



West Virginia College Prepaid Tuition and Savings Program

A Program of the State of West Virginia

QUARTERLY STATUS REPORT ENDING MARCH 31, 2014

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 - Vacant
- Private Citizen (2) – Robert Galloway and Phyllis Arnold
- 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 Ending March 31, 2014



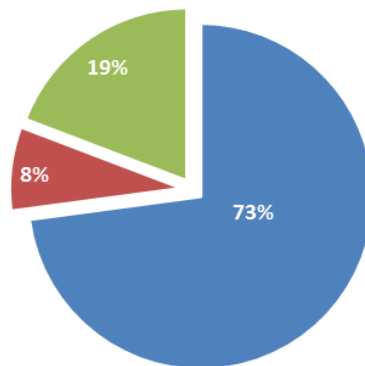
SMART529 is issued by the West Virginia College Prepaid Tuition and Savings Program Board of Trustees and is administered by Hartford Life Insurance Company.

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.

Saving Plan Trust Fund

During the quarter, the SMART529 Savings Plan added 2,158 new accounts, and received \$54,570,712 in contributions. At the end of the quarter, SMART529 WV Direct had a total investment of \$168,785,465. The Select plan's assets totaled \$410,612,263 and The Hartford SMART529 plan had \$1,557,596,826 assets under management, for a grand total of \$2,136,994,554 SMART529 Savings Plan assets.

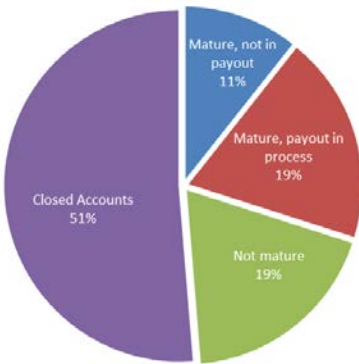
■ The Hartford SMART529 ■ SMART529 WV Direct ■ SMART529 Select



Of 119,716 accounts nationwide, 27,131 are West Virginia resident accounts with a value of \$378,010,928.

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 4,740 active accounts with assets valued at \$75,951,668. During the quarter, there were \$2,052,669 in qualified tuition benefit distributions, and contract installment payments of \$80,939 were received. Prepaid Tuition Trust Fund investments gained \$1,340,740 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 \$1 million from the Unclaimed Property Trust Fund each year there is an actuarially determined unfunded liability in the Prepaid Tuition Trust Fund.

	Quarter Ended December 31, 2013	Quarter Ended March 31, 2014	Fiscal Year to Date
Market Value	\$17,313,989	\$17,353,853	\$17,353,853
Change from previous quarter/year	\$1,038,854	\$39,864	\$1,109,397

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	\$1,590,847
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	307,621
Disbursements to pay expenses	<u>(279,305)</u>
Ending Balance	\$1,619,163

Community Outreach

During the quarter ending March 31, 2014, marketing efforts included the kick-off of the 7th annual When I Grow Up essay contest at Kanawha City Elementary in Charleston. Treasurer Perdue announced the \$2 billion mark for assets in the savings program on February 21st at the State Capitol.

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

- Earn it. Keep it. Save it (Charleston)
- Gazette Mail Regional Spelling Bee (Charleston)

Operating Report

For the Quarter Ending March 31, 2014

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 75,951,668	Prepaid Tuition Trust Fund	
		Ending Quarter	1.83%
Savings Plan Trust Fund	\$ 2,135,252,881	FY2013 To Date	9.96%
		Annualized since investing July 1999	6.85%
Administrative Account	\$ 1,619,163		

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	\$ 80,939	\$54,570,712	\$ -
Investment earnings (loss)	1,340,740	29,032,516	-
Legislative appropriations	-	-	55,808
Treasurer's subsidy	-	-	-
Savings Plan admin. fees	-	-	307,621
Total Receipts	1,421,679	83,603,228	363,429
Expenses/Fees	-	(6,115,424)	(335,113)
Cancellations/Rollovers	(419,594)	(7,785,402)	-
Regular distributions	(2,502,669)	(26,329,543)	-
Total Disbursements	(2,922,263)	(40,230,369)	(335,113)
Net change	(1,500,584)	43,372,859	28,316
Beginning cash & investments	77,452,252	\$ 2,091,880,022	1,590,847
Ending cash & investments	\$ 75,951,668	\$ 2,135,252,881	\$ 1,619,163

