CITY OF LOS ANGELES

## DEFERRED COMPENSATION PLAN

# QUARTERLY. REPORT 

FIRST QUARTER 2013

## Table of Contents

## Topic

Section

## Pages

Plan Overview

Administrative Overview

Local Office Activity

Appendix

1 3-16

2
17-27

3
28-35

36-41

## Plan Overview

## Assets



## Quarter End Assets



Total Assets $=\mathbf{\$ 3 , 7 9 3}, 400,087$
Details on page 38

## Historical Assets



## Quarter End Participants


$\square$ Contributing Participants $\quad$ Non-Contributing Participants

Contributing Participants
Non-Contributing Participants
Total Participants

New Participants Added

Average Bi-Weekly Deferral for the quarter
Median Account Balance
Participants contributing to Roth source
Average Roth Deferral for the quarter

| 2 QQ12 | $3 Q 12$ | $4 Q 12$ | 1Q13 |
| ---: | ---: | ---: | ---: |
| 28,717 | 28,529 | 28,514 | 28,467 |
| 11,611 | 11,713 | 11,811 | 11,841 |
| 40,328 | 40,242 | 40,325 | 40,308 |
|  |  |  |  |
| 227 | 160 | 229 | 215 |
| $\$ 375$ | $\$ 320$ | $\$ 353$ | $\$ 339$ |
| $\$ 37,898$ | $\$ 39,716$ | $\$ 40,266$ | $\$ 42,497$ |
| 1,012 | 1,150 | 1,210 | 1,484 |
| $\$ 196$ | $\$ 153$ | $\$ 168$ | $\$ 155$ |

## Historical Participants



## Net Cash Flow



Net Cash Flow Detail can be found on page 40

## Participant Transfer Activity

Schwab Self-Directed
JPMorganChase Certificates of Deposit
Deferred Compensation Stable Value
FDIC - Insured Savings Account
DCP Bond
DCP Large Cap Fund
DCP Mid Cap Fund
SSGA Russell Small Cap Index NL Series S DWS EAFE Equity Index

Fidelity Diversified International Ultra Conservative Profile Portfolio

Conservative Profile Portfolio
Moderate Profile Portfolio
Aggressive Profile Portfolio
Ultra Aggressive Profile Portfolio


## Net Transfer Activity

Net Transfer Out $\quad$ Net Transfer In

Schwab Self-Directed
JPMorganChase Certificates of Deposit
Deferred Compensation Stable Value
FDIC - Insured Savings Account
DCP Bond
DCP Large Cap Fund DCP Mid Cap Fund

SSGA Russell Small Cap Index NL Series S
DWS EAFE Equity Index
Fidelity Diversified International
Ultra Conservative Profile Portfolio
Conservative Profile Portfolio
Moderate Profile Portfolio
Aggressive Profile Portfolio
Ultra Aggressive Profile Portfolio


## Asset Allocation by Asset Class



## Asset Allocation by Asset Class as Percent of Total.



|  | Profile <br> Portfolios | International | Small/Mid <br> Cap Blend | Large-Cap | Bond | Stable Value | Fixed Bank | Self-Directed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| at 06/30/12 | $12.4 \%$ | $4.5 \%$ | $6.3 \%$ | $32.3 \%$ | $6.3 \%$ | $23.5 \%$ | $9.0 \%$ | $5.7 \%$ |
| at 09/30/12 | $12.9 \%$ | $4.6 \%$ | $6.3 \%$ | $32.2 \%$ | $6.2 \%$ | $23.2 \%$ | $8.6 \%$ | $6.0 \%$ |
| at $12 / 31 / 12$ | $13.4 \%$ | $4.8 \%$ | $6.3 \%$ | $31.0 \%$ | $6.2 \%$ | $23.6 \%$ | $8.7 \%$ | $6.0 \%$ |
| at 03/31/13 | $14.3 \%$ | $4.8 \%$ | $7.1 \%$ | $31.8 \%$ | $5.5 \%$ | $22.5 \%$ | $8.0 \%$ | $6.0 \%$ |

