



# West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

Quarterly Status Report Period Ending June 30, 2012

4th Quarter FY2012

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.

## 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, Treasurer

# **West Virginia College Prepaid Tuition and Savings Program**

## **Quarterly Status Report**

### **Period Ending June 30, 2012**

During the quarter, the SMART529 Savings Plan added 1,854 new accounts, and received \$40,589,090 in contributions. At the end of the quarter, SMART529 WV Direct had a total investment of \$122,938,121. The Select plan's assets totaled \$262,480,627 and The Hartford SMART529 plan had \$1,239,144,798 assets under management, for a grand total of \$1,624,563,547 SMART529 Savings Plan assets. Of the 116,096 accounts nationwide, 23,494 were West Virginia resident accounts, with a value of \$276,302,233

The West Virginia Prepaid Tuition Plan ended this period with 5,591 active accounts, and trust fund assets valued at \$79,232,232. During the quarter, the Prepaid Tuition Trust disbursed more than 111 qualified tuition benefit distributions totaling more than \$258,650 and received regular contract installment payments of \$123,772. Prepaid Tuition Trust Fund investments lost \$1,061,730 during the quarter.

In May, the Program's quarterly status report for period ending March 31, 2012 was submitted to the Legislative Librarian.

During the quarter, Treasury employees staffed informational booths at the Community Fair (Pinch), Money Smart Week (various locations), Women & Money Conference (Morgantown), YMCA Healthy Kid's Day (Charleston), WV Society of CPAs Project Day (Charleston), Thomas Hospital Kidoodle (South Charleston) and Community Baby Shower (Chesapeake).

Marketing efforts included the College Day at Preschool Program. Over 150 West Virginia preschools participated with over 5,460 four and five year old students. The purpose of the event is to encourage parents to open a SMART529 account with money saved in childcare expenses when their child starts kindergarten.

The *When I Grow Up* awards ceremony was held May 2nd. Media coverage included the twelve o'clock news in several locations, and many other stations featured the newsfeed via satellite truck. Several newspaper articles concerning the event were also published. Treasurer's Office staff, Hartford staff, and Manahan representatives were in attendance. This year's contest held the most entries since inception, 3,256 essays. The grand prize winner was from Maxwell Hill Elementary in Raleigh County, and the winning teacher was from Linsly School in Ohio County. Fourteen regional winners were awarded \$500 for their college savings accounts, while the grand prize winner received a \$5,000 scholarship award.

## Prepaid Tuition Trust Fund Escrow Account Summary

	Quarter Ended <u>June 30, 2012</u>	Quarter Ended <u>March 31, 2011</u>	Fiscal Year to Date
Market Value	\$15,122,902	\$15,101,037	\$15,122,902
Change from previous quarter/year	\$21,865	\$95,433	\$1,138,024

## 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, March 31, 2012	\$1,213,635
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	269,546
Disbursements to pay expenses	<u>(177,530)</u>
Ending Balance, June 30, 2012	\$1,305,651

# Operating Report

## For the Quarter Ending June 30, 2012

Cash & Investments		Rates of Return	
<b>Prepaid Tuition Trust Fund</b>	\$ 79,232,232	<b>Prepaid Tuition Trust Fund</b>	
<b>Savings Plan Trust Fund</b>	\$ 1,624,563,547	Ending Quarter	(1.35%)
<b>Administrative Account</b>	\$ 1,305,651	FY2012 To Date	2.25%
		Annualized since investing July 1999	6.29%
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	\$ 123,772	\$ 40,589,090	\$ -
Investment earnings (loss)	(1,061,730)	(45,698,569)	-
Legislative appropriations	-	-	18,984
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	269,546
<b>Total Receipts</b>	<b>(937,958)</b>	<b>(5,109,479)</b>	<b>288,530</b>
Expenses/Fees	-	(5,163,908)	(196,514)
Cancellations/Rollovers	(226,879)	(6,815,391)	-
Regular distributions	(311,594)	(12,023,927)	-
<b>Total Disbursements</b>	<b>(538,473)</b>	<b>(24,003,225)</b>	<b>(196,514)</b>
Net change	(1,476,431)	(29,112,705)	92,016
Beginning cash & investments	80,708,663	\$ 1,653,676,252	1,213,635
<b>Ending cash &amp; investments</b>	<b>\$ 79,232,232</b>	<b>\$ 1,624,563,547</b>	<b>\$ 1,305,651</b>

