



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN

QUARTERLY REPORT

FIRST QUARTER 2016



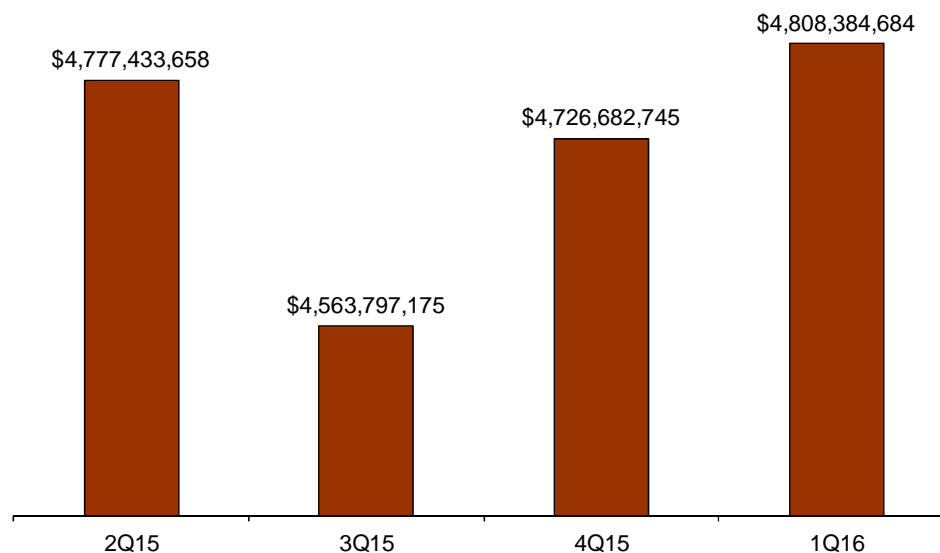
Table of Contents

Topic	Section	Pages
Plan Overview	1	3-16
Administrative Overview	2	17-27
Local Office Activity	3	28-35
Appendix	4	36-41

Plan Overview



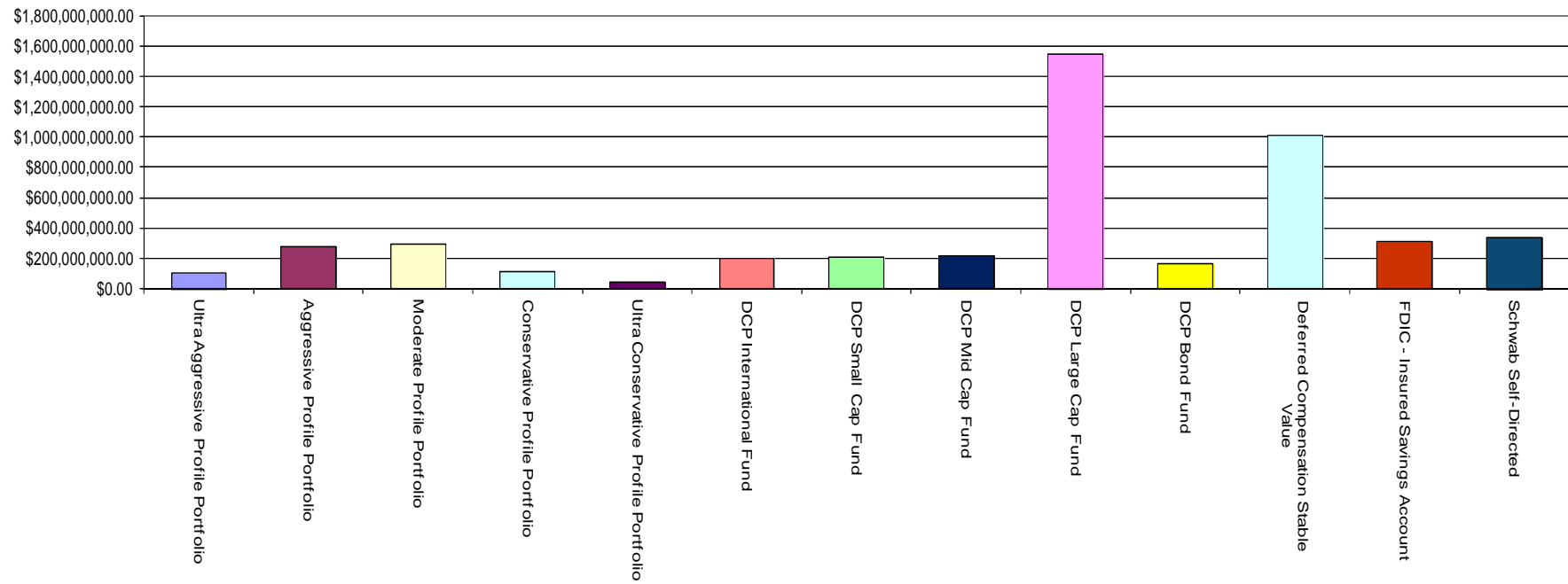
Assets



Net Asset Change	2Q 2015	3Q 2015	4Q 2015	1Q 2016
Beginning Balance	\$4,725,877,857	\$4,777,433,658	\$4,563,797,175	\$4,726,682,745
Deposits	\$114,249,776	\$99,090,361	\$74,963,771	\$113,742,265
Net Transfers	\$22,475	\$12,531	(\$115,406)	(\$104,603)
Fees	(\$724,243)	(\$807,072)	(\$698,756)	(\$689,458)
Distributions	(\$68,739,687)	(\$75,124,924)	(\$67,366,685)	(\$74,537,950)
Change in Value	\$6,747,480	(\$236,807,380)	\$156,102,645	\$43,291,685
Interest/Dividends	\$0	\$0	\$0	\$0
Ending Balance	\$4,777,433,658	\$4,563,797,175	\$4,726,682,745	\$4,808,384,684
Outstanding Loans	\$184,105,205	\$186,688,667	\$188,714,945	\$186,782,503
Total Assets Including Loans Outstanding	\$4,961,538,864	\$4,750,485,842	\$4,915,397,690	\$4,995,167,187
Total Assets in Ending Balance As Roth Balances	\$30,985,142	\$32,330,543	\$36,620,013	\$41,550,381
Net Asset Change				



