



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia 

QUARTERLY STATUS REPORT PERIOD ENDING DECEMBER 31, 2015

In compliance with the West Virginia Code §18-30-10(2), the West Virginia College Prepaid Tuition and Savings Board of Trustees is hereby submitting the quarterly report on the status of the West Virginia College Prepaid Tuition and Savings Programs. As authorized by §18-30 of the West Virginia Code, the State Treasurer administers all the programs of the nine-member Board of Trustees of the West Virginia College Prepaid Tuition and Savings Program (the Program). In March 2003, the West Virginia Legislature created the Prepaid Tuition Trust Escrow Account, to guarantee payment of Prepaid Tuition Plan contracts, and suspended further enrollments in the Plan. The Program uses the SMART529 brand name for all college savings products. The Program Manager is The Hartford Life Insurance Company (The Hartford).

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Information contained herein is provided by The Hartford, the West Virginia Investment Management Board, Intuition Systems and WVFIMS and has not been audited by an independent certified public accounting firm.

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West Virginia College Prepaid Tuition and Savings Program Quarterly Status Report Ending December 31, 2015

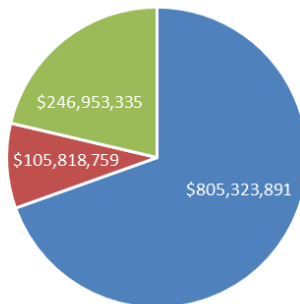


SMART529 is issued by the West Virginia College Prepaid Tuition and Savings Program Board of Trustees and is administered by Hartford Life Insurance Company.

Per W. Va. Code §18-30-10 the West Virginia College Prepaid Tuition and Savings Program is herewith submitting a quarterly report on the status of the program, including the trust funds and the administrative account, to the West Virginia Legislative Librarian in compliance with S.B. 477 which amended W. Va. Code §4-1-23.

Savings Plan Trust Fund

During the quarter, the SMART529 Savings Plan added 1,464 new accounts and received \$51,544,318 in contributions. The total of SMART529 Savings Plan assets at the end of the quarter was \$2,162,834,028.



■ The Hartford SMART529 ■ SMART529 WV Direct ■ SMART529 Select

Of 120,764 accounts nationwide, 29,823 are West Virginia resident accounts with a value of \$409,289,915.

Prepaid Tuition Trust Fund

The West Virginia Prepaid Tuition Plan was designed to provide West Virginia families with a convenient method of prepaying for future tuition costs by purchasing prepaid tuition units. On March 8, 2003 the West Virginia Legislature enacted House Bill 2953 which continued the Prepaid Tuition Plan, but closed it to new enrollments.

The West Virginia Prepaid Tuition Plan ended this period with 3,731 active accounts with assets valued at \$58,891,574. During the quarter, there were \$2,685,308 in qualified tuition benefit distributions, and contract installment payments of \$44,462 were received. Prepaid Tuition Trust Fund investments gained \$1,279,354 during the quarter.

Prepaid Tuition Trust Fund Escrow Account

H.B. 2953 also created the Prepaid Tuition Trust Escrow Account "to guarantee payment of Prepaid Tuition Plan Contracts." The Escrow Account will receive transfers of up to one million dollars from the Unclaimed Property Trust Fund each year there is an actuarially determined unfunded liability in the Prepaid Tuition Trust Fund.

	Quarter Ended <u>September 30, 2015</u>	Quarter Ended <u>December 31, 2015</u>	Fiscal Year to Date
Market Value	\$19,572,633	\$19,548,607	\$19,548,607
Change from previous quarter/year	\$1,035,548	\$(24,026)	\$1,011,522

Administrative Account

The Administrative Account established in the State Treasurer's Office is used for the purpose of implementing, operating, and maintaining the Trust Funds and the Program. It may receive funds from a variety of sources including fees, charges, and penalties collected by the Board.

Beginning balance	\$2,178,958
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	320,204
Disbursements to pay expenses	<u>(361,082)</u>
Ending Balance	\$2,138,080

Community Outreach

- 529K Scholarship Awards Ceremony – Charleston
 - A total of seven children from five adoptive families ranging in age from 2 years to 8 years old received a scholarship totaling \$1200 each.