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

**Comparison of Program Administrative Expenses  
FY 2012 - FY 2011**

<b>Account</b>	<b>FY2012 YTD</b>	<b>FY2011 YTD</b>	<b>Over (Under)</b>
<b>Administrative Expenses:</b>			
Office expense	\$ 1,966	\$ 1,682	\$ 284
Printing & binding expense	-	88	(88)
Telecommunications	685	4,865	(4,180)
Cellular charges	-	667	(667)
Travel expense	41,358	38,543	2,815
Miscellaneous advertising expense	3,853	3,579	274
Hospitality expense	939	301	638
Building rental expense	6,767	7,196	(429)
Machine rental expense	293	-	293
Miscellaneous expense	33	725	(692)
Training & development	2,133	117	2,016
Postage & freight expense	1,876	1,866	10
Salaries & wages	469,132	301,283	167,849
Benefits	149,862	99,043	50,819
Computer services & supplies	11,516	6,435	5,081
Computer software	10,494	4,073	6,421
Vehicle maintenance	171	8	163
Vehicle fuel charges	1,072	228	844
Maintenance contracts	12,000	2,846	9,154
Dues & subscriptions	4,975	4,290	685
<b>Contractual &amp; Professional:</b>			
Actuarial expense	27,900	22,401	5,499
Marketing & advertising	44,063	16,401	27,662
Miscellaneous contractual	2,041	2,263	(222)
Investment consultant	180,000	180,000	-
Records administration	83,784	87,307	(3,523)
External auditor	50,000	67,000	(17,000)
<b>Total disbursements</b>	<b>\$ 1,106,913</b>	<b>\$ 853,207</b>	<b>\$ 253,706</b>

**Source of Disbursements**

<b>Source</b>			
Appropriations	\$ 113,360	\$ 121,405	\$ (8,045)
Treasurer's Office subsidy	(1,754)	2,220	(3,974)
Administrative Account:			
Prepaid Tuition Trust	995,307	729,582	265,725
Savings Plan Trust	-	-	-
<b>Total</b>	<b>\$ 1,106,913</b>	<b>\$ 853,207</b>	<b>\$ 253,706</b>

## Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	FYTD
<b>Beginning</b>	5,814	5,631		114,556	115,580	
New/Redefined	-	-	-	2,673	1,854	9,048
Full Distribution	(145)	(12)	(348)	(787)	(626)	(3,034)
Cancelled	(38)	(28)	(124)	(427)	(306)	(1,431)
Internal Rollover	-	-	-	-	-	-
External Rollover	-	-	-	(435)	(406)	(1,483)
<b>Ending</b>	<b>5,631</b>	<b>5,591</b>		<b>115,580</b>	<b>116,096</b>	

## Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	1,013	992
Mature, payout in process	1,914	1,894
Not mature yet	2,706	2,705
<b>Active Accounts Sub-Total</b>	<b>5,633</b>	<b>5,591</b>
Depleted	2,078	2,090
Cancelled / rolled over	2,026	2,056
<b>Closed Accounts Sub-Total</b>	<b>4,104</b>	<b>4,146</b>
<b>Total Accounts (since inception)</b>	<b>9,737</b>	<b>9,737</b>

