



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

Quarterly Status Report Ending March 31, 2013

3rd 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

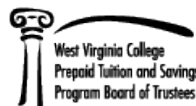
WV Higher Education Policy Commission - Community and Technical Colleges, Joe Badgley

Appointed Members:

Interests of private institutions of higher education - Steve Davis

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

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



Office of West Virginia State Treasurer
John D. Perdue

West Virginia College Prepaid Tuition and Savings Program
Quarterly Status Report
Period Ending March 30, 2013



The Program’s quarterly status report for period ending December 31, 2012 was submitted to the Legislative Librarian in compliance with S.B. 477 (amending W. Va. Code §4-1-23). The quarterly Board of Trustees and Audit Committee meetings were held in March.

During the quarter, the SMART529 Savings Plan added 2,221 new accounts, and received \$51,944,114 in contributions. At the end of the quarter, SMART529 WV Direct had a total investment of \$143,076,090. The Select plan’s assets totaled \$325,820,652 and The Hartford SMART529 plan had \$1,386,194,887 assets under management, for a grand total of \$1,855,091,629 SMART529 Savings Plan assets. Of 117,872 accounts nationwide, 25,254 were West Virginia resident accounts, with a value of \$322,462,588.

The West Virginia Prepaid Tuition Plan ended this period with 5,172 active accounts with assets valued at \$78,199,655. During the quarter, there were \$2,487,848 in qualified tuition benefit distributions, and contract installment payments of \$100,501 were received. Prepaid Tuition Trust Fund investments gained \$3,201,344 during the quarter.

Prepaid Tuition Trust Fund Escrow Account Summary

	Quarter Ended March 31, 2013	Quarter Ended December 31, 2012	Fiscal Year to Date
Market Value	\$16,279,131	\$16,249,590	\$16,279,131
Change from previous quarter/year	\$29,541	\$1,031,150	\$1,156,189

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	\$1,439,940
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	263,634
Disbursements to pay expenses	<u>(250,596)</u>
Ending Balance	\$1,452,978

During the quarter ending March 30, 2013, Treasury employees staffed SMART529 College Savings and Financial Education informational booths at the following events:

- Faculty Senate Meeting, January 10, Nitro Elementary, Nitro
- When I Grow Up kickoff, January 16, Mary Snow West Side Elementary, Charleston
- Faculty Senate Meeting, January 17, Watts Elementary, Charleston
- Faculty Senate Meeting, January 30, Overbrook Elementary, Charleston
- Faculty Senate Meeting, February 11, West Side Elementary, Charleston
- Bring your Parent to School Day, March 11, Sharon Dawes Elementary, Miami
- KISRA Health Fair, March 18, Dunbar
- WVU Extension Day at the Legislature, March 22, Charleston
- Pinch Community Fair, March 30, St. Andrews Presbyterian, Pinch

Operating Report

For the Quarter Ending March 31, 2013

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 78,199,655	Prepaid Tuition Trust Fund	
Savings Plan Trust Fund	\$ 1,855,091,629	Ending Quarter	4.31%
Administrative Account	\$ 1,452,978	FY2013 To Date	10.12%
		Annualized since investing July 1999	6.69%

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	\$ 100,501	\$ 51,944,114	\$ -
Investment earnings (loss)	3,201,344	107,869,032	-
Legislative appropriations	-	-	19,457
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	263,634
Total Receipts	3,301,845	159,813,146	283,091
Expenses/Fees	-	(5,504,506)	(270,053)
Cancellations/Rollovers	(324,967)	(12,009,350)	-
Regular distributions	(2,487,848)	(22,289,770)	-
Total Disbursements	(2,812,815)	(39,803,626)	(270,053)
Net change	489,030	120,009,520	13,038
Beginning cash & investments	77,710,625	\$ 1,735,082,109	1,439,940
Ending cash & investments	\$ 78,199,655	\$ 1,855,091,629	\$ 1,452,978