Quarter End Assets

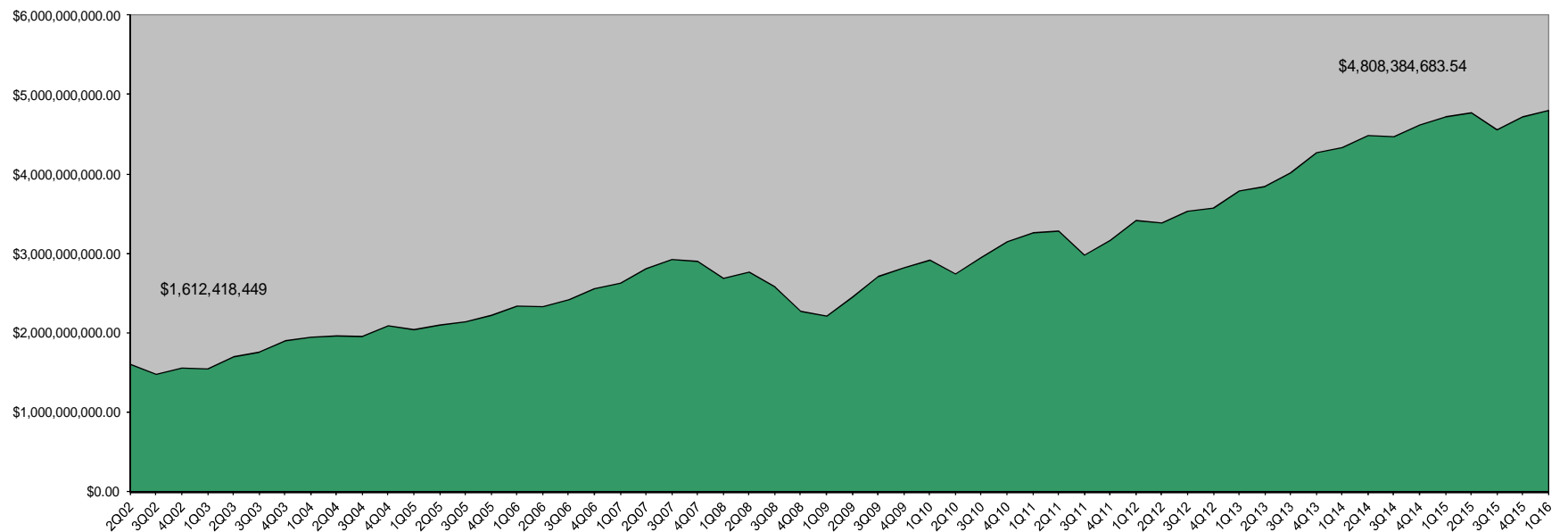


Total Assets =\$ 4,808,384,684

Details on page 37

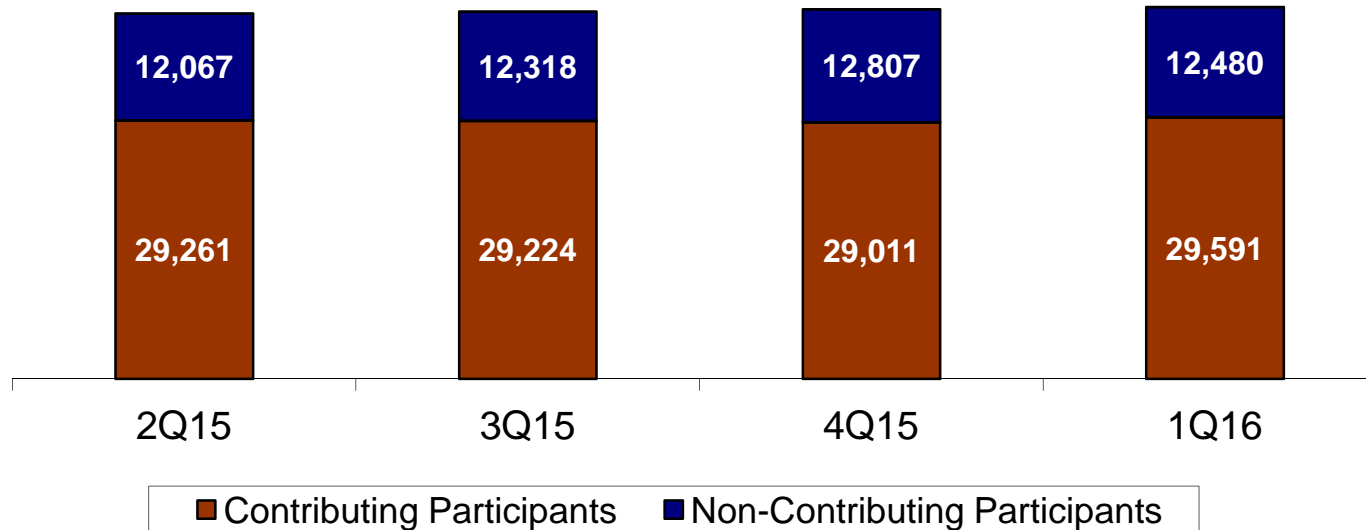


Historical Assets





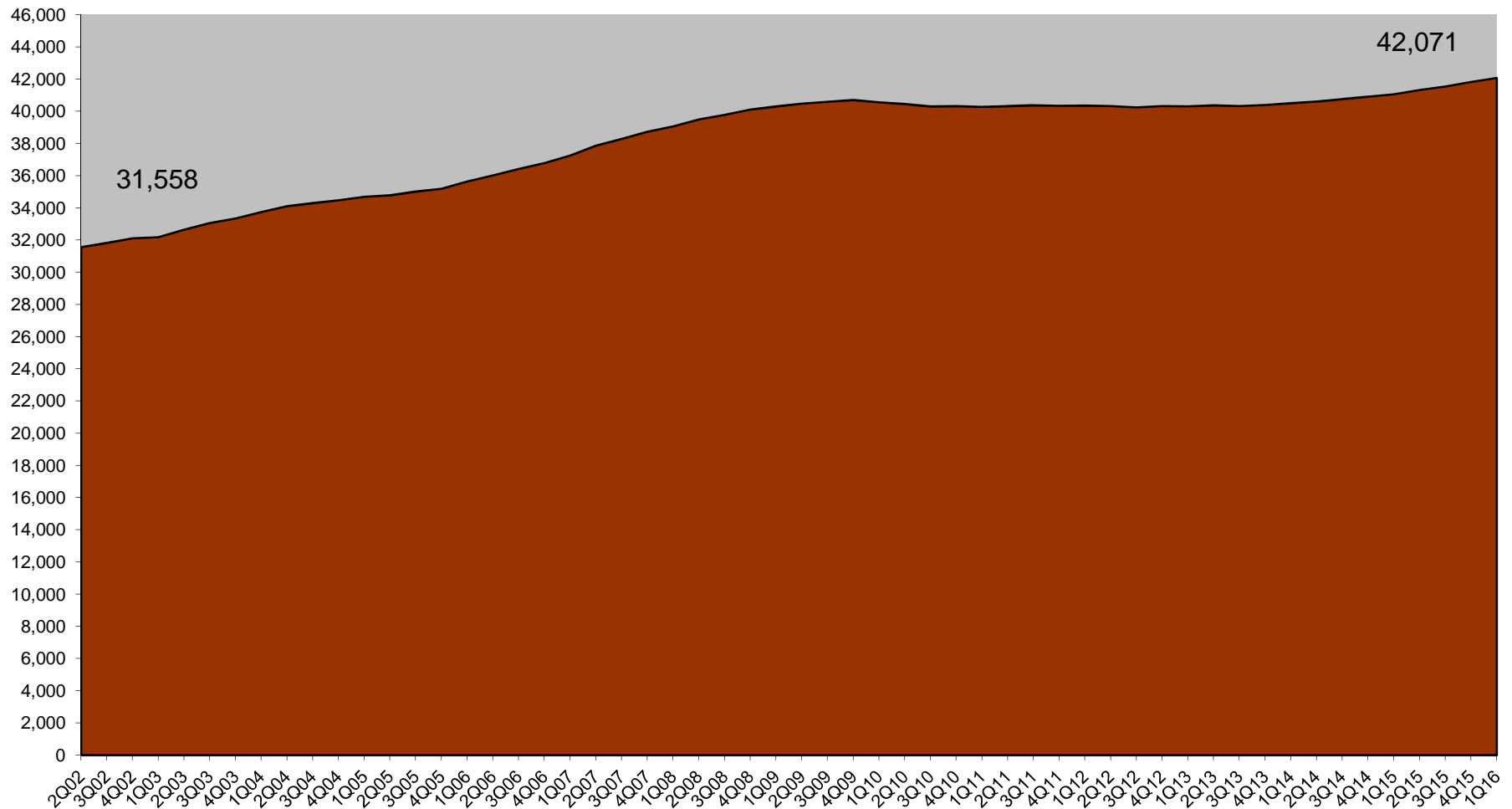
Quarter End Participants



	2Q15	3Q15	4Q15	1Q16
Contributing Participants	29,261	29,224	29,011	29,591
Non-Contributing Participants	12,067	12,318	12,807	12,480
Total Participants	41,328	41,542	41,818	42,071
New Participants Added	499	529	438	582
Average Roth Deferral	\$166	\$165	\$154	\$169
Average Pre-Tax Deferral	\$296	\$288	\$265	\$292
Average Bi-Weekly Deferral for the quarter	\$300	\$294	\$270	\$298
Median Account Balance	\$50,495	\$47,648	\$48,817	\$49,065
Participants with a Roth account	4,072	4,414	4,789	5,197

