



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN

QUARTERLY REPORT

FOURTH QUARTER 2016



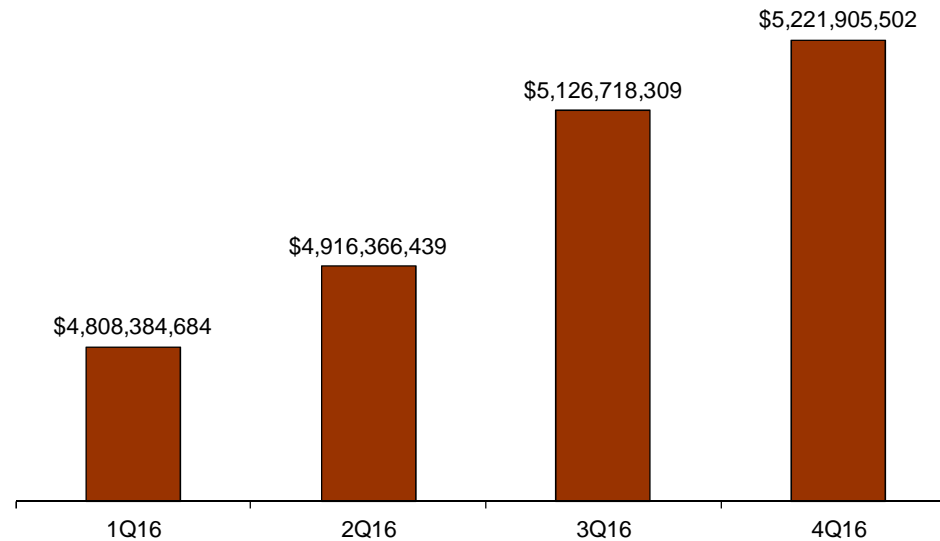
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Plan Overview