Operating Report

For the Quarter Ending December 31, 2015

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 58,891,574	Prepaid Tuition Trust Fund	
Savings Plan Trust Fund	\$ 2,162,834,028	Ending Quarter	2.15%
Administrative Account	\$ 2,138,080	FY2015 To Date	(1.16%)
		Annualized since investing July 1999	6.43%

Note: See Quarterly Investment Performance Review for detail. Rates are not annualized unless otherwise noted.

Program Operating Activities			
	Prepaid Tuition Trust Fund	Savings Plan Trust Fund	Administrative Account
Receipts	\$ 44,462	\$ 51,544,318	\$ -
Investment earnings (loss)	1,279,354	65,031,924	-
Legislative appropriations	-	-	(8,250)
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	320,204
Total Receipts	1,323,816	116,576,242	311,954
Expenses/Fees	-	(7,227,890)	(352,832)
Cancellations/Rollovers	(450,652)	(10,336,078)	-
Expirations	(866,650)	-	-
Regular distributions	(2,685,308)	(38,431,928)	-
Total Disbursements	(4,002,610)	(55,995,896)	(352,832)
Net change	(2,678,794)	60,580,345	(40,878)
Beginning cash & investments	61,570,368	2,102,253,683	2,178,958
Ending cash & investments	\$ 58,891,574	\$ 2,162,834,028	\$ 2,138,080

Note: Quarterly Report is based upon unaudited numbers and may reflect rounding.

Fiscal Year 2016 Budget to Actual Comparison For the Six Months Ended December 31, 2015

		YTD		OVER (UNDER)	% OF BUDGET
		DISBURSEMENT	BUDGET	BUDGET	SPENT (YTD)
Payroll & Benefits	Payroll and Benefits	\$ 198,622	\$ 459,777	\$ (261,155)	43.2%
	Payroll and Benefits TEMP	55,002	110,008	(55,006)	50.0%
	Annual Increment	5,100	6,160	(1,060)	82.8%
	PEIA/Personnel Fees	-	400	(400)	0.0%
	Social Security Matching	19,133	44,526	(25,393)	43.0%
	PEIA	11,782	65,717	(53,935)	17.9%
	Workers' Comp	566	4,090	(3,524)	13.8%
	Pension & Retirement	25,497	62,901	(37,404)	40.5%
	WV OPEB	6,035	15,648	(9,613)	38.6%
PAYROLL & BENEFITS TOTAL:		321,737	769,227	(447,490)	41.8%
Unclassified	Miscellaneous	-	5,350	(5,350)	0.0%
	Postage	-	3,000	(3,000)	0.0%
	1% PEIA Transfer	16	-	16	*
	Utilities	-	5,650	(5,650)	0.0%
UNCLASSIFIED TOTAL:		16	14,000	(13,984)	0.1%
Current Expenses	Office Expenses	362	6,000	(5,638)	6.0%
	Printing & Binding	1,078	-	1,078	*
	Rent	9,327	18,650	(9,323)	50.0%
	Utilities	78	600	(522)	13.0%
	Telecommunications	450	2,000	(1,550)	22.5%
	Internet Service	40	-	40	*
	Contractual Services	16,319	225,000	(208,681)	7.3%
	Professional Services	55,000	-	55,000	*
	Consultants & Consulting Fees	176,430	210,000	(33,570)	84.0%
	Security Service	394	-	394	*
	Travel - Employee	16,478	20,000	(3,522)	82.4%
	Travel - Non-Employee	-	5,000	(5,000)	0.0%
	Computer Services Internal	1,431	-	1,431	*
	Computer Services External	-	3,000	(3,000)	0.0%
	Vehicle Rental	139	-	139	*
	Rental (machine)	888	1,000	(112)	88.8%
	Association Dues	4,100	4,785	(685)	85.7%
	Food products	1,108	500	608	221.6%
	Supplies-Household	130	-	130	*
	Advertising & Promotional	3,002	23,000	(19,998)	13.1%
	Vehicle Operating Expense	141	-	141	*
	Routine Maint. Contracts	-	4,000	(4,000)	0.0%
	Cellular	436	750	(314)	58.1%
	Hospitality	746	3,000	(2,254)	24.9%
	Energy Expense Utilities	871	2,400	(1,529)	36.3%
	Miscellaneous	46	-	46	*
	Training & Dev'p (in state)	10	5,000	(4,990)	0.2%
	Training & Dev'p (out of state)	-	7,000	(7,000)	0.0%
	Postal	1,828	3,000	(1,172)	60.9%
	Freight	95	-	95	*
	Computer Supplies	4,708	5,000	(292)	94.2%
Software License	1,827	15,000	(13,173)	12.2%	
Computer Equipment	-	10,000	(10,000)	0.0%	
Attorney Legal Services	-	50,719	(50,719)	0.0%	
Misc Equip Purchases	181	-	181	*	
CURRENT EXPENSES TOTAL:		297,643	625,404	(327,761)	47.6%
General Rev. Appropriation	Contractual Services	13,967	73,207	13,967	19.1%
	Consultants & Consulting Fees	-	-	-	*
GENERAL REV. APPROPRIATION TOTAL		13,967	73,207	13,967	19.1%
TOTAL		\$ 633,363	\$ 1,481,838	\$ (775,268)	42.7%

