

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: BGMJ, Inc.
 ADDRESS: PO Box 1746 Roswell, NM 88201
 CONTACT NAME: Maurita Lovelace

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)	1,187,869
2. Less: Remitted title insurance premiums (from Schedule B)	319,558
3. Retained title insurance premiums (from Schedule B)	868,311
4. Other income (from Schedule C)	488,745
5. Total Revenue	1,357,056

Part B: Expenses	
1. Employees' salaries and wages	529,345
2. Owners' and partners' salaries and wages	96,000
3. Employee benefits	101,462
4. Rent	86,134
5. Insurance	18,257
6. Legal expense	
7. Licenses, taxes and fees	2,170
8. Title plant expense and maintenance	40,982
9. Office supplies	31,700
10. Depreciation	42,981
11. Automobile expense	18,285
12. Communication expense	23,240
13. Education expense	5,961
14. Bad debts	
15. Interest expense	408
16. Employee travel and lodging	20,358
17. Loss and loss adjustment expense (from Schedule D)	11,025
18. Accounting and auditing expense	14,508
19. Public relations expense	59,322
20. Other expenses (from Schedule E)	73,375
21. Total Expenses	1,175,513

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	181,543

Part D: Excluded Expenses	
1. NMLTA lobbying expense	190
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	
5. 1/2 of meals and entertainment expense	1,262
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	61,759
10. Total Excluded Expenses	63,211

Part E: Net Income	
1. Net income as reported on the books of the agency	118,332

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	350,801

Part G: Employees	
1. Total number of employees	15

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

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	83843	22553	61,290
Commonwealth Land Title Insurance Company	51498	13853	37,645
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	115608	31099	84,509
First American Title Insurance Company	400583	107778	292,805
First National Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	283736	76325	207,411
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	252601	67950	184,651
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	1187869	319558	868311
	(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: 26.9%

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2018

Part A: Description of Income Item		
1.	Closing Fees	393,464
2.	Abstracting and Title Report Income	28,045
3.	Recording Fees	8,151
4.	Copy Fees	(1,143)
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Wiring & delivery fees	57,160
8.	Document preparation	802
9.	Cancellation fees	1,419
10.	Various fees	411
11.	Interest & dividend income	436
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	488,745
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	153	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 15,300.00	

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

Description of Expense Item		
1.	Closing Losses	3,382
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	7,643
Total (Carry forward to Schedule A, line B-17)		11,025

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	Bank fees	25,329
2.	Repairs & maintenance	20,947
3.	Utilities	26,386
4.	Various	713
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Total (Carry forward to Schedule A, line B-20)		73,375

Part B - Excluded Expenses		
1.	Charitable Contributions	5,250
2.	Officers Life Insurance	33,395
3.	Excess tax depreciation	23,114
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Total (Carry forward to Schedule A, line D-9)		61,759

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2018

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, 2018

County	Title Premiums Written
Bernalillo	
Catron	
Chaves	1,187,869
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
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	1,187,869

Crosscheck with Schedule B:	1,187,869
Difference:	0