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	\$ 3,471	\$ 2,699	\$ 772
Telecommunications	1,072	834	238
Cellular charges	375	181	194
Travel expense	11,152	24,827	(13,675)
Miscellaneous advertising expense	3,435	4,398	(963)
Hospitality expense	2,152	1,357	795
Food expense	244	129	115
Building rental expense	4,952	4,929	23
Machine rental expense	838	-	838
Miscellaneous expense	97	73	24
Training & development	438	2,123	(1,685)
Postage & freight expense	1,428	1,668	(240)
Salaries & wages	343,901	357,007	(13,106)
Benefits	102,732	112,173	(9,441)
Computer services & supplies	22,809	9,945	12,864
Computer software	-	2,693	(2,693)
Vehicles	1,750	-	1,750
Maintenance contracts	5,466	4,895	571
Miscellaneous equipment purchases		180	(180)
Dues & subscriptions	4,185	4,375	(190)
Contractual & Professional:			
Actuarial expense	26,800	5,100	21,700
Marketing & advertising	17,707	15,011	2,696
Miscellaneous contractual	5,895	2,041	3,854
Investment consultant	165,000	135,000	30,000
Records administration	166,875	32,276	134,599
External auditor	52,500	50,000	2,500
Total disbursements	\$ 945,274	\$ 773,914	\$ 171,360

Source of Disbursements

Source			
Appropriations	\$ 154,462	\$ 122,439	\$ 32,023
Treasurer's Office subsidy	-	-	-
Administrative Account:			
Prepaid Tuition Trust	-	-	-
Savings Plan Trust	790,812	651,475	139,337
Total	\$ 945,274	\$ 773,914	\$ 171,360

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	ITD
Beginning	5,060	4,906		118,239	119,063	
New/Redefined	-	-	-	2,163	2,158	163,758
Full Distribution	(125)	(125)	(293)	(528)	(607)	(16,273)
Cancelled	(29)	(41)	(100)	(284)	(311)	(12,878)
Internal Rollover	-	-	-	-	-	
External Rollover	-	-	-	(527)	(587)	(12,754)
Ending	4,906	4,740		119,063	119,716	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	639	1,040
Mature, payout in process	2,006	1,873
Not mature	2,261	1,829
Active Accounts Sub-Total	4,906	4,742
Depleted	2,593	2,718
Cancelled / rolled over	2,238	2,277
Closed Accounts Sub-Total	4,831	4,995
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	118,239	119,063	118,215	
New accounts	2,163	2,158	6,137	163,594
Closed	(1,339)	(1,505)	(4,636)	(43,878)
Ending Active Accounts	119,063	119,716	119,716	

Beginning Balance	\$ 1,964,058,831	\$ 2,091,880,022	\$ 1,881,969,078	
Contributions	55,317,117	54,570,712	154,076,333	\$ 2,234,586,199
Distributions:				
Cancellations/Rollovers	10,183,019	7,785,402	27,263,797	
Regular Distributions	31,131,854	26,329,543	104,353,638	
Total Distributions	41,314,873	34,114,946	131,617,434	828,025,435
Fees & Charges:				
Up-Front Sales Charge	769,840	746,910	2,142,040	38,813,679
Deferred Sales Charge	25,431	18,622	77,732	1,207,434
Broker Distribution Charge	1,476,904	1,469,603	4,372,359	42,471,666
Annual Maintenance Fee	1,125,162	27,575	1,188,867	9,890,446
Investment Mgmt Charges	2,294,477	2,347,201	6,871,039	62,918,482
Hartford Administrative Fee	1,152,421	1,167,614	3,413,547	25,768,555
WV Administrative Fee	308,539	310,609	913,786	8,526,054
Cancellation Fee	23,905	27,290	77,385	988,926
Total Fees & Charges	7,176,679	6,115,424	19,056,756	190,585,242
Change in Investment Value	\$ 118,902,069	\$ 29,032,516	\$ 249,881,660	\$ 919,277,359
Ending Balance	\$ 2,091,880,022	\$ 2,135,252,881	\$ 2,135,252,881	

