

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2011

AGENCY NAME: Western Plains, Inc.
 FEDERAL I.D. NUMBER:
 ADDRESS: 111 West Center Street, Tucumcari, NM 88401
 CONTACT NAME: Pamela R. Sanders

Check One:

- INDEPENDENT (NON-AFFILIATED): Includes direct premiums written by non-affiliated agency operations.
- AFFILIATED: Includes direct premiums written by affiliated agency operations. Affiliated agency operations are agencies with 10% or greater ownership by an underwriter, including wholly-owned agencies.
- DIRECT: Includes direct premiums written at home office and branch office operations of the title insurer. No amounts attributable to agency operations (even wholly owned agencies) are to be included in this category.

Part A: Revenue	
1. Title insurance written premiums (from Schedule B)	46,844
2. Less: Remitted title insurance premiums (from Schedule B)	9,369
3. Retained title insurance premiums (from Schedule B)	37,475
4. Other income (from Schedule C)	32,863
5. Total Revenue	70,338

Part B: Expenses	
1. Employees' salaries and wages	0
2. Owners' and partners' salaries and wages	30,000
3. Employee benefits	
4. Rent	13,500
5. Insurance	831
6. Legal expense	
7. Licenses, taxes and fees	5,527
8. Title plant expense and maintenance	8,738
9. Office supplies	1,217
10. Depreciation	
11. Automobile expense	1,034
12. Communication expense	4,695
13. Education expense	1,144
14. Bad debts	
15. Interest expense	
16. Employee travel and lodging	
17. Loss and loss adjustment expense (from Schedule D)	2,903
18. Accounting and auditing expense	946
19. Public relations expense	2,016
20. Other expenses (from Schedule E)	2,841
21. Total Expenses	75,392

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	(5,054)

Part D: Excluded Expenses	
1. NMLTA lobbying expense	
2. Direct lobbying expense	
3. Political contributions	
4. State and federal income tax expense	84
5. 1/2 of meals and entertainment expense	105
6. Penalties	
7. Country club dues	
8. Salaries in excess of salary cap	
9. Other excluded expenses (from Schedule E)	130
10. Total Excluded Expenses	319

Part E: Net Income	
1. Net income as reported on the books of the agency	(5,373)

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	195,377

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SCHEDULE B: PREMIUMS BY UNDERWRITER

For the Calendar Year Ending December 31, 2011

1 Name of Each Underwriting Company for Which This Agency Charged Premiums	2 Title Premiums Written by This Agency	3 Title Premiums Remitted or Owed by This Agency to Underwriters	4 Title Premiums Retained by This Agency
Alamo Title Insurance Company			0
Chicago Title Insurance Company			0
Commerce Title Insurance Company			0
Commonwealth Land Title Insurance Company			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Lawyers Title Insurance Corporation			0
Old Republic National Title Insurance Company			0
Security Union Title Insurance Company			0
Stewart Title Guarantee Company	1757	352	1,405
Ticor Title Insurance Company			0
Title Resources Guaranty Company			0
Transnation Title Insurance Company			0
Other	45087	9017	36,070
Total	46844	9369	37475
	(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, 2011

Description of Income Item		
A.	Closing Fees	15,945
B.	Abstracting and Title Report Income	4,615
C.	Recording Fees	1,135
D.	Copy Fees	698
E.	Inspection Fees	
F.	Interest Income	

Itemization of All Other Income		
G.	Real Estate Commission	2,574
H.	Clerical Fees	4,313
I.	Escrow Company Fees	3,583
J.		
K.		
L.		
M.		
N.		
O.		
P.		
Q.		
R.		
S.		

Total Other Income (Carry forward to Schedule A, line A-4)	32,863
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SCHEDULE D: LOSSES AND LOSS ADJUSTMENT EXPENSES

For the Calendar Year Ending December 31, 2011

Description of Expense Item		
1.	Closing Losses	0
2.	Agent Errors	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	2,903
Total (Carry forward to Schedule A, line B-17)		2,903

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2011

Part A - Deductible Expenses		
1.	Utilities	2,178
2.	Miscellaneous	663
3.		
4.		
5.		
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12.		
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19.		
20.		
Total (Carry forward to Schedule A, line B-20)		2,841

Part B - Excluded Expenses		
1.	Charitable Contributions	130
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3.		
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16.		
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18.		
19.		
20.		
Total (Carry forward to Schedule A, line D-9)		130

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SCHEDULE G: PREMIUMS BY COUNTY

For the Calendar Year Ending December 31, 2011

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	46,844
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	46,844

Crosscheck with Schedule B:	46,844
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)
Western Plains, Inc.	100.0%	REA
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