

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2011

AGENCY NAME: Western New Mexico Title Co., INC.
 FEDERAL I.D. NUMBER:
 ADDRESS: PO Box 4039 Silver City, NM 88062
 CONTACT NAME: James Gruwell

Check One:

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	258,530
2. Less: Remitted title insurance premiums (from Schedule B)	52,677
3. Retained title insurance premiums (from Schedule B)	205,853
4. Other income (from Schedule C)	64,457
5. Total Revenue	270,310

Part B: Expenses	
1. Employees' salaries and wages	124,021
2. Owners' and partners' salaries and wages	24,000
3. Employee benefits	19,030
4. Rent	30,410
5. Insurance	3,501
6. Legal expense	
7. Licenses, taxes and fees	347
8. Title plant expense and maintenance	4,840
9. Office supplies	15,580
10. Depreciation	551
11. Automobile expense	3,776
12. Communication expense	12,732
13. Education expense	2,475
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	205
17. Loss and loss adjustment expense (from Schedule D)	6,755
18. Accounting and auditing expense	5,833
19. Public relations expense	6,835
20. Other expenses (from Schedule E)	166
21. Total Expenses	261,057

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	9,253

Part D: Excluded Expenses	
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	113
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. Total Excluded Expenses	113

Part E: Net Income	
1. Net income as reported on the books of the agency	9,140

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	44,565

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2011

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	3 Title Premiums Remitted or Owed by This Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Chicago Title Insurance Company	85031	17109	67,922
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	173369	35444	137,925
Lawyers Title Insurance Corporation	130	124	6
Old Republic National 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
Other			0
Total	258530	52677	205853
	(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, 2011

Description of Income Item		
A.	Closing Fees	40,670
B.	Abstracting and Title Report Income	14,536
C.	Recording Fees	
D.	Copy Fees	
E.	Inspection Fees	50
F.	Interest Income	75

Itemization of All Other Income		
G.	Document fees	5,886
H.	Shipping income	3,175
I.	Other income	65
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	64,457
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2011

Description of Expense Item		
1.	Closing Losses	2,294
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	4,461
Total (Carry forward to Schedule A, line B-17)		6,755

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2011

Part A - Deductible Expenses		
1.	Meal & Entertainment Expenses	113
2.	Miscellaneous	53
3.		
4.		
5.		
6.		
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Total (Carry forward to Schedule A, line B-20)		166

Part B - Excluded Expenses		
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16.		
17.		
18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		0

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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, 2011

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	258,530
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	258,530

Crosscheck with Schedule B:	258,530
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1 Name of Each Individual or Entity	2 Percentage of Agency Owned	3 Description Code (see below)
James Gruwell	100.0%	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