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	\$ 163,096,830	\$ 25,353,311	\$ -	\$ 188,450,141
9-13	300,071,672	29,976,978	-	330,048,650
14-15	122,366,583	11,941,798	-	134,308,381
16-17	111,829,421	10,684,443	-	122,513,864
18+	130,302,554	14,466,895	-	144,769,448
DFA 0-3	-	-	16,930,036	16,930,036
DFA 4-6	-	-	33,045,976	33,045,976
DFA 7-9	-	-	45,452,836	45,452,836
DFA 10-12	-	-	42,735,703	42,735,703
DFA 13-15	-	-	35,884,455	35,884,455
DFA 16-18	-	-	32,169,306	32,169,306
DFA 19+	-	-	12,233,390	12,233,390
TOTAL	\$ 827,667,061	\$92,423,424	\$ 218,451,702	\$ 1,138,542,186
Static Portfolios				
Static Agg Growth	\$ 71,494,554	\$ 24,060,223	\$ -	\$ 95,554,776
Static Growth	98,826,812	16,357,605	-	115,184,418
Static Balanced	59,764,964	10,877,150	-	70,642,114
Static Cnsv Balanced	7,045,400	2,986,231	-	10,031,631
Static Cnsv Bond	-	2,922,081	-	2,922,081
Static Checks & Bal	34,812,813	-	-	34,812,813
All Equity DFA	-	-	81,418,340	
Agg Growth DFA	-	-	26,020,243	
Moderate Agg DFA	-	-	9,521,889	
Growth DFA	-	-	24,893,164	
Moderate Grw DFA	-	-	14,345,105	
Balanced DFA	-	-	9,319,399	
Conservative DFA	-	-	5,579,884	
Moderate Cnsv DFA	-	-	4,729,359	
Fixed Income DFA	-	-	11,025,770	
1-Year Fixed DFA	-	-	5,307,409	
TOTAL	\$ 271,944,543	\$ 57,203,290	\$ 192,160,561	\$ 521,308,394

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	\$ 8,379,789	\$ -	\$ -	\$ 8,379,789
Hartford Capital Appreciation	125,355,627			125,355,627
Hartford Dividend & Growth	81,572,648	-	-	81,572,648
Hartford Equity Income	27,309,252	-	-	27,309,252
Hartford Global All Asset	1,608,924	-	-	1,608,924
Hartford Growth Opportunities Fund	9,550,539	-	-	9,550,539
Hartford High Yield	8,422,747	-	-	8,422,747
Hartford Inflation Plus	8,012,716	-	-	8,012,716
Hartford Intl Opportunities Fund	12,832,432	-	-	12,832,432
Hartford MidCap	58,426,019	-	-	58,426,019
Hartford MidCap Value	11,069,315	-	-	11,069,315
Hartford Small Company Fund	7,459,818	-	-	7,459,818
Hartford Total Return Bond	21,925,809	-	-	21,925,809
MFS Global Equity Fund	14,619,496	-	-	14,619,496
SMART529 500 Index Fund	-	7,756,453	-	7,756,453
TOTALS	\$ 396,545,131	\$ 7,756,453	\$ -	\$ 404,301,584
Stable Value Funds				
SMART529 Stable Value	\$ 61,440,091	\$ 11,402,298		
TOTALS	\$ 61,440,091	\$ 11,402,298		\$ 72,842,390
GRAND TOTALS	\$ 1,557,596,826	\$168,785,465	\$410,612,263	\$2,136,994,554

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	\$ 1,083,437,536	\$ -	\$ -	51%
B Shares	\$ 120,841,699	-	-	6%
C Shares	\$ 237,531,983	-	-	11%
D Shares		\$ 168,797,839	\$ 410,699,349	27%
E Shares	\$ 113,944,475	-	-	5%
Total	\$ 1,555,755,693	\$ 168,797,839	\$ 410,699,349	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$ 33,677,698	\$ 1,690,862,957	1,171	136,739
Direct	20,893,014	541,629,685	987	26,855
Total	\$ 54,570,712	\$ 2,232,492,643	2,158	163,594

