



West Virginia College Prepaid Tuition and Savings Program
A Program of the State of West Virginia

Quarterly Status Report

Period Ending December 31, 2010

2nd Quarter FY 2011



Office of the State Treasurer
John D. Perdue, Treasurer

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West Virginia College Prepaid Tuition and Savings Program

Quarterly Status Report

Period Ending December 31, 2010

As authorized by §18-30 of the West Virginia Code, the State Treasurer administers all the programs of the nine-member Board of Trustees (the Board) of the West Virginia College Prepaid Tuition and Savings Program (the Program) and serves as Board Chairman. Current Board members are: Jack Toney (representing the WV Higher Education Policy Commission: Colleges & Universities); Secretary Kay Goodwin (representing the Department of Education and the Arts); Dr. Joe Badgley (representing the WV Higher Education Policy Commission: Council for Community and Technical Education); Steve Davis (representing the interests of private institutions of higher education); Professor andre'cumings; Marty Gargano; Georgette George; and Donna Kuhn. The Program uses the *SMART529* brand name for all college savings products offered and Hartford Life Insurance Company is the Program Manager.

During the quarter, the SMART529 Savings Plan added 3,218 new accounts, and received \$ 63,135,635 in contributions. At the end of the quarter, SMART529 WV Direct had a total investment of \$ 106, 972, 478, the Select plan's assets totaled \$ 197,111,303 and The Hartford SMART529 plan had \$ 1,149,728,948 assets under management, for a grand total of \$ 1,453,812,729 SMART529 Savings Plan assets. Of the 109,659 accounts nationwide, 20,516 were West Virginia resident accounts, with a value of \$ 240,259,471.

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 West Virginia Prepaid Tuition Plan ended this period with 6,301 active accounts, and trust fund assets valued at \$84,608,110. During the quarter, the Prepaid Tuition Trust disbursed nearly 700 qualified tuition benefit distributions totaling more than \$1,727,067 and received regular contract installment payments of \$172,924. Prepaid Tuition Trust Fund investments earned \$4,055,971 during the quarter.

During the quarter, Treasury employees staffed promotional events and information booths at the Union Carbide Employee Reunion (Charleston), Pumpkin Festival (Milton), Money Smart Week event (Charleston), School Guidance Counselor Workshop (Morgantown) and Veteran's Financial Event (Morgantown).

Treasurer Perdue kicked off the "Better than a Toy" promotion in December with visits to elementary schools. The promotion included a piggy bank gift card perfect for parents, grandparents and others to use for gifting a college education.

Marketing efforts included a direct mail to nearly 60,000 families regarding the new Upromise partnership. A holiday direct mail featuring the piggy bank gift card was mailed to 71,000 families. Thirty newspaper ads ran statewide in December featuring the "Better than a Toy" theme. There were also drive-time radio ads from the end of September through mid-December.

In December, the Program’s quarterly status report was distributed to the chairs of the Joint Committee on Government and Finance and the Legislative Oversight Commission on Education Accountability in compliance with S.B. 477 (amending §4-1-23) which requires submission through the Legislative Librarian. Also in December, the Program’s audited financial statements (Comprehensive Annual Financial Report Fiscal Year Ended June 30, 2010) were distributed as required by WV Code and submitted to the Municipal Securities Rulemaking Board (MSRB).

Board of Trustees

The Board of Trustees Audit Committee met on December 16, 2010 at 9:30 am to review items to be considered by the Board at the quarterly meeting. The Audit Committee approved recommending the following to the Board:

- establish a Due Diligence committee
- closure of issuing B shares to new investors
- implementation of a *matching grant program*
- authority be given to the Audit Committee to research the possibility of obtaining another auditor to save costs; and to issue an RFP, if necessary.

A regular quarterly meeting of the Board of Trustees to be held on December 16, 2010 at 1:30 pm was postponed due to inclement weather and re-scheduled for January 13, 2011. At the meeting, the Board approved all recommendations of the Audit Committee.

