



West Virginia College Prepaid Tuition and Savings Program Quarterly Status Report Period Ending December 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).



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WV Higher Education Policy Commission - Colleges & Universities, Brian Weingart
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Appointed Members:

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Board of Trustees Secretary, Lynda D. King



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West Virginia College Prepaid Tuition and Savings Program Quarterly Status Report Ending December 31, 2014



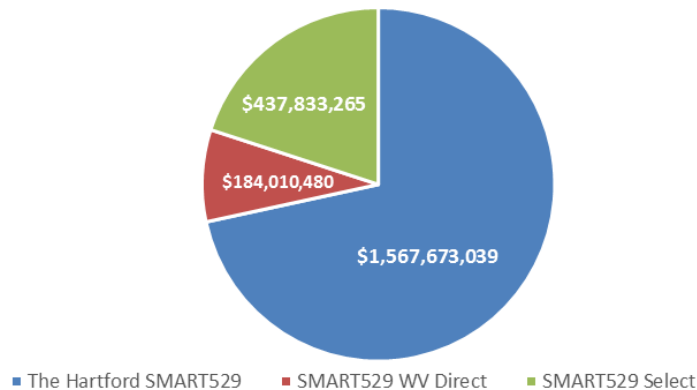
SMART529 is issued by the West Virginia College Prepaid Tuition and Savings Program Board of Trustees and is administered by Hartford Life Insurance Company.

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.

Savings Plan Trust Fund

During the quarter, the SMART529 Savings Plan added 1,893 new accounts and received \$60,067,614 in contributions. The total of SMART529 Savings Plan assets at the end of the quarter was \$2,:

SMART529 Savings Plan



Of 120,904 accounts nationwide, 28,388 are West Virginia resident accounts with a value of \$399,371,819.

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 4,412 active accounts with assets valued at \$72,419,499. During the quarter, there were \$1,224,133 in qualified tuition benefit distributions, and contract installment payments of \$54,685 were received. Prepaid Tuition Trust Fund investments gained \$1,192,593 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 one million dollars from the Unclaimed Property Trust Fund each year there is an actuarially determined unfunded liability in the Prepaid Tuition Trust Fund.

| | Quarter Ended <u>September 30, 2014</u> | Quarter Ended <u>December 31, 2014</u> | Fiscal Year to Date |
|-----------------------------------|--|---|---------------------|
| Market Value | \$17,441,290 | \$18,450,652 | \$18,450,652 |
| Change from previous quarter/year | \$19,258 | \$1,009,362 | \$1,028,620 |

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 | \$1,850,353 |
| Administrative charges to the Prepaid Tuition Trust Fund | - |
| Receipts from Savings Plan Trust (WV Administrative Charge) | 324,409 |
| Disbursements to pay expenses | <u>(217,171)</u> |
| Ending Balance | \$1,957,591 |

Community Outreach

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

- Pumpkin Festival, Milton
- Kiddie & Family Health and Information Fair, Sharon
- Department Health & Human Resources Fair, Charleston

Operating Report

For the Quarter Ending December 31, 2014

| Cash & Investments | | Rates of Return | |
|-----------------------------------|------------------|--------------------------------------|-------|
| Prepaid Tuition Trust Fund | \$ 72,419,499 | Prepaid Tuition Trust Fund | |
| Savings Plan Trust Fund | \$ 2,189,516,784 | Ending Quarter | 1.66% |
| Administrative Account | \$ 1,957,591 | FY2015 To Date | 1.06% |
| | | Annualized since investing July 1999 | 6.81% |

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 | \$ 54,685 | \$60,067,614 | \$ - |
| Investment earnings (loss) | 1,192,593 | 21,617,060 | - |
| Legislative appropriations | - | - | 44,623 |
| Treasurer's subsidy | - | - | - |
| Savings Plan admin. fees | - | - | 324,409 |
| Total Receipts | 1,247,278 | 81,684,674 | 369,032 |
| Expenses/Fees | - | (7,429,551) | (261,794) |
| Cancellations/Rollovers | (590,458) | (10,920,461) | - |
| Regular distributions | (1,224,133) | (34,821,726) | - |
| Total Disbursements | (1,814,591) | (53,171,739) | (261,794) |
| Net change | (567,313) | 28,512,935 | 107,238 |
| Beginning cash & investments | 72,986,812 | \$ 2,161,003,849 | 1,850,353 |
| Ending cash & investments | \$ 72,419,499 | \$ 2,189,516,784 | \$ 1,957,591 |