* No budget

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	ITD
Beginning	4,141	3,985		121,317	120,671	
New/Redefined	-	-	-	1,062	1,464	174,542
Full Distribution	(66)	(142)	(208)	(1,237)	(810)	(21,399)
Cancelled	(90)	(37)	(127)	(254)	(270)	(14,718)
Expired	-	(75)	(75)	-	-	
External Rollover	-	-	-	(217)	(291)	(15,524)
Ending	3,985	3,731		120,671	120,764	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	559	478
Mature, payout in process	2,033	1,859
Not mature yet	1,393	1,394
Active Accounts Sub-Total	3,985	3,731
Depleted	3,118	3,260
Cancelled / rolled over	2,634	2,671
Expired	-	75
Closed Accounts Sub-Total	5,752	6,006
Total Accounts (since inception)	9,737	9,737

Savings Plan Detail

Quarterly Numbers Summary – Management Basis				
Activity	Last Quarter	This Quarter	FY 2016 To Date	Since Inception
Beginning Active Accounts	121,317	120,671	121,317	
New accounts	1,062	1,464	2,526	174,378
Closed	(1,708)	(1,371)	(3,079)	(53,614)
Ending Active Accounts	120,671	120,764	120,764	

Beginning Balance	\$ 2,262,844,759	\$ 2,102,253,683	\$ 2,262,844,759	
Contributions	42,006,641	51,544,318	93,550,959	\$ 2,577,690,165
Distributions:				
Cancellations/Rollovers	8,140,830	10,336,078	18,476,908	
Regular Distributions	57,911,980	38,431,928	96,343,908	
Total Distributions	66,052,810	48,768,006	114,820,816	1,146,994,666
Fees & Charges:				
Up-Front Sales Charge	584,253	667,655	1,251,907	43,472,525
Deferred Sales Charge	36,717	31,810	68,527	1,378,528
Broker Distribution Charge	1,482,518	1,454,756	2,937,273	53,019,526
Annual Maintenance Fee	33,585	1,092,428	1,126,013	12,195,368
Investment Mgmt Charges	2,344,718	2,383,883	4,728,601	79,828,042
Hartford Administrative Fee	1,270,180	1,260,504	2,530,683	34,616,208
WV Administrative Fee	328,863	324,765	653,629	10,833,903
Cancellation Fee	12,790	12,090	24,880	1,134,831
Total Fees & Charges	6,093,623	7,227,890	13,321,513	236,478,930
Change in Investment Value	\$ (130,451,284)	\$ 65,031,924	\$ (65,419,360)	\$ 968,617,460
Ending Balance	\$ 2,102,253,683	\$ 2,162,834,028	\$ 2,162,834,028	

