

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2013*

AGENCY NAME: Grant County Title Company, Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: PO Box 534 Silver City, NM 88062  
 CONTACT NAME: Phyllis Jacobs

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)	496,825
2. Less: Remitted title insurance premiums (from Schedule B)	96,180
3. Retained title insurance premiums (from Schedule B)	400,645
4. Other income (from Schedule C)	177,914
<b>5. Total Revenue</b>	<b>578,559</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	284,297
2. Owners' and partners' salaries and wages	49,696
3. Employee benefits	20,645
4. Rent	48,000
5. Insurance	4,446
6. Legal expense	
7. Licenses, taxes and fees	29,112
8. Title plant expense and maintenance	27,401
9. Office supplies	8,970
10. Depreciation	38,748
11. Automobile expense	6,688
12. Communication expense	18,232
13. Education expense	1,247
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	1,441
18. Accounting and auditing expense	9,530
19. Public relations expense	2,954
20. Other expenses (from Schedule E)	31,837
<b>21. Total Expenses</b>	<b>583,244</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>(4,685)</b>

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>0</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(4,685)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	170,274

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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			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	107396	21479	85,917
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	97281	19456	77,825
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	133838	26768	107,070
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	158310	28477	129,833
Other			0
<b>Total</b>	<b>496825</b>	<b>96180</b>	<b>400645</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: 19.4%

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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	117,005
B.	Abstracting and Title Report Income	11,960
C.	Recording Fees	33,762
D.	Copy Fees	
E.	Inspection Fees	
F.	Interest Income	6

Itemization of All Other Income		
G.	Fax, Express Mail, Etc	15,181
H.		
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	177,914
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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	1,441
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	
Total (Carry forward to Schedule A, line B-17)		1,441

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2013*

<b>Part A - Deductible Expenses</b>		
1.	Refunds	2,392
2.	Recording	29,445
3.		
4.		
5.		
6.		
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Total (Carry forward to Schedule A, line B-20)		31,837

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



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**SCHEDULE G: PREMIUMS BY COUNTY**

*For the Calendar Year Ending December 31, 2013*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	496,825
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	496,825

Crosscheck with Schedule B:	496,825
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)
Phyllis Jacobs	77.0%	N/A
Kirk Jacobs	23.0%	N/A
<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