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

Budget to Actual - Fiscal Year 2015

| | | YTD | | OVER | % OF |
|---|---------------------------------|-------------------|---------------------|-----------------------|--------------|
| | | DISBURSEMENT | BUDGET | (UNDER) | BUDGET |
| | | | | BUDGET | SPENT |
| | | | | | (YTD) |
| Payroll & Benefits | Payroll and Benefits | \$ 229,991 | \$ 564,556 | \$ (334,565) | 40.7% |
| | Annual Increment | 5,700 | 6,760 | (1,060) | 84.3% |
| | PEIA/Personnel Fees | 300 | 400 | (100) | 75.0% |
| | Social Security Matching | 17,359 | 43,706 | (26,347) | 39.7% |
| | PEIA | 12,930 | 66,587 | (53,657) | 19.4% |
| | Workers' Comp | 716 | 4,090 | (3,374) | 17.5% |
| | Pension & Retirement | 25,880 | 67,384 | (41,504) | 38.4% |
| | WV OPEB | 7,121 | 15,744 | (8,623) | 45.2% |
| PAYROLL & BENEFITS TOTAL | | 299,997 | 769,227 | (469,230) | 39.0% |
| Unclassified | Energy Expense - Utilities | 1 | - | 1 | * |
| | Miscellaneous | - | 5,350 | (5,350) | 0.0% |
| | Postage | - | 3,000 | (3,000) | 0.0% |
| | 1% PEIA Transfer | - | 5,650 | (5,650) | 0.0% |
| | Utilities | 1 | - | 1 | * |
| UNCLASSIFIED TOTAL | | 2 | 14,000 | (13,998) | 0.0% |
| Current Expenses | Office Expenses | 1,281 | 6,000 | (4,719) | 21.4% |
| | Printing & Binding | 322 | - | 322 | * |
| | Rent | 6,898 | 10,000 | (3,102) | 69.0% |
| | Utilities | 18 | - | 18 | * |
| | Telecommunications | 336 | 2,000 | (1,664) | 16.8% |
| | Internet Service | 155 | - | 155 | * |
| | Contractual | 7,241 | 390,000 | (382,759) | 1.9% |
| | Consultants & Consulting Fees | 84,147 | - | 84,147 | * |
| | Travel - Employee | 5,456 | 19,000 | (13,544) | 28.7% |
| | Travel - Non-Employee | 15 | 11,000 | (10,985) | 0.1% |
| | Computer Services Internal | 44 | - | 44 | * |
| | Computer Services External | - | 5,000 | (5,000) | 0.0% |
| | Rental (machine) | 100 | 1,000 | (900) | 10.0% |
| | Association Dues | - | 4,785 | (4,785) | 0.0% |
| | Food products | 96 | 500 | (404) | 19.1% |
| | Supplies-Household | 8 | - | 8 | * |
| | Advertising & Promotional | 13,263 | 8,000 | 5,263 | 165.8% |
| | Routine Maint. Contracts | 944 | 8,000 | (7,056) | 11.8% |
| | Cellular | 315 | 500 | (185) | 63.1% |
| | Hospitality | 1,275 | 3,000 | (1,725) | 42.5% |
| | Energy Expense Utilities | 129 | - | 129 | * |
| | Training & Devp (in state) | 123 | 5,000 | (4,877) | 2.5% |
| | Training & Devp (out of state) | - | 7,000 | (7,000) | 0.0% |
| | Postal | 534 | 5,000 | (4,466) | 10.7% |
| | Freight | 7 | - | 7 | * |
| | Computer Supplies | 9,168 | 8,000 | 1,168 | 114.6% |
| | Software License | 1,416 | 15,000 | (13,584) | 9.4% |
| | Computer Equipment | 1,886 | 20,000 | (18,114) | 9.4% |
| | Attorney Legal Service payments | 7 | - | 7 | * |
| | Grants | - | 96,619 | (96,619) | 0.0% |
| | Bank Costs | - | - | - | * |
| CURRENT EXPENSES TOTAL | | 135,182 | 625,404 | (490,222) | 21.6% |
| General Revenue Appropriation | | | | | |
| | Consultants & Consulting Fees | 52,873 | 95,333 | (42,460) | 55.5% |
| GENERAL REV. APPROPRIATION TOTAL | | 52,873 | 95,333 | (42,460) | 55.5% |
| TOTAL | | \$ 488,055 | \$ 1,503,964 | \$ (1,015,909) | 32.5% |