## Savings Plan Detail

<b>Quarterly Numbers Summary – Management Basis</b>				
<b>Activity</b>	<b>Last Quarter</b>	<b>This Quarter</b>	<b>FY 2012 To Date</b>	<b>Since Inception</b>
<b>Beginning Active Accounts</b>	114,556	115,580	112,996	
New accounts	2,673	1,854	9,048	149,260
Closed	1,649	(1,338)	(5,948)	(33,164)
<b>Ending Active Accounts</b>	<b>115,580</b>	<b>116,096</b>	<b>116,096</b>	

<b>Beginning Balance</b>	\$ 1,496,227,734	\$ 1,653,676,252	\$ 1,572,390,103	
<b>Contributions</b>	50,969,770	40,589,090	188,973,514	\$ 1,888,956,966
<b>Distributions:</b>				
Cancellations/Rollovers	(9,396,868)	(6,815,391)	(33,185,754)	
Regular Distributions	(19,261,033)	(12,023,927)	(87,544,072)	
<b>Total Distributions</b>	<b>(28,657,901)</b>	<b>(18,839,318)</b>	<b>(120,729,826)</b>	<b>(550,160,305)</b>
<b>Fees &amp; Charges:</b>				
Up-Front Sales Charge	(915,787)	(744,442)	(3,277,554)	(33,707,076)
Deferred Sales Charge	(35,870)	(24,566)	(152,895)	(1,019,460)
Broker Distribution Charge	(1,257,685)	(1,254,038)	(4,990,486)	(32,788,079)
Annual Maintenance Fee	(26,764)	(20,350)	(1,266,169)	(7,465,749)
Investment Mgmt Charges	(1,927,771)	(1,960,012)	(7,581,781)	(45,131,985)
Hartford Administrative Fee	(856,900)	(866,515)	(3,315,612)	(18,479,536)
WV Administrative Fee	(261,527)	(263,835)	(1,015,893)	(6,519,722)
Cancellation Fee	(37,050)	(30,150)	(124,350)	(790,406)
<b>Total Fees &amp; Charges</b>	<b>(5,319,353)</b>	<b>(5,163,908)</b>	<b>(21,724,740)</b>	<b>(145,902,013)</b>
<b>Change in Investment Value</b>	<b>\$ 140,456,001</b>	<b>\$ (45,698,569)</b>	<b>\$ 5,654,495</b>	<b>\$ 434,456,347</b>
<b>Ending Balance</b>	<b>\$ 1,653,676,252</b>	<b>\$ 1,624,563,547</b>	<b>\$ 1,624,563,547</b>	

*Totals may reflect rounding differences*

## Savings Trust Assets by Investment Plan & Option

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
<b>Age-Based Portfolios</b>				
0-8	\$ 157,737,243	\$18,481,860	\$ -	\$ 176,219,103
9-13	230,009,944	20,446,753	\$ -	250,456,698
14-15	92,106,314	7,650,010	\$ -	99,756,324
16-17	88,970,262	7,597,620	\$ -	96,567,881
18+	104,370,583	11,752,327	\$ -	116,122,910
DFA 0-3	-	-	12,118,597	12,118,597
DFA 4-6	-	-	24,721,487	24,721,487
DFA 7-9	-	-	25,061,694	25,061,694
DFA 10-12	-	-	26,247,884	26,247,884
DFA 13-15	-	-	22,544,661	22,544,661
DFA 16-18	-	-	18,088,335	18,088,335
DFA 19+	-	-	7,090,272	7,090,272
<b>TOTAL</b>	<b>\$673,194,346</b>	<b>\$65,928,570</b>	<b>\$135,872,929</b>	<b>\$874,995,845</b>
<b>Static Portfolios</b>				
Static Agg Growth	\$ 54,083,276	\$ 16,436,182	\$ -	\$ 70,519,458
Static Growth	79,731,730	11,606,619	-	91,338,349
Static Balanced	46,699,776	8,500,267	-	55,200,043
Static Checks & Bal	28,480,050	-	-	28,480,050
Static Cnsv Balanced	3,979,454	2,531,746	-	6,511,201
Static Cnsv Bond	-	2,818,894	-	2,818,894
All Equity DFA	-	-	50,596,358	50,596,358
Agg Growth DFA	-	-	17,797,154	17,797,154
Moderate Agg DFA	-	-	6,585,134	6,585,134
Growth DFA	-	-	15,490,418	15,490,418
Moderate Grw DFA	-	-	9,372,033	9,372,033
Balanced DFA	-	-	6,653,304	6,653,304
Conservative DFA	-	-	4,541,658	4,541,658
Moderate Cnsv DFA	-	-	3,604,973	3,604,973
Fixed Income DFA	-	-	7,325,736	7,325,736
1-Year Fixed DFA	-	-	4,640,929	4,640,929
<b>TOTAL</b>	<b>\$ 212,974,285</b>	<b>\$ 41,893,709</b>	<b>\$ 126,607,698</b>	<b>\$ 381,475,692</b>