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
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
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 Mar	5,338,667	7,029,195	12,367,862	344	588	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	939,688	127	25,586,898	3,470
Bb&T Investment Services Inc	620,357	32	25,637,641	2,664
J.P. Morgan Securities-0432	286,479	20	7,642,502	1,012
United Brokerage Services Inc	171,297	16	10,141,843	945
First Clearing Corporation	532,776	15	19,911,955	1,579
Axa Advisors Llc	66,919	13	2,184,285	230
Raymond James Financial Services	145,809	11	3,864,925	385
Morgan Stanley Smith Barney Llc	375,317	9	8,376,123	637
Cetera Investment Services Llc	102,143	9	1,454,131	177
Huntington Investment Co	251,469	8	7,145,503	743

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	\$10,873,297	1,003	\$475,802,727	49,723
Morgan Stanley Smith Barney Llc	\$3,004,785	73	\$67,364,411	2,917
First Clearing Corporation	\$2,354,493	61	\$92,388,204	7,520
Lpl Financial Corporation	\$1,368,968	53	\$63,482,897	6,681
Bb&T Investment Services Inc	\$862,123	36	\$53,360,334	5,500
Raymond James Financial Services	\$798,642	32	\$42,882,843	3,955
J.P. Morgan Securities-0432	\$389,331	30	\$10,274,503	1,399
Woodbury Financial Services	\$868,766	26	\$68,416,237	7,084
Cetera Investment Services Llc	\$360,536	26	\$15,499,535	1,617
Raymond James & Associates Inc	\$878,207	19	\$10,167,576	1,185

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
WV	12,302,236	22.54%	403,161,506	18.00%
<i>Direct-sold</i>	7,008,975	56.97%	195,100,097	48.39%
<i>Broker-sold</i>	5,293,261	43.03%	208,061,408	51.61%
CA	8,078,780	14.80%	247,391,409	11.04%
TX	4,540,420	8.32%	178,497,268	7.97%
PA	2,843,466	5.21%	82,684,241	3.69%
MA	2,305,777	4.23%	62,696,869	2.80%
NJ	1,926,337	3.53%	57,504,516	2.57%
NC	1,789,689	3.28%	117,984,079	5.27%
WA	1,695,905	3.11%	53,387,242	2.38%
FL	1,428,882	2.62%	82,905,261	3.70%
MN	1,356,466	2.49%	75,681,453	3.38%

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	\$ 28,286,168		\$ 28,286,168	553,653.713
Hartford Growth Opps	9,549,291		9,549,291	223,846.485
Hartford Small Co	7,459,418		7,459,418	275,356.884
Hartford High Yield	8,384,536		8,384,536	1,079,090.829
Hartford Capital Apprec	220,866,039		220,866,039	4,313,789.820
Hartford MidCap	58,425,507		58,425,507	1,978,513.599
Hartford Total Return Bond	33,402,547		33,402,547	3,115,909.224
Hartford Dividend Growth	176,071,192		176,071,192	6,805,998.900
Hartford International Opps	193,069,710		193,069,710	10,864,924.617
Hartford MidCap Value	47,354,024		47,354,024	2,715,253.690
Hartford Intl Small Company	45,732,889		45,732,889	2,462,729.602
Hartford Balanced Income	8,380,213		8,380,213	623,527.777
Hartford Inflation Plus	37,280,984		37,280,984	3,423,414.517
Hartford Unconstrained Bond	15,608,820		15,608,820	1,553,116.443
Hartford Equity Income	102,467,847		102,467,847	5,544,796.925
Hartford Strategic	51,963,597		51,963,597	5,617,686.132
Hartford World Bond	33,408,632		33,408,632	3,128,149.079
Hartford Emerging Mark Res	38,975,413		38,975,413	4,399,030.859
Hartford Global All Asset	1,609,037		1,609,037	126,995.783
Hartford Gobal Real Asset	79,406,532		79,406,532	7,627,908.891
Hartford Alternative Strategy	81,134,876		81,134,876	8,065,097.054
MFS Global Equity	14,619,074		14,619,074	417,568.536
Vanguard Total Intl Stock	28,569,697		28,569,697	254,859.029
Vanguard Inflation Protected	9,834,141		9,834,141	929,502.899
Vanguard Total Bond Mkt II	18,606,801		18,606,801	1,748,759.492
Vanguard Inst Index	7,756,611		7,756,611	45,228.052
Vanguard Total Stock	66,836,655		66,836,655	1,409,164.142
Stable Value	300,951,678		300,951,678	19,590,501.767
DFA Inflationary Protection	-	10,162,767	10,162,767	870,099.880
DFA International Core Equity	-	78,772,015	78,772,015	6,050,077.924
DFA US Core Equity 2	-	177,639,787	177,639,787	10,669,056.246
DFA Emerging Markets Core	-	25,447,321	25,447,321	1,299,658.897
DFA One Year Fixed Income	-	33,636,512	33,636,512	3,259,351.926
DFA Five Yr Global Bond	-	27,646,247	27,646,247	2,536,352.979
DFA Investment Grade	-	34,298,852	34,298,852	3,247,997.383
DFA St Ext Qual	-	14,341,651	14,341,651	1,324,252.177
DFA Global Real	-	8,682,855	8,682,855	913,023.678
Total Market Value	\$ 1,726,011,930	\$ 410,628,007	\$ 2,136,639,936	