Prepaid Tuition Trust Fund Escrow Account Summary

	Quarter Ended September 30, 2010	Quarter Ended December 31, 2010	Fiscal Year to Date
Market Value	\$ 12,875,137	\$13,919,812	\$13,919,812
Change from previous quarter or year	\$ 110,693	\$1,044,675	\$1,155,368

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, 2010	\$ 977,226
Administrative charges to the Prepaid Tuition Trust Fund	-
Receipts from Savings Plan Trust (WV Administrative Charge)	210,371
Disbursements to pay expenses	<u>(175,273)</u>
Ending Balance, December 31, 2010	\$1,012,324

Operating Report

For the Quarter Ending December 31, 2010

Cash & Investments		Rates of Return	
Prepaid Tuition Trust Fund	\$ 84,608,110	Prepaid Tuition Trust Fund	
Savings Plan Trust Fund	\$ 1,453,812,729	Ending Quarter	5.12%
Administrative Account	\$ 1,012,324	FY2011 To Date	13.78%
		Annualized since investing July 1999	6.46%

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	\$ 172,924	\$ 63,135,635	\$ -
Investment earnings (loss)	4,055,971	104,339,008	-
Legislative appropriations	-	-	18,774
Treasurer's subsidy	-	-	105
Savings Plan admin. fees	-	-	210,371
Total Receipts	4,228,895	167,474,643	229,250
Expenses/Fees	-	(6,178,446)	(194,152)
Cancellations/Rollovers	(219,137)	(7,072,195)	-
Regular distributions	(1,493,416)	(18,802,760)	-
Total Disbursements	(1,712,553)	(32,053,401)	(194,152)
Net change	2,516,342	135,421,242	35,098
Beginning cash & investments	82,091,768	1,318,391,487	977,226
Ending cash & investments	\$ 84,608,110	\$ 1,453,812,729	\$ 1,012,324

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

**Comparison of Program Administrative Expenses
FY 2011 - FY 2010**

Account	FY2011 YTD	FY2010 YTD	Over (Under)
Administrative Expenses:			
Office expense	\$ 238	\$ 2,080	\$ (1,842)
Printing & binding expense	-	1,048	(1,048)
Telecommunications	3,311	2,821	490
Cellular charges	315	225	90
Travel expense	16,131	13,626	2,505
Miscellaneous advertising expense	1,914	7,331	(5,417)
Hospitality expense	231	300	(69)
Building rental expense	2,348	3,622	(1,274)
Machine rental expense	-	25	(25)
Miscellaneous expense	-	61	(61)
Training & development	117	450	(333)
Postage & freight expense	713	1,288	(575)
Salaries & wages	153,384	147,832	5,552
Benefits	47,813	41,182	6,631
Computer services & supplies	3,318	1,633	1,685
Computer equipment	-	1,795	(1,795)
Computer software	4,073	399	3,674
Vehicle rental	-	116	(116)
Vehicle maintenance	-	765	(765)
Vehicle fuel charges	-	829	(829)
Maintenance contracts	2,441	795	1,646
Dues & subscriptions	4,100	4,560	(460)
Contractual & Professional:			
Actuarial expense	20,767	17,750	3,017
Marketing & advertising	16,401	2,266	14,135
Miscellaneous contractual	1,859	1,837	22
Investment consultant	90,000	90,000	-
Records administration	49,432	14,312	35,120
External auditor	-	66,000	(66,000)
Total disbursements	\$ 418,906	\$ 424,948	\$ (6,042)

Source of Disbursements

Source			
Appropriations	\$ 64,955	\$ 69,018	\$ (4,063)
Treasurer's Office subsidy	2,220	7,116	(4,896)
Administrative Account:			
Prepaid Tuition Trust	-	-	-
Savings Plan Trust	351,731	348,814	2,917
Total	\$ 418,906	\$ 424,948	\$ (6,042)