* No amount budgeted for this line item

Program Active Accounts - Summary

| Activity | Prepaid Tuition Plan | | | Savings Plan | | |
|-------------------|----------------------|--------------|-------|----------------|----------------|----------|
| | Last Quarter | This Quarter | FYTD | Last Quarter | This Quarter | ITD |
| Beginning | 4,708 | 4,586 | | 120,278 | 120,200 | |
| New/Redefined | - | - | - | 1,545 | 1,893 | 168,767 |
| Full Distribution | (59) | (125) | (184) | (763) | (477) | (18,050) |
| Cancelled | (63) | (49) | (112) | (269) | (254) | (13,613) |
| Internal Rollover | - | - | - | - | - | |
| External Rollover | - | - | - | (591) | (458) | (14,227) |
| Ending | 4,586 | 4,412 | | 120,200 | 120,904 | |

Prepaid Tuition Plan – Account Status Detail

| Status | Last Quarter | This Quarter |
|---|--------------|--------------|
| Mature, not in payout | 681 | 623 |
| Mature, payout in process | 2,082 | 1,962 |
| Not mature yet | 1,823 | 1,829 |
| Active Accounts Sub-Total | 4,586 | 4,414 |
| Depleted | 2,788 | 2,913 |
| Cancelled / rolled over | 2,363 | 2,410 |
| Closed Accounts Sub-Total | 5,151 | 5,323 |
| Total Accounts (since inception) | 9,737 | 9,737 |

Savings Plan Detail

| Quarterly Numbers Summary – Management Basis | | | | |
|---|---------------------|---------------------|----------------------------|------------------------|
| Activity | Last Quarter | This Quarter | FY 2015 To Date | Since Inception |
| Beginning Active Accounts | 120,278 | 120,200 | 120,278 | |
| New accounts | 1,545 | 1,893 | 3,438 | 168,767 |
| Closed | (1,623) | (1,189) | (2,812) | (47,863) |
| Ending Active Accounts | 120,200 | 120,904 | 120,904 | |

| | | | | |
|-----------------------------------|-------------------------|-------------------------|-------------------------|--------------------|
| Beginning Balance | \$ 2,230,530,390 | \$ 2,161,003,849 | \$ 2,230,530,390 | |
| Contributions | 45,435,246 | 60,067,614 | 105,502,860 | \$ 2,389,124,081 |
| Distributions: | | | | |
| Cancellations/Rollovers | 8,130,075 | 10,920,461 | 19,050,536 | |
| Regular Distributions | 53,946,784 | 34,821,726 | 88,768,511 | |
| Total Distributions | 62,076,859 | 45,742,187 | 107,819,047 | 964,477,214 |
| Fees & Charges: | | | | |
| Up-Front Sales Charge | 638,352 | 776,028 | 1,414,380 | 40,885,974 |
| Deferred Sales Charge | 31,641 | 19,117 | 50,758 | 1,270,685 |
| Broker Distribution Charge | 1,544,027 | 1,506,413 | 3,050,441 | 47,043,618 |
| Annual Maintenance Fee | 25,075 | 1,091,629 | 1,116,704 | 11,028,555 |
| Investment Mgmt Charges | 2,494,118 | 2,441,287 | 4,935,405 | 70,302,180 |
| Hartford Administrative Fee | 1,265,250 | 1,248,967 | 2,514,217 | 29,510,712 |
| WV Administrative Fee | 333,021 | 327,260 | 660,281 | 9,511,292 |
| Cancellation Fee | 27,840 | 18,850 | 46,690 | 1,057,216 |
| Total Fees & Charges | 6,359,324 | 7,429,551 | 13,788,876 | 210,610,233 |
| Change in Investment Value | \$ (46,525,603) | \$ 21,617,060 | \$ (24,908,543) | \$ 975,480,150 |
| Ending Balance | \$ 2,161,003,849 | \$ 2,189,516,784 | \$ 2,189,516,784 | |