Totals may reflect rounding differences

Savings Trust Assets by Investment Plan & Option

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
Age-Based Portfolios				
0-8	\$ 136,262,342	\$ 25,375,814	\$ -	\$ 161,638,156
9-13	272,548,534	35,058,448	-	307,606,981
14-15	133,007,807	14,012,601	-	147,020,409
16-17	127,167,713	14,452,412	-	141,620,125
18+	136,337,495	16,919,483	-	153,256,978
DFA 0-3	-	-	13,617,122	13,617,122
DFA 4-6	-	-	30,231,393	30,231,393
DFA 7-9	-	-	47,070,014	47,070,014
DFA 10-12	-	-	49,925,604	49,925,604
DFA 13-15	-	-	49,195,647	49,195,647
DFA 16-18	-	-	36,850,052	36,850,052
DFA 19+	-	-	20,063,503	20,063,503
TOTAL	\$ 805,323,891	\$105,818,759	\$ 246,953,335	\$ 1,158,095,984
Static Portfolios				
Static Agg Growth	\$ 67,433,911	\$ 26,628,661	\$ -	\$ 94,062,571
Static Growth	90,896,621	17,428,854	-	108,325,476
Static Balanced	55,448,628	11,591,562	-	67,040,190
Static Cnsv Balanced	8,564,627	4,492,042	-	13,056,669
Static Cnsv Bond	-	2,873,051	-	2,873,051
Static Checks & Bal	37,609,608	-	-	37,609,608
All Equity DFA	-	-	80,512,878	
Agg Growth DFA	-	-	26,992,433	
Moderate Agg DFA	-	-	11,277,230	
Growth DFA	-	-	25,076,238	
Moderate Grw DFA	-	-	15,520,624	
Balanced DFA	-	-	10,354,286	
Conservative DFA	-	-	6,062,996	
Moderate Cnsv DFA	-	-	4,527,559	
Fixed Income DFA	-	-	13,141,983	
1-Year Fixed DFA	-	-	6,053,660	
TOTAL	\$ 259,953,396	\$ 63,014,169	\$ 199,519,886	\$ 522,487,451

Chart continued on next page.

Savings Trust Assets by Investment Plan & Option - Continued

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
Individual 529 Funds				
Hartford Balanced Income	\$ 13,951,195	\$ -	\$ -	\$ 13,951,195
Hartford Capital Appreciation	(84,010)			(84,010)
Hartford Dividend & Growth	199,803,923	-	-	199,803,923
Hartford Equity Income	27,567,698	-	-	27,567,698
Hartford Global All Asset	1,814,586	-	-	1,814,586
Hartford Growth Opportunities Fund	19,029,009	-	-	19,029,009
Hartford High Yield	7,160,926	-	-	7,160,926
Hartford Inflation Plus	6,128,955	-	-	6,128,955
Hartford Intl Opportunities Fund	14,103,319	-	-	14,103,319
Hartford MidCap	59,481,256	-	-	59,481,256
Hartford MidCap Value	10,975,549	-	-	10,975,549
Hartford Small Company Fund	7,599,249	-	-	7,599,249
Hartford Total Return Bond	20,463,585	-	-	20,463,585
MFS Global Equity Fund	13,884,609	-	-	13,884,609
SMART529 500 Index Fund	-	11,318,140	-	11,318,140
TOTALS	\$ 401,879,850	\$ 11,318,140	\$ -	\$ 413,197,990
Stable Value Funds				
SMART529 Stable Value	\$ 56,712,267	\$ 12,340,336		
TOTALS	\$ 56,712,267	\$ 12,340,336		\$ 69,052,603
GRAND TOTALS	\$ 1,523,869,403	\$ 192,491,404	\$ 446,473,221	\$ 2,162,834,028

Totals may reflect rounding differences

Savings Trust Assets by Share Class

Share Class	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	% of Assets
A Shares	\$ 1,091,794,327	\$ -	\$ -	50%
B Shares	\$ 84,833,689	-	-	4%
C Shares	\$ 233,856,458	-	-	11%
D Shares		\$ 192,491,404	\$ 446,473,221	30%
E Shares	\$ 113,384,929	-	-	5%
Total	\$ 1,523,869,403	\$ 192,491,404	\$ 446,473,221	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 30,298,102	\$ 1,906,955,190	642	143,074
Direct	21,246,215	668,641,418	822	31,304
Total	\$ 51,544,318	\$ 2,575,596,608	1,464	174,378

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2013 Sept	4,273,518	4,809,588	9,083,106	283	314	597
2013 Dec	7,803,644	8,884,506	16,688,150	455	424	879
2014 March	5,338,667	7,029,195	12,367,862	344	588	932
2014 June	4,878,691	5,602,281	10,480,971	395	324	719
2014 Sept	5,318,829	5,847,158	11,165,987	396	366	762
2014 Dec	7,615,107	10,099,288	17,714,395	510	478	988
2015 March	5,848,589	6,873,172	12,721,761	417	526	943
2015 June	4,671,163	5,072,121	9,743,284	358	292	650
2015 Sept	4,977,507	5,710,028	10,687,536	313	292	605
2015 Dec	7,099,327	9,018,928	16,118,255	343	497	840