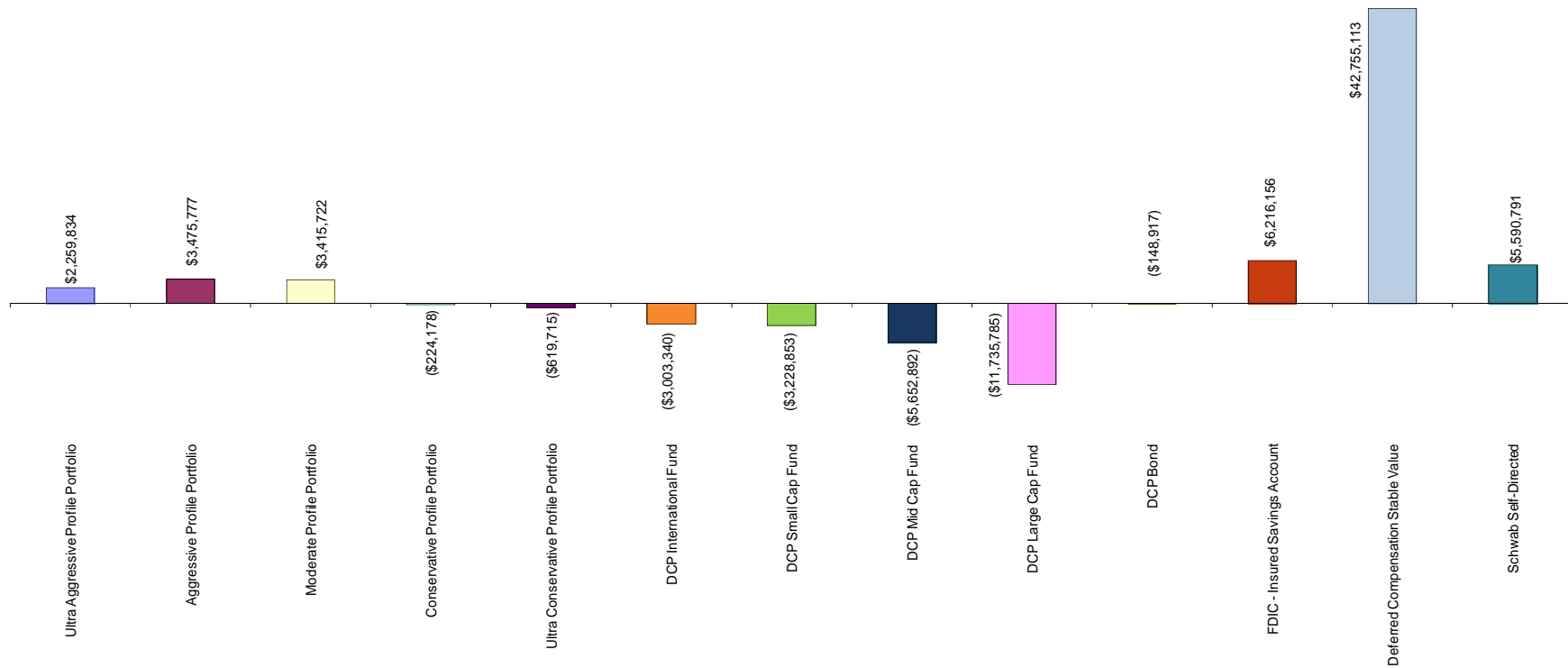


Historical Participants





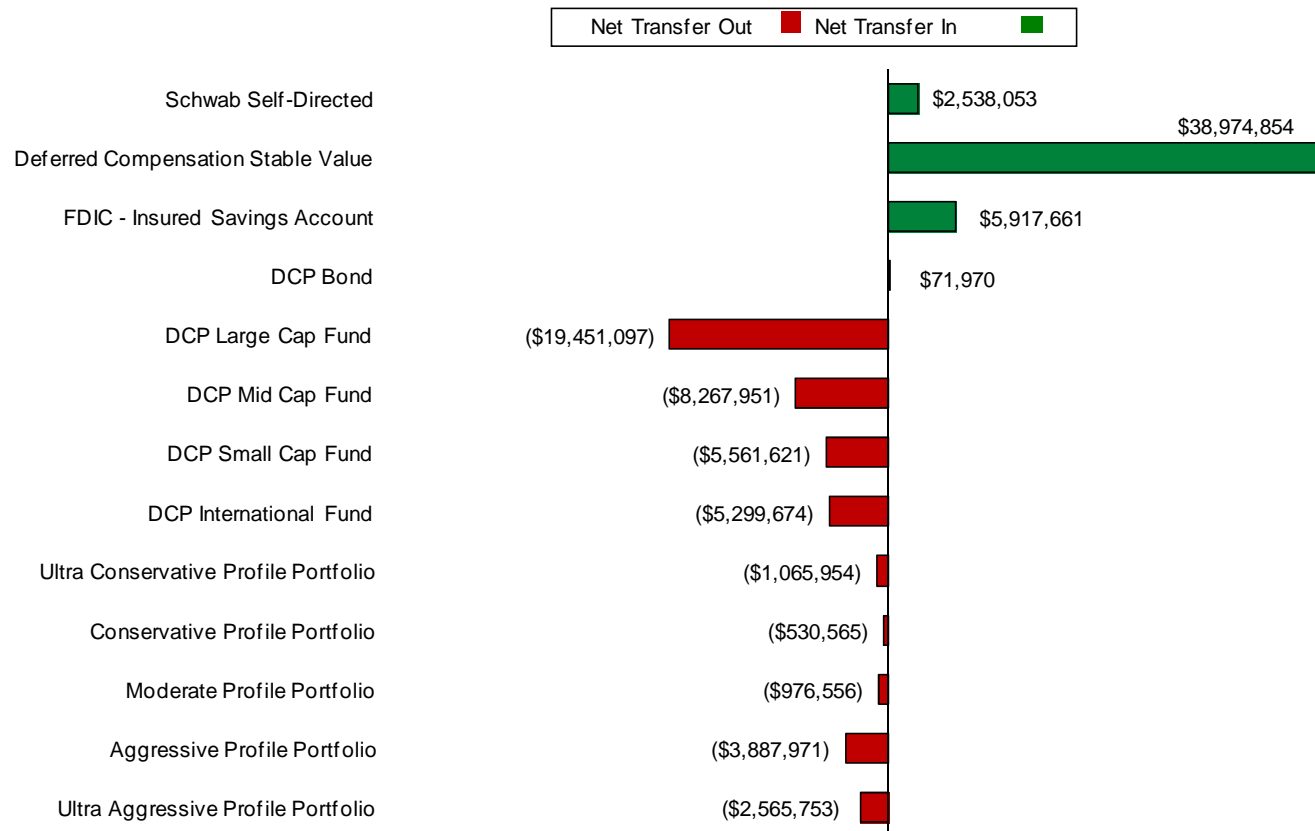
Net Cash Flow



Net Cash Flow Detail can be found on page 39



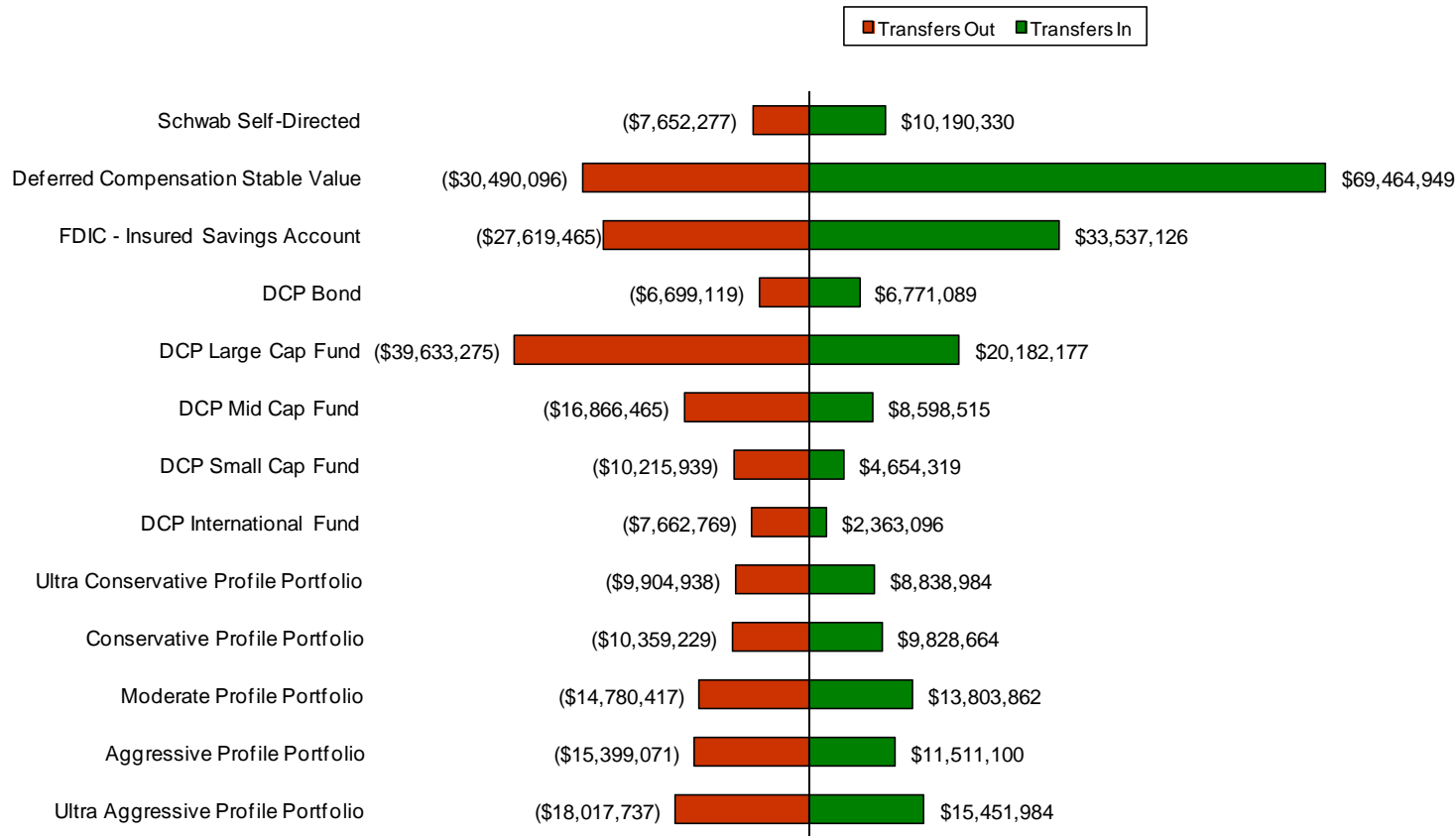
Net Transfer Activity



Transfer Activity Detail can be found on page 38



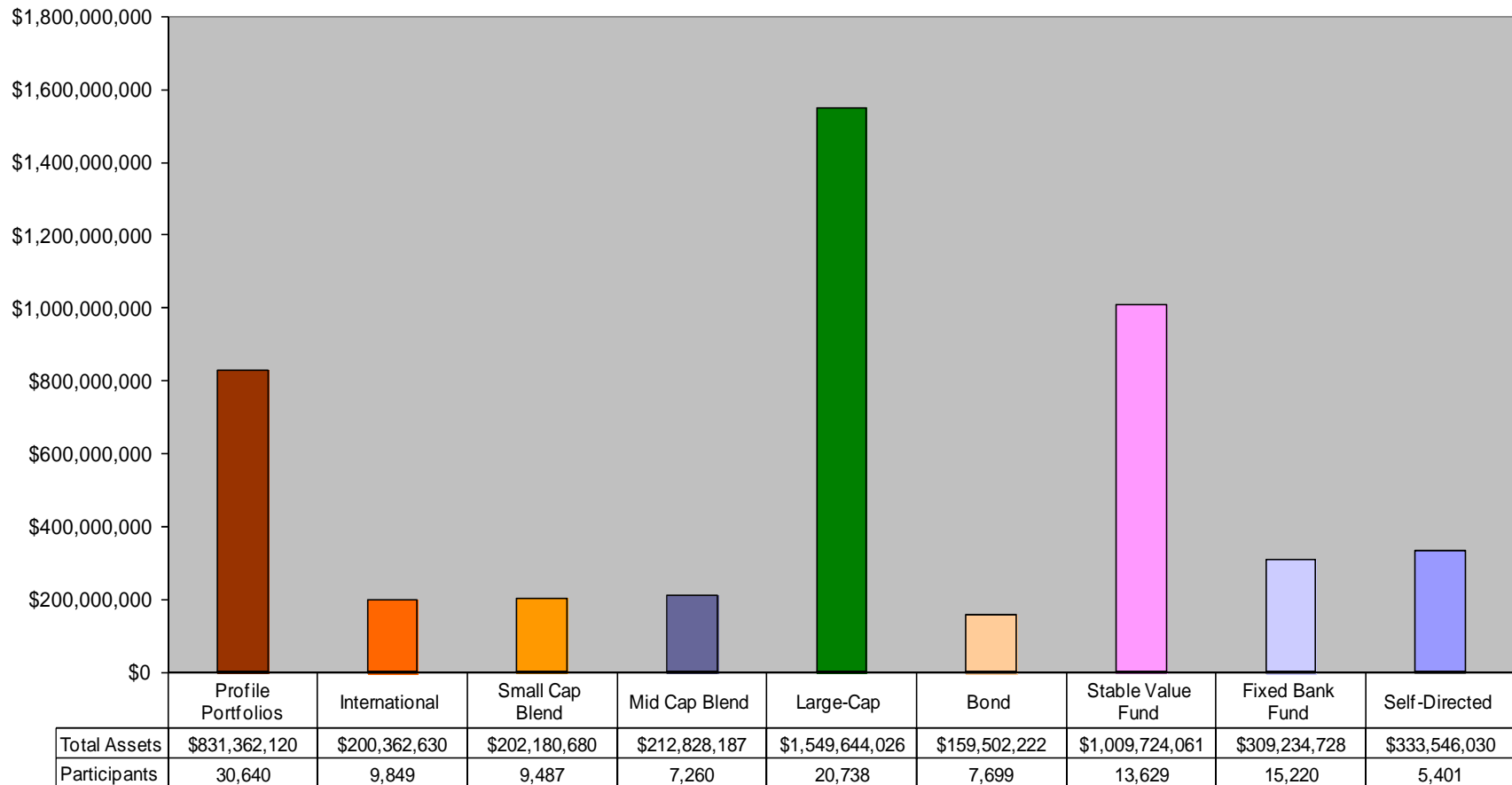
Participant Transfer Activity



Transfer Activity Detail can be found on page 38

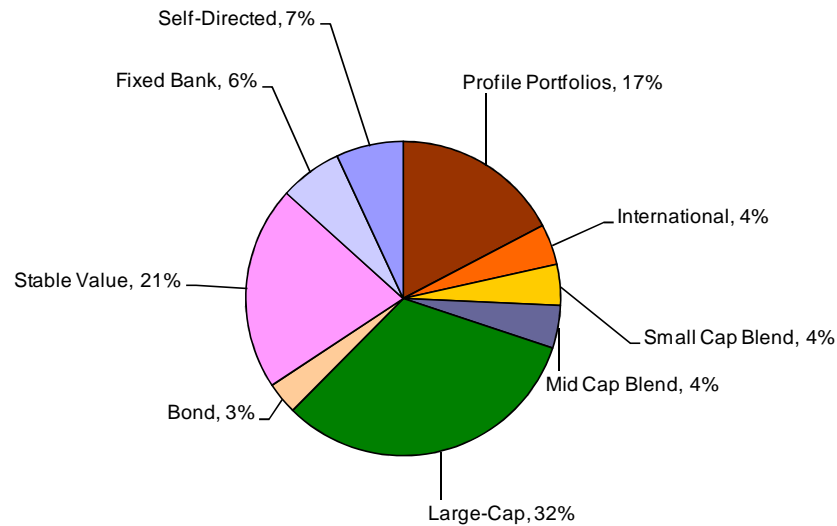


Asset Allocation by Asset Class





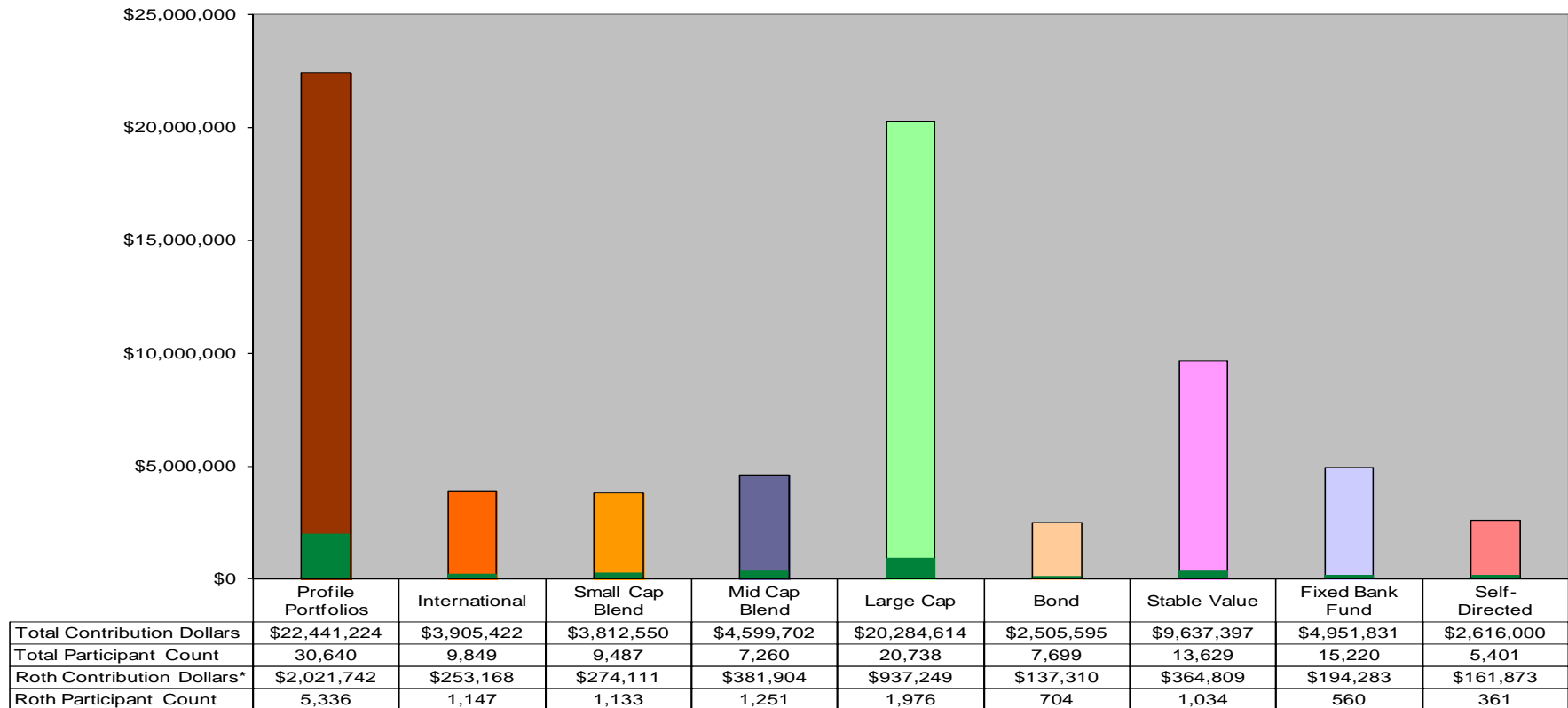
Asset Allocation by Asset Class as Percentage of Total



	Profile Portfolios	International	Small Cap Blend	Mid Cap Blend	Large-Cap	Bond	Stable Value	Fixed Bank	Self-Directed
at 06/30/15	17.2%	4.7%	4.7%	4.9%	32.8%	3.4%	19.2%	6.1%	7.0%
at 09/30/15	17.3%	4.4%	4.4%	4.5%	31.5%	3.5%	20.8%	6.7%	6.9%
at 12/31/15	17.1%	4.3%	4.4%	4.6%	32.5%	3.3%	20.4%	6.4%	7.0%
at 03/31/16	17.3%	4.2%	4.2%	4.4%	32.3%	3.3%	21.0%	6.4%	6.9%



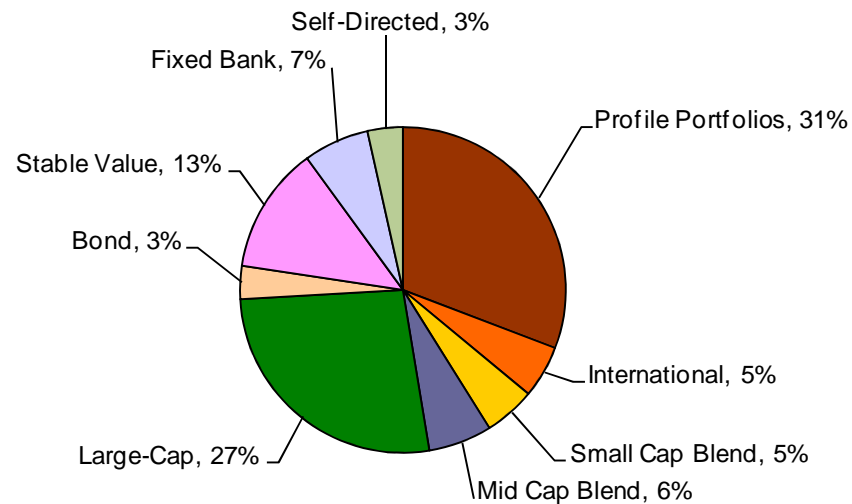
Contribution Allocation by Asset Class



*Roth Contribution Dollars are represented in dark green in the bar chart above.



