

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2016

AGENCY NAME: **TCNM, LLC**
 FEDERAL I.D. NUMBER:
 ADDRESS: **119 S. Campo Street, Las Cruces, NM 88001**
 CONTACT NAME: **Brad Foreman**

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)	1,346,478
2. Less: Remitted title insurance premiums (from Schedule B)	322,559
3. Retained title insurance premiums (from Schedule B)	1,023,919
4. Other income (from Schedule C)	323,984
5. Total Revenue	1,347,903

Part B: Expenses	
1. Employees' salaries and wages	538,310
2. Owners' and partners' salaries and wages	170,000
3. Employee benefits	64,370
4. Rent	107,201
5. Insurance	10,875
6. Legal expense	0
7. Licenses, taxes and fees	1,206
8. Title plant expense and maintenance	11,153
9. Office supplies	15,760
10. Depreciation	104,060
11. Automobile expense	6,925
12. Communication expense	37,753
13. Education expense	1,630
14. Bad debts	246
15. Interest expense	81,112
16. Employee travel and lodging	578
17. Loss and loss adjustment expense (from Schedule D)	9,445
18. Accounting and auditing expense	43,350
19. Public relations expense	9,194
20. Other expenses (from Schedule E)	87,748
21. Total Expenses	1,300,916

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	46,987

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	1,314
6. Penalties	60
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	2,110
10. Total Excluded Expenses	3,484

Part E: Net Income	
1. Net income as reported on the books of the agency	43,503

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	45,040

Part G: Employees	
1. Total number of employees	18

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	5751	1188	4,563
Commonwealth Land Title Insurance Company	63439	12844	50,595
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	225104	46277	178,827
First American Title Insurance Company	373703	124226	249,477
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	678481	138024	540,457
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	1346478	322559	1023919
	(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: 24.0%

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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	200,517
2.	Abstracting and Title Report Income	38,218
3.	Recording Fees	34,338
4.	Copy Fees	1,092
5.	Inspection Fees	315
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	Rental Income	50
8.	Services	49,454
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Total Other Income (Carry forward to Schedule A, line A-4)	323,984
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	76 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 7,600.00

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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	0
2.	Agent Errors	3,324
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	6,121
Total (Carry forward to Schedule A, line B-17)		9,445

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	Cost of recording	34,194
2.	50% meals and entertainment	1,314
3.	Cleaning service	6,768
4.	Utilities	17,019
5.	Repairs and maintenance	28,453
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Total (Carry forward to Schedule A, line B-20)		87,748

Part B - Excluded Expenses		
1.	Contributions	2,110
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Total (Carry forward to Schedule A, line D-9)		2,110

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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	681,967
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	104,153
Lea	
Lincoln	
Los Alamos	
Luna	560,358
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	1,346,478

Crosscheck with Schedule B:	1,346,478
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)
LCTC, LLC	97.0%	NA
Valley Leasing & Development, Inc.	3.0%	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