## Contribution Allocation by Asset Class



## Contribution Allocation by Asset Class by Pct of Total



|  | Profile <br> Portfolios | International | Small/Mid <br> Cap Blend | Large-Cap | Bond | Stable Value | Fixed Bank | Self-Directed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| at $06 / 30 / 12$ | $22.2 \%$ | $6.3 \%$ | $8.5 \%$ | $30.0 \%$ | $6.6 \%$ | $14.8 \%$ | $8.2 \%$ | $3.4 \%$ |
| at $09 / 30 / 12$ | $22.9 \%$ | $6.2 \%$ | $8.6 \%$ | $29.8 \%$ | $6.4 \%$ | $14.6 \%$ | $8.2 \%$ | $3.3 \%$ |
| at $12 / 31 / 12$ | $24.1 \%$ | $6.3 \%$ | $8.7 \%$ | $29.4 \%$ | $6.2 \%$ | $14.0 \%$ | $7.9 \%$ | $3.4 \%$ |
| at $03 / 31 / 13$ | $24.3 \%$ | $6.4 \%$ | $8.8 \%$ | $28.6 \%$ | $5.9 \%$ | $14.7 \%$ | $7.8 \%$ | $3.5 \%$ |

## Average Account Balance



## Administrative Overview

## Distributions by Dollar and Ppt



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

## Distribution Detail

| FULL DISTRIBUTIONS | Distribution Amounts | Percent | Participant Count | Percent | Average Withdrawal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| TOTALS | \$18,334,356.91 | 100.0\% | 240 | 100.0\% | \$76,393.15 |
| CEDO/QDRO | 499,047.76 | 2.7\% | 11 | 4.6\% | 45,367.98 |
| DEATH | 1,576,848.35 | 8.6\% | 13 | 5.4\% | 121,296.03 |
| DEMINIMUS | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |
| HARDSHIP | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |
| PLAN TO PLAN TRANSFER | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |
| RETIREMENT | 11,940,981.62 | 65.1\% | 159 | 66.3\% | 75,100.51 |
| SEP SERVICE | 4,317,479.18 | 23.5\% | 57 | 23.8\% | 75,745.25 |
| PARTIAL DISTRIBUTIONS |  |  |  |  |  |
| TOTALS | \$44,164,380.09 | 100.0\% | 2,215 | 100.0\% | \$19,938.77 |
| CEDO/QDRO | 361,624.56 | 0.8\% | 16 | 0.7\% | 22,601.54 |
| DEMINIMUS | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |
| DEATH | 101,113.28 | 0.2\% | 13 | 0.6\% | 7,777.94 |
| HARDSHIP | 742,546.88 | 1.7\% | 76 | 3.4\% | 9,770.35 |
| LOAN | 18,554,793.52 | 42.0\% | 1,443 | 65.1\% | 12,858.48 |
| MINIMUM DISTRIBUTIONS | 155,232.21 | 0.4\% | 23 | 1.0\% | 6,749.23 |
| PLAN TO PLAN TRANSFER | 291,764.23 | 0.7\% | 8 | 0.4\% | 36,470.53 |
| RETIREMENT | 21,131,906.64 | 47.8\% | 476 | 21.5\% | 44,394.76 |
| SEP SERVICE | 1,770,268.01 | 4.0\% | 53 | 2.4\% | 33,401.28 |
| EXTERNAL TRANSFERS | 30,641.85 | 0.1\% | 2 | 0.1\% | 15,320.93 |
| SERVICE CREDITS | 1,024,488.91 | 2.3\% | 105 | 4.7\% | 9,757.04 |
| PERIODIC INSTALLMENTS |  |  |  |  |  |
| TOTALS | \$6,427,458.22 | 100.0\% | 1,566 | 100.0\% | \$4,104.38 |
| CEDO/QDRO | 22,834.61 | 0.4\% | 4 | 0.3\% | 5,708.65 |
| DEATH | 207,372.39 | 3.2\% | 60 | 3.8\% | 3,456.21 |
| MINIMUM DISTRIBUTIONS | 933,898.98 | 14.5\% | 307 | 19.6\% | 3,042.02 |
| RETIREMENT | 5,248,352.24 | 81.7\% | 1,194 | 76.2\% | 4,395.60 |
| 70 1/2 INSER | 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 $72 \%$ of total assets withdrawn and rolled to an IRA in 1Q 2013.

