



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

Quarterly Status Report Ending December 31, 2012

2nd Quarter FY2013

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

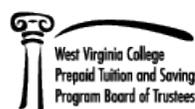
WV Higher Education Policy Commission - Community and Technical Colleges, Joe Badgley

Appointed Members:

Interests of private institutions of higher education - Steve Davis

Private Citizen (2) – Robert Galloway [one position vacant]

General Public (2) - Donna Kuhn [one position vacant]



Office of West Virginia State Treasurer
John D. Perdue

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.

West Virginia College Prepaid Tuition and Savings Program
Quarterly Status Report
Period Ending December 31, 2012



During the quarter ending December 31, 2012 the following West Virginia Code requirements were performed:

- §18-30-6 (i) (1)(3)(B) the unclaimed property administrator transferred the amount of \$1 million from the Unclaimed Property Trust Fund to the Prepaid Tuition Trust Escrow Fund on October 23, 2012.
- §18-30-10(2) The Program’s quarterly status report for period ending September 30, 2012 was submitted in November.
- §18-30-10(b) An annual external audit of all accounts of the board, including the trust funds, was prepared and received by the Program on December 20, 2012.

The quarterly Board of Trustees and Audit Committee meetings were held December 5, 2012 and a special Audit Committee was held December 20 to receive the Program’s audited financials. Board meetings for 2013 are tentatively set for March 14, June 6, September 5, and December 5.

During the quarter, the SMART529 Savings Plan added 2,371 new accounts, and received \$56,903,440 in contributions. At the end of the quarter, SMART529 WV Direct had a total investment of \$132,840,675. The Select plan’s assets totaled \$295,070,335 and The Hartford SMART529 plan had \$1,307,171,099 assets under management, for a grand total of \$1,735,082,109 SMART529 Savings Plan assets. Of the 117,224 accounts nationwide, 24,550 were West Virginia resident accounts, with a value of \$300,079,813.

The West Virginia Prepaid Tuition Plan ended this period with 5,339 active accounts with assets valued at \$77,710,625. During the quarter, there were \$1,485,938 in qualified tuition benefit distributions and contract installment payments of \$106,071 were received. Prepaid Tuition Trust Fund investments gained \$969,242 during the quarter.

Prepaid Tuition Trust Fund Escrow Account Summary

	Quarter Ended December 31, 2012	Quarter Ended September 30, 2012	Fiscal Year to Date
Market Value	\$16,249,590	\$15,218,400	\$16,249,590
Change from previous quarter/year	\$1,031,150	\$95,498	\$1,126,648

Administrative Account Summary

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 September 30, 2012	\$1,337,934
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	267,279
Disbursements to pay expenses	<u>(165,273)</u>
Ending Balance December 31, 2012	\$1,439,940

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

- Chad Foster Teen Financial Education Presentations - Capital High School and Riverside High School - October 2; Ripley High School and Parkersburg High School - October 3; and, Wheeling Park High School and Brooke High School - October 4.
- Pumpkin Festival, Milton – October 4-7
- Boone Memorial Health Fair, Madison – October 5
- World's Championship Chili Cook-off, Charleston – October 5-7
- WV Book Festival, Charleston - October 13-14, Charleston
- Women & Money Conference, Beckley - October 19
- Kiddie Fair - Sharon Dawes Elementary - October 22
- CPA Summit (sponsored by The Hartford), Charleston - November 13
- Changes to SMART529 WV Direct announcement (lower fees and greater flexibility), Piedmont Elementary, Charleston – November 14

Operating Report

For the Quarter Ending December 31, 2012

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 77,710,625	Prepaid Tuition Trust Fund	
		Ending Quarter	1.27%
Savings Plan Trust Fund	\$ 1,735,082,109	FY2013 To Date	5.57%
		Annualized since investing July 1999	6.48%
Administrative Account	\$ 1,439,940	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	\$ 106,071	\$ 56,903,440	\$ -
Investment earnings (loss)	969,242	42,570,377	-
Legislative appropriations	-	-	73,498
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	267,279
Total Receipts	1,075,313	99,473,817	340,777
Expenses/Fees	-	(6,496,729)	(238,771)
Cancellations/Rollovers	(260,217)	(10,293,383)	-
Regular distributions	(1,485,938)	(26,926,734)	-
Total Disbursements	(1,746,155)	(43,716,846)	(238,771)
Net change	(670,842)	55,756,971	102,006
Beginning cash & investments	78,381,467	\$ 1,679,325,138	1,337,934
Ending cash & investments	\$ 77,710,625	\$ 1,735,082,109	\$ 1,439,940

