334	0.29%	6,990,014	0.37%
10. Insurance	9,595,978	0.66%	11,472,292	0.60%
11. Interest Expense	3,131,771	0.22%	2,171,754	0.11%
12. Legal Expense	9,111,051	0.63%	15,282,418	0.80%
13. Licenses, Taxes, & Fees	4,667,033	0.32%	6,293,527	0.33%
14. Postage & Freight	6,054,612	0.42%	8,140,323	0.43%
15. Courier & Overnight Delivery	18,699,037	1.29%	23,276,390	1.22%
16. Telephone & Facsimile	6,969,619	0.48%	6,916,758	0.36%
17. Printing & Photocopying	2,992,767	0.21%	3,114,278	0.16%
18. Office Supplies	14,766,953	1.02%	16,498,492	0.87%
19. Equipment & Vehicle Leases	4,900,925	0.34%	5,606,928	0.29%
20. Depreciation	12,091,854	0.84%	17,737,853	0.93%
21. Directors' Fees	2,668,152	0.18%	5,102,137	0.27%
22. Dues, Boards & Associations	2,657,734	0.18%	3,132,853	0.16%
23. Bad Debts	215,483	0.01%	406,710	0.02%
24. Loss & Loss Adjustment Expense	2,081,891	0.14%	3,703,935	0.19%
25. Tax Certificates Paid Tax Authorities	27,099,069	1.87%	27,337,062	1.43%
26. Recording Fees Paid County Clerk	82,760,708	5.72%	85,946,345	4.51%
27. Plant Lease/Updates	29,908,640	2.07%	35,265,012	1.85%
28. Damages for Bad Faith Suits	0	0.00%	6,763	0.00%
29. Fines or Penalties	26,181	0.00%	26,623	0.00%
30. Donations/Lobbying	2,129,687	0.15%	2,841,663	0.15%
31. Trade Association Fees 32. Other Expenses	248,662 75,589,420	0.02% 5.23%	334,437 93,029,494	0.02% 4.88%
TOTAL OPERATING EXPENSES	1,078,132,791	74.55%	1,304,587,816	68.45%
INCOME OR (LOSS) FROM OPERATIONS	368,021,400	25.45%	601,274,935	31.55%

NCOME	Calendar Year 2018	
1. Title Premiums 2. Premiums Remitted to Underwriters 3. Premiums Remitted to Underwriters 3. Premiums Retained 3	6 of Gross	
2. Premiums Rentitled to Underwriters 3. Premiums Retained 3. Premiums Retained 3. Premiums Retained 3. Premiums Retained 4. Examination/Evidence Fees 4. Examination F	Income	
3. Premiums Retained 4. Examination/Evidence Fees 5. Closing Fees 6.294,334 6. S. Closing Fees 6.6294,334 8.577 6. Tax Certificates 7. Recording Fees 8.457,874 8. Restrictions 9. 0.000% 9. 0.000% 9. 0.000% 9. 0.000% 9. 0.000% 9. 0.000% 11,545 10. Courier and Overnight Fees 10. Courier and Overnight Fees 11. Telephone and Facsimile 105,456 10. Courier and Overnight Fees 11. Telephone and Facsimile 105,456 10. Courier and Facsimile 105,456 10. Courier and Overnight Fees 11. Telephone and Facsimile 105,456 10. Courier and Overnight Fees 11. Telephone and Facsimile 105,456 10. Overnight Fees 11. Telephone and Facsimile 105,456 10. Overnight Fees 11. Telephone and Facsimile 105,456 10. Overnight Fees 12. Interest Income 13. Systy Overnight Fees 13. Other Income 14. Tax Systy Overnight Fees 14. Salaries-Employees 15. Salaries-Employees 18. Salaries-Employees 18. Salaries-Employees 18. Salaries-Courier-Partners 19. Salarier-Partners 19. Salarier-Partners-Partners 19. Salarier-Partners-Partners 19. Salarier-Partners-Partners-Partners 19. Salarier-Partners-Partners-Partners 19. Salarier-Par	96.42%	
4. Examination/Evidence Fees       16,895,724       2.18%       19,947,044         5. Closing Fees       66,294,334       8,75%       65,746,121         6. Tax Certificates       10,195,877       1,32%       9,524,066         7. Recording Fees       38,457,874       4,97%       36,064,731         8. Restrictions       0       0,000%       11,545         10. Courier and Overnight Fees       3,605,521       0,47%       3,223,286         11. Telephone and Facsimile       105,455       0,00%       41,125         12. Interest Income       35,987       0,00%       41,125         13. Other Income       6447,949       0,83%       6,263,888         ROSS INCOME       773,954,395       100,00%       780,362,578         ROSS INCOME       773,954,395       100,00%       780,362,578         GROSS INCOME       773,954,395       100,00% </td <td>14.47% 81.95%</td>	14.47% 81.95%	
5. Closing Fees         66,294,334         8.57%         65,746,121           6. Tax Certificates         10,195,877         1,32%         9,524,066           7. Recording Fees         38,457,874         4,97%         36,064,731           8. Restrictions         0         0,00%         0           9. Inspection Fees         9,256         0,00%         11,545           10. Courier and Overnight Fees         3,605,521         0,47%         3,223,286           11. Telephone and Facsimile         105,456         0,01%         26,419           12. Interest Income         35,987         0,00%         41,125           13. Other Income         6447,949         0,83%         6,263,888           GROSS INCOME         773,954,395         100,00%         780,362,578           Number of Agencies Reporting         60         59           EXPENSES           1a. Salaries-Employees         306,116,257         39,55%         308,857,327           1b. Salaries-Owners/Partners         813,206         0,11%         929,611           2a. Benefits, Relations & Welfare-Employees         54,231,517         7,01%         51,715,907           2b. Benefits, Relations & Welfare-Employees         13,23,20         0,011% </td <td>2.56%</td>	2.56%	
6. Tax Certificates 10,195,877 1,32% 9,524,066 7, Recording Fees 38,457,874 4,97% 36,064,731 8, Restrictions 0 0 000% 0,0 0,0 0,0 0,0 0,0 0,0 0,0 0,	2.56% 8.43%	
7. Recording Fees         38,457,874         4,97%         36,064,731           8. Restrictions         0         0,00%         0           9. Inspection Fees         9,256         0,00%         11,545           10. Courier and Overnight Fees         3,605,521         0,47%         3,223,266           11. Telephone and Facsimile         105,456         0,01%         26,419           12. Interest Income         35,987         0,00%         41,125           13. Other Income         6,447,949         0,83%         6,263,888           GROSS INCOME         73,954,395         100,00%         780,362,578           Number of Agencies Reporting         60         59           EXPENSES         306,116,257         39,55%         308,857,327           1b. Salaries-Downers/Partners         813,206         0,11%         929,611           2a. Benefits, Relations & Welfare - Employees         54,231,517         7,01%         51,715,907           2b. Benefits, Relations & Welfare - Owners/Partners         17,300         0,00%         18,220           3a. Evidence/Examination Fees - Title Agents         4,731,574         0,61%         5,013,760           3b. Evidence/Examination Fees - Title Agents         1,22,28         0,02%         141,976	1.22%	
8. Restrictions 9, 0 0,00% 1,1,545 10. Courier and Overnight Fees 3,605,521 0,47% 3,223,286 11. Telephone and Facsimile 105,456 0,01% 26,419 12. Interest Income 35,997 0,00% 41,125 13. Other Income 6,447,949 0,83% 6,263,888  GROSS INCOME 773,954,395 100,00% 780,362,578  Number of Agencies Reporting 60  EXPENSES  1a. Salaries-Employees 306,116,257 39,55% 308,857,327 1b. Salaries-Dwners/Partners 813,206 0,11% 929,611 2a. Benefits, Relations & Welfare-Employees 54,231,517 7,01% 51,715,907 2b. Benefits, Relations & Welfare - Owners/Partners 17,300 0,00% 18,220 3a. Evidence/Examination Fees - Title Agents 4,731,574 0,61% 5,013,760 3b. Evidence/Examination Fees - Title Agents 16,829,955 2,17% 13,071,193 4b. Closing Fees Paid - Others 92,874,793 12,00% 98,022,818 5. Rent 33,048,599 4,27% 33,710,928 6. Utilities 1,618,140 0,21% 1,466,717 7. Accounting & Auditing 3,380,828 0,44% 3,178,888 8. Advertising and Promotions 10,925,705 1,41% 11,654,335 9. Travel, Lodging & Education 4,477,863 0,58% 4,371,367 10. Insurance 1,764,001 0,23% 1,767,181 11. Interest Expense 867,304 0,11% 1,105,602 13. Licenses, Taxes, & Fees 1,292,051 0,17% 1,006,002 13. Licenses, Taxes, & Fees 1,292,051 0,17% 1,006,002 14. Postage & Freight 2,747,341 0,35% 2,876,980 15. Courier & Overnight Delivery 6,585,325 0,85% 6,288,163 16. Telephone & Facsimile 5,492,924 0,71% 1,105,602 17. Printing & Photocopying 1,372,328 0,18% 1,100,109 18. Office Supplies 4,262,373 0,55% 4,623,086 19. Equipment & Vehicle Leases 2,623,195 0,04% 3,176,424 20. Depreciation 5,277,694 0,68% 5,370,742 21. Directors' Fees 1,779,94 22. Dues, Boards & Associations 1,788,821 0,23% 1,717,942 23. Bad Debts - 59,288 0,01% 41,916 24. Loss & Loss Adjustment Expense 1,087,936 0,14% 1,850,277 25. Tax Certificates Paid Tax Authorities 10,277,073 1,33% 9,565,555 26. Recording Fees Paid Gounty Clerk 19,926,047 5,07% 37,004,366 27. Plant Lease/Updates 24,963,818 3,23% 20,605,940 28. Damages for Bad Faith Suits 0,000% 35,055	4.62%	
9. Inspection Fees 3,605,521 0,47% 3,223,286 10. Courier and Overnight Fees 3,605,521 0,47% 3,223,286 11. Telephone and Facsimile 105,456 0,01% 26,419 12. Interest Income 35,987 0,00% 41,125 13. Other Income 6,447,949 0,83% 6,263,888 13. Other Income 6,447,949 0,83% 6,263,888 13. Other Income 60 59 59 100,00% 780,362,578 Number of Agencies Reporting 60 59 13. Salaries-Employees 306,116,257 39,55% 308,857,327 15. Salaries-Cowners/Partners 813,206 0,11% 929,611 2a. Benefits, Relations & Welfare-Employees 54,231,517 7,01% 51,715,907 2b. Benefits, Relations & Welfare - Owners/Partners 17,300 0,00% 18,220 3a. Evidence/Examination Fees - Title Agents 47,731,574 0,61% 5,013,760 3b. Evidence/Examination Fees - Title Agents 14,2128 0,02% 141,976 4a. Closing Fees Paid - Title Agents 16,829,595 2,17% 13,071,193 4b. Closing Fees Paid - Title Agents 16,829,595 2,17% 13,071,193 5. Rent 1,018,193 6,022,818 5. Rent 1,018,193 6,002,818 6,000,818 6,0	0.00%	
10. Courier and Overnight Fees         3,605,521         0.47%         3,223,286           11. Telephone and Facsimile         105,456         0.01%         26,419           12. Interest Income         35,987         0.00%         41,125           13. Other Income         6,447,949         0.83%         6,263,888           GROSS INCOME         773,954,395         100.00%         780,362,578           Number of Agencies Reporting         60         59           EXPENSES         306,116,257         39,55%         308,857,327           1b. Salaries-Employees         34,221,517         7,01%         51,715,907           2b. Benefits, Relations & Welfare - Employees         54,231,517         7,01%         51,715,907           2b. Benefits, Relations & Welfare - Owners/Partners         17,300         0.00%         18,220           3b. Evidence/Examination Fees - Title Agents         4,731,574         0.61%         5,013,760           4b. Closing Fees Paid - Title Agents         16,829,595         2,17%         13,071,193           4b. Closing Fees Paid - Others         9,287,4793         12,00%         90,022,818           5. Rent         33,048,599         4,27%         33,710,928           6. Utilities         1,618,140         0.21%         1,46		
11. Telephone and Facsimile       105,456       0.01%       26,419         12. Interest Income       35,987       0.00%       41,125         13. Other Income       6,447,949       0.83%       6,263,888         GROSS INCOME       773,954,395       100.00%       780,362,578         Number of Agencies Reporting       60       59         EXPENSES       306,116,257       39,55%       308,857,327         1a. Salaries-Employees       313,206       0.11%       929,611         2a. Benefits, Relations & Welfare - Cowners/Partners       17,300       0.00%       18,220         2b. Benefits, Relations & Welfare - Cowners/Partners       17,300       0.00%       18,220         3a. Evidence/Examination Fees - Title Agents       4,731,574       0.61%       5,013,760         3b. Evidence/Examination Fees - Others       142,128       0.02%       141,976         4c. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12,00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3380,828       0.44%<	0.00% 0.41%	
1.2. Interest Income	0.41%	
Transport		
GROSS INCOME         773,954,395         100.00%         780,362,578           Number of Agencies Reporting         60         59           EXPENSES         306,116,257         39.55%         308,857,327           1b. Salaries-Employees         306,116,257         39.55%         308,857,327           1b. Salaries-Owners/Partners         813,206         0.11%         929,611           2a. Benefits, Relations & Welfare - Employees         54,231,517         7.01%         51,715,907           2b. Benefits, Relations & Welfare - Owners/Partners         17,300         0.00%         18,220           3a. Evidence/Examination Fees - Title Agents         4,731,574         0.61%         5,013,760           3b. Evidence/Examination Fees - Others         142,128         0.02%         141,976           4a. Closing Fees Paid - Others         16,829,595         2.17%         13,071,193           4b. Closing Fees Paid - Others         92,874,793         12,00%         98,022,818           5. Rent         33,048,599         4.27%         33,710,928           6. Utilities         1,618,140         0.21%         1,466,717           7. Accounting & Auditing         3,380,828         0.44%         3,178,888           8. Advertising and Promotions         10,925,705 <th< td=""><td>0.01%</td></th<>	0.01%	
Number of Agencies Reporting   S79	0.80%	
Salaries-Employees   306,116,257   39,55%   308,857,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,8367,327   30,936	100.00%	
1a. Salaries-Employees       306,116,257       39.55%       308,857,327         1b. Salaries-Owners/Partners       813,206       0.11%       929,611         2a. Benefits, Relations & Welfare - Owners/Partners       17,300       0.00%       18,220         3b. Evidence/Examination Fees - Others       17,300       0.00%       18,220         3b. Evidence/Examination Fees - Others       142,128       0.02%       141,976         4c. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12,00%       98,022,818         5. Rent       33,048,599       4,27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1,41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,81         11. Interest Expense       53,145       0.01%       4,8778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,		
1b. Salaries-Owners/Partners       813,206       0.11%       929,611         2a. Benefits, Relations & Welfare - Owners/Partners       17,300       0.00%       18,220         3b. Evidence/Examination Fees - Title Agents       4,731,574       0.61%       5,013,760         3b. Evidence/Examination Fees - Others       142,128       0.02%       141,976         4a. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12.00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.044%       3,178,888         8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,056,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight	39.58%	
2a. Benefits, Relations & Welfare-Employees       54,231,517       7.01%       51,715,907         2b. Benefits, Relations & Welfare - Owners/Partners       17,300       0.00%       18,220         3a. Evidence/Examination Fees - Title Agents       4,731,574       0.61%       5,013,760         3b. Evidence/Examination Fees - Others       142,128       0.02%       141,976         4a. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12,00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1,41%       11,654,335         9. Travel, Lodging & Education       4,477,863       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight	0.12%	
2b. Benefits, Relations & Welfare - Owners/Partners       17,300       0.00%       18,220         3a. Evidence/Examination Fees - Title Agents       4,731,574       0.61%       5,013,760         3b. Evidence/Examination Fees - Others       142,128       0.02%       141,976         4a. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12.00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone	6.63%	
3a. Evidence/Examination Fees - Title Agents         4,731,574         0.61%         5,013,760           3b. Evidence/Examination Fees - Others         142,128         0.02%         141,976           4a. Closing Fees Paid - Title Agents         16,829,595         2.17%         13,071,193           4b. Closing Fees Paid - Others         92,874,793         12.00%         98,022,818           5. Rent         33,048,599         4.27%         33,710,928           6. Utilities         1,618,140         0.21%         1,466,717           7. Accounting & Auditing         3,380,828         0.44%         3,178,888           8. Advertising and Promotions         10,925,705         1,41%         11,654,335           9. Travel, Lodging & Education         4,477,863         0.58%         4,371,367           10. Insurance         1,764,001         0.23%         1,767,181           11. Interest Expense         53,145         0.01%         48,778           12. Legal Expense         867,304         0.11%         1,105,602           13. Licenses, Taxes, & Fees         1,292,051         0.17%         1,624,221           14. Postage & Freight         2,747,341         0.35%         2,876,980           15. Courier & Overnight Delivery         6,585,325         0.85%	0.00%	
3b. Evidence/Examination Fees - Others         142,128         0.02%         141,976           4a. Closing Fees Paid - Title Agents         16,829,595         2.17%         13,071,193           4b. Closing Fees Paid - Others         92,874,793         12,00%         98,022,818           5. Rent         33,048,599         4.27%         33,710,928           6. Utilities         1,618,140         0.21%         1,466,717           7. Accounting & Auditing         3,380,828         0.44%         3,178,888           8. Advertising and Promotions         10,925,705         1.41%         11,654,335           9. Travel, Lodging & Education         4,477,863         0.58%         4,371,367           10. Insurance         1,764,001         0.23%         1,767,181           11. Interest Expense         53,145         0.01%         48,778           12. Legal Expense         867,304         0.11%         1,105,602           13. Licenses, Taxes, & Fees         1,292,051         0.17%         1,624,221           4. Postage & Freight         2,747,341         0.35%         2,876,980           15. Courier & Overnight Delivery         6,585,325         0.85%         6,288,163           16. Telephone & Facsimile         5,492,924         0.71%         5,	0.64%	
4a. Closing Fees Paid - Title Agents       16,829,595       2.17%       13,071,193         4b. Closing Fees Paid - Others       92,874,793       12.00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1,41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       867,304       0.11%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       2,623,195       0.34%	0.02%	
4b. Closing Fees Paid - Others       92,874,793       12.00%       98,022,818         5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1,41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3	1.68%	
5. Rent       33,048,599       4.27%       33,710,928         6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742	12.56%	
6. Utilities       1,618,140       0.21%       1,466,717         7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0,71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595	4.32%	
7. Accounting & Auditing       3,380,828       0.44%       3,178,888         8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%	0.19%	
8. Advertising and Promotions       10,925,705       1.41%       11,654,335         9. Travel, Lodging & Education       4,477,863       0.58%       4,371,367         10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916<	0.41%	
9. Travel, Lodging & Education 4,477,863 0.58% 4,371,367 10. Insurance 1,764,001 0.23% 1,767,181 11. Interest Expense 53,145 0.01% 48,778 12. Legal Expense 867,304 0.11% 1,105,602 13. Licenses, Taxes, & Fees 1,292,051 0.17% 1,624,221 14. Postage & Freight 2,747,341 0.35% 2,876,980 15. Courier & Overnight Delivery 6,585,325 0.85% 6,288,163 16. Telephone & Facsimile 5,492,924 0.71% 5,101,642 17. Printing & Photocopying 1,372,328 0.18% 1,100,109 18. Office Supplies 4,262,373 0.55% 4,623,086 19. Equipment & Vehicle Leases 2,623,195 0.34% 3,164,244 20. Depreciation 5,277,694 0.68% 5,370,742 21. Directors' Fees 1,7425 0.00% 25,595 22. Dues, Boards & Associations 1,788,821 0.23% 1,717,942 23. Bad Debts -59,288 -0.01% 41,916 24. Loss & Loss Adjustment Expense 1,087,936 0.14% 1,850,277 25. Tax Certificates Paid Tax Authorities 10,270,723 1.33% 9,636,255 26. Recording Fees Paid County Clerk 39,266,047 5.07% 37,060,436 27. Plant Lease/Updates 24,963,818 3.23% 20,605,940 28. Damages for Bad Faith Suits 0 0.00% 0 29. Fines or Penalties 144,829 0.02% 35,055	1.49%	
10. Insurance       1,764,001       0.23%       1,767,181         11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -5,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%	0.56%	
11. Interest Expense       53,145       0.01%       48,778         12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818	0.23%	
12. Legal Expense       867,304       0.11%       1,105,602         13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,	0.01%	
13. Licenses, Taxes, & Fees       1,292,051       0.17%       1,624,221         14. Postage & Freight       2,747,341       0.35%       2,876,980         15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits	0.14%	
14. Postage & Freight2,747,3410.35%2,876,98015. Courier & Overnight Delivery6,585,3250.85%6,288,16316. Telephone & Facsimile5,492,9240.71%5,101,64217. Printing & Photocopying1,372,3280.18%1,100,10918. Office Supplies4,262,3730.55%4,623,08619. Equipment & Vehicle Leases2,623,1950.34%3,164,24420. Depreciation5,277,6940.68%5,370,74221. Directors' Fees17,4250.00%25,59522. Dues, Boards & Associations1,788,8210.23%1,717,94223. Bad Debts-59,288-0.01%41,91624. Loss & Loss Adjustment Expense1,087,9360.14%1,850,27725. Tax Certificates Paid Tax Authorities10,270,7231.33%9,636,25526. Recording Fees Paid County Clerk39,266,0475.07%37,060,43627. Plant Lease/Updates24,963,8183.23%20,605,94028. Damages for Bad Faith Suits00.00%029. Fines or Penalties144,8290.02%35,055	0.21%	
15. Courier & Overnight Delivery       6,585,325       0.85%       6,288,163         16. Telephone & Facsimile       5,492,924       0.71%       5,101,642         17. Printing & Photocopying       1,372,328       0.18%       1,100,109         18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.37%	
16. Telephone & Facsimile5,492,9240.71%5,101,64217. Printing & Photocopying1,372,3280.18%1,100,10918. Office Supplies4,262,3730.55%4,623,08619. Equipment & Vehicle Leases2,623,1950.34%3,164,24420. Depreciation5,277,6940.68%5,370,74221. Directors' Fees17,4250.00%25,59522. Dues, Boards & Associations1,788,8210.23%1,717,94223. Bad Debts-59,288-0.01%41,91624. Loss & Loss Adjustment Expense1,087,9360.14%1,850,27725. Tax Certificates Paid Tax Authorities10,270,7231.33%9,636,25526. Recording Fees Paid County Clerk39,266,0475.07%37,060,43627. Plant Lease/Updates24,963,8183.23%20,605,94028. Damages for Bad Faith Suits00.00%029. Fines or Penalties144,8290.02%35,055	0.81%	
17. Printing & Photocopying1,372,3280.18%1,100,10918. Office Supplies4,262,3730.55%4,623,08619. Equipment & Vehicle Leases2,623,1950.34%3,164,24420. Depreciation5,277,6940.68%5,370,74221. Directors' Fees17,4250.00%25,59522. Dues, Boards & Associations1,788,8210.23%1,717,94223. Bad Debts-59,288-0.01%41,91624. Loss & Loss Adjustment Expense1,087,9360.14%1,850,27725. Tax Certificates Paid Tax Authorities10,270,7231.33%9,636,25526. Recording Fees Paid County Clerk39,266,0475.07%37,060,43627. Plant Lease/Updates24,963,8183.23%20,605,94028. Damages for Bad Faith Suits00.00%029. Fines or Penalties144,8290.02%35,055	0.65%	
18. Office Supplies       4,262,373       0.55%       4,623,086         19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.14%	
19. Equipment & Vehicle Leases       2,623,195       0.34%       3,164,244         20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.59%	
20. Depreciation       5,277,694       0.68%       5,370,742         21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.41%	
21. Directors' Fees       17,425       0.00%       25,595         22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.69%	
22. Dues, Boards & Associations       1,788,821       0.23%       1,717,942         23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.00%	
23. Bad Debts       -59,288       -0.01%       41,916         24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.22%	
24. Loss & Loss Adjustment Expense       1,087,936       0.14%       1,850,277         25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.01%	
25. Tax Certificates Paid Tax Authorities       10,270,723       1.33%       9,636,255         26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	0.24%	
26. Recording Fees Paid County Clerk       39,266,047       5.07%       37,060,436         27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	1.23%	
27. Plant Lease/Updates       24,963,818       3.23%       20,605,940         28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	4.75%	
28. Damages for Bad Faith Suits       0       0.00%       0         29. Fines or Penalties       144,829       0.02%       35,055	2.64%	
29. Fines or Penalties 144,829 0.02% 35,055	0.00%	
·	0.00%	
30. Donations/Lobbying 738,931 0.10% 958,392	0.12%	
31. Trade Association Fees 700,262 0.09% 707,196	0.09%	
32. Other Expenses 22,043,203 2.85% 19,433,780	2.49%	
<b>TOTAL OPERATING EXPENSES</b> 662,507,893 85.60% 657,296,579	84.23%	
INCOME OR (LOSS) FROM OPERATIONS 111,446,503 14.40% 123,066,004	15.77%	

	Calendar Year 2018		Calendar Year 2019	
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Title Premiums	752,461,391	96.42%	783,665,155	98.24%
2. Premiums Remitted to Underwriters	112,947,038	14.47%	117,550,141	14.74%
3. Premiums Retained	639,514,353	81.95%	666,115,014	83.50%
4. Examination/Evidence Fees	19,947,044	2.56%	21,242,232	2.66%
5. Closing Fees	65,746,121	8.43%	59,165,261	7.42%
6. Tax Certificates	9,524,066	1.22%	7,743,279	0.97%
7. Recording Fees	36,064,731	4.62%	36,095,449	4.52%
8. Restrictions	0	0.00%	0	0.00%
9. Inspection Fees	11,545	0.00%	6,345	0.00%
10. Courier and Overnight Fees	3,223,286	0.41%	1,925,766	0.24%
11. Telephone and Facsimile	26,419	0.00%	11,512	0.00%
12. Interest Income	41,125	0.01%	37,825	0.00%
13. Other Income	6,263,888	0.80%	5,395,844	0.68%
GROSS INCOME	780,362,578	100.00%	797,738,527	100.00%
Number of Agencies Reporting	59		60	
EXPENSES  1. Colorina Francisco	200 057 227	20 500/	210 702 724	40.000/
1a. Salaries-Employees	308,857,327	39.58%	319,792,734	40.09%
1b. Salaries-Owners/Partners	929,611	0.12%	1,138,175	0.14%
2a. Benefits, Relations & Welfare-Employees	51,715,907	6.63%	57,036,177	7.15%
2b. Benefits, Relations & Welfare - Owners/Partners	18,220	0.00%	114,846	0.01%
3a. Evidence/Examination Fees - Title Agents	5,013,760	0.64%	5,023,605	0.63%
3b. Evidence/Examination Fees - Others	141,976	0.02% 1.68%	741,424	0.09% 1.69%
4a. Closing Fees Paid - Title Agents	13,071,193		13,466,376	
4b. Closing Fees Paid - Others	98,022,818	12.56% 4.32%	92,127,639	11.55%
5. Rent	33,710,928	4.32% 0.19%	37,797,323	4.74%
6. Utilities	1,466,717		1,535,277	0.19% 0.39%
<ul><li>7. Accounting &amp; Auditing</li><li>8. Advertising and Promotions</li></ul>	3,178,888 11,654,335	0.41% 1.49%	3,112,810 13,130,166	1.65%
9. Travel, Lodging & Education	4,371,367	0.56%	4,627,324	0.58%
10. Insurance	1,767,181	0.23%	1,927,637	0.24%
11. Interest Expense	48,778	0.01%	37,883	0.00%
12. Legal Expense	1,105,602	0.14%	1,133,447	0.14%
13. Licenses, Taxes, & Fees	1,624,221	0.21%	1,762,669	0.22%
14. Postage & Freight	2,876,980	0.37%	3,119,000	0.39%
15. Courier & Overnight Delivery	6,288,163	0.81%	4,826,908	0.61%
16. Telephone & Facsimile	5,101,642	0.65%	5,017,899	0.63%
17. Printing & Photocopying	1,100,109	0.14%	910,043	0.11%
18. Office Supplies	4,623,086	0.59%	4,968,913	0.62%
19. Equipment & Vehicle Leases	3,164,244	0.41%	3,083,266	0.39%
20. Depreciation	5,370,742	0.69%	5,609,141	0.70%
21. Directors' Fees	25,595	0.00%	17,760	0.00%
22. Dues, Boards & Associations	1,717,942	0.22%	1,780,572	0.22%
23. Bad Debts	41,916	0.01%	60,402	0.01%
24. Loss & Loss Adjustment Expense	1,850,277	0.24%	1,864,389	0.23%
25. Tax Certificates Paid Tax Authorities	9,636,255	1.23%	7,704,645	0.97%
26. Recording Fees Paid County Clerk	37,060,436	4.75%	37,136,999	4.66%
27. Plant Lease/Updates	20,605,940	2.64%	20,560,543	2.58%
28. Damages for Bad Faith Suits	0	0.00%	0	0.00%
29. Fines or Penalties	35,055	0.00%	5,779	0.00%
30. Donations/Lobbying	958,392	0.12%	827,437	0.10%
31. Trade Association Fees	707,196	0.09%	679,839	0.09%
32. Other Expenses	19,433,780	2.49%	17,942,593	2.25%
TOTAL OPERATING EXPENSES	657,296,579	84.23%	670,621,640	84.07%