Top 10 Investing Firms – West Virginia

WV Owner or Beneficiary

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	839,552	90	31,237,294	5,405
BB&T Investment Services Inc	684,152	17	29,544,867	3,772
First Clearing Corporation	584,797	17	23,661,367	2,197
Morgan Stanley Smith Barney Llc	903,391	16	24,930,273	1,793
Wesbanco Securities, Inc.	161,336	15	3,665,257	609
Lpl Financial Corporation	143,828	12	5,665,432	1,000
Northwestern Mutual Investment Ser	288,975	11	5,048,213	683
J.P. Morgan Securities	336,175	9	18,860,439	2,689
Cetera Investment Services Llc	94,904	9	413,404	97
United Brokerage Services Inc	286,703	8	371,552	284

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	\$9,116,047	450	\$547,046,644	67,214
First Clearing Corporation	\$2,456,869	53	\$109,222,891	10,257
Lpl Financial Corporation	\$1,620,972	47	\$76,149,954	9,533
Morgan Stanley Smith Barney Llc	\$1,629,236	24	\$79,530,661	4,130
Raymond James & Associates Inc	\$925,021	23	\$48,191,520	4,836
Woodbury Financial Services	\$714,643	20	\$74,225,370	8,788
Cetera Investment Services Llc	\$239,687	19	\$16,798,897	2,098
BB&T Investment Services Inc	\$935,280	17	\$59,458,793	7,184
Wesbanco Securities, Inc.	\$161,411	15	\$3,792,027	625
Ameriprise Financial	\$239,114	14	\$3,886,541	846

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
WV	16,028,160	31.10%	485,798,421	18.79%
<i>Direct-sold</i>	8,981,838	56.04%	239,572,660	49.32%
<i>Broker-sold</i>	7,046,322	43.96%	246,225,761	50.68%
CA	5,589,887	10.84%	287,288,941	11.11%
TX	4,409,994	8.56%	212,868,620	8.23%
PA	2,149,037	4.17%	96,662,331	3.74%
WA	2,033,598	3.95%	66,115,557	2.56%
NJ	1,786,139	3.47%	65,401,355	2.53%
NC	1,736,394	3.37%	131,169,111	5.07%
FL	1,650,734	3.20%	99,030,564	3.83%
MA	1,238,427	2.40%	74,132,271	2.87%
TN	1,183,996	2.30%	80,357,502	3.11%

Assets in Underlying Funds by Product Line

Mutual Fund Name	The Hartford SMART529	SMART529 Select	Total	Equivalent Shares
	SMART529 WV Direct			
Hartford Small Cap Growth	\$ 24,923,034		\$ 24,923,033.71	526,024.350
Hartford Growth Opps	19,101,503		19,101,502.96	465,549.670
Hartford Small Co	7,646,696		7,646,695.98	384,449.270
Hartford High Yield	7,197,447		7,197,447.27	1,060,006.961
Hartford Capital Apprec	89,257,484		89,257,483.58	2,288,066.741
Hartford MidCap	59,537,663		59,537,663.24	2,172,114.675
Hartford Total Return Bond	33,123,371		33,123,371.39	3,218,986.530
Hartford Dividend Growth	286,764,103		286,764,102.57	12,538,876.369
Hartford International Opps	168,609,729		168,609,729.23	11,225,681.041
Hartford International Growth	9,229,668		9,229,668.15	728,466.311
Hartford MidCap Value	43,813,756		43,813,756.17	3,000,942.203
Hartford Intl Small Company	41,022,839		41,022,838.88	2,815,568.900
Hartford Balanced Income	14,026,342		14,026,341.79	1,077,291.996
Hartford Inflation Plus	37,016,427		37,016,426.56	3,469,205.863
Hartford Unconstrained Bond	15,011,191		15,011,191.00	1,585,131.046
Hartford Equity Income	97,689,729		97,689,728.95	5,729,602.872
Hartford Strategic	50,763,884		50,763,883.78	6,153,198.034
Hartford World Bond	30,589,746		30,589,746.45	3,028,687.767
Hartford Emerging Mark Res	35,080,178		35,080,178.17	5,388,660.241
Hartford Global All Asset	1,815,738		1,815,737.54	180,311.573
Hartford Gobar Real Asset	77,234,761		77,234,761.08	10,297,968.143
Hartford Real Total Return	77,837,478		77,837,478.02	8,414,862.489
MFS Global Equity	13,977,385		13,977,384.51	407,860.651
Vanguard Total Intl Stock	31,442,189		31,442,189.45	324,346.910
Vanguard Inflation Protected	11,322,775		11,322,774.70	1,102,509.708
Vanguard Total Bond Mkt II	20,948,424		20,948,423.95	1,976,266.410
Vanguard Inst Index	11,196,810		11,196,809.96	59,997.910
Vanguard Total Stock	73,217,469		73,217,469.17	1,441,288.763
Stable Value	329,241,088		329,241,088.26	20,879,314.566
DFA Inflationary Protection	-	\$ 10,689,364	10,689,363.73	939,311.399
DFA International Core Equity	-	81,861,411	81,861,410.80	7,187,130.009
DFA US Core Equity 2	-	183,825,160	183,825,160.40	11,243,129.077
DFA Emerging Markets Core	-	26,636,831	26,636,830.93	1,690,154.247
DFA One Year Fixed Income	-	41,402,162	41,402,162.00	4,027,447.665
DFA Five Yr Global Bond	-	33,296,715	33,296,715.17	3,054,744.510
DFA Investment Grade	-	39,222,285	39,222,285.33	3,686,305.011
DFA St Ext Qual	-	11,854,534	11,854,533.69	1,104,802.766
DFA Global Real	-	9,026,899	9,026,898.54	878,957.989
DFA Short Duration Inflation	-	8,693,177	8,693,177.20	900,847.378
Total Market Value	\$ 1,718,638,906	\$ 437,815,361	\$ 2,165,147,444.26	

