

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** TCNM, LLC  
**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.

<b>Part A: Revenue</b>	
1. Title insurance written premiums (from Schedule B)	665,484
2. Less: Remitted title insurance premiums (from Schedule B)	143,687
3. Retained title insurance premiums (from Schedule B)	521,797
4. Other income (from Schedule C)	164,061
<b>5. Total Revenue</b>	<b>685,858</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	362,942
2. Owners' and partners' salaries and wages	0
3. Employee benefits	41,028
4. Rent	33,683
5. Insurance	6,650
6. Legal expense	0
7. Licenses, taxes and fees	3,051
8. Title plant expense and maintenance	5,975
9. Office supplies	8,609
10. Depreciation	63,763
11. Automobile expense	4,619
12. Communication expense	21,787
13. Education expense	389
14. Bad debts	46
15. Interest expense	47,238
16. Employee travel and lodging	509
17. Loss and loss adjustment expense (from Schedule D)	5,310
18. Accounting and auditing expense	13,312
19. Public relations expense	989
20. Other expenses (from Schedule E)	41,179
<b>21. Total Expenses</b>	<b>661,079</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	<b>24,779</b>

<b>Part D: Excluded Expenses</b>	
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	584
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	0
<b>10. Total Excluded Expenses</b>	<b>584</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	24,195

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	129,543

<b>Part G: Employees</b>	
1. Total number of employees	19

# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2015

1	2	3	4
Name of Each Underwriting Company for Which This Agency Charged Premiums	Title Premiums Written by This Agency	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	3623	725	2,898
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company	11626	2325	9,301
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	136296	27993	108,303
First American Title Insurance Company	79796	16565	63,231
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	434143	96079	338,064
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
<b>Total</b>	<b>665484</b>	<b>143687</b>	<b>521797</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: 21.6%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

Description of Income Item		
A.	Closing Fees	104,901
B.	Abstracting and Title Report Income	15,129
C.	Recording Fees	17,961
D.	Copy Fees	361
E.	Inspection Fees	367
F.	Interest Income	0

Itemization of All Other Income		
G.	Rental Income	1,000
H.	Services	24,342
I.		
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	164,061
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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2015*

Description of Expense Item		
1.	Closing Losses	237
2.	Agent Errors	1,291
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	0
5.	E&O or Fidelity Insurance	3,782
Total (Carry forward to Schedule A, line B-17)		5,310

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2015

Part A - Deductible Expenses		
1.	Cost of recording	17,842
2.	50% meals and entertainment	584
3.	Cleaning service	3,835
4.	Utilities	11,593
5.	Repairs and maintenance	7,325
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7.		
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19.		
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Total (Carry forward to Schedule A, line B-20)		41,179

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

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For the Calendar Year Ending December 31, 2015

## 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?
N/A				
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, 2015*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	425,885
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	58,524
Lea	
Lincoln	
Los Alamos	
Luna	181,075
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	665,484

Crosscheck with Schedule B:	665,484
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	85.0%	NA
Valley Leasing & Development, Inc.	15.0%	NA
<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