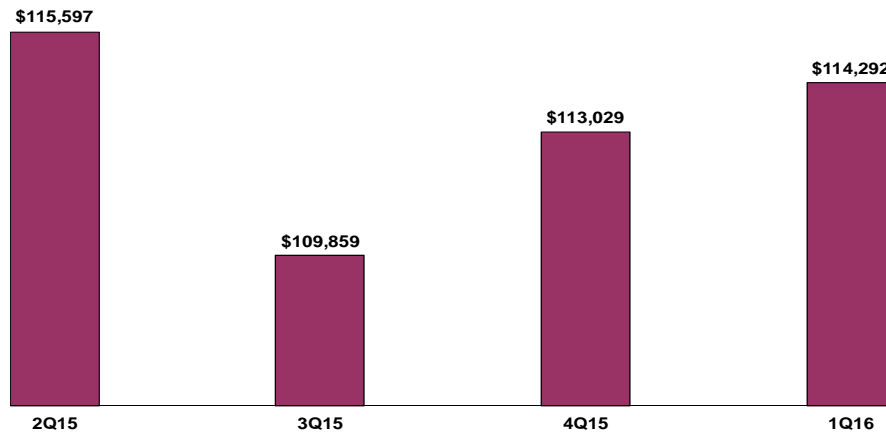
Contribution Allocation by Asset Class by Pct of Total



	Profile Portfolios	International	Small Cap Blend	Mid Cap Blend	Large-Cap	Bond	Stable Value	Fixed Bank	Self-Directed
at 06/30/15	29.8%	5.6%	5.5%	6.8%	27.7%	3.6%	11.4%	6.3%	3.3%
at 09/30/15	30.6%	5.5%	5.5%	6.9%	27.3%	3.5%	11.1%	6.2%	3.4%
at 12/31/15	32.0%	5.4%	5.3%	6.6%	27.2%	3.3%	10.9%	6.1%	3.2%
at 03/31/16	30.8%	5.2%	5.1%	6.3%	26.7%	3.3%	12.6%	6.5%	3.5%



Average Account Balance



CATEGORY	# Of Ppts	Percent	BALANCE	Percent
Less Than \$25,000	14,814	35.2%	\$ 143,356,633.48	3.0%
\$25,001-\$50,000	6,383	15.2%	\$ 231,703,869.02	4.8%
\$50,001-\$75,000	3,845	9.1%	\$ 237,074,963.22	4.9%
\$75,001-\$100,000	2,727	6.5%	\$ 236,178,983.66	4.9%
\$100,001-\$125,000	2,107	5.0%	\$ 236,181,084.08	4.9%
\$125,001-\$150,000	1,587	3.8%	\$ 218,134,801.77	4.5%
\$150,001-\$175,000	1,380	3.3%	\$ 224,049,537.05	4.7%
\$175,001-\$200,000	1,138	2.7%	\$ 213,573,160.87	4.4%
\$200,001-\$300,000	3,416	8.1%	\$ 840,047,487.32	17.5%
\$300,001-\$400,000	2,089	5.0%	\$ 723,422,722.24	15.0%
\$400,001-\$500,000	1,192	2.8%	\$ 530,280,846.92	11.0%
\$500,001-\$600,000	585	1.4%	\$ 319,035,073.84	6.6%
\$600,001-\$700,000	312	0.7%	\$ 201,762,748.89	4.2%
\$700,001-\$800,000	183	0.4%	\$ 136,953,094.24	2.8%
\$800,001-\$900,000	123	0.3%	\$ 104,308,359.74	2.2%
\$900,001-\$1,000,000	66	0.2%	\$ 62,553,841.27	1.3%
over \$1,000,001	124	0.3%	\$ 149,767,486.28	3.1%
Total	42,071	100%	\$4,808,384,694	100%

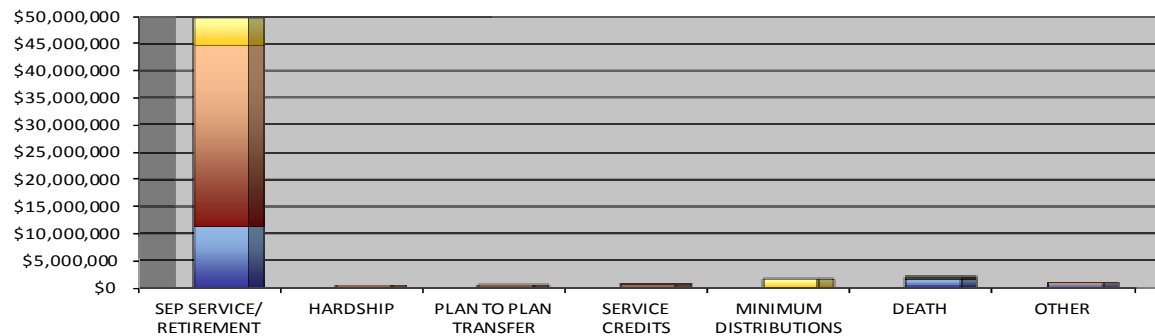
Administrative Overview



Distributions by Dollar and Participant

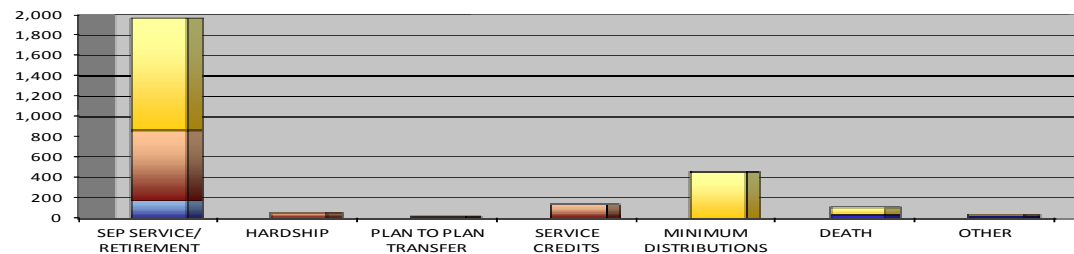
Dollar Amounts

- Periodic Installments
- Partial Withdrawals
- Full Withdrawals



Participant Counts

- Periodic Installments
- Partial Withdrawals
- Full Withdrawals



Full details regarding distributions (including loan information) are found on the next page.

LACERS Transfers In Quarter

Total number of transfers: 6

Total amount of transfers: \$1,003,677

Participants over Age 60 In-Quarter Activity

Distributions for this age bracket: 3,948

Number that are loans: 67

Number that are Service Credits: 18

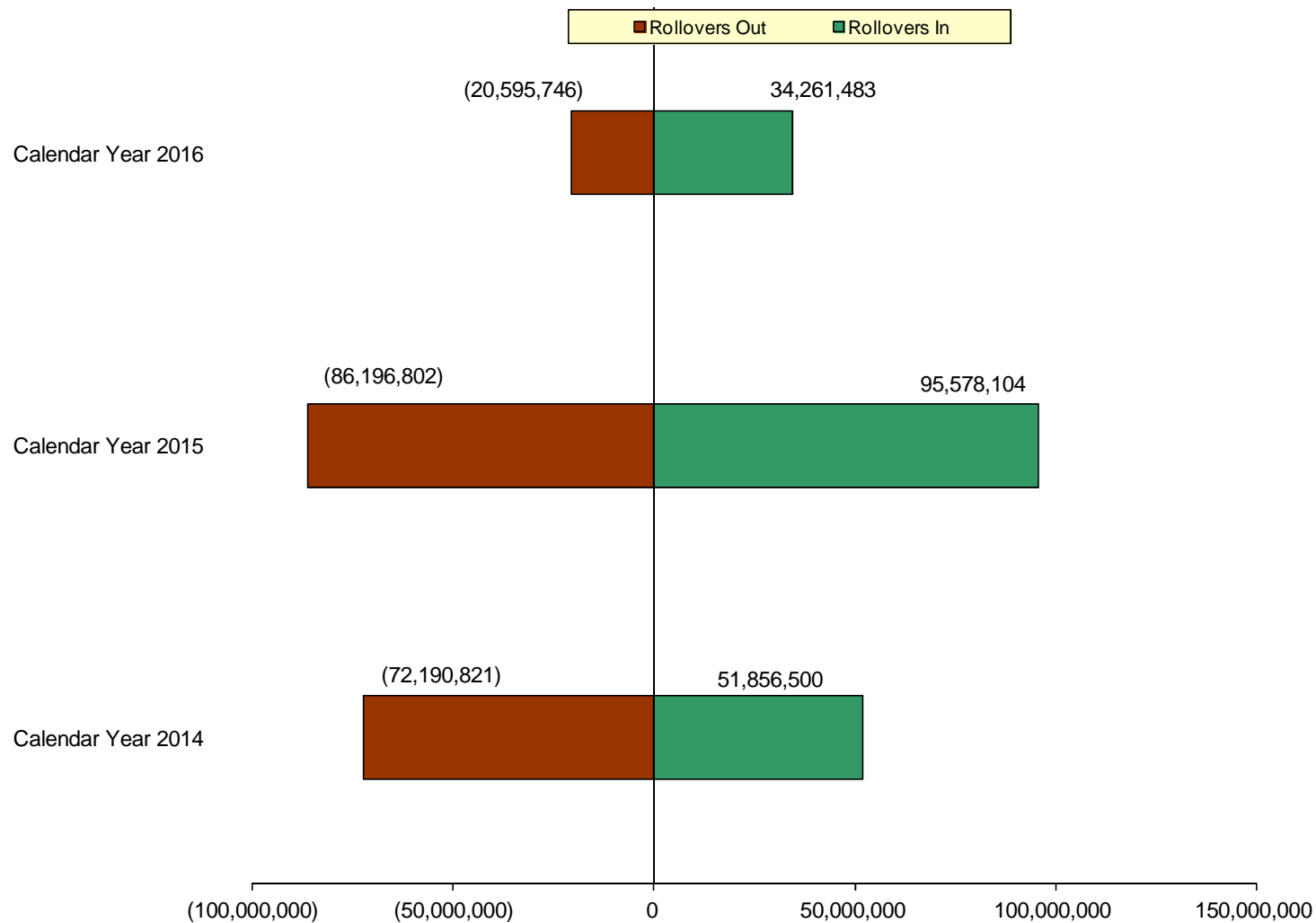


Distribution Detail

FULL DISTRIBUTIONS	Distribution Amounts	Percent	Participant Count	Percent	Average Withdrawal
TOTALS	\$13,378,007.05	100.0%	210	100.0%	\$63,704.80
CEDO/QDRO	550,733.71	4.1%	12	5.7%	45,894.48
DEATH	1,668,930.43	12.5%	24	11.4%	69,538.77
DEMINIMUS	0.00	0.0%	0	0.0%	n/a
HARDSHIP	0.00	0.0%	0	0.0%	n/a
PLAN TO PLAN TRANSFER	28,696.24	0.2%	1	0.5%	28,696.24
RETIREMENT	7,813,431.89	58.4%	112	53.3%	69,762.78
SEP SERVICE	3,316,214.78	24.8%	61	29.0%	54,364.18
PARTIAL DISTRIBUTIONS					
TOTALS	\$53,893,128.26	100.0%	2,217	100.0%	\$24,309.03
CEDO/QDRO	459,823.20	0.9%	15	0.7%	30,654.88
DEMINIMUS	4,623.23	0.0%	1	0.0%	4,623.23
DEATH	206,229.09	0.4%	10	0.5%	20,622.91
HARDSHIP	403,033.19	0.7%	56	2.5%	7,197.02
LOAN	17,894,091.87	33.2%	1,292	58.3%	13,849.92
MINIMUM DISTRIBUTIONS	0.00	0.0%	0	0.0%	n/a
PLAN TO PLAN TRANSFER /IN PLAN RTH	601,791.36	1.1%	12	0.5%	50,149.28
RETIREMENT	19,676,071.62	36.5%	443	20.0%	44,415.51
SEP SERVICE	13,879,732.52	25.8%	245	11.1%	56,651.97
EXTERNAL TRANSFERS	9,284.42	0.0%	4	0.2%	2,321.11
SERVICE CREDITS	758,447.76	1.4%	139	6.3%	5,456.46
PERIODIC INSTALLMENTS					
TOTALS	\$7,266,814.51	100.0%	1,647	100.0%	\$4,412.15
CEDO/QDRO	31,343.14	0.4%	9	0.5%	3,482.57
DEATH	246,916.39	3.4%	71	4.3%	3,477.70
MINIMUM DISTRIBUTIONS	1,737,404.22	23.9%	455	27.6%	3,818.47
RETIREMENT	5,236,150.76	72.1%	1,111	67.5%	4,713.01
70 1/2 INSR	15,000.00	0.2%	1	0.1%	15,000.00