## Loan Overview



Loan Balance Details for Active Loans
Total Balance of Outstanding Loans as of March 31, 2013: \$149,215,032.12
Average Balance of Outstanding Loans as of March 31, 2013: \$8,292.03
Total Balance of Defaulted Loans as of March 31, 2013: \$4,897,756.60 Loan Balance Details for Retiree Loans

Total number of retiree loans: 116
New number of retiree loans added during the quarter: 54
Total number of converted loans: 41
New number of converted loans added during the quarter: 33

## Loan Highlights by Year



Average New Loan Initiations 2011: 475
2012: 500
2013: 481

## Outstanding Loans



Average Outstanding Loans 2011: 14,767
2012: 16,935
2013: 18,306

## Hardships



## Keytalk® Statistics



Total Logins Keytalk: $\quad 12,102$

## Internet Statistics



Total Logins Internet: 223,339
Average Logins Internet Monthly: 74,446
Average Distinct Users Monthly: 11,260

## Online Statement Delivery Statistics

| Quarter Ending | Online Statements |  |  |
| ---: | ---: | ---: | ---: |
| $12 / 31 / 2011$ | 2,369 | Total Statements |  |
| $3 / 31 / 2012$ | 2,348 | 40,348 |  |
| $6 / 30 / 2012$ | 2,918 | 40,566 |  |
| $9 / 30 / 2012$ | 2,956 | 40,582 | $5.87 \%$ |
| $12 / 31 / 2012$ | 3,003 | 40,494 | $7.79 \%$ |
| $3 / 31 / 2013$ | 4,014 | 40,392 | $7.30 \%$ |
|  | 40,550 | $7.43 \%$ |  |

## Local Office Activity

## Total Participant Contact



## Total Participant Contact



- $1^{\text {st }}$ Quarter
- Talked or met with over 5,400 participants.
- Popular topics: 2013 Contribution Calculations, Distribution Requests, Loans (Active and Retiree), DROP Roll-In's, and Accrued Leave.


## Number of Meetings/Facility Visits



Group Meetings/ Facility Visits


- Topics
- Table Service at DWP, Harbor Department, PW Sanitation with NEO's at Police and DWP.
- Visits to LACERS Retirement Presentations, DWP Retirement Presentations, and visits to various Fire Stations regarding DROP.

This number includes table service, group meetings and educational seminars.

## Type of Meetings-Year-To-Date



## Group Meetings by DepartmentYTD

| Department | Meetings | Attendees | Individual Sessions | Enrollments |
| :---: | :---: | :---: | :---: | :---: |
| DWP | 19 | 766 | 326 | 95 |
| Fire | 1 | 7 | 7 | 0 |
| Harbor | 2 | 50 | 50 | 10 |
| LACERS | 7 | 249 | 71 | 1 |
| LAPPL | 1 | 215 | 57 | 3 |
| Mayor | 1 | 35 | 11 | 3 |
| Personnel | 4 | 32 | 32 | 3 |
| Police | 2 | 69 | 50 | 36 |
| PW-Sanitation | 1 | 23 | 23 | 2 |
| Grand Total | 38 | 1,446 | 627 | 153 |

## Number of Attendees at Group Meetings



Group Attendees


- DWP
- New Employee Orientations at JFB and Sun Valley
- Large amount of attendees at Retirement Presentations and Mid-Career Presentations.
- Harbor Department
- Great Turnout at quarterly visit to their Administration Building.
- LAPPL
- Great Attendance at annual delegates meeting.


## Individual Counseling Sessions



Total
Individual Sessions


Counseling Session Topics

- Loans (Active \& Retiree)
- Distribution Counseling
- 2013 Contribution Changes
- DROP
- Roth
- Accrued Leave

Individual counseling sessions include counseling conducted at City Hall, and any other location, such as at table service.

