

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

AGENCY NAME: New Mexico Abstract Co., Inc
ADDRESS: 510 Williams Ave PO Box 408 Estancia NM 87016
CONTACT NAME: George H Kayser, Jr

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)	355,007
2. Less: Remitted title insurance premiums (from Schedule B)	71,001
3. Retained title insurance premiums (from Schedule B)	284,006
4. Other income (from Schedule C)	129,340
5. Total Revenue	413,346

Part B: Expenses	
1. Employees' salaries and wages	64,400
2. Owners' and partners' salaries and wages	162,500
3. Employee benefits	42,457
4. Rent	3,234
5. Insurance	7,168
6. Legal expense	
7. Licenses, taxes and fees	60
8. Title plant expense and maintenance	21,933
9. Office supplies	6,647
10. Depreciation	2,891
11. Automobile expense	
12. Communication expense	15,591
13. Education expense	
14. Bad debts	
15. Interest expense	8,764
16. Employee travel and lodging	400
17. Loss and loss adjustment expense (from Schedule D)	5,316
18. Accounting and auditing expense	4,793
19. Public relations expense	6,991
20. Other expenses (from Schedule E)	10,897
21. Total Expenses	364,042

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	49,304

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	6,005
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)	1,973
10. Total Excluded Expenses	7,978

Part E: Net Income	
1. Net income as reported on the books of the agency	41,326

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

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, 2017

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			0
Commonwealth Land Title Insurance Company	2778	556	2,222
EnTitle Insurance Company			0
Fidelity National Title Insurance Company	99965	19993	79,972
First American Title Insurance Company	109653	21930	87,723
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company	142611	28522	114,089
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
Total	355007	71001	284006
	(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:

20.0%

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SCHEDULE C: IDENTIFICATION OF OTHER INCOME

For the Calendar Year Ending December 31, 2017

Part A: Description of Income Item		
1.	Closing Fees	60,864
2.	Abstracting and Title Report Income	39,455
3.	Recording Fees	(3,367)
4.	Copy Fees	
5.	Inspection Fees	
6.	Interest Income	

Part B: Itemization of All Other Income		
7.	Mail charges	13,455
8.	Miscellaneous	18,933
9.		
10.		
11.		
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16.		
17.		
18.		
19.		

Total Other Income (Carry forward to Schedule A, line A-4)	129,340
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Part C: Commitments Not Paid		Premium per Commitment
1.	Number of Commitments Not Paid for	36
2.	Premium Lost on Unpaid Commitments	\$ 3,600.00

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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2017

Description of Expense Item		
1.	Closing Losses	
2.	Agent Errors	1,480
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	3,836
Total (Carry forward to Schedule A, line B-17)		5,316

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1.	Bank charges 6,167
2.	Outside services 925
3.	repair and maintenance 3,805
4.	
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Total (Carry forward to Schedule A, line B-20) 10,897	

Part B - Excluded Expenses	
1.	
2.	Misc nondeductible expenses 1,973
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Total (Carry forward to Schedule A, line D-9) 1,973	

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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?
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, 2017

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	
Mora	
Otero	
Quay	
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	355,007
Union	
Valencia	
TOTAL	355,007

Crosscheck with Schedule B:	355,007
Difference:	0

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SCHEDULE H: IDENTIFICATION OF OWNERS

1	2	3
Name of Each Individual or Entity	Percentage of Agency Owned	Description Code (see below)
George H Kayser	55.0%	N/A
Bonnie L Kayser	40.0%	N/A
Stella L Chavez	5.0%	N/A
Total	100.0%	

Code	Description
A	Attorney
REA	Real estate agent
RED	Real estate developer
L	Lending institution
UW	Underwriter
NA	None of the above