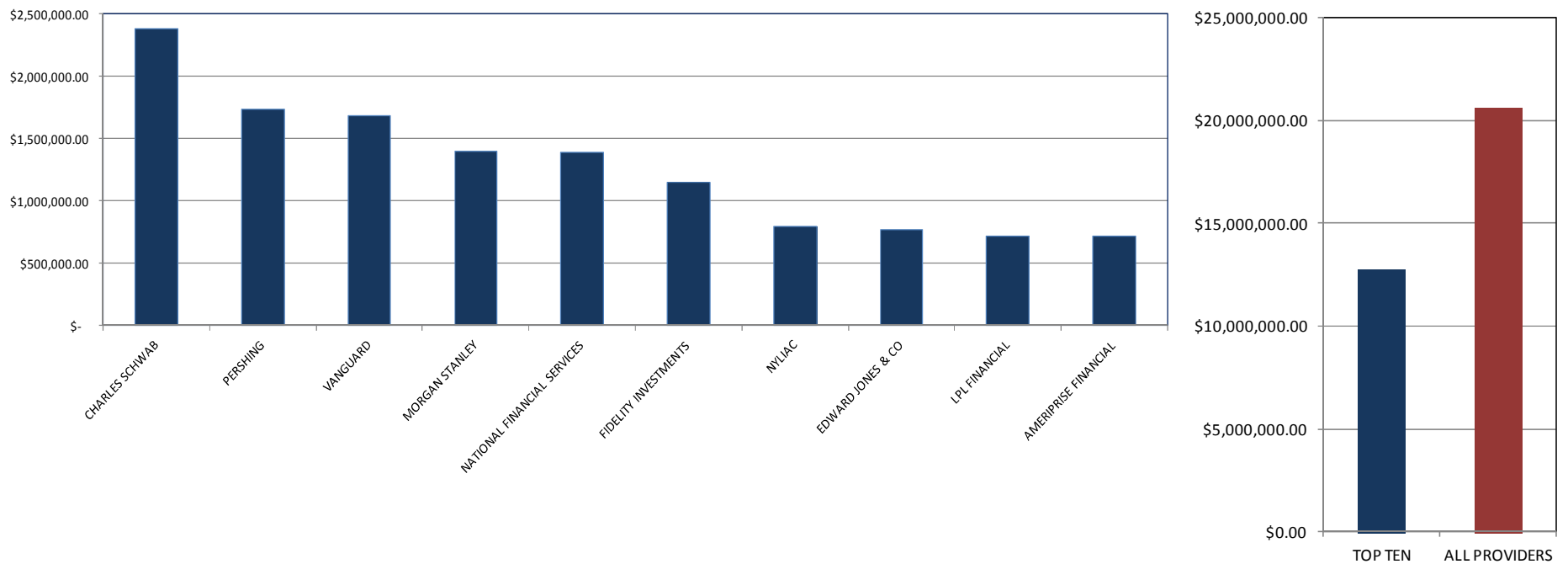


Rollovers Out & Into the Plan





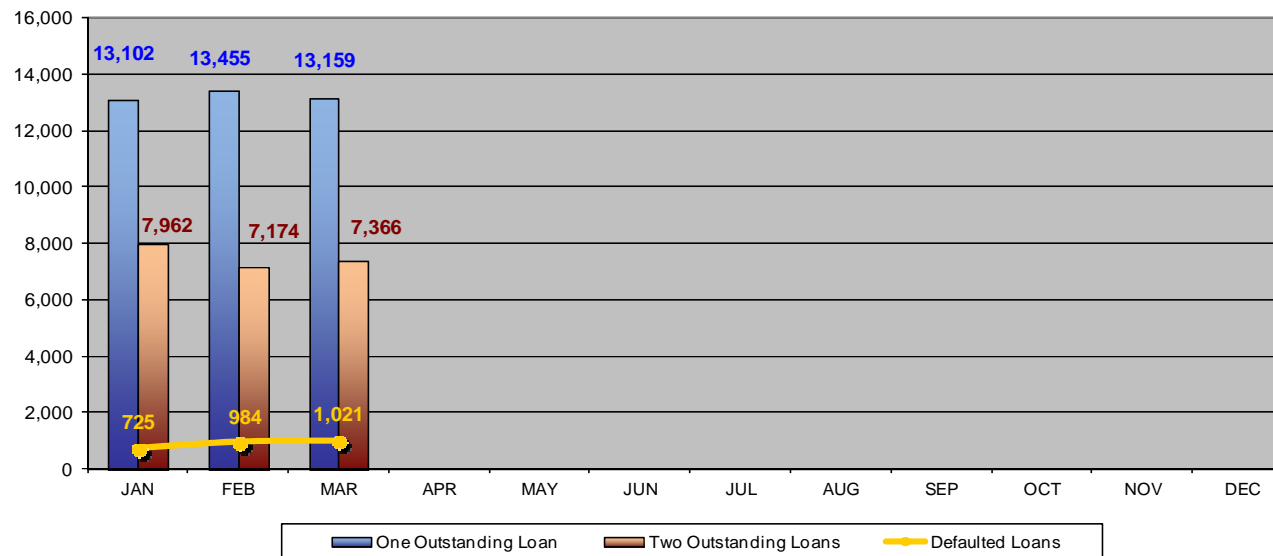
Rollovers to IRA Summary by Top Ten Providers by Dollars



The top 10 providers represent 62% of total assets withdrawn and rolled to an IRA in 1Q 2016.



Loan Overview



Loan Balance Details for Active Loans

Total Balance of Outstanding Loans as of March 31, 2016: \$186,782,502.74

Average Balance of Outstanding Loans as of March 31, 2016: \$8,853.51

Total Balance of Defaulted Loans as of March 31, 2016: \$6,565,439.74

Loan Balance Details for Retiree Loans

Total number of retiree loans: 727

New number of retiree loans added during the quarter: 28

Total number of converted loans: 472

New number of converted loans added during the quarter: 43

Loan Default Details for Quarter

Total number of loans defaulted during the quarter: 54

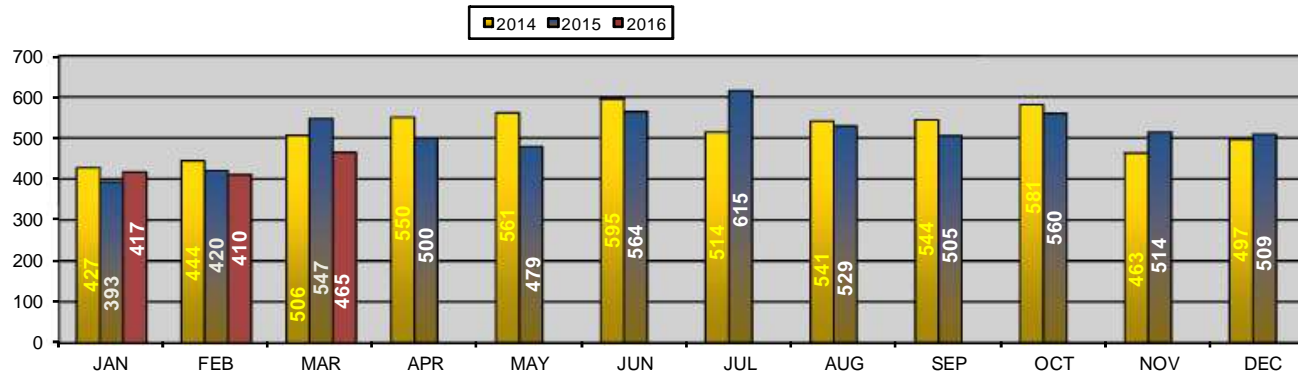
Total dollar amount of defaulted loans during the quarter: \$409,365.70

Historical data found on page 40.



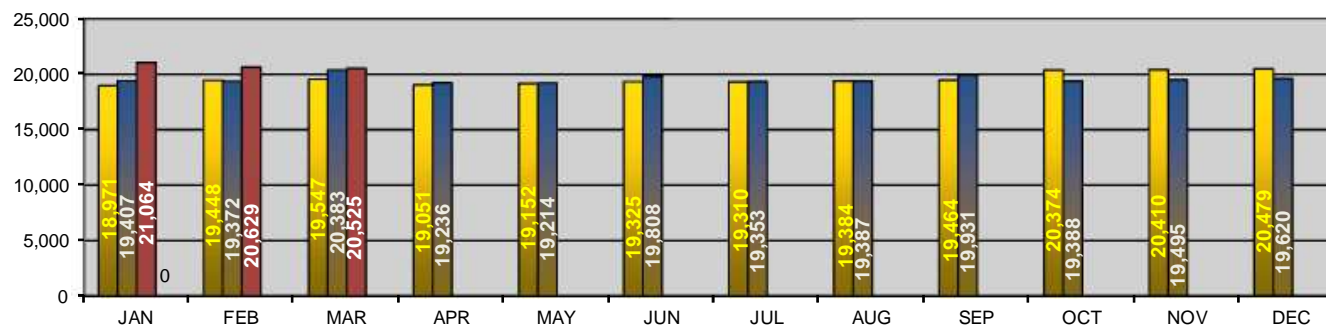
Loan Highlight by Year

Loan Initiations



Average New Loan Initiations 2014: 519
2015: 511
2016: 431

Outstanding Loans



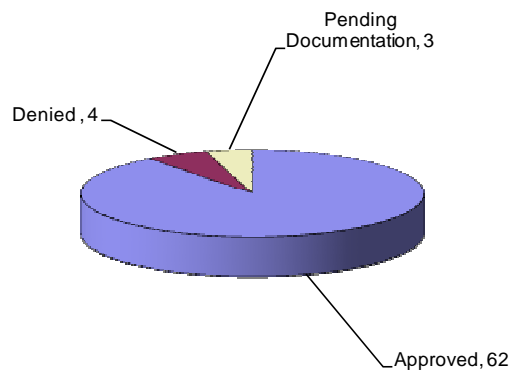
Average Outstanding Loans 2014: 19,576
2015: 19,550
2016: 20,739

Historical data found on page 40.