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	\$ 2,699	\$ 1,708	\$ 991
Printing & binding expense	-	-	-
Telecommunications	834	533	301
Cellular charges	181	-	181
Travel expense	24,827	31,938	(7,111)
Miscellaneous advertising expense	4,398	2,747	1,651
Hospitality expense	1,486	702	784
Building rental expense	4,929	5,124	(195)
Machine rental expense	-	-	-
Miscellaneous expense	73	-	73
Training & development	2,123	1,035	1,088
Postage & freight expense	1,668	1,296	372
Salaries & wages	357,007	396,333	(39,326)
Benefits	112,173	122,304	(10,131)
Computer services & supplies	9,945	7,829	2,116
Computer software	2,693	10,494	(7,801)
Vehicle maintenance	-	171	(171)
Vehicle fuel charges	-	1,072	(1,072)
Maintenance contracts	4,895	12,000	(7,105)
Miscellaneous equipment purchases	180	-	180
Dues & subscriptions	4,375	4,785	(410)
Contractual & Professional:			
Actuarial expense	5,100	21,900	(16,800)
Marketing & advertising	15,011	78,736	(63,725)
Miscellaneous contractual	2,041	2,041	-
Investment consultant	135,000	90,000	45,000
Records administration	32,276	67,651	(35,375)
External auditor	50,000	50,000	-
Total disbursements	\$ 773,914	\$ 910,399	\$ (136,485)

Source of Disbursements

Source			
Appropriations	\$ 122,439	\$ 94,376	\$ 28,063
Treasurer's Office subsidy	-	(1,754)	1,754
Administrative Account:			
Prepaid Tuition Trust	-	-	-
Savings Plan Trust	651,475	817,777	(166,302)
Total	\$ 773,914	\$ 910,399	\$ (136,485)

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	ITD
Beginning	5,495	5,339		116,486	117,224	
New/Redefined	-	-	-	2,371	2,221	155,774
Full Distribution	(136)	(126)	(320)	(661)	(572)	(13,767)
Cancelled	(20)	(41)	(99)	(459)	(427)	(11,671)
Internal Rollover	-	-	-	-	-	
External Rollover	-	-	-	(513)	(574)	(10,491)
Ending	5,339	5,172		117,224	117,872	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	607	1,005
Mature, payout in process	2,039	1,903
Not mature yet	2,693	2,264
Active Accounts Sub-Total	5,339	5,172
Depleted	2,284	2,410
Cancelled / rolled over	2,114	2,155
Closed Accounts Sub-Total	4,398	4,565
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	116,486	117,224	116,096	
New accounts	2,371	2,221	6,514	155,774
Closed	(1,633)	(1,573)	(4,738)	(37,902)
Ending Active Accounts	117,224	117,872	117,872	

Beginning Balance	\$ 1,679,325,138	\$ 1,735,082,109	\$ 1,624,563,547	
Contributions	56,903,440	51,944,114	145,957,076	\$ 2,034,914,043
Distributions:				
Cancellations/Rollovers	(10,293,383)	(12,009,350)	(31,352,461)	
Regular Distributions	(26,926,734)	(22,289,770)	(90,224,346)	
Total Distributions	(37,220,117)	(34,299,120)	(121,576,807)	(671,737,113)
Fees & Charges:				
Up-Front Sales Charge	(854,945)	(813,077)	(2,287,458)	(35,994,535)
Deferred Sales Charge	(27,985)	(29,381)	(93,051)	(1,112,511)
Broker Distribution Charge	(1,298,817)	(1,338,593)	(3,916,904)	(36,704,983)
Annual Maintenance Fee	(1,156,375)	(26,625)	(1,212,220)	(8,677,969)
Investment Mgmt Charges	(1,931,261)	(2,001,709)	(5,927,494)	(53,846,928)
Hartford Administrative Fee	(934,337)	(990,609)	(2,825,164)	(21,304,700)
WV Administrative Fee	(264,810)	(270,212)	(807,712)	(7,327,434)
Cancellation Fee	(28,200)	(34,300)	(93,050)	(883,456)
Total Fees & Charges	(6,496,729)	(5,504,506)	(17,163,053)	(165,852,516)
Change in Investment Value	\$ 42,570,377	\$ 107,869,032	\$ 223,310,866	\$ 657,767,214
Ending Balance	\$ 1,735,082,109	\$ 1,855,091,629	\$ 1,855,091,629	

