

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: G&P, Inc. dba Gallup Title Company
ADDRESS: P.O. Box 998, Gallup, NM 87305
CONTACT NAME: Lyneve A. Garcia

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) | 503,744 |
| 2. Less: Remitted title insurance premiums (from Schedule B) | 102,811 |
| 3. Retained title insurance premiums (from Schedule B) | 400,933 |
| 4. Other income (from Schedule C) | 148,876 |
| 5. Total Revenue | 549,809 |

| Part B: Expenses | |
|--|----------------|
| 1. Employees' salaries and wages | 167,895 |
| 2. Owners' and partners' salaries and wages | |
| 3. Employee benefits | 55,742 |
| 4. Rent | 60,000 |
| 5. Insurance | 4,343 |
| 6. Legal expense | 982 |
| 7. Licenses, taxes and fees | 8,483 |
| 8. Title plant expense and maintenance | 41,885 |
| 9. Office supplies | 12,758 |
| 10. Depreciation | 8,971 |
| 11. Automobile expense | 32 |
| 12. Communication expense | 12,378 |
| 13. Education expense | |
| 14. Bad debts | |
| 15. Interest expense | 22,644 |
| 16. Employee travel and lodging | |
| 17. Loss and loss adjustment expense (from Schedule D) | 4,825 |
| 18. Accounting and auditing expense | 14,886 |
| 19. Public relations expense | 6,629 |
| 20. Other expenses (from Schedule E) | 11,489 |
| 21. Total Expenses | 433,942 |

| Part C: Net Income for Ratemaking Purposes | |
|---|---------|
| 1. Income (Loss) from Operations | 115,867 |

| 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 | 304 |
| 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 | 304 |

| Part E: Net Income | |
|--|---------|
| 1. Net income as reported on the books of the agency | 115,563 |

| Part F: Equity | |
|--|-----------|
| 1. Total equity as reported on balance sheet of the agency | (459,356) |

| Part G: Employees | |
|------------------------------|---|
| 1. Total number of employees | 5 |

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2018

| 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 | | | 0 |
| Commonwealth Land Title Insurance Company | 37814 | 7556 | 30,258 |
| EnTitle Insurance Company | | | 0 |
| Fidelity National Title Insurance Company | 116182 | 23569 | 92,613 |
| First American Title Insurance Company | 166002 | 34666 | 131,336 |
| 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 | 43533 | 8893 | 34,640 |
| Premier Land Title Insurance Company | | | 0 |
| Security Union Title Insurance Company | | | 0 |
| Stewart Title Guarantee Company | 95118 | 19108 | 76,010 |
| Ticor Title Insurance Company | | | 0 |
| Title Resources Guaranty Company | | | 0 |
| Transnation Title Insurance Company | | | 0 |
| WFG National Title Insurance Company | 45095 | 9019 | 36,076 |
| Other | | | 0 |
| Total | 503744 | 102811 | 400933 |
| | (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, 2018

| Part A: Description of Income Item | | |
|---|-------------------------------------|---------|
| 1. | Closing Fees | 104,842 |
| 2. | Abstracting and Title Report Income | 27,425 |
| 3. | Recording Fees | 2,355 |
| 4. | Copy Fees | 1,298 |
| 5. | Inspection Fees | 820 |
| 6. | Interest Income | 0 |

| Part B: Itemization of All Other Income | | |
|--|-------------------|-------|
| 7. | Express Mail Fees | 8,400 |
| 8. | Cancellation Fees | 3,236 |
| 9. | Plant Use Fees | 500 |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |

| | |
|--|---------|
| Total Other Income (Carry forward to Schedule A, line A-4) | 148,876 |
|--|---------|

| Part C: Commitments Not Paid | | Premium per Commitment |
|-------------------------------------|------------------------------------|-----------------------------------|
| 1. | Number of Commitments Not Paid for | 35 |
| 2. | Premium Lost on Unpaid Commitments | \$ 3,500.00 |

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2018

| Description of Expense Item | | |
|--|---------------------------|-------|
| 1. | Closing Losses | |
| 2. | Agent Errors | |
| 3. | Unfair Trade Practices | |
| 4. | Loss Adjustment Expenses | |
| 5. | E&O or Fidelity Insurance | 4,825 |
| Total (Carry forward to Schedule A, line B-17) | | 4,825 |

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

| Part A - Deductible Expenses | | |
|--|-------------------------|--------|
| 1. | Bank Charges | 182 |
| 2. | Equipment Maintenance | 1,738 |
| 3. | Repairs and Maintenance | 3,275 |
| 4. | Utilities | 6,294 |
| 5. | | |
| 6. | | |
| 7. | | |
| 8. | | |
| 9. | | |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line B-20) | | 11,489 |

| Part B - Excluded Expenses | | |
|---|--|---|
| 1. | | |
| 2. | | |
| 3. | | |
| 4. | | |
| 5. | | |
| 6. | | |
| 7. | | |
| 8. | | |
| 9. | | |
| 10. | | |
| 11. | | |
| 12. | | |
| 13. | | |
| 14. | | |
| 15. | | |
| 16. | | |
| 17. | | |
| 18. | | |
| 19. | | |
| 20. | | |
| Total (Carry forward to Schedule A, line D-9) | | 0 |

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? |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | N/A |
| SCHEDULE NOT APPLICABLE | N/A | N/A | N/A | 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, 2018

| County | Title Premiums Written |
|------------|------------------------------|
| Bernalillo | |
| Catron | |
| Chaves | |
| Cibola | |
| Colfax | |
| Curry | |
| De Baca | |
| Dona Ana | |
| Eddy | |
| Grant | |
| Guadalupe | |
| Harding | |
| Hidalgo | |
| Lea | |
| Lincoln | |
| Los Alamos | |
| Luna | |
| McKinley | 503,744 |
| Mora | |
| Otero | |
| Quay | |
| Rio Arriba | |
| Roosevelt | |
| San Juan | |
| San Miguel | |
| Sandoval | |
| Santa Fe | |
| Sierra | |
| Socorro | |
| Taos | |
| Torrance | |
| Union | |
| Valencia | |
| TOTAL | 503,744 |

| | |
|-----------------------------|---------|
| Crosscheck with Schedule B: | 503,744 |
| Difference: | 0 |