Name		Calendar Year 2019		Calendar Year 2020	
Title Premiums Remitted to Inderwriters			% of Gross		% of Gross
2. Premiums Remitted to Underwriters					
3 Premiums Retained 66.115.014 83.50% 74.66.29.949 82.25% 5. Closing Fees 21.134.22.2 2.66% 20.139.02.8 2.25% 5. Closing Fees 5.165.261 7.42% 64.193.693 7.16% 6. Tax Certificates 7.743.279 0.97% 11.891.216 13.25% 7. Recording Fees 3.65.45.49 4.52% 47.92.20.57 3.34% 8. Restrictions 0 0.00% 0.0000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.000 0.					
4. Examination/Evidence Fees         2124/222         2.66%         20.139.026         22.76           5. Closing Fees         59.165.261         7.42%         6.118.9639         7.76           6. Tax Certificates         7.743.279         0.97%         11.891.216         13.36           7. Recording Fees         36.995.449         4.52%         47.923.057         5.349           8. Restrictions         0         0.00%         6.239         0.000           9. Inspection Fees         6.345         0.00%         6.239         0.000           10. Courier and Overnight Fees         1925,766         0.24%         3.588,148         0.40%           11. Telephone and Facsimile         11.512         0.00%         3.46,452         0.04%           12. Intrest Income         5.395,844         0.68%         2.262,889         0.25%           GROSS INCOME         797,738,527         100.00%         366,940.75         100.00%           GROSS INCOME         797,738,527         100.00%         347,116,927         38.70%           1a. Salaries-Employees         313,979,2734         40.09%         347,116,927         38.70%           1b. Salaries-Covers/Partners         1,138,175         0.14%         8.090,323         0.90%					
5. Closing Fees					
6. Tax Certificates 7,743,279 0.97% 11,891,216 133% 7. Recording Fees 36,095,449 4.52% 47,93,057 5.34% 8. Restrictions 0 0.00% 0.00					
7. Recording Fees         36,095,449         45,22%         47,923,057         5.34%           8. Restrictions         0.00%         0.00%         0.00%           9. Inspection Fees         6,345         0.00%         6,239         0.00%           10. Courier and Overnight Fees         1,925,766         0.24%         3,588,148         0.40%           11. Telephone and Facsimile         11,512         0.00%         346,452         0.04%           12. Interest Income         33,985,844         0.68%         2262,989         0.25%           GROSS INCOME         797,738,527         100.00%         86,994,075         100.00%           Number of Agencies Reporting         60         62         EXPENSE           In. Salaries-Employees         319,792,734         40,09%         347,116,927         38.70%           1b. Salaries-Employees         11,138,175         0.14%         8,090,323         0.90%           2b. Benefits, Relations & Welfare-Employees         5,703,601,777         7.15%         51,123,131         5.70%           2b. Benefits, Relations & Welfare - Owners/Partners         114,846         0.01%         103,388         0.01%           3b. Evidence/Examination Fees - Others         7,414,244         0.09%         1,284,901         0.	=				
8. Restrictions					
9. Inspection Fees 10. Courier and Overnight Fees 11. Telephone and Facsimile 12. Unterest Income 13. Other Income 13. Other Income 13. Other Income 14. Telephone and Facsimile 15. Telephone and Facsimile 16. Telephone and Facsimile 17. Telephone and Facsimile 17. Telephone and Facsimile 18. Salaries Income 19. Telephone and Facsimile 1					
11. Telephone and Facsimile					
11. Telephone and Facsimile   11.512	•				
12. Interest Income   37,825   0.00%   346,452   0.04%   13. Other Income   5,395,844   0.68%   2,262,989   0.25%   0.25%   0.68%   0.26%   0.25%   0.25%   0.00%   0.68%   0.26%   0.25%   0.00%   0.25%   0.00%					
Table   Sample   Sa				13,306	
Number of Agencies Reporting	12. Interest Income	37,825		346,452	0.04%
Number of Agencies Reporting   SEPENESS   319,792,734   40,09%   347,116,927   38,70%   19. Salaries-Employees   319,792,734   40,09%   347,116,927   38,70%   19. Salaries-Dwners/Partners   1,138,175   0,14%   8,090,323   0,90%   22. Benefits, Relations & Welfare-Employees   57,036,177   7,15%   51,123,013   5,70%   25. Benefits, Relations & Welfare - Owners/Partners   114,846   0,01%   103,388   0,01%   33. Evidence/Examination Fees - Title Agents   5,023,605   6,63%   5,527,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   6,62%   35,27,968   35,27,968   36,27,27,369   36,27,27,369   37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345,133   4,16%   36,37,345   36	13. Other Income	5,395,844	0.68%	2,262,989	0.25%
Ta. Salaries-Employees   319,792,734   40,09%   347,116,927   38,70%   38			100.00%		100.00%
1a. Salaries-Employees       319,792,734       400,0%       347,116,927       38,70%         1b. Salaries-Owners/Partners       1,138,175       0,14%       80,90,323       0,90%         2a. Benefits, Relations & Welfare - Owners/Partners       114,846       0,01%       103,388       0,01%         3a. Evidence/Examination Fees - Title Agents       5,023,605       0,63%       5,527,968       0,62%         3b. Evidence/Examination Fees - Others       741,424       0,09%       1,284,901       0,14%         4a. Closing Fees Paid - Title Agents       13,466,376       1,69%       17,185,092       1,92%         4b. Closing Fees Paid - Others       92,127,639       11,55%       90,558,256       10,10%         5, Rent       37,797,323       4,74%       37,345,133       4,16%         6, Utilities       1,535,277       0,19%       1,518,138       0,17%         7, Accounting & Auditing       3,112,810       0,39%       3,036,750       0,34%         8, Advertising and Promotions       13,130,166       1,65%       9,121,334       1,02%         9, Travel, Lodging & Education       4,627,324       0,58%       3,22,271       0,33%         10, Insurance       1,927,637       0,24%       2,079,723       0,23%		60		62	
1b. Salaries-Owners/Partners       1,138,175       0.14%       8,090,323       0.90%         2a. Benefits, Relations & Welfare - Owners/Partners       57,036,177       7.15%       51,123,013       5.70%         2b. Benefits, Relations & Welfare - Owners/Partners       114,846       0.01%       103,388       0.01%         3b. Evidence/Examination Fees - Title Agents       5,023,605       0.63%       5,527,968       0.62%         3b. Evidence/Examination Fees - Others       741,424       0.09%       1,284,901       0.14%         4a. Closing Fees Paid - Title Agents       13,466,376       1.69%       17,185,092       1.92%         4b. Closing Fees Paid - Others       92,127,639       11,55%       90,558,256       10,10%         5. Rent       37,797,323       4,74%       37,345,133       4,16%         6. Utilities       1,535,277       0.19%       1,518,138       0.17%         7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,23       0.23% </td <td></td> <td></td> <td></td> <td></td> <td></td>					
2a. Benefits, Relations & Welfare - Employees         57,036,177         7.15%         51,123,013         5.70%           2b. Benefits, Relations & Welfare - Owners/Partners         114,846         0.01%         103,388         0.01%           3b. Evidence/Examination Fees - Title Agents         5,023,605         0.63%         5,527,968         0.62%           3b. Evidence/Examination Fees - Others         741,424         0.09%         1,284,901         0.14%           4a. Closing Fees Paid - Title Agents         13,466,376         16,97         11,555         90,558,256         10.10%           4b. Closing Fees Paid - Others         92,127,639         11,555         90,558,256         10.10%         1.927           5. Rent         37,797,323         4,74%         37,345,133         4,16%         1.010         1.518,138         0.17%           7. Accounting & Auditing         3,112,810         0.39%         3,036,750         0.34%         8.04vertising and Promotions         13,130,166         1,65%         9,121,334         1,02%           8. Advertising and Promotions         13,130,166         1,65%         9,121,334         1,02%           9. Travel, Lodging & Education         4,627,324         0,58%         3,220,271         0.36%           10. Insurance         1,927,637					38.70%
2b. Benefits, Relations & Welfare - Owners/Partners         114,846         0.01%         103,388         0.01%           3a. Evidence/Examination Fees - Title Agents         5,023,605         0.63%         5,527,968         0.62%           3b. Evidence/Examination Fees - Others         741,424         0.09%         1,284,901         0.14%           4a. Closing Fees Paid - Title Agents         13,466,376         1.69%         17,185,092         1.92%           4b. Closing Fees Paid - Others         92,127,639         11.55%         90,558,256         10.10%           5. Rent         37,797,323         4,74%         37,345,133         4.16%           6. Utilities         1,535,277         0.19%         1,518,138         0.17%           7. Accounting & Auditing         3,112,810         0.39%         3,036,750         0.34%           8. Advertising and Promotions         13,130,166         1.65%         9,121,334         1.02%           9. Travel, Lodging & Education         4,627,324         0.59%         3,220,271         0.36%           10. Insurance         1,927,637         0.24%         2,079,723         0.23%           11. Interest Expense         3,7883         0.00%         39,908         0.00%           12. Legal Expense         1,766,669 <td></td> <td></td> <td></td> <td></td> <td>0.90%</td>					0.90%
3a. Evidence/Examination Fees - Others         741,424         0.09%         5,527,968         0.62%           3b. Evidence/Examination Fees - Others         741,424         0.09%         1,284,901         0.14%           4b. Closing Fees Paid - Others         13,466,376         1.69%         17,185,092         1.92%           4b. Closing Fees Paid - Others         92,127,639         11,55%         90,558,256         10.10%           5. Rent         37,797,323         4,74%         37,345,133         4,16%           6. Utilities         1,535,277         0.19%         1,518,138         0.17%           7. Accounting & Auditing         3,112,810         0.39%         3,036,750         0.34%           8. Advertising and Promotions         13,130,166         1.65%         9,121,334         1.02%           9. Travel, Lodging & Education         4,627,324         0.58%         3,220,271         0.36%           10. Insurance         1,927,637         0.24%         2,079,723         0.23%           11. Interest Expense         37,883         0.00%         39,908         0.00%           12. Legal Expense         1,133,447         0.14%         633,345         0.07%           13. Licenses, Taxes, & Fees         1,762,669         0.22% <td< td=""><td></td><td>57,036,177</td><td></td><td></td><td>5.70%</td></td<>		57,036,177			5.70%
3b. Evidence/Examination Fees - Others         741,424         0.09%         1,284,901         0.14%           4a. Closing Fees Paid - Title Agents         13,466,376         1.69%         17,185,092         1.92%           4b. Closing Fees Paid - Others         92,127,639         11,55%         90,582,856         10.10%           5. Rent         37,797,323         4,74%         37,345,133         4.16%           6. Utilities         1,535,277         0.19%         1,518,138         0.17%           7. Accounting & Auditing         3,112,810         0.39%         3,036,750         0.34%           8. Advertising and Promotions         13,130,166         1.65%         9,121,334         1.02%           9. Travel, Lodging & Education         4,627,324         0.58%         3,220,271         0.36%           10. Insurance         1,927,637         0.24%         2,079,723         0.23%           11. Interest Expense         37,883         0.00%         39,908         0.00%           12. Legal Expense         1,133,447         0.14%         633,345         0.07%           13. Licenses, Taxes, & Fees         1,762,669         0.22%         2,349,269         0.26%           14. Postage & Freight         3,119,000         3.99%         3,733,46					0.01%
4a. Closing Fees Paid - Title Agents       13,466,376       1.69%       17,185,092       1,92%         4b. Closing Fees Paid - Others       92,127,639       11,55%       90,588,256       10,10%         5. Rent       37,797,323       4,74%       37,345,133       4,16%         6. Utilities       1,535,277       0.19%       1,518,138       0.17%         7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       165%       9,121,334       1,02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043	3a. Evidence/Examination Fees - Title Agents	5,023,605	0.63%	5,527,968	0.62%
4b. Closing Fees Paid - Others       92,127,639       11.55%       90,558,256       10.10%         5. Rent       37,797,323       4.74%       37,345,133       4.16%         6. Utilities       1,535,277       0.19%       1,518,138       0.17%         7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Equipment & Vehicle Leases       3,083,266       0.39 <td>3b. Evidence/Examination Fees - Others</td> <td>741,424</td> <td></td> <td></td> <td>0.14%</td>	3b. Evidence/Examination Fees - Others	741,424			0.14%
5. Rent       37,797,323       4.74%       37,345,133       4.16%         6. Utilities       1,535,277       0.19%       1,518,138       0.17%         7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,	4a. Closing Fees Paid - Title Agents	13,466,376	1.69%	17,185,092	1.92%
6. Utilities       1,535,277       0.19%       1,518,138       0.17%         7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%<	4b. Closing Fees Paid - Others	92,127,639	11.55%	90,558,256	10.10%
7. Accounting & Auditing       3,112,810       0.39%       3,036,750       0.34%         8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.	5. Rent	37,797,323	4.74%	37,345,133	4.16%
8. Advertising and Promotions       13,130,166       1.65%       9,121,334       1.02%         9. Travel, Lodging & Education       4,627,324       0.58%       3,220,271       0.36%         10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%	6. Utilities	1,535,277	0.19%	1,518,138	0.17%
9. Travel, Lodging & Education	7. Accounting & Auditing	3,112,810	0.39%	3,036,750	0.34%
10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396	8. Advertising and Promotions	13,130,166	1.65%	9,121,334	1.02%
10. Insurance       1,927,637       0.24%       2,079,723       0.23%         11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396	9. Travel, Lodging & Education	4,627,324	0.58%	3,220,271	0.36%
11. Interest Expense       37,883       0.00%       39,908       0.00%         12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       6,0402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%		1,927,637	0.24%	2,079,723	0.23%
12. Legal Expense       1,133,447       0.14%       633,345       0.07%         13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645 <td>11. Interest Expense</td> <td>37,883</td> <td>0.00%</td> <td>39,908</td> <td>0.00%</td>	11. Interest Expense	37,883	0.00%	39,908	0.00%
13. Licenses, Taxes, & Fees       1,762,669       0.22%       2,349,269       0.26%         14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk	12. Legal Expense	1,133,447	0.14%	633,345	0.07%
14. Postage & Freight       3,119,000       0.39%       3,733,460       0.42%         15. Courier & Overnight Delivery       4,826,908       0.61%       6,916,411       0.77%         16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates			0.22%		0.26%
15. Courier & Overnight Delivery 16. Telephone & Facsimile 17. Printing & Photocopying 18. Office Supplies 19. Equipment & Vehicle Leases 19. Equipment & Vehicle Leases 19. Depreciation 19. Directors' Fees 19. Directors' Fees 19. Bad Debts 19. Loss & Loss Adjustment Expense 19. Experiment Expense 19. Experiment Expense 19. Equipment Expense 19. Equipment & Vehicle Leases 19. Equipment & Equipment & Vehicle Leases 19. Equipment & Vehicle Leases 19. Equipment & Vehicle Leases 19. Equipment & Equipm				3,733,460	0.42%
16. Telephone & Facsimile       5,017,899       0.63%       4,787,528       0.53%         17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         30. Donations/Lobbying       827,43					0.77%
17. Printing & Photocopying       910,043       0.11%       1,007,970       0.11%         18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       <			0.63%	4,787,528	0.53%
18. Office Supplies       4,968,913       0.62%       4,854,123       0.54%         19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839	·				0.11%
19. Equipment & Vehicle Leases       3,083,266       0.39%       3,430,335       0.38%         20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       670,621,640       <					0.54%
20. Depreciation       5,609,141       0.70%       6,090,697       0.68%         21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%	···				0.38%
21. Directors' Fees       17,760       0.00%       12,010       0.00%         22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					0.68%
22. Dues, Boards & Associations       1,780,572       0.22%       1,567,803       0.17%         23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					0.00%
23. Bad Debts       60,402       0.01%       22,396       0.00%         24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					0.17%
24. Loss & Loss Adjustment Expense       1,864,389       0.23%       2,448,639       0.27%         25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					
25. Tax Certificates Paid Tax Authorities       7,704,645       0.97%       12,053,404       1.34%         26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%		· ·			
26. Recording Fees Paid County Clerk       37,136,999       4.66%       48,359,181       5.39%         27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					
27. Plant Lease/Updates       20,560,543       2.58%       22,829,942       2.55%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES					
28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES					
29. Fines or Penalties       5,779       0.00%       56,488       0.01%         30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES					
30. Donations/Lobbying       827,437       0.10%       721,237       0.08%         31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					
31. Trade Association Fees       679,839       0.09%       586,789       0.07%         32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%					
32. Other Expenses       17,942,593       2.25%       22,157,844       2.47%         TOTAL OPERATING EXPENSES       670,621,640       84.07%       721,969,996       80.49%	• •				
<b>TOTAL OPERATING EXPENSES</b> 670,621,640 84.07% 721,969,996 80.49%					2.47%
INCOME OR (LOSS) FROM OPERATIONS 127,116,891 15.93% 175,024,082 19.51%	·				80.49%
	INCOME OR (LOSS) FROM OPERATIONS	127,116,891	15.93%	175,024,082	19.51%

TOTAL OPERATING EXPENSES         721,969,996         80.49%         907,214,616         75.04%			Calendar Year 2020		ır 2021
Title Premiums Remitted to Underwriters	INCOME			A	
2. Premiums Remitted to Underwriters					
3. Premiums Retained					
4. Examination/Evidence Fees         2013/9026         2.25%         2.33/1,140         1.93%           5. Closing Fees         64/1936/99         7.16%         85.370.93         7.06%           6. Tax Certificates         11.891.216         11.33%         9.721.830         0.80%           7. Recording Fees         47,923.057         5.34%         43.451,529         3.59%           8. Restrictions         0.00%         0.00%         2.675         0.00%           9. Inspection Fees         3.5881/48         Ad-05/22         0.00%         2.00.00%           10. Courier and Overnight Fees         3.46452         0.04%         2.355.53         0.00%           11. Telephone and Facsimile         13.306         0.00%         2.00.00%         2.00.00%         0.00         0.00%           13. Other Income         2.262,989         0.25%         7.146,085         0.59%           GROSS INCOME         896,994,075         100.00%         1.209,003,759         100.00%           B. Salaries Enployees         347,116,927         38.70%         4.58,601,753         37.93%           1b. Salaries Enployees         347,116,927         38.70%         4.58,601,753         37.93%           1b. Salaries Enployees         31,123,13         3.70%<					
S. Closing Fees 64, 193,693 7, 16% 85,370,503 7,06% 6. Tax Certificates 11,891,216 1,33% 9,721,830 0,80% 7. Recording Fees 47,923,057 5,34% 43,451,529 3,59% 8. Restrictions 0 0,00% 0,000% 1,0					
6. Tax Certificates					
7. Recording Fees       47,923,057       5.34%       43,451,529       3.59%         8. Restrictions       0.000%       0.000%       2.875       0.00%         9. Inspection Fees       3,588,148       0.40%       4,337,692       0.36%         10. Courier and Overnight Fees       3,588,148       0.40%       4,337,692       0.36%         11. Telephone and Facsimile       13,306       0.00%       2.00%       22,553       0.00%         13. Other Income       2,262,989       0.25%       7,146,085       0.59%         GROSS INCOME       896,994,075       100,00%       1,209,003,759       100,00%         13. Salaries-Employees       347,116,927       38,70%       458,601,753       37,93%         1b. Salaries-Employees       312,132,013       5,70%       6740,229       5,568         2b. Benefits, Relations & Welfare-Employees       51123,013       5,70%       6740,229       5,568         2b. Benefits, Relations & Welfare - Owners/Partners       10,388       0.01%       1,94,665       0.02%         2b. Evidence/Examination Fees - Title Agents       1,718,5092       1,92%       2,2166,651       1,83%         3b. Evidence/Examination Fees - Title Agents       17,155,992       1,92%       2,2166,651       1,					
8. Restrictions 6.0 0.00% 0.00% 0.00% 2.0 0.00% 1.0 0.00% 1.0 0.00% 1.0 0.00% 2.875 0.00% 1.0 Courier and Overnight Fees 3.588.148 0.40% 4.337.692 0.36% 1.1 Felephone and Facsimile 1.3306 0.00% 0.00% 1.0 0.00% 1.2 interest Income 3.46.452 0.04% 2.3.553 0.00% 1.3 Other Income 2.262.999 0.25% 7.146.085 0.59% 1.0 Other Income 2.262.999 0.25% 7.146.085 0.59% 1.0 Other Income 2.262.999 0.25% 7.146.085 0.59% 1.0 Other Income 6.2 0.50% 1.0 Other Income 6.2 0.59% 1.0 Other					
9   Inspection Fees   6,239   0,00%   2,875   0,00%   10   Courier and Overnight Fees   3,588,148   0,40%   4,337,692   0,36%   1. Telephone and Facsimile   13,306   0,00%   0,00%   0,00%   12   Interest Income   346,452   0,04%   23,553   0,00%   13. Other Income   2,262,999   0,25%   7,146,085   0,59%   Number of Agencies Reporting   62   69    EXPENSES   Salaries-Employees   347,116,927   38,70%   458,601,753   37,93%   15,531ries-Cowners/Partners   80,903,23   0,90%   1,308,041   0,11%   28,8engits, Relations & Welfare - Dwners/Partners   103,388   0,01%   194,665   0,02%   38, Evidence/Examination Fees - Title Agents   5,527,98   0,62%   7,526,938   0,62%   3,526,044   0,11%   44. Closing Fees Paid - Others   1,284,901   0,14%   1,394,184   0,12%   44. Closing Fees Paid - Others   90,558,256   10,10%   36,219,256   3,16%   6,011   1,018   3,219,256   3,16%   6,011   1,018   3,219,256   3,16%   6,011   1,018   3,219,256   3,16%   6,011   1,018   3,229,271   0,36%   3,637,620   0,30%	<u> </u>				
10. Courier and Overnight Fees					
11. Telephone and Facsimile	·			•	
12. Interest Income   346,452					
13. Other Income					
ROSS INCOME   Number of Agencies Reporting   62   69					
Number of Agencies Reporting   SZPEXPENES   1a. Salaries-Employees   347,116,927   38,70%   458,601,753   37,93%   1b. Salaries-Counters/Partners   8,090,323   0.90%   1,308,041   0.11%   2a. Benefits, Relations & Welfare-Employees   51,123,013   5.70%   67,403,291   5.58%   2b. Benefits, Relations & Welfare-Employees   51,123,013   5.70%   67,403,291   5.58%   2b. Benefits, Relations & Welfare - Owners/Partners   103,388   0.01%   194,665   0.02%   3a. Evidence/Examination Fees - Title Agents   5,527,968   0.62%   7,526,938   0.62%   3b. Evidence/Examination Fees - Title Agents   17,185,092   1.92%   22,168,651   1.83%   4b. Closing Fees Paid - Title Agents   17,185,092   1.92%   22,168,651   1.83%   4b. Closing Fees Paid - Others   90,558,256   10.10%   30,846,063   10.82%   5. Rent   37,345,133   4.16%   38,219,256   3.16%   6. Utilities   1,518,138   0.17%   1.553,144   0.13%   7. Accounting & Auditing   3,036,750   0.34%   3,637,620   0.30%   8. Advertising and Promotions   9,121,334   1.02%   12,681,492   1.05%   9. Travel, Lodging & Education   3,220,271   0.36%   4.055,118   0.34%   10.18surance   2,079,723   0.23%   2,377,779   0.20%   11. Interest Expense   39,908   0.00%   35,967   0.00%   12. Legal Expense   39,908   0.00%   35,967   0.00%   12. Legal Expense   2,349,269   0.26%   1,456,986   0.12%   14. Postage & Freight   3,733,460   0.42%   4,915,853   0.41%   15. Courier & Overnight Delivery   6,916,411   0.77%   0.17%   1,073,176   0.09%   17. Printing & Photocopying   1,007,970   0.11%   1,073,176   0.09%   17. Printing & Photocopying   1,007,970   0.11%   1,073,176   0.09%   18. Office Supplies   4,854,123   0.54%   5,710,889   0.47%   19. Equipment & Vehicle Leases   3,430,335   0.33%   3,780,431   0.33%   2,88 ad Debts   22,386,649   0.00%   10,1514   0.01%   22. Dues, Boards & Associations   1,567,803   0.17%   1,674,056   0.14%   23.88 ad Debts   22,396   0.00%   10,1514   0.01%   24. Loss & Loss Adjustment Expense   2,448,639   0.27%   3,362,546   0.28%   23.88 ad Debts   22,289,942	13. Other Income	2,262,989	0.25%	/,146,085	0.59%
Table   Salaries   S			100.00%		100.00%
1a. Salaries-Employees       347,116,927       38,70%       458,601,753       37,93%         1b. Salaries-Owners/Partners       8,090,323       0.90%       1,308,041       0.11%         2a. Benefits, Relations & Welfare - Cowners/Partners       10,388       0.01%       194,665       0.02%         3a. Evidence/Examination Fees - Title Agents       5,527,968       0.62%       7,526,938       0.62%         3b. Evidence/Examination Fees - Others       1,284,901       0.14%       1,394,184       0.12%         4a. Closing Fees Paid - Title Agents       17,185,092       1,92%       22,166,651       1.83%         4b. Closing Fees Paid - Others       90,558,256       10,10%       310,846,63       10,82%         5. Rent       37,345,133       4.16%       38,219,256       3.16%         6. Utilities       1,518,138       0.17%       1,553,144       0.13%         7. Accounting & Auditing       30,367,50       0.34%       3,637,620       0.30%         8. Advertising and Promotions       9,121,334       1,02%       12,681,492       1,05%         9. Travel, Lodging & Education       3,222,71       0.36%       4,055,118       0.34%         10. Insurance       2,079,723       0.23%       2,377,779       0.20%		62		69	
1.   1.   1.   1.   1.   1.   1.   1.		347 116 927	38 70%	458 601 753	37 93%
2a. Benefits, Relations & Welfare - Employees         51,123,013         5,70%         67,403,291         5,58%           2b. Benefits, Relations & Welfare - Owners/Partners         103,388         0,01%         194,665         0,02%           3b. Evidence/Examination Fees - Others         1,284,901         0,14%         1,394,184         0,12%           4a. Closing Fees Paid - Title Agents         17,185,092         1,92%         22,168,651         1,83%           4b. Closing Fees Paid - Others         90,558,256         10,10%         130,846,603         10,82%           5. Rent         37,345,133         4,16%         38,219,256         3,16%           6. Utilities         1,518,138         0,17%         1,553,144         0,13%           7. Accounting & Auditing         3,036,750         0,34%         36,37,620         0,30%           8. Advertising and Promotions         9,121,334         1,02%         12,681,492         1,05%           9. Travel, Lodging & Education         3,220,271         0,36%         4,055,118         0,34%           10. Insurance         2,079,723         0,23%         2,377,779         0,20%           11. Interest Expense         39,908         0,00%         35,967         0,00%           12. Legal Expense         633,345	. ,				
20.   Benefits, Relations & Welfare - Owners/Partners   103,388   0.01%   194,665   0.02%   3a. Evidence/Examination Fees - Title Agents   5.527,968   0.62%   7.526,938   0.62%   3b. Evidence/Examination Fees - Others   1.284,901   0.14%   1.394,184   0.12%   4a. Closing Fees Paid - Title Agents   17,185,092   1.92%   22,168,651   1.83%   4b. Closing Fees Paid - Others   90,558,256   10.10%   130,846,063   10.82%   5. Rent   37,345,133   4.16%   38,219,256   3.16%   6. Utilities   1.518,138   0.17%   1.553,144   0.13%   7. Accounting & Auditing   3,036,750   0.34%   3,637,620   0.30%   8. Advertising and Promotions   9,121,334   1.02%   12,681,492   1.05%   9. Travel, Lodging & Education   3,220,271   0.36%   4.055,118   0.34%   10. Insurance   2,707,273   0.23%   2,377,779   0.20%   11. Interest Expense   633,345   0.07%   2,143,602   0.18%   13. Licenses, Taxes, & Fees   2,349,269   0.26%   1,456,986   0.12%   13. Licenses, Taxes, & Fees   2,349,269   0.26%   1,456,986   0.12%   14. Postage & Freight   3,733,460   0.42%   4,915,853   0.41%   15. Courier & Overnight Delivery   6,916,411   0.77%   6,704,834   0.55%   16. Telephone & Facismile   4,787,528   0.53%   4,768,584   0.39%   17. Printing & Photocopying   1,007,970   0.11%   1,073,176   0.09%   18. Office Supplies   4,854,123   0.54%   5,710,889   0.47%   19. Equipment & Vehicle Leases   3,430,335   0.38%   3,780,431   0.31%   20. Depreciation   6,090,697   0.68%   7,415,546   0.61%   21. Director's Fees   12,010   0.00%   10,1514   0.01%   22. Dues, Boards & Associations   1,567,803   0.17%   1,674,056   0.14%   23. Bad Debts   22,396   0.00%   101,514   0.01%   24. Loss & Loss Adjustment Expense   2,448,639   0.27%   3,362,546   0.28%   22. Dues, Boards & Associations   5,6488   0.01%   197,971   0.02%   25. Fees   2,200,00%   20,5164   20,500%   20,500					
3a. Evidence/Examination Fees - Title Agents         5,527,968         0.62%         7,526,938         0.62%           3b. Evidence/Examination Fees - Others         1,284,901         0.14%         1,394,184         0.12%           4a. Closing Fees Paid - Title Agents         17,185,092         1,292%         22,168,651         1.83%           4b. Closing Fees Paid - Others         90,558,256         10.10%         130,846,063         10.82%           5. Rent         37,345,133         4.16%         38,219,256         3.16%           6. Utilities         1,518,138         0.17%         1,553,144         0.13%           7. Accounting & Auditing         3,036,750         0.34%         3,637,620         0.30%           8. Advertising and Promotions         9,121,334         1.02%         12,681,492         1.05%           9. Travel, Lodging & Education         3,220,271         0.36%         4,055,118         0.34%           10. Insurance         2,079,723         0.23%         2,377,779         0.20%           11. Interest Expense         39,908         0.00%         35,967         0.00%           12. Legal Expense         633,345         0.07%         2,143,602         0.18%           13. Licenses, Taxes, & Fees         2,349,269         0.26					
3b. Evidence/Examination Fees - Others   1,284,901   0,14%   1,394,184   0,12%   4a. Closing Fees Paid - Title Agents   17,185,092   1,92%   22,168,651   1,83%   4b. Closing Fees Paid - Others   90,558,256   10,10%   130,846,063   10,82%   5. Rent   37,345,133   4,16%   38,219,256   3,16%   6. Utilities   1,518,138   0,17%   1,553,144   0,13%   7. Accounting & Auditing   3,036,750   0,34%   3,637,620   0,30%   8. Advertising and Promotions   9,121,334   1,02%   12,681,492   1,05%   9. Travel, Lodging & Education   3,220,271   0,36%   4,055,118   0,34%   10. Insurance   2,079,723   0,23%   2,377,779   0,20%   11. Interest Expense   39,908   0,00%   35,967   0,00%   12. Legal Expense   633,345   0,07%   2,143,602   0,18%   13. Licenses, Taxes, & Fees   2,349,269   0,26%   1,456,986   0,12%   14. Postage & Freight   3,733,460   0,42%   4,915,853   0,41%   15. Courier & Overnight Delivery   6,916,411   0,77%   6,704,834   0,55%   16. Telephone & Facsimile   4,787,528   0,53%   4,768,584   0,39%   17. Printing & Photocopying   1,007,970   0,11%   1,073,176   0,09%   18. Office Supplies   4,854,123   0,54%   5,710,889   0,47%   19. Equipment & Vehicle Leases   3,430,335   0,38%   3,780,431   0,31%   20. Depreciation   6,090,697   0,68%   7,415,546   0,61%   21. Directors' Fees   12,010   0,00%   14,670   0,00%   22. Dues, Boards & Associations   1,567,803   0,17%   1,674,056   0,14%   24. Loss & Loss & Adjustment Expense   2,448,639   0,27%   3,362,546   0,28%   25. Tax Certificates Paid Tax Authorities   12,053,404   1,34%   9,871,234   0,82%   26. Recording Fees Paid County Clerk   48,359,181   5,39%   46,487,402   3,856,220   0,00%   31. Trade Association Fees   566,789   0,07%   569,645   0,05%   32. Other Expenses   22,157,844   2,47%   30,393,322   2,51%   1004   1004   1004   1005		•		•	
4a. Closing Fees Paid - Title Agents       17,185,092       1,92%       22,168,651       1.83%         4b. Closing Fees Paid - Others       90,558,256       10,10%       130,846,063       110,82%         5. Rent       37,345,133       4,16%       38,219,256       3,16%         6. Utilities       1,518,138       0,17%       1,553,144       0,13%         7. Accounting & Auditing       3,036,750       0,34%       3,637,620       0,30%         8. Advertising and Promotions       9,121,334       1,02%       12,681,492       1,05%         9. Travel, Lodging & Education       3,220,271       0,36%       4,055,118       0,34%         10. Insurance       2,079,723       0,23%       2,377,779       0,20%         11. Interest Expense       39,908       0,00%       35,967       0,00%         12. Legal Expense       633,345       0,07%       2,143,602       0,18%         13. Licenses, Taxes, & Fees       2,349,269       0,26%       1,456,986       0,12%         14. Postage & Freight       3,733,460       0,42%       4,915,853       0,41%         15. Courier & Overnight Delivery       6,916,411       0,77%       6,704,834       0,55%         16. Telephone & Facsimile       4,787,528       <					
4b. Closing Fees Paid - Others       90,558,256       10.10%       130,846,063       10.82%         5. Rent       37,345,133       4.16%       38,219,256       3.16%         6. Utilities       1,518,138       0.17%       1,553,144       0.13%         7. Accounting & Auditing       3,036,750       0.34%       3,637,620       0.30%         8. Advertising and Promotions       9,121,334       102%       12,681,492       1.05%         9. Travel, Lodging & Education       3,220,271       0.36%       4,055,118       0.34%         10. Insurance       2,079,723       0.23%       2,377,779       0.20%         11. Interest Expense       39,908       0.00%       35,967       0.00%         12. Legal Expense       633,345       0.07%       2,143,602       0.18%         13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%	·				
5. Rent       37,345,133       4.16%       38,219,256       3.16%         6. Utilities       1,518,138       0.17%       1,553,144       0.13%         7. Accounting & Auditing       3,036,750       0.34%       3,637,620       0.30%         8. Advertising and Promotions       9,121,334       1.02%       12,681,492       1.05%         9. Travel, Lodging & Education       3,220,271       0.36%       4,055,118       0.34%         10. Insurance       2,079,723       0.23%       2,377,779       0.20%         11. Interest Expense       39,908       0.00%       35,967       0.00%         12. Legal Expense       633,345       0.07%       2,143,602       0.18%         13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,71					
6. Utilities         1,518,138         0.17%         1,553,144         0.13%           7. Accounting & Auditing         3,036,750         0.34%         3,637,620         0.30%           8. Advertising and Promotions         9,121,334         1,02%         12,681,492         1,05%           9. Travel, Lodging & Education         3,220,271         0.36%         4,055,118         0.34%           10. Insurance         2,079,723         0.23%         2,377,779         0.20%           11. Interest Expense         39,908         0.00%         35,967         0.00%           12. Legal Expense         633,345         0.07%         2,143,602         0.18%           13. Licenses, Taxes, & Fees         2,349,269         0.26%         1,456,986         0.12%           14. Postage & Freight         3,733,460         0.42%         4,915,853         0.41%           15. Courier & Overnight Delivery         6,916,411         0.77%         6,704,834         0.55%           16. Telephone & Facsimile         4,787,528         0.53%         4,768,584         0.39%           17. Printing & Photocopying         1,007,970         0.11%         1,073,176         0.09%           18. Equipment & Vehicle Leases         3,430,335         0.38%         3,780,431 </td <td><del>-</del></td> <td></td> <td></td> <td></td> <td></td>	<del>-</del>				
7. Accounting & Auditing         3,036,750         0.34%         3,637,620         0.30%           8. Advertising and Promotions         9,121,334         1.02%         12,681,492         1.05%           9. Travel, Lodging & Education         3,220,271         0.36%         4,055,118         0.34%           10. Insurance         2,079,723         0.23%         2,377,779         0.20%           11. Interest Expense         39,908         0.00%         35,967         0.00%           12. Legal Expense         633,345         0.07%         2,143,602         0.18%           13. Licenses, Taxes, & Fees         2,349,269         0.26%         1,456,986         0.12%           14. Postage & Freight         3,733,460         0.42%         4,915,853         0.41%           15. Courier & Overnight Delivery         6,916,411         0.77%         6,704,834         0.55%           16. Telephone & Facsimile         4,787,528         0.53%         4,768,584         0.39%           17. Printing & Photocopying         1,007,970         0.11%         1,073,176         0.09%           18. Office Supplies         4,854,123         0.54%         5,710,889         0.47%           19. Equipment & Vehicle Leases         3,430,335         0.38%         3,78					
8. Advertising and Promotions         9,121,334         1,02%         12,681,492         1,05%           9. Travel, Lodging & Education         3,220,271         0.36%         4,055,118         0.34%           10. Insurance         2,079,723         0.23%         2,377,779         0.20%           11. Interest Expense         39,908         0.00%         35,967         0.00%           12. Legal Expense         633,345         0.07%         2,143,602         0.18%           13. Licenses, Taxes, & Fees         2,349,269         0.26%         1,456,986         0.12%           14. Postage & Freight         3,733,460         0.42%         4,915,853         0.41%           15. Courier & Overnight Delivery         6,916,411         0.77%         6,704,834         0.55%           16. Telephone & Facsimile         4,787,528         0.53%         4,768,584         0.39%           17. Printing & Photocopying         1,007,970         0.11%         1,073,176         0.09%           18. Office Supplies         4,854,123         0.54%         5,710,889         0.47%           19. Equipment & Vehicle Leases         3,430,335         0.38%         3,780,431         0.31%           20. Depreciation         6,090,697         0.68%         7,415,546 <td></td> <td></td> <td></td> <td></td> <td></td>					
9. Travel, Lodging & Education 3,220,271 0,36% 4,055,118 0,34% 10. Insurance 2,079,723 0,23% 2,377,779 0,20% 11. Interest Expense 39,908 0,00% 35,967 0,00% 12. Legal Expense 633,345 0,07% 2,143,602 0,18% 13. Licenses, Taxes, & Fees 2,349,269 0,26% 1,456,986 0,12% 14. Postage & Freight 3,733,460 0,42% 4,915,853 0,41% 15. Courier & Overnight Delivery 6,916,411 0,77% 6,704,834 0,55% 16. Telephone & Facsimile 4,787,528 0,53% 4,768,584 0,39% 17. Printing & Photocopying 1,007,970 0,11% 1,073,176 0,09% 18. Office Supplies 4,854,123 0,54% 5,710,889 0,47% 19. Equipment & Vehicle Leases 3,430,335 0,38% 3,780,431 0,31% 20. Depreciation 6,090,697 0,68% 7,415,546 0,61% 21. Directors' Fees 12,010 0,00% 14,670 0,00% 22. Dues, Boards & Associations 1,567,803 0,17% 1,674,056 0,14% 23. Bad Debts 22,396 0,00% 101,514 0,01% 24. Loss & Loss Adjustment Expense 2,448,639 0,27% 3,362,546 0,28% 25. Tax Certificates Paid Tax Authorities 12,053,404 1,34% 9,871,234 0,82% 26. Recording Fees Paid County Clerk 48,359,181 5,39% 46,487,402 3,85% 27. Plant Lease/Updates 22,829,942 2,55% 23,886,173 1,98% 28. Damages for Bad Faith Suits 0 0,00% 19,797 1,002% 30. Donations/Lobbying 721,237 0,08% 682,220 0,06% 31. Trade Association Fees 56,648 0,01% 197,971 0,02% 30. Donations/Lobbying 721,237 0,08% 682,220 0,06% 31. Trade Association Fees 52,157,844 2,47% 30,333,322 2,51% 40,448,449 1,446					
10. Insurance       2,079,723       0.23%       2,377,779       0.20%         11. Interest Expense       39,908       0.00%       35,967       0.00%         12. Legal Expense       633,345       0.07%       2,143,602       0.18%         13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514 </td <td></td> <td></td> <td></td> <td></td> <td></td>					
11. Interest Expense       39,908       0.00%       35,967       0.00%         12. Legal Expense       633,345       0.07%       2,143,602       0.18%         13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%					
12. Legal Expense       633,345       0.07%       2,143,602       0.18%         13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,900,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,40					
13. Licenses, Taxes, & Fees       2,349,269       0.26%       1,456,986       0.12%         14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk <td></td> <td></td> <td></td> <td></td> <td></td>					
14. Postage & Freight       3,733,460       0.42%       4,915,853       0.41%         15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1,34%       9,871,234       0.82%         25. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits		•			
15. Courier & Overnight Delivery       6,916,411       0.77%       6,704,834       0.55%         16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1,34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Fait					
16. Telephone & Facsimile       4,787,528       0.53%       4,768,584       0.39%         17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0.00%       0.00%       0.00%         29. Fines or Penalties       56,488				· · · · · · · · · · · · · · · · · · ·	
17. Printing & Photocopying       1,007,970       0.11%       1,073,176       0.09%         18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237 <td></td> <td></td> <td></td> <td></td> <td></td>					
18. Office Supplies       4,854,123       0.54%       5,710,889       0.47%         19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         25. Tax Certificates Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789	·				
19. Equipment & Vehicle Leases       3,430,335       0.38%       3,780,431       0.31%         20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       721,969,996					
20. Depreciation       6,090,697       0.68%       7,415,546       0.61%         21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       721,969,996       80.49%       907,214,616       75.04%					
21. Directors' Fees       12,010       0.00%       14,670       0.00%         22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       721,969,996       80.49%       907,214,616       75.04%					
22. Dues, Boards & Associations       1,567,803       0.17%       1,674,056       0.14%         23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
23. Bad Debts       22,396       0.00%       101,514       0.01%         24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
24. Loss & Loss Adjustment Expense       2,448,639       0.27%       3,362,546       0.28%         25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
25. Tax Certificates Paid Tax Authorities       12,053,404       1.34%       9,871,234       0.82%         26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
26. Recording Fees Paid County Clerk       48,359,181       5.39%       46,487,402       3.85%         27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%	· ·				
27. Plant Lease/Updates       22,829,942       2.55%       23,886,173       1.98%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
29. Fines or Penalties       56,488       0.01%       197,971       0.02%         30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%	·				
30. Donations/Lobbying       721,237       0.08%       682,220       0.06%         31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
31. Trade Association Fees       586,789       0.07%       569,645       0.05%         32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%					
32. Other Expenses       22,157,844       2.47%       30,393,322       2.51%         TOTAL OPERATING EXPENSES       721,969,996       80.49%       907,214,616       75.04%	, <u></u>				
TOTAL OPERATING EXPENSES         721,969,996         80.49%         907,214,616         75.04%					2.51%
INCOME OR (LOSS) FROM OPERATIONS 175,024,082 19.51% 301,789,149 24.96%	·				
	INCOME OR (LOSS) FROM OPERATIONS	175,024,082	19.51%	301,789,149	24.96%