Cash & Investments	\$ 2,135,252,881
Assets in Underlying Funds	\$ 2,136,639,936
Difference due to market timing/seed money	\$ (1,387,055)

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	372,692,783	99%	26,764	99%	1,717,897,239	98%	90,189	97%	2,090,590,022	116,953
Custodial (UGMA/UTMA)	5,318,145	1%	367	1%	39,415,282	2%	2,396	3%	44,733,427	2,763
Total	378,010,928	100%	27,131	100%	1,757,312,521	100%	92,585	100%	2,135,323,448	119,716
Account Balance										
\$0-\$500	\$648,768	0%	3,005	11%	\$1,194,837	0%	4,756	5%	\$1,843,606	7,761
\$500-\$1,000	\$1,552,103	0%	2,147	8%	\$3,310,558	0%	4,507	5%	\$4,862,661	6,654
\$1,000-\$2,500	\$6,857,676	2%	4,118	15%	\$19,114,670	1%	11,330	12%	\$25,972,346	15,448
\$2,500-\$5,000	\$14,834,828	4%	4,070	15%	\$44,948,853	3%	12,277	13%	\$59,783,681	16,347
\$5,000-\$10,000	\$33,077,021	9%	4,626	17%	\$127,350,056	7%	17,422	19%	\$160,427,077	22,048
\$10,000-\$25,000	\$80,092,256	21%	5,146	19%	\$361,598,580	21%	22,638	24%	\$441,690,836	27,784
\$25,000-\$50,000	\$82,474,107	22%	2,364	9%	\$378,793,338	22%	10,843	12%	\$461,267,444	13,207
\$50,000-\$100,000	\$78,398,492	21%	1,137	4%	\$435,015,606	25%	6,253	7%	\$513,414,098	7,390
\$100,000-\$200,000	\$57,541,182	15%	431	2%	\$295,558,741	17%	2,191	2%	\$353,099,923	2,622
\$200,000+	\$22,534,495	6%	87	0%	\$90,427,281	5%	368	0%	\$112,961,776	455
Total	378,010,928	100%	27,131	100%	1,757,312,521	100%	92,585	100%	2,135,323,448	119,716
Age of Beneficiary										
<1	\$1,267,369	0%	440	2%	\$4,383,522	0%	718	1%	\$5,650,890	1,158
1	\$3,450,649	1%	921	3%	\$10,664,734	1%	1,490	2%	\$14,115,383	2,411
2	\$6,157,108	2%	999	4%	\$16,581,406	1%	1,781	2%	\$22,738,514	2,780
3	\$7,280,975	2%	1,072	4%	\$25,181,619	1%	2,378	3%	\$32,462,593	3,450
4	\$8,199,705	2%	1,114	4%	\$35,329,571	2%	2,831	3%	\$43,529,276	3,945
5	\$11,011,251	3%	1,255	5%	\$43,619,200	2%	3,014	3%	\$54,630,451	4,269
6	\$14,975,812	4%	1,454	5%	\$56,980,796	3%	3,670	4%	\$71,956,608	5,124
7	\$16,969,986	4%	1,505	6%	\$73,732,000	4%	4,231	5%	\$90,701,986	5,736
8	\$18,809,921	5%	1,594	6%	\$84,059,929	5%	4,920	5%	\$102,869,850	6,514
9	\$22,066,265	6%	1,574	6%	\$99,474,045	6%	5,508	6%	\$121,540,310	7,082
10	\$22,739,338	6%	1,618	6%	\$115,054,513	7%	6,136	7%	\$137,793,851	7,754
11	\$24,967,498	7%	1,541	6%	\$120,004,054	7%	6,102	7%	\$144,971,551	7,643
12	\$22,611,425	6%	1,514	6%	\$123,319,369	7%	5,982	6%	\$145,930,794	7,496
13	\$24,217,394	6%	1,412	5%	\$128,547,533	7%	5,804	6%	\$152,764,927	7,216
14	\$23,393,348	6%	1,321	5%	\$123,368,123	7%	5,544	6%	\$146,761,471	6,865
15	\$22,249,953	6%	1,228	5%	\$120,322,012	7%	5,359	6%	\$142,571,965	6,587
16	\$21,993,861	6%	1,075	4%	\$122,303,300	7%	5,063	5%	\$144,297,161	6,138
17	\$24,330,470	6%	1,113	4%	\$117,164,311	7%	4,906	5%	\$141,494,781	6,019
18	\$19,043,065	5%	916	3%	\$101,478,657	6%	4,309	5%	\$120,521,722	5,225
19	\$17,833,646	5%	849	3%	\$71,922,807	4%	3,448	4%	\$89,756,452	4,297
20	\$12,539,616	3%	664	2%	\$53,938,420	3%	2,713	3%	\$66,478,037	3,377
21	\$9,093,077	2%	507	2%	\$32,515,586	2%	2,089	2%	\$41,608,663	2,596
22	\$6,671,534	2%	368	1%	\$22,082,542	1%	1,347	1%	\$28,754,076	1,715
23+	\$16,137,661	4%	1,077	4%	\$55,284,473	3%	3,242	4%	\$71,422,134	4,319
Total	\$378,010,928	100%	27,131	100%	1,757,312,521	100%	92,585	100%	2,135,323,448	119,716

