

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2013

AGENCY NAME: BGMJ, Inc dba Landmark Title Roswell
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Boc 1746 Roswell, NM 88201
 CONTACT NAME: Maurita Tapp

Check One:

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

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	849,610
2. Less: Remitted title insurance premiums (from Schedule B)	147,860
3. Retained title insurance premiums (from Schedule B)	701,750
4. Other income (from Schedule C)	256,672
5. Total Revenue	958,422

Part B: Expenses	
1. Employees' salaries and wages	306,576
2. Owners' and partners' salaries and wages	88,000
3. Employee benefits	47,465
4. Rent	41,116
5. Insurance	17,083
6. Legal expense	74
7. Licenses, taxes and fees	2,055
8. Title plant expense and maintenance	32,431
9. Office supplies	35,901
10. Depreciation	17,821
11. Automobile expense	26,841
12. Communication expense	15,119
13. Education expense	9,608
14. Bad debts	
15. Interest expense	4,126
16. Employee travel and lodging	14,394
17. Loss and loss adjustment expense (from Schedule D)	12,261
18. Accounting and auditing expense	13,363
19. Public relations expense	36,842
20. Other expenses (from Schedule E)	21,085
21. Total Expenses	742,161

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	216,261

Part D: Excluded Expenses	
1. NMLTA lobbying expense	218
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	755
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	9,337
10. Total Excluded Expenses	10,310

Part E: Net Income	
1. Net income as reported on the books of the agency	205,951

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	299,213

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2013

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	85457	14872	70,585
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	42274	7357	34,917
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	103504	18013	85,491
First American Title Insurance Company	292823	50961	241,862
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company	113048	19674	93,374
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	212504	36983	175,521
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	849610	147860	701750
	(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: 17.4%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2013

Description of Income Item	
A. Closing Fees	182,834
B. Abstracting and Title Report Income	36,995
C. Recording Fees	8,013
D. Copy Fees	(853)
E. Inspection Fees	
F. Interest Income	

Itemization of All Other Income	
G. Wiring & delivery fees	25,993
H. UCC searches	149
I. Document preparation	2,861
J. Interest income	680
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

Total Other Income (Carry forward to Schedule A, line A-4)	256,672
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2013

Description of Expense Item		
1.	Closing Losses	4,952
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)		12,261

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2013

Part A - Deductible Expenses		
1.	Repairs & maintenance	19,717
2.	Various expenses	1,368
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4.		
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Total (Carry forward to Schedule A, line B-20)		21,085

Part B - Excluded Expenses		
1.	Title depreciation	4,885
2.	Excess tax depreciation	3,131
3.	Officers life insurance	1,321
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19.		
20.		
Total (Carry forward to Schedule A, line D-9)		9,337

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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, 2013

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	849,610
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	849,610

Crosscheck with Schedule B:	849,610
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
Maurita Tapp	100.0%	NA
Total	100.0%	

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