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	\$ 163,511,066	\$ 22,074,940	\$ -	\$ 185,586,007
9-13	267,657,112	25,202,242	-	292,859,354
14-15	108,115,533	9,592,626	-	117,708,159
16-17	98,654,467	8,309,777	-	106,964,244
18+	115,324,387	13,184,699	-	128,509,087
DFA 0-3	-	-	15,032,534	15,032,534
DFA 4-6	-	-	28,883,496	28,883,496
DFA 7-9	-	-	32,927,872	32,927,872
DFA 10-12	-	-	33,646,111	33,646,111
DFA 13-15	-	-	27,437,291	27,437,291
DFA 16-18	-	-	24,115,009	24,115,009
DFA 19+	-	-	9,038,061	9,038,061
TOTAL	\$ 753,262,566	\$78,364,284	\$ 171,080,374	\$ 1,002,707,224
Static Portfolios				
Static Agg Growth	\$ 61,118,295	\$ 19,648,038	\$ -	\$ 80,766,332
Static Growth	86,787,500	13,392,737	-	100,180,237
Static Balanced	52,656,096	9,420,440	-	62,076,536
Static Cnsv Balanced	6,075,259	2,732,976	-	8,808,235
Static Cnsv Bond	-	3,151,185	-	3,151,185
Static Checks & Bal	30,775,560	-	-	30,775,560
All Equity DFA	-	-	65,501,072	65,501,072
Agg Growth DFA	-	-	20,831,727	20,831,727
Moderate Agg DFA	-	-	7,396,581	7,396,581
Growth DFA	-	-	20,062,468	20,062,468
Moderate Grw DFA	-	-	11,950,954	11,950,954
Balanced DFA	-	-	7,191,159	7,191,159
Conservative DFA	-	-	5,059,851	5,059,851
Moderate Cnsv DFA	-	-	3,591,135	3,591,135
Fixed Income DFA	-	-	8,778,498	8,778,498
1-Year Fixed DFA	-	-	4,376,833	4,376,833
TOTAL	\$ 237,412,710	\$ 48,345,376	\$ 154,740,278	\$ 440,498,363

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	\$ 3,131,306	\$ -	\$ -	\$ 3,131,306
Hartford Capital Appreciation	104,032,851			104,032,851
Hartford Dividend & Growth	67,842,005	-	-	67,842,005
Hartford Equity Income	17,744,069	-	-	17,744,069
Hartford Global All Asset	666,110	-	-	666,110
Hartford Growth Opportunities Fund	6,877,136	-	-	6,877,136
Hartford High Yield	8,999,249	-	-	8,999,249
Hartford Inflation Plus	11,964,391	-	-	11,964,391
Hartford Intl Opportunities Fund	10,071,299	-	-	10,071,299
Hartford MidCap	48,531,525	-	-	48,531,525
Hartford MidCap Value	8,669,167	-	-	8,669,167
Hartford Small Company Fund	5,512,445	-	-	5,512,445
Hartford Total Return Bond	26,137,775	-	-	26,137,775
Hartford Value Fund	3,374,065	-	-	3,374,065
MFS Global Equity Fund	12,391,945	-	-	12,391,945
SMART529 500 Index Fund	-	5,725,304	-	5,725,304
TOTALS	\$ 335,945,338	\$ 5,725,304	\$ -	\$ 341,670,642
Stable Value Funds				
SMART529 Stable Value	\$ 59,574,273	\$ 10,641,126	\$ -	\$ 70,215,399
TOTALS	\$ 59,574,273	\$ 10,641,126	\$ -	\$ 70,215,399
GRAND TOTALS	\$ 1,386,194,887	\$ 143,076,090	\$325,820,652	\$1,855,091,629

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	\$ 944,281,967	\$ -	\$ -	52%
B Shares	\$ 129,839,782	-	-	7%
C Shares	\$ 213,332,000	-	-	11%
D Shares		\$ 143,076,090	\$ 325,820,652	25%
E Shares	\$ 98,741,138	-	-	5%
Total	\$ 1,386,194,887	\$ 143,076,090	\$ 325,820,652	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 32,722,264	\$ 1,569,262,012	1,405	128,951
Direct	19,221,849	465,652,032	816	22,231
Total	\$ 51,944,113	\$ 2,034,914,044	2,221	151,182

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
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 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
2013 March	5,208,674	6,147,424	11,356,098	392	540	932