## Local Office Phone Calls




## Local Office Calls

- Local office averaging just over 470 calls a month

City Hall Service Center

- Steady volume just above 370 calls a month
- 2013 Contribution Changes
- Catch-Up Enrollments
- Retiree Loan Requests
- Catch-Up enrollments
- Distribution Requests


## Appendix

## Asset Distribution

| Asset Class/Fund Name | at 06/30/12 |  |  | at 09/30/12 |  |  | at 12/31/12 |  |  | at 03/31/13 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | PCT | Accounts | Amount | PCT | Accounts | Amount | PCT | Accounts | Amount | PCT | Accounts |
| Profile Portiolios |  |  |  |  |  |  |  |  |  |  |  |  |
| Ulitra Aggressive Profile Portfolio | \$36,536,769 | 1.1\% | 2,474 | \$38,748,781 | 1.1\% | 2,918 | \$44,629,032 | 1.2\% | 2,918 | \$52,445,585 | 1.38\% | 3,294 |
| Aggresive Profile Porttolio | \$137,245,367 | 4.0\% | 8,044 | \$151,715,332 | 4.3\% | 8,398 | \$156,399,799 | 4.4\% | 8,398 | \$174,681,674 | 4.60\% | 8,679 |
| Moderate Profile Portfolio | \$158,237,233 | 4.7\% | 7,139 | \$169,507,145 | 4.8\% | 7,438 | \$174,157,130 | 4.9\% | 7,438 | \$195,682,815 | $5.16 \%$ | 7,743 |
| Conservative Profile Porffolio | \$57,774,245 | 1.7\% | 2,400 | \$63,602,667 | 1.8\% | 2,749 | \$68,440,059 | 1.9\% | 2,749 | \$80,229,404 | 2.11\% | 2,950 |
| Ulitra Conservative Profile Portfolio | \$30,328,528 | 0.9\% | 865 | \$32,641,812 | 0.9\% | 1,118 | \$35,155,868 | 1.0\% | 1,118 | \$38,050,340 | 1.00\% | 1,191 |
| Profile Portfolios | \$420,122,142 | 12.4\% | 20,928 | \$456,215,737 | 12.9\% | 22,621 | \$478,781,878 | $13.4 \%$ | 22,621 | \$541,089,819 | 14.3\% | 23,85 |
| International |  |  |  |  |  |  |  |  |  |  |  |  |
| DWS EAFE Equity Index Fund | \$29,176,357 | 0.9\% | 3,199 | \$30,898,281 | 0.9\% | 3,104 | \$33,176,947 | 0.9\% | 3,104 | \$35,145,884 | 0.9\% | 3,187 |
| Fidelity Diversified International Fund | \$124,565,711 | 3.7\% | 9,436 | \$132,105,558 | 3.7\% | 8,981 | \$139,579,904 | 3.9\% | 8,981 | \$147,159,931 | 3.9\% | 9,023 |
| International | \$153,742,068 | 4.5\% | 12,633 | \$163,003,839 | 4.6\% | 12,085 | \$172,756,851 | 4.8\% | 12,085 | \$182,305,814 | 4.8\% | 12,210 |
| Small/Mid Cap Blend |  |  |  |  |  |  |  |  |  |  |  |  |
| SSGA Russell Small Cap Index NL Series S | \$128,733,048 | 3.8\% | 9,182 | \$136,215,693 | 3.8\% | 8,975 | \$138,238,861 | 3.9\% | 8,975 | \$161,461,844 | 4.3\% | 9,05 |
