

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: Irmc, Inc. dba Alamogordo Title Company
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Box 88, Alamogordo, NM 88311
 CONTACT NAME: Jerry Irby

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)	537,937
2. Less: Remitted title insurance premiums (from Schedule B)	108,124
3. Retained title insurance premiums (from Schedule B)	429,813
4. Other income (from Schedule C)	156,915
5. Total Revenue	586,728

Part B: Expenses	
1. Employees' salaries and wages	257,944
2. Owners' and partners' salaries and wages	102,289
3. Employee benefits	57,430
4. Rent	62,491
5. Insurance	9,900
6. Legal expense	
7. Licenses, taxes and fees	1,557
8. Title plant expense and maintenance	7,991
9. Office supplies	15,137
10. Depreciation	27,098
11. Automobile expense	6,614
12. Communication expense	19,540
13. Education expense	2,780
14. Bad debts	
15. Interest expense	18,941
16. Employee travel and lodging	5,668
17. Loss and loss adjustment expense (from Schedule D)	18,947
18. Accounting and auditing expense	5,820
19. Public relations expense	10,707
20. Other expenses (from Schedule E)	24,379
21. Total Expenses	655,233

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(68,505)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	134
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,277
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	57,595
10. Total Excluded Expenses	59,006

Part E: Net Income	
1. Net income as reported on the books of the agency	(127,511)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(147,352)

Part G: Employees	
1. Total number of employees	13

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	75646	15136	60,510
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	259018	51739	207,279
First American Title Insurance Company	203273	41249	162,024
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company			0
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	537937	108124	429813
	(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: 20.1%

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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	95,917
2. Abstracting and Title Report Income	
3. Recording Fees	22,540
4. Copy Fees	
5. Inspection Fees	
6. Interest Income	

Part B: Itemization of All Other Income	
7. Service Fees	14,428
8. Search Fees	17,132
9. Other Income	6,894
10. Wire Fees	4
11.	
12.	
13.	
14.	
15.	
16.	
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	156,915
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for		\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ -	

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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	419
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	18,528
Total (Carry forward to Schedule A, line B-17)		18,947

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Other Expenses	8,357
2.	Utilities	10,317
3.	Janitorial	5,705
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Total (Carry forward to Schedule A, line B-20)		24,379

Part B - Excluded Expenses		
1.	Amortization -Title Plant	56,670
2.	Contributions	825
3.	Political Contributions	100
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Total (Carry forward to Schedule A, line D-9)		57,595

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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, 2016

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	537,937
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	537,937

Crosscheck with Schedule B:	537,937
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)
Jerry Irby	50.0%	NA
Linda Irby	50.0%	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