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

**Comparison of Program Administrative Expenses
FY 2013 - FY 2012**

Account	FY2013 YTD	FY2012 YTD	Over (Under)
Administrative Expenses:			
Office expense	\$ 1,793	\$ 1,664	\$ 129
Printing & binding expense	-	-	-
Telecommunications	261	293	(32)
Cellular charges	63	-	63
Travel expense	15,884	21,223	(5,339)
Miscellaneous advertising expense	2,329	2,647	(318)
Hospitality expense	553	431	122
Building rental expense	3,286	3,502	(216)
Machine rental expense	-	-	-
Miscellaneous expense	73	-	73
Training & development	2,123	975	1,148
Postage & freight expense	881	829	52
Salaries & wages	243,133	261,879	(18,746)
Benefits	76,659	82,764	(6,105)
Computer services & supplies	4,889	2,829	2,060
Computer software	2,693	10,983	(8,290)
Vehicle maintenance	-	127	(127)
Vehicle fuel charges	-	892	(892)
Maintenance contracts	4,548	-	4,548
Miscellaneous equipment purchases	180	-	180
Dues & subscriptions	85	4,235	(4,150)
Contractual & Professional:			
Actuarial expense	5,100	-	5,100
Marketing & advertising	15,011	75,102	(60,091)
Miscellaneous contractual	2,041	2,041	-
Investment consultant	90,000	45,000	45,000
Records administration	32,276	34,460	(2,184)
External auditor	-	-	-
Total disbursements	\$ 503,861	\$ 551,876	\$ (48,015)

Source of Disbursements

Source			
Appropriations	\$ 102,982	\$ 57,215	\$ 45,767
Treasurer's Office subsidy	-	(1,754)	1,754
Administrative Account:			
Prepaid Tuition Trust	-	-	-
Savings Plan Trust	400,879	496,415	(95,536)
Total	\$ 503,861	\$ 551,876	\$ (48,015)

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	FYTD
Beginning	5,591	5,495		116,096	116,486	
New/Redefined	-	-	-	1,922	2,371	151,182
Full Distribution	(58)	(136)	(194)	(779)	(661)	(13,195)
Cancelled	(38)	(20)	(58)	(367)	(459)	(11,244)
Internal Rollover	-	-	-	-		
External Rollover	-	-	-	(386)	(513)	(9,917)
Ending	5,495	5,339		116,486	117,224	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	641	607
Mature, payout in process	2,160	2,039
Not mature yet	2,694	2,693
Active Accounts Sub-Total	5,495	5,339
Depleted	2,148	2,284
Cancelled / rolled over	2,094	2,114
Closed Accounts Sub-Total	4,242	4,398
Total Accounts (since inception)	9,737	9,737

Savings Plan Detail

Quarterly Numbers Summary – Management Basis				
Activity	Last Quarter	This Quarter	FY 2013 To Date	Since Inception
Beginning Active Accounts	116,096	116,486	116,096	
New accounts	1,922	2,371	4,293	153,553
Closed	(1,532)	(1,633)	(3,165)	(36,329)
Ending Active Accounts	116,486	117,224	117,224	

Beginning Balance	\$ 1,624,563,547	\$ 1,679,325,138	\$ 1,624,563,547	
Contributions	37,109,522	56,903,440	94,012,962	\$ 1,982,969,929
Distributions:				
Cancellations/Rollovers	(9,049,729)	(10,293,383)	(19,343,111)	
Regular Distributions	(41,007,842)	(26,926,734)	(67,934,576)	
Total Distributions	(50,057,570)	(37,220,117)	(87,277,687)	(637,437,993)
Fees & Charges:				
Up-Front Sales Charge	(619,436)	(854,945)	(1,474,381)	(35,181,457)
Deferred Sales Charge	(35,685)	(27,985)	(63,670)	(1,083,130)
Broker Distribution Charge	(1,279,493)	(1,298,817)	(2,578,310)	(35,366,389)
Annual Maintenance Fee	(29,220)	(1,156,375)	(1,185,595)	(8,651,344)
Investment Mgmt Charges	(1,994,525)	(1,931,261)	(3,925,786)	(51,845,219)
Hartford Administrative Fee	(900,219)	(934,337)	(1,834,556)	(20,314,092)
WV Administrative Fee	(272,690)	(264,810)	(537,500)	(7,057,222)
Cancellation Fee	(30,550)	(28,200)	(58,750)	(849,156)
Total Fees & Charges	(5,161,819)	(6,496,729)	(11,658,548)	(160,348,009)
Change in Investment Value	\$ 72,871,459	\$ 42,570,377	\$ 115,441,836	\$ 549,898,183
Ending Balance	\$ 1,679,325,138	\$ 1,735,082,109	\$ 1,735,082,109	