Program Active Accounts - Summary

Activity	Prepaid Tuition Plan			Savings Plan		
	Last Quarter	This Quarter	FYTD	Last Quarter	This Quarter	FYTD
Beginning	6,529	6,428		106,170	107,518	
New/Redefined	-	-	-	2,845	3,218	6,063
Full Distribution	(62)	(104)	(166)	(887)	(500)	(1,387)
Cancelled	(39)	(23)	(62)	(371)	(242)	(613)
Internal Rollover	-	-	-	-	-	-
External Rollover	-	-	-	(239)	(335)	(574)
Ending	6,428	6,301		107,518	109,659	

Prepaid Tuition Plan – Account Status Detail

Status	Last Quarter	This Quarter
Mature, not in payout	570	534
Mature, payout in process	2,118	2,033
Not mature yet	3,740	3,734
Active Accounts Sub-Total	6,428	6,301
Depleted	1,451	1,555
Cancelled / rolled over	1,858	1,881
Closed Accounts Sub-Total	3,309	3,436
Total Accounts (since inception)	9,737	9,737

Savings Plan Detail

Quarterly Numbers Summary – Management Basis				
Activity	Last Quarter	This Quarter	FY 2011 To Date	Since Inception
Beginning Active Accounts	106,170	107,518	106,170	
New accounts	2,845	3,218	6,063	134,494
Closed	(1,497)	(1,077)	(2,574)	(24,835)
Ending Active Accounts	107,518	109,659	109,659	

Beginning Balance	\$ 1,194,395,906	\$ 1,318,391,487	\$ 1,194,395,906	
Contributions	51,794,895	63,135,635	114,930,531	\$ 1,585,960,817
Distributions:				
Cancellations/Rollovers	(5,650,846)	(7,072,195)	(12,723,041)	
Regular Distributions	(27,712,316)	(18,802,760)	(46,515,076)	
Total Distributions	(33,363,161)	(25,874,956)	(59,238,117)	(387,345,117)
Fees & Charges:				
Up-Front Sales Charge	(817,794)	(992,118)	(1,809,912)	(28,633,724)
Deferred Sales Charge	(46,442)	(40,064)	(86,506)	(808,767)
Broker Distribution Charge	(1,123,773)	(1,216,584)	(2,340,357)	(25,248,852)
Annual Maintenance Fee	(24,375)	(1,147,350)	(1,171,725)	(6,158,028)
Investment Mgmt Charges	(1,609,498)	(1,796,451)	(3,405,949)	(33,684,065)
Hartford Administrative Fee	(660,815)	(734,772)	(1,395,587)	(13,550,580)
WV Administrative Fee	(210,371)	(232,707)	(443,078)	(5,000,186)
Cancellation Fee	(18,450)	(18,400)	(36,850)	(606,081)
Total Fees & Charges	(4,511,517)	(6,178,446)	(10,689,963)	(113,690,284)
Change in Investment Value	\$ 110,075,364	\$ 104,339,008	\$ 214,414,373	\$ 371,674,761
Ending Balance	\$ 1,318,391,487	\$ 1,453,812,729	\$ 1,453,812,729	

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	\$ 176,522,039	\$17,674,538	\$ -	\$ 194,196,577
9-13	197,448,888	17,399,621	-	214,848,509
14-15	76,271,020	5,960,162	-	82,231,182
16-17	75,789,570	7,277,192	-	83,066,762
18+	71,630,822	8,171,828	-	79,802,651
DFA 0-3	-	-	11,671,212	11,671,212
DFA 4-6	-	-	17,663,888	17,663,888
DFA 7-9	-	-	16,570,993	16,570,993
DFA 10-12	-	-	15,865,443	15,865,443
DFA 13-15	-	-	15,341,624	15,341,624
DFA 16-18	-	-	9,631,569	9,631,569
DFA 19+	-	-	3,594,193	3,594,193
TOTAL	\$597,662,340	\$56,483,341	\$90,338,923	\$744,484,603
Static Portfolios				
Static Agg Growth	\$ 56,190,377	\$ 14,858,376	-	71,048,753
Static Growth	80,698,309	12,082,245	-	92,780,554
Static Balanced	46,008,903	7,999,944	-	54,008,847
Static Checks & Bal	24,549,187	-	-	24,549,187
Static Cnsv Balanced	-	1,919,254	-	1,919,254
Static Cnsv Bond	-	1,616,780	-	1,616,780
All Equity DFA	-	-	\$ 45,379,252	45,379,252
Agg Growth DFA	-	-	16,232,900	16,232,900
Moderate Agg DFA	-	-	5,302,143	5,302,143
Growth DFA	-	-	13,504,284	13,504,284
Moderate Grw DFA	-	-	7,475,363	7,475,363
Balanced DFA	-	-	5,214,362	5,214,362
Conservative DFA	-	-	3,063,404	3,063,404
Moderate Cnsv DFA	-	-	2,586,486	2,586,486
Fixed Income DFA	-	-	4,945,589	4,945,589
1-Year Fixed DFA	-	-	3,068,597	3,068,597
TOTAL	\$ 207,446,776	\$ 38,476,599	\$ 106,772,380	\$ 352,695,755

