



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

QUARTERLY STATUS REPORT ENDING JUNE 30, 2015

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).

BOARD MEMBERS

Ex Officio Members

- WV State Treasurer - Chairman, John D. Perdue
- WV Higher Education Policy Commission - Colleges & Universities, Robert Anderson
- Secretary of Department of Education and the Arts, Kay Goodwin
- WV Higher Education Policy Commission - Community and Technical Colleges, Dr. Jo Harris

Appointed Members

- Interests of private institutions of higher education – Terri Underhill
- Private Citizen (2) – Phyllis Arnold and Robert Galloway
- General Public (2) – Jamie Dickenson and Chuck Smith

Secretary for the Board of Trustees, Lynda D. King



Office of West Virginia State Treasurer, John D. Perdue

West Virginia College Prepaid Tuition and Savings Program Quarterly Status Report Ending June 30, 2015



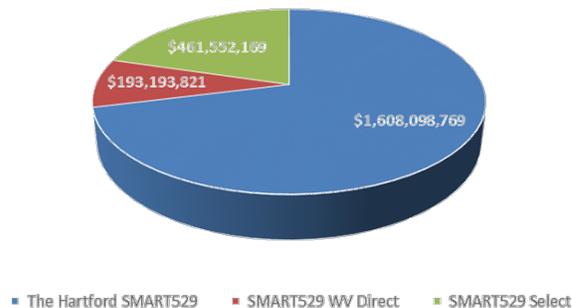
SMART529 is issued by the West Virginia College Prepaid Tuition and Savings Program Board of Trustees and is administered by Hartford Life Insurance Company.

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 1,313 new accounts and received \$43,959,294 in contributions. The total of SMART529 Savings Plan assets at the end of the quarter was \$2,262,844,759.

SMART529 Savings Plan



Of 121,317 accounts nationwide, 29,226 are West Virginia resident accounts with a value of \$417,860,702.

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 4,141 active accounts with assets valued at \$69,162,974. During the quarter, there were \$332,088 in qualified tuition benefit distributions, and contract installment payments of \$50,996 were received. Prepaid Tuition Trust Fund investments lost \$248,875 during the quarter.

Prepaid Tuition Trust Fund Escrow Account

HB2953 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 March 31, 2015	Quarter Ended June 30, 2015	Fiscal Year to Date
Market Value	\$18,540,140	\$18,537,085	\$18,537,085
Change from previous quarter/year	\$89,488	\$(3,055)	\$1,115,062

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	\$1,848,507
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	446,455
Disbursements to pay expenses	<u>(191,620)</u>
Ending Balance	\$2,103,342

Community Outreach

During the quarter Treasury employees staffed SMART529 College Savings and Financial Education informational booths at the following events:

- **Social Studies & History Fair**, Charleston Civic Center
- **Pinch Community Day**, St. Andrews, Pinch
- **YMCA Healthy Kid's Day event**, Charleston
- **Mission WV – Walk With Me Fundraiser Event**, Charleston
- **Ice Cream Social/5K packet pickup**, Charleston
- **First annual 5.29K Race to Benefit Foster Children**, Charleston

Operating Report

For the Quarter Ending June 30, 2015

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 69,162,974	Prepaid Tuition Trust Fund	
Savings Plan Trust Fund	\$ 2,262,844,759	Ending Quarter	(0.40%)
Administrative Account	\$ 2,103,342	FY2015 To Date	2.97%
		Annualized since investing July 1999	6.71%

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	\$ 50,996	\$43,959,294	\$ -
Investment earnings (loss)	(248,875)	8,026,300	-
Legislative appropriations	-	-	10,880
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	446,455
Total Receipts	(197,879)	51,985,594	457,335
Expenses/Fees	-	(6,281,395)	(202,500)
Cancellations/Rollovers	(573,001)	(9,307,839)	-
Regular distributions	(332,088)	(19,133,182)	-
Total Disbursements	(905,089)	(34,722,416)	(202,500)
Net change	(1,102,968)	17,263,178	254,835
Beginning cash & investments	70,265,942	\$ 2,245,581,581	1,848,507
Ending cash & investments	\$ 69,162,974	\$ 2,262,844,759	\$ 2,103,342