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 | \$ 151,925,097 | \$ 26,576,141 | \$ - | \$ 178,501,237 |
| 9-13 | 292,606,742 | 33,150,136 | - | 325,756,878 |
| 14-15 | 129,803,336 | 13,362,534 | - | 143,165,870 |
| 16-17 | 120,490,627 | 12,042,349 | - | 132,532,976 |
| 18+ | 132,550,337 | 15,499,820 | - | 148,050,157 |
| DFA 0-3 | - | - | 16,128,402 | 16,128,402 |
| DFA 4-6 | - | - | 31,543,314 | 31,543,314 |
| DFA 7-9 | - | - | 51,285,681 | 51,285,681 |
| DFA 10-12 | - | - | 47,351,892 | 47,351,892 |
| DFA 13-15 | - | - | 42,372,697 | 42,372,697 |
| DFA 16-18 | - | - | 34,584,691 | 34,584,691 |
| DFA 19+ | - | - | 14,815,421 | 14,815,421 |
| TOTAL | \$ 827,376,139 | \$100,630,979 | \$ 238,082,099 | \$ 1,166,089,217 |
| Static Portfolios | | | | |
| Static Agg Growth | \$ 71,325,018 | \$ 26,403,379 | \$ - | \$ 97,728,398 |
| Static Growth | 96,772,059 | 17,582,211 | - | 114,354,270 |
| Static Balanced | 58,371,068 | 11,766,925 | - | 70,137,993 |
| Static Cnsv Balanced | 7,303,162 | 3,447,508 | - | 10,750,670 |
| Static Cnsv Bond | - | 2,737,178 | - | 2,737,178 |
| Static Checks & Bal | 36,873,939 | - | - | 36,873,939 |
| All Equity DFA | - | - | 82,562,417 | 82,562,417 |
| Agg Growth DFA | - | - | 26,867,894 | 26,867,894 |
| Moderate Agg DFA | - | - | 11,153,356 | 11,153,356 |
| Growth DFA | - | - | 26,015,806 | 26,015,806 |
| Moderate Grw DFA | - | - | 15,020,678 | 15,020,678 |
| Balanced DFA | - | - | 10,015,174 | 10,015,174 |
| Conservative DFA | - | - | 5,915,153 | 5,915,153 |
| Moderate Cnsv DFA | - | - | 4,847,369 | 4,847,369 |
| Fixed Income DFA | - | - | 12,106,247 | 12,106,247 |
| 1-Year Fixed DFA | - | - | 5,247,073 | 5,247,073 |
| TOTAL | \$ 270,645,246 | \$ 61,937,202 | \$ 199,751,167 | \$ 532,333,614 |

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 | \$ 12,146,434 | \$ - | \$ - | \$ 12,146,434 |
| Hartford Capital Appreciation | 127,944,601 | - | - | 127,944,601 |
| Hartford Dividend & Growth | 85,763,171 | - | - | 85,763,171 |
| Hartford Equity Income | 29,110,743 | - | - | 29,110,743 |
| Hartford Global All Asset | 1,836,222 | - | - | 1,836,222 |
| Hartford Growth Opportunities Fund | 11,421,838 | - | - | 11,421,838 |
| Hartford High Yield | 7,942,539 | - | - | 7,942,539 |
| Hartford Inflation Plus | 7,388,128 | - | - | 7,388,128 |
| Hartford Intl Opportunities Fund | 12,862,384 | - | - | 12,862,384 |
| Hartford MidCap | 60,248,184 | - | - | 60,248,184 |
| Hartford MidCap Value | 11,191,988 | - | - | 11,191,988 |
| Hartford Small Company Fund | 7,861,197 | - | - | 7,861,197 |
| Hartford Total Return Bond | 21,721,663 | - | - | 21,721,663 |
| MFS Global Equity Fund | 14,673,120 | - | - | 14,673,120 |
| SMART529 500 Index Fund | - | 9,580,382 | - | 9,580,382 |
| TOTALS | \$ 412,112,213 | \$ 9,580,382 | \$ - | \$ 421,692,595 |
| Stable Value Funds | | | | |
| SMART529 Stable Value | \$ 57,539,442 | \$ 11,861,917 | | |
| TOTALS | \$ 57,539,442 | \$ 11,861,917 | | \$ 69,401,358 |
| GRAND TOTALS | \$ 1,567,673,039 | \$184,010,480 | \$437,833,265 | \$2,189,516,784 |

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 | \$ 1,107,976,061 | \$ - | \$ - | 51% |
| B Shares | \$ 104,690,548 | - | - | 5% |
| C Shares | \$ 239,123,535 | - | - | 11% |
| D Shares | | \$ 184,010,480 | \$ 437,833,265 | 28% |
| E Shares | \$ 115,882,895 | - | - | 5% |
| Total | \$ 1,567,673,039 | \$ 184,010,480 | \$ 437,833,265 | 100% |

Contributions & Accounts by Channel

| Channel | Total Contributions | | New Accounts | |
|--------------|----------------------|-------------------------|--------------|----------------------|
| | Quarter | Inception To Date | Quarter | Inception To Date |
| Advisor | \$ 35,856,221 | \$ 1,788,313,264 | 1,089 | 140,073 |
| Direct | 24,211,393 | 598,717,260 | 804 | 28,694 |
| Total | \$ 60,067,614 | \$ 2,387,030,525 | 1,893 | 168,767 |

New Account Activity By Channel WV Owner or Beneficiary

| Quarter | Contributions by Channel | | | Accounts by Channel | | |
|----------------|--------------------------|------------|------------|---------------------|--------|-------|
| | Advisor | Direct | Total | Advisor | Direct | Total |
| 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 |
| 2014 June | 4,878,691 | 5,602,281 | 10,480,971 | 395 | 324 | 719 |
| 2014 Sept | 5,318,829 | 5,847,158 | 11,165,987 | 396 | 366 | 762 |
| 2014 Dec | 7,615,107 | 10,099,288 | 17,714,395 | 510 | 478 | 988 |