## TEXAS TITLE INSURANCE DIRECT OPERATION AGENCY EXPERIENCE

	Calendar Year 2017		Calendar Year 2018	
INCOME	Amazint	% of Gross	A ma a um t	% of Gross
INCOME	Amount	Income	Amount	Income
1. Title Premiums	184,284,605	78.47%	197,841,277	81.31%
2. Premiums Remitted to Underwriters	27,644,543	11.77%	29,676,192	12.20%
3. Premiums Retained	156,640,062	66.70%	168,165,085	69.11%
4. Examination/Evidence Fees	619,661	0.26%	670,542	0.28%
5. Closing Fees	37,794,261	16.09%	36,258,394	14.90%
6. Tax Certificates	2,377,088	1.01%	2,462,383	1.01%
7. Recording Fees	6,809,253	2.90%	6,817,715	2.80%
8. Restrictions	0	0.00%	0	0.00%
9. Inspection Fees	0	0.00%	300	0.00%
10. Courier and Overnight Fees	1,070,504	0.46%	1,242,759	0.51%
11. Telephone and Facsimile	0	0.00%	0	0.00%
12. Interest Income	243	0.00%	0	0.00%
13. Other Income	29,534,119	12.58%	27,707,601	11.39%
GROSS INCOME	234,845,191	100.00%	243,324,779	100.00%
Number of Agencies Reporting	14		11	
EXPENSES				
1a. Salaries-Employees	95,945,495	40.85%	100,496,598	41.30%
1b. Salaries-Owners/Partners	82,610	0.04%	0	0.00%
2a. Benefits, Relations & Welfare-Employees	14,763,526	6.29%	16,344,356	6.72%
2b. Benefits, Relations & Welfare - Owners/Partners	0	0.00%	0	0.00%
3a. Evidence/Examination Fees - Title Agents	2,774,928	1.18%	8,716,608	3.58%
3b. Evidence/Examination Fees - Others	86,343	0.04%	10,723	0.00%
4a. Closing Fees Paid - Title Agents	501,569	0.21%	3,082,303	1.27%
4b. Closing Fees Paid - Others	10,272,626	4.37%	7,753,650	3.19%
5. Rent	9,691,291	4.13%	10,925,038	4.49%
6. Utilities	204,197	0.09%	238,487	0.10%
7. Accounting & Auditing	296,116	0.13%	315,067	0.13%
8. Advertising and Promotions	5,117,784	2.18%	4,643,075	1.91%
9. Travel, Lodging & Education	1,585,384	0.68%	2,117,803	0.87%
10. Insurance	306,661	0.13%	311,692	0.13%
11. Interest Expense	915	0.00%	342	0.00%
12. Legal Expense	72,898	0.03%	51,873	0.02%
13. Licenses, Taxes, & Fees	1,297,836	0.55%	1,618,706	0.67%
14. Postage & Freight	530,901	0.23%	457,727	0.19%
15. Courier & Overnight Delivery	1,294,628	0.55%	1,448,115	0.60%
16. Telephone & Facsimile	948,144	0.40%	983,215	0.40%
17. Printing & Photocopying	165,276	0.07%	146,805	0.06%
18. Office Supplies	820,741	0.35%	806,108	0.33%
19. Equipment & Vehicle Leases	380,391	0.16%	569,088	0.23%
20. Depreciation	1,334,350	0.57%	1,602,402	0.66%
21. Directors' Fees	0	0.00%	0	0.00%
22. Dues, Boards & Associations	371,554	0.16%	434,167	0.18%
23. Bad Debts	23,734	0.01%	31,527	0.01%
24. Loss & Loss Adjustment Expense	30,270	0.01%	55,423	0.02%
25. Tax Certificates Paid Tax Authorities	2,340,824	1.00%	2,457,311	1.01%
26. Recording Fees Paid County Clerk	6,834,134	2.91%	6,914,535	2.84%
27. Plant Lease/Updates	37,241,874	15.86%	41,175,185	16.92%
28. Damages for Bad Faith Suits	0	0.00%	0	0.00%
29. Fines or Penalties	-7,339	0.00%	12,932	0.01%
30. Donations/Lobbying	146,232	0.06%	160,261	0.07%
31. Trade Association Fees	89,225	0.04%	86,337	0.04%
32. Other Expenses	18,572,649	7.91%	20,601,109	8.47%
TOTAL OPERATING EXPENSES	214,117,767	91.17%	234,568,568	96.40%
INCOME OR (LOSS) FROM OPERATIONS	20,727,423	8.83%	8,756,211	3.60%

## TEXAS TITLE INSURANCE DIRECT OPERATION AGENCY EXPERIENCE

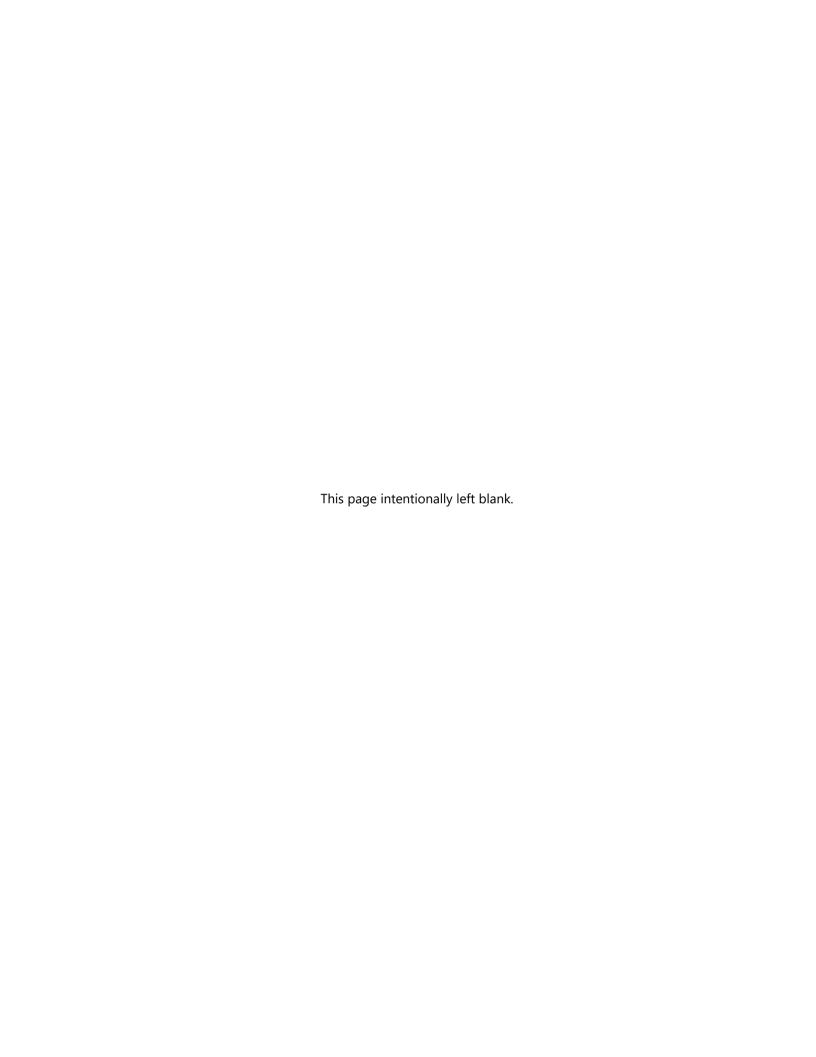
Name		Calendar Year 2018		Calendar Yea	
Title Premiums Remitted to Underwriters   29,676,192   12,20%   30,720,583   17,779,	INCOME	A	% of Gross	A	% of Gross
2. Premiums Remitted to Underwriters					
3. Premiums Retained   168165.085   6911%   172.266.823   66.02%   4. Examination/Evidence Fees   670.542   0.28%   13.62.994   5. Closing Fees   36.258.394   14.90%   42.390.567   16.25%   5. Closing Fees   6.817.715   2.80%   9.162.698   3.138.299   7. Recording Fees   6.817.715   2.80%   9.162.698   3.138.299   7. Recording Fees   300   0.00%   9.162.698   3.138.299   8. Restrictions   0.00%   0.00%   1.75   0.00%   10. Courier and Overnight Fees   1.242.759   0.51%   1.548.335   0.00%   11. Teliphone and Facsimile   0.00%   0.00%   0.00%   0.00%   12. Interest Income   27.707.601   11.39%   330.714.065   11.79%   13. Other Income   27.707.601   11.39%   330.714.065   11.79%   14. Salaries-Employees   100.495.598   41.30%   107.978.308   41.38%   15. Salaries-Country-Partners   0.00%   0.00%   1.368.686   0.53%   2a. Benefits, Relations & Welfare-Employees   16.344.356   67.2%   17.796.429   68.63%   2b. Benefits, Relations & Welfare-Supplese   1.00.295.038   41.38%   10.7978.308   41.38%   2b. Benefits, Relations & Welfare-Supplese   1.00.295.038   41.38%   10.7978.308   41.38%   2b. Evidence/Examination Fees - Others   3.082.303   12.7%   10.53.131   0.00%   2b. Closing Fees Paid - Others   3.082.303   12.7%   10.53.131   0.00%   2c. Rent   1.00.205   2.38.47   0.00%   2.00.09   0.02%   2d. Closing Fees Paid - Others   3.785.600   3.19%   13.567.453   5.20%   2d. Closing Fees Paid - Others   3.288.2303   12.7%   10.53.131   0.00%   2d. Closing Fees Paid - Others   3.288.27   0.10%   3.491.60   0.13%   2d. Closing Fees Paid - Others   3.288.27   0.19%   3.747.51   0.14%   2d. Accounting & Adulting   315.067   0.13%   397.743   0.13%   2d. Legal Expense   5.167.73   0.00%   4.00%   4.00%   2d. Legal Expense   5.167.73   0.00%   4.00%   4.00%   2d. Legal Expense   5.167.73   0.00%   4.00%   4.00%   4.00%   2d. Legal Expense   5.167.73   0.00%   4.00					
4. Examination/Evidence Fees         670,542         0.28%         1,362,994         0.5295           5. Closing Fees         362,583,934         14,90%         42,305,67         16,25%           6. Tax Certificates         2,462,383         1,01%         3,431,079         1,31%           7. Recording Fees         6,077,15         2,80%         9,162,698         3,31%           8. Restrictions         0         0,00%         0         0,00%           9. Inspection Fees         1,242,759         0,51%         1,548,335         0,00%           10. Courier and Overnight Fees         1,242,759         0,00%         0         0,00%           11. Telephone and Facsmile         0         0,00%         0         0,00%           12. Interest Income         27,707,601         11,39%         30,774,065         11,79%           CROSS INCOME         243,324,779         100,00%         260,936,737         100,00%           13. Salaries-Employees         100,496,598         41,30%         107,978,308         41,38%           1b. Salaries-Owners/Partners         0         0,00%         1,366,688         0,33%           1b. Salaries-Employees         16,344,556         6,72%         17,796,429         6,82% <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>					
5. Closing Fees         36,258,294         14,90%         42,390,567         16,25%           6. Tax Certificates         2,462,383         10,1%         3,481,079         1,31%           7. Recording Fees         6,817,715         2,80%         9,162,698         3,51%           8. Restrictions         0         0,00%         1,00%         0,00%           9. Inspection Fees         1,242,759         0,51%         1,548,335         0,99%           10. Courier and Overnight Fees         1,242,759         0,51%         1,548,335         0,99%           11. Telephone and Facsimile         0         0,00%         0         0,00%           12. Interest Income         2,77,776,01         11,39%         30,774,065         11,79%           31. Other Income         21,317         100,00%         260,936,737         100,00%           42. Salaries Chaptones         1         100,00%         260,936,737         100,00%           42. Salaries Since Seporting         1         17         17         17           42. Salaries Chaptones         1         100,00%         260,936,737         100,00%           43. Salaries Employees         10,0496,598         41,30%         10,7978,808         41,38%           1b. Sal					
6. Tax Certificates         2,462,383         1,01%         3,431,079         1,318/s           7. Recording Fees         6,817,715         2,80%         9,162,698         3,51%           8. Restrictions         0         0,00%         1,50         0,00%           9. Inspection Fees         3,00         0,00%         1,50         0,00%           10. Courier and Overnight Fees         1,242,759         0,51%         1,548,335         0,59%           11. Telephone and Facsimile         0         0,00%         0         0,00%         1         0,00%           12. Intrest Income         2,00         0,00%         0         0,00%         1         0,00%           13. Other Income         27,707,601         11,39%         30,774,065         11,798           GROSS INCOME         243,324,779         100,00%         260,936,737         100,00%           ROSA INCOME         243,324,779         10,00%         13,366,668         0,53%           As Silvidence Propers         1         1,336,668         0,53%           2a. Salaries-Employees         10,496,598         41,30%         10,798,208         41,38%           1b. Salaries-Owners/Partners         0         0,00%         13,181,04         0,01%					
R. Restrictions         6,817,715         2,80%         9,162,698         3,51%           R. Restrictions         0,000%         0,000%         0,000%           9. Inspection Fees         3,00         0,00%         175         0,00%           10. Courier and Overnight Fees         1,242,759         0,51%         1,548,335         0,59%           11. Telephone and Facsmile         0         0,00%         0         0,00%           12. Interest Income         27,707,601         11,39%         30,774,065         117.79%           13. Other Income         243,324,779         100,00%         260,936,737         100,00%           Number of Agencies Reporting         1         17         17           EXPENSES         1         0         0,00%         1,386,668         1,33%           1a. Salaries-Employees         100,496,598         41,30%         10,797,80.68         1,33%           1b. Salaries-Camprayartners         0         0,00%         1,366,668         5,38%           2a. Benefits, Relations & Welfare - Cowners/Partners         0         0,00%         1,318,104         0,01%           2b. Benefits, Relations & Welfare - Cowners/Partners         0         0,00%         1,318,104         0,01%           2b	=				
8. Restrictions         0         0.00%         1.75         0.00%           10. Courier and Overnight Fees         1.242,759         0.51%         1,548,335         0.59%           11. Telephone and Facsimile         0         0.00%         0         0.00%           12. Interest Income         0         0.00%         1         0.00%           13. Other Income         27,707,601         11.39%         30,774,065         11.79%           GROSS INCOME         243,324,779         100,00%         260,936,337         100,00%           Number of Agencies Reporting         11         17         T           EXPENES         1         10,496,598         41,30%         107,978,208         41,38%           1b. Salaries-Cowners/Partners         0         0.00%         1,386,868         0.53%           2a. Benefits, Relations & Welfare - Cowners/Partners         0         0.00%         1,140         0.01%           3a. Evidence/Examination Fees - Title Agents         8,716,608         3,58%         11,177,731         4,208           3b. Evidence/Examination Fees - Others         10,723         0.00%         42,069         0.02%           4a. Closing Fees Paid - Title Agents         3,766,08         1,27%         1,053,131         0.00% </td <td></td> <td></td> <td></td> <td></td> <td></td>					
9. Inspection Fees   300   0.00%   175   0.00%   10. Courier and Overnight Fees   1.242,759   0.51%   1.548,335   0.59%   10. Courier and Overnight Fees   1.242,759   0.00%   0.00%   0.00%   0.00%   1. Solomo   0.00%   1. S					
11. Clourier and Overnight Fees					
11. Telephone and Facsimile   0 0.00%   0.00%   1 0.00					
12. Interest Income   27,707,601   11,39%   30,774,065   11,79%					
13. Other Income					
CROSS INCOME   Number of Agencies Reporting   11				•	
Number of Agencies Reporting   11   17   17   18   18   19   19   19   19   19   19	13. Other Income	27,707,601	11.39%	30,774,065	11.79%
Table   Tabl	GROSS INCOME	243,324,779	100.00%	260,936,737	100.00%
1a. Salaries-Employees         100,496,598         41,30%         107,978,308         41,38%           1b. Salaries-Owners/Partners         0         0,00%         1,386,868         0,53%           2a. Benefits, Relations & Welfare - Cowners/Partners         0         0,00%         18,104         0,01%           3a. Evidence/Examination Fees - Others         10,723         0,00%         42,069         0,02%           4a. Closing Fees Paid - Title Agents         3,082,303         1,27%         1,053,131         0,40%           4b. Closing Fees Paid - Others         7,753,655         3,19%         7,989,052         3,06%           5. Rent         10,925,038         4,49%         13,567,453         5,20%           6. Utilities         236,487         0,10%         34,136         0,13%           7. Accounting & Auditing         315,067         0,13%         371,751         0,14%           8. Advertising and Promotions         4,643,075         1,91%         4,797,210         1,84%           9. Travel, Lodging & Education         2,117,803         0,87%         1,974,312         0,76%           10. Insurance         311,692         0,13%         397,743         0,15%           11. Interest Expense         342         0,00%         4,2618		11		17	
10.   Salaries - Owners/Partners   0   0.00%   1,386,868   0.53%   2a.   Benefits, Relations & Welfare - Owners/Partners   0   0.00%   18,104   0.01%   3a.   Evidence/Examination Fees - Title Agents   8,716,608   3,58%   11,177,731   4.28%   3b.   Evidence/Examination Fees - Others   10,723   0.00%   42,069   0.02%   4a. Closing Fees Paid - Title Agents   3,082,303   1.27%   1,053,131   0.40%   4b. Closing Fees Paid - Others   7,755,650   3,19%   7,989,052   3.06%   5.   Rent   10,925,038   4.49%   13,567,453   5.20%   6. Utilities   238,487   0.10%   348,136   0.13%   7.   Accounting & Auditing   315,067   0.13%   371,751   0.14%   9.   Travel, Lodging & Education   2,117,803   0.87%   1,974,312   0.76%   10. Insurance   311,692   0.13%   397,743   0.15%   11.   Interest Expense   342   0.00%   408   0.00%   12.   Legal Expense   51,873   0.02%   42,618   0.02%   13.   Licenses, Taxes, & Fees   1,618,706   0.67%   1,730,599   0.66%   1,838,680   0.70%   16. Telephone & Facsimile   983,215   0.40%   1,838,680   0.70%   16. Telephone & Facsimile   983,215   0.40%   1,838,680   0.70%   16. Telephone & Facsimile   983,215   0.40%   1,838,680   0.70%   15.00   0.06%   1,081,915   0.04%   1.00%   1,081,915   0.04%   1.00%	EXPENSES				
2a. Benefits, Relations & Welfare - Comers/Partners         0         0.00%         17,796,429         6.82%           2b. Benefits, Relations & Welfare - Owners/Partners         0         0.00%         18,104         0.01%           3a. Evidence/Examination Fees - Others         8,716,608         3.58%         11,177,731         4.28%           3b. Evidence/Examination Fees - Others         10,723         0.00%         42,069         0.02%           4a. Closing Fees Paid - Title Agents         3,082,303         1.27%         1,053,131         0.40%           4b. Closing Fees Paid - Others         7,753,655         3.19%         7,989,052         3.06%           5. Rent         10,925,038         4,49%         13,567,453         5.20%           6. Utilities         238,487         0.10%         348,136         0.13%           7. Accounting & Auditing         315,067         0.13%         371,751         0.14%           8. Advertising and Promotions         4,643,075         1,91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0.87%         1,974,312         0.76%           10. Insurance         311,692         0.13%         397,743         0.15%           11. Interest Expense         342	·	100,496,598	41.30%	107,978,308	41.38%
2b. Benefits, Relations & Welfare - Owners/Partners         0         0.00%         18.104         0.01%           3a. Evidence/Examination Fees - Title Agents         8,716,608         3.58%         11,177,731         4.28%           3b. Evidence/Examination Fees - Others         10,723         0.00%         42,069         0.02%           4a. Closing Fees Paid - Title Agents         3.082,303         1.27%         1,053,131         0.40%           4b. Closing Fees Paid - Others         7,753,650         3.19%         7,989,052         3.06%           5. Rent         10,925,038         4.49%         13,567,453         5.20%           6. Utilities         238,487         0.10%         348,136         0.13%           7. Accounting & Auditing         315,067         0.13%         371,751         0.14%           8. Advertising and Promotions         4,643,075         1.91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0.87%         1,974,312         0.76%           10. Insurance         311,692         0.13%         397,743         0.15%           11. Interest Expense         342         0.00%         40,618         0.00%           12. Legal Expense         15,873         0.02% <t< td=""><td></td><td>0</td><td></td><td></td><td></td></t<>		0			
3a. Evidence/Examination Fees - Title Agents         8,716,608         3,58%         11,177,731         4,28%           3b. Evidence/Examination Fees - Others         10,723         0,00%         42,069         0,02%           4a. Closing Fees Paid - Title Agents         3,082,303         1,27%         1,053,131         0,40%           4b. Closing Fees Paid - Others         7,753,650         3,19%         7,989,052         3,06%           5. Rent         10,925,038         4,49%         13,567,433         5,20%           6. Utilities         238,487         0,10%         348,136         0,13%           7. Accounting & Auditing         315,067         0,13%         371,751         0,14%           8. Advertising and Promotions         4,643,075         1,91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0,87%         1,974,312         0,76%           10. Insurance         311,692         0,13%         397,743         0,15%           11. Interest Expense         342         0,00%         408         0,00%           12. Legal Expense         1,618,706         0,67%         1,730,599         0,66%           13. Licenses, Taxes, & Fees         1,618,706         0,67%         1,730,599 </td <td>2a. Benefits, Relations &amp; Welfare-Employees</td> <td>16,344,356</td> <td>6.72%</td> <td>17,796,429</td> <td>6.82%</td>	2a. Benefits, Relations & Welfare-Employees	16,344,356	6.72%	17,796,429	6.82%
3b. Evidence/Examination Fees - Others         10,723         0.00%         42,069         0.02%           4a. Closing Fees Paid - Title Agents         3,082,303         1,27%         1,053,131         0.40%           4b. Closing Fees Paid - Others         7,753,650         3,19%         7,989,052         3.06%           5. Rent         10,925,038         4,49%         13,567,453         5.20%           6. Utilities         238,487         0.10%         348,136         0.13%           7. Accounting & Auditing         315,067         0.13%         371,751         0.14%           8. Advertising and Promotions         4,643,075         1.91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0.87%         1,974,312         0.76%           10. Insurance         311,692         0.13%         397,743         0.15%           11. Interest Expense         342         0.00%         408         0.00%           12. Legal Expense         51,873         0.02%         42,618         0.02%           13. Licenses, Taxes, & Fees         1,618,706         0.67%         1,730,599         0.66%           14. Postage & Freight         457,727         0.19%         577,914         0.22% <td>2b. Benefits, Relations &amp; Welfare - Owners/Partners</td> <td>0</td> <td>0.00%</td> <td>18,104</td> <td>0.01%</td>	2b. Benefits, Relations & Welfare - Owners/Partners	0	0.00%	18,104	0.01%
4a. Closing Fees Paid - Title Agents       3,082,303       1,27%       1,053,131       0,40%         4b. Closing Fees Paid - Others       7,753,650       3.19%       7,989,052       3.06%         5. Rent       10,925,038       4,49%       13,567,453       5.20%         6. Utilities       238,487       0.10%       348,136       0.13%         7. Accounting & Auditing       315,067       0.13%       371,751       0.14%         8. Advertising and Promotions       4,643,075       1.91%       4,797,210       1.84%         9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       201,670       0.08%         16. Telephone & Facsimile       983,215       0.40%       10,819	3a. Evidence/Examination Fees - Title Agents	8,716,608	3.58%	11,177,731	4.28%
4b. Closing Fees Paid - Others       7,753,650       3.19%       7,989,052       3.06%         5. Rent       10,925,038       4.49%       13,567,453       5.20%         6. Utilities       238,487       0.10%       348,136       0.13%         7. Accounting & Auditing       315,067       0.13%       371,751       0.14%         8. Advertising and Promotions       4,643,075       1.91%       4,797,210       1.84%         9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       20,1670       0	3b. Evidence/Examination Fees - Others	10,723	0.00%	42,069	0.02%
5. Rent       10,925,038       4.49%       13,567,453       5.20%         6. Utilities       238,487       0.10%       348,136       0.13%         7. Accounting & Auditing       315,067       0.13%       371,751       0.14%         8. Advertising and Promotions       4,643,075       1.19%       4,797,210       1.84%         9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%     <	4a. Closing Fees Paid - Title Agents	3,082,303	1.27%	1,053,131	0.40%
6. Utilities         238,487         0.10%         348,136         0.13%           7. Accounting & Auditing         315,067         0.13%         371,751         0.14%           8. Advertising and Promotions         4,643,075         1,91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0.87%         1,974,312         0.76%           10. Insurance         311,692         0.13%         397,743         0.15%           11. Interest Expense         342         0.00%         408         0.00%           12. Legal Expense         51,873         0.02%         42,618         0.02%           13. Licenses, Taxes, & Fees         1,618,706         0.67%         1,730,599         0.66%           14. Postage & Freight         457,727         0.19%         577,914         0.22%           15. Courier & Overnight Delivery         1,448,115         0.60%         1,838,680         0.70%           16. Telephone & Facsimile         983,215         0.40%         1,081,915         0.41%           17. Printing & Photocopying         146,805         0.06%         201,670         0.08%           18. Office Supplies         806,108         0.33%         890,708         0.34%	4b. Closing Fees Paid - Others	7,753,650	3.19%	7,989,052	3.06%
7. Accounting & Auditing         315,067         0.13%         371,751         0.14%           8. Advertising and Promotions         4,643,075         1.91%         4,797,210         1.84%           9. Travel, Lodging & Education         2,117,803         0.87%         1,974,312         0.76%           10. Insurance         311,692         0.13%         397,743         0.15%           11. Interest Expense         342         0.00%         408         0.00%           12. Legal Expense         51,873         0.02%         42,618         0.02%           13. Licenses, Taxes, & Fees         1,618,706         0.67%         1,730,599         0.66%           14. Postage & Freight         457,727         0.19%         577,914         0.22%           15. Courier & Overnight Delivery         1,448,115         0.60%         1,838,680         0.70%           16. Telephone & Facsimile         983,215         0.40%         1,081,915         0.41%           17. Printing & Photocopying         146,805         0.06%         201,670         0.08%           18. Office Supplies         806,108         0.33%         890,708         0.34%           19. Equipment & Vehicle Leases         569,088         0.23%         829,520         0.32%	5. Rent	10,925,038	4.49%	13,567,453	5.20%
8. Advertising and Promotions       4,643,075       1.91%       4,797,210       1.84%         9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.0	6. Utilities	238,487	0.10%	348,136	0.13%
8. Advertising and Promotions       4,643,075       1.91%       4,797,210       1.84%         9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.0	7. Accounting & Auditing	315,067	0.13%	371,751	0.14%
9. Travel, Lodging & Education       2,117,803       0.87%       1,974,312       0.76%         10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%		4,643,075	1.91%	4,797,210	1.84%
10. Insurance       311,692       0.13%       397,743       0.15%         11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01% <tr< td=""><td><del>_</del></td><td>2,117,803</td><td>0.87%</td><td>1,974,312</td><td>0.76%</td></tr<>	<del>_</del>	2,117,803	0.87%	1,974,312	0.76%
11. Interest Expense       342       0.00%       408       0.00%         12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04% <td></td> <td>311,692</td> <td>0.13%</td> <td></td> <td>0.15%</td>		311,692	0.13%		0.15%
12. Legal Expense       51,873       0.02%       42,618       0.02%         13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%	11. Interest Expense	342	0.00%	408	0.00%
13. Licenses, Taxes, & Fees       1,618,706       0.67%       1,730,599       0.66%         14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535					
14. Postage & Freight       457,727       0.19%       577,914       0.22%         15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185 <td< td=""><td></td><td></td><td>0.67%</td><td></td><td>0.66%</td></td<>			0.67%		0.66%
15. Courier & Overnight Delivery       1,448,115       0.60%       1,838,680       0.70%         16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0					
16. Telephone & Facsimile       983,215       0.40%       1,081,915       0.41%         17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%					
17. Printing & Photocopying       146,805       0.06%       201,670       0.08%         18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       15					
18. Office Supplies       806,108       0.33%       890,708       0.34%         19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%	·				
19. Equipment & Vehicle Leases       569,088       0.23%       829,520       0.32%         20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47% <t< td=""><td></td><td></td><td></td><td></td><td></td></t<>					
20. Depreciation       1,602,402       0.66%       1,829,025       0.70%         21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%	· ·			•	
21. Directors' Fees       0       0.00%       15,500       0.01%         22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16,92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%	·	•			
22. Dues, Boards & Associations       434,167       0.18%       468,380       0.18%         23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES					
23. Bad Debts       31,527       0.01%       23,125       0.01%         24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%		434,167			
24. Loss & Loss Adjustment Expense       55,423       0.02%       108,132       0.04%         25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES					
25. Tax Certificates Paid Tax Authorities       2,457,311       1.01%       3,484,069       1.34%         26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES					
26. Recording Fees Paid County Clerk       6,914,535       2.84%       9,385,970       3.60%         27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%					
27. Plant Lease/Updates       41,175,185       16.92%       23,832,680       9.13%         28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES					
28. Damages for Bad Faith Suits       0       0.00%       0       0.00%         29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES					
29. Fines or Penalties       12,932       0.01%       7,226       0.00%         30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES	·				
30. Donations/Lobbying       160,261       0.07%       152,659       0.06%         31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%					
31. Trade Association Fees       86,337       0.04%       119,615       0.05%         32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%					
32. Other Expenses       20,601,109       8.47%       24,515,506       9.40%         TOTAL OPERATING EXPENSES       234,568,568       96.40%       240,034,216       91.99%					
TOTAL OPERATING EXPENSES         234,568,568         96.40%         240,034,216         91.99%					
INCOME OR (LOSS) FROM OPERATIONS 8,756,211 3.60% 20,902,520 8.01%	·	•		•	
	INCOME OR (LOSS) FROM OPERATIONS	8,756,211	3.60%	20,902,520	8.01%