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

**Fiscal Year 2015 Budget to Actual Comparison
For the Year Ended June 30, 2015**

		YTD DISBURSEMENT	BUDGET	OVER (UNDER) BUDGET	% OF BUDGET SPENT (YTD)
Payroll & Benefits	Payroll and Benefits	\$ 394,247	\$ 564,556	\$ (170,309)	69.8%
	Payroll and Benefits TEMP	8,786	-	8,786	*
	Annual Increment	4,980	6,760	(1,780)	73.7%
	PEIA/Personnel Fees	350	400	(50)	87.5%
	Social Security Matching	28,516	43,706	(15,190)	65.2%
	PEIA	24,134	66,587	(42,453)	36.2%
	Workers' Comp	716	4,090	(3,374)	17.5%
	Pension & Retirement	42,214	67,384	(25,170)	62.6%
	WV OPEB	12,728	15,744	(3,016)	80.8%
PAYROLL & BENEFITS TOTAL:		516,671	769,227	(252,556)	67.2%
Unclassified	Office expense	(990)	-	(990)	*
	Travel - Employee	15	-	15	*
	Energy Expense - Utilities	1	-	1	*
	Miscellaneous	-	5,350	(5,350)	0.0%
	Postage	-	3,000	(3,000)	0.0%
	1% PEIA Transfer	3,668	5,650	(1,982)	64.9%
	Utilities	1	-	1	*
	Communication Equipment	1,470	-	1,470	*
	Leasehold Improvements	5,858	-	5,858	*
UNCLASSIFIED TOTAL:		10,023	14,000	(3,977)	71.6%
Current Expenses	Office Expenses	5,556	6,000	(444)	92.6%
	Printing & Binding	399	-	399	*
	Rent	16,224	10,000	6,224	162.2%
	Utilities	169	-	169	*
	Telecommunications	792	2,000	(1,208)	39.6%
	Internet Service	292	-	292	*
	Contractual	62,456	390,000	(327,544)	16.0%
	Professional Services	92,500	-	92,500	*
	Consultants & Consulting Fees	157,384	-	157,384	**
	Security Service	9	-	9	**
	Travel - Employee	12,685	19,000	(6,315)	66.8%
	Travel - Non-Employee	15	11,000	(10,985)	0.1%
	Computer Services Internal	44	-	44	*
	Computer Services External	1,200	5,000	(3,800)	24.0%
	Rental (machine)	1,729	1,000	729	172.9%
	Association Dues	4,290	4,785	(495)	89.7%
	Food products	882	500	382	176.5%
	Supplies-Household	287	-	287	*
	Advertising & Promotional	24,572	8,000	16,572	307.1%
	Routine Maint. Contracts	1,447	8,000	(6,553)	18.1%
	Cellular	779	500	279	155.9%
	Hospitality	1,663	3,000	(1,337)	55.4%
	Energy Expense Utilities	1,072	-	1,072	*
	Miscellaneous	865	-	865	*
	Training & Dev'p (in state)	790	5,000	(4,210)	15.8%
	Training & Dev'p (out of state)	-	7,000	(7,000)	0.0%
	Postal	1,393	5,000	(3,607)	27.9%
	Freight	482	-	482	*
	Computer Supplies	23,853	8,000	15,853	298.2%
	Software License	3,860	15,000	(11,140)	25.7%
	Computer Equipment	2,119	20,000	(17,881)	10.6%
	Attorney Legal Service payments	7	-	7	*
Misc Equip Purchases	10,807	-	10,807	*	
Grants	-	96,619	(96,619)	0.0%	
	Bank Costs	-	-	-	*
CURRENT EXPENSES TOTAL:		430,621	625,404	(194,783)	68.9%
General Rev.	Contractual Services	23	-	23	*
Appropriation	Professional Services	2,607	-	2,607	*
	Consultants & Consulting Fees	69,373	95,333	(25,960)	72.8%
GENERAL REV. APPROPRIATION TOTAL		72,003	95,333	(23,330)	75.5%
TOTAL		\$ 1,029,318	\$ 1,503,964	\$ (474,646)	68.4%

