

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2017*

**AGENCY NAME:** Grant County Title Company Inc.  
**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)	568,364
2. Less: Remitted title insurance premiums (from Schedule B)	115,696
3. Retained title insurance premiums (from Schedule B)	452,668
4. Other income (from Schedule C)	221,264
<b>5. Total Revenue</b>	<b>673,932</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	322,897
2. Owners' and partners' salaries and wages	52,000
3. Employee benefits	26,442
4. Rent	48,000
5. Insurance	7,008
6. Legal expense	
7. Licenses, taxes and fees	25,303
8. Title plant expense and maintenance	15,220
9. Office supplies	30,878
10. Depreciation	20,536
11. Automobile expense	6,241
12. Communication expense	24,275
13. Education expense	1,602
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	0
18. Accounting and auditing expense	4,110
19. Public relations expense	8,667
20. Other expenses (from Schedule E)	45,482
<b>21. Total Expenses</b>	<b>638,661</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>35,271</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	35,271

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	149,829

<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, 2017*

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	23649	4810	18,839
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company	93022	18928	74,094
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	140820	28670	112,150
First American Title Insurance Company	21791	4439	17,352
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	61474	12517	48,957
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	90818	18487	72,331
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company	136790	27845	108,945
Other			0
<b>Total</b>	<b>568364</b>	<b>115696</b>	<b>452668</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:

20.4%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2017*

<b>Part A: Description of Income Item</b>		
1.	Closing Fees	160,620
2.	Abstracting and Title Report Income	10,020
3.	Recording Fees	31,498
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	5

<b>Part B: Itemization of All Other Income</b>		
7.	Fax, Express Mail, Etc.	19,121
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9.		
10.		
11.		
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Total Other Income (Carry forward to Schedule A, line A-4)	221,264
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1.	Number of Commitments Not Paid for	117
2.	Premium Lost on Unpaid Commitments	\$ 11,700.00

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

*For the Calendar Year Ending December 31, 2017*

Description of Expense Item		
1.	Closing Losses	
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)		0

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**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2017*

<b>Part A - Deductible Expenses</b>	
1. Contract Services	11,456
2. Misc	78
3. Recording	32,121
4. Refunds	1,827
5.	
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Total (Carry forward to Schedule A, line B-20)	45,482

<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, 2017*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	568,364
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	568,364

Crosscheck with Schedule B:	568,364
Difference:	0

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*For the Calendar Year Ending December 31, 2017*

## 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