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 | 1,013,454 | 132 | 28,078,011 | 3,875 |
| First Clearing Corporation | 878,072 | 42 | 21,694,049 | 1,685 |
| Bb&T Investment Services Inc | 786,257 | 27 | 27,220,287 | 2,737 |
| Morgan Stanley Smith Barney Llc | 691,359 | 20 | 10,079,914 | 723 |
| Lpl Financial Corporation | 333,096 | 19 | 5,088,798 | 690 |
| J.P. Morgan Securities | 410,531 | 18 | 8,593,103 | 1,064 |
| Woodbury Financial Services | 84,117 | 17 | 4,231,093 | 564 |
| Northwestern Mutual Investment Ser | 254,147 | 13 | 4,152,791 | 377 |
| Wesbanco Securities, Inc. | 133,324 | 12 | 3,252,992 | 436 |
| Huntington Investment Co | 333,650 | 11 | 7,680,156 | 765 |

Top 10 Investing Firms – Nationwide

| Firm Ordered by "New Accounts" for quarter | Quarter | | Since Inception | |
|---|---------------|--------------|---------------------|----------|
| | Investment \$ | New Accounts | Total Investment \$ | Accounts |
| Edward Jones | \$10,731,251 | 728 | \$507,931,614 | 53,202 |
| First Clearing Corporation | \$3,082,350 | 94 | \$100,000,346 | 7,824 |
| Lpl Financial Corporation | \$1,956,151 | 89 | \$69,718,116 | 7,048 |
| Morgan Stanley Smith Barney Llc | \$2,135,900 | 47 | \$73,460,001 | 3,144 |
| Woodbury Financial Services | \$899,746 | 44 | \$70,893,153 | 7,223 |
| Bb&T Investment Services Inc | \$1,035,590 | 34 | \$55,983,928 | 5,599 |
| Raymond James & Associates Inc | \$1,510,748 | 44 | \$57,729,744 | 5,378 |
| Cuso Financial Services Lp | \$207,164 | 21 | \$5,945,408 | 751 |
| Cetera Investment Services Llc | \$239,320 | 19 | \$16,063,245 | 1,671 |
| J.P. Morgan Securities | \$471,148 | 19 | \$11,466,568 | 1,462 |

Top 10 Investing States

| State By residence of account owner | Quarter | | Since Inception | |
|--|---------------|---------|-----------------|---------|
| | Investment \$ | Percent | Investment \$ | Percent |
| WV | 17,603,134 | 29.31% | 439,505,733 | 18.35% |
| <i>Direct-sold</i> | 9,250,447 | 52.55% | 213,160,281 | 48.50% |
| <i>Broker-sold</i> | 8,352,687 | 47.45% | 226,345,452 | 51.50% |
| CA | 6,626,189 | 11.03% | 265,394,673 | 11.08% |
| TX | 4,551,267 | 7.58% | 194,728,260 | 8.13% |
| MA | 2,282,815 | 3.80% | 68,671,682 | 2.87% |
| FL | 2,253,197 | 3.75% | 89,766,820 | 3.75% |
| WA | 2,106,674 | 3.51% | 58,906,851 | 2.46% |
| TN | 2,020,931 | 3.36% | 75,673,449 | 3.16% |
| PA | 1,991,280 | 3.32% | 87,640,557 | 3.66% |
| NC | 1,805,618 | 3.01% | 123,351,280 | 5.15% |
| IL | 1,561,471 | 2.60% | 75,133,192 | 3.14% |