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	ITD
Beginning	4,412	4,192		120,904	121,172	
New/Redefined	-	-	-	1,772	1,313	171,852
Full Distribution	(135)	(4)	(323)	(689)	(613)	(19,352)
Cancelled	(85)	(47)	(244)	(356)	(225)	(14,194)
Internal Rollover	-	-	-	-	-	
External Rollover	-	-	-	(459)	(330)	(15,016)
Ending	4,192	4,141		121,172	121,317	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	977	943
Mature, payout in process	1,814	1,797
Not mature yet	1,401	1,401
Active Accounts Sub-Total	4,192	4,141
Depleted	3,048	3,052
Cancelled / rolled over	2,497	2,544
Closed Accounts Sub-Total	5,545	5,596
Total Accounts (since inception)	9,737	9,737

Savings Plan Detail

Quarterly Numbers Summary – Management Basis				
Activity	Last Quarter	This Quarter	FY 2015 To Date	Since Inception
Beginning Active Accounts	120,904	121,172	120,278	
New accounts	1,772	1,313	6,523	171,852
Closed	(1,504)	(1,168)	(5,484)	(50,535)
Ending Active Accounts	121,172	121,317	121,317	

Beginning Balance	\$ 2,189,516,784	\$ 2,245,581,581	\$ 2,230,530,390	
Contributions	51,055,831	43,959,294	200,517,984	\$ 2,484,139,206
Distributions:				
Cancellations/Rollovers	11,633,035	9,307,839	39,991,410	
Regular Distributions	27,622,580	19,133,182	135,524,272	
Total Distributions	39,255,615	28,441,021	175,515,683	1,032,173,850
Fees & Charges:				
Up-Front Sales Charge	715,609	619,035	2,749,024	42,220,618
Deferred Sales Charge	19,871	19,445	90,073	1,310,001
Broker Distribution Charge	1,498,088	1,540,547	6,089,075	50,082,253
Annual Maintenance Fee	24,150	16,650	1,157,504	11,069,355
Investment Mgmt Charges	2,384,154	2,413,107	9,732,666	75,099,441
Hartford Administrative Fee	1,263,881	1,310,932	5,089,031	32,085,525
WV Administrative Fee	328,702	340,279	1,329,262	10,180,274
Cancellation Fee	31,335	21,400	99,425	1,109,951
Total Fees & Charges	6,265,790	6,281,395	26,336,060	223,157,417
Change in Investment Value	\$ 50,530,370	\$ 8,026,300	\$ 33,648,128	\$ 1,034,036,820
Ending Balance	\$ 2,245,581,581	\$ 2,262,844,759	\$ 2,262,844,759	

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	\$ 148,900,127	\$ 26,293,695	\$ -	\$ 175,193,822
9-13	293,524,684	34,223,270	-	327,747,954
14-15	134,536,906	14,561,725	-	149,098,631
16-17	125,021,024	13,042,797	-	138,063,821
18+	144,880,554	18,068,693	-	162,949,247
DFA 0-3	-	-	15,242,332	15,242,332
DFA 4-6	-	-	33,146,010	33,146,010
DFA 7-9	-	-	51,226,588	51,226,588
DFA 10-12	-	-	50,578,413	50,578,413
DFA 13-15	-	-	46,076,702	46,076,702
DFA 16-18	-	-	37,107,776	37,107,776
DFA 19+	-	-	17,539,300	17,539,300
TOTAL	\$ 846,863,295	\$106,190,181	\$ 250,917,122	\$ 1,203,970,598
Static Portfolios				
Static Agg Growth	\$ 72,556,075	\$ 27,618,631	\$ -	\$ 100,174,706
Static Growth	98,105,237	18,403,782	-	116,509,019
Static Balanced	60,195,232	12,366,617	-	72,561,849
Static Cnsv Balanced	8,259,432	3,812,227	-	12,071,659
Static Cnsv Bond	-	2,795,353	-	2,795,353
Static Checks & Bal	38,844,356	-	-	38,844,356
All Equity DFA	-	-	86,700,097	
Agg Growth DFA	-	-	29,049,126	
Moderate Agg DFA	-	-	11,857,414	
Growth DFA	-	-	27,006,105	
Moderate Grw DFA	-	-	16,179,735	
Balanced DFA	-	-	10,537,484	
Conservative DFA	-	-	6,405,248	
Moderate Cnsv DFA	-	-	4,599,337	
Fixed Income DFA	-	-	12,625,277	
1-Year Fixed DFA	-	-	5,675,223	
TOTAL	\$ 277,960,332	\$ 64,996,610	\$ 210,635,046	\$ 553,591,988