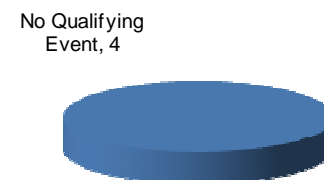


Hardships

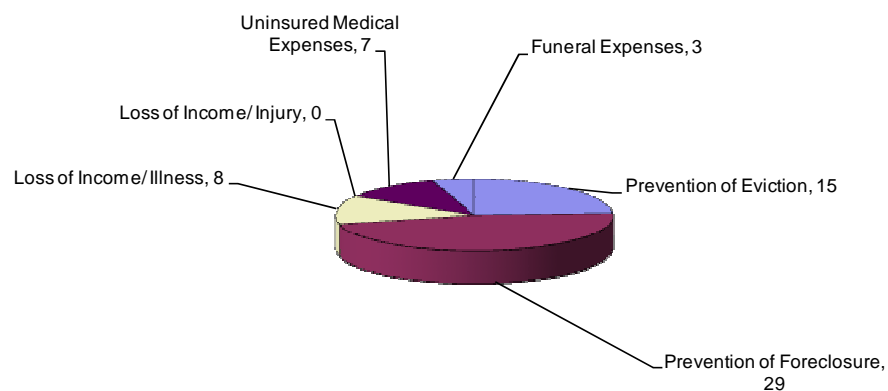
Hardships Processed During Quarter



Denial Reasons

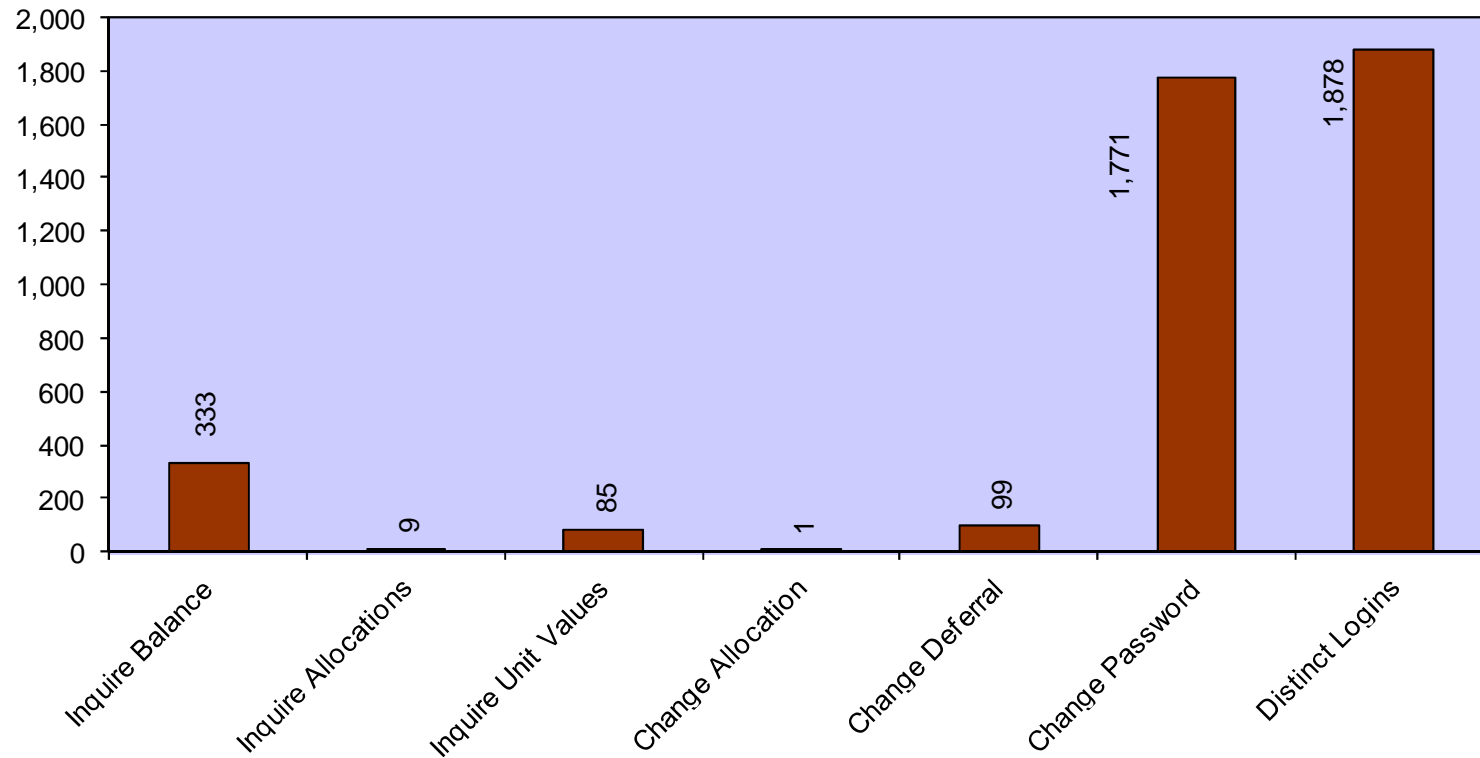


Distribution Reasons





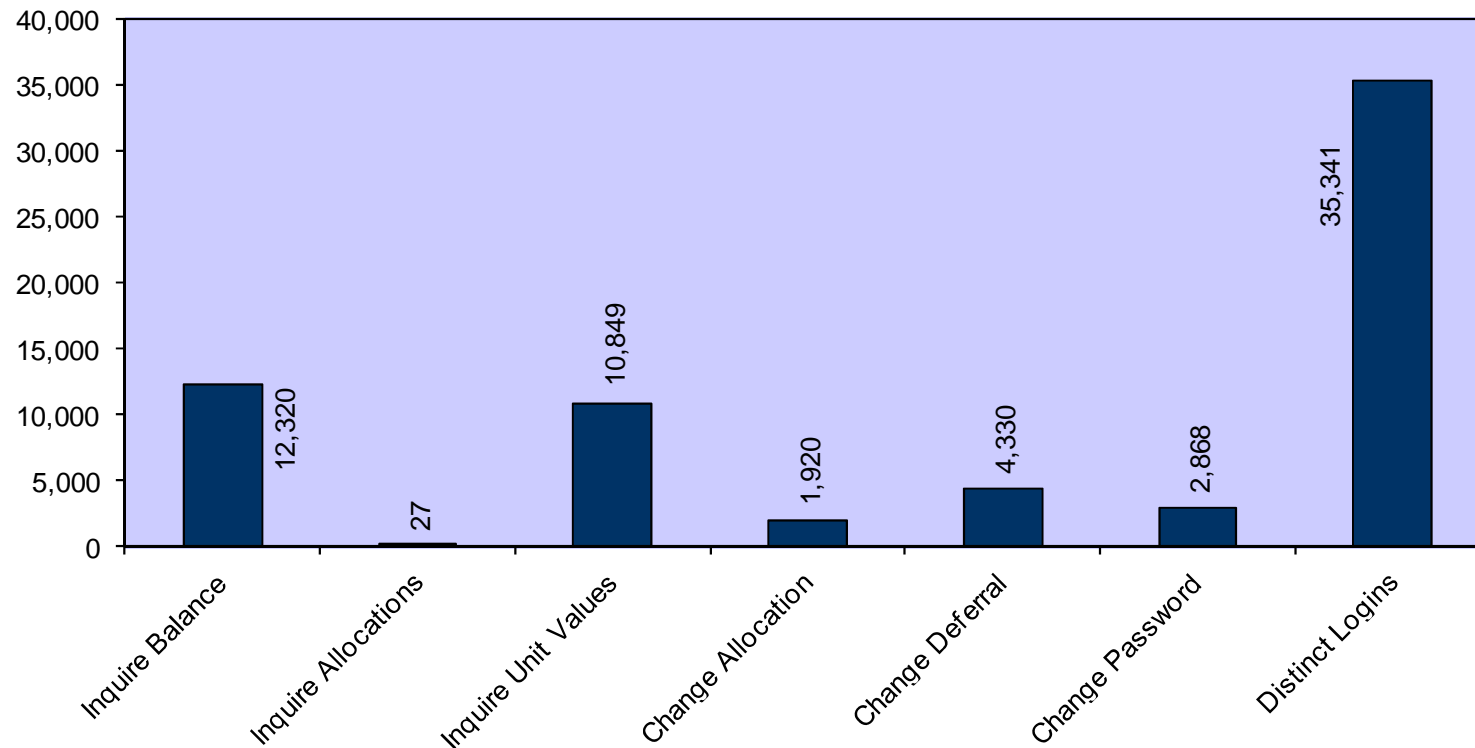
Keytalk® Statistics



Total Logins Keytalk: 9,603



Internet Statistics



Total Logins Internet: 227,504
Average Logins Internet Monthly: 75,835
Average Distinct Users Monthly: 11,780



Online Statement Delivery

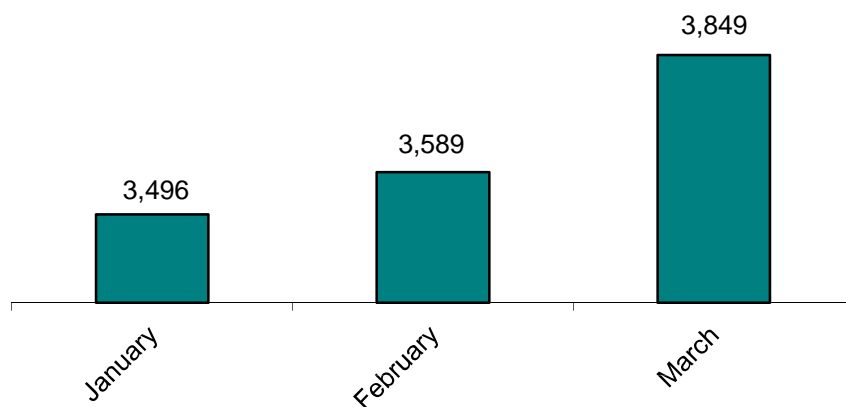
Quarter Ending	Online Statements	Total Statements	Percentage Utilization
12/31/2011	2,369	40,348	5.87%
3/31/2012	2,348	40,566	5.79%
6/30/2012	2,918	40,582	7.19%
9/30/2012	2,956	40,494	7.30%
12/31/2012	3,003	40,392	7.43%
3/31/2013	4,014	40,550	9.90%
6/30/2013	4,088	40,604	10.07%
9/30/2013	4,218	40,582	10.39%
12/31/2013	5,434	40,635	13.37%
3/31/2014	6,318	40,734	15.51%
6/30/2014	7,508	40,609	18.49%
9/30/2014	8,254	40,757	20.25%
12/31/2014	9,580	40,906	23.42%
3/31/2015	10,508	41,061	25.59%
6/30/2015	11,397	41,340	27.57%
9/30/2015	12,173	41,560	29.29%
12/31/2015	12,831	41,840	30.67%
3/31/2016	13,459	42,148	31.93%

Local Office Activity



Total Participant Contact

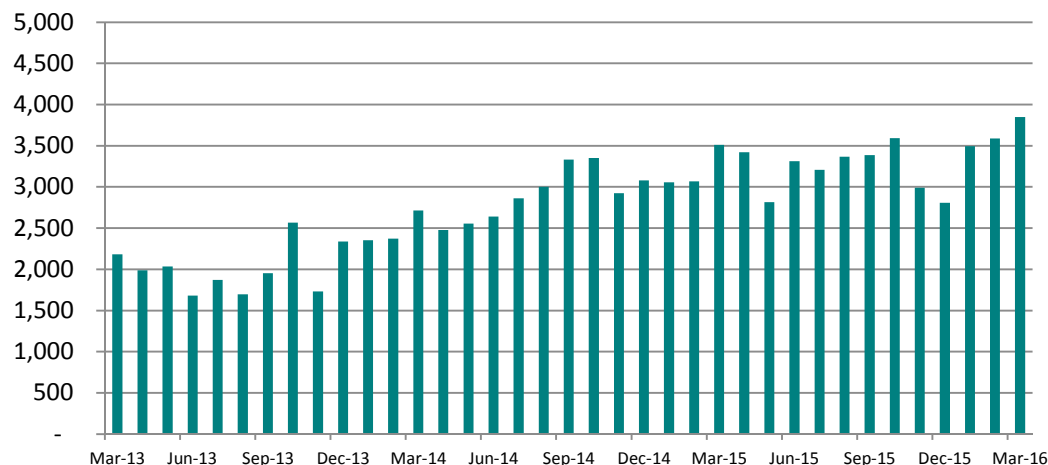
1st Quarter 2016



Met with approximately 10, 934 participants.

- Popular topics: Retirement Calculator, Enrollments, Loan Requests, Distribution Requests, Purchase of Service Credits, Accrued Leaves, Catch-Up Requests, Changes in Fund Offerings, DROP Rollovers, and Website Assistance.

March 2013 - March 2016

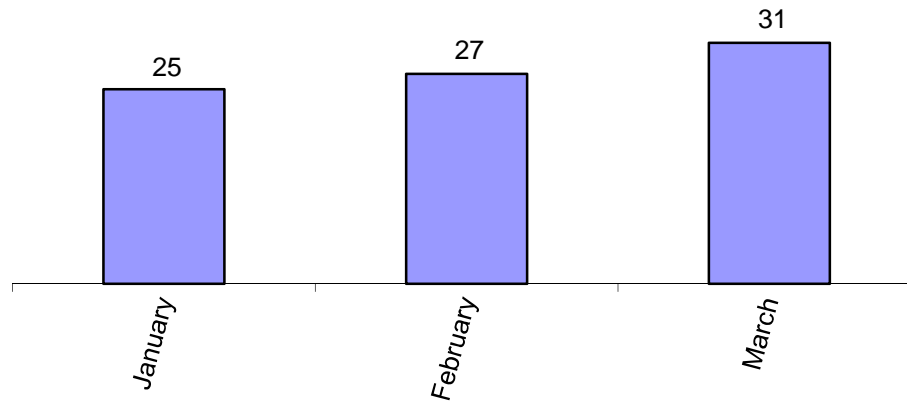


Participant contact is the total number of employees and participants that we have spoke with in person or over via phone at group meetings and individual counseling sessions.



Group Meetings / Facility Visits

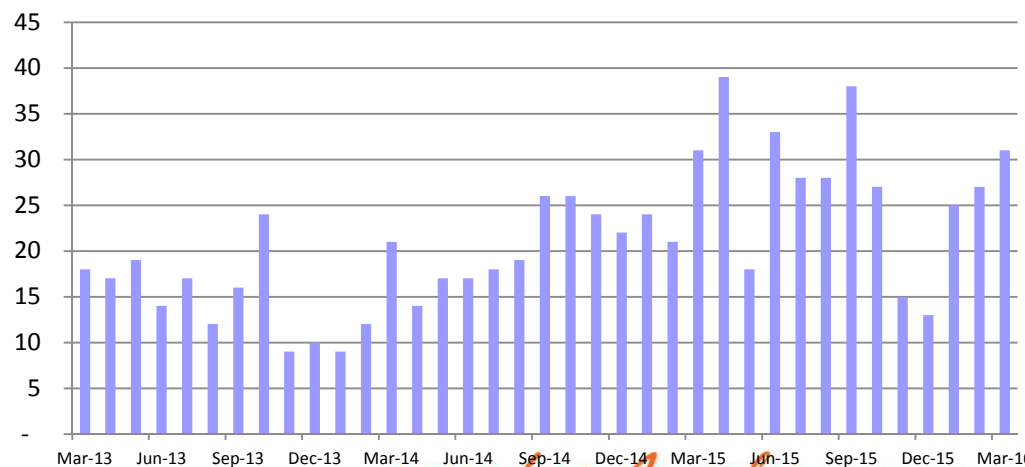
1st Quarter 2016



Conducted 83 Deferred Comp Meetings

- Special DROP Exit Meetings at Los Angeles Fire and Police Pensions (LAFPP) Presentations
- Table Service at DWP, Harbor, LAX; and Benefit Fairs at Los Angeles Police Protective League (LAPPL).
- Conducted New Employee Orientation Presentations at DWP and LAX.