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 | \$ 26,772,384 | - | \$ 26,772,384 | 516,741.626 |
| Hartford Growth Opps | 11,412,006 | - | 11,412,006 | 284,022.040 |
| Hartford Small Co | 7,895,315 | - | 7,895,315 | 322,521.045 |
| Hartford High Yield | 7,914,131 | - | 7,914,131 | 1,063,727.275 |
| Hartford Capital Apprec | 222,120,328 | - | 222,120,328 | 5,325,349.514 |
| Hartford MidCap | 60,270,285 | - | 60,270,285 | 2,089,091.335 |
| Hartford Total Return Bond | 34,081,189 | - | 34,081,189 | 3,200,111.614 |
| Hartford Dividend Growth | 177,280,388 | - | 177,280,388 | 6,908,822.615 |
| Hartford International Opps | 182,299,553 | - | 182,299,553 | 12,001,287.201 |
| Hartford International Growth | 7,278,561 | - | 7,278,561 | 574,925.796 |
| Hartford MidCap Value | 46,197,778 | - | 46,197,778 | 2,890,974.869 |
| Hartford Intl Small Company | 44,862,416 | - | 44,862,416 | 3,330,543.122 |
| Hartford Balanced Income | 12,147,489 | - | 12,147,489 | 891,886.136 |
| Hartford Inflation Plus | 37,699,370 | - | 37,699,370 | 3,490,682.421 |
| Hartford Unconstrained Bond | 15,548,618 | - | 15,548,618 | 1,564,247.289 |
| Hartford Equity Income | 102,540,357 | - | 102,540,357 | 5,408,246.672 |
| Hartford Stragegic | 52,158,623 | - | 52,158,623 | 5,880,340.774 |
| Hartford World Bond | 33,411,862 | - | 33,411,862 | 3,185,115.578 |
| Hartford Emerging Mark Res | 37,899,296 | - | 37,899,296 | 4,846,457.253 |
| Hartford Global All Asset | 1,804,390 | - | 1,804,390 | 167,228.011 |
| Hartford Gobal Real Asset | 79,176,886 | - | 79,176,886 | 8,710,328.516 |
| Hartford Alternative Strategy | 80,406,763 | - | 80,406,763 | 8,446,088.528 |
| MFS Global Equity | 14,723,693 | - | 14,723,693 | 414,635.117 |
| Vanguard Total Intl Stock | 31,021,575 | - | 31,021,575 | 298,341.748 |
| Vanguard Inflation Protected | 10,824,821 | - | 10,824,821 | 1,027,022.895 |
| Vanguard Total Bond Mkt II | 20,297,536 | - | 20,297,536 | 1,872,466.423 |
| Vanguard Inst Index | 9,494,649 | - | 9,494,649 | 50,324.105 |
| Vanguard Total Stock | 71,923,411 | - | 71,923,411 | 1,393,864.560 |
| Stable Value | 312,780,371 | - | 312,780,371 | 20,143,995.506 |
| DFA Inflationary Protection | - | 11,300,364 | 11,300,364 | 974,169.328 |
| DFA International Core Equity | - | 82,869,864 | 82,869,864 | 7,082,894.399 |
| DFA US Core Equity 2 | - | 185,280,303 | 185,280,303 | 10,587,445.908 |
| DFA Emerging Markets Core | - | 26,873,263 | 26,873,263 | 1,420,362.745 |
| DFA One Year Fixed Income | - | 37,214,256 | 37,214,256 | 3,613,034.598 |
| DFA Five Yr Global Bond | - | 30,873,764 | 30,873,764 | 2,824,681.021 |
| DFA Investment Grade | - | 37,951,527 | 37,951,527 | 3,536,955.024 |
| DFA St Ext Qual | - | 16,159,752 | 16,159,752 | 1,497,660.094 |
| DFA Global Real | - | 9,039,220 | 9,039,220 | 864,997.088 |
| Total Market Value | \$ - | \$ 437,562,315 | \$ 2,189,806,358 | |

| | |
|--|------------------|
| Cash & Investments | \$ 2,189,516,784 |
| Assets in Underlying Funds | \$ 2,189,806,358 |
| Difference due to market timing/seed money | \$ (289,574) |

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West Virginia Resident versus Non West Virginia Resident