Cash & Investments	\$ 2,162,834,028
Assets in Underlying Funds	\$ 2,165,147,444
Difference due to market timing/seed money	\$ (2,313,416)

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	405,519,324	99%	29,512	99%	1,721,594,118	98%	88,892	98%	2,127,113,443	118,404
Custodial (UGMA/UTMA)	3,770,590	1%	311	1%	32,456,319	2%	2,049	2%	36,226,909	2,360
Total	409,289,915	100%	29,823	100%	1,754,050,437	100%	90,941	100%	2,163,340,352	120,764
Account Balance										
\$0-\$500	\$772,869	0%	3,424	11%	\$1,235,606	0%	5,409	6%	\$2,008,475	8,833
\$500-\$1,000	\$1,694,447	0%	2,303	8%	\$3,327,065	0%	4,401	5%	\$5,021,512	6,704
\$1,000-\$2,500	\$7,864,985	2%	4,711	16%	\$18,278,001	1%	10,775	12%	\$26,142,985	15,486
\$2,500-\$5,000	\$16,100,394	4%	4,411	15%	\$44,455,950	3%	12,075	13%	\$60,556,344	16,486
\$5,000-\$10,000	\$36,468,363	9%	5,074	17%	\$122,340,648	7%	16,640	18%	\$158,809,011	21,714
\$10,000-\$25,000	\$87,087,816	21%	5,567	19%	\$349,535,573	20%	21,860	24%	\$436,623,389	27,427
\$25,000-\$50,000	\$86,824,773	21%	2,505	8%	\$375,931,474	21%	10,769	12%	\$462,756,248	13,274
\$50,000-\$100,000	\$86,937,486	21%	1,273	4%	\$442,147,696	25%	6,361	7%	\$529,085,182	7,634
\$100,000-\$200,000	\$60,229,630	15%	456	2%	\$308,542,861	18%	2,293	3%	\$368,772,491	2,749
\$200,000+	\$25,309,153	6%	99	0%	\$88,255,562	5%	358	0%	\$113,564,715	457
Total	409,289,915	100%	29,823	100%	1,754,050,437	100%	90,941	100%	2,163,340,352	120,764
Age of Beneficiary										
<1	\$1,257,021	0%	445	1%	\$3,149,379	0%	518	1%	\$4,406,400	963
1	\$4,187,502	1%	916	3%	\$6,946,737	0%	1,214	1%	\$11,134,238	2,130
2	\$5,121,809	1%	1,108	4%	\$14,274,571	1%	1,639	2%	\$19,396,379	2,747
3	\$7,633,902	2%	1,217	4%	\$19,231,343	1%	1,936	2%	\$26,865,245	3,153
4	\$9,323,353	2%	1,199	4%	\$26,619,698	2%	2,243	2%	\$35,943,051	3,442
5	\$10,425,008	3%	1,251	4%	\$35,933,463	2%	2,731	3%	\$46,358,471	3,982
6	\$11,862,103	3%	1,297	4%	\$46,897,430	3%	3,107	3%	\$58,759,533	4,404
7	\$15,225,156	4%	1,412	5%	\$53,552,517	3%	3,346	4%	\$68,777,673	4,758
8	\$18,234,596	4%	1,608	5%	\$68,660,970	4%	3,905	4%	\$86,895,567	5,513
9	\$20,928,664	5%	1,631	5%	\$84,970,115	5%	4,616	5%	\$105,898,779	6,247
10	\$24,021,811	6%	1,724	6%	\$98,998,999	6%	5,186	6%	\$123,020,811	6,910
11	\$25,614,003	6%	1,714	6%	\$112,063,247	6%	5,661	6%	\$137,677,250	7,375
12	\$27,035,991	7%	1,760	6%	\$127,797,828	7%	6,305	7%	\$154,833,820	8,065
13	\$28,108,713	7%	1,604	5%	\$133,331,558	8%	6,115	7%	\$161,440,271	7,719
14	\$26,869,179	7%	1,568	5%	\$130,925,239	7%	5,878	6%	\$157,794,418	7,446
15	\$26,559,549	6%	1,450	5%	\$139,575,306	8%	5,903	6%	\$166,134,856	7,353
16	\$26,791,147	7%	1,377	5%	\$129,177,195	7%	5,380	6%	\$155,968,342	6,757
17	\$26,319,176	6%	1,202	4%	\$127,822,063	7%	5,191	6%	\$154,141,240	6,393
18	\$21,307,482	5%	1,041	3%	\$112,283,388	6%	4,559	5%	\$133,590,870	5,600
19	\$18,928,057	5%	965	3%	\$83,128,798	5%	3,812	4%	\$102,056,856	4,777
20	\$13,323,040	3%	795	3%	\$58,952,259	3%	3,199	4%	\$72,275,299	3,994
21	\$11,135,585	3%	654	2%	\$39,743,242	2%	2,414	3%	\$50,878,828	3,068
22	\$7,584,643	2%	444	1%	\$27,531,888	2%	1,646	2%	\$35,116,531	2,090
23+	\$21,492,423	5%	1,441	5%	\$72,483,202	4%	4,437	5%	\$93,975,625	5,878
Total	\$409,289,915	100%	29,823	100%	\$1,754,050,437	100%	90,941	100%	\$2,163,340,352	120,764