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	639,257	62	22,316,593	2,973
BB&T Investment Services Inc	503,098	35	23,422,795	2,570
J.P. Morgan Securities Llc	216,795	28	6,339,143	914
Raymond James Financial Services	194,104	25	3,297,346	355
First Clearing Corporation	612,884	20	17,830,263	1,466
Northwestern Mutual Investment Ser	266,685	20	2,485,504	287
Huntington Investment Co	118,115	19	6,568,609	710
LPL Financial Corporation	110,664	18	3,976,724	600
Morgan Stanley Smith Barney Llc	324,604	16	6,635,439	560
United Brokerage Services Inc	203,514	13	9,476,641	902

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	\$9,672,113	389	\$436,318,716	45,005
LPL Financial Corporation	\$1,576,057	86	\$56,810,777	6,215
First Clearing Corporation	\$3,004,053	84	\$83,279,623	7,145
Raymond James Financial Services	\$1,295,641	75	\$46,643,688	4,747
J.P. Morgan Securities-0432	\$341,188	46	\$8,500,474	1,247
Morgan Stanley Smith Barney Llc	\$1,680,114	45	\$79,543,956	4,118
Woodbury Financial Services	\$1,142,465	44	\$65,058,640	6,950
BB&T Investment Services Inc	\$1,013,285	43	\$49,854,052	5,369
Northwestern Mutual Investment Ser	\$308,422	25	\$3,311,076	373
Huntington Investment Co	\$331,402	24	\$23,925,239	3,007

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
West Virginia	11,307,784	21.77%	358,814,245	17.63%
<i>Direct (D)</i>	6,126,690	11.79%	171,325,202	8.42%
<i>Broker (ABCE)</i>	5,181,094	9.97%	187,489,043	9.21%
California	8,004,920	15.41%	218,657,132	10.74%
Texas	4,776,757	9.20%	160,216,278	7.87%
North Carolina	1,966,488	3.79%	110,683,128	5.44%
Tennessee	1,864,831	3.59%	65,084,737	3.20%
Pennsylvania	1,842,860	3.55%	72,386,633	3.56%
Florida	1,787,817	3.44%	75,576,734	3.71%
Washington	1,761,251	3.39%	47,992,671	2.36%
Massachusetts	1,418,819	2.73%	52,686,874	2.59%
Minnesota	1,402,849	2.70%	70,270,952	3.45%

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	\$ 25,342,974	\$ -	\$ 25,342,974	599,124.681
Hartford Growth Opps	6,894,909	-	6,894,909	196,380.194
Hartford Small Co	5,513,519	-	5,513,519	234,817.695
Hartford High Yield	8,962,952	-	8,962,952	1,167,050.978
Hartford Capital Apprec	190,010,287	-	190,010,287	4,533,769.661
Hartford MidCap	48,529,270	-	48,529,270	1,947,402.484
Hartford Total Return Bond	36,295,403	-	36,295,403	3,311,624.404
Hartford Dividend Growth	153,721,937	-	153,721,937	6,666,172.477
Hartford International Opps	173,923,169	-	173,923,169	10,911,114.734
Hartford Value	3,375,842	-	3,375,842	257,894.755
Hartford MidCap Value	41,504,590	-	41,504,590	2,718,047.787
Hartford Intl Small Company	41,462,734	-	41,462,734	2,812,939.865
Hartford Balanced Income	3,172,964	-	3,172,964	249,446.816
Hartford Inflation Plus	37,915,356	-	37,915,356	3,102,729.660
Hartford Unconstrained Bond	13,877,194	-	13,877,194	1,329,233.181
Hartford Equity Income	86,017,894	-	86,017,894	5,290,153.391
Hartford Strategic	47,265,381	-	47,265,381	5,060,533.257
Hartford World Bond	30,676,179	-	30,676,179	2,856,255.024
Hartford Emerging Mark Res	35,309,763	-	35,309,763	4,030,794.901
Hartford Global All Asset	723,695	-	723,695	62,280.120
Hartford Gobal Real Asset	71,174,159	-	71,174,159	6,627,016.661
Hartford Alternative Strategy	73,569,388	-	73,569,388	7,142,659.038
MFS Global Equity	12,392,470	-	12,392,470	411,709.982
Vanguard Total Intl Stock	23,948,920	-	23,948,920	232,739.750
Vanguard Inflation Protected	8,408,332	-	8,408,332	727,994.144
Vanguard Total Bond Mkt II	15,835,857	-	15,835,857	1,451,499.245
Vanguard Inst Index	5,724,586	-	5,724,586	39,839.839
Vanguard Total Stock	55,885,047	-	55,885,047	1,418,042.287
Stable Value	271,902,400	-	271,902,400	17,981,170.773
DFA International Core Equity	-	45,032,075	45,032,075	4,049,647.073
DFA US Core Equity 2	-	176,810,301	176,810,301	12,972,142.390
DFA Emerging Markets Core	-	10,056,296	10,056,296	497,590.098
DFA One Year Fixed Income	-	19,622,140	19,622,140	1,899,529.550
DFA Two Year Global	-	15,097,648	15,097,648	1,500,760.248
DFA Intermediate Govt	-	33,548,547	33,548,547	2,586,626.595
DFA Five Yr Global Bond	-	25,467,227	25,467,227	2,275,891.566
Total Market Value	\$ 1,529,337,171	\$ 325,634,234	\$ 1,854,971,405	

