

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: BGMJ, Inc. dba Landmark Title Roswell
 FEDERAL I.D. NUMBER:
 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.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	1,105,949
2. Less: Remitted title insurance premiums (from Schedule B)	228,031
3. Retained title insurance premiums (from Schedule B)	877,918
4. Other income (from Schedule C)	380,212
5. Total Revenue	1,258,130

Part B: Expenses	
1. Employees' salaries and wages	427,801
2. Owners' and partners' salaries and wages	96,000
3. Employee benefits	74,205
4. Rent	83,792
5. Insurance	21,813
6. Legal expense	
7. Licenses, taxes and fees	11,748
8. Title plant expense and maintenance	38,906
9. Office supplies	33,305
10. Depreciation	36,201
11. Automobile expense	9,278
12. Communication expense	18,501
13. Education expense	7,405
14. Bad debts	4,545
15. Interest expense	210
16. Employee travel and lodging	16,845
17. Loss and loss adjustment expense (from Schedule D)	13,151
18. Accounting and auditing expense	14,507
19. Public relations expense	33,989
20. Other expenses (from Schedule E)	47,926
21. Total Expenses	990,128

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	268,002

Part D: Excluded Expenses	
1. NMLTA lobbying expense	242
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	2,239
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	55,429
10. Total Excluded Expenses	57,910

Part E: Net Income	
1. Net income as reported on the books of the agency	210,092

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	378,003

Part G: Employees	
1. Total number of employees	20

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2016

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by this Agency for the Total Calendar Year Reported	Title Premiums Remitted or Owed by this Agency to Underwriters	Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	87512	18027	69,485
Commonwealth Land Title Insurance Company	62590	12894	49,696
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	123712	25485	98,227
First American Title Insurance Company	352558	72833	279,725
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	218536	45018	173,518
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	261041	53774	207,267
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	1105949	228031	877918
	(Carry total forward to Schedule A, line A-1)	(Carry total forward to Schedule A, line A-2)	(Carry total forward to Schedule A, line A-3)

Percentage of premiums remitted: 20.6%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2016

Part A: Description of Income Item	
1. Closing Fees	294,194
2. Abstracting and Title Report Income	33,095
3. Recording Fees	8,836
4. Copy Fees	(2,498)
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Document preparation fees	39,793
8. Escrow setup fees	1,668
9. Wiring & delivery fees	2,250
10. UCC searches	579
11. Interest income	891
12. Miscellaneous income	1,404
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	380,212
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for	51	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 5,100.00	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2016

Description of Expense Item		
1.	Closing Losses	5,508
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,643
Total (Carry forward to Schedule A, line B-17)		13,151

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Bank fees	8,478
2.	Repairs & maintenance	22,604
3.	Utilities	16,844
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Total (Carry forward to Schedule A, line B-20)		47,926

Part B - Excluded Expenses		
1.	Charitable contributions	16,629
2.	Officers Life Insurance	9,842
3.	Excess tax depreciation	26,516
4.	Title Plant depreciation	2,442
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Total (Carry forward to Schedule A, line D-9)		55,429

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For the Calendar Year Ending December 31, 2016

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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	1,105,949
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	1,105,949

Crosscheck with Schedule B:	1,105,949
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 Lovelace	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