

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2015*

**AGENCY NAME:** Western New Mexico Title Co., Inc.  
**ADDRESS:** 3445 Hwy 180E Silver City, NM 88061  
**CONTACT NAME:** James M. Gruwell

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)	227,475
2. Less: Remitted title insurance premiums (from Schedule B)	44,007
3. Retained title insurance premiums (from Schedule B)	183,468
4. Other income (from Schedule C)	75,881
<b>5. Total Revenue</b>	<b>259,349</b>

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	124,748
2. Owners' and partners' salaries and wages	19,635
3. Employee benefits	20,144
4. Rent	33,435
5. Insurance	2,439
6. Legal expense	
7. Licenses, taxes and fees	981
8. Title plant expense and maintenance	6,353
9. Office supplies	9,436
10. Depreciation	4,515
11. Automobile expense	2,965
12. Communication expense	11,772
13. Education expense	1,349
14. Bad debts	0
15. Interest expense	726
16. Employee travel and lodging	76
17. Loss and loss adjustment expense (from Schedule D)	4,500
18. Accounting and auditing expense	6,081
19. Public relations expense	5,460
20. Other expenses (from Schedule E)	1,613
<b>21. Total Expenses</b>	<b>256,228</b>

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	3,121

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	84
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
<b>10. Total Excluded Expenses</b>	<b>197</b>

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	2,924

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	30,365

<b>Part G: Employees</b>	
1. Total number of employees	4

# 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	73696	15669	58,027
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	153779	28338	125,441
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			0
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>227475</b>	<b>44007</b>	<b>183468</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: 19.3%

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2015*

<b>Description of Income Item</b>	
A. Closing Fees	56,344
B. Abstracting and Title Report Income	12,101
C. Recording Fees	
D. Copy Fees	
E. Inspection Fees	132
F. Interest Income	

<b>Itemization of All Other Income</b>	
G. Document fees	4,379
H. Shipping income	2,669
I. Title Plant income	225
J. Other income	31
K.	
L.	
M.	
N.	
O.	
P.	
Q.	
R.	
S.	

<b>Total Other Income (Carry forward to Schedule A, line A-4)</b>	<b>75,881</b>
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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	1,311
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	20
5.	E&O or Fidelity Insurance	3,169
Total (Carry forward to Schedule A, line B-17)		4,500

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

**SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES**

*For the Calendar Year Ending December 31, 2015*

<b>Part A - Deductible Expenses</b>		
1.	Meals & Entertainment	113
2.	Employee Advance -bad debt	1,500
3.		
4.		
5.		
6.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line B-20)		1,613

<b>Part B - Excluded Expenses</b>		
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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, 2015*

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	227,475
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	227,475

Crosscheck with Schedule B:	227,475
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)
James M. Gruwell	100.0%	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