Cash & Investments	\$ 1,735,082,109
Assets in Underlying Funds	\$ 1,854,971,405
Difference due to market timing/seed money	\$ (119,889,296)

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	317,023,550	98%	24,868	98%	1,493,777,901	97%	90,056	97%	1,810,801,451	114,924
Custodial (UGMA/UTMA)	5,439,038	2%	386	2%	38,851,140	3%	2,562	3%	44,290,178	2,948
Total	322,462,588	100%	25,254	100%	1,532,629,041	100%	92,618	100%	1,855,091,629	117,872
Account Balance										
\$0-\$500	\$617,140	0%	2,858	11%	\$1,272,356	0%	4,861	5%	\$1,889,496	7,719
\$500-\$1,000	\$1,477,088	0%	2,050	8%	\$3,729,842	0%	5,050	5%	\$5,206,930	7,100
\$1,000-\$2,500	\$6,928,535	2%	4,146	16%	\$20,742,554	1%	12,343	13%	\$27,671,089	16,489
\$2,500-\$5,000	\$14,300,211	4%	3,942	16%	\$48,584,110	3%	13,246	14%	\$62,884,321	17,188
\$5,000-\$10,000	\$31,167,762	10%	4,335	17%	\$133,112,196	9%	18,406	20%	\$164,279,958	22,741
\$10,000-\$25,000	\$70,201,910	22%	4,501	18%	\$341,763,452	22%	21,651	23%	\$411,965,362	26,152
\$25,000-\$50,000	\$71,510,258	22%	2,056	8%	\$338,629,647	22%	9,740	11%	\$410,139,905	11,796
\$50,000-\$100,000	\$69,339,615	22%	995	4%	\$371,856,747	24%	5,421	6%	\$441,196,362	6,416
\$100,000-\$200,000	\$42,792,007	13%	316	1%	\$229,322,808	15%	1,718	2%	\$272,114,815	2,034
\$200,000+	\$14,128,062	4%	55	0%	\$43,615,329	3%	182	0%	\$57,743,391	237
Total	322,462,588	100%	25,254	100%	1,532,629,041	100%	92,618	100%	1,855,091,629	117,872
Age of Beneficiary										
<1	\$1,182,649	0%	447	2%	\$3,622,498	0%	717	1%	\$4,805,147	1,164
1	\$3,379,563	1%	781	3%	\$10,047,448	1%	1,446	2%	\$13,427,011	2,227
2	\$4,918,100	2%	919	4%	\$17,298,868	1%	2,185	2%	\$22,216,968	3,104
3	\$5,533,842	2%	1,003	4%	\$25,098,925	2%	2,642	3%	\$30,632,768	3,645
4	\$8,162,513	3%	1,142	5%	\$32,886,644	2%	2,828	3%	\$41,049,157	3,970
5	\$11,051,423	3%	1,355	5%	\$43,253,247	3%	3,546	4%	\$54,304,669	4,901
6	\$12,724,548	4%	1,405	6%	\$56,534,539	4%	4,092	4%	\$69,259,087	5,497
7	\$14,724,652	5%	1,515	6%	\$66,504,633	4%	4,816	5%	\$81,229,286	6,331
8	\$17,588,970	5%	1,493	6%	\$80,344,946	5%	5,453	6%	\$97,933,916	6,946
9	\$18,238,478	6%	1,546	6%	\$94,116,160	6%	6,077	7%	\$112,354,638	7,623
10	\$20,520,891	6%	1,480	6%	\$100,167,961	7%	6,107	7%	\$120,688,852	7,587
11	\$18,374,662	6%	1,429	6%	\$103,000,872	7%	5,979	6%	\$121,375,534	7,408
12	\$19,505,248	6%	1,337	5%	\$105,572,590	7%	5,771	6%	\$125,077,837	7,108
13	\$19,472,348	6%	1,277	5%	\$104,042,121	7%	5,527	6%	\$123,514,469	6,804
14	\$18,684,610	6%	1,185	5%	\$101,980,581	7%	5,366	6%	\$120,665,191	6,551
15	\$18,685,527	6%	1,036	4%	\$105,001,593	7%	5,050	5%	\$123,687,120	6,086
16	\$20,727,538	6%	1,089	4%	\$101,251,000	7%	4,929	5%	\$121,978,538	6,018
17	\$18,111,376	6%	950	4%	\$99,460,237	6%	4,674	5%	\$117,571,613	5,624
18	\$19,828,314	6%	920	4%	\$86,631,383	6%	3,976	4%	\$106,459,696	4,896
19	\$13,840,262	4%	703	3%	\$65,123,533	4%	3,182	3%	\$78,963,795	3,885
20	\$11,253,271	3%	569	2%	\$41,959,617	3%	2,556	3%	\$53,212,888	3,125
21	\$8,043,930	2%	465	2%	\$28,325,927	2%	1,835	2%	\$36,369,858	2,300
22	\$4,471,993	1%	335	1%	\$17,485,601	1%	1,216	1%	\$21,957,594	1,551
23+	\$13,437,879	4%	873	3%	\$42,918,115	3%	2,648	3%	\$56,355,994	3,521
Total	322,462,588	100%	25,254	100%	1,532,629,041	100%	92,618	100%	1,855,091,629	117,872