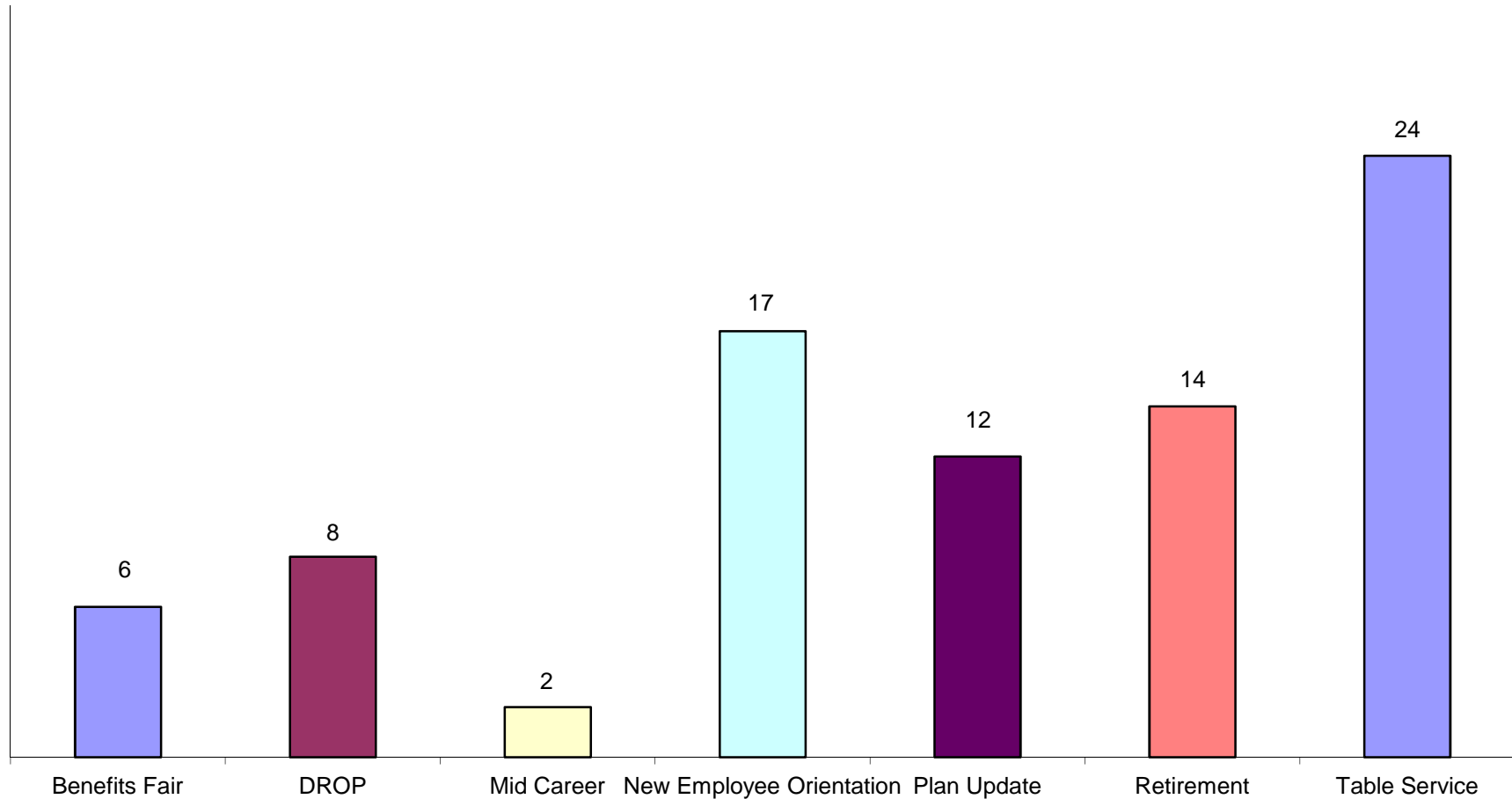
March 2013 - March 2016



The data presented includes table service, group meetings and retirement presentations.




Type of Meetings Year-To-Date



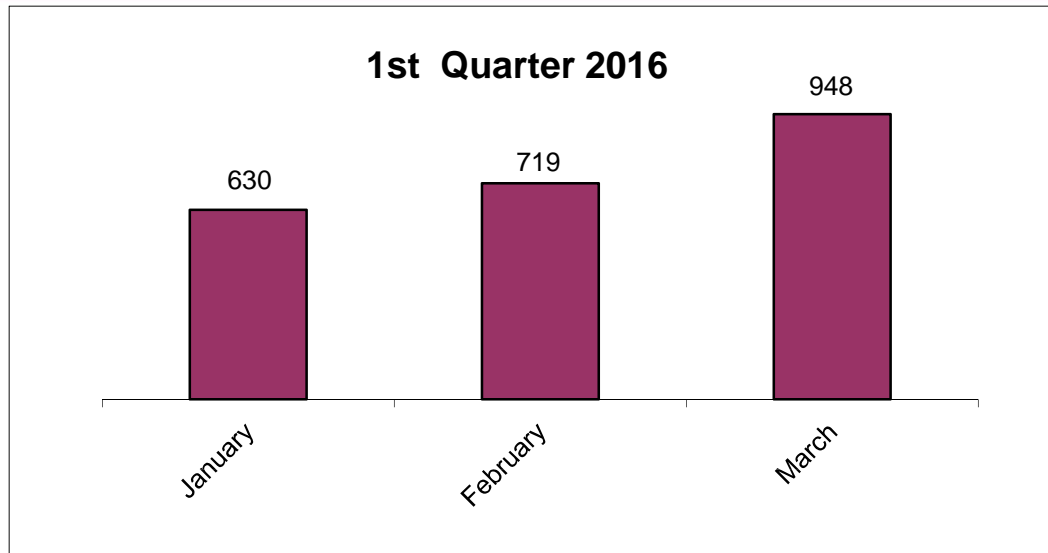


Group Meetings by Department - YTD

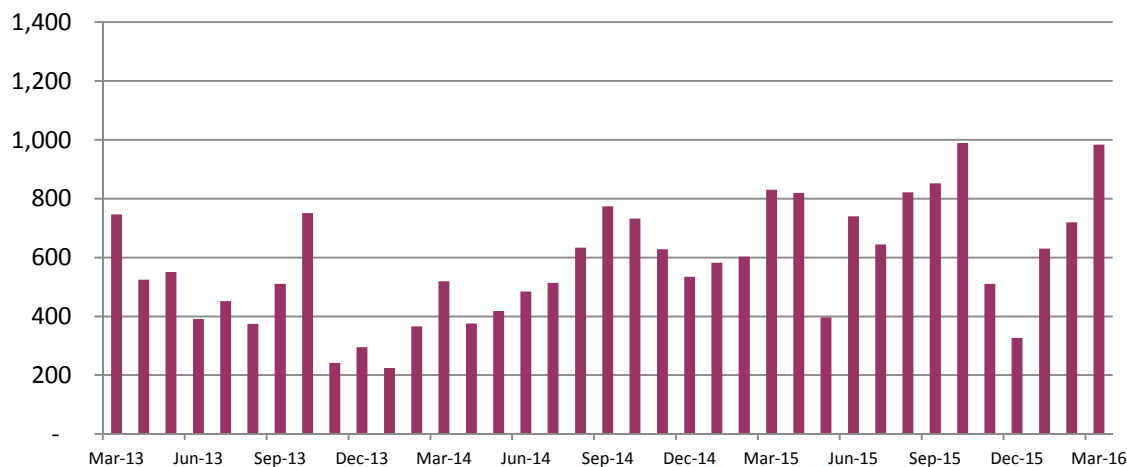
Department	 Meetings	Attendees	Individual Sessions	Enrollments
DWP	19	544	188	74
Fire	4	71	19	52
Fire/Police Pensions	9	245	93	8
LACERS	10	506	134	7
LAPPL	5	232	71	17
LAWA	13	169	122	39
Park & Rec	1	8	4	4
Personnel	5	95	40	20
Police	8	286	98	95
Port of LA-Harbor	6	103	83	25
Public Works	2	25	19	6
Transportation	1	13	13	2
Grand Total	83	2,297	884	349



Attendees at Group Meetings



March 2013 - March 2016



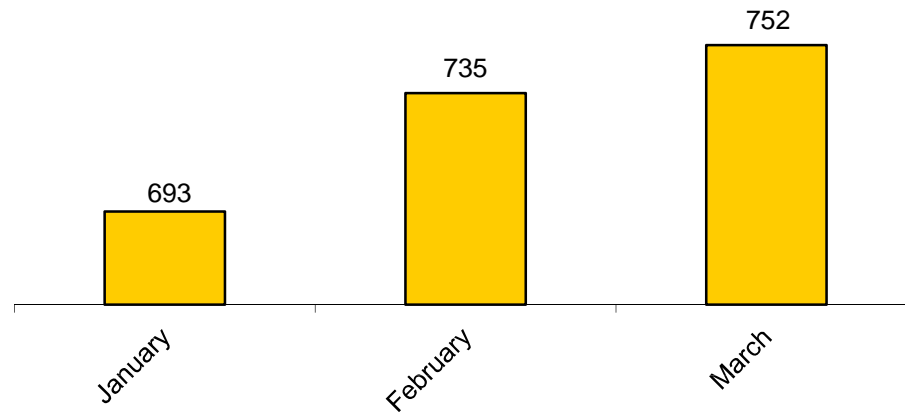
During the 1st quarter 2,297 individuals attended meetings at the following locations:

- Los Angeles World Airports (LAX)
 - New Employee Orientations
- DWP
 - New Employee Orientations at JFB and Sun Valley; and Retirement Presentations
- Fire/Police Pensions (LAFPP)
 - Retirement Meetings and DROP Meetings
- Los Angeles Police Protective League (LAPPL)
 - Benefit Fairs



Individual Counseling Sessions

1st Quarter 2016

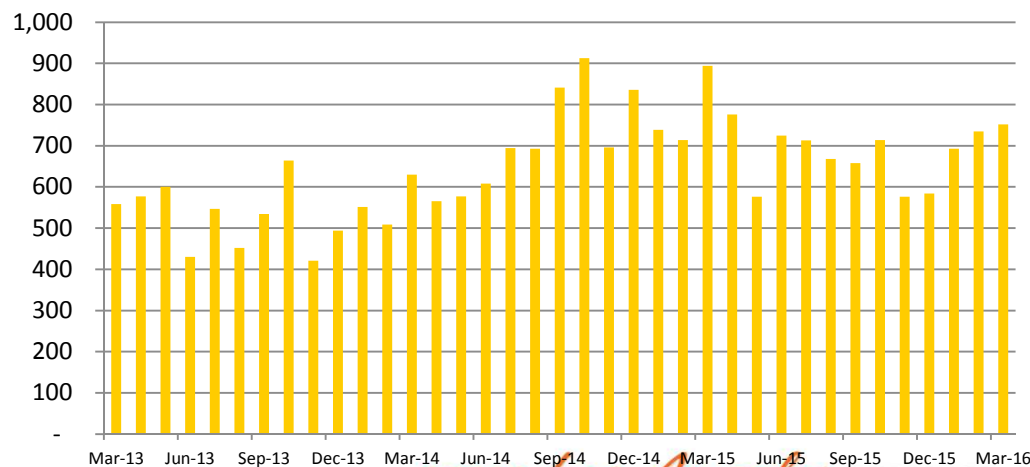


Conducted 2,180 Individual Counseling Sessions.

Topics included:

- Accrued Leave Request
- Catch-up Contributions
- Distribution Requests
- DROP Rollover Assistance
- Investment Inquiries
- Loans
- Purchase of Service Credits
- Website login/PIN assistance

March 2013 - March 2016

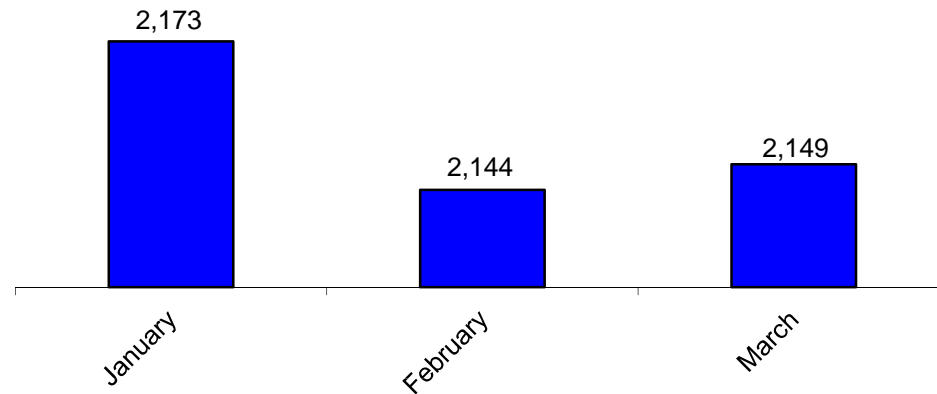


Individual counseling sessions were conducted at City Hall, and other locations, including Table Service.