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	\$ 158,294,105	\$20,245,179	\$ -	\$ 178,539,284
9-13	251,332,785	23,243,595	-	274,576,379
14-15	102,982,523	9,121,989	-	112,104,512
16-17	94,195,992	7,612,899	-	101,808,890
18+	109,489,179	12,467,353	-	121,956,532
DFA 0-3	-	-	13,643,527	13,643,527
DFA 4-6	-	-	25,581,514	25,581,514
DFA 7-9	-	-	29,698,616	29,698,616
DFA 10-12	-	-	30,669,622	30,669,622
DFA 13-15	-	-	25,662,526	25,662,526
DFA 16-18	-	-	21,380,242	21,380,242
DFA 19+	-	-	7,940,424	7,940,424
TOTAL	\$ 716,294,583	\$72,691,015	\$ 154,576,471	\$ 943,562,070
Static Portfolios				
Static Agg Growth	\$ 57,059,127	\$ 17,724,834	\$ -	\$ 74,783,961
Static Growth	81,524,482	12,461,998	-	93,986,480
Static Balanced	49,307,548	8,509,015	-	57,816,563
Static Checks & Bal	29,708,310	-	-	29,708,310
Static Cnsv Balanced	5,326,758	2,683,162	-	8,009,920
Static Cnsv Bond	-	3,038,142	-	3,038,142
All Equity DFA	-	-	57,695,290	57,695,290
Agg Growth DFA	-	-	19,071,802	19,071,802
Moderate Agg DFA	-	-	7,468,255	7,468,255
Growth DFA	-	-	17,682,661	17,682,661
Moderate Grw DFA	-	-	10,467,608	10,467,608
Balanced DFA	-	-	6,962,431	6,962,431
Conservative DFA	-	-	4,786,669	4,786,669
Moderate Cnsv DFA	-	-	3,927,583	3,927,583
Fixed Income DFA	-	-	7,922,638	7,922,638
1-Year Fixed DFA	-	-	4,508,928	4,508,928
TOTAL	\$ 222,926,226	\$ 44,417,151	\$ 140,493,864	\$ 407,837,241

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	\$ 1,667,245	\$ -	\$ -	\$ 1,667,245
Hartford Capital Appreciation	94,204,183			94,204,183
Hartford Dividend & Growth	61,987,230	-	-	61,987,230
Hartford Equity Income	15,879,744	-	-	15,879,744
Hartford Global All Asset	532,881	-	-	532,881
Hartford Growth Opportunities Fund	6,362,550	-	-	6,362,550
Hartford High Yield	8,826,743	-	-	8,826,743
Hartford Inflation Plus	11,980,412	-	-	11,980,412
Hartford Intl Opportunities Fund	9,980,012	-	-	9,980,012
Hartford MidCap	43,227,363	-	-	43,227,363
Hartford MidCap Value	8,162,248	-	-	8,162,248
Hartford Small Company Fund	4,942,807	-	-	4,942,807
Hartford Total Return Bond	26,128,125	-	-	26,128,125
Hartford Value Fund	2,984,054	-	-	2,984,054
MFS Global Equity Fund	11,506,512	-	-	11,506,512
SMART529 500 Index Fund	-	5,335,720	-	5,335,720
TOTALS	\$ 308,372,110	\$ 5,335,720	\$ -	\$ 313,707,830
Stable Value Funds				
SMART529 Stable Value	\$ 59,578,180	\$ 10,396,789		\$ 69,974,969
TOTALS	\$ 59,578,180	\$ 10,396,789	\$ -	\$ 69,974,969
GRAND TOTALS	\$ 1,307,171,099	\$ 132,840,675	\$295,070,335	\$1,735,082,109