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	\$ 14,096,163	\$ -	\$ -	\$ 14,096,163
Hartford Capital Appreciation	130,206,743			130,206,743
Hartford Dividend & Growth	85,679,842	-	-	85,679,842
Hartford Equity Income	28,581,192	-	-	28,581,192
Hartford Global All Asset	1,983,832	-	-	1,983,832
Hartford Growth Opportunities Fund	15,067,083	-	-	15,067,083
Hartford High Yield	8,150,223	-	-	8,150,223
Hartford Inflation Plus	6,838,596	-	-	6,838,596
Hartford Intl Opportunities Fund	14,607,225	-	-	14,607,225
Hartford MidCap	63,079,982	-	-	63,079,982
Hartford MidCap Value	11,713,252	-	-	11,713,252
Hartford Small Company Fund	8,683,180	-	-	8,683,180
Hartford Total Return Bond	21,933,457	-	-	21,933,457
MFS Global Equity Fund	15,030,209	-	-	15,030,209
SMART529 500 Index Fund	-	9,822,083	-	9,822,083
TOTALS	\$ 425,650,979	\$ 9,822,083	\$ -	\$ 435,473,062
Stable Value Funds				
SMART529 Stable Value	\$ 57,624,164	\$ 12,184,947		
TOTALS	\$ 57,624,164	\$ 12,184,947		\$ 69,809,111
GRAND TOTALS	\$ 1,608,098,769	\$ 193,193,821	\$ 461,552,169	\$ 2,262,844,759

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	\$ 1,145,730,274	\$ -	\$ -	51%
B Shares	\$ 96,624,391	-	-	4%
C Shares	\$ 246,501,251	-	-	11%
D Shares		\$ 193,193,821	\$ 461,552,169	29%
E Shares	\$ 119,242,852	-	-	5%
Total	\$ 1,608,098,769	\$ 193,193,821	\$ 461,552,169	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 28,227,932	\$ 1,849,593,386	827	141,849
Direct	15,731,362	632,452,264	486	30,003
Total	\$ 43,959,294	\$ 2,482,045,649	1,313	171,852

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2013 March	5,208,674	6,147,424	11,356,098	392	540	932
2013 June	4,360,902	4,560,425	8,921,327	329	317	646
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

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	667,095	57	29,796,417	4,085
Bb&T Investment Services Inc	478,757	42	28,250,658	2,821
Northwestern Mutual Investment Ser	215,209	24	4,547,490	418
First Clearing Corporation	408,235	11	22,727,057	1,717
Lpl Financial Corporation	97,341	10	5,311,054	724
Ameriprise Financial	63,562	10	803,754	139
Woodbury Financial Services	105,569	9	4,552,601	577
H D Vest Investments Securities Inc	41,850	9	5,366,126	231
United Brokerage Services Inc	314,383	8	11,434,646	1,008
Money Concepts Capital Corporation	71,686	8	1,192,716	179

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	\$9,522,249	527	\$529,412,882	54,923
Lpl Financial Corporation	\$1,420,126	67	\$72,785,628	7,254
Bb&T Investment Services Inc	\$808,635	47	\$57,649,042	5,699
First Clearing Corporation	\$1,975,505	40	\$104,320,508	7,981
Woodbury Financial Services	\$819,584	32	\$72,675,220	7,288
Raymond James Financial Services	\$1,179,405	31	\$60,656,362	5,547
Morgan Stanley Smith Barney Llc	\$1,497,463	25	\$100,006,604	4,813
Northwestern Mutual Investment Ser	\$242,407	25	\$5,801,612	539
Ameriprise Financial	\$197,585	20	\$3,458,854	515
Cetera Investment Services Llc	\$164,428	15	\$16,393,458	1,703