Chart continued on next page.

## Savings Trust Assets by Investment Plan & Option - Continued

	The Hartford SMART529	SMART529 WV Direct	SMART529 Select	Totals
<b>Individual 529 Funds</b>				
Hartford Capital Appreciation	\$ 88,775,948	\$ -	\$ -	\$ 88,775,948
Hartford Dividend & Growth	61,407,734	-	-	61,407,734
Hartford Equity Income	14,939,955	-	-	14,939,955
Hartford Global All Asset	388,971	-	-	388,971
Hartford Growth Opportunities Fund	5,582,569	-	-	5,582,569
Hartford High Yield	8,185,557	-	-	8,185,557
Hartford Inflation Plus	11,092,640	-	-	11,092,640
Hartford Intl Opportunities Fund	8,976,459	-	-	8,976,459
Hartford MidCap	42,454,747	-	-	42,454,747
Hartford MidCap Value	7,544,830	-	-	7,544,830
Hartford Small Company Fund	4,831,884	-	-	4,831,884
Hartford Total Return Bond	25,797,869	-	-	25,797,869
Hartford Value Fund	2,692,610	-	-	2,692,610
Hartford Balanced Income	107,489	-	-	107,489
MFS Global Equity Fund	10,408,288	-	-	10,408,288
SMART529 500 Index Fund	-	4,651,574	-	4,651,574
<b>TOTALS</b>	\$ 293,187,551	\$ 4,651,574	\$ -	\$ 297,839,125
<b>Stable Value Funds</b>				
SMART529 Stable Value	\$ 59,788,617	\$ 10,464,268		\$ 70,252,885
<b>TOTALS</b>	\$ 59,788,617	\$ 10,464,268	\$ -	\$ 70,252,885
<b>GRAND TOTALS</b>	<b>\$ 1,239,144,798</b>	<b>\$ 122,938,121</b>	<b>\$262,480,627</b>	<b>\$1,624,563,547</b>

*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	\$ 823,019,369			51%
B Shares	136,554,946			8%
C Shares	192,215,602			12%
D Shares		122,938,121	262,480,627	24%
E Shares	87,354,882			5%
<b>Total</b>	<b>\$ 1,239,144,798</b>	<b>\$ 122,938,121</b>	<b>\$ 262,480,627</b>	<b>100%</b>

## Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 28,252,242	\$ 1,475,122,310	1,331	127,547
Direct	12,336,848	413,834,657	523	21,713
<b>Total</b>	<b>\$ 40,589,090</b>	<b>\$ 1,888,956,967</b>	<b>1,854</b>	<b>149,260</b>

## New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2010 June	3,583,061	3,393,432	6,976,493	280	188	468
2010 September	4,027,300	3,394,766	7,422,065	352	222	574
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

## 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	512,877	78	20,433,990	2,338
BB&T Investment Services Inc	528,008	47	21,329,254	2,014
Chase Investment Services Corp	136,962	35	5,661,585	797
United Brokerage Services Inc	463,257	24	8,469,051	806
Northwestern Mutual Investment Ser	305,307	23	1,830,565	255
First Clearing Corporation	252,501	18	16,066,701	1,185
Ameriprise Financial Services Inc	32,354	11	494,308	98
LPL Financial Corporation	76,470	10	3,620,454	487
Hazlett Burt & Watson Inc	53,600	9	1,558,545	138
Merrill Lynch	67,352	9	2,870,129	287

## Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	9,814,050	584	408,785,335	33,405
LPL Financial Corporation	1,486,923	93	52,148,294	5,890
BB&T Investment Services Inc	816,497	65	46,664,881	3,803
Woodbury Financial Services	939,448	63	61,687,062	4,617
Morgan Stanley Smith Barney	2,686,440	54	73,334,624	3,123
First Clearing Corporation	1,530,728	47	75,296,127	7,686
Raymond James & Associates Inc	806,237	37	43,537,806	3,374
Chase Investment Services Corp	226,611	33	7,550,153	1,114
Huntington Investment Co	299,039	33	23,010,194	2,376
United Brokerage Services Inc	465,092	28	9,354,701	857

## Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
West Virginia	7,774,870	19.16%	325,186,685	17.21%
<i>Direct (D)</i>	3,789,063	9.34%	155,037,696	8.21%
<i>Broker (ABCE)</i>	3,985,807	9.82%	170,148,988	9.01%
California	4,681,590	11.53%	197,551,088	10.46%
Texas	4,677,131	11.52%	148,265,248	7.85%
Tennessee	1,608,500	3.96%	60,352,750	3.19%
Florida	1,528,484	3.77%	69,602,005	3.68%
Pennsylvania	1,443,053	3.56%	66,813,359	3.54%
North Carolina	1,377,483	3.39%	105,791,440	5.60%
Massachusetts	1,260,385	3.11%	48,792,332	2.58%
New Jersey	1,168,975	2.88%	48,501,452	2.57%
Minnesota	1,134,373	2.79%	65,354,007	3.46%

## 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	\$ 33,650,007	\$ -	\$ 33,650,007	962,529
Hartford Growth Opps	5,581,725	-	5,581,725	185,439
Hartford Small Co	4,832,337	-	4,832,337	227,083
Hartford High Yield	14,826,638	-	14,826,638	2,022,734
Hartford Capital Apprec	185,536,856	-	185,536,856	5,507,179
Hartford MidCap	59,411,671	-	59,411,671	2,731,571
Hartford Total Return Bond	139,388,312	-	139,388,312	12,568,829
Hartford Dividend Growth	135,979,566	-	135,979,566	6,685,328
Hartford International Opps	54,107,391	-	54,107,391	3,818,447
Hartford Value	127,244,171	-	127,244,171	10,683,809
Hartford Fundamental Growth	40,851,117	-	40,851,117	3,673,662
Hartford MidCap Value	55,753,456	-	55,753,456	4,518,108
Hartford Intl Small Company	20,843,853	-	20,843,853	1,715,543
Hartford Balanced Income	189,882	-	189,882	16,174
Hartford Floating Rate	19,345,720	-	19,345,720	2,205,897
Hartford Small/Mid Cap Equity	19,826,364	-	19,826,364	1,802,397
Hartford Inflation Plus	81,378,838	-	81,378,838	6,552,241
Hartford Equity Income	43,919,968	-	43,919,968	3,073,476
Hartford Global Research	18,442,084	-	18,442,084	2,046,846
Hartford Global All Asset	441,621	-	441,621	40,815
Hartford International Value	30,797,728	-	30,797,728	2,815,149
MFS Global Equity	10,408,496	-	10,408,496	422,594
Vanguard 500 Index Fund	4,653,554	-	4,653,554	44,875
Invesco Stable Value	254,258,125	-	254,258,125	17,100,085
DFA International Core Equity	-	36,346,511	36,346,511	3,879,030
DFA US Core Equity 2	-	142,096,422	142,096,422	12,497,487
DFA Emerging Markets Core	-	8,077,271	8,077,271	448,239
DFA One Year Fixed Income	-	16,918,499	16,918,499	1,636,218
DFA Two Year Global	-	12,027,331	12,027,331	1,189,647
DFA Intermediate Govt	-	26,580,393	26,580,393	2,038,374
DFA Five Yr Global Bond	-	20,453,674	20,453,674	1,836,057
<b>Total Market Value</b>	<b>\$ 1,361,669,481</b>	<b>\$ 262,500,101</b>	<b>\$ 1,624,169,581</b>	