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	\$ 883,601,813	\$ -	\$ -	51%
B Shares	130,036,771	-	-	7%
C Shares	201,400,201	-	-	12%
D Shares		132,840,675	295,070,335	25%
E Shares	92,132,314	-	-	5%
Total	\$ 1,307,171,099	\$ 132,840,675	\$ 295,070,335	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 36,082,174	\$ 1,536,539,747	1,561	128,951
Direct	20,821,266	446,430,182	810	22,231
Total	\$ 56,903,440	\$ 1,982,969,929	2,371	151,182

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2010 December	6,234,743	7,285,187	13,519,929	538	429	967
2011 March	5,466,857	5,607,354	11,074,211	387	406	793
2011 June	4,141,775	3,782,889	7,924,664	364	267	631
2011 September	4,056,101	4,317,770	8,373,871	301	281	582
2011 December	5,519,575	6,809,697	12,329,271	415	442	857
2012 March	4,704,131	5,706,452	10,410,583	409	527	936
2012 June	4,016,449	3,818,192	7,834,640	357	270	627
2012 September	4,102,838	4,204,828	8,307,666	296	261	557
2012 December	7,665,536	7,813,749	15,479,285	387	432	819

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	851,033	55	21,679,336	2,905
BB&T Investment Services Inc	1,212,695	52	22,961,072	2,535
First Clearing Corporation	898,313	32	17,217,379	1,438
Merrill Lynch	270,967	24	3,287,351	313
J.P. Morgan Securities Llc	226,603	20	6,327,513	898
Raymond James Financial Services	172,865	15	3,342,963	355
Northwestern Mutual Investment Ser	148,968	15	2,219,243	267
LPL Financial Corporation	118,472	14	3,866,060	578
Axa Advisors Llc	144,075	14	1,756,832	193
United Brokerage Services Inc	514,651	13	9,277,277	885

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	9,997,240	473	426,646,602	44,568
LPL Financial Corporation	1,504,183	94	55,234,720	6,059
First Clearing Corporation	3,269,409	84	80,275,570	7,005
BB&T Investment Services Inc	1,512,905	62	48,840,768	5,320
Morgan Stanley Smith Barney Llc	2,574,760	42	77,863,842	3,994
Woodbury Financial Services	1,435,055	33	63,916,175	6,896
Raymond James Financial Services	1,029,653	47	45,348,047	4,218
J.P. Morgan Securities Llc	304,133	28	8,517,120	1,217
Merrill Lynch	343,302	25	5,054,729	661
Morgan Keegan & Co., Inc.	403,211	19	17,897,318	1,960

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
West Virginia	15,402,552	27.07%	347,634,400	17.53%
<i>Direct (D)</i>	7,766,449	13.65%	165,347,130	8.34%
<i>Broker (ABCE)</i>	7,636,103	13.42%	182,287,269	9.19%
California	7,869,135	13.83%	210,347,835	10.61%
Texas	4,580,257	8.05%	156,062,141	7.87%
Florida	2,526,666	4.44%	73,697,398	3.72%
Minnesota	2,389,293	4.20%	68,888,108	3.47%
Pennsylvania	2,373,161	4.17%	70,545,204	3.56%
Washington	1,682,311	2.96%	46,279,678	2.33%
Illinois	1,654,484	2.91%	67,608,077	3.41%
Massachusetts	1,537,830	2.70%	51,155,003	2.58%
North Carolina	1,531,658	2.69%	108,933,372	5.49%