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 Capital Appreciation	\$ 104,347,140	\$ -	\$ -	\$ 104,347,140
Hartford Dividend & Growth	57,404,643	-	-	57,404,643
Hartford Equity Income	10,004,951	-	-	10,004,951
Hartford Growth Opportunities Fund	4,204,974	-	-	4,204,974
Hartford High Yield	6,592,259	-	-	6,592,259
Hartford Inflation Plus	8,642,032	-	-	8,642,032
Hartford Intl Opportunities Fund	8,269,129	-	-	8,269,129
Hartford MidCap	44,899,874	-	-	44,899,874
Hartford MidCap Value	6,885,930	-	-	6,885,930
Hartford Small Company Fund	3,731,045	-	-	3,731,045
Hartford Total Return Bond	23,377,918	-	-	23,377,918
Hartford Value Fund	1,361,798	-	-	1,361,798
Goldman Sachs Lg Cap Value	546,944	-	-	546,944
MFS Total Return	724,732	-	-	724,732
MFS Value	459,994	-	-	459,994
MFS Global Equity Fund	9,836,472	-	-	9,836,472
SMART529 500 Index Fund	-	3,016,167	-	3,016,167
TOTALS	\$ 291,289,835	\$ 3,016,167	\$ -	\$ 294,306,002
Stable Value Funds				
SMART529 Stable Value	\$ 53,329,997	\$ 8,996,371		\$ 62,326,368
TOTALS	\$ 53,329,997	\$ 8,996,371	\$ -	\$ 62,326,368
GRAND TOTALS	\$ 1,149,728,948	\$ 106,972,478	\$197,111,303	\$1,453,812,729

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	\$ 706,864,293			49%
B Shares	176,523,556			12%
C Shares	181,126,553			12%
D Shares		106,972,478	197,111,303	21%
E Shares	85,214,546			6%
Total	\$ 1,149,728,948	\$ 106,972,478	\$ 197,111,303	100%

Contributions & Accounts by Channel

Channel	Total Contributions		New Accounts	
	Quarter	Inception To Date	Quarter	Inception To Date
Advisor	\$45,103,313	\$1,271,312,563	2,406	116,865
Direct	18,032,323	314,648,255	812	17,629
Total	\$63,135,635	\$1,585,960,818	3,218	134,494

New Account Activity By Channel WV Owner or Beneficiary

Quarter	Contributions by Channel			Accounts by Channel		
	Advisor	Direct	Total	Advisor	Direct	Total
2008 December	4,775,626	5,902,073	10,677,699	308	342	650
2009 March	3,595,154	4,049,611	7,644,765	219	226	445
2009 June	3,110,445	2,435,023	5,545,468	222	133	355
2009 September	3,007,574	3,431,349	6,438,923	245	160	405
2009 December	5,329,815	6,790,325	12,120,140	327	352	679
2010 March	3,763,078	4,545,886	8,308,964	298	274	569
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

