

**NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT**

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

*For the Calendar Year Ending December 31, 2016*

AGENCY NAME: Western New Mexico Title Co. Inc.  
 FEDERAL I.D. NUMBER:  
 ADDRESS: 3445 Hwy 180 E. 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)	324,297
2. Less: Remitted title insurance premiums (from Schedule B)	58,375
3. Retained title insurance premiums (from Schedule B)	265,922
4. Other income (from Schedule C)	102,422
5. <b>Total Revenue</b>	368,344

<b>Part B: Expenses</b>	
1. Employees' salaries and wages	147,072
2. Owners' and partners' salaries and wages	47,000
3. Employee benefits	18,645
4. Rent	32,943
5. Insurance	2,365
6. Legal expense	0
7. Licenses, taxes and fees	368
8. Title plant expense and maintenance	4,669
9. Office supplies	15,155
10. Depreciation	3,666
11. Automobile expense	3,404
12. Communication expense	15,863
13. Education expense	1,478
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	0
17. Loss and loss adjustment expense (from Schedule D)	5,647
18. Accounting and auditing expense	6,199
19. Public relations expense	6,023
20. Other expenses (from Schedule E)	199
21. <b>Total Expenses</b>	310,696

<b>Part C: Net Income for Ratemaking Purposes</b>	
1. <b>Income (Loss) from Operations</b>	57,648

<b>Part D: Excluded Expenses</b>	
1. NMLTA lobbying expense	105
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	199
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	0
10. <b>Total Excluded Expenses</b>	304

<b>Part E: Net Income</b>	
1. Net income as reported on the books of the agency	57,344

<b>Part F: Equity</b>	
1. Total equity as reported on balance sheet of the agency	60,209

<b>Part G: Employees</b>	
1. Total number of employees	6



# NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

## SCHEDULE B: PREMIUMS BY UNDERWRITER

*For the Calendar Year Ending December 31, 2016*

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by this Agency for the Total Calendar Year Reported	3 Title Premiums Remitted or Owed by this Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
Chicago Title Insurance Company	93109	15730	77,379
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company	231188	42645	188,543
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
<b>Total</b>	<b>324297</b>	<b>58375</b>	<b>265922</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: 18.0%

**PERCENTAGE OF PREMIUMS REMITTED MUST BE GREATER THAN OR EQUAL TO 20%**

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**SCHEDULE C: IDENTIFICATION OF OTHER INCOME**

*For the Calendar Year Ending December 31, 2016*

<b>Part A: Description of Income Item</b>	
1. Closing Fees	70,432
2. Abstracting and Title Report Income	20,890
3. Recording Fees	
4. Copy Fees	
5. Inspection Fees	200
6. Interest Income	

<b>Part B: Itemization of All Other Income</b>	
7. Document Fees	3,650
8. Cancellation Fee	200
9. Shipping Income	7,050
10.	
11.	
12.	
13.	
14.	
15.	
16.	
17.	
18.	
19.	

Total Other Income (Carry forward to Schedule A, line A-4)	102,422
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<b>Part C: Commitments Not Paid</b>		<b>Premium per Commitment</b>
1. Number of Commitments Not Paid for	76	\$ 100.00
2. Premium Lost on Unpaid Commitments	<b>\$ 7,600.00</b>	

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**SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES**

*For the Calendar Year Ending December 31, 2016*

<b>Description of Expense Item</b>		
1.	Closing Losses	2,436
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	196
5.	E&O or Fidelity Insurance	3,015
Total (Carry forward to Schedule A, line B-17)		5,647

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## SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2016

Part A - Deductible Expenses		
1.	MEALS	199
2.		
3.		
4.		
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20.		
Total (Carry forward to Schedule A, line B-20)		199

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, 2016

## 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	324,297
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	324,297

Crosscheck with Schedule B:	324,297
Difference:	0



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*For the Calendar Year Ending December 31, 2016*

## 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