Local Office Phone Calls

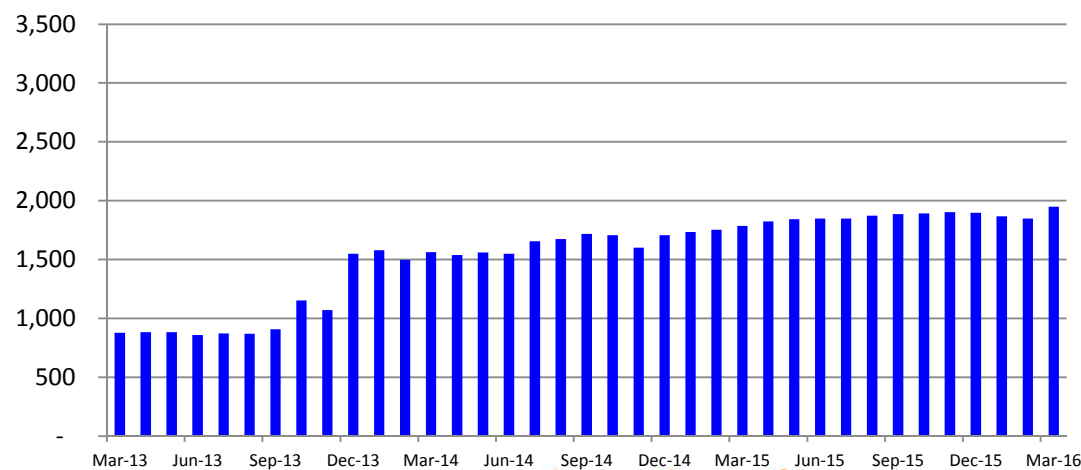
1st Quarter 2016



City Hall Service Center

- Averages 2,100 calls per month
- Accrued Leave Requests
- Distribution Requests
- Investment Inquiries
- Loan Requests

March 2013 - March 2016



Glendale Office

- Local office in Glendale averages 400 calls per month

Appendix



Asset Distribution

Asset Class/Fund Name	at 06/30/15			at 09/30/15			at 12/31/15			at 03/31/16		
	Amount	PCT	Accounts	Amount	PCT	Accounts	Amount	PCT	Accounts	Amount	PCT	Accounts
Profile Portfolios												
Ultra Aggressive Profile Portfolio	\$100,836,591	2.11%	5,111	\$96,348,213	2.11%	5,324	\$103,211,348	2.18%	5,506	\$106,574,383	2.22%	5,641
Aggressive Profile Portfolio	\$269,594,973	5.64%	10,359	\$260,718,245	5.71%	10,531	\$268,763,907	5.69%	10,672	\$275,792,378	5.74%	10,818
Moderate Profile Portfolio	\$296,307,592	6.20%	8,773	\$275,566,049	6.04%	8,858	\$283,441,086	6.00%	8,958	\$291,594,570	6.06%	9,084
Conservative Profile Portfolio	\$112,758,012	2.36%	3,350	\$109,338,828	2.40%	3,436	\$109,859,227	2.32%	3,466	\$112,028,009	2.33%	3,561
Ultra Conservative Profile Portfolio	\$41,620,013	0.87%	1,331	\$45,304,161	0.99%	1,432	\$45,051,436	0.95%	1,465	\$45,372,780	0.94%	1,536
Profile Portfolios	\$821,117,181	17.2%	28,924	\$787,275,497	17.3%	29,581	\$810,327,004	17.1%	30,067	\$831,362,120	17.3%	30,640
International												
DCP International Fund	\$224,329,308	4.7%	10,115	\$199,627,851	4.4%	10,011	\$202,899,927	4.3%	9,939	\$200,362,630	4.2%	9,849
International	\$224,329,308	4.7%	10,115	\$199,627,851	4.4%	10,011	\$202,899,927	4.3%	9,939	\$200,362,630	4.2%	9,849
Small Cap Blend												
DCP Small Cap Fund	\$226,662,088	4.7%	9,637	\$202,100,621	4.4%	9,621	\$207,093,245	4.4%	9,554	\$202,180,680	4.2%	9,487
Small Cap Blend	\$226,662,088	4.7%	9,637	\$202,100,621	4.4%	9,621	\$207,093,245	4.4%	9,554	\$202,180,680	4.2%	9,487
Mid Cap Blend												
DCP Mid Cap Fund	\$232,229,846	4.9%	7,302	\$206,797,668	4.5%	7,328	\$215,872,512	4.6%	7,354	\$212,828,187	4.4%	7,260
Mid Cap Blend	\$232,229,846	4.9%	7,302	\$206,797,668	4.5%	7,328	\$215,872,512	4.6%	7,354	\$212,828,187	4.4%	7,260
Large-Cap												
DCP Large Cap Fund	\$1,566,622,692	32.8%	21,004	\$1,442,172,515	31.6%	20,866	\$1,541,964,958	32.6%	20,843	\$1,549,644,026	32.2%	20,738
Large-Cap	\$1,566,622,692	32.8%	21,004	\$1,442,172,515	31.6%	20,866	\$1,541,964,958	32.6%	20,843	\$1,549,644,026	32.2%	20,738
Bond												
DCP Bond Fund	\$161,423,586	3.4%	7,968	\$158,351,677	3.5%	7,877	\$154,124,369	3.3%	7,747	\$159,502,222	3.3%	7,699
Bond	\$161,423,586	3.4%	7,968	\$158,351,677	3.5%	7,877	\$154,124,369	3.3%	7,747	\$159,502,222	3.3%	7,699
Stable Value Fund												
Deferred Compensation Stable Value Fund	\$918,830,708	19.2%	12,995	\$948,040,725	20.8%	13,118	\$962,367,181	20.4%	13,250	\$1,009,724,061	21.0%	13,629
Stable Value Fund	\$918,830,708	19.2%	12,995	\$948,040,725	20.8%	13,118	\$962,367,181	20.4%	13,250	\$1,009,724,061	21.0%	13,629
Fixed Bank Fund												
FDIC Insured Savings Option	\$291,603,108	6.1%	8,757	\$303,538,745	6.7%	8,863	\$302,681,706	6.4%	15,493	\$309,234,728	6.4%	15,220
Fixed Bank Fund	\$291,603,108	6.1%	8,757	\$303,538,745	6.7%	8,863	\$302,681,706	6.4%	15,493	\$309,234,728	6.4%	15,220
Self-Directed												
Schwab Self-Directed	\$334,615,141	7.0%	5,139	\$315,891,876	6.9%	5,242	\$329,351,844	7.0%	5,347	\$333,546,030	6.9%	5,401
Self-Directed	\$334,615,141	7.0%	5,139	\$315,891,876	6.9%	5,242	\$329,351,844	7.0%	5,347	\$333,546,030	6.9%	5,401
Grand Total	\$4,777,433,658	100.0%	104,539	\$4,563,797,175	100.0%	105,179	\$4,726,682,745	100.0%	112,240	\$4,808,384,684	100.0%	112,663



Net Transfer Detail

<i>Fund Name</i>	<i>Contributions</i>	<i>Additional Deposit</i>	<i>Transfers In</i>	<i>Distributions</i>	<i>Transfers Out</i>	<i>Ending Balance</i>	<i>Net Transfers</i>
Ultra Aggressive Profile Portfolio	\$5,038,634	\$1,447,229	\$15,451,984	(\$1,660,274)	(\$18,017,737)	\$2,259,834	(\$2,565,753)
Aggressive Profile Portfolio	\$10,267,354	\$671,397	\$11,511,100	(\$3,575,004)	(\$15,399,071)	\$3,475,777	(\$3,887,971)
Moderate Profile Portfolio	\$6,355,105	\$2,861,366	\$13,803,862	(\$4,824,194)	(\$14,780,417)	\$3,415,722	(\$976,556)
Conservative Profile Portfolio	\$2,112,178	\$30,394	\$9,828,664	(\$1,836,185)	(\$10,359,229)	(\$224,178)	(\$530,565)
Ultra Conservative Profile Portfolio	\$689,695	\$425,458	\$8,838,984	(\$668,914)	(\$9,904,938)	(\$619,715)	(\$1,065,954)
DCP International Fund	\$4,158,589	\$211,335	\$2,363,096	(\$2,073,591)	(\$7,662,769)	(\$3,003,340)	(\$5,299,674)
DCP Small Cap Fund	\$4,086,661	\$88,740	\$4,654,319	(\$1,842,634)	(\$10,215,939)	(\$3,228,853)	(\$5,561,621)
DCP Mid Cap Fund	\$4,981,606	\$470,759	\$8,598,515	(\$2,837,306)	(\$16,866,465)	(\$5,652,892)	(\$8,267,951)
DCP Large Cap Fund	\$21,221,863	\$1,639,172	\$20,182,177	(\$15,145,722)	(\$39,633,275)	(\$11,735,785)	(\$19,451,097)
DCP Bond	\$2,642,904	\$164,442	\$6,771,089	(\$3,028,233)	(\$6,699,119)	(\$148,917)	\$71,970
FDIC - Insured Savings Account	\$5,146,114	\$1,021,839	\$33,537,126	(\$5,869,458)	(\$27,619,465)	\$6,216,156	\$5,917,661
Deferred Compensation Stable Value	\$10,002,206	\$24,244,210	\$69,464,949	(\$30,466,157)	(\$30,490,096)	\$42,755,113	\$38,974,854
Schwab Self-Directed	\$2,777,873	\$985,142	\$10,190,330	(\$710,277)	(\$7,652,277)	\$5,590,791	\$2,538,053



Net Cash Flow Detail

Fund	Contributions	Additional Deposit	Transfers In	Distributions	Transfers Out	Net Cash Flow	Net Transfers
Ultra Aggressive Profile Portfolio	\$5,038,634	\$1,447,229	\$15,451,984	(\$1,660,274)	(\$18,017,737)	\$2,259,834	(\$2,565,753)
Aggressive Profile Portfolio	\$10,267,354	\$671,397	\$11,511,100	(\$3,575,004)	(\$15,399,071)	\$3,475,777	(\$3,887,971)
Moderate Profile Portfolio	\$6,355,105	\$2,861,366	\$13,803,862	(\$4,824,194)	(\$14,780,417)	\$3,415,722	(\$976,556)
Conservative Profile Portfolio	\$2,112,178	\$30,394	\$9,828,664	(\$1,836,185)	(\$10,359,229)	(\$224,178)	(\$530,565)
Ultra Conservative Profile Portfolio	\$689,695	\$425,458	\$8,838,984	(\$668,914)	(\$9,904,938)	(\$619,715)	(\$1,065,954)
DCP International Fund	\$4,158,589	\$211,335	\$2,363,096	(\$2,073,591)	(\$7,662,769)	(\$3,003,340)	(\$5,299,674)
DCP Small Cap Fund	\$4,086,661	\$88,740	\$4,654,319	(\$1,842,634)	(\$10,215,939)	(\$3,228,853)	(\$5,561,621)
DCP Mid Cap Fund	\$4,981,606	\$470,759	\$8,598,515	(\$2,837,306)	(\$16,866,465)	(\$5,652,892)	(\$8,267,951)
DCP Large Cap Fund	\$21,221,863	\$1,639,172	\$20,182,177	(\$15,145,722)	(\$39,633,275)	(\$11,735,785)	(\$19,451,097)
DCP Bond	\$2,642,904	\$164,442	\$6,771,089	(\$3,028,233)	(\$6,699,119)	(\$148,917)	\$71,970
FDIC - Insured Savings Account	\$5,146,114	\$1,021,839	\$33,537,126	(\$5,869,458)	(\$27,619,465)	\$6,216,156	\$5,917,661
Deferred Compensation Stable Value	\$10,002,206	\$24,244,210	\$69,464,949	(\$30,466,157)	(\$30,490,096)	\$42,755,113	\$38,974,854
Schwab Self-Directed	\$2,777,873	\$985,142	\$10,190,330	(\$710,277)	(\$7,652,277)	\$5,590,791	\$2,538,053



Loan Details

LOANS INITIATED

Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL YTD
2012	395	386	495	501	496	488	549	575	520	516	572	501	5,994
2013	524	443	476	612	593	560	652	620	546	579	504	555	6,664
2014	427	444	506	550	561	595	514	541	544	581	463	497	6,223
2015	393	420	547	500	479	564	615	529	505	560	514	509	6,135
2016	417	410	465										1,292

PARTICIPANTS WITH ONE OUTSTANDING LOAN

Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2012	10,832	11,839	11,709	11,169	11,171	11,283	11,246	11,351	11,454	11,558	11,732	11,825
2013	11,952	11,732	11,757	12,020	11,727	12,241	12,730	12,589	12,231	12,453	12,272	12,440
2014	12,631	12,696	12,826	12,820	12,798	12,651	12,619	12,646	12,730	12,939	12,739	12,762
2015	12,953	12,964	13,429	12,925	12,918	12,959	12,999	13,018	13,588	12,751	12,844	12,900
2016	13,102	13,455	13,159									

PARTICIPANTS WITH MORE THAN ONE OUTSTANDING LOAN

Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2012	5,116	4,980	5,264	5,276	5,394	5,372	5,477	5,587	5,668	5,701	6,092	6,127
2013	6,236	6,991	6,251	6,043	6,358	6,407	6,120	6,427	6,448	6,732	6,888	6,888
2014	6,340	6,752	6,721	6,231	6,354	6,674	6,691	6,738	6,734	7,435	7,671	7,717
2015	6,454	6,408	6,954	6,311	6,296	6,849	6,354	6,369	6,343	6,637	6,651	6,720
2016	7,962	7,174	7,366									

TOTAL OUTSTANDING LOANS

Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2012	15,948	16,819	16,973	16,445	16,565	16,655	16,723	16,938	17,122	17,259	17,824	15,845
2013	18,188	18,723	18,008	18,063	18,085	18,648	18,850	19,016	18,679	19,185	19,160	17,952
2014	18,971	19,448	19,547	19,051	19,152	19,325	19,310	19,384	19,464	20,374	20,410	19,328
2015	19,407	19,372	20,383	19,236	19,214	19,808	19,353	19,387	19,931	19,388	19,495	20,479
2016	21,064	20,629	20,525									

LOANS IN DEFAULTED STATUS

Year	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2012	690	751	732	719	709	752	736	718	806	806	783	813
2013	842	773	765	798	771	842	807	797	850	824	805	886
2014	866	847	951	934	888	930	895	875	953	922	907	983
2015	958	940	1,011	980	958	1009	986	966	1027	987	975	1026
2016	725	984	1,021									



The End

Director
Lisa Tilley

Cast
Joan Watkins
La Tanya Harris

Producer
Monise Lane