Continued on next page.

West Virginia Resident versus Non West Virginia Resident continued									
	WV				Non WV				Total of
	\$	%	#	%	\$	%	#	%	\$
By Product									
The Hartford	164,847,319	51%	13,850	55%	1,221,347,568	80%	82,720	89%	1,386,194,887
WV Direct	134,928,891	42%	10,252	41%	8,147,199	1%	560	1%	143,076,090
Select	22,686,377	7%	1,152	5%	303,134,274	19%	9,338	10%	325,820,652
Total	322,462,587	100%	25,254	100%	1,532,629,041	100%	92,618	100%	1,855,091,629
By Payment Method									
Auto Invest	\$92,825,665	29%	8,542	34%	\$366,074,973	24%	25,371	27%	\$458,900,639
Check	\$229,636,922	71%	16,712	66%	\$1,166,554,068	76%	67,247	73%	\$1,396,190,990
Total	\$322,462,587	100%	25,254	100%	\$1,532,629,041	100%	92,618	100%	\$1,855,091,629
By Portfolio*									
Age Based Portfolio	\$184,989,235	57%	18,136	60%	\$817,717,990	53%	59,348	54%	\$1,002,707,224
Individual Funds	\$47,967,035	15%	4,452	15%	\$345,727,119	23%	24,752	23%	\$393,694,154
Static Portfolio	\$89,506,318	28%	7,404	25%	\$369,183,933	24%	25,388	23%	\$458,690,250
Total	322,462,588	100%	29,992	100%	1,532,629,042	100%	109,488	100%	1,855,091,628

*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	328	40%	130	9%	458	21%
Paper	495	60%	1,268	91%	1,763	79%
Total	823	100%	1,398	100%	2,221	100%
By Channel						
Advisor	345	43%	1,060	75%	1,405	63%
Direct	463	57%	353	25%	816	37%
Total	808	100%	1,413	100%	2,221	100%
By Product						
The Hartford	345	43%	1,060	75%	1,405	63%
Select	46	6%	351	25%	397	18%
WV Direct	417	52%	2	0%	419	19%
Total	808	100%	1,413	100%	2,221	100%

All
#
96,570
10,812
10,490
117,872
33,913
83,959
117,872
77,484
29,204
32,792
139,480