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West Virginia Resident versus Non West Virginia Resident cont										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	198,331,271	48%	15,466	52%	1,326,044,455	76%	78,815	87%	1,524,375,727	94,281
Select	30,460,822	7%	1,481	5%	416,012,399	24%	11,392	13%	446,473,221	12,873
WV Direct	180,497,821	44%	12,876	43%	11,993,583	1%	734	1%	192,491,404	13,610
Total	409,289,915	100%	29,823	100%	1,754,050,437	100%	90,941	100%	2,163,340,352	120,764
By Payment Method										
Auto Invest	\$117,285,127	29%	9,962	33%	\$406,570,649	23%	22,669	25%	\$523,855,776	32,631
Check	\$292,004,788	71%	19,861	67%	\$1,347,479,788	77%	68,272	75%	\$1,639,484,576	88,133
Total	\$409,289,915	100%	29,823	100%	\$1,754,050,437	100%	90,941	100%	\$2,163,340,352	120,764
By Portfolio*										
Age Based Portfolio	\$237,878,311	58%	22,228	61%	\$920,440,562	52%	59,121	54%	\$1,158,318,873	81,349
Individual Funds	\$56,116,444	14%	4,833	13%	\$388,487,504	22%	23,453	22%	\$444,603,948	28,286
Static Portfolio	\$115,298,311	28%	9,183	25%	\$445,366,572	25%	26,132	24%	\$560,664,882	35,315
Total	409,293,066	100%	36,244	100%	1,754,294,638	100%	108,706	100%	\$2,163,340,352	144,950

*An individual account owner may invest in more than one Portfolio category.

New Account Activity						
	WV		Non WV		Grand Totals	
	#	%	#	%	#	%
By Application Type						
Online	361	43%	57	9%	418	29%
Paper	479	57%	567	91%	1,046	71%
Total	840	100%	624	100%	1,464	100%
By Channel						
Advisor	343	41%	299	48%	642	44%
Direct	497	59%	325	52%	822	56%
Total	840	100%	624	100%	1,464	100%
By Product						
The Hartford	343	41%	299	48%	642	44%
Select	38	5%	316	51%	354	24%
WV Direct	459	55%	9	1%	468	32%
Total	840	100%	624	100%	1,464	100%