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	834,946	72	16,893,309	1,892
BB&T Investment Services Inc	562,791	47	18,611,105	1,778
Chase Investment Services Corp	289,082	31	4,226,868	580
Merrill Lynch	267,716	30	2,238,015	239
First Clearing Corporation	569,582	24	13,826,574	1,104
LPL Financial Corporation	205,451	14	3,210,764	371
Huntington Investment Co	323,364	13	5,338,276	515
Ameriprise Financial Services Inc	41,605	12	244,978	41
Northwestern Mutual Investment Ser	164,135	11	1,150,791	167
Morgan Stanley Smith Barney	368,294	11	11,366,545	599

Top 10 Investing Firms – Nationwide

Firm Ordered by "New Accounts" for quarter	Quarter		Since Inception	
	Investment \$	New Accounts	Total Investment \$	Accounts
Edward Jones	19,751,886	1,495	337,590,864	29,925
LPL Financial Corporation	1,583,768	85	42,819,945	4,262
Woodbury Financial Services	1,215,460	75	55,281,511	4,368
Raymond James Financial Services	1,065,653	63	32,140,786	2,655
BB&T Investment Services Inc	836,946	61	41,701,298	3,719
Morgan Stanley Smith Barney Llc	2,228,542	49	38,689,671	1,520
First Clearing Corporation	1,713,453	48	61,661,277	4,533
Chase Investment Services Corp	346,176	41	5,197,136	744
Wells Fargo Investments	1,386,549	37	54,235,104	2,933
Merrill Lynch	368,560	32	3,025,189	719

Top 10 Investing States

State By residence of account owner	Quarter		Since Inception	
	Investment \$	Percent	Investment \$	Percent
West Virginia	13,456,231	21.31%	270,481,151	17.05%
<i>Direct (D)</i>	7,250,863	11.48%	139,015,072	8.77%
<i>Broker (ABCE)</i>	6,205,368	9.83%	131,466,079	8.29%
California	7,091,022	11.23%	157,834,863	9.95%
Texas	6,085,858	9.64%	118,029,505	7.44%
North Carolina	3,341,692	5.29%	95,262,064	6.01%
Illinois	1,517,732	2.40%	58,707,998	3.70%
Florida	1,871,852	2.96%	57,681,868	3.64%
Minnesota	1,712,843	2.71%	56,747,806	3.58%
Pennsylvania	2,915,447	4.62%	53,592,627	3.38%
Connecticut	1,350,641	2.14%	51,864,940	3.27%
Tennessee	1,648,101	2.61%	51,434,949	3.24%

Assets in Underlying Funds by Product Line

Mutual Fund Name	The Hartford SMART529	SMART529 Select	Total	Equivalent Shares
	SMART529 WV Direct			
Goldman Sachs Lg Cap Val	\$ 546,949	\$ -	\$ 546,949	46,391
Hartford Small Cap Growth	36,152,171		36,152,171	1,137,576
Hartford Growth Opps	7,001,281	-	7,001,281	249,689
Hartford Small Co	5,841,002	-	5,841,002	277,878
Hartford High Yield	13,412,020	-	13,412,020	1,819,813
Hartford Capital Apprec	211,807,277	-	211,807,277	5,636,170
Hartford MidCap	81,049,942	-	81,049,942	3,364,464
Hartford Total Return Bond	119,240,160	-	119,240,160	11,217,325
Hartford Dividend Growth	115,014,764	-	115,014,764	5,971,691
Hartford International Opps	72,852,307	-	72,852,307	4,676,015
Hartford Value	111,908,034	-	111,908,034	9,807,891
Hartford Fundamental Growth	64,103,260	-	64,103,260	5,483,598
Hartford MidCap Value	63,290,221	-	63,290,221	5,170,770
Hartford Intl Small Company	26,575,178	-	26,575,178	2,001,143
Hartford Floating Rate	20,677,883	-	20,677,883	2,333,847
Hartford Inflation Plus	59,892,213	-	59,892,213	5,262,936
Hartford Income	17,799,063	-	17,799,063	1,818,086
Hartford Equity Income	9,999,284	-	9,999,284	778,760
MFS Total Return	723,401	-	723,401	51,305
MFS Value	459,960	-	459,960	20,165
MFS Global Equity	9,829,332	-	9,829,332	406,675
Vanguard 500 Index Fund	3,027,708	-	3,027,708	31,644
Invesco Stable Value	203,625,598	-	203,625,598	14,364,626
DFA International Core Equity	-	28,530,737	28,530,737	2,533,813
DFA US Core Equity 2	-	111,035,089	111,035,089	10,121,704
DFA Emerging Markets Core	-	6,872,985	6,872,985	310,153
DFA One Year Fixed Income	-	10,845,332	10,845,332	1,050,904
DFA Two Year Global	-	8,034,685	8,034,685	791,595
DFA Intermediate Govt	-	17,731,892	17,731,892	1,442,790
DFA Five Yr Global Bond	-	13,618,582	13,618,582	1,251,708
Total Market Value	\$ 1,254,829,009	\$ 196,669,302	\$ 1,451,498,311	