Cash & Investments	\$ 1,624,563,547
Assets in Underlying Funds	\$ 1,624,169,581
Difference due to market timing/seed money	\$ 393,965

## West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
<b>Owner Type</b>										
Regular	270,517,495	98%	23,087	98%	1,310,541,749	97%	89,917	97%	1,581,059,244	113,004
Custodial (UGMA/UTMA)	5,784,738	2%	407	2%	37,719,565	3%	2,685	3%	43,504,303	3,092
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>23,494</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>92,602</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>116,096</b>
<b>Account Balance</b>										
\$0-\$500	661,730	0%	2,667	11%	1,567,582	0%	5,472	6%	2,229,312	8,139
\$500-\$1,000	1,525,588	1%	2,062	9%	4,391,053	0%	5,732	6%	5,916,641	7,794
\$1,000-\$2,500	6,635,804	2%	3,953	17%	22,100,652	2%	12,995	14%	28,736,456	16,948
\$2,500-\$5,000	13,601,966	5%	3,767	16%	53,713,686	4%	14,470	16%	67,315,651	18,237
\$5,000-\$10,000	29,582,974	11%	4,157	18%	136,028,862	10%	18,757	20%	165,611,836	22,914
\$10,000-\$25,000	62,803,876	23%	4,000	17%	318,911,594	24%	20,341	22%	381,715,470	24,341
\$25,000-\$50,000	60,635,275	22%	1,751	7%	306,202,307	23%	8,824	10%	366,837,582	10,575
\$50,000-\$100,000	56,846,285	21%	835	4%	312,670,538	23%	4,603	5%	369,516,823	5,438
\$100,000-\$200,000	34,047,429	12%	261	1%	172,507,848	13%	1,323	1%	206,555,277	1,584
\$200,000+	9,961,306	4%	41	0%	20,167,191	1%	85	0%	30,128,498	126
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>23,494</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>92,602</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>116,096</b>
<b>Age of Beneficiary</b>										
<1	859,375	0%	331	1%	2,851,411	0%	671	1%	3,710,786	1,002
1	2,466,697	1%	742	3%	10,026,742	1%	1,760	2%	12,493,440	2,502
2	3,571,309	1%	847	4%	16,463,679	1%	2,383	3%	20,034,988	3,230
3	5,289,664	2%	973	4%	22,144,188	2%	2,586	3%	27,433,852	3,559
4	7,380,267	3%	1,156	5%	31,322,496	2%	3,237	3%	38,702,763	4,393
5	9,981,617	4%	1,317	6%	41,380,055	3%	3,849	4%	51,361,672	5,166
6	10,433,439	4%	1,371	6%	51,227,716	4%	4,539	5%	61,661,155	5,910
7	13,709,262	5%	1,415	6%	62,548,291	5%	5,251	6%	76,257,553	6,666
8	14,609,390	5%	1,485	6%	74,515,392	6%	5,897	6%	89,124,782	7,382
9	15,525,199	6%	1,415	6%	80,402,199	6%	6,012	6%	95,927,398	7,427
10	15,997,964	6%	1,354	6%	86,882,939	6%	6,018	6%	102,880,902	7,372
11	16,463,490	6%	1,279	5%	89,857,887	7%	5,697	6%	106,321,376	6,976
12	14,939,698	5%	1,210	5%	86,313,136	6%	5,457	6%	101,252,834	6,667
13	15,867,639	6%	1,154	5%	85,301,160	6%	5,180	6%	101,168,799	6,334
14	15,718,813	6%	973	4%	89,281,383	7%	5,034	5%	105,000,196	6,007
15	17,383,537	6%	1,089	5%	90,896,830	7%	4,858	5%	108,280,367	5,947
16	15,697,691	6%	888	4%	87,514,203	6%	4,585	5%	103,211,894	5,473
17	19,019,496	7%	910	4%	86,337,414	6%	4,273	5%	105,356,909	5,183
18	16,925,067	6%	767	3%	82,025,344	6%	3,677	4%	98,950,412	4,444
19	12,566,029	5%	609	3%	55,737,844	4%	2,998	3%	68,303,872	3,607
20	9,794,415	4%	510	2%	39,776,043	3%	2,364	3%	49,570,458	2,874
21	6,372,269	2%	422	2%	25,783,634	2%	1,711	2%	32,155,903	2,133
22	4,668,358	2%	306	1%	16,014,907	1%	1,082	1%	20,683,265	1,388
23+	11,061,550	4%	971	4%	33,656,420	2%	3,483	4%	44,717,970	4,454
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>23,494</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>92,602</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>116,096</b>