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West Virginia Resident versus Non West Virginia Resident cont										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	190,272,678	50%	14,557	54%	1,365,553,583	78%	81,574	88%	1,555,826,260	96,131
WV Direct	158,826,172	42%	11,267	42%	9,971,667	1%	625	1%	168,797,839	11,892
Select	28,912,078	8%	1,307	5%	381,787,271	22%	10,386	11%	410,699,349	11,693
Total	378,010,928	100%	27,131	100%	1,757,312,521	100%	92,585	100%	2,135,323,448	119,716
By Payment Method										
Auto Invest	\$108,962,063	29%	9,095	34%	\$414,659,542	24%	24,366	26%	\$523,621,605	33,461
Check	\$269,048,864	71%	18,036	66%	\$1,342,652,979	76%	68,219	74%	\$1,611,701,843	86,255
Total	\$378,010,928	100%	27,131	100%	\$1,757,312,521	100%	92,585	100%	\$2,135,323,448	119,716
By Portfolio*										
Age Based Portfolio	\$217,145,538	57%	19,922	61%	\$920,912,813	52%	60,117	54%	\$1,138,058,351	80,039
Individual Funds	\$53,518,999	14%	4,606	14%	\$393,829,527	22%	24,306	22%	\$447,348,526	28,912
Static Portfolio	\$107,348,350	28%	8,071	25%	\$442,587,328	25%	26,042	24%	\$549,935,679	34,113
Total	378,012,887	100%	32,599	100%	1,757,329,669	100%	110,465	100%	\$2,135,323,448	143,064

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

New Account Activity						
	WV		Non WV		Grand Totals	
	#	%	#	%	#	%
By Application Type						
Online	363	41%	236	18%	599	28%
Paper	516	59%	1,048	82%	1,564	72%
Total	879	100%	1,284	100%	2,163	100%
By Channel						
Advisor	455	52%	1,028	80%	1,483	69%
Direct	424	48%	256	20%	680	31%
Total	879	100%	1,284	100%	2,163	100%
By Product						
The Hartford	455	52%	1,028	80%	1,483	69%
Select	52	6%	252	20%	304	14%
WV Direct	372	42%	4	0%	376	17%
Total	879	100%	1,284	100%	2,163	100%