

NEW MEXICO TITLE INSURANCE AGENTS STATISTICAL REPORT

SCHEDULE A: STATEMENT OF INCOME AND EXPENSES

For the Calendar Year Ending December 31, 2017

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

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)	76,091
2. Less: Remitted title insurance premiums (from Schedule B)	15,218
3. Retained title insurance premiums (from Schedule B)	60,873
4. Other income (from Schedule C)	56,455
5. Total Revenue	117,328

Part B: Expenses	
1. Employees' salaries and wages	15,761
2. Owners' and partners' salaries and wages	0
3. Employee benefits	29,434
4. Rent	26,000
5. Insurance	2,834
6. Legal expense	0
7. Licenses, taxes and fees	3,908
8. Title plant expense and maintenance	9,156
9. Office supplies	2,466
10. Depreciation	606
11. Automobile expense	1,285
12. Communication expense	8,346
13. Education expense	984
14. Bad debts	0
15. Interest expense	0
16. Employee travel and lodging	380
17. Loss and loss adjustment expense (from Schedule D)	2,833
18. Accounting and auditing expense	1,111
19. Public relations expense	3,077
20. Other expenses (from Schedule E)	2,242
21. Total Expenses	110,423

Part C: Net Income for Ratemaking Purposes	
1. Income (Loss) from Operations	6,905

Part D: Excluded Expenses	
1. NMLTA lobbying expense	100
2. Direct lobbying expense	0
3. Political contributions	0
4. State and federal income tax expense	1,036
5. 1/2 of meals and entertainment expense	63
6. Penalties	0
7. Country club dues	0
8. Salaries in excess of salary cap	0
9. Other excluded expenses (from Schedule E)	60
10. Total Excluded Expenses	1,259

Part E: Net Income	
1. Net income as reported on the books of the agency	5,646

Part F: Equity	
1. Total equity as reported on balance sheet of the agency	158,984

Part G: Employees	
1. Total number of employees	1

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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			0
EnTitle Insurance Company			0
Fidelity National Title Insurance Company			0
First American Title Insurance Company			0
Investors Title Insurance Company			0
Lawyers Title Insurance Corporation			0
North American Title Insurance Company			0
Old Republic National Title Insurance Company			0
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	76091	15218	60,873
Other			0
Total	76091	15218	60873
	(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	32,836
2. Abstracting and Title Report Income	10,583
3. Recording Fees	350
4. Copy Fees	193
5. Inspection Fees	0
6. Interest Income	0

Part B: Itemization of All Other Income	
7. Clerical Fees	3,356
8. Escrow Company Fees	8,250
9. Express Fees and Postage	887
10.	
11.	
12.	
13.	
14.	
15.	
16.	
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19.	

Total Other Income (Carry forward to Schedule A, line A-4)	56,455
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Part C: Commitments Not Paid		Premium per Commitment
1. Number of Commitments Not Paid for	3	\$ 100.00
2. Premium Lost on Unpaid Commitments	\$ 300.00	

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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	
3.	Unfair Trade Practices	
4.	Loss Adjustment Expenses	
5.	E&O or Fidelity Insurance	2,833
Total (Carry forward to Schedule A, line B-17)		2,833

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SCHEDULE E: IDENTIFICATION OF OTHER EXPENSES

For the Calendar Year Ending December 31, 2017

Part A - Deductible Expenses	
1. Utilities	2,242
2.	
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Total (Carry forward to Schedule A, line B-20)	2,242

Part B - Excluded Expenses	
1. Charitable Contributions	60
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Total (Carry forward to Schedule A, line D-9)	60

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For the Calendar Year Ending December 31, 2017

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	76,091
Rio Arriba	
Roosevelt	
San Juan	
San Miguel	
Sandoval	
Santa Fe	
Sierra	
Socorro	
Taos	
Torrance	
Union	
Valencia	
TOTAL	76,091

Crosscheck with Schedule B:	76,091
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)
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