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
WV	9,587,631	21.81%	460,305,488	18.49%
<i>Direct-sold</i>	5,045,048	52.62%	225,512,202	48.99%
<i>Broker-sold</i>	4,542,583	47.38%	234,793,286	51.01%
CA	5,318,935	12.10%	275,860,018	11.08%
TX	4,383,934	9.97%	203,961,827	8.19%
PA	2,142,656	4.87%	92,379,292	3.71%
WA	1,863,667	4.24%	62,439,804	2.51%
NJ	1,664,876	3.79%	62,733,474	2.52%
FL	1,571,943	3.58%	94,939,577	3.81%
NC	1,442,160	3.28%	126,842,713	5.09%
MA	1,311,322	2.98%	71,635,416	2.88%
MN	1,221,738	2.78%	82,808,887	3.33%

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	\$ 27,304,590		\$ 27,304,590	488,803.982
Hartford Growth Opps	15,121,444		\$ 15,121,444	340,573.067
Hartford Small Co	8,714,950		\$ 8,714,950	337,135.379
Hartford High Yield	8,168,098		\$ 8,168,098	1,099,340.237
Hartford Capital Apprec	225,939,664		\$ 225,939,664	5,198,795.762
Hartford MidCap	63,174,621		\$ 63,174,621	2,074,700.210
Hartford Total Return Bond	34,785,406		\$ 34,785,406	3,316,053.971
Hartford Dividend Growth	179,400,259		\$ 179,400,259	7,049,126.105
Hartford International Opps	180,388,971		\$ 180,388,971	11,141,999.422
Hartford International Growth	10,123,510		\$ 10,123,510	747,122.522
Hartford MidCap Value	47,147,851		\$ 47,147,851	2,816,478.533
Hartford Intl Small Company	44,329,621		\$ 44,329,621	2,979,141.177
Hartford Balanced Income	14,381,375		\$ 14,381,375	1,073,236.967
Hartford Inflation Plus	38,528,302		\$ 38,528,302	3,547,725.812
Hartford Unconstrained Bond	15,828,659		\$ 15,828,659	1,620,128.879
Hartford Equity Income	103,840,571		\$ 103,840,571	5,567,859.043
Hartford Strategic	53,571,384		\$ 53,571,384	6,178,936.977
Hartford World Bond	32,696,694		\$ 32,696,694	3,137,878.527
Hartford Emerging Mark Res	38,292,825		\$ 38,292,825	4,652,834.185
Hartford Global All Asset	1,985,325		\$ 1,985,325	176,630.324
Hartford Gobal Real Asset	81,124,519		\$ 81,124,519	9,033,910.797
Hartford Alternative Strategy	81,746,412		\$ 81,746,412	8,577,797.724
MFS Global Equity	15,103,589		\$ 15,103,589	414,137.343
Vanguard Total Intl Stock	32,240,165		\$ 32,240,165	298,161.151
Vanguard Inflation Protected	11,323,414		\$ 11,323,414	1,075,347.944
Vanguard Total Bond Mkt II	21,128,827		\$ 21,128,827	1,976,503.922
Vanguard Inst Index	9,823,928		\$ 9,823,928	52,116.328
Vanguard Total Stock	75,348,197		\$ 75,348,197	1,445,945.049
Stable Value	332,203,421		\$ 332,203,421	21,230,965.427
DFA Inflationary Protection	-	11,774,195	\$ 11,774,195	1,008,064.611
DFA International Core Equity	-	86,274,952	\$ 86,274,952	7,002,837.039
DFA US Core Equity 2	-	194,802,847	\$ 194,802,847	10,956,290.585
DFA Emerging Markets Core	-	28,285,834	\$ 28,285,834	1,466,347.005
DFA One Year Fixed Income	-	40,582,031	\$ 40,582,031	3,932,367.296
DFA Five Yr Global Bond	-	32,799,884	\$ 32,799,884	2,989,962.056
DFA Investment Grade	-	39,518,130	\$ 39,518,130	3,693,283.219
DFA St Ext Qual	-	17,560,611	\$ 17,560,611	1,622,976.970
DFA Global Real	-	9,554,332	\$ 9,554,332	950,679.809
Total Market Value	\$ 1,803,766,593	\$ 461,152,815	\$ 2,264,919,408	