## TEXAS TITLE INSURANCE DIRECT OPERATION AGENCY EXPERIENCE

	Calendar Year 2019		Calendar Year 2020	
INCOME.	A	% of Gross	A	% of Gross
INCOME	Amount	Income	Amount	Income
1. Title Premiums	202,987,331	77.79%	217,853,465	84.93%
Premiums Remitted to Underwriters     Premiums Patained	30,720,508 172,266,823	11.77%	32,938,183	12.84%
3. Premiums Retained	• •	66.02%	184,915,282	72.09%
4. Examination/Evidence Fees	1,362,994 42,390,567	0.52% 16.25%	1,282,125	0.50% 10.62%
<ol> <li>Closing Fees</li> <li>Tax Certificates</li> </ol>	3,431,079	1.31%	27,250,228 4,592,893	1.79%
7. Recording Fees	9,162,698	3.51%	4,592,695 11,118,469	4.33%
8. Restrictions	9,102,098	0.00%	11,118,409	0.00%
9. Inspection Fees	175	0.00%	0	0.00%
10. Courier and Overnight Fees	1,548,335	0.59%	1,788,574	0.70%
11. Telephone and Facsimile	1,346,333	0.00%	1,788,374	0.70%
12. Interest Income	1	0.00%	0	0.00%
13. Other Income	30,774,065	11.79%	25,547,448	9.96%
13. Other income	30,774,003	11.7970	23,341,440	9.90%
GROSS INCOME	260,936,737	100.00%	256,495,019	100.00%
Number of Agencies Reporting	17	.00.0070	22	100.0070
EXPENSES				
1a. Salaries-Employees	107,978,308	41.38%	110,069,344	42.91%
1b. Salaries-Owners/Partners	1,386,868	0.53%	249,312	0.10%
2a. Benefits, Relations & Welfare-Employees	17,796,429	6.82%	18,724,219	7.30%
2b. Benefits, Relations & Welfare - Owners/Partners	18,104	0.01%	613	0.00%
3a. Evidence/Examination Fees - Title Agents	11,177,731	4.28%	13,023,653	5.08%
3b. Evidence/Examination Fees - Others	42,069	0.02%	38,407	0.01%
4a. Closing Fees Paid - Title Agents	1,053,131	0.40%	562,363	0.22%
4b. Closing Fees Paid - Others	7,989,052	3.06%	5,431,707	2.12%
5. Rent	13,567,453	5.20%	12,495,573	4.87%
6. Utilities	348,136	0.13%	333,462	0.13%
7. Accounting & Auditing	371,751	0.14%	297,355	0.12%
8. Advertising and Promotions	4,797,210	1.84%	2,286,674	0.89%
9. Travel, Lodging & Education	1,974,312	0.76%	886,367	0.35%
10. Insurance	397,743	0.15%	423,702	0.17%
11. Interest Expense	408	0.00%	6,440	0.00%
12. Legal Expense	42,618	0.02%	-79,806	-0.03%
13. Licenses, Taxes, & Fees	1,730,599	0.66%	1,831,704	0.71%
14. Postage & Freight	577,914	0.22%	827,545	0.32%
15. Courier & Overnight Delivery	1,838,680	0.70%	2,049,214	0.80%
16. Telephone & Facsimile	1,081,915	0.41%	1,000,518	0.39%
17. Printing & Photocopying	201,670	0.08%	144,816	0.06%
18. Office Supplies	890,708	0.34%	931,362	0.36%
19. Equipment & Vehicle Leases	829,520	0.32%	775,322	0.30%
20. Depreciation	1,829,025	0.70%	1,804,424	0.70%
21. Directors' Fees	15,500	0.01%	0	0.00%
22. Dues, Boards & Associations	468,380	0.18%	399,830	0.16%
23. Bad Debts	23,125	0.01%	33,515	0.01%
24. Loss & Loss Adjustment Expense	108,132	0.04%	729,852	0.28%
25. Tax Certificates Paid Tax Authorities	3,484,069	1.34%	4,603,361	1.79%
26. Recording Fees Paid County Clerk	9,385,970	3.60%	11,073,802	4.32%
27. Plant Lease/Updates	23,832,680	9.13%	32,256,804	12.58%
28. Damages for Bad Faith Suits	0	0.00%	0	0.00%
29. Fines or Penalties	7,226	0.00%	773	0.00%
30. Donations/Lobbying	152,659	0.06%	102,639	0.04%
31. Trade Association Fees	119,615	0.05%	93,920	0.04%
32. Other Expenses	24,515,506	9.40%	23,338,073	9.10%
TOTAL OPERATING EXPENSES	240,034,216	91.99%	246,746,859	96.20%
INCOME OR (LOSS) FROM OPERATIONS	20,902,520	8.01%	9,748,162	3.80%

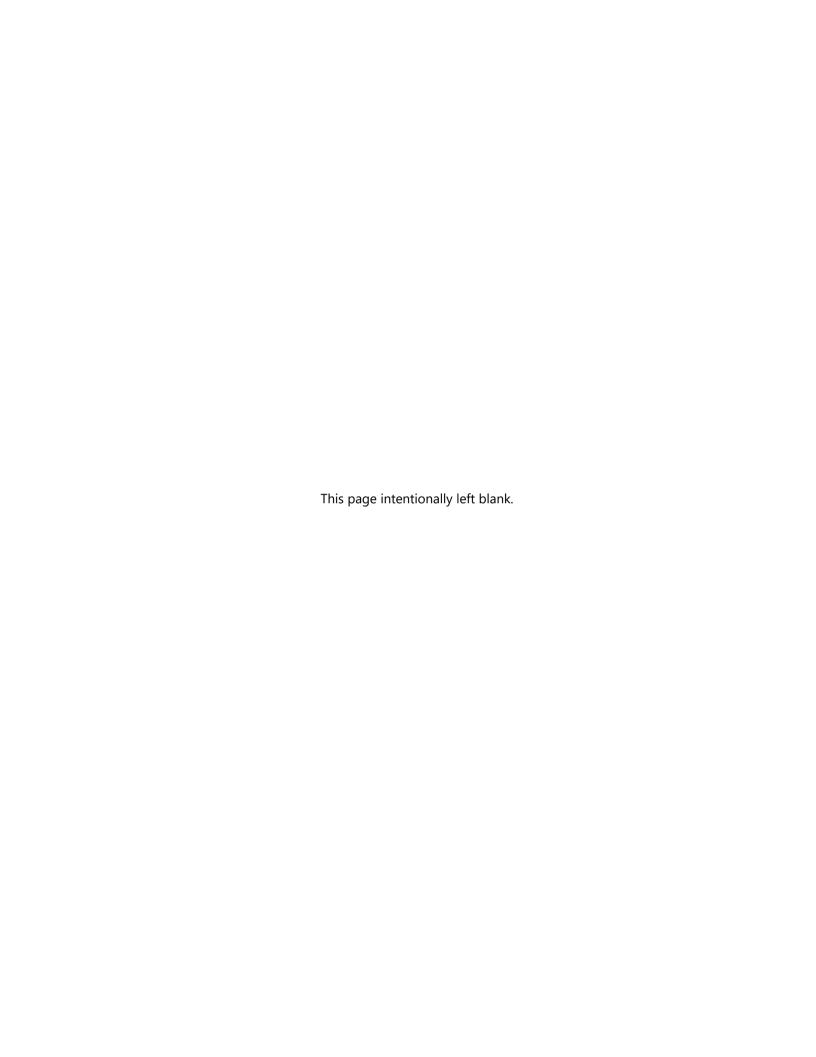
### TEXAS TITLE INSURANCE DIRECT OPERATION AGENCY EXPERIENCE

	Calendar Year 2020		Calendar Year 2021	
		% of Gross		% of Gross
INCOME	Amount	Income	Amount	Income
1. Title Premiums	217,853,465	84.93%	316,160,686	83.26%
2. Premiums Remitted to Underwriters	32,938,183	12.84%	47,608,702	12.54%
3. Premiums Retained	184,915,282	72.09%	268,551,984	70.72%
4. Examination/Evidence Fees	1,282,125	0.50%	5,699,713	1.50%
5. Closing Fees	27,250,228	10.62%	34,791,700	9.16%
6. Tax Certificates	4,592,893	1.79%	4,818,449	1.27%
7. Recording Fees	11,118,469	4.33%	10,088,279	2.66%
8. Restrictions	0	0.00%	0	0.00%
9. Inspection Fees	0	0.00%	22,508	0.01%
10. Courier and Overnight Fees	1,788,574	0.70%	2,227,443	0.59%
11. Telephone and Facsimile	0	0.00%	10,129	0.00%
12. Interest Income	0	0.00%	83,941	0.02%
13. Other Income	25,547,448	9.96%	53,431,741	14.07%
GROSS INCOME	256,495,019	100.00%	379,725,887	100.00%
Number of Agencies Reporting	22		30	
EXPENSES				
1a. Salaries-Employees	110,069,344	42.91%	148,613,279	39.14%
1b. Salaries-Owners/Partners	249,312	0.10%	1,003,739	0.26%
2a. Benefits, Relations & Welfare-Employees	18,724,219	7.30%	24,549,660	6.47%
2b. Benefits, Relations & Welfare - Owners/Partners	613	0.00%	120,130	0.03%
3a. Evidence/Examination Fees - Title Agents	13,023,653	5.08%	15,166,164	3.99%
3b. Evidence/Examination Fees - Others	38,407	0.01%	156,554	0.04%
4a. Closing Fees Paid - Title Agents	562,363	0.22%	288,982	0.08%
4b. Closing Fees Paid - Others	5,431,707	2.12%	9,721,758	2.56%
5. Rent	12,495,573	4.87%	13,446,033	3.54%
6. Utilities	333,462	0.13%	458,564	0.12%
7. Accounting & Auditing	297,355	0.12%	382,672	0.10%
8. Advertising and Promotions	2,286,674	0.89%	3,586,495	0.94%
9. Travel, Lodging & Education	886,367	0.35%	1,110,286	0.29%
10. Insurance	423,702	0.17%	518,432	0.14%
11. Interest Expense	6,440	0.00%	6,142	0.00%
12. Legal Expense	-79,806	-0.03%	68,330	0.02%
13. Licenses, Taxes, & Fees	1,831,704	0.71%	2,330,842	0.61%
14. Postage & Freight	827,545	0.32%	828,360	0.22%
15. Courier & Overnight Delivery	2,049,214	0.80%	2,599,179	0.68%
16. Telephone & Facsimile	1,000,518	0.39%	1,091,276	0.29%
17. Printing & Photocopying	144,816	0.06%	200,655	0.05%
18. Office Supplies	931,362	0.36%	1,053,076	0.28%
19. Equipment & Vehicle Leases	775,322	0.30%	907,630	0.24%
20. Depreciation	1,804,424	0.70%	2,076,684	0.55%
21. Directors' Fees	0	0.00%	8,000	0.00%
22. Dues, Boards & Associations	399,830	0.16%	481,576	0.13%
23. Bad Debts	33,515	0.01%	224,253	0.06%
24. Loss & Loss Adjustment Expense	729,852	0.28%	-16,408	0.00%
25. Tax Certificates Paid Tax Authorities	4,603,361	1.79%	4,752,520	1.25%
26. Recording Fees Paid County Clerk	11,073,802	4.32%	10,581,133	2.79%
27. Plant Lease/Updates	32,256,804	12.58%	30,240,780	7.96%
28. Damages for Bad Faith Suits	32,230,804	0.00%	30,240,780	0.00%
29. Fines or Penalties	773	0.00%	10,052	0.00%
30. Donations/Lobbying				
31. Trade Association Fees	102,639	0.04%	137,564	0.04%
31. Trade Association Fees 32. Other Expenses	93,920 23,338,073	0.04% 9.10%	104,720 20,919,458	0.03% 5.51%
TOTAL OPERATING EXPENSES	246,746,859	96.20%	297,728,570	78.41%
INCOME OR (LOSS) FROM OPERATIONS	9,748,162	3.80%	81,997,314	21.59%
	5,. 10,102	2.0070	0.,001,017	25570



# TEXAS TITLE INSURANCE NUMBER OF POLICIES WRITTEN ALL COMPANIES 2012-2021

	Underwi	riters	Direct Ope	Direct Operations		l Agents	Independ	ent Agents
Calendar		Excluding		Excluding		Excluding		Excluding
Year	Total	"All Other"	Total	"All Other"	Total	"All Other"	Total	"All Other"
2012	2,988,329	854,376	62,780	16,652	3,185,547	450,778	1,492,220	505,241
2013	3,519,237	966,868	89,665	25,785	1,810,277	488,717	1,701,643	597,107
2014	2,896,546	935,836	81,576	22,163	1,352,662	407,545	1,621,440	599,099
2015	2,962,055	972,636	102,262	24,663	1,447,445	451,991	2,219,014	660,200
2016	3,154,482	1,063,305	66,234	17,095	1,551,080	489,459	2,153,067	666,504
2017	3,152,535	1,071,729	335,443	78,344	1,367,598	408,573	2,200,078	700,414
2018	2,961,777	1,076,507	290,444	74,767	1,314,417	399,970	2,212,253	700,714
2019	3,126,414	1,113,544	318,839	84,267	1,211,305	365,037	2,541,984	751,655
2020	4,766,660	1,336,837	407,629	102,974	1,929,072	501,524	4,924,635	1,079,827
2021	5,354,478	1,550,933	458,546	125,905	2,089,705	560,067	4,684,659	1,211,627



## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN INCOME STATEMENT SUMMARY

#### **YEAR 2017**

#### **All Companies Combined**

		Texas	Elsewhere	Total
INC	OME FROM OPERATIONS			
1.	Underwriting and Examination Fees	2,055,916,370	12,181,591,998	14,237,508,367
2.	Escrow, Settlement, and Other Fees	251,206,779	2,179,257,990	2,430,464,769
3.	Subtotal (1 + 2)	2,307,123,149	14,360,849,987	16,667,973,136
4.	Reinsurance Assumed	3,881,475	17,768,552	21,650,027
5.	Reinsurance Ceded	8,198,600	48,421,885	56,620,484
6.	Net Increase in Statutory Reserves	13,272,179	139,576,525	152,848,703
7.	Subtotal (3 + 4 - 5 - 6)	2,289,533,845	14,190,620,130	16,480,153,976
8.	Loss and Loss Adjustment Expenses	41,696,148	590,852,307	632,548,454
9.	Commissions/Retentions	1,255,791,496	7,257,973,613	8,513,765,109
10.	Other Identifiable Expenses	642,653,431	4,487,835,479	5,130,488,911
11.	Non-Identifiable Expenses	126,326,642	950,608,599	1,076,935,240
12.	Subtotal (8 + 9 + 10 + 11)	2,066,467,717	13,287,269,997	15,353,737,714
13.	Interest Expense	720,921	5,662,630	6,383,551
14.	Operating Expense (12 + 13)	2,067,188,637	13,292,932,628	15,360,121,265
15.	TOTAL INCOME FROM OPERATIONS (7 - 14)	222,345,208	897,687,503	1,120,032,711
INC	OME FROM INVESTMENTS			
16.	Investment Income - Tax Exempt - Before Expenses	2,749,316	26,398,355	29,147,671
17.	Investment Income - Dividends - Before Expenses	22,108,841	149,885,333	171,994,174
18.	Investment Income - Other - Before Expenses	17,347,747	188,929,030	206,276,777
19.	Net Realized Capital Gains (Losses)	11,329,976	141,701,923	153,031,899
20.	Net Unrealized Capital Gains (Losses)	10,197,461	84,488,941	94,686,402
21.	Investment Expenses and Other Deductions (Excludes			
	Interest Paid on Borrowed Money, Notes and Encumbrances			
	on Real Estate, See Line 13)	4,333,346	49,857,002	54,190,348
22.	TOTAL INCOME FROM INVESTMENTS			
	(16 + 17 + 18 + 19+ 20 - 21)	59,379,739	541,566,836	600,946,575

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN BALANCE SHEET SUMMARY

#### **All Companies Combined**

**YEAR 2017** 

	Texas	Elsewhere	Total
ASSETS			
Admitted Assets			
1. Abstract Plants and Title Plants	60,321,774	345,867,659	406,189,433
2. Other Identifiable Admitted Assets	404,447,958	969,917,227	1,374,365,185
3. Non-Identifiable Admitted Assets	868,076,229	7,556,533,561	8,424,609,790
4. Subtotal (1 + 2 + 3)	1,332,845,961	8,872,318,447	10,205,164,408
Non-Admitted Assets			
5. Abstract Plants and Title Plants	2,341,307	9,623,183	11,964,490
6. Other Identifiable Non-Admitted Assets	70,461,172	497,197,422	567,658,593
7. Non-Identifiable Non-Admitted Assets	53,847,584	427,573,092	481,420,675
8. Subtotal (5 + 6 + 7)	126,650,062	934,393,696	1,061,043,758
9. TOTAL ASSETS (4 + 8)	1,459,496,023	9,806,712,143	11,266,208,166
LIABILITIES, SURPLUS AND OTHER FUNDS			
10. Loss Reserves	37,137,210	614,124,465	651,261,675
11. Statutory Reinsurance Reserves	268,025,975	3,543,443,877	3,811,469,852
12. Surplus As Regards Policyholders	721,929,710	3,733,532,165	4,455,461,874
13. Contribution to Surplus of Non-Admitted Assets	116,632,076	945,925,543	1,062,557,619
14. Net Worth (12 + 13)	838,561,786	4,679,457,707	5,518,019,493
15. Total Debt Funds	54,156,333	54,274,879	108,431,212
16. Capital (10 + 11 + 14 + 15)	1,197,881,303	8,891,300,929	10,089,182,232
17. Other Liabilities	261,614,721	915,411,213	1,177,025,934
18. TOTAL LIABILITIES, SURPLUS, AND OTHER FUNDS (16 + 17)	1,459,496,024	9,806,712,142	11,266,208,166

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN INCOME STATEMENT SUMMARY

#### **YEAR 2018**

#### **All Companies Combined**

		Texas	Elsewhere	Total
INC	OME FROM OPERATIONS			
1.	Underwriting and Examination Fees	2,164,266,861	12,307,759,033	14,472,025,894
2.	Escrow, Settlement, and Other Fees	258,997,617	1,924,805,403	2,183,803,020
3.	Subtotal (1 + 2)	2,423,264,479	14,232,564,435	16,655,828,914
4.	Reinsurance Assumed	4,766,533	19,528,588	24,295,121
5.	Reinsurance Ceded	9,535,577	49,310,778	58,846,355
6.	Net Increase in Statutory Reserves	14,489,154	31,382,535	45,871,689
7.	Subtotal (3 + 4 - 5 - 6)	2,404,006,280	14,171,399,709	16,575,405,990
8.	Loss and Loss Adjustment Expenses	43,477,384	596,564,974	640,042,359
9.	Commissions/Retentions	1,327,142,219	7,244,938,241	8,572,080,460
10.	Other Identifiable Expenses	654,154,611	4,256,395,248	4,910,549,859
11.	Non-Identifiable Expenses	128,157,016	987,242,677	1,115,399,693
12.	Subtotal (8 + 9 + 10 + 11)	2,152,931,231	13,085,141,140	15,238,072,371
13.	Interest Expense	400,799	944,962	1,345,761
14.	Operating Expense (12 + 13)	2,153,332,030	13,086,086,102	15,239,418,132
15.	TOTAL INCOME FROM OPERATIONS (7 - 14)	250,674,251	1,085,313,607	1,335,987,858
INC	OME FROM INVESTMENTS			
16.	Investment Income - Tax Exempt - Before Expenses	1,757,635	13,912,084	15,669,719
17.	Investment Income - Dividends - Before Expenses	20,323,032	120,563,637	140,886,669
18.	Investment Income - Other - Before Expenses	24,227,134	233,648,785	257,875,919
19.	Net Realized Capital Gains (Losses)	-1,631,636	-59,849,798	-61,481,434
20.	Net Unrealized Capital Gains (Losses)	-19,246,436	-93,178,651	-112,425,087
21.	Investment Expenses and Other Deductions (Excludes			
	Interest Paid on Borrowed Money, Notes and Encumbrances			
	on Real Estate, See Line 13)	4,115,008	45,995,776	50,110,784
22.	TOTAL INCOME FROM INVESTMENTS			
	(16 + 17 + 18 + 19+ 20 - 21)	21,314,720	169,100,282	190,415,003