| | WV | | | | Non WV | | | | Total of All | |
|---------------------------|----------------------|-------------|---------------|-------------|----------------------|-------------|---------------|-------------|----------------------|----------------|
| | \$ | % | # | % | \$ | % | # | % | \$ | # |
| Owner Type | | | | | | | | | | |
| Regular | 394,667,473 | 99% | 28,045 | 99% | 1,753,479,392 | 98% | 90,242 | 98% | 2,148,146,865 | 118,287 |
| Custodial (UGMA/UTMA) | 4,704,346 | 1% | 343 | 1% | 36,814,897 | 2% | 2,274 | 2% | 41,519,244 | 2,617 |
| Total | 399,371,819 | 100% | 28,388 | 100% | 1,790,294,290 | 100% | 92,516 | 100% | 2,189,666,109 | 120,904 |
| Account Balance | | | | | | | | | | |
| \$0-\$500 | \$706,901 | 0% | 3,166 | 11% | \$1,237,232 | 0% | 5,122 | 6% | \$1,944,133 | 8,288 |
| \$500-\$1,000 | \$1,617,726 | 0% | 2,225 | 8% | \$3,337,666 | 0% | 4,490 | 5% | \$4,955,392 | 6,715 |
| \$1,000-\$2,500 | \$7,105,364 | 2% | 4,287 | 15% | \$18,715,000 | 1% | 11,085 | 12% | \$25,820,364 | 15,372 |
| \$2,500-\$5,000 | \$15,349,078 | 4% | 4,203 | 15% | \$44,824,933 | 3% | 12,196 | 13% | \$60,174,011 | 16,399 |
| \$5,000-\$10,000 | \$34,731,704 | 9% | 4,850 | 17% | \$124,843,903 | 7% | 17,041 | 18% | \$159,575,606 | 21,891 |
| \$10,000-\$25,000 | \$84,846,462 | 21% | 5,432 | 19% | \$358,974,111 | 20% | 22,484 | 24% | \$443,820,572 | 27,916 |
| \$25,000-\$50,000 | \$86,190,241 | 22% | 2,467 | 9% | \$382,360,171 | 21% | 10,954 | 12% | \$468,550,412 | 13,421 |
| \$50,000-\$100,000 | \$84,107,068 | 21% | 1,217 | 4% | \$447,563,587 | 25% | 6,436 | 7% | \$531,670,655 | 7,653 |
| \$100,000-\$200,000 | \$58,448,952 | 15% | 439 | 2% | \$311,656,111 | 17% | 2,317 | 3% | \$370,105,063 | 2,756 |
| \$200,000+ | \$26,268,324 | 7% | 102 | 0% | \$96,781,577 | 5% | 391 | 0% | \$123,049,901 | 493 |
| Total | 399,371,819 | 100% | 28,388 | 100% | 1,790,294,290 | 100% | 92,516 | 100% | 2,189,666,109 | 120,904 |
| Age of Beneficiary | | | | | | | | | | |
| <1 | \$1,823,011 | 0% | 453 | 2% | \$3,567,928 | 0% | 651 | 1% | \$5,390,938 | 1,104 |
| 1 | \$3,581,647 | 1% | 909 | 3% | \$10,136,684 | 1% | 1,412 | 2% | \$13,718,330 | 2,321 |
| 2 | \$5,685,275 | 1% | 1,064 | 4% | \$15,747,812 | 1% | 1,786 | 2% | \$21,433,088 | 2,850 |
| 3 | \$7,908,714 | 2% | 1,099 | 4% | \$22,306,843 | 1% | 2,107 | 2% | \$30,215,557 | 3,206 |
| 4 | \$8,985,770 | 2% | 1,171 | 4% | \$31,858,183 | 2% | 2,629 | 3% | \$40,843,953 | 3,800 |
| 5 | \$10,521,214 | 3% | 1,214 | 4% | \$43,077,806 | 2% | 3,014 | 3% | \$53,599,020 | 4,228 |
| 6 | \$13,812,239 | 3% | 1,342 | 5% | \$51,468,885 | 3% | 3,268 | 4% | \$65,281,124 | 4,610 |
| 7 | \$16,934,881 | 4% | 1,540 | 5% | \$65,467,253 | 4% | 3,851 | 4% | \$82,402,134 | 5,391 |
| 8 | \$19,397,001 | 5% | 1,563 | 6% | \$81,330,198 | 5% | 4,547 | 5% | \$100,727,198 | 6,110 |
| 9 | \$22,464,276 | 6% | 1,659 | 6% | \$96,320,616 | 5% | 5,142 | 6% | \$118,784,892 | 6,801 |
| 10 | \$24,041,209 | 6% | 1,643 | 6% | \$107,681,626 | 6% | 5,650 | 6% | \$131,722,835 | 7,293 |
| 11 | \$25,252,483 | 6% | 1,702 | 6% | \$123,521,660 | 7% | 6,320 | 7% | \$148,774,143 | 8,022 |
| 12 | \$26,518,615 | 7% | 1,555 | 5% | \$129,852,373 | 7% | 6,131 | 7% | \$156,370,988 | 7,686 |
| 13 | \$25,554,404 | 6% | 1,529 | 5% | \$128,213,625 | 7% | 5,878 | 6% | \$153,768,029 | 7,407 |
| 14 | \$24,991,973 | 6% | 1,414 | 5% | \$137,571,189 | 8% | 5,924 | 6% | \$162,563,162 | 7,338 |
| 15 | \$25,199,647 | 6% | 1,347 | 5% | \$125,898,563 | 7% | 5,413 | 6% | \$151,098,210 | 6,760 |
| 16 | \$24,912,503 | 6% | 1,197 | 4% | \$125,692,568 | 7% | 5,251 | 6% | \$150,605,071 | 6,448 |
| 17 | \$22,869,577 | 6% | 1,104 | 4% | \$127,495,615 | 7% | 5,032 | 5% | \$150,365,192 | 6,136 |
| 18 | \$22,794,827 | 6% | 1,034 | 4% | \$105,435,875 | 6% | 4,430 | 5% | \$128,230,702 | 5,464 |
| 19 | \$16,579,854 | 4% | 870 | 3% | \$77,992,939 | 4% | 3,689 | 4% | \$94,572,794 | 4,559 |
| 20 | \$14,520,557 | 4% | 767 | 3% | \$54,842,694 | 3% | 2,922 | 3% | \$69,363,251 | 3,689 |
| 21 | \$9,702,537 | 2% | 559 | 2% | \$37,621,622 | 2% | 2,152 | 2% | \$47,324,159 | 2,711 |
| 22 | \$6,897,585 | 2% | 396 | 1% | \$22,704,125 | 1% | 1,531 | 2% | \$29,601,710 | 1,927 |
| 23+ | \$18,422,020 | 5% | 1,257 | 4% | \$64,487,606 | 4% | 3,786 | 4% | \$82,909,626 | 5,043 |
| Total | \$399,371,819 | 100% | 28,388 | 100% | 1,790,294,290 | 100% | 92,516 | 100% | 2,189,666,109 | 120,904 |