Cash & Investments	\$ 2,262,844,759
Assets in Underlying Funds	\$ 2,264,919,408
Difference due to market timing/seed money	\$ (2,074,649)

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	413,345,747	99%	28,890	99%	1,808,588,214	98%	89,899	98%	2,221,933,961	118,789
Custodial (UGMA/UTMA)	4,514,955	1%	336	1%	36,588,354	2%	2,192	2%	41,103,309	2,528
Total	417,860,702	100%	29,226	100%	1,845,176,569	100%	92,091	100%	2,263,037,270	121,317
Account Balance										
\$0-\$500	\$723,078	0%	3,229	11%	\$1,182,073	0%	4,969	5%	\$1,905,151	8,198
\$500-\$1,000	\$1,674,097	0%	2,283	8%	\$3,270,612	0%	4,392	5%	\$4,944,709	6,675
\$1,000-\$2,500	\$7,429,399	2%	4,465	15%	\$18,202,875	1%	10,770	12%	\$25,632,274	15,235
\$2,500-\$5,000	\$15,606,648	4%	4,260	15%	\$43,998,239	2%	11,991	13%	\$59,604,887	16,251
\$5,000-\$10,000	\$35,468,031	8%	4,944	17%	\$122,445,595	7%	16,679	18%	\$157,913,625	21,623
\$10,000-\$25,000	\$87,910,637	21%	5,624	19%	\$358,940,748	19%	22,455	24%	\$446,851,385	28,079
\$25,000-\$50,000	\$87,423,160	21%	2,517	9%	\$394,143,597	21%	11,286	12%	\$481,566,757	13,803
\$50,000-\$100,000	\$90,975,105	22%	1,325	5%	\$460,136,408	25%	6,616	7%	\$551,111,513	7,941
\$100,000-\$200,000	\$61,788,165	15%	467	2%	\$336,141,849	18%	2,505	3%	\$397,930,015	2,972
\$200,000+	\$28,862,382	7%	112	0%	\$106,714,574	6%	428	0%	\$135,576,955	540
Total	417,860,702	100%	29,226	100%	1,845,176,569	100%	92,091	100%	2,263,037,270	121,317
Age of Beneficiary										
<1	\$1,774,480	0%	416	1%	\$3,281,664	0%	608	1%	\$5,056,145	1,024
1	\$3,542,409	1%	924	3%	\$8,637,209	0%	1,323	1%	\$12,179,618	2,247
2	\$5,672,550	1%	1,089	4%	\$16,305,372	1%	1,740	2%	\$21,977,922	2,829
3	\$8,196,340	2%	1,170	4%	\$20,298,011	1%	1,941	2%	\$28,494,351	3,111
4	\$9,289,243	2%	1,182	4%	\$31,636,815	2%	2,482	3%	\$40,926,057	3,664
5	\$10,751,085	3%	1,228	4%	\$41,829,068	2%	2,912	3%	\$52,580,153	4,140
6	\$12,543,973	3%	1,327	5%	\$48,766,585	3%	3,063	3%	\$61,310,558	4,390
7	\$16,516,014	4%	1,506	5%	\$62,624,875	3%	3,659	4%	\$79,140,890	5,165
8	\$21,548,533	5%	1,613	6%	\$79,139,856	4%	4,232	5%	\$100,688,389	5,845
9	\$20,079,027	5%	1,653	6%	\$92,735,566	5%	4,859	5%	\$112,814,594	6,512
10	\$25,024,720	6%	1,673	6%	\$106,814,613	6%	5,424	6%	\$131,839,332	7,097
11	\$26,589,794	6%	1,738	6%	\$125,841,537	7%	6,109	7%	\$152,431,331	7,847
12	\$27,729,996	7%	1,652	6%	\$129,320,842	7%	6,119	7%	\$157,050,838	7,771
13	\$27,003,940	6%	1,556	5%	\$136,295,088	7%	6,097	7%	\$163,299,028	7,653
14	\$28,218,758	7%	1,524	5%	\$141,838,414	8%	5,891	6%	\$170,057,172	7,415
15	\$25,159,606	6%	1,403	5%	\$133,955,564	7%	5,685	6%	\$159,115,169	7,088
16	\$25,947,413	6%	1,305	4%	\$128,976,228	7%	5,284	6%	\$154,923,641	6,589
17	\$24,701,408	6%	1,080	4%	\$131,242,984	7%	5,121	6%	\$155,944,391	6,201
18	\$25,216,548	6%	1,139	4%	\$120,933,580	7%	4,623	5%	\$146,150,128	5,762
19	\$18,003,487	4%	879	3%	\$85,436,010	5%	3,830	4%	\$103,439,497	4,709
20	\$15,526,886	4%	780	3%	\$62,054,002	3%	3,126	3%	\$77,580,888	3,906
21	\$11,262,675	3%	640	2%	\$41,905,973	2%	2,304	3%	\$53,168,647	2,944
22	\$7,075,748	2%	430	1%	\$24,337,115	1%	1,592	2%	\$31,412,863	2,022
23+	\$20,486,071	5%	1,319	5%	\$70,969,599	4%	4,067	4%	\$91,455,669	5,386
Total	\$417,860,702	100%	29,226	100%	\$1,845,176,569	100%	92,091	100%	\$2,263,037,270	121,317