Cash & Investments	\$ 1,453,812,729
Assets in Underlying Funds	\$ 1,451,498,311
Difference due to market timing/seed money	\$ 2,314,418

West Virginia Resident versus Non West Virginia Resident

	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
Owner Type										
Regular	233,991,078	97%	20,092	98%	1,174,638,217	97%	86,370	97%	1,408,629,295	106,462
Custodial (UGMA/UTMA)	6,268,393	3%	424	2%	38,915,041	3%	2,773	3%	45,183,434	3,197
Total	240,259,471	100%	20,516	100%	1,213,553,258	100%	89,143	100%	1,453,812,729	109,659
Account Balance										
\$0-\$500	275,813	0%	1,134	6%	1,394,125	0%	4,678	5%	1,669,938	5,812
\$500-\$1,000	758,382	0%	1,005	5%	4,149,778	0%	5,521	6%	4,908,160	6,526
\$1,000-\$2,500	3,602,769	1%	2,133	10%	20,958,165	2%	12,362	14%	24,560,935	14,495
\$2,500-\$5,000	7,663,925	3%	2,091	10%	51,663,987	4%	13,970	16%	59,327,912	16,061
\$5,000-\$10,000	15,576,877	6%	2,196	11%	124,454,761	10%	17,318	19%	140,031,639	19,514
\$10,000-\$25,000	31,149,158	13%	1,982	10%	274,638,307	23%	17,531	20%	305,787,465	19,513
\$25,000-\$50,000	27,119,261	11%	787	4%	235,177,548	19%	6,788	8%	262,296,808	7,575
\$50,000-\$100,000	24,793,137	10%	368	2%	212,502,227	18%	3,157	4%	237,295,365	3,525
\$100,000-\$200,000	11,927,536	5%	96	0%	90,709,136	7%	695	1%	102,636,672	791
\$200,000+	117,392,613	49%	8,724	43%	197,905,224	16%	7,123	8%	315,297,837	15,847
Total	240,259,471	100%	20,516	100%	1,213,553,258	100%	89,143	100%	1,453,812,729	109,659
Age of Beneficiary										
<1	895,569	0%	240	1%	3,670,193	0%	707	1%	4,565,761	947
1	2,082,079	1%	592	3%	9,915,445	1%	1,811	2%	11,997,524	2,403
2	4,610,869	2%	798	4%	17,623,938	1%	2,248	3%	22,234,807	3,046
3	6,000,504	2%	1,075	5%	26,554,424	2%	3,099	3%	32,554,929	4,174
4	7,532,626	3%	1,135	6%	35,966,715	3%	3,829	4%	43,499,341	4,964
5	10,057,806	4%	1,280	6%	46,768,693	4%	4,554	5%	56,826,499	5,834
6	11,382,908	5%	1,293	6%	56,501,415	5%	5,739	6%	67,884,324	7,032
7	11,936,825	5%	1,574	8%	68,556,886	6%	6,564	7%	80,493,711	8,138
8	13,367,122	6%	1,227	6%	74,493,364	6%	5,849	7%	87,860,486	7,076
9	12,981,400	5%	1,209	6%	71,963,460	6%	6,040	7%	84,944,860	7,249
10	12,892,228	5%	1,074	5%	78,240,612	6%	5,385	6%	91,132,841	6,459
11	13,211,601	5%	1,075	5%	75,784,533	6%	5,116	6%	88,996,134	6,191
12	13,810,347	6%	983	5%	75,262,086	6%	4,758	5%	89,072,433	5,741
13	12,647,102	5%	931	5%	78,576,913	6%	4,784	5%	91,224,015	5,715
14	15,305,202	6%	905	4%	76,452,672	6%	4,665	5%	91,757,874	5,570
15	13,594,687	6%	840	4%	76,721,667	6%	4,477	5%	90,316,354	5,317
16	16,100,930	7%	850	4%	77,441,128	6%	4,079	5%	93,542,058	4,929
17	14,220,332	6%	694	3%	74,137,102	6%	3,840	4%	88,357,434	4,534
18	13,404,375	6%	629	3%	61,198,786	5%	3,255	4%	74,603,161	3,884
19	10,622,203	4%	539	3%	46,517,479	4%	2,678	3%	57,139,682	3,217
20	7,221,642	3%	460	2%	29,541,700	2%	1,932	2%	36,763,343	2,392
21	4,896,345	2%	347	2%	18,042,541	1%	1,345	2%	22,938,886	1,692
22	2,985,621	1%	194	1%	9,950,981	1%	753	1%	12,936,602	947
23+	8,499,145	4%	572	3%	23,670,526	2%	1,636	2%	32,169,671	2,208
Total	240,259,471	100%	20,516	100%	1,213,553,258	100%	89,143	100%	1,453,812,729	109,659

