

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2018

AGENCY NAME: TCNM, LLC
ADDRESS: 119 S. Campo Street, Las Cruces, NM 88001
CONTACT NAME: Brad Foreman

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)	2,413,661
2. Less: Remitted title insurance premiums (from Schedule B)	540,963
3. Retained title insurance premiums (from Schedule B)	1,872,698
4. Other income (from Schedule C)	512,845
5. Total Revenue	2,385,543

Part B: Expenses	
1. Employees' salaries and wages	951,115
2. Owners' and partners' salaries and wages	0
3. Employee benefits	127,842
4. Rent	187,591
5. Insurance	13,117
6. Legal expense	0
7. Licenses, taxes and fees	1,364
8. Title plant expense and maintenance	34,261
9. Office supplies	21,210
10. Depreciation	90,437
11. Automobile expense	15,048
12. Communication expense	51,067
13. Education expense	1,355
14. Bad debts	0
15. Interest expense	59,988
16. Employee travel and lodging	6,242
17. Loss and loss adjustment expense (from Schedule D)	135,175
18. Accounting and auditing expense	5,578
19. Public relations expense	42,525
20. Other expenses (from Schedule E)	121,592
21. Total Expenses	1,865,507

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	520,036

Part D: Excluded Expenses	
1. NMLTA lobbying expense	0
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	0
5. 1/2 of meals and entertainment expense	4,243
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	10,618
10. Total Excluded Expenses	14,861

Part E: Net Income	
1. Net income as reported on the books of the agency	505,175

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	565,142

Part G: Employees	
1. Total number of employees	22

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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	47285	9457	37,828
Chicago Title Insurance Company	9650	1930	7,720
Commonwealth Land Title Insurance Company	3371	673	2,698
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	922001	197462	724,539
First American Title Insurance Company	217710	45584	172,126
First National Title Insurance Company	33304	6668	26,636
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	70740	16964	53,776
Premier Land Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	1109600	262225	847,375
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	2413661	540963	1872698
	(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: 22.4%

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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	403,459
2.	Abstracting and Title Report Income	31,219
3.	Recording Fees	(819)
4.	Copy Fees	287
5.	Inspection Fees	245
6.	Interest Income	0

Part B: Itemization of All Other Income		
7.	Services	78,454
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Total Other Income (Carry forward to Schedule A, line A-4)	512,845
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	217 \$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 21,700.00

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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	0
2.	Agent Errors	113,583
3.	Unfair Trade Practices	0
4.	Loss Adjustment Expenses	13,685
5.	E&O or Fidelity Insurance	7,907
Total (Carry forward to Schedule A, line B-17)		135,175

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2018

Part A - Deductible Expenses		
1.	50% meals and entertainment	4,243
2.	Cleaning service	6,529
3.	Utilities	19,639
4.	Repairs and maintenance	41,232
5.	Professional fees and services	49,949
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Total (Carry forward to Schedule A, line B-20)		121,592

Part B - Excluded Expenses		
1.	Contributions	10,618
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Total (Carry forward to Schedule A, line D-9)		10,618

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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	1,769,667
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	253,386
Lea	
Lincoln	
Los Alamos	
Luna	390,608
McKinley	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	2,413,661

Crosscheck with Schedule B:	2,413,661
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)
LCTC, LLC	97.0%	NA
Valley Leasing & Development, Inc.	3.0%	NA
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
AFB	Affiliated Business Arrangement
MSA	Marketing Services Agreement
NA	None of the above