Continued on next page.

| West Virginia Resident versus Non West Virginia Resident cont | | | | | | | | | | |
|---|----------------------|-------------|---------------|-------------|------------------------|-------------|----------------|-------------|------------------------|----------------|
| | WV | | | | Non WV | | | | Total of All | |
| | \$ | % | # | % | \$ | % | # | % | \$ | # |
| By Product | | | | | | | | | | |
| The Hartford | 196,014,925 | 49% | 15,036 | 53% | 1,371,807,439 | 77% | 80,922 | 87% | 1,567,822,364 | 95,958 |
| Select | 30,002,560 | 8% | 1,391 | 5% | 407,830,705 | 23% | 10,929 | 12% | 437,833,265 | 12,320 |
| WV Direct | 173,354,334 | 43% | 11,961 | 42% | 10,656,146 | 1% | 665 | 1% | 184,010,480 | 12,626 |
| Total | 399,371,819 | 100% | 28,388 | 100% | 1,790,294,290 | 100% | 92,516 | 100% | 2,189,666,109 | 120,904 |
| By Payment Method | | | | | | | | | | |
| Auto Invest | \$115,706,429 | 29% | 9,463 | 33% | \$416,555,114 | 23% | 23,636 | 26% | \$532,261,543 | 33,099 |
| Check | \$283,665,391 | 71% | 18,925 | 67% | \$1,373,739,175 | 77% | 68,880 | 74% | \$1,657,404,566 | 87,805 |
| Total | \$399,371,819 | 100% | 28,388 | 100% | \$1,790,294,290 | 100% | 92,516 | 100% | \$2,189,666,109 | 120,904 |
| By Portfolio* | | | | | | | | | | |
| Age Based Portfolio | \$230,457,731 | 58% | 21,018 | 61% | \$935,760,066 | 52% | 60,499 | 54% | \$1,166,217,797 | 81,517 |
| Individual Funds | \$55,040,091 | 14% | 4,713 | 14% | \$401,352,696 | 22% | 24,075 | 22% | \$456,392,787 | 28,788 |
| Static Portfolio | \$113,875,898 | 29% | 8,549 | 25% | \$453,240,682 | 25% | 26,483 | 24% | \$567,116,580 | 35,032 |
| Total | 399,373,721 | 100% | 34,280 | 100% | 1,790,353,444 | 100% | 111,057 | 100% | \$2,189,666,109 | 145,337 |

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

| New Account Activity | | | | | | |
|----------------------------|------------|-------------|------------|-------------|--------------|-------------|
| | WV | | Non WV | | Grand Totals | |
| | # | % | # | % | # | % |
| By Application Type | | | | | | |
| Online | 552 | 56% | 128 | 14% | 680 | 36% |
| Paper | 436 | 44% | 777 | 86% | 1,213 | 64% |
| Total | 988 | 100% | 905 | 100% | 1,893 | 100% |
| By Channel | | | | | | |
| Advisor | 514 | 52% | 669 | 74% | 1,183 | 62% |
| Direct | 474 | 48% | 236 | 26% | 710 | 38% |
| Total | 988 | 100% | 905 | 100% | 1,893 | 100% |
| By Product | | | | | | |
| The Hartford | 514 | 52% | 669 | 74% | 1,183 | 62% |
| Select | 58 | 6% | 230 | 25% | 288 | 15% |
| WV Direct | 416 | 42% | 6 | 1% | 422 | 22% |
| Total | 988 | 100% | 905 | 100% | 1,893 | 100% |