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West Virginia Resident versus Non West Virginia Resident continued										
	WV				Non WV				Total of All	
	\$	%	#	%	\$	%	#	%	\$	#
By Product										
The Hartford	125,324,139	52%	11,789	57%	1,024,404,809	84%	82,056	92%	1,149,728,948	93,845
WV Direct	99,298,763	41%	7,887	38%	7,673,715	1%	505	1%	106,972,478	8,392
Select	15,636,568	7%	840	4%	181,474,734	15%	6,582	7%	197,111,303	7,422
Total	240,259,471	100%	20,516	100%	1,213,553,258	100%	89,143	100%	1,453,812,729	109,659
By Payment Method										
Auto Invest	62,812,071	26%	6,797	33%	279,565,183	23%	24,772	28%	342,377,254	31,569
Check	177,447,400	74%	13,719	67%	933,988,075	77%	64,371	72%	1,111,435,475	78,090
Total	240,259,471	100%	20,516	100%	1,213,553,258	100%	89,143	100%	1,453,812,729	109,659
By Portfolio*										
Age Based Portfolio	130,257,345	54%	13,554	59%	614,227,259	51%	50,499	53%	744,484,603	64,053
Individual Funds	39,975,176	17%	3,656	16%	311,909,356	26%	23,901	25%	351,884,533	27,557
Static Portfolio	70,026,950	29%	5,692	25%	287,416,643	24%	21,677	23%	357,443,593	27,369
Total	240,259,471	100%	22,902	100%	1,213,553,258	100%	96,077	100%	1,453,812,729	118,979

*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	285	29%	159	7%	444	14%
Paper	682	71%	2,092	93%	2,774	86%
Total	967	100%	2,251	100%	3,218	100%
By Channel						
Advisor	538	56%	1,943	86%	2,481	77%
Direct	429	44%	308	14%	737	23%
Total	967	100%	2,251	100%	3,218	100%
By Product						
The Hartford	538	56%	1,943	86%	2,481	77%
Select	47	5%	307	14%	354	11%
WV Direct	382	40%	1	0%	383	12%
Total	967	100%	2,251	100%	3,218	100%