

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

AFFIDAVIT

For Calendar Year Ending December 31, 2020

THE STATE OF

NEW MEXICO

THE COUNTY OF

I, Rob Biancalana, the CFO of NETCO, Inc., being duly sworn, deposes and says that all of the income, expense and other informational items contained on the attached Schedules A through H of this named Company's Agents Statistical Report for the year ended December 31, 2020 are a full and true statement of income and expenses in accordance with the instructions provided, according to the best of my information, knowledge and belief.

Signature

SUBSCRIBED AND SWORN BEFORE ME this _____ day of _____, 2021.

Notary Public

My Commission Expires

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2020

AGENCY NAME: **NETCO, Inc.**
 ADDRESS: **765 Ela Road Suite 302 Lake Zurich, IL 60047**
 CONTACT NAME: **Rob Biancalana**

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)	24,867
2. Less: Remitted title insurance premiums (from Schedule B)	6,002
3. Retained title insurance premiums (from Schedule B)	18,865
4. Other income (from Schedule C)	127,020
5. Total Revenue	145,885

Part B: Expenses	
1. Employees' salaries and wages	31,784
2. Owners' and partners' salaries and wages	4,036
3. Employee benefits	3,187
4. Rent	2,231
5. Insurance	3,101
6. Legal expense	353
7. Licenses, taxes and fees	225
8. Title plant expense and maintenance	1,554
9. Office supplies	990
10. Depreciation	731
11. Automobile expense	221
12. Communication expense	4,422
13. Education expense	
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	170
17. Loss and loss adjustment expense (from Schedule D)	889
18. Accounting and auditing expense	
19. Public relations expense	725
20. Other expenses (from Schedule E)	65,116
21. Total Expenses	119,735

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	26,150

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	
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	1,300
10. Total Excluded Expenses	1,300

Part E: Net Income	
1. Net income as reported on the books of the agency	24,850

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	(4,652,717)

Part G: Employees	
1. Total number of employees	1

NEW MEXICO TITLE INSURANCE AGENT'S STATISTICAL REPORT

SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2020

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
Agents National Title Insurance Company			0
Alamo Title Insurance Company			0
Alliant National Title Insurance Company			0
American Guaranty Title Insurance Company			0
AmTrust Title Insurance Company			0
Chicago Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
Dakota Homestead Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Guaranty Company			0
First American Title Insurance Company			0
First National Title Insurance Company			0
Investors Title Insurance Company			0
National Title Insurance of New York, Inc.			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
Premier Land Title Insurance Company			0
Radian Title Insurance Inc.			0
States Title Insurance Company			0
Stewart Title Guaranty Company	24867	6002	18,865
Title Resources Guaranty Company			0
US National Title Insurance Company			0
Westcor Land Title Insurance Company			0
WFG National Title Insurance Company			0
Other			0
Total	24867	6002	18865
	(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: 24.1%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2020

Part A: Description of Income Item		
1.	Closing Fees	53,014
2.	Abstracting and Title Report Income	
3.	Recording Fees	3,587
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	228

Part B: Itemization of All Other Income		
7.	SEARCHING FEE	525
8.	TITLE PLANT SERVICES	2,663
9.	PPP LOAN FORGIVENESS	4,922
10.	OTHER INCOME	62,081
11.		
12.		
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19.		

Total Other Income (Carry forward to Schedule A, line A-4)	127,020
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Part C: Commitments Not Paid			Premium per Commitment
1.	Number of Commitments Not Paid for	180	\$ 100.00
2.	Premium Lost on Unpaid Commitments	\$ 18,000.00	

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2020

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	702
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	187
Total (Carry forward to Schedule A, line B-17)		889

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2020

Part A - Deductible Expenses		
1.	RECORDING FEES	38,606
2.	SUB CONTRACTOR	5,270
3.	ADMINISTRATIVE & OVERHEAD	15,275
4.	BANK CHARGES	1
5.	CLEANING AND MAINTENANCE	289
6.	COMPUTER EXPENSE	1,732
7.	COMPUTER PAYROLL SERVICE	3,750
8.	EQUIPMENT MAINTENANCE	13
9.	SALES COMMISSION	51
10.	TELEPHONE	33
11.	UTILITIES	96
12.		
13.		
14.		
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20.		
Total (Carry forward to Schedule A, line B-20)		65,116

Part B - Excluded Expenses		
1.	CONTRIBUTIONS	1,300
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Total (Carry forward to Schedule A, line D-9)		1,300

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

For the Calendar Year Ending December 31, 2020

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, 2020

County	Title Premiums Written
Bernalillo	22,540
Catron	
Chaves	
Cibola	
Colfax	
Curry	
De Baca	
Dona Ana	
Eddy	
Grant	
Guadalupe	
Harding	
Hidalgo	
Lea	
Lincoln	
Los Alamos	
Luna	
McKinley	
Mora	
Otero	780
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	752
Santa Fe	795
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	24,867

Crosscheck with Schedule B:	24,867
Difference:	0

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For the Calendar Year Ending December 31, 2020

SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
John Baumgart	100.0%	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