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN BALANCE SHEET SUMMARY

#### **All Companies Combined**

**YEAR 2018** 

	Texas	Elsewhere	Total
ASSETS			
Admitted Assets			
1. Abstract Plants and Title Plants	60,810,885	341,455,130	402,266,015
2. Other Identifiable Admitted Assets	370,467,033	1,054,206,319	1,424,673,352
3. Non-Identifiable Admitted Assets	897,617,631	7,620,353,766	8,517,971,397
4. Subtotal (1 + 2 + 3)	1,328,895,549	9,016,015,215	10,344,910,764
Non-Admitted Assets			
5. Abstract Plants and Title Plants	2,335,749	4,777,022	7,112,771
6. Other Identifiable Non-Admitted Assets	118,919,043	534,358,567	653,277,610
7. Non-Identifiable Non-Admitted Assets	57,108,310	484,510,829	541,619,139
8. Subtotal (5 + 6 + 7)	178,363,102	1,023,646,418	1,202,009,520
9. TOTAL ASSETS (4 + 8)	1,507,258,651	10,039,661,633	11,546,920,284
LIABILITIES, SURPLUS AND OTHER FUNDS			
10. Loss Reserves	45,578,126	637,304,425	682,882,551
11. Statutory Reinsurance Reserves	281,279,680	3,585,965,130	3,867,244,810
12. Surplus As Regards Policyholders	742,349,103	3,918,486,328	4,660,835,430
13. Contribution to Surplus of Non-Admitted Assets	157,017,560	1,045,014,950	1,202,032,510
14. Net Worth (12 + 13)	899,366,662	4,963,501,278	5,862,867,940
15. Total Debt Funds	15,023,045	25,504,941	40,527,986
16. Capital (10 + 11 + 14 + 15)	1,241,247,513	9,212,275,773	10,453,523,286
17. Other Liabilities	266,011,137	827,385,860	1,093,396,997
18. TOTAL LIABILITIES, SURPLUS, AND OTHER FUNDS (16 + 17)	1,507,258,650	10,039,661,633	11,546,920,283

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN INCOME STATEMENT SUMMARY

#### **YEAR 2019**

#### **All Companies Combined**

		Texas	Elsewhere	Total
INC	OME FROM OPERATIONS			
1.	Underwriting and Examination Fees	2,243,213,051	13,379,648,013	15,622,861,065
2.	Escrow, Settlement, and Other Fees	282,884,424	2,080,282,518	2,363,166,941
3.	Subtotal (1 + 2)	2,526,097,475	15,459,930,531	17,986,028,006
4.	Reinsurance Assumed	5,249,628	20,685,660	25,935,287
5.	Reinsurance Ceded	10,472,377	51,487,319	61,959,696
6.	Net Increase in Statutory Reserves	15,956,855	135,478,895	151,435,750
7.	Subtotal (3 + 4 - 5 - 6)	2,504,917,870	15,293,649,977	17,798,567,847
8.	Loss and Loss Adjustment Expenses	52,077,054	559,120,000	611,197,053
9.	Commissions/Retentions	1,391,307,382	7,953,097,602	9,344,404,984
10.	Other Identifiable Expenses	701,001,961	4,161,947,787	4,862,949,748
11.	Non-Identifiable Expenses	127,237,985	1,293,090,549	1,420,328,535
12.	Subtotal (8 + 9 + 10 + 11)	2,271,624,382	13,967,255,938	16,238,880,320
13.	Interest Expense	34,715	572,269	606,984
14.	Operating Expense (12 + 13)	2,271,659,097	13,967,828,207	16,239,487,304
15.	TOTAL INCOME FROM OPERATIONS (7 - 14)	233,258,773	1,325,821,770	1,559,080,543
INC	OME FROM INVESTMENTS			
16.	Investment Income - Tax Exempt - Before Expenses	1,010,635	7,944,791	8,955,426
17.	Investment Income - Dividends - Before Expenses	29,076,964	154,182,646	183,259,610
18.	Investment Income - Other - Before Expenses	28,889,467	290,227,285	319,116,752
19.	Net Realized Capital Gains (Losses)	9,210,628	75,606,655	84,817,283
20.	Net Unrealized Capital Gains (Losses)	48,030,591	372,364,328	420,394,919
21.	Investment Expenses and Other Deductions (Excludes Interest Paid on Borrowed Money, Notes and Encumbrances			
	on Real Estate, See Line 13)	4,037,462	48,620,340	52,657,802
22.	TOTAL INCOME FROM INVESTMENTS (16 + 17 + 18 + 19+ 20 - 21)	112,180,822	851,705,365	963,886,188

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN BALANCE SHEET SUMMARY

#### **All Companies Combined**

**YEAR 2019** 

	Texas	Elsewhere	Total
ASSETS			
Admitted Assets			
1. Abstract Plants and Title Plants	58,206,748	339,184,802	397,391,550
2. Other Identifiable Admitted Assets	358,662,967	1,305,513,465	1,664,176,432
3. Non-Identifiable Admitted Assets	1,034,172,354	8,441,734,831	9,475,907,184
4. Subtotal (1 + 2 + 3)	1,451,042,068	10,086,433,098	11,537,475,166
Non-Admitted Assets			
5. Abstract Plants and Title Plants	2,169,656	4,568,065	6,737,721
6. Other Identifiable Non-Admitted Assets	86,257,072	391,116,198	477,373,270
7. Non-Identifiable Non-Admitted Assets	58,977,305	481,125,540	540,102,845
8. Subtotal (5 + 6 + 7)	147,404,034	876,809,802	1,024,213,835
9. TOTAL ASSETS (4 + 8)	1,598,446,102	10,963,242,900	12,561,689,002
LIABILITIES, SURPLUS AND OTHER FUNDS			
10. Loss Reserves	58,339,815	616,252,281	674,592,095
11. Statutory Reinsurance Reserves	292,932,462	3,753,331,706	4,046,264,167
12. Surplus As Regards Policyholders	788,426,082	4,599,401,114	5,387,827,196
13. Contribution to Surplus of Non-Admitted Assets	125,898,789	897,256,349	1,023,155,138
14. Net Worth (12 + 13)	914,324,871	5,496,657,464	6,410,982,335
15. Total Debt Funds	14,756,690	19,801,091	34,557,781
16. Capital (10 + 11 + 14 + 15)	1,280,353,837	9,886,042,541	11,166,396,378
17. Other Liabilities	317,898,673	1,077,200,358	1,395,099,031
18. TOTAL LIABILITIES, SURPLUS, AND OTHER FUNDS (16 + 17)	1,598,252,510	10,963,242,899	12,561,495,409

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN INCOME STATEMENT SUMMARY

#### **YEAR 2020**

#### **All Companies Combined**

	Texas	Elsewhere	Total
INCOME FROM OPERATIONS			
Underwriting and Examination Fees	2,627,090,787	16,341,723,259	18,968,814,046
2. Escrow, Settlement, and Other Fees	280,026,301	2,653,997,971	2,934,024,272
3. Subtotal (1 + 2)	2,907,117,088	18,995,721,230	21,902,838,317
4. Reinsurance Assumed	4,808,975	14,642,397	19,451,372
5. Reinsurance Ceded	10,156,289	53,944,802	64,101,092
6. Net Increase in Statutory Reserves	28,430,365	262,714,220	291,144,585
7. Subtotal (3 + 4 - 5 - 6)	2,873,339,408	18,693,704,605	21,567,044,013
8. Loss and Loss Adjustment Expenses	41,830,563	520,099,796	561,930,360
9. Commissions/Retentions	1,644,032,020	10,039,447,432	11,683,479,452
10. Other Identifiable Expenses	676,603,990	4,573,612,070	5,250,216,060
11. Non-Identifiable Expenses	106,895,274	1,481,800,553	1,588,695,827
12. Subtotal (8 + 9 + 10 + 11)	2,469,361,847	16,614,959,851	19,084,321,698
13. Interest Expense	583,846	1,434,209	2,018,055
14. Operating Expense (12 + 13)	2,469,945,693	16,616,394,060	19,086,339,753
15. TOTAL INCOME FROM OPERATIONS (7 - 14)	403,393,715	2,077,310,545	2,480,704,260
INCOME FROM INVESTMENTS			
16. Investment Income - Tax Exempt - Before Expenses	1,111,405	8,927,711	10,039,116
17. Investment Income - Dividends - Before Expenses	20,287,367	162,827,490	183,114,857
18. Investment Income - Other - Before Expenses	20,636,832	230,399,534	251,036,366
19. Net Realized Capital Gains (Losses)	-6,237,691	-44,517,919	-50,755,609
20. Net Unrealized Capital Gains (Losses)	22,169,404	154,444,605	176,614,010
21. Investment Expenses and Other Deductions (Excludes			
Interest Paid on Borrowed Money, Notes and Encumbrances			
on Real Estate, See Line 13)	3,374,761	48,624,384	51,999,145
22. TOTAL INCOME FROM INVESTMENTS			
(16 + 17 + 18 + 19+ 20 - 21)	54,592,558	463,457,038	518,049,595

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN BALANCE SHEET SUMMARY

#### **All Companies Combined**

**YEAR 2020** 

	Texas	Elsewhere	Total	
ASSETS				
Admitted Assets				
1. Abstract Plants and Title Plants	56,553,264	343,033,411	399,586,675	
2. Other Identifiable Admitted Assets	470,710,868	1,462,589,437	1,933,300,305	
3. Non-Identifiable Admitted Assets	1,076,327,864	9,151,342,642	10,227,670,507	
4. Subtotal (1 + 2 + 3)	1,603,591,996	10,956,965,491	12,560,557,487	
Non-Admitted Assets				
5. Abstract Plants and Title Plants	2,164,097	2,298,858	4,462,955	
6. Other Identifiable Non-Admitted Assets	110,294,665	581,468,163	691,762,828	
7. Non-Identifiable Non-Admitted Assets	58,097,492	581,606,093	639,703,586	
8. Subtotal (5 + 6 + 7)	170,556,255	1,165,373,114	1,335,929,369	
9. TOTAL ASSETS (4 + 8)	1,774,148,251	12,122,338,605	13,896,486,855	
LIABILITIES, SURPLUS AND OTHER FUNDS				
10. Loss Reserves	60,070,206	638,524,895	698,595,101	
11. Statutory Reinsurance Reserves	317,557,085	3,993,744,916	4,311,302,001	
12. Surplus As Regards Policyholders	892,301,391	4,972,991,015	5,865,292,406	
13. Contribution to Surplus of Non-Admitted Assets	138,803,036	1,199,625,822	1,338,428,858	
14. Net Worth (12 + 13)	1,031,104,427	6,172,616,837	7,203,721,263	
15. Total Debt Funds	31,829,572	30,256,742	62,086,314	
16. Capital (10 + 11 + 14 + 15)	1,440,561,290	10,835,143,390	12,275,704,680	
17. Other Liabilities	333,586,962	1,287,195,214	1,620,782,176	
18. TOTAL LIABILITIES, SURPLUS, AND OTHER FUNDS (16 + 17)	1,774,148,252	12,122,338,604	13,896,486,855	

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN INCOME STATEMENT SUMMARY

#### **YEAR 2021**

#### **All Companies Combined**

		Texas	Elsewhere	Total
INC	OME FROM OPERATIONS			
1.	Underwriting and Examination Fees	3,691,028,212	22,367,493,896	26,058,522,108
2.	Escrow, Settlement, and Other Fees	377,135,708	3,251,628,170	3,628,763,877
3.	Subtotal (1 + 2)	4,068,163,920	25,619,122,066	29,687,285,986
4.	Reinsurance Assumed	8,433,237	17,674,619	26,107,856
5.	Reinsurance Ceded	15,732,500	62,024,915	77,757,415
6.	Net Increase in Statutory Reserves	62,837,349	629,004,548	691,841,897
7.	Subtotal (3 + 4 - 5 - 6)	3,998,027,308	24,945,767,221	28,943,794,529
8.	Loss and Loss Adjustment Expenses	36,380,180	552,433,585	588,813,765
9.	Commissions/Retentions	2,362,208,911	13,779,486,864	16,141,695,775
10.	Other Identifiable Expenses	853,875,330	5,692,970,003	6,546,845,333
11.	Non-Identifiable Expenses	143,436,016	1,742,619,277	1,886,055,292
12.	Subtotal (8 + 9 + 10 + 11)	3,395,900,437	21,767,509,728	25,163,410,165
13.	Interest Expense	264,491	884,576	1,149,067
14.	Operating Expense (12 + 13)	3,396,164,928	21,768,394,304	25,164,559,232
15.	TOTAL INCOME FROM OPERATIONS (7 - 14)	601,862,380	3,177,372,916	3,779,235,296
INC	OME FROM INVESTMENTS			
16.	Investment Income - Tax Exempt - Before Expenses	661,018	4,978,136	5,639,154
17.	Investment Income - Dividends - Before Expenses	20,578,054	144,838,429	165,416,483
18.	Investment Income - Other - Before Expenses	26,117,081	194,409,810	220,526,891
19.	Net Realized Capital Gains (Losses)	9,942,824	93,594,714	103,537,539
20.	Net Unrealized Capital Gains (Losses)	650,522	22,349,412	22,999,934
21.	Investment Expenses and Other Deductions (Excludes			
	Interest Paid on Borrowed Money, Notes and Encumbrances			
	on Real Estate, See Line 13)	3,814,862	47,745,663	51,560,525
22.	TOTAL INCOME FROM INVESTMENTS			
	(16 + 17 + 18 + 19+ 20 - 21)	54,134,638	412,424,837	466,559,476

## AMERICAN LAND TITLE ASSOCIATION UNIFORM FINANCIAL REPORTING PLAN BALANCE SHEET SUMMARY

#### **All Companies Combined**

YEAR 2021

	Texas	Elsewhere	Total
ASSETS			
Admitted Assets			
1. Abstract Plants and Title Plants	58,412,138	346,226,894	404,639,032
2. Other Identifiable Admitted Assets	641,754,090	2,080,124,979	2,721,879,068
3. Non-Identifiable Admitted Assets	1,261,341,649	10,304,458,711	11,565,800,359
4. Subtotal (1 + 2 + 3)	1,961,507,876	12,730,810,584	14,692,318,460
Non-Admitted Assets			
5. Abstract Plants and Title Plants	2,158,538	3,058,170	5,216,708
6. Other Identifiable Non-Admitted Assets	132,578,061	521,534,565	654,112,627
7. Non-Identifiable Non-Admitted Assets	73,069,837	672,370,929	745,440,766
8. Subtotal (5 + 6 + 7)	207,806,437	1,196,963,664	1,404,770,101
9. TOTAL ASSETS (4 + 8)	2,169,314,313	13,927,774,248	16,097,088,561
LIABILITIES, SURPLUS AND OTHER FUNDS			
10. Loss Reserves	71,870,246	672,281,826	744,152,072
11. Statutory Reinsurance Reserves	399,986,064	4,609,546,395	5,009,532,459
12. Surplus As Regards Policyholders	1,112,136,561	5,715,568,280	6,827,704,841
13. Contribution to Surplus of Non-Admitted Assets	158,322,118	1,251,348,954	1,409,671,072
14. Net Worth (12 + 13)	1,270,458,678	6,966,917,234	8,237,375,913
15. Total Debt Funds	46,820,202	50,595,211	97,415,413
16. Capital (10 + 11 + 14 + 15)	1,789,135,190	12,299,340,666	14,088,475,857
17. Other Liabilities	380,179,122	1,628,433,582	2,008,612,704
18. TOTAL LIABILITIES, SURPLUS, AND OTHER FUNDS (16 + 17)	2,169,314,313	13,927,774,248	16,097,088,561

#### LIABILITY DISTRIBUTION REPORT

## ALL COMPANIES ALL TRANSACTION TYPES For Experience Period January 1, 2017 - December 31, 2017

Liability Range (\$000) [5]			
	But No		Gross Revenue Excluding
More	More	Number of	Special Charges and Credits
Than	Than	Transactions	And Endorsements [7]
	0	1,067,457	1,535,130
0 -	4.5	11,336	797,435
4.5 -	10	7,654	1,747,121
10 -	20	15,414	3,939,507
20 -	30	17,470	5,513,003
30 -	40	19,475	7,182,057
40 -	50	22,081	9,211,028
50 -	60	24,453	11,274,213
60 -	70	26,299	13,446,038
70 -	80	30,656	16,971,879
80 -	90	31,366	18,739,511
90 -	100	34,512	21,471,986
100 -	200	408,361	315,792,869
200 -	300	278,134	296,364,943
300 -	400	133,202	190,314,319
400 -	500	61,994	112,775,719
500 -	1,000	63,533	189,610,114
1,000 -	2,000	19,761	106,691,536
2,000 -	3,000	5,989	53,755,030
3,000 -	4,000	2,943	35,801,801
4,000 -	5,000	1,754	28,152,298
5,000 -	15,000	4,922	124,356,733
15,000 -	25,000	1,446	63,992,681
25,000 -	50,000	1,332	80,894,694
50,000 -	75,000	382	34,660,789
75,000 -	100,000	169	20,122,094
Over 100,000		8,996	62,723,280
ALL		2,301,091	1,827,837,808

Source: Schedule S-3

Texas Title Insurance Statistical Plan

## ALL COMPANIES ALL TRANSACTION TYPES For Experience Period January 1, 2018 - December 31, 2018

Liability	Range		
(\$000	J		
(\$000	But No		Gross Revenue Excluding
More	More	Number of	Special Charges and Credits
			,
Than	Than	Transactions	And Endorsements [7]
	0	1,015,647	1,558,638
0 -	4.5	10,965	766,099
4.5 -	10	10,652	2,275,726
10 -	20	16,998	4,159,421
20 -	30	17,080	5,355,058
30 -	40	17,538	6,475,922
40 -	50	20,096	8,412,126
50 -	60	21,814	10,085,814
60 -	70	23,219	11,937,125
70 -	80	27,779	15,524,688
80 -	90	28,053	16,784,365
90 -	100	31,341	19,579,652
100 -	200	382,177	305,742,112
200 -	300	286,628	307,892,332
300 -	400	140,200	202,788,644
400 -	500	68,271	123,271,378
500 -	1,000	66,876	204,860,988
1,000 -	2,000	20,648	113,871,846
2,000 -	3,000	6,452	58,720,279
3,000 -	4,000	3,165	38,496,389
4,000 -	5,000	1,920	29,425,011
5,000 -	15,000	5,471	136,313,380
15,000 -	25,000	1,508	66,829,544
25,000 -	50,000	1,525	92,021,816
50,000 -	75,000	449	41,511,467
75,000 -	100,000	162	21,222,034
Over 1	00,000	201	55,367,432
Al	LL	2,226,835	1,901,249,286

Source: Schedule S-3

## ALL COMPANIES ALL TRANSACTION TYPES For Experience Period January 1, 2019 - December 31, 2019

Liability	9		
(\$000	0) [5]		Comp. Down of July 1
	But No		Gross Revenue Excluding
More	More	Number of	Special Charges and Credits
Than	Than	Transactions	And Endorsements [7]
	0	1,097,226	10,393
0 -	4.5	10,298	741,493
4.5 -	10	8,670	1,604,773
10 -	20	11,773	3,180,680
20 -	30	13,374	4,161,788
30 -	40	14,937	5,358,927
40 -	50	16,653	6,822,740
50 -	60	18,434	8,294,133
60 -	70	19,219	9,617,754
70 -	80	22,165	11,795,042
80 -	90	22,580	13,027,294
90 -	100	27,138	16,943,419
100 -	200	337,114	249,046,575
200 -	300	303,032	304,765,818
300 -	400	148,315	203,678,921
400 -	500	72,549	123,426,720
500 -	1,000	66,729	191,547,387
1,000 -	2,000	21,008	111,479,934
2,000 -	3,000	6,281	54,581,222
3,000 -	4,000	3,234	38,243,912
4,000 -	5,000	2,015	29,892,623
5,000 -	15,000	5,465	132,609,555
15,000 -	25,000	1,708	64,607,746
25,000 -	50,000	1,616	92,415,388
50,000 -	75,000	478	47,138,527
75,000 -	100,000	171	20,572,506
Over 1	00,000	208	46,945,892
Α	LL	2,252,388	1,792,511,161

Source: Schedule S-3

## ALL COMPANIES ALL TRANSACTION TYPES For Experience Period January 1, 2020 - December 31, 2020

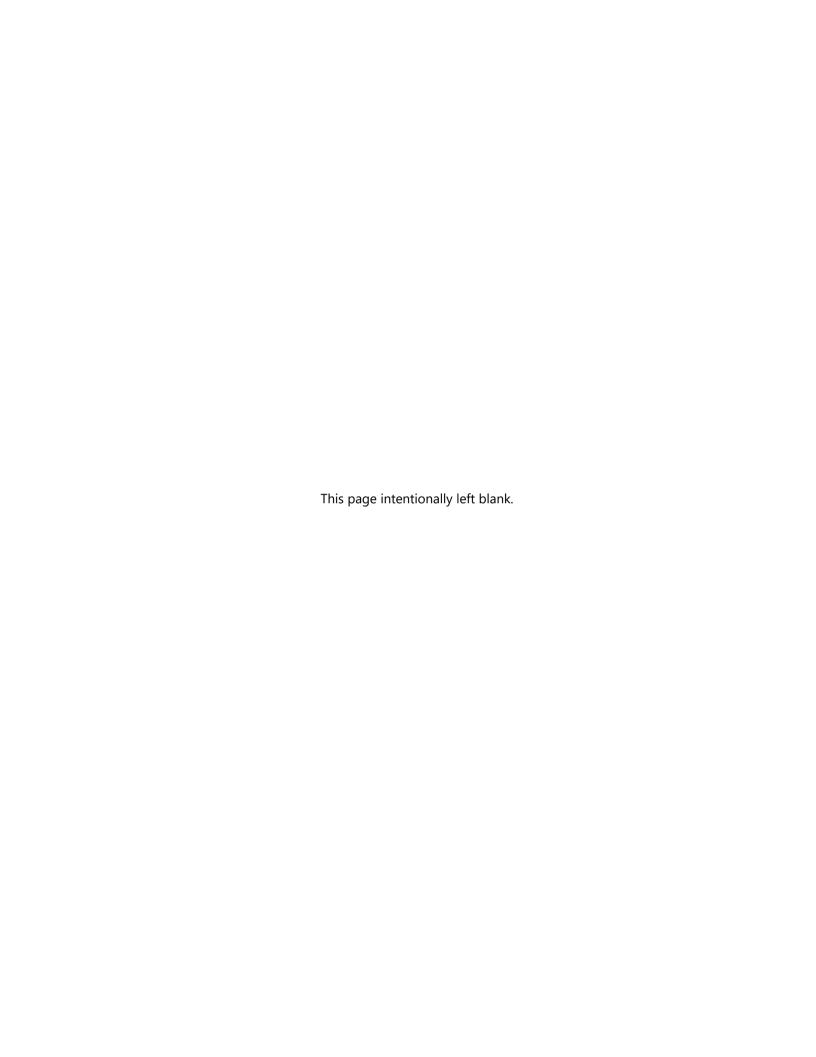
Liability	Range		
(\$000	J		
(\$000	But No		Gross Revenue Excluding
			J
More	More	Number of	Special Charges and Credits
Than	Than	Transactions	And Endorsements [7]
	0	1,557,944	40,560
0 -	4.5	18,817	1,170,771
4.5 -	10	6,138	1,891,110
10 -	20	11,602	3,461,977
20 -	30	14,154	4,136,603
30 -	40	15,760	5,248,299
40 -	50	17,772	6,612,183
50 -	60	19,479	7,849,502
60 -	70	21,806	9,457,358
70 -	80	25,482	11,743,876
80 -	90	26,911	13,022,808
90 -	100	32,308	16,335,247
100 -	200	565,134	322,485,039
200 -	300	667,388	484,333,921
300 -	400	328,575	329,542,992
400 -	500	150,017	189,373,186
500 -	1,000	133,718	265,770,816
1,000 -	2,000	32,251	129,653,958
2,000 -	3,000	8,804	59,438,082
3,000 -	4,000	4,002	40,694,467
4,000 -	5,000	2,259	29,472,963
5,000 -	15,000	5,329	114,598,274
15,000 -	25,000	1,357	54,576,727
25,000 -	50,000	1,383	76,983,479
50,000 -	75,000	435	36,366,928
75,000 -	100,000	135	15,763,980
Over 1	00,000	154	28,767,977
Al	LL	3,669,111	2,258,793,082

Source: Schedule S-3

## ALL COMPANIES ALL TRANSACTION TYPES For Experience Period January 1, 2021 - December 31, 2021

Liability (\$000			
	But No		Gross Revenue Excluding
More	More	Number of	Special Charges and Credits
Than	Than	Transactions	And Endorsements [7]
	0	1,911,996	36,073
0 -	4.5	10,183	2,201,428
4.5 -	10	6,937	2,258,699
10 -	20	13,028	4,967,136
20 -	30	14,493	4,309,973
30 -	40	17,423	8,836,872
40 -	50	20,082	8,597,239
50 -	60	21,626	10,054,733
60 -	70	24,395	10,772,969
70 -	80	30,424	15,399,830
80 -	90	36,393	27,087,854
90 -	100	37,579	20,368,962
100 -	200	601,769	369,727,005
200 -	300	714,501	578,703,644
300 -	400	412,901	451,260,650
400 -	500	199,418	276,515,152
500 -	1,000	219,973	461,771,986
1,000 -	2,000	53,871	229,069,804
2,000 -	3,000	14,846	109,307,423
3,000 -	4,000	15,327	82,884,463
4,000 -	5,000	4,451	56,117,639
5,000 -	15,000	10,949	238,523,186
15,000 -	25,000	2,723	109,245,914
25,000 -	50,000	3,242	164,694,346
50,000 -	75,000	1,144	98,761,136
75,000 -	100,000	5,793	53,935,531
Over 1	00,000	387	72,655,226
Α	LL	4,405,852	3,468,064,870

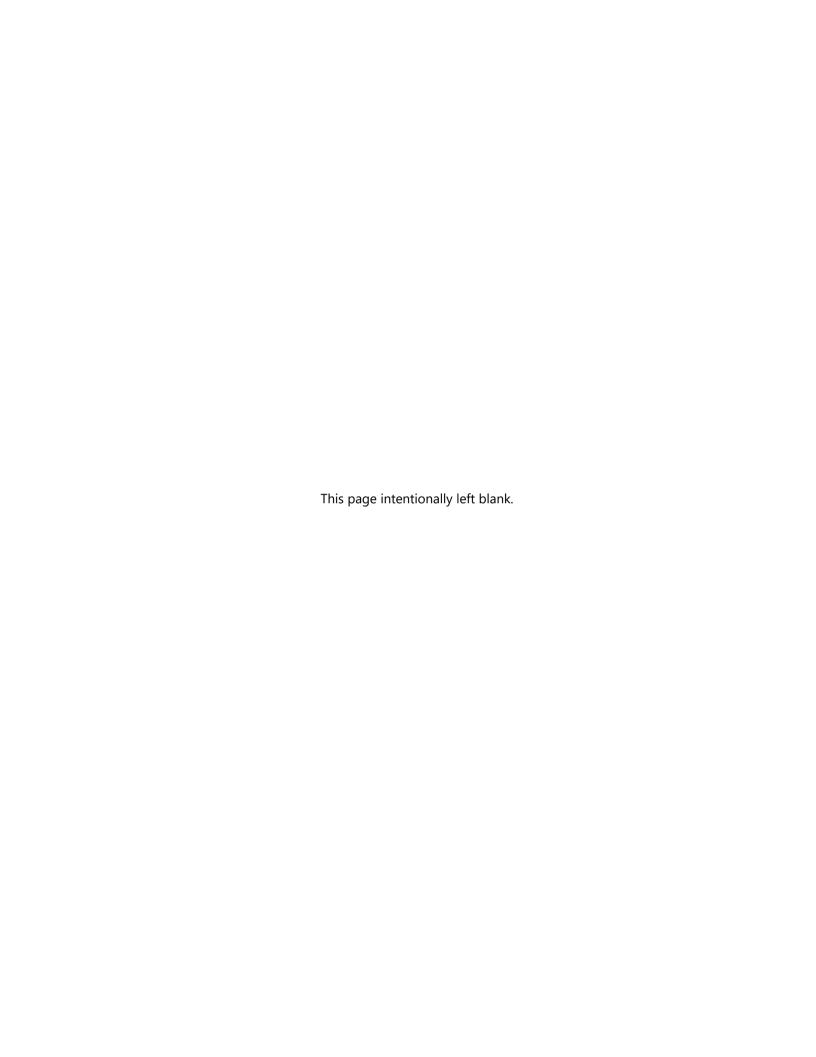
Source: Schedule S-3



### TITLE POLICIES WITH T-42 ENDORSEMENT **ALL COMPANIES DETAIL**

#### **CALENDAR YEAR**

2017	(1) Policies with T-42 only	37,466
	(2) Policies with T-42 and T-42.1	65,393
	(3) Policies with one or both endorsements	102,859
	Total Premium on policies with T-42 only	\$8,976,459
	Total Premium on policies with T-42 and T-42.1	\$72,437,208
	Total Premium on above policies including endorsements	\$81,413,667
2018	(1) Policies with T-42 only	25,481
	(2) Policies with T-42 and T-42.1	59,572
	(3) Policies with one or both endorsements	85,053
	Total Premium on policies with T-42 only	\$5,438,226
	Total Premium on policies with T-42 and T-42.1	\$62,658,942
	Total Premium on above policies including endorsements	\$68,097,168
2019	(1) Policies with T-42 only	22,314
	(2) Policies with T-42 and T-42.1	57,774
	(3) Policies with one or both endorsements	80,089
	Total Premium on policies with T-42 only	\$4,442,964
	Total Premium on policies with T-42 and T-42.1	\$60,020,841
	Total Premium on above policies including endorsements	\$64,463,805
2020	(1) Policies with T-42 only	21,057
	(2) Policies with T-42 and T-42.1	81,485
	(3) Policies with one or both endorsements	102,542
	Total Premium on policies with T-42 only	\$8,342,098
	Total Premium on policies with T-42 and T-42.1	\$95,713,815
	Total Premium on above policies including endorsements	\$104,055,913
2021	(1) Policies with T-42 only	47,310
	(2) Policies with T-42 and T-42.1	131,775
	(3) Policies with one or both endorsements	179,085
	Total Premium on policies with T-42 only	\$16,638,810
	Total Premium on policies with T-42 and T-42.1	\$145,368,320
	Total Premium on above policies including endorsements 34	\$162,007,131



ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A - Basic Risks	Cidillis Midde	Cidiris i did	Cidirio Defined	203303		nom rigents
A1	59	67	4	\$1,548,174	\$879,776	\$3,000
A2	33	44	0	\$410,848	\$592,198	\$0
A3	122	107	1	\$478,661	\$1,455,265	\$1,000
A4	77	81	2	\$1,056,859	\$219,408	-\$5,000
A5	19	18	0	\$77,129	\$88,520	\$0
A6	57	46	6	\$419,319	\$425,104	-\$49,684
A6a	10	12	0	\$112,149	\$147,939	\$0
A6b	26	39	1	\$129,368	\$399,594	\$0
A6c	14	12	0	\$267,058	\$63,463	\$0
A6d	4	1	0	\$0	\$10,905	\$0
A6e	17	7	4	\$68,671	\$42,914	\$0
A6f	7	4	1	\$2,500	\$5,457	\$0
A6g	1	0	0	\$0	\$0	\$0
A6h	19	10	5	\$17,299	\$7,949	\$0
A6i	14	5	1	\$56,150	\$4,799	\$0
A6j	0	0	0	\$132,763	\$10,008	\$0
A6k	1	1	0	\$0	\$5,559	\$0
A6I	1	0	0	\$0	\$0	\$0
A6m	1	2	0	\$0	\$12,324	\$0
A6n	3	2	1	\$19,500	\$59	\$0
A6o	7	5	4	\$0	\$11,299	\$0
Абр	8	1	6	\$0	\$39	\$0
A6q	0	1	0	\$97,300	\$6,800	\$0
A6r	0	0	0	\$0	\$0	\$0
A6s	1	2	1	\$10,000	\$3,319	\$0
A6t	11	14	0	\$474,804	\$16,639	\$0
A6u	3	4	0	\$62,742	-\$4,095	\$0
A6v	0	0	0	\$0	\$0	\$0

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A6w	0	0	0	\$0	\$0	\$0
A6x	247	12	178	\$72,954	\$106,845	\$0
B - Special Risks						
B1	46	40	1	\$445,002	\$155,073	\$0
B1a	15	15		\$10,892	-\$888	
B1b	14	8	2	-\$56,498	-\$36,703	\$150,676
B2	12	14	0	-\$18,875	\$45,446	\$0
В3	1	1	0	-\$35,858	\$941	\$0
B4	11	11	0	\$78,126	\$68,813	\$0
B4a	4	6	0	\$250,000	\$8,364	\$0
B4b	0	0	0	\$0	\$0	\$0
B4bb	8	7	0	\$59,924	\$56,376	\$0
B4c	1,052	633	29	\$2,461,986	\$1,990,040	-\$156,835
B4d	0	0	0	\$0	\$0	\$0
B4e	7	3	0	\$8,978	-\$3,313	\$0
B4g	2	1	0	\$88,479	\$28,701	\$0
B4h	0	0	0	\$0	\$0	\$0
B4i	0	1	0	\$93,053	\$16,728	\$0
B4j	0	0	0	\$0	\$0	\$0
B4k	3	4	0	\$1,000	\$27,223	\$0
B4I	20	18	7	\$67,460	\$235,899	\$6,220
B4n	6	9	0	\$13,000	\$118,885	\$0
B4o	1	1	0	\$0	-\$2,163	\$0
В4р	0	0	0	-\$12,000		
B4q	15	18		\$239,108	\$146,917	
B4r	19	22	5	\$364,900	\$49,868	
B4s	1	0		\$0	\$0	
B4t	0	1	0	\$105,000	\$5,087	
B4u	2	2		\$2,539	\$240	
B4v	3	0		\$0		

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
B4w	1	4	0	\$24,812	\$16,002	\$0
В4у	2	2	0	\$40,000	\$855	\$0
B5	9	3	0	-\$1,320	-\$69	-\$3,000
B6	0	0	0	\$0	\$0	
B1c	1	1	0	\$3,500	\$0	\$3,500
C - Plant, Searching and Abstracting Procedures						
C1	7	3	0	-\$4,358	\$14,164	\$0
C2	3	4	0	\$196,468	\$43,810	\$0
C3	247	177	13	\$4,575,304	\$1,209,240	\$749,392
C4	4	3	2	\$51,281	\$14,174	\$0
C5	44	60	0	\$401,538	\$552,693	-\$3,350
D - Examination and Opinions Error						
D1	80	67	6	\$889,898	\$613,593	\$22,593
D2	66	36	1	\$904,290	\$283,386	\$130,783
D3	191	50	3	\$990,073	\$283,568	\$51,810
D4	3	3	1	\$0	-\$26	\$0
E - Survey Inspection/Description Matters						
E1	57	53	5	\$640,993	\$372,558	\$11,983
E2	361	230	6	\$326,982	\$469,613	\$40,569
F - Closing Procedures						
F1	4	4	0	\$140,000	\$40,628	\$0
F2	126	45	3	\$3,905,705	\$116,021	\$0
F3	86	78	1	\$719,075	\$176,563	-\$74,267
F4	0	2	0	-\$150	-\$782	\$0
F5	378	121	9	\$520,721	\$218,130	\$3,100
F6	141	44	1	\$622,409	\$455,982	\$5,000
G - Typing or Policy Review Error						
G	23	6		\$150,129	\$76,846	
G1	1	0	0	\$0	\$0	\$0
H - Taxes and Special Assessments						

ALTA	Number of	Number of	Number of	Incurred	ALAE	Recoveries
Risk Code	Claims Made	Claims Paid	Claims Denied	Losses		from Agents
Н	357	297	20	\$592,469	\$106,803	\$147,085
H1	84	52	14	\$153,843	\$100,453	-\$139,889
l - Escrows						
l1	58	11	24	\$13,783	\$74,084	\$0
12	55	15	29	\$55,115	\$47,337	\$0
13	30	8	23	\$17,135	\$21,466	\$0
14	232	90	83	\$221,920	\$354,397	\$0
J - Title Indemnities						
J	1	0	0	\$62,500	\$20,522	\$0
K - Land Trusts						
K1	7	4	1	\$27,500	\$32,632	\$0
К3	1	0	0	\$0	\$0	\$0
L - Trusts						
L	0	0	0	\$0	\$0	\$0
R - Fidelity						
S - Unauthorized Risk						
T - Error or Omission						
Т	0	0	0	\$0	\$0	\$0
U - Company Practice Risk						
U	81	0	3	\$0	\$60,500	\$0
Grand Total	4,745	2,785	510	\$25,922,077	\$13,198,761	\$894,686

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A - Basic Risks						
A1	83	69	15	\$3,527,573	\$1,247,771	-\$6,500
A2	21	43	1	\$1,795,512	\$684,699	\$0
A3	104	66	34	\$1,510,831	\$2,004,234	\$25,000
A4	50	57	5	\$392,331	\$262,435	\$52,247
A5	20	19	1	\$216,079	\$101,985	\$0
A6	23	18	5	\$57,092	\$131,685	\$0
A6a	24	22	0	\$119,365	\$172,121	-\$1,275
A6b	29	44	2	\$889,495	\$440,391	\$0
A6c	5	13	0	\$1,021,055	\$75,801	\$0
A6d	3	3	0	\$25,000	\$60,307	\$0
A6e	9	9	0	-\$27	\$4,222	\$0
A6f	1	0	0	\$0	\$0	\$0
A6g	0	0	0	\$0	\$0	\$0
A6h	7	5	0	\$38,000	\$8,045	\$0
A6i	8	5	2	\$5,566	\$7,417	\$0
A6j	2	0	0	\$0	\$0	\$0
A6k	2	1	0	\$0	\$49	\$0
A6l	0	0	0	\$0	\$0	\$0
A6m	0	0	0	\$0	\$812	\$0
A6n	5	1	0	\$0	\$1,962	\$0
A6o	1	0	0	\$0	\$0	\$0
A6p	1	1	0	\$0	\$171	\$0
A6q	1	1	0	\$81,500	\$0	\$0
A6r	0	0	0	\$0	\$0	\$0
A6s	2	2	0	\$0	\$4,537	\$0
A6t	8	13	0	\$216,840	\$118,095	
A6u	5	3		\$21,393	\$145	
A6v	0	0	0	\$0	\$0	

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A6w	0	0	0	\$0	\$0	\$0
A6x	263	32	166	\$1,737,699	\$535,228	-\$1,000
B - Special Risks						
B1	53	41	6	-\$9,035	\$163,741	-\$87,598
B1a	1	1	0	-\$372	\$315	
B1b	13	11	1	\$189,804	\$170,646	-\$5,118
B2	26	27	0	\$62,710	\$68,290	\$0
В3	2	1	0	\$0	\$1,878	\$0
B4	23	22	1	\$257,936	\$89,646	\$0
B4a	1	3	1	\$725,000	\$223,989	\$0
B4b	1	1	0	\$115,000	\$16,355	\$0
B4bb	5	4	0	\$500	\$20,172	\$0
B4c	412	367	42	\$2,571,165	\$1,344,941	\$538,912
B4d	0	0	0	\$0	\$0	\$0
B4e	2	0	0	\$0	\$0	\$0
B4g	0	0	0	\$0	\$0	\$0
B4h	0	0	0	\$0	\$0	\$0
B4i	0	1	0	\$0	-\$16,413	\$0
В4ј	0	0	0	\$0	\$0	\$0
B4k	5	5	0	\$170,874	\$641	\$0
B4I	11	17	0	\$146,816	\$214,622	-\$15,240
B4n	2	4	0	\$0	\$71,510	\$0
B4o	0	0	0	\$0	\$0	\$0
В4р	0	0	0	\$0	\$0	\$0
B4q	44	10		\$765,079	\$208,584	
B4r	8	7	0	\$67,000	\$57,589	
B4s	0	0		\$0	\$0	
B4t	1	1	0	\$0	-\$7,189	
B4u	1	0		\$0	\$0	
B4v	3	0		\$0	\$0	

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
B4w	6	7	0	\$162,939	\$28,192	\$0
В4у	0	0	0	\$0	\$0	\$0
B5	0	0	0	\$0	\$0	\$0
B6	0	0	0	\$0	\$0	\$0
B1c	0	0	0	\$0	\$0	\$0
C - Plant, Searching and Abstracting Procedures						
C1	15	9	2	\$389,238	\$16,850	-\$1,263
C2	6	5	0	-\$186,167	\$284,197	\$0
C3	386	170	229	\$3,073,388	\$1,262,722	-\$399,676
C4	14	10	1	\$74,459	\$32,710	\$1,508
C5	52	63	3	\$150,441	\$387,092	-\$5,918
D - Examination and Opinions Error						
D1	68	54	9	\$522,669	\$492,526	-\$18,141
D2	53	24	0	\$812,564	\$239,716	-\$5,927
D3	220	30	3	\$253,390	\$333,449	-\$16,702
D4	0	0	0	\$0	\$0	\$0
E - Survey Inspection/Description Matters						
E1	37	30	4	\$224,945	\$152,762	-\$9,197
E2	201	136	14	\$824,549	\$994,221	\$16,671
F - Closing Procedures						
F1	0	2	1	\$0	\$7,798	\$0
F2	263	68	105	-\$196,415	\$187,594	\$77,124
F3	90	78	5	\$1,519,521	\$121,157	-\$141,491
F4	14	3	12	\$24,496	-\$3,856	\$0
F5	297	85	6	\$424,776	\$156,569	-\$22,585
F6	131	28	10	\$145,097	\$445,517	\$25,000
G - Typing or Policy Review Error						
G	16	4	1	\$599,700	-\$6,170	
G1	0	0	0	\$0	\$0	\$0
H - Taxes and Special Assessments						

ALTA	Number of	Number of	Number of	Incurred	ALAE	Recoveries
Risk Code	Claims Made	Claims Paid	Claims Denied	Losses		from Agents
Н	286	221	29	\$545,391	\$90,404	-\$98,179
H1	0	0	0	\$0	\$0	\$0
l - Escrows						
l1	61	11	43	\$117,000	\$91,402	\$0
12	55	13	33	\$33,370	\$48,347	\$0
13	52	10	34	\$122,224	\$12,809	\$0
14	251	100	101	\$1,387,436	\$292,670	\$0
J - Title Indemnities						
J	5	3	1	\$24,000	\$77,335	\$0
K - Land Trusts						
K1	5	8	1	\$20,146	\$40,127	\$0
К3	0	0	0	\$0	\$0	\$0
L - Trusts						
L	0	0	0	\$0	\$0	\$0
R - Fidelity						
S - Unauthorized Risk						
T - Error or Omission						
Т	0	0	0	\$0	\$0	\$0
U - Company Practice Risk						
U	72	0	0	\$0	\$10,000	\$0
Grand Total	3,947	2,122	957	\$27,786,936	\$14,287,563	-\$99,347

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A - Basic Risks	Cidillis Midde	Cidinis i did	Cidirio Defined	203303		nom/igents
A1	96	83	5	\$2,443,912	\$1,337,964	\$118,614
A2	36	52	1	\$1,506,945	\$478,788	-\$202,270
A3	172	95	15	\$1,862,748	\$2,572,377	\$0
A4	74	51	3	\$712,103	\$177,957	-\$18,000
A5	25	23	0	\$492,456	\$164,193	\$0
A6	47	14	3	\$209,239	\$303,065	\$0
A6a	15	17	0	\$661,050	\$600,421	\$0
A6b	23	42	0	\$788,370	\$58,182	\$0
A6c	22	18	0	\$400,082	\$56,942	\$0
A6d	2	2	0	\$54,000	-\$17,090	\$0
A6e	13	8	0	\$2,500	\$19,375	\$0
A6f	4	0	1	\$0	\$0	\$0
A6g	4	2	0	\$4,500	\$7,339	\$0
A6h	3	4	0	\$25,000	\$16,542	\$0
A6i	11	5	1	\$500	\$33,554	\$0
A6j	2	1	0	\$0	\$727	\$0
A6k	0	0	0	\$0	\$0	\$0
A6l	2	1	0	\$0	\$9,932	\$0
A6m	1	1	0	\$3,000	\$487	\$0
A6n	2	2	0	\$25,745	\$3,449	\$0
A6o	2	0	1	\$0	\$0	\$0
Абр	5	3	0	\$5,000	\$11,295	\$0
A6q	4	0	0	\$0	\$0	\$0
A6r	0	0	0	\$0	\$0	\$0
A6s	1	2	0	\$0	-\$2,220	\$0
A6t	22	18	1	\$856,819	\$82,669	\$0
A6u	17	12	1	\$27,266	\$16,139	\$0
A6v	0	0	0	\$0	\$0	\$0

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A6w	0	0	0	\$0	\$0	\$0
A6x	216	31	99	\$579,964	\$572,626	-\$6,500
A7	1	1	0	\$0	\$10,500	\$0
B - Special Risks						
B1	39	37	1	\$72,749	\$101,663	-\$29,199
B1a	16	3		\$151,239	\$82,257	
B1b	26	6		\$66,931	\$134,051	\$0
B2	10	25	0	\$75,341	\$60,309	\$0
В3	1	1	0	-\$5,000	\$1,864	\$0
B4	28	37	0	\$453,466	\$1,427,893	-\$3,000
B4a	7	4	0	-\$12,000	-\$1,987	\$0
B4b	2	2	0	\$0	-\$1,731	\$0
B4bb	5	5	0	\$6,846	\$4,742	\$0
B4c	930	478	88	\$4,660,977	\$468,878	-\$60,510
B4d	0	0	0	\$0	\$0	\$0
B4e	0	1	0	\$7,638	\$942	\$0
B4g	2	2	0	\$280,000	\$3,975	\$0
B4h	0	0	0	\$0	\$0	\$0
B4i	1	0	0	\$0	\$0	\$0
B4j	3	2	0	\$169,600	\$9,681	\$0
B4k	3	4	0	\$31,557	\$16,576	\$0
B4I	32	23	2	\$538,450	\$460,280	\$0
B4n	8	5	0	-\$110,000	\$43,467	\$0
B4o	0	0	0	\$0	\$0	\$0
В4р	0	0		\$0	\$0	
B4q	34	14		\$155,459	\$31,255	
B4r	25	9		\$68,400	\$22,488	
B4s	0	0		\$0	\$0	
B4t	1	1	0	\$0	\$0	
B4u	2	0		\$0	\$0	

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
B4v	0	1	0	\$0	\$470	\$0
B4w	5	7	0	\$95,406	\$17,579	
В4у	2	0	1	\$0	\$0	
B5	0	0	0	\$0	\$0	\$0
В6	0	0	0	\$0	\$0	\$0
B1c	0	0	0	\$0	\$0	\$0
C - Plant, Searching and Abstracting Procedures						
C1	16	8	0	\$284,473	\$24,984	\$0
C2	6	5	0	\$16,384	-\$15,046	\$0
C3	167	141	12	\$4,351,549	\$1,692,310	-\$70,634
C4	4	2	1	-\$1,044	\$6,256	\$0
C5	69	76	0	\$1,163,095	\$320,704	-\$3,000
D - Examination and Opinions Error						
D1	72	42	15	\$1,442,807	\$707,295	-\$4,967
D2	185	27	4	\$718,913	\$723,897	\$144,055
D3	164	34	5	\$1,181,751	\$318,171	-\$3,664
D4	0	0	0	\$0	\$0	\$0
E - Survey Inspection/Description Matters						
E1	68	39	1	\$1,008,749	\$112,773	\$0
E2	376	114	36	\$797,357	\$439,777	-\$2,696
F - Closing Procedures						
F1	8	2	1	\$253	\$119,327	\$0
F2	176	16	3	\$408,596	\$105,721	\$202,116
F3	90	69	4	\$2,379,448	\$91,759	-\$275,886
F4	5	3	0	\$135,888	\$21,890	\$0
F5	279	65	9	\$1,577,090	\$101,817	-\$78,644
F6	125	22	8	\$83,311	-\$955,799	\$20,000
G - Typing or Policy Review Error						
G	22	2		\$85,000	\$2,349	
G1	0	0	0	\$0	\$0	\$0

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
H - Taxes and Special Assessments						
Н	432	236	34	\$955,677	\$127,268	-\$16,180
H1	0	0	0	\$0	\$0	\$0
l - Escrows						
l1	124	7	82	\$245,000	\$98,843	\$0
12	61	9	42	\$615,259	\$176,831	\$0
13	52	5	36	\$113,599	\$56,819	\$0
14	126	91	40	\$883,067	\$416,428	\$0
J - Title Indemnities						
J	5	1	1	\$5,000	\$6,090	\$0
K - Land Trusts						
K1	9	4	0	\$182,595	\$51,771	\$0
K3	4	2	0	\$14,736	\$45,372	\$0
L - Trusts						
L	0	0	0	\$0	\$0	\$0
R - Fidelity						
S - Unauthorized Risk						
T - Error or Omission						
Т	0	0	0	\$0	\$0	\$0
U - Company Practice Risk						
U	78	0	1	\$0	\$0	\$0
Grand Total	4,727	2,177	571	\$36,016,809	\$14,197,471	-\$290,367

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A - Basic Risks						
A1	76	78	5	\$2,041,743	\$1,375,126	-\$8,430
A2	43	55	7	\$619,906	\$787,374	-\$53,998
A3	166	76	25	\$275,588	\$1,610,758	\$57,395
A4	65	41	4	\$482,568	\$446,427	\$149,500
A5	16	17	0	\$180,258	\$125,144	\$0
A6	52	11	6	\$107,465	\$210,541	-\$1,450
A6a	20	24	2	\$386,256	\$569,541	\$0
A6b	37	38	4	\$137,322	\$599,469	\$0
A6c	13	15	0	\$875,878	\$163,387	\$0
A6d	4	0	2	\$0	\$0	\$0
A6e	11	9	0	\$177,940	\$49,895	\$0
A6f	6	1	0	\$0	\$185	\$0
A6g	4	1	1	\$0	\$15,602	\$0
A6h	9	8	1	\$44,000	\$19,140	\$0
A6i	5	2	0	\$62,253	\$21,951	\$0
A6j	1	1	0	\$70,000	\$3,450	\$0
A6k	2	0	0	\$0	\$0	\$0
A6I	0	1	0	\$138,000	-\$2,405	\$0
A6m	2	2	0	\$7,854	\$195	\$0
A6n	7	2	0	-\$1	\$622	\$0
A6o	4	1	0	\$0	\$460	\$0
Абр	6	4	0	-\$2,000	\$2,060	\$0
A6q	4	2	1	\$4,849	\$14,310	\$0
A6r	0	0	0	\$0	\$0	\$0
A6s	0	1	0	\$0	\$325	\$0
A6t	20	14	0	-\$73,802	\$38,505	\$0
A6u	10	13	0	\$31,552	\$460	\$0
A6v	0	0	0	\$0	\$0	\$0
A6w	0	0	0	\$0	\$0	\$0

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A6x	165	26	119	-\$310,172	\$329,110	\$0
A7	3	3	3	\$13,000	\$87,900	\$0
B - Special Risks						
B1	43	23	2	\$51,501	\$397,188	\$43,726
B1a	14	1	1	-\$26,247	\$4,823	
B1b	26	3	2	\$102,530	\$161,000	-\$5,163
В2	6	7	0	\$32,500	\$41,815	\$0
В3	5	2	0	\$22,755	\$7,519	\$0
B4	36	41	0	\$188,193	\$488,308	\$46,500
B4a	9	2	1	\$68	\$18,152	\$0
B4b	1	0	0	\$0	\$0	\$0
B4bb	7	3	0	\$28,925	\$52,118	\$0
B4c	843	284	70	\$5,204,849	\$1,184,579	\$29,901
B4d	0	0	0	\$0	\$0	\$0
B4e	1	1	0	\$8,086	\$0	\$0
B4g	1	1	0	-\$275,000	-\$2,344	\$0
B4h	0	0	0	\$0	\$0	\$0
B4i	1	0	0	\$0	\$0	\$0
B4j	0	0	0	\$0	\$0	\$0
B4k	4	3	1	-\$21,277	-\$3,513	\$0
B4I	16	18	0	\$263,603	\$617,112	\$0
B4n	6	3	1	-\$11,870	-\$26,034	\$0
B4o	0	0	0	\$0	\$0	
В4р	0	0	0	\$0	\$0	\$0
B4q	25	22	3	\$291,427	\$60,533	
B4r	24	14	1	\$392,393	\$91,185	
B4s	0	0		\$0	\$0	
B4t	1	0		\$0	\$0	
B4u	1	0		\$0	\$0	
B4v	0	0		\$0	\$0	

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
B4w	7	3	9	\$3,926	\$24,173	\$0
В4у	3	0	0	\$0	\$0	\$0
B5	1	1	0	-\$2,550	\$5,000	\$11,600
В6	0	0	0	\$0	\$0	\$0
B1c	0	0	0	\$0	\$0	\$0
C - Plant, Searching and Abstracting Procedures						
C1	19	7	1	-\$37,306	\$69,633	\$0
C2	4	4	0	\$31,296	\$21,215	\$0
C3	114	141	5	\$4,118,292	\$1,537,159	-\$37,384
C4	3	3	0	\$0	\$407	\$0
C5	88	101	2	\$845,263	\$379,181	\$0
D - Examination and Opinions Error						
D1	31	18	3	\$1,285,637	\$772,636	-\$32,405
D2	202	26	14	\$1,681,612	\$50,121	\$15,503
D3	76	28	1	\$915,025	\$291,170	-\$3,750
D4	0	0	0	\$0	\$0	\$0
E - Survey Inspection/Description Matters						
E1	82	40	8	\$242,295	\$171,974	\$0
E2	348	97	32	\$112,414	\$267,005	\$45,150
F - Closing Procedures						
F1	4	1	0	\$3,770	\$0	\$0
F2	231	25	9	\$1,101,335	\$215,833	\$6,425
F3	75	62	2	\$674,180	\$208,901	-\$48,593
F4	6	2	4	\$7,345	\$5,000	\$2,800
F5	260	59	4	\$164,861	\$134,506	-\$1,000
F6	144	34	12	\$235,320	\$729,962	\$20,000
G - Typing or Policy Review Error						
G	22	10		\$12,618	\$17,239	
G1	0	0	0	\$0	\$0	\$0
H - Taxes and Special Assessments				#4.000 i :=	40.10.0==	4-0-1-
Н	435	188	20	\$1,909,447	\$249,977	-\$52,749

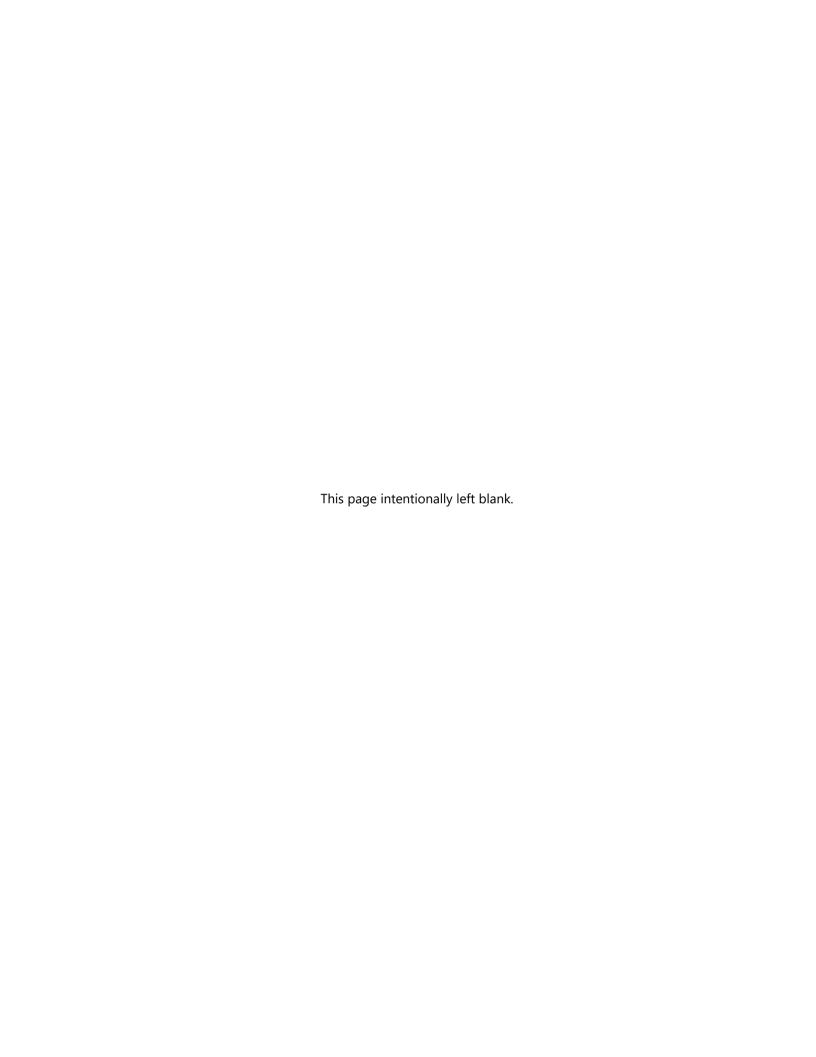
ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
H1	7	30		\$184,058	\$1,372	
I - Escrows		50		4.0.1/000	¥ 1/01 =	ψ σ/σ σ σ
I1	122	8	92	\$141,845	\$187,619	\$0
12	75	8	57	-\$452,322	-\$20,388	\$2,256
13	63	6	46			
14	113	74	32	\$38,672	\$523,616	
J - Title Indemnities						
J	2	0	0	-\$2,000	-\$5,490	\$0
K - Land Trusts						
K	4	4	0	\$67	\$69,346	\$0
K1	9	2	0	-\$151,434	\$46,791	-\$161,000
К3	5	1	0	\$20,871	\$12,495	\$0
L - Trusts						
L	0	0	0	\$0	\$0	\$0
R - Fidelity						
S - Unauthorized Risk						
T - Error or Omission						
Т	0	0	0	\$0	\$0	\$0
U - Company Practice Risk						
U	47	0	0	\$0	\$0	\$0
W						
W1	1	1	0	\$701	\$16,623	\$0
Grand Total	4,424	1,858	618	\$24,537,211	\$15,608,550	\$367,301

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A - Basic Risks						
A1	86	102	21	\$2,422,004	\$1,344,669	-\$150,000
A2	56	53	9	\$1,694,010	\$1,372,870	\$500
A3	172	97	17	-\$1,152,772	\$2,188,020	-\$12,695
A4	98	58	4	\$1,298,099	\$607,875	-\$2,500
A5	13	20	2	\$429,464	\$80,088	\$0
A6	64	17	7	\$96,250	\$183,571	-\$4,124
A6a	32	29	0	\$873,899	\$493,296	\$15,000
A6b	29	37	3	\$678,853	\$79,614	\$25,407
A6c	6	10	2	\$122,932	\$7,259	\$0
A6d	6	0	0	\$0	\$5,500	\$0
A6e	14	10	1	\$134,732	\$48,804	\$0
A6f	5	2	0	\$2,480	\$0	\$0
A6g	4	2	1	\$5,000	\$8,003	\$0
A6h	11	6	1	-\$92,850	\$55,887	\$0
A6i	11	6	1	\$123,120	\$62,414	\$0
A6j	0	0	0	\$0	\$0	\$0
A6k	0	0	0	\$0	\$15,000	\$0
A6I	1	1	0	\$1,125	\$26	\$0
A6m	0	0	0	\$0	\$0	\$0
A6n	1	0	0	\$0	\$0	\$0
A6o	1	0	0	\$0	\$0	\$0
Абр	4	4	0	\$10,000	\$743	\$0
A6q	3	1	0	\$47,500	-\$2,500	\$0
A6r	0	0	0	\$0	\$0	\$0
A6s	1	0	0	\$0	\$0	\$0
A6t	17	11	2	\$165,543	\$195,365	\$490
A6u	15	11	0	\$44,333	-\$300	\$0
A6v	0	0	0	\$0	\$0	\$0
A6w	0	0	0	\$0	\$0	\$0

