

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

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)	495,168
2. Less: Remitted title insurance premiums (from Schedule B)	98,820
3. Retained title insurance premiums (from Schedule B)	396,348
4. Other income (from Schedule C)	217,251
5. <b>Total Revenue</b>	613,599

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	314,122
2. Owners' and partners' salaries and wages	52,000
3. Employee benefits	18,710
4. Rent	48,000
5. Insurance	6,463
6. Legal expense	30,839
7. Licenses, taxes and fees	27,142
8. Title plant expense and maintenance	14,066
9. Office supplies	30,972
10. Depreciation	5,306
11. Automobile expense	23,869
12. Communication expense	3,357
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	596
18. Accounting and auditing expense	
19. Public relations expense	7,591
20. Other expenses (from Schedule E)	44,619
21. <b>Total Expenses</b>	627,652

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	(14,053)

<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
10. <b>Total Excluded Expenses</b>	0

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	(14,053)

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	141,558

<b>Part G: Employees</b>	
1. Total number of employees	9



# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2016*

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	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	18804	3693	15,111
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	85689	16850	68,839
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	107522	21227	86,295
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	4441	872	3,569
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	100168	19696	80,472
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	178544	36482	142,062
Other			0
<b>Total</b>	495168	98820	396348
	(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: 20.0%

**PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%**

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2016*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	157,730
2. Abstracting and Title Report Income	12,703
3. Recording Fees	28,777
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	13

<b>Part B: Itemization of All Other Income</b>	
7. FAX, EXPRESS MAIL, ETC.	18,028
8.	
9.	
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	217,251
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	105	\$ 100.00
2. Premium Lost on Unpaid Commitments	<b>\$ 10,500.00</b>	

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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2016*

<b>Description of Expense Item</b>		
1.	Closing Losses	596
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)		596

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	CONTRACTUAL	12,408
2.	REFUNDS	2,459
3.	MISC	83
4.	RECORDING	29,669
5.		
6.		
7.		
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16.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		44,619

Part B - Excluded Expenses		
1.		
2.		
3.		
4.		
5.		
6.		
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8.		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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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?
NONE				
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	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	495,168
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	495,168

Crosscheck with Schedule B:	495,168
Difference:	0



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*For the Calendar Year Ending December 31, 2016*

## SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 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