| DCP Mid Cap Fund | \$84,118,824 |  | 4,649 | \$87,417,024 |  | 4,689 | \$88,678,741 | 2.5\% | 4,689 | \$109,258,000 | 2.9\% | 5,016 |
| Small/Mid Cap Blend | \$212,851,872 | 6.3\% | 13,831 | \$223,632,717 | 6.3\% | 13,664 | \$226,917,602 | 6.3\% | 13,664 | \$270,719,844 | 7.1\% | 14,073 |
| Large-Cap |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Large Cap Fund | \$1,090,828,964 |  | 21,265 | \$1,137,094,385 |  | 21,054 | \$1,107,862,635 | 31.0\% | 21,054 | \$1,207,175,606 | 31.8\% | 20,980 |
| Large-Cap | \$1,090,828,964 | 32.2\% | 21,265 | \$1,137,094,385 | 32.1\% | 21,054 | \$1,107,862,635 | 31.0\% | 21,054 | \$1,207,175,606 | 31.8\% | 20,980 |
| Bond |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Bond Fund | \$214,817,211 |  | 10,005 | \$220,856,219 |  | 9,852 | \$221,796,738 | 6.2\% | 9,852 | \$206,972,80¢ | 5.5\% | 9,401 |
| Bond | \$214,817,211 | 6.3\% | 10,005 | \$220,856,219 | 6.2\% | 9,852 | \$221,796,738 | 6.2\% | 9,852 | \$206,972,806 | 5.5\% | 9,401 |
| Stable Value Fund |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Compensation Stable Value Fund | \$797,933,196 | 23.5\% | 12,650 | \$821,127,274 | 23.2\% | 12,960 | \$843,972,051 | 23.6\% | 12,966 | \$853,616,283 | 22.5\% | 13,001 |
| Stable Value Fund | \$797,933,196 | 23.5\% | 12,650 | \$821,127,274 | 23.2\% | 12,966 | \$843,972,051 | 23.6\% | 12,966 | \$853,616,283 | 22.5\% | 13,001 |
| Fixed Bank Fund |  |  |  |  |  |  |  |  |  |  |  |  |
| Washington Mutual CD's | \$9,571,143 | 0.3\% | 379 | \$8,565,942 | 0.2\% | 275 | \$5,924,884 | 0.2\% | 275 | \$5,937,55 | 0.2\% | 198 |
| FDIC Insured Savings Option | \$297,027,459 | 8.8\% | 10,112 | \$296,354,124 | 8.4\% | 9,816 | \$305,937,99¢ | 8.5\% | 9,816 | \$296,880,462 | 7.8\% | 9,633 |
| Fixed Bank Fund | \$306,598,602 | 9.0\% | 10,491 | \$304,920,066 | 8.6\% | 10,091 | \$311,862,880 | 8.7\% | 10,091 | \$302,818,021 | 8.0\% | 9,831 |
| Self-Directed |  |  |  |  |  |  |  |  |  |  |  |  |
| Schwab Self-Directed | \$194,722,30才 | 5.7\% | 1,769 | \$212,608,893 | 6.0\% | 3,942 | \$214,734,272 | 6.0\% | 3,942 | \$228,701,894 | 6.0\% | 4,063 |
| Self-Directed | \$194,722,307 | 5.7\% | 1,769 | \$212,608,893 | 6.0\% | 3,942 | \$214,734,272 | 6.0\% | 3,942 | \$228,701,894 | 6.0\% | 4,063 |
| Grand Total | \$3,391,616,360 | 100.0\% | 103,572 | \$3,539,459,129 | 100.0\% | 106,275 | \$3,578,684,906 | 100.0\% | 106,275 | \$3,793,400,087 | 100.0\% | 107,416 |