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
A6x	130	15	86	\$941,421	\$399,238	\$509
A7	3	3	3	\$28,335	\$83,306	\$0
B - Special Risks						
B1	41	17	5	-\$14,251	\$48,442	-\$36,791
B1a	16	2	0	\$56,726	\$459	
B1b	19	3	0	\$60,081	\$243,957	\$27,594
B2	7	11	0	\$92,500	\$12,322	\$0
В3	5	4	0	\$10,851	\$420	\$0
B4	19	38	1	\$344,240	\$231,737	-\$18,528
B4a	22	5	1	\$170,500	\$17,072	\$0
B4b	1	0	0	\$0	\$0	\$0
B4bb	4	4	0	\$21,349	\$30,312	\$0
B4c	691	243	36	-\$1,088,534	\$798,656	\$604,797
B4d	0	0	0	\$0	\$0	\$0
B4e	1	1	0	\$2,412	\$0	\$0
B4g	1	0	0	\$0	\$0	\$0
B4h	0	0	0	\$0	\$0	\$0
B4i	1	0	1	\$0	\$0	\$0
B4j	0	0	0	\$0	\$0	\$0
B4k	124	2	4	\$329	\$9,213	\$0
B4I	11	16	0	\$205,544	\$179,433	\$0
B4n	4	1	0	\$0	\$18,848	\$0
B4o	0	0	0	\$0	\$0	\$0
В4р	0	0	0	\$0	\$0	\$0
B4q	84	37	26	\$627,704	\$165,165	-\$2,000
B4r	28	10		-\$38,808	\$84,658	
B4s	0	0		\$0	\$0	
B4t	1	0		\$0	\$0	
B4u	6	1	0	\$0	\$0	
B4v	0	0		\$0	\$0	

ALTA Risk Code	Number of Claims Made	Number of Claims Paid	Number of Claims Denied	Incurred Losses	ALAE	Recoveries from Agents
B4w	5	3	1	\$25,069	\$24,916	\$0
В4у	2	1	0	\$0	\$11,015	\$0
B5	1	1	1	\$1,550	\$13,500	\$0
B6	0	0	0	\$0	\$0	\$0
B1c	0	0	0	\$0	\$0	\$0
C - Plant, Searching and Abstracting Procedures						
C1	20	13	2	\$89,841	\$73,659	\$0
C2	7	6	0	\$90,202	\$42,338	-\$3,524
C3	212	108	30	\$1,024,024	\$263,690	\$189,024
C4	6	4	1	\$156,301	\$16,129	\$0
C5	47	82	4	\$2,244,127	\$319,381	-\$20,050
D - Examination and Opinions Error						
D1	29	13	9	\$114,307	\$613,026	\$6,384
D2	219	21	12	\$1,538,527	\$340,211	\$2,000
D3	101	39	1	\$1,340,279	\$915,206	\$132,347
D4	1	0	0	\$0	-\$1,260	\$0
E - Survey Inspection/Description Matters						
E1	89	40	8	\$624,022	\$301,350	\$0
E2	363	82	17	\$540,753	\$264,976	\$1,500
F - Closing Procedures						
F1	4	0	1	\$0	\$57	\$0
F2	244	39	19	\$275,849	\$74,958	-\$6,618
F3	103	69	4	-\$80,021	\$294,787	-\$530,296
F4	1	1	0	\$136,636	\$158,489	\$0
F5	237	26	3	\$153,048	\$66,683	\$0
F6	124	47	9	\$331,319	\$679,365	\$20,000
G - Typing or Policy Review Error						
G	18	8		\$93,584	\$153,845	
G1	15	2	0	\$24,600	\$99,016	\$0
H - Taxes and Special Assessments	400	210	20	¢1 122 44C	¢00.000	¢104.007
Н	488	219	29	\$1,133,446	\$96,663	\$194,887

ALTA	Number of	Number of	Number of	Incurred	ALAE	Recoveries
Risk Code	Claims Made	Claims Paid	Claims Denied	Losses		from Agents
H1	68	71	21	\$232,526	\$33,352	-\$82,809
I - Escrows						
l1	134	9	87	\$13,280	-\$14,837	\$0
12	67	10	37	\$3,962	\$32,457	\$0
13	71	4	54	\$61,028	\$73,888	\$0
14	159	74	53	\$436,828	\$126,698	\$0
J - Title Indemnities						
J	0	0	0	\$0	\$0	\$0
K - Land Trusts						
К	1	1	1	\$0	\$998	•
K1	7	1	0	-\$101,536	\$49,151	-\$144,791
К3	4	2	3	-\$33,436	\$100,916	\$0
L - Trusts						
L	0	0	0	\$0	\$0	\$0
R - Fidelity						
S - Unauthorized Risk						
T - Error or Omission						
Т	0	0	0	\$0	\$0	\$0
U - Company Practice Risk						
U	63	0	0	\$0	\$0	\$0
W						
W1	0	0	0	\$0	\$0	·
Grand Total	4,779	1,886	646	\$18,794,236	\$14,294,058	\$323,536



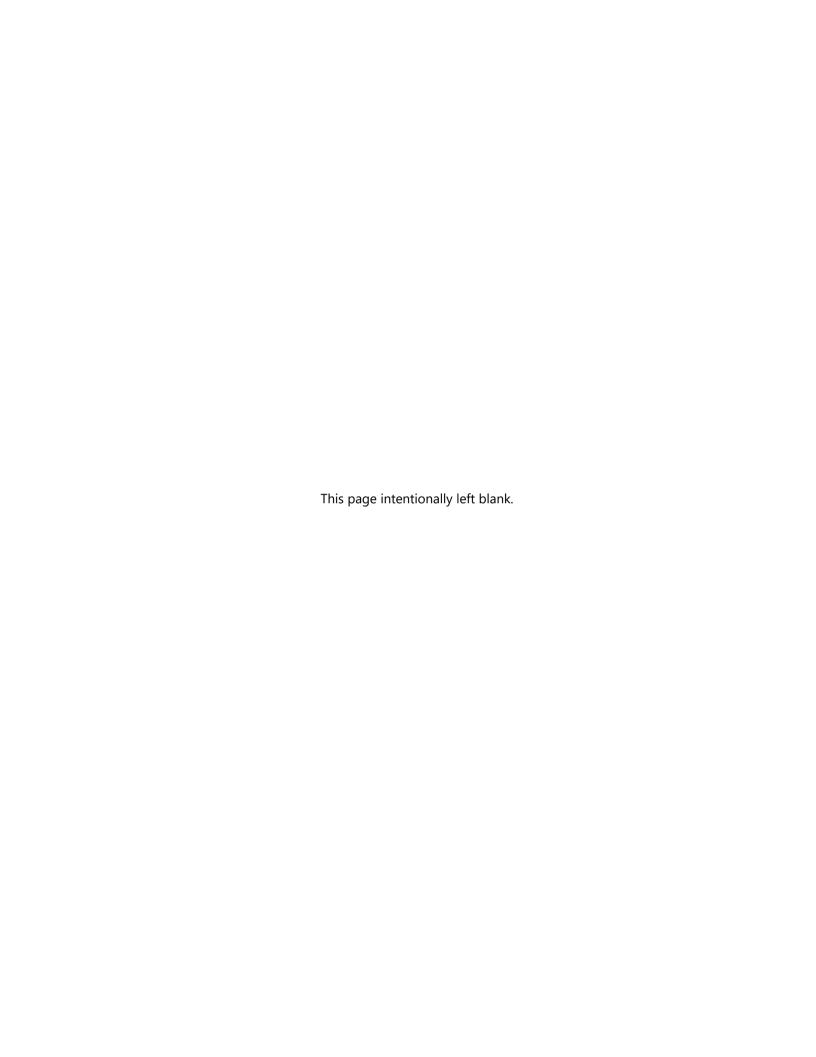
			GROSS		
Naic	Grp	COMPANY/GROUP	PREMIUMS		
12309	0	Alliant National Title Insurance Company, Inc.	\$59,249,450		
11974	0	Amrock Title Insurance Company	\$13,333,110		
14240	0	First National Title Insurance Company	\$92,269,845		
50130	0	0 North American Title Insurance Company			
12591	0	Premier Land Title Insurance Company	\$9,088,166		
50440	0	Real Advantage Title Insurance Company	\$631,087		
15305	0	Southwest Land Title Insurance Company	\$1,752,989		
50026	0	Sierra Title Insurance Guaranty Company	\$6,079,350		
50016	0	Title Resources Guaranty Company	\$144,658,709		
50050	0	Westcor Land Title Insurance Company	\$32,902,612		
		TOTAL ALL OTHERS	\$395,505,978		
51624	70	First American Title Guaranty Company	\$136,926,984		
50814	70	First American Title Insurance Company	\$271,875,872		
		TOTAL FIRST AMERICAN FINANCIAL	\$408,802,856		
51411	150	American Guaranty Title Insurance Company	\$0		
50520		Old Republic National Title Insurance Company	\$150,989,312		
		OLD REPUBLIC GROUP	\$150,989,312		
50121	340	Stewart Title Guaranty Company	\$298,434,045		
		STEWART TITLE CO	\$298,434,045		
50369	627	Investors Title Insurance Company	\$0		
50377		National Investors Title Insurance Company	\$26,545,853		
		INVESTORS TITLE	\$26,545,853		
			, i		
50598	670	Alamo Title Insurance	\$74,685,380		
50229	670	Chicago Title Insurance Company	\$241,665,520		
50083	670	Commonwealth Land Title Insurance Company	\$51,542,478		
51586	670	Fidelity National Title Insurance Company	\$323,960,851		
51020		National Title Insurance of New York, Inc.	\$32,031		
		TOTAL FIDELITY NATIONAL FINANCIAL INC.	\$691,886,260		
51632	3483	EnTitle Insurance Company	\$306,481		
		ENTITLE INSURANCE COMPANY	\$306,481		
			,		
51578	2538	AmTrust Title Insurance Company	\$22,178		
		AMTRUST TITLE INSURÂNCE COMPANY	\$22,178		
			ĺ		
12522	4915	Agents National Title Insurance Company	\$0		
		AGENTS NATIONAL TITLE INSURANCE COMPANY	\$0		
51152	4699	WFG National Title Insurance Company	\$83,423,406		
		GGC OPPORTUNITY FUND GROUP	\$83,423,406		
			, ,		
		TOTAL ALL COMPANIES	\$2,055,916,368		

			GROSS
Naic	Grp	COMPANY/GROUP	PREMIUMS
12309		Alliant National Title Insurance Company, Inc.	\$56,850,319
11974		Amrock Title Insurance Company	\$14,160,722
14240		First National Title Insurance Company	\$103,945,304
50130		North American Title Insurance Company	\$41,001,149
50026		Premier Land Title Insurance Company	\$10,059,781
50440		Real Advantage Title Insurance Company	\$605,704
15305		Southwest Land Title Insurance Company	\$1,018,630
12591	0 Sierra Title Insurance Guaranty Company		\$7,571,464
50016		Title Resources Guaranty Company	\$162,668,046
50050		Westcor Land Title Insurance Company	\$41,745,813
16601	0	Texan Title Insurance Company	\$0
		TOTAL ALL OTHERS	\$439,626,932
51624		First American Title Guaranty Company	\$156,876,299
50814	70	First American Title Insurance Company	\$269,355,059
		TOTAL FIRST AMERICAN TITLE GROUP	\$426,231,358
51411	150	American Guaranty Title Insurance Company	\$0
50520		Old Republic National Title Insurance Company	\$161,335,276
30320	130	TOTAL OLD REPUBLIC GROUP	\$161,335,276
		TOTAL OLD REPUBLIC GROUP	\$101,335,270
50121	340	Stewart Title Guaranty Company	\$312,916,258
30121	310	TOTAL STEWART TITLE GROUP	\$312,916,258
		TOTAL OF WARM TITED ONOO!	\$612,510,200
50369	627	Investors Title Insurance Company	\$0
50377	627	National Investors Title Insurance Company	\$25,574,443
		TOTAL INVESTORS TITLE GROUP	\$25,574,443
50020	(2)	A CT C C LATE A D C	Φ0
50028	626	ACE Capital Title Reinsurance Company	\$0
		TOTAL CHUBB LTD GROUP	\$0
50598	670	Alamo Title Insurance	\$76,127,426
50229		Chicago Title Insurance Company	\$250,998,374
50083		Commonwealth Land Title Insurance Company	\$50,616,804
51586		Fidelity National Title Insurance Company	\$339,070,338
51020		National Title Insurance of New York, Inc.	\$0
		TOTAL FIDELITY NATIONAL FINANCIAL GROUP	\$716,812,942
51632	766	Radian Title Insurance Company	\$168,327
$\vdash$		TOTAL RADIAN GROUP	\$168,327
51578	2538	AmTrust Title Insurance Company	\$686,928
213/0	2330	TOTAL AMTRUST NGH GROUP	\$686,928
		TOTAL INTEREST NOR GROUP	\$000,720
12522	4915	Agents National Title Insurance Company	\$2,121,573
		TOTAL UFG HOLDINGS LLC GROUP	\$2,121,573
51152	4699	WFG National Title Insurance Company	\$78,792,824
		TOTAL GGC OPPORTUNITY FUND GROUP	\$78,792,824
		TOTAL ALL COMPANIES	\$2.164.266.961
		TOTAL ALL COMPANIES	\$2,164,266,861

			GROSS
Naic	Grp	COMPANY/GROUP	PREMIUMS
12309	0	Alliant National Title Insurance Company, Inc.	\$52,454,083
11974	0	Amrock Title Insurance Company	\$16,561,865
14240	0	First National Title Insurance Company	\$117,682,920
50130	0	North American Title Insurance Company	\$40,294,571
50026		Premier Land Title Insurance Company	\$10,752,462
50440		Real Advantage Title Insurance Company	\$466,446
15305		Southwest Land Title Insurance Company	\$1,320,325
12591		Sierra Title Insurance Guaranty Company	\$7,973,702
50016		Title Resources Guaranty Company	\$171,840,716
50050		Westcor Land Title Insurance Company	\$61,158,384
16601		Texan Title Insurance Company	\$2,390,718
10001		TOTAL ALL OTHERS	\$482,896,192
		TOTAL ALL OTHERS	\$ 10 <b>2</b> ,000,10 <b>2</b>
51624	70	First American Title Guaranty Company	\$210,791,206
50814		First American Title Insurance Company	\$232,504,968
30014	70	TOTAL FIRST AMERICAN TITLE GROUP	\$443,296,174
		TOTAL FIRST AMERICAN TITLE GROUP	\$443,290,174
51411	150	American Guaranty Title Insurance Company	\$0
50520		Old Republic National Title Insurance Company	\$187,181,493
		TOTAL OLD REPUBLIC GROUP	\$187,181,493
			, , , , , , , ,
50121	340	Stewart Title Guaranty Company	\$285,735,104
		TOTAL STEWART TITLE GROUP	\$285,735,104
50369	627	Investors Title Insurance Company	\$0
50377		National Investors Title Insurance Company	\$26,652,302
		TOTAL INVESTORS TITLE GROUP	\$26,652,302
50028	626	ACE Capital Title Reinsurance Company	\$0
		TOTAL CHUBB LTD GROUP	\$0
			7.
50598	670	Alamo Title Insurance	\$80,073,180
50229	670	Chicago Title Insurance Company	\$259,327,775
50083	670	Commonwealth Land Title Insurance Company	\$50,800,712
51586		Fidelity National Title Insurance Company	\$339,794,603
51020		National Title Insurance of New York, Inc.	\$0
31020	070	TOTAL FIDELITY NATIONAL FINANCIAL GROUP	\$729,996,270
		TOTAL TABLETT THAT TOTAL STATE OF THE STATE	ψ,23,330 <b>,</b> 270
51632	766	Radian Title Insurance Company	\$791,589
31032	700	TOTAL RADIAN GROUP	\$791,589
		TOTAL KADIAN GROUI	\$771,507
51578	2538	AmTrust Title Insurance Company	\$1,508,821
01070		TOTAL AMTRUST NGH GROUP	\$1,508,821
			\$1,500,021
12522	4915	Agents National Title Insurance Company	\$5,223,303
12022	.,,,,	TOTAL UFG HOLDINGS LLC GROUP	\$5,223,303
		TOTAL OF GROUPINGS EDG GROUP	Ψ5,225,505
51152	4699	WFG National Title Insurance Company	\$79,931,803
		TOTAL GGC OPPORTUNITY FUND GROUP	\$79,931,803
			, , , , , , , , , , , , , , , , , , ,
		TOTAL ALL COMPANIES	\$2,243,213,051

			GROSS
Naic	Grp	COMPANY/GROUP	PREMIUMS
12309 11974		Alliant National Title Insurance Company, Inc.	\$64,947,416
16832		Amrock Title Insurance Company DHI Title Insurance Company	\$46,944,531
14240		First National Title Insurance Company	\$15,079,644 \$158,494,151
50130		North American Title Insurance Company	\$42,295,620
50026		Premier Land Title Insurance Company	\$11,129,450
50440		Real Advantage Title Insurance Company	\$2,143,632
15305		Southwest Land Title Insurance Company	\$2,536,864
12591		Sierra Title Insurance Guaranty Company	\$9,118,877
16601		Texan Title Insurance Company	\$26,510,182
50016		Title Resources Guaranty Company	\$192,547,102
50050		Westcor Land Title Insurance Company	\$111,763,041
		TOTAL ALL OTHERS	\$683,510,510
51624		First American Title Guaranty Company	\$273,125,126
50814	70	First American Title Insurance Company	\$191,332,611
		TOTAL FIRST AMERICAN TITLE GROUP	\$464,457,737
51411	150	American Guaranty Title Insurance Company	\$0
50520		Old Republic National Title Insurance Company	\$237,659,419
30320	130	TOTAL OLD REPUBLIC GROUP	\$237,659,419
50121	340	Stewart Title Guaranty Company	\$322,016,031
		TOTAL STEWART TITLE GROUP	\$322,016,031
50369	627	Investors Title Insurance Company	\$0
50377	627	National Investors Title Insurance Company	\$38,350,439
		TOTAL INVESTORS TITLE GROUP	\$38,350,439
50598		Alamo Title Insurance	\$98,247,336
50229		Chicago Title Insurance Company	\$259,329,721
50083		Commonwealth Land Title Insurance Company	\$46,205,426
51586		Fidelity National Title Insurance Company	\$371,181,716
51020	670	National Title Insurance of New York, Inc.  TOTAL FIDELITY NATIONAL FINANCIAL GROUP	\$0 \$774,964,199
		TOTAL TIPLETT I WITTOWN IN THE WITTOWN GROOT	\$771,701,123
51632	766	Radian Title Insurance Company	\$3,906,187
		TOTAL RADIAN GROUP	\$3,906,187
51578	2538	AmTrust Title Insurance Company	\$1,354,734
31370	2330	TOTAL AMTRUST NGH GROUP	\$1,354,734
12522	4017	A ANC ITALI	ф17 42 C 002
12522	4915	Agents National Title Insurance Company TOTAL UFG HOLDINGS LLC GROUP	\$17,436,983
		TOTAL UFG HULDINGS LLC GKUUP	\$17,436,983
51152	4699	WFG National Title Insurance Company	\$83,434,548
		TOTAL GGC OPPORTUNITY FUND GROUP	\$83,434,548
		TOTAL ALL COMPANYOR	00.00
		TOTAL ALL COMPANIES	\$2,627,090,787

	_		GROSS
Naic	Grp	COMPANY/GROUP	PREMIUMS
12522		Agents National Title Insurance Company	\$35,190,935
12309		Alliant National Title Insurance Company, Inc.	\$66,168,978
11974		Amrock Title Insurance Company	\$54,136,428
16832		DHI Title Insurance Company	\$49,500,269
14240		First National Title Insurance Company	\$208,900,230
50130		North American Title Insurance Company	\$63,331,583
50026		Premier Land Title Insurance Company	\$13,723,947
50440		Real Advantage Title Insurance Company	\$2,899,287
15305		Southwest Land Title Insurance Company	\$1,824,991
12591		Sierra Title Insurance Guaranty Company	\$11,707,358
16601		Texan Title Insurance Company	\$48,996,807
50016		Title Resources Guaranty Company	\$250,438,565
50050	0	Westcor Land Title Insurance Company	\$175,096,492
		TOTAL ALL OTHERS	\$981,915,871
51624		First American Title Guaranty Company	\$360,673,523
50814	70	First American Title Insurance Company	\$306,519,593
		TOTAL FIRST AMERICAN TITLE GROUP	\$667,193,116
51411	150	American Guaranty Title Insurance Company	\$0
50520		Old Republic National Title Insurance Company	\$319,458,420
30320	130	TOTAL OLD REPUBLIC GROUP	\$319,458,420
		TOTAL OLD REI UBEIC GROUI	\$317,430,420
50121	340	Stewart Title Guaranty Company	\$432,046,048
		TOTAL STEWART TITLE GROUP	\$432,046,048
11865	361	American Digital Title Insurance Company	\$285,974
		TOTAL MUNICH RE GROUP	\$285,974
50260	(27	T THE C	ФО
50369		Investors Title Insurance Company	\$0
50377	627	National Investors Title Insurance Company	\$62,556,655
		TOTAL INVESTORS TITLE GROUP	\$62,556,655
50598	670	Alamo Title Insurance	\$123,302,072
50229		Chicago Title Insurance Company	\$389,683,889
50083		Commonwealth Land Title Insurance Company	\$64,974,557
51586		Fidelity National Title Insurance Company	\$532,369,476
51020		National Title Insurance of New York, Inc.	\$0
		TOTAL FIDELITY NATIONAL FINANCIAL GROUP	\$1,110,329,994
51632	766	Radian Title Insurance Company	\$3,891,406
51052	700	TOTAL RADIAN GROUP	\$3,891,406
		TOTAL RADIAN GROUP	\$3,691,400
51578	2538	AmTrust Title Insurance Company	\$6,814,011
		TOTAL AMTRUST NGH GROUP	\$6,814,011
51268	4255	Connecticut Attorneys Title Insurance Company	\$0
21200	1233	TOTAL CATIC FIN GRP	\$0
		- CALLOTER GIU	90
51152	4736	WFG National Title Insurance Company	\$106,536,718
		TOTAL GGC GROUP	\$106,536,718
		TOTAL ALL COMPANIES	\$3,691,028,213



# FORM 1 TITLE INSURANCE INCOME EXHIBIT Calendar Year Ended December 31, 2017 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
Types of Income		Title Insurance			E:		Gross Amount	
			<b>5</b> ' .		A (C:1:		Abstract,	Per Books
		l lo dan witawa	Direct	Independent	Affiliated	las ca atuas a sat	and Other	(Sum of
	PREMIUM INCOME	Underwriters	Operations	Agents	Agents	Investment	Business	Columns A-F)
1	Gross premiums - other than home office issue		128,055,962	1,035,927,217	653,816,616			1,817,799,795
1		-	120,033,302	1,033,321,211	033,010,010			1,017,733,733
2	Premiums allocated to agency function - other than		108,847,567	880,592,831	555,202,972			1,544,643,370
_	home office issue		100,047,307	000,392,031	555,202,972			1,544,045,570
3	Premiums allocated to underwriter function - other	272 456 425						272 156 425
<u> </u>	than home office issue (Line 1G - Line 2G)	273,156,425		1 1		ı		273,156,425
4	Gross premiums - home office issue	193,877,736	11,995,856		32,242,982			238,116,574
5	Premiums allocated to agency function - home office							
	issue		10,417,105	138,509,691	27,406,535			176,333,331
6	Premiums allocated to underwriter function - home							
	office issue (Line 4G - Line 5G)	61,783,243						61,783,243
7	Gross premiums - Total (Line 1 + Line 4)	193,877,736	140,051,818	1,035,927,217	686,059,598			2,055,916,368
8	Total premiums allocated to agency function							
	(Line 2 + Line 5)		119,264,672		582,609,507			701,874,179
9	Total premiums allocated to underwriter function							
	(Line 3 + Line 6)	334,939,667						334,939,667
	INVESTMENT INCOME							
10	Investment income-tax exempt-before expenses					2,749,316		2,749,316
11	Investment income-dividends-before expenses					22,108,841		22,108,841
	Investment income-other-before expenses					17,401,863		17,401,863
	Net realized capital gains (losses)					11,329,976		11,329,976
	Net unrealized capital gains (losses)					10,177,204		10,177,204
15	<b>Total</b> (Sum of lines 10 through 14)					63,713,084		63,713,084
	OTHER INCOME						2 004 475	2 004 475
16	Reinsurance fees (acquired)	2 020 170	20,020,250	1	124 102 007		3,881,475	
17	Service charges (from Form 4) Escrow and abstract fees	3,036,176	29,028,259		124,103,807	U	36,023,662 80,242,522	192,191,904 80,242,522
	Miscellaneous (from Form 4)	2,595,909	12,823,642	1	75,534,399	0	21,321,768	
19	<b>Total</b> (Sum of lines 16 through 19)	5,632,085			199,638,206	0		
		+						
21	TOTAL INCOME (Sum of lines 8, 9, 15, and 20)	340,571,752	161,116,573		782,247,713	63,713,084	141,469,427	1,489,118,549
				iviortgagee				
			Mortgagee	policies at				
			policies at	simultaneous				
		Owner Policies	basic rates	issue rates	А	ll other forms		
		(R3 and R5)	(R4)	(R5)		premium was		Total
22	NUMBER OF TITLE POLICIES ISSUED IN TEXAS	504,416		416,520	TOT WITHCIT A	premiani wa.	2,080,806	
		30 1,110	.50,135	1.0,520			_,000,000	3,:32,333

# FORM 2 TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2017 Texas Experience Only

		(A) (B) (C)			(D)	(E)	(F)
		Ī	itle Insurance			Escrow,	Gross Amount
	Expenses					Abstract,	Per Books
			Direct	Affiliated		& Other	(Sum of
		Underwriters	Operations	Agents	Investment	Business	Columns A - E)
1a	Salaries - employees		67,642,067	288,163,782		59,008,236	414,814,085
1b	Salaries - owners & partners		0	171,582		42,054	213,636
1c	Salaries - Total	56,896,764			12,999		56,909,763
2	Employee benefits, relations & welfare	10,515,738	9,920,253	50,244,833	143	10,667,514	81,348,481
3a	Fees paid for title examination & furnishing title						
	evidence - Title Agents	4,749,923	1,956,006	5,101,261			11,807,190
3b	Fees paid for title examination & furnishing title						
	evidence - Others	1,858,452	104	148,245			2,006,801
4a	Closing costs paid non-employees - Title Agents	0	241,257	16,978,437			17,219,694
4b	Closing costs paid non-employees - Others	-851,426	8,326,452	69,801,763			77,276,789
5	Rent	2,979,535	6,133,408	30,417,187	135	6,584,118	46,114,383
6	Utilities	1,071,720	139,117	1,412,801	0	363,902	2,987,540
7	Accounting & auditing	2,176,457	282,354	3,095,777	109,041	703,020	6,366,649
8	Advertising and promotions	3,022,050	4,408,859	9,947,853	0	2,214,403	19,593,165
9	Employee travel, lodging and education	4,217,599	1,188,747	3,861,520	319	1,194,812	10,462,997
10	Insurance	719,225	289,003	1,635,592	0	611,547	3,255,367
11	Interest expense	282,161	304	28,146	0	410,165	720,776
12	Legal expense	3,609,736	42,201	729,812	0	126,004	4,507,754
13	Licenses, taxes & fees	32,689,960	1,249,236	1,392,910	0	376,978	35,709,084
14	Postage & freight	257,385	410,750	2,594,142	0	483,229	3,745,506
15	Courier & overnight delivery	228,672	699,252	5,182,106	0	22,612	6,132,642
16	Telephone & facsimile	211,278	596,557	4,414,839	0	2,907,648	8,130,322
17	Printing & photocopying	276,681	148,247	1,324,884	0	242,515	1,992,327
18	Office supplies	253,943	587,636	3,171,648	19	626,520	4,639,766
19	Equipment & vehicle leases	6,278,922	361,297	1,482,906	0	325,426	8,448,551
20	Depreciation	807,393	1,150,385	4,293,365	434	1,456,259	7,707,836

# FORM 2 (Continued) TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2017 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
	-	Title Insurance			Escrow,	Gross Amount
Expenses					Abstract	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
21 Directors' fees	84,297	0	15,582	0	24,949	124,828
22 Dues, boards & associations	737,774	345,971	1,344,415	164	218,662	2,646,986
23 Bad debts	-71,150	12,017	73,312	0	148,363	162,542
24 Loss adjustment expenses incurred	13,153,796	28,863	569,058			13,751,717
25 Losses incurred	23,986,385	0	0			23,986,385
26 Reinsurance charges (ceded)		12,547	21,990		8,017,922	8,052,460
27 Other	8,457,162	16,236,687	20,946,461	4,127,877	31,709,795	81,477,983
28 Tax certificates		1,352,209	8,104,165		15	9,456,389
29 Recording fees		4,105,761	35,025,490		29,847	39,161,098
30 Plant lease/update costs		15,611,500	41,796,901		1,379,582	58,787,983
31 Allowances to managers & agents	0	0	0	0	0	0
32 Net addition to unearned premium reser	ve 13,272,179					13,272,179
33 Abstract costs					359,265	359,265
34 Real estate expenses				5,487		5,487
35 Real estate taxes				81,736		81,736
36 Damages paid for bad faith suits	0	0	0	0	0	0
37 Fines or penalties for violation of law	15,403	-2,947	137,688	0	24,742	174,886
38 Donations/lobbying	455,526	130,609	527,542	0	85,038	1,198,715
39 Trade association fees	234,157	53,908	730,743	0	134,229	1,153,037
40 <b>Total Expenses</b> (Sum of lines 1 through	39) 192,577,696	143,660,617	614,888,739	4,338,354	130,499,371	1,085,964,777
41 Profit or (Loss) before federal income tax						
line 21 - Form 2, line 40)	147,994,056	17,455,955	167,358,974	59,374,730	10,970,056	403,153,772