Continued on next page.

<b>West Virginia Resident versus Non West Virginia Resident continued</b>										
	<b>WV</b>				<b>Non WV</b>				<b>Total of All</b>	
	\$	%	#	%	\$	%	#	%	\$	#
<b>By Product</b>										
The Hartford	141,597,134	51%	12,970	55%	1,097,547,664	81%	83,625	90%	1,239,144,798	96,595
WV Direct	115,565,307	42%	9,483	40%	7,372,814	1%	523	1%	122,938,121	10,006
Select	19,139,792	7%	1,041	4%	243,340,835	18%	8,454	9%	262,480,627	9,495
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>23,494</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>92,602</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>116,096</b>
<b>By Payment Method</b>										
Auto Invest	84,211,048	30%	8,179	35%	350,122,567	26%	26,498	29%	434,333,615	34,677
Check	192,091,185	70%	15,315	65%	998,138,747	74%	66,104	71%	1,190,229,931	81,419
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>23,494</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>92,602</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>116,096</b>
<b>By Portfolio*</b>										
Age Based Portfolio	155,590,335	56%	15,981	61%	719,405,510	53%	54,244	55%	874,995,845	70,225
Individual Funds	44,217,928	16%	3,989	15%	318,726,048	24%	23,305	23%	362,943,976	27,294
Static Portfolio	76,493,971	28%	6,438	24%	310,129,755	23%	21,904	22%	386,623,726	28,342
<b>Total</b>	<b>276,302,233</b>	<b>100%</b>	<b>26,408</b>	<b>100%</b>	<b>1,348,261,313</b>	<b>100%</b>	<b>99,453</b>	<b>100%</b>	<b>1,624,563,547</b>	<b>125,861</b>

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

<b>New Account Activity in the Quarter</b>						
	<b>WV</b>		<b>Non WV</b>		<b>Grand Totals</b>	
	#	%	#	%	#	%
<b>By Application Type</b>						
Online	193	31%	107	9%	300	16%
Paper	434	69%	1,120	91%	1,554	84%
<b>Total</b>	<b>627</b>	<b>100%</b>	<b>1,227</b>	<b>100%</b>	<b>1,854</b>	<b>100%</b>
<b>By Channel</b>						
Advisor	357	57%	974	79%	1,331	72%
Direct	270	43%	253	21%	523	28%
<b>Total</b>	<b>627</b>	<b>100%</b>	<b>1,227</b>	<b>100%</b>	<b>1,854</b>	<b>100%</b>
<b>By Product</b>						
The Hartford	357	57%	974	79%	1,331	72%
Select	30	5%	248	20%	278	15%
WV Direct	240	38%	5	0%	245	13%
<b>Total</b>	<b>627</b>	<b>100%</b>	<b>1,227</b>	<b>100%</b>	<b>1,854</b>	<b>100%</b>