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	\$ 31,207,064	\$ -	\$ 31,207,064	836,426
Hartford Growth Opps	6,356,313	-	6,356,313	196,486
Hartford Small Co	4,934,402	-	4,934,402	238,607
Hartford High Yield	15,078,288	-	15,078,288	1,981,378
Hartford Capital Apprec	186,059,562	-	186,059,562	4,980,181
Hartford MidCap	57,938,337	-	57,938,337	2,649,215
Hartford Total Return Bond	136,105,606	-	136,105,606	12,373,237
Hartford Dividend Growth	131,918,487	-	131,918,487	6,308,871
Hartford International Opps	51,546,438	-	51,546,438	3,302,142
Hartford Value	119,174,136	-	119,174,136	10,133,855
Hartford Fundamental Growth	38,416,345	-	38,416,345	3,457,817
Hartford MidCap Value	52,820,335	-	52,820,335	3,878,145
Hartford Intl Small Company	19,018,061	-	19,018,061	1,376,126
Hartford Balanced Income	1,750,245	-	1,750,245	143,345
Hartford Floating Rate	18,964,860	-	18,964,860	2,123,725
Hartford Small/Mid Cap Equity	18,381,901	-	18,381,901	1,555,152
Hartford Inflation Plus	80,320,502	-	80,320,502	6,540,757
Hartford Equity Income	43,127,341	-	43,127,341	2,917,953
Hartford Global Research	16,905,017	-	16,905,017	1,744,584
Hartford Global All Asset	587,999	-	587,999	51,943
Hartford International Value	28,410,762	-	28,410,762	2,442,886
MFS Global Equity	11,515,256	-	11,515,256	416,014
Vanguard Total Intl Stock	21,921,463	-	21,921,463	218,821
Vanguard Inflation Protected	7,696,306	-	7,696,306	662,333
Vanguard Total Bond Mkt II	14,624,132	-	14,624,132	1,333,102
Vanguard Inst Index	5,333,409	-	5,333,409	40,863
Vanguard Total Intl Stock	51,546,787	-	51,546,787	1,445,507
Invesco Stable Value	266,479,477	-	266,479,477	17,703,608
DFA International Core Equity	-	40,363,662	40,363,662	3,786,460
DFA US Core Equity 2	-	159,620,103	159,620,103	13,105,099
DFA Emerging Markets Core	-	8,932,975	8,932,975	437,891
DFA One Year Fixed Income	-	18,444,434	18,444,434	1,787,251
DFA Two Year Global	-	13,719,150	13,719,150	1,366,449
DFA Intermediate Govt	-	30,412,402	30,412,402	2,335,822
DFA Five Yr Global Bond	-	23,081,512	23,081,512	2,070,091
Total Market Value	\$ 1,438,138,831	\$ 294,574,237	\$ 1,732,713,068	

Cash & Investments	\$ 1,735,082,109
Assets in Underlying Funds	\$ 1,732,713,068
Difference due to market timing/seed money	\$ 2,369,041

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	294,744,963	98%	24,154	98%	1,398,138,835	97%	90,084	97%	1,692,883,798	114,238
Custodial (UGMA/UTMA)	5,334,850	2%	396	2%	36,863,460	3%	2,590	3%	42,198,311	2,986
Total	300,079,813	100%	24,550	100%	1,435,002,296	100%	92,674	100%	1,735,082,109	117,224
Account Balance										
\$0-\$500	626,330	0%	2,814	11%	1,463,224	0%	5,391	6%	2,089,554	8,205
\$500-\$1,000	1,444,102	0%	2,000	8%	4,000,524	0%	5,323	6%	5,444,626	7,323
\$1,000-\$2,500	6,846,576	2%	4,107	17%	21,437,476	1%	12,721	14%	28,284,051	16,828
\$2,500-\$5,000	14,193,194	5%	3,914	16%	50,936,334	4%	13,832	15%	65,129,528	17,746
\$5,000-\$10,000	30,500,274	10%	4,263	17%	133,810,714	9%	18,537	20%	164,310,988	22,800
\$10,000-\$25,000	66,614,220	22%	4,274	17%	328,265,762	23%	20,927	23%	394,879,982	25,201
\$25,000-\$50,000	65,932,163	22%	1,917	8%	320,828,602	22%	9,261	10%	386,760,765	11,178
\$50,000-\$100,000	64,214,239	21%	931	4%	342,181,581	24%	5,027	5%	406,395,820	5,958
\$100,000-\$200,000	37,503,623	12%	281	1%	201,724,787	14%	1,527	2%	239,228,409	1,808
\$200,000+	12,205,092	4%	49	0%	30,353,293	2%	128	0%	42,558,385	177
Total	300,079,813	100%	24,550	100%	1,435,002,296	100%	92,674	100%	1,735,082,109	117,224
Age of Beneficiary										
<1	921,079	0%	351	1%	3,232,187	0%	620	1%	4,153,266	971
1	3,294,194	1%	758	3%	9,203,766	1%	1,553	2%	12,497,960	2,311
2	4,518,150	2%	916	4%	16,490,897	1%	2,218	2%	21,009,047	3,134
3	5,077,161	2%	978	4%	23,699,759	2%	2,655	3%	28,776,920	3,633
4	8,041,215	3%	1,116	5%	30,620,358	2%	2,920	3%	38,661,573	4,036
5	9,873,913	3%	1,343	5%	41,457,897	3%	3,606	4%	51,331,810	4,949
6	11,711,182	4%	1,366	6%	52,983,314	4%	4,271	5%	64,694,496	5,637
7	14,596,236	5%	1,487	6%	64,837,687	5%	4,986	5%	79,433,924	6,473
8	16,134,120	5%	1,494	6%	75,729,299	5%	5,545	6%	91,863,419	7,039
9	17,063,369	6%	1,554	6%	87,997,713	6%	6,230	7%	105,061,082	7,784
10	18,390,878	6%	1,398	6%	95,343,943	7%	6,107	7%	113,734,822	7,505
11	17,437,275	6%	1,380	6%	92,585,644	6%	5,816	6%	110,022,919	7,196
12	17,265,640	6%	1,291	5%	99,875,145	7%	5,833	6%	117,140,785	7,124
13	17,908,786	6%	1,248	5%	95,193,486	7%	5,424	6%	113,102,272	6,672
14	18,343,397	6%	1,117	5%	94,279,467	7%	5,272	6%	112,622,864	6,389
15	16,812,979	6%	1,057	4%	100,454,787	7%	5,111	6%	117,267,766	6,168
16	19,517,914	7%	1,043	4%	94,340,639	7%	4,842	5%	113,858,553	5,885
17	17,567,459	6%	949	4%	94,089,325	7%	4,640	5%	111,656,784	5,589
18	18,439,112	6%	880	4%	81,021,817	6%	3,878	4%	99,460,929	4,758
19	12,779,746	4%	654	3%	59,004,447	4%	3,137	3%	71,784,192	3,791
20	10,157,516	3%	543	2%	40,011,593	3%	2,467	3%	50,169,109	3,010
21	7,140,445	2%	459	2%	27,153,833	2%	1,848	2%	34,294,278	2,307
22	4,502,919	2%	330	1%	15,934,116	1%	1,146	1%	20,437,035	1,476
23+	12,585,128	4%	838	3%	39,461,174	3%	2,549	3%	52,046,302	3,387
Total	300,079,813	100%	24,550	100%	1,435,002,296	100%	92,674	100%	1,735,082,109	117,224