## FORM 1 TITLE INSURANCE INCOME EXHIBIT Calendar Year Ended December 31, 2018 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
	Types of Income		Title Ins	surance			Escrow,	Gross Amount
			Diverse	lus al aus aus al aus t	Affiliated		Abstract,	Per Books
		Underwriters	Direct Operations	Independent Agents	Affiliated	Investment	and Other Business	(Sum of Columns A-F)
	PREMIUM INCOME	Officerwriters	Operations	Agents	Agents	investment	business	Columns A-F)
1	Gross premiums - other than home office issue		148,083,151	1,078,892,376	656,902,583			1,883,878,110
2	Premiums allocated to agency function - other than	ŀ	-,,	, , , , , , , , ,	, , , , , , , , , , , , , , , , , , , ,			, , , , , , ,
	home office issue		125,870,679	917,020,181	558,297,113			1,601,187,972
3	Premiums allocated to underwriter function - other			, ,	<u>, , ,                                </u>	,		. , ,
	than home office issue (Line 1G - Line 2G)	282,690,138						282,690,138
4	Gross premiums - home office issue	229,217,968	15,051,891	Γ	36,118,893			280,388,751
5	Premiums allocated to agency function - home office	223/211/300	13/03 1/03 1		30/110/033			200/300/131
	issue		12,925,386	155,078,013	30,904,972			198,908,370
6	Premiums allocated to underwriter function - home		,5-25,5-36	122,310,0	22,30 .,512			122,000,010
	office issue (Line 4G - Line 5G)	81,480,381						81,480,381
7	Gross premiums - Total (Line 1 + Line 4)	229,217,968	163,135,042	1,078,892,376	693,021,476			2,164,266,861
8	Total premiums allocated to agency function	3, 733	,,-	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,				, , , , , , , , , , , ,
	(Line 2 + Line 5)		138,796,064		589,202,085			727,998,149
9	Total premiums allocated to underwriter function			<u> </u>				, ,
	(Line 3 + Line 6)	364,170,519						364,170,519
	INVESTMENT INCOME							, ,
10	Investment income-tax exempt-before expenses					1,757,634		1,757,634
11	Investment income-dividends-before expenses					20,323,032		20,323,032
	Investment income-other-before expenses					24,282,777		24,282,777
	Net realized capital gains (losses)					-1,631,636		-1,631,636
	Net unrealized capital gains (losses)					-19,246,436		-19,246,436
15	<b>Total</b> (Sum of lines 10 through 14)					25,429,728		25,429,728
	OTHER INCOME						4704000	1 724 022
	Reinsurance fees (acquired)	2 510 750	20 665 162		121 227 270	0	4,721,832 33,120,051	4,721,832 188,631,333
	Service charges (from Form 4) Escrow and abstract fees	3,518,750	30,665,162	L	121,327,370	0	75,735,112	75,735,112
	Miscellaneous (from Form 4)	2,413,465	12,716,610	ı	61,469,506	0	25,581,614	
20	<b>Total</b> (Sum of lines 16 through 19)	5,932,215	43,381,785		182,796,876			
	TOTAL INCOME (Sum of lines 8, 9, 15, and 20)	370,102,734	182,177,836	-	771,998,961	25,429,728		· · · · · ·
	10 1712 11100 1112 (Sum Of Inics 6, 5, 15, und 20)	370,102,731	102,177,030		771,550,501	23,123,720	133,130,003	1,100,001,000
				Mortgagee 				
			Mortgagee	policies at				
			policies at	simultaneous				
		Owner Policies	basic rates	issue rates	A	ll other forms		
		(R3 and R5)	(R4)	(R5)	for which a	premium wa	s charged	Total
22	NUMBER OF TITLE POLICIES ISSUED IN TEXAS	519,537	106,750	450,220			1,885,270	2,961,777

# FORM 2 TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2018 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
	Ť	itle Insurance			Escrow,	Gross Amount
Expenses					Abstract,	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
1a Salaries - employees		73,539,171	287,691,618		58,696,535	419,927,325
1b Salaries - owners & partners		0	232,239		44,638	276,877
1c Salaries - Total	59,597,732			12,798		59,610,530
2 Employee benefits, relations & welfare	11,638,764	11,466,556	47,712,832	137	11,677,805	82,496,094
3a Fees paid for title examination & furnishing title						
evidence - Title Agents	3,834,699	5,063,862	10,634,514			19,533,075
3b Fees paid for title examination & furnishing title						
evidence - Others	1,716,707	20,628	137,909			1,875,244
4a Closing costs paid non-employees - Title Agents	0	1,574,098	15,120,012			16,694,110
4b Closing costs paid non-employees - Others	-689,300	7,660,052	69,655,929			76,626,681
5 Rent	4,272,734	7,458,743	30,955,384	191	6,531,769	
6 Utilities	1,262,247	178,217	1,270,635	0	306,809	3,017,908
7 Accounting & auditing	2,031,469	310,548	2,986,939	111,288	671,436	
8 Advertising and promotions	3,266,601	4,157,011	10,160,592	0	2,196,394	19,780,597
9 Employee travel, lodging and education	4,680,390	1,490,212	3,907,797	250	1,143,186	11,221,834
10 Insurance	655,853	297,910	1,629,298	0	856,899	3,439,960
11 Interest expense	4,062	152	26,876	0	399,321	430,411
12 Legal expense	3,374,068	37,949	411,754	0	166,358	3,990,128
13 Licenses, taxes & fees	37,210,174	1,590,065	1,465,120	0	431,725	40,697,083
14 Postage & freight	349,690	372,808	2,640,823	0	461,116	3,824,437
15 Courier & overnight delivery	264,182	894,170	4,591,080	0	27,454	5,776,886
16 Telephone & facsimile	675,396	625,506	4,203,388	0	1,921,648	7,425,938
17 Printing & photocopying	142,558	135,062	967,316	0	195,302	1,440,238
18 Office supplies	245,613	599,933	3,504,161	19	686,185	5,035,911
19 Equipment & vehicle leases	7,169,394	561,445	1,549,908	0	361,397	9,642,144
20 Depreciation	1,398,167	1,449,663	4,260,747	419	1,794,571	8,903,567

# FORM 2 (Continued) TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2018 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)
		T	itle Insurance			Escrow,	Gross Amount
	Expenses					Abstract	Per Books
			Direct	Affiliated		& Other	(Sum of
		Underwriters	Operations	Agents	Investment	Business	Columns A - E)
21	Directors' fees	14,687	0	21,228	0	2,872	38,787
22	Dues, boards & associations	734,312	400,261	1,311,025	287	236,793	2,682,678
23	Bad debts	522,345	15,356	57,215	0	12,339	607,255
24	Loss adjustment expenses incurred	14,971,106	61,109	935,098			15,967,313
25	Losses incurred	24,322,882	0	0			24,322,882
26	Reinsurance charges (ceded)		0	48,811		9,121,532	9,170,343
27	Other	12,525,546	20,015,369	18,299,707	3,950,721	24,790,032	79,581,375
28	Tax certificates		1,668,604	7,432,362		0	9,100,966
29	Recording fees		4,632,126	32,208,302		52,664	36,893,093
30	Plant lease/update costs		19,176,957	37,226,343		1,146,587	57,549,887
31	Allowances to managers & agents	0	0	0	0	0	0
32	Net addition to unearned premium reserve	14,488,640					14,488,640
33	Abstract costs					340,041	340,041
34	Real estate expenses				5,123		5,123
35	Real estate taxes				51,392		51,392
36	Damages paid for bad faith suits	0	0	0	0	0	0
37	Fines or penalties for violation of law	27,656	254	37,455	0	5,544	70,909
38	Donations/lobbying	206,067	154,805	694,778	0	100,890	1,156,540
39	Trade association fees	162,803	55,236	740,992	0	130,255	1,089,286
40	Total Expenses (Sum of lines 1 through 39)	211,589,572	165,154,437	604,730,187	4,172,607	125,029,575	1,110,676,379
41	Profit or (Loss) before federal income tax (Form 1,						
	line 21 - Form 2, line 40)	158,513,162	17,023,399	167,268,773	21,257,121	14,129,034	378,191,489

## FORM 1 TITLE INSURANCE INCOME EXHIBIT Calendar Year Ended December 31, 2019 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
	Types of Income		Title In:	surance			Escrow,	Gross Amount
			D: .		V (C.1. 1		Abstract,	Per Books
		l lo dan witana	Direct	Independent	Affiliated	las ca atuas a sat	and Other	(Sum of
	PREMIUM INCOME	Underwriters	Operations	Agents	Agents	Investment	Business	Columns A-F)
1	Gross premiums - other than home office issue		143,064,582	1,146,078,094	666,761,018			1,955,903,695
2	Premiums allocated to agency function - other than	-	145,004,502	1,140,010,054	000,701,010			1,555,505,055
-			121,604,895	973,755,386	566,854,052			1,662,214,333
3	home office issue  Premiums allocated to underwriter function - other		121,004,033	313,133,300	300,034,032			1,002,214,333
3		293,689,362						293,689,362
_	than home office issue (Line 1G - Line 2G)		10.000.005	ı	12.006.072	l		
4	Gross premiums - home office issue	232,199,257	12,023,825		43,086,273			287,309,356
5	Premiums allocated to agency function - home office							
	issue		10,232,841	167,033,917	37,045,360			214,312,118
6	Premiums allocated to underwriter function - home							
	office issue (Line 4G - Line 5G)	72,997,237				•		72,997,237
7	Gross premiums - Total (Line 1 + Line 4)	232,199,257	155,088,407	1,146,078,094	709,847,292			2,243,213,051
8	Total premiums allocated to agency function							
	(Line 2 + Line 5)		131,837,736		603,899,412			735,737,148
9	Total premiums allocated to underwriter function							
	(Line 3 + Line 6)	366,686,600						366,686,600
	INVESTMENT INCOME							
10	Investment income-tax exempt-before expenses					1,010,635		1,010,635
11	Investment income-dividends-before expenses					29,076,964		29,076,964
12	Investment income-other-before expenses	-				28,978,667		28,978,667
13	Net realized capital gains (losses)  Net unrealized capital gains (losses)					9,210,628 48,030,591		9,210,628
14	<b>Total</b> (Sum of lines 10 through 14)	-				116,218,286		48,030,591 116,218,286
15	OTHER INCOME					110,210,200		110,210,200
16							5,249,586	5,249,586
17	Service charges (from Form 4)	2,170,540	33,194,831		126,055,141	-1,481	35,136,321	196,555,352
18	Escrow and abstract fees						82,556,700	82,556,700
19	Miscellaneous (from Form 4)	3,988,941	13,178,430		70,174,145	0	35,745,432	123,086,948
20	<b>Total</b> (Sum of lines 16 through 19)	6,159,481	46,373,261		196,229,286	-1,481	158,688,039	407,448,586
21	TOTAL INCOME (Sum of lines 8, 9, 15, and 20)	372,846,081	178,210,997		800,128,698	116,216,805	158,688,039	1,626,090,619
				wortgagee				
			Mortgagee	policies at				
1			policies at	simultaneous				
1		Own on Dalisis	•		Α.	ll other forms		
1		Owner Policies	basic rates	issue rates				<b>.</b>
	NUMBER OF TITLE BOLIGIES ISSUED IN TEXAS	(R3 and R5)	(R4)	(R5)	for which a	premium was		Total
22	NUMBER OF TITLE POLICIES ISSUED IN TEXAS	541,575	119,874	452,095			2,012,870	3,126,414

# FORM 2 TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2019 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)
		Ī	itle Insurance			Escrow,	Gross Amount
	Expenses					Abstract,	Per Books
			Direct	Affiliated		& Other	(Sum of
		Underwriters	Operations	Agents	Investment	Business	Columns A - E)
1a	Salaries - employees		78,028,023	293,931,485		65,489,446	437,448,954
1b	Salaries - owners & partners		0	135,420		20,049	155,469
1c	Salaries - Total	58,320,684			2,719		58,323,403
2	Employee benefits, relations & welfare	10,438,142	13,269,301	50,245,495	150	9,962,599	83,915,687
3a	Fees paid for title examination & furnishing title						
	evidence - Title Agents	4,118,473	5,344,303	14,014,433			23,477,209
3b	Fees paid for title examination & furnishing title						
	evidence - Others	1,182,897	72,228				2,656,367
4a	Closing costs paid non-employees - Title Agents	0	439,724	13,896,071			14,335,795
4b	Closing costs paid non-employees - Others	-95,357	6,001,581	72,065,308			77,971,532
5	Rent	3,648,739	8,591,106	32,347,589	279	7,633,501	52,221,213
6	Utilities	953,078	236,646	1,317,636	0	480,313	2,987,673
7	Accounting & auditing	1,228,505	248,602	2,713,205	117,719	651,877	4,959,908
8	Advertising and promotions	3,940,963	4,126,127	10,395,465	0	2,326,184	20,788,739
9	Employee travel, lodging and education	4,256,631	1,466,758	3,791,220	332	1,277,516	10,792,457
10	Insurance	628,651	354,894	1,667,480	0	783,874	3,434,899
11	Interest expense	511	78	23,315	2,522	11,384	37,810
12	Legal expense	3,006,662	-6,007	612,201	0	175,287	3,788,143
13	Licenses, taxes & fees	35,579,565	1,642,684	1,527,865	0	603,258	39,353,372
14	Postage & freight	229,490	411,595	2,971,412	0	649,195	4,261,691
15	Courier & overnight delivery	212,884	1,106,549	4,357,970	0	16,025	5,693,428
16	Telephone & facsimile	534,991	670,755	4,105,139	0	1,981,127	7,292,012
17	Printing & photocopying	131,666	159,201	844,285	0	173,151	1,308,304
18	Office supplies	255,073	607,937	3,226,684	13	700,936	4,790,643
19	Equipment & vehicle leases	7,303,684	686,309	1,459,822	0	440,844	9,890,659
20	Depreciation	1,352,527	1,633,897	4,950,401	481	2,185,833	10,123,139

# FORM 2 (Continued) TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2019 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
	-	Title Insurance			Escrow,	Gross Amount
Expenses					Abstract	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
21 Directors' fees	79,183	0	17,437	0	2,178	98,798
22 Dues, boards & associations	609,570	417,730	1,248,968	397	238,466	2,515,131
23 Bad debts	317,347	9,560	69,260	0	83,506	479,673
24 Loss adjustment expenses incurred	15,123,413	88,689	883,330			16,095,432
25 Losses incurred	31,493,171	0	0			31,493,171
26 Reinsurance charges (ceded)		0	92,721		10,231,263	10,323,984
27 Other	13,795,072	23,931,437	21,478,118	3,265,146	31,113,007	93,582,781
28 Tax certificates		2,159,440	6,494,579		4	8,654,023
29 Recording fees		5,201,519	38,170,967		31,326	43,403,812
30 Plant lease/update costs		10,763,565	28,807,718		173,411	39,744,694
31 Allowances to managers & agents	0	0	0	0	0	0
32 Net addition to unearned premium reserve	15,956,856					15,956,856
33 Abstract costs					153,278	153,278
34 Real estate expenses				30,660		30,660
35 Real estate taxes				45,573		45,573
36 Damages paid for bad faith suits	0	0	0	0	0	0
37 Fines or penalties for violation of law	2,793	918	7,040	0	1,603	12,354
38 Donations/lobbying	412,449	133,809	640,727	0	124,917	1,311,902
39 Trade association fees	249,772	75,756	711,350	0	123,995	1,160,873
40 <b>Total Expenses</b> (Sum of lines 1 through 39)	215,322,121	167,837,373	620,623,358	3,465,991	137,839,350	1,145,088,193
41 Profit or (Loss) before federal income tax (Form 1						
line 21 - Form 2, line 40)	157,523,960	10,373,624	179,505,340	112,750,814	20,848,689	481,002,426

## FORM 1 TITLE INSURANCE INCOME EXHIBIT Calendar Year Ended December 31, 2020 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
	Types of Income		Title In:	surance			Escrow,	Gross Amount
			Divant	lin dan an dan t	۸ دو:۱: مه م ما		Abstract,	Per Books
		Underwriters	Direct Operations	Independent Agents	Affiliated Agents	Investment	and Other Business	(Sum of Columns A-F)
	PREMIUM INCOME	Officerwriters	Operations	Agents	Agents	investment	business	Columns A-F)
1	Gross premiums - other than home office issue		146,319,681	1,397,043,445	817,579,927			2,360,943,054
2	Premiums allocated to agency function - other than	ŀ	-,,	, , , , , , , ,	- ,,-			, , , , , , , , , , , , , , , , , , , ,
	home office issue		124,371,729	1,187,447,270	695,117,695			2,006,936,694
3	Premiums allocated to underwriter function - other		<u>, , , , , , , , , , , , , , , , , , , </u>	, , ,	<u>, , , , , , , , , , , , , , , , , , , </u>	,		. , ,
	than home office issue (Line 1G - Line 2G)	354,006,360						354,006,360
4	Gross premiums - home office issue	214,474,636	10,301,431	Γ	41,371,666			266,147,733
5	Premiums allocated to agency function - home office	211/111/030	10/301/131		1.757.17666			200/111/100
	issue		8,756,214	151,203,618	35,676,428			195,636,260
6	Premiums allocated to underwriter function - home		2,700,211	12 1,200,010	22,3. 3, .23			111,000,200
	office issue (Line 4G - Line 5G)	70,511,473						70,511,473
7	Gross premiums - Total (Line 1 + Line 4)	214,474,636	156,621,112	1,397,043,445	858,951,593	1		2,627,090,787
8	Total premiums allocated to agency function		· · ·		· · · ·			, , ,
	(Line 2 + Line 5)		133,127,943		730,794,123			863,922,066
9	Total premiums allocated to underwriter function							
	(Line 3 + Line 6)	424,517,833						424,517,833
	INVESTMENT INCOME							
10	Investment income-tax exempt-before expenses					1,111,405		1,111,405
11	Investment income-dividends-before expenses					20,287,367		20,287,367
	Investment income-other-before expenses					20,706,704		20,706,704
	Net realized capital gains (losses)					-6,237,691		-6,237,691
	Net unrealized capital gains (losses)					22,169,404		22,169,404
15	<b>Total</b> (Sum of lines 10 through 14)					57,967,318		57,967,318
	OTHER INCOME						4 000 075	1 4 000 075
	Reinsurance fees (acquired) Service charges (from Form 4)	1,606,249	13,453,708	1 [	130,695,970	-4,809	4,808,975 52,217,339	
	Escrow and abstract fees	1,000,249	15,435,700	L	130,093,970	-4,009	106,528,585	
	Miscellaneous (from Form 4)	4,173,326	7,449,464	1 [	64,043,922	0	33,432,311	109,099,023
20	<b>Total</b> (Sum of lines 16 through 19)	5,779,575	20,903,172		194,739,892	_	196,987,210	
	TOTAL INCOME (Sum of lines 8, 9, 15, and 20)	430,297,407	154,031,115	-	925,534,015	57,962,509		
	1	, ,	- ,,,,,,,,		,,,,,,,,	- ,,- 55	,,-	, : ,::=,==0
			Mantagas	Mortgagee				
Ĭ			Mortgagee	policies at				
			policies at	simultaneous				
		Owner Policies	basic rates	issue rates		ll other forms		
Ĭ		(R3 and R5)	(R4)	(R5)	for which a	premium wa		Total
22	NUMBER OF TITLE POLICIES ISSUED IN TEXAS	618,004	244,280	474,553			3,429,823	4,766,660

# FORM 2 TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2020 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
	Ī	Title Insurance			Escrow,	Gross Amount
Expenses					Abstract,	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
1a Salaries - employees		73,407,039	317,408,574		80,993,767	471,809,380
1b Salaries - owners & partners		0	330,848		74,478	405,326
1c Salaries - Total	66,446,115			2,273		66,448,388
2 Employee benefits, relations & welfare	10,953,231	12,174,439	49,819,600	114	11,196,070	84,143,454
3a Fees paid for title examination & furnishing title						
evidence - Title Agents	12,300,516	5,878,497	20,200,430			38,379,443
3b Fees paid for title examination & furnishing title						
evidence - Others	2,149,401	279,618	2,416,430			4,845,449
4a Closing costs paid non-employees - Title Agents	0	312,543	17,136,926			17,449,469
4b Closing costs paid non-employees - Others	-693,176	2,558,976	65,517,534			67,383,334
5 Rent	3,371,957	7,499,370	30,803,663	180	8,230,938	49,906,108
6 Utilities	850,992	179,243	1,298,403	0	389,512	2,718,150
7 Accounting & auditing	1,459,513	245,027	2,422,599	113,892	674,176	4,915,207
8 Advertising and promotions	2,826,998	1,701,432	6,987,737	0	1,756,187	13,272,354
9 Employee travel, lodging and education	1,650,830	692,965	2,203,670	242	645,252	5,192,959
10 Insurance	369,243	357,842	1,786,916	0	1,007,698	3,521,699
11 Interest expense	2,769	0	309,120	0	297,118	609,007
12 Legal expense	2,652,695	-21,685	448,436	0	137,306	3,216,752
13 Licenses, taxes & fees	37,444,723	1,720,476	2,273,349	0	615,006	42,013,614
14 Postage & freight	198,893	493,566	3,580,773	0	876,774	5,150,006
15 Courier & overnight delivery	212,973	1,125,946	4,266,415	0	12,659	5,617,993
16 Telephone & facsimile	182,337	520,375	3,852,170	0	1,780,815	6,335,697
17 Printing & photocopying	101,121	109,606	889,277	0	198,196	1,298,200
18 Office supplies	296,706	549,906	3,225,800	8	829,586	4,902,006
19 Equipment & vehicle leases	5,570,638	668,943	1,476,634	0	499,244	8,215,459
20 Depreciation	1,349,398	1,596,860	5,292,179	10,693	1,988,256	10,237,386

# FORM 2 (Continued) TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2020 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
	I	itle Insurance			Escrow,	Gross Amount
Expenses					Abstract	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
21 Directors' fees	61,868	0	15,510	0	978,193	1,055,571
22 Dues, boards & associations	626,288	317,912	1,016,134	55	231,828	2,192,217
23 Bad debts	420,869	10,021	35,436	0	10,380	476,706
24 Loss adjustment expenses incurred	14,268,805	716,315	210,179			15,195,299
25 Losses incurred	20,680,255	0	1,091,844			21,772,099
26 Reinsurance charges (ceded)		0	98,130		10,335,491	10,433,621
27 Other	16,709,915	22,360,251	36,191,482	3,120,678	25,747,474	104,129,800
28 Tax certificates		2,576,761	10,459,174		2	13,035,937
29 Recording fees		4,608,316	44,684,061		10,620	49,302,997
30 Plant lease/update costs		10,001,230	37,164,558		-147,822	47,017,966
31 Allowances to managers & agents	3,320,263	0	0	0	0	3,320,263
32 Net addition to unearned premium reserve	28,430,365					28,430,365
33 Abstract costs					190,904	190,904
34 Real estate expenses				3,912		3,912
35 Real estate taxes				38,436		38,436
36 Damages paid for bad faith suits	0	0	0	0	0	0
37 Fines or penalties for violation of law	5,314	211	56,831	0	14,579	76,935
38 Donations/lobbying	787,047	86,182	470,538	0	101,212	1,444,979
39 Trade association fees	189,062	49,112	627,449	0	132,610	998,233
40 <b>Total Expenses</b> (Sum of lines 1 through 39)	235,197,924	152,777,296	676,290,034	3,290,483	149,808,509	1,229,960,718
41 Profit or (Loss) before federal income tax (Form 1,						
line 21 - Form 2, line 40)	195,099,483	1,253,819	249,243,981	54,672,026	47,178,701	534,851,539

## FORM 1 TITLE INSURANCE INCOME EXHIBIT Calendar Year Ended December 31, 2021 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)	(G)
	Types of Income		Title In:	surance			Escrow,	Gross Amount
			Divant	lua al a sa a sa al a sa t	۸ (۱: عدم ما		Abstract,	Per Books
		Underwriters	Direct Operations	Independent Agents	Affiliated Agents	Investment	and Other Business	(Sum of Columns A-F)
	PREMIUM INCOME	Officerwriters	Operations	Agents	Agents	investment	business	Columns A-F)
1	Gross premiums - other than home office issue		222,679,421	1,930,672,409	1,117,704,049			3,271,055,879
2	Premiums allocated to agency function - other than		,	.,,	.,,,			0,2: :,;;;;
-	home office issue		189,277,508	1,640,941,110	949,829,308			2,780,047,925
3	Premiums allocated to underwriter function - other		12, 72.22	, , , , ,	3,73 3,73 3			,,-
	than home office issue (Line 1G - Line 2G)	491,007,954						491,007,954
4	Gross premiums - home office issue	339,102,205	15,928,716		64,941,413			419,972,334
5	Premiums allocated to agency function - home office	333,102,203	13,320,110		04,541,415			415,512,554
'	1.		13,539,408	254,468,137	55,203,080			323,210,626
6	Premiums allocated to underwriter function - home		13,333,700	25-,-100, 157	33,203,000			323,210,020
"	office issue (Line 4G - Line 5G)	96,761,708						96,761,708
7	Gross premiums - Total (Line 1 + Line 4)	339,102,205	238,608,137	1,930,672,409	1,182,645,462			3,691,028,213
8	Total premiums allocated to agency function	333,102,203	230,000,131	1,330,012,403	1,102,043,402			3,031,020,213
"	(Line 2 + Line 5)		202,816,916		1,005,032,388			1,207,849,304
9	Total premiums allocated to underwriter function		202/010/310		1,003,032,300			1,201,013,301
	(Line 3 + Line 6)	587,769,661						587,769,661
	INVESTMENT INCOME	30171 03700 1						30171 037001
10	Investment income-tax exempt-before expenses					661,018		661,018
11	Investment income-dividends-before expenses					20,578,054		20,578,054
	Investment income-other-before expenses					26,117,081		26,117,081
	Net realized capital gains (losses)					9,942,824		9,942,824
	Net unrealized capital gains (losses)					650,522		650,522
15	<b>Total</b> (Sum of lines 10 through 14)					57,949,500		57,949,500
	OTHER INCOME						0 422 227	0 422 227
16	Reinsurance fees (acquired) Service charges (from Form 4)	1,876,291	19,002,140		172,029,542	-7,312	8,433,237 49,087,332	8,433,237 241,987,993
1/	Escrow and abstract fees	1,010,231	13,002,140		112,023,342	-1,312	125,846,470	
	Miscellaneous (from Form 4)	3,452,055	22,568,956		89,252,164	0	42,077,191	157,350,365
20	<b>Total</b> (Sum of lines 16 through 19)	5,328,346	41,571,096		261,281,706		225,444,230	
	TOTAL INCOME (Sum of lines 8, 9, 15, and 20)	593,098,007	244,388,013		1,266,314,094	57,942,188		
<u> </u>		,300,001	= : :,300,010		,,	2:,2:.2,:30	,,=50	
1			NA - orto	Mortgagee				
			Mortgagee	policies at				
			policies at	simultaneous				
		Owner Policies	basic rates	issue rates	Α	ll other forms		
		(R3 and R5)	(R4)	(R5)	for which a	premium was		Total
22	NUMBER OF TITLE POLICIES ISSUED IN TEXAS	722,464	286,388	542,081			3,803,545	5,354,478

# FORM 2 TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2021 Texas Experience Only

	(A)	(B)	(C)	(D)	(E)	(F)
		Title Insurance			Escrow,	Gross Amount
Expenses					Abstract,	Per Books
		Direct	Affiliated		& Other	(Sum of
	Underwriters	Operations	Agents	Investment	Business	Columns A - E)
1a Salaries - employees		106,245,367	394,765,118		84,966,154	585,976,639
1b Salaries - owners & partners		0	26,553		2,610	29,163
1c Salaries - Total	85,238,072			0		85,238,072
2 Employee benefits, relations & welfare	14,449,410	16,374,481	58,189,324	0	13,127,891	102,141,106
3a Fees paid for title examination & furnishing title						
evidence - Title Agents	19,840,427	6,461,760	29,013,287			55,315,474
3b Fees paid for title examination & furnishing title						
evidence - Others	3,959,758	520,909	278,224			4,758,891
4a Closing costs paid non-employees - Title Agents	0	137,477	20,553,132			20,690,609
4b Closing costs paid non-employees - Others	-582,161	4,454,641	99,624,759			103,497,239
5 Rent	2,488,453	8,582,401	32,621,580	0	1,010,01	51,312,081
6 Utilities	1,001,925	283,080	1,350,441	0	111,150	
7 Accounting & auditing	2,070,945	284,268	2,921,190	111,666	·	
8 Advertising and promotions	4,339,793	2,942,792	9,177,479	0	2,080,288	
9 Employee travel, lodging and education	2,458,765	769,236	3,107,309	0	830,353	7,165,663
10 Insurance	738,608	386,603	2,003,658	0	1,008,945	4,137,814
11 Interest expense	232	0	272,523	0	11,891	284,646
12 Legal expense	2,810,441	16,863	1,684,222	0	408,467	4,919,993
13 Licenses, taxes & fees	52,076,794	2,160,635	2,200,715	0	2,508,009	58,946,153
14 Postage & freight	217,962	570,441	4,481,817	0	1,002,431	6,272,651
15 Courier & overnight delivery	219,145	1,511,575	4,100,253	0	,	5,845,329
16 Telephone & facsimile	373,380	616,029	3,844,751	0	1,701,082	6,535,241
17 Printing & photocopying	86,243	149,721	958,923	0	197,662	1,392,549
18 Office supplies	192,790	616,202	3,417,816	0	743,683	4,970,491
19 Equipment & vehicle leases	6,758,952	761,556	1,368,079	0	442,724	9,331,311
20 Depreciation	1,483,169	1,855,404	5,346,506	10,952	2,165,580	10,861,611

# FORM 2 (Continued) TITLE INSURANCE EXPENSE EXHIBIT Calendar Year Ended December 31, 2021 Texas Experience Only

		(A)	(B)	(C)	(D)	(E)	(F)
Expenses		Title Insurance				Escrow,	Gross Amount
						Abstract	Per Books
			Direct	Affiliated		& Other	(Sum of
		Underwriters	Operations	Agents	Investment	Business	Columns A - E)
21	Directors' fees	39,720	0	17,640	0	717,724	775,084
22	Dues, boards & associations	867,354	314,809	1,113,612	0	253,590	2,549,365
23	Bad debts	1,180,760	180,872	122,327	0	43,087	1,527,046
24	Loss adjustment expenses incurred	12,428,883	-38,563	296,478			12,686,798
25	Losses incurred	16,334,883	0	789,917			17,124,800
26	Reinsurance charges (ceded)		0	540,765		14,994,719	15,535,484
27	Other	34,672,803	19,371,804	25,906,779	3,610,263	33,328,656	116,890,305
28	Tax certificates		2,946,857	8,088,045		0	11,034,902
29	Recording fees		4,779,639	69,477,039		-2,035	74,254,643
30	Plant lease/update costs		12,148,568	34,520,274		968,241	47,637,083
31	Allowances to managers & agents	3,312,991	0	0	0	0	3,312,991
32	Net addition to unearned premium reserve	62,837,349					62,837,349
33	Abstract costs					159,535	159,535
34	Real estate expenses				12,679		12,679
35	Real estate taxes				45,999		45,999
36	Damages paid for bad faith suits	0	0	0	0	0	0
37	Fines or penalties for violation of law	2,832	27	196,103	0	38,282	237,244
38	Donations/lobbying	819,585	97,565	525,490	0	101,741	1,544,381
39	Trade association fees	170,851	73,907	600,264	0	106,210	951,232
40	<b>Total Expenses</b> (Sum of lines 1 through 39)	332,891,113	195,576,926	823,502,391	3,791,559	170,746,235	1,526,508,523
41	Profit or (Loss) before federal income tax (Form 1,						
	line 21 - Form 2, line 40)	260,206,894	48,811,087	442,811,703	54,150,629	54,697,995	860,678,338



Texas Department of Insurance Property and Casualty Division - Data Services