## Net Transfer Detail

|  | Fund Name | Contributions | Additional Deposit | Transfers $\qquad$ | Distributions | Transfers Out | Ending <br> Balance | Net Transfers |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ultra Aggressive Profile Portfolio |  | \$2,199,321 | \$86,406 | \$16,553,172 | $(\$ 785,441)$ | (\$14,184,480) | \$3,868,978 | \$2,368,692 |
| Aggressive Profile Portfolio |  | \$5,809,603 | \$360,464 | \$24,765,444 | (\$2,461,120) | (\$21,818,609) | \$6,655,782 | \$2,946,835 |
| Moderate Profile Portfolio |  | \$3,998,767 | \$646,884 | \$18,434,332 | (\$2,745,175) | (\$9,345,671) | \$10,989,137 | \$9,088,661 |
| Conservative Profile Portfolio |  | \$1,530,499 | \$252,797 | \$13,280,495 | (\$1,062,290) | (\$4,612,430) | \$9,389,072 | \$8,668,065 |
| Ultra Conservative Profile Portfolio |  | \$534,090 | \$143,151 | \$7,609,296 | (\$624,255) | (\$5,374,036) | \$2,288,246 | \$2,235,261 |
| Fidelity Diversified International |  | \$2,933,635 | \$60,425 | \$6,117,367 | (\$1,959,669) | (\$5,818,809) | \$1,332,950 | \$298,559 |
| DWS EAFE Equity Index |  | \$801,264 | \$6,771 | \$1,936,761 | (\$302,165) | (\$1,878,642) | \$563,990 | \$58,119 |
| SSGA Russell Small Cap Index NL Series S |  | \$2,822,865 | \$37,226 | \$23,743,931 | (\$2,049,771) | (\$18,669,127) | \$5,885,123 | \$5,074,804 |
| DCP Mid Cap Fund |  | \$2,251,978 | \$57,052 | \$13,820,366 | (\$1,194,155) | (\$6,221,393) | \$8,713,848 | \$7,598,973 |
| DCP Large Cap Fund |  | \$16,541,036 | \$804,545 | \$14,728,870 | (\$16,329,989) | (\$33,134,958) | (\$17,390,495) | (\$18,406,088) |
| DCP Bond |  | \$3,437,599 | \$133,399 | \$6,651,661 | (\$4,112,694) | (\$21,422,505) | (\$15,312,540) | (\$14,770,844) |
| FDIC - Insured Savings Account |  | \$4,520,703 | \$486,220 | \$37,228,796 | (\$9,029,346) | (\$42,504,061) | (\$9,297,688) | (\$5,275,265) |
| Deferred Compensation Stable Value |  | \$8,531,039 | \$26,651,462 | \$41,733,945 | (\$26,230,392) | (\$46,111,064) | \$4,574,990 | (\$4,377,119) |
| JPMorganChase Certificates of Deposit |  | \$0 | \$0 | \$0 | (\$39,732) | \$0 | (\$39,732) | \$0 |
| Schwab Self-Directed |  | \$2,008,512 | \$0 | \$11,867,100 | \$0 | (\$7,326,143) | \$6,549,470 | \$4,540,95才 |

## Net Cash Flow Detail

| Fund | Contributions | Additional Deposit | Transfers In | Distributions | Transfers Out | Net Cash Flow |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ultra Aggressive Profile Portfolio | \$2,199,321 | \$86,406 | \$16,553,172 | (\$785,441) | (\$14,184,480) | \$3,868,978 |
| Aggressive Profile Portfolio | \$5,809,603 | \$360,464 | \$24,765,444 | (\$2,461,120) | (\$21,818,609) | \$6,655,782 |
| Moderate Profile Portfolio | \$3,998,767 | \$646,884 | \$18,434,332 | (\$2,745,175) | (\$9,345,671) | \$10,989,137 |
| Conservative Profile Portfolio | \$1,530,499 | \$252,797 | \$13,280,495 | (\$1,062,290) | (\$4,612,430) | \$9,389,072 |
| Ultra Conservative Profile Portfolio | \$534,090 | \$143,151 | \$7,609,296 | $(\$ 624,255)$ | (\$5,374,036) | \$2,288,246 |
| Fidelity Diversified International | \$2,933,635 | \$60,425 | \$6,117,367 | (\$1,959,669) | (\$5,818,809) | \$1,332,950 |
| DWS EAFE Equity Index | \$801,264 | \$6,771 | \$1,936,761 | $(\$ 302,165)$ | (\$1,878,642) | \$563,990 |
| SSGA Russell Small Cap Index NL Series S | \$2,822,865 | \$37,226 | \$23,743,931 | (\$2,049,771) | (\$18,669,127) | \$5,885,123 |
| DCP Mid Cap Fund | \$2,251,978 | \$57,052 | \$13,820,366 | (\$1,194,155) | (\$6,221,393) | \$8,713,848 |
| DCP Large Cap Fund | \$16,541,036 | \$804,545 | \$14,728,870 | (\$16,329,989) | (\$33,134,958) | (\$17,390,495) |
| DCP Bond Fund | \$3,437,599 | \$133,399 | \$6,651,661 | (\$4,112,694) | (\$21,422,505) | (\$15,312,540) |
| FDIC - Insured Savings Account | \$4,520,703 | \$486,220 | \$37,228,796 | (\$9,029,346) | (\$42,504,061) | (\$9,297,688) |
| Deferred Compensation Stable Value | \$8,531,039 | \$26,651,462 | \$41,733,945 | (\$26,230,392) | (\$46,111,064) | \$4,574,990 |
| JPMorganChase Certificates of Deposit | \$0 | \$0 | \$0 | (\$39,732) | \$0 | (\$39,732) |
| Schwab Self-Directed | \$2,008,512 | \$0 | \$11,867,100 | \$0 | (\$7,326,143) | \$6,549,470 |

