

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE A: STATEMENT OF INCOME AND EXPENSES**

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** BGMJ, Inc. dba Landmark Title Roswell  
**ADDRESS:** PO Box 1746 Roswell, NM 88201  
**CONTACT NAME:** Maurita Lovelace

*Check One:*

- INDEPENDENT (NON-AFFILIATED)** Title insurance agencies that are independently owned and write title insurance business one or more title insurance underwriters
- AFFILIATED** Title insurance agencies with 10% or greater ownership by a title insurance underwriter, including wholly-owned agencies.
- DIRECT** Agency-type operations performed by the home or branch office of a title insurance underwriter. This does NOT include wholly-owned agencies.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	1,050,505
2. Less: Remitted title insurance premiums (from Schedule B)	173,205
3. Retained title insurance premiums (from Schedule B)	877,300
4. Other income (from Schedule C)	216,451
<b>5. Total Revenue</b>	<b>1,093,751</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	401,922
2. Owners' and partners' salaries and wages	96,000
3. Employee benefits	54,551
4. Rent	79,440
5. Insurance	21,181
6. Legal expense	
7. Licenses, taxes and fees	11,305
8. Title plant expense and maintenance	44,393
9. Office supplies	31,643
10. Depreciation	35,463
11. Automobile expense	13,865
12. Communication expense	17,510
13. Education expense	7,581
14. Bad debts	
15. Interest expense	1,178
16. Employee travel and lodging	23,058
17. Loss and loss adjustment expense (from Schedule D)	19,049
18. Accounting and auditing expense	11,475
19. Public relations expense	36,439
20. Other expenses (from Schedule E)	42,056
<b>21. Total Expenses</b>	<b>948,109</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	145,642

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	160
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	439
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	32,162
<b>10. Total Excluded Expenses</b>	<b>32,761</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	112,881

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	309,137

<b>Part G: Employees</b>	
1. Total number of employees	15

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2015*

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	3 Title Premiums Remitted or Owed by This Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	128614	21206	107,408
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	87757	14469	73,288
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	115176	18990	96,186
First American Title Insurance Company	252297	41598	210,699
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	206875	34109	172,766
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	259786	42833	216,953
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>1050505</b>	<b>173205</b>	<b>877300</b>
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 16.5%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

Description of Income Item		
A.	Closing Fees	155,765
B.	Abstracting and Title Report Income	26,130
C.	Recording Fees	5,184
D.	Copy Fees	(605)
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Document preparation fees	11,718
H.	Escrow setup fees	9,927
I.	Wiring & delivery fees	7,361
J.	UCC searches	17
K.	Interest income	954
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	216,451
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2015*

Description of Expense Item		
1.	Closing Losses	11,740
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,309
Total (Carry forward to Schedule A, line B-17)		19,049

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2015*

<b>Part A - Deductible Expenses</b>		
1.	Repairs & maintenance	18,267
2.	Utilities	16,954
3.	Bank fees	6,655
4.	Micellaneous expenses	180
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Total (Carry forward to Schedule A, line B-20)		42,056

<b>Part B - Excluded Expenses</b>		
1.	Charitable contributions	5,100
2.	Officers Life Insurance	5,712
3.	Excess tax depreciation	16,465
4.	Title Plant depreciation	4,885
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20.		
Total (Carry forward to Schedule A, line D-9)		32,162

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For the Calendar Year Ending December 31, 2015

## SCHEDULE F: INCOME OR EXPENSE ALLOCATION FROM OTHER AFFILIATED ENTITIES

1	2	3	4	5
Name and Address of Affiliated Agency	Relation to Your Agency	Amount	Description Code	Reported Elsewhere in This Report?
Total:		0		

Description	Code
Income	I
Expense Allocation	E

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**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2015*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	1,050,505
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,050,505

Crosscheck with Schedule B:	1,050,505
Difference:	0

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*For the Calendar Year Ending December 31, 2015*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Maurita Lovelace	100.0%	NA
<b>Total</b>	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above