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West Virginia Resident versus Non West Virginia Resident continued										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	154,056,298	51%	13,604	55%	1,153,114,801	80%	83,083	90%	1,307,171,099	96,687
WV Direct	125,164,989	42%	9,830	40%	7,675,686	1%	554	1%	132,840,675	10,384
Select	20,858,526	7%	1,116	5%	274,211,809	19%	9,037	10%	295,070,335	10,153
Total	300,079,813	100%	24,550	100%	1,435,002,296	100%	92,674	100%	1,735,082,109	117,224
By Payment Method										
Auto Invest	84,719,044	28%	8,258	34%	338,896,387	24%	25,244	27%	423,615,431	33,502
Check	215,360,770	72%	16,292	66%	1,096,105,909	76%	67,430	73%	1,311,466,678	83,722
Total	300,079,813	100%	24,550	100%	1,435,002,296	100%	92,674	100%	1,735,082,109	117,224
By Portfolio*										
Age Based Portfolio	172,010,198	57%	17,563	61%	771,551,871	54%	58,910	54%	943,562,070	76,473
Individual Funds	45,378,255	15%	4,351	15%	322,606,450	22%	24,947	23%	367,984,705	29,298
Static Portfolio	82,691,360	28%	7,110	24%	340,843,975	24%	25,194	23%	423,535,335	32,304
Total	300,079,813	100%	29,024	100%	1,435,002,296	100%	109,051	100%	1,735,082,109	138,075

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

New Account Activity in the Quarter						
	WV		Non WV		Grand Totals	
	#	%	#	%	#	%
By Application Type						
Online	309	38%	116	7%	425	18%
Paper	506	62%	1,440	93%	1,946	82%
Total	815	100%	1,556	100%	2,371	100%
By Channel						
Advisor	387	47%	1,174	75%	1,561	66%
Direct	428	53%	382	25%	810	34%
Total	815	100%	1,556	100%	2,371	100%
By Product						
The Hartford	387	47%	1,174	75%	1,561	66%
Select	46	6%	379	24%	425	18%
WV Direct	382	47%	3	0%	385	16%
Total	815	100%	1,556	100%	2,371	100%