## Loan Details

LOANS INITIATED

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC | TOTAL YTD |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 312 | 294 | 311 | 336 | 369 | 449 | 427 | 487 | 474 | 476 | 460 | 412 | 4,807 |
| 2010 | 380 | 376 | 496 | 450 | 490 | 514 | 459 | 548 | 488 | 428 | 468 | 451 | 5,548 |
| 2011 | 387 | 415 | 501 | 438 | 510 | 508 | 484 | 557 | 459 | 465 | 484 | 487 | 5,695 |
| 2012 | 395 | 386 | 495 | 501 | 496 | 488 | 549 | 575 | 520 | 516 | 572 | 501 | 5,994 |
| 2013 | 524 | 443 | 476 |  |  |  |  |  |  |  |  |  | 1,443 |

PARTICIPANTS WITH ONE OUTSTANDING LOAN

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 7,388 | 7,480 | 7,622 | 7,719 | 7,810 | 7,945 | 8,035 | 8,157 | 8,317 | 8,495 | 8,640 | 8,766 |
| 2010 | 8,801 | 8,901 | 9,011 | 9,097 | 9,253 | 9,383 | 9,480 | 9,626 | 9,730 | 9,852 | 10,007 | 10,131 |
| 2011 | 9,783 | 9,885 | 9,957 | 9,871 | 9,697 | 10,027 | 10,197 | 10,298 | 10,372 | 10,291 | 10,236 | 10,407 |
| 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 |  |  |  |  |  |  |  |  |  |


| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 1,674 | 1,776 | 1,867 | 2,018 | 2,086 | 2,211 | 2,335 | 2,458 | 2,562 | 2,693 | 2,839 | 2,953 |
| 2010 | 2,923 | 3,000 | 3,109 | 3,201 | 3,287 | 3,403 | 3,516 | 3,675 | 3,792 | 3,890 | 3,997 | 4,106 |
| 2011 | 4,020 | 4,116 | 4,193 | 4,326 | 4,378 | 4,506 | 4,706 | 4,914 | 4,973 | 5,249 | 5,360 | 5,438 |
| 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 |  |  |  |  |  |  |  |  |  |

## TOTAL OUTSTANDING LOANS

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 9,062 | 9,256 | 9,489 | 9,737 | 9,896 | 10,156 | 10,370 | 10,615 | 10,879 | 11,188 | 11,479 | 11,719 |
| 2010 | 11,724 | 11,901 | 12,120 | 12,298 | 12,540 | 12,786 | 12,996 | 13,301 | 13,522 | 13,742 | 14,004 | 14,237 |
| 2011 | 13,803 | 14,001 | 14,150 | 14,197 | 14,075 | 14,533 | 14,903 | 15,212 | 15,345 | 15,540 | 15,596 | 15,845 |
| 2012 | 15,948 | 16,819 | 16,973 | 16,445 | 16,565 | 16,655 | 16,723 | 16,938 | 17,122 | 17,259 | 17,824 | 17,952 |
| 2013 | 18,188 | 18,723 | 18,008 |  |  |  |  |  |  |  |  |  |

## LOANS IN DEFAULTED STATUS

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2009 | 303 | 292 | 321 | 318 | 311 | 367 | 362 | 354 | 381 | 377 | 371 | 450 |
| 2010 | 428 | 419 | 497 | 476 | 468 | 527 | 544 | 537 | 637 | 619 | 608 | 597 |
| 2011 | 596 | 586 | 639 | 620 | 615 | 639 | 630 | 618 | 664 | 664 | 744 | 731 |
| 2012 | 690 | 751 | 732 | 719 | 709 | 752 | 736 | 718 | 806 | 806 | 783 | 813 |
| 2013 | 842 | 773 | 765 |  |  |  |  |  |  |  |  |  |

Director

Lisa Tilley

## Cast

Gary Robison
Usha Archer

## Producer

Monise Lane