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West Virginia Resident versus Non West Virginia Resident cont										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	204,434,363	49%	15,326	52%	1,403,856,918	76%	80,194	87%	1,608,291,281	95,520
Select	31,660,031	8%	1,449	5%	429,892,138	23%	11,215	12%	461,552,169	12,664
WV Direct	181,766,308	43%	12,451	43%	11,427,513	1%	682	1%	193,193,821	13,133
Total	417,860,702	100%	29,226	100%	1,845,176,569	100%	92,091	100%	2,263,037,270	121,317
By Payment Method										
Auto Invest	\$121,858,499	29%	9,844	34%	\$429,677,897	23%	23,270	25%	\$551,536,397	33,114
Check	\$296,002,202	71%	19,382	66%	\$1,415,498,671	77%	68,821	75%	\$1,711,500,873	88,203
Total	\$417,860,702	100%	29,226	100%	\$1,845,176,569	100%	92,091	100%	\$2,263,037,270	121,317
By Portfolio*										
Age Based Portfolio	\$241,904,423	58%	21,765	61%	\$962,216,386	52%	60,210	54%	\$1,204,120,810	81,975
Individual Funds	\$57,980,616	14%	4,794	14%	\$409,768,116	22%	24,054	22%	\$467,748,732	28,848
Static Portfolio	\$117,978,656	28%	8,939	25%	\$473,309,541	26%	26,700	24%	\$591,288,197	35,639
Total	417,863,696	100%	35,498	100%	1,845,294,043	100%	110,964	100%	\$2,263,037,270	146,462

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

New Account Activity						
	WV		Non WV		Grand Totals	
	#	%	#	%	#	%
By Application Type						
Online	246	38%	70	11%	316	24%
Paper	404	62%	593	89%	997	76%
Total	650	100%	663	100%	1,313	100%
By Channel						
Advisor	358	55%	582	88%	940	72%
Direct	292	45%	81	12%	373	28%
Total	650	100%	663	100%	1,313	100%
By Product						
The Hartford	358	55%	582	88%	940	72%
Select	41	6%	78	12%	119	9%
WV Direct	251	39%	3	0%	254	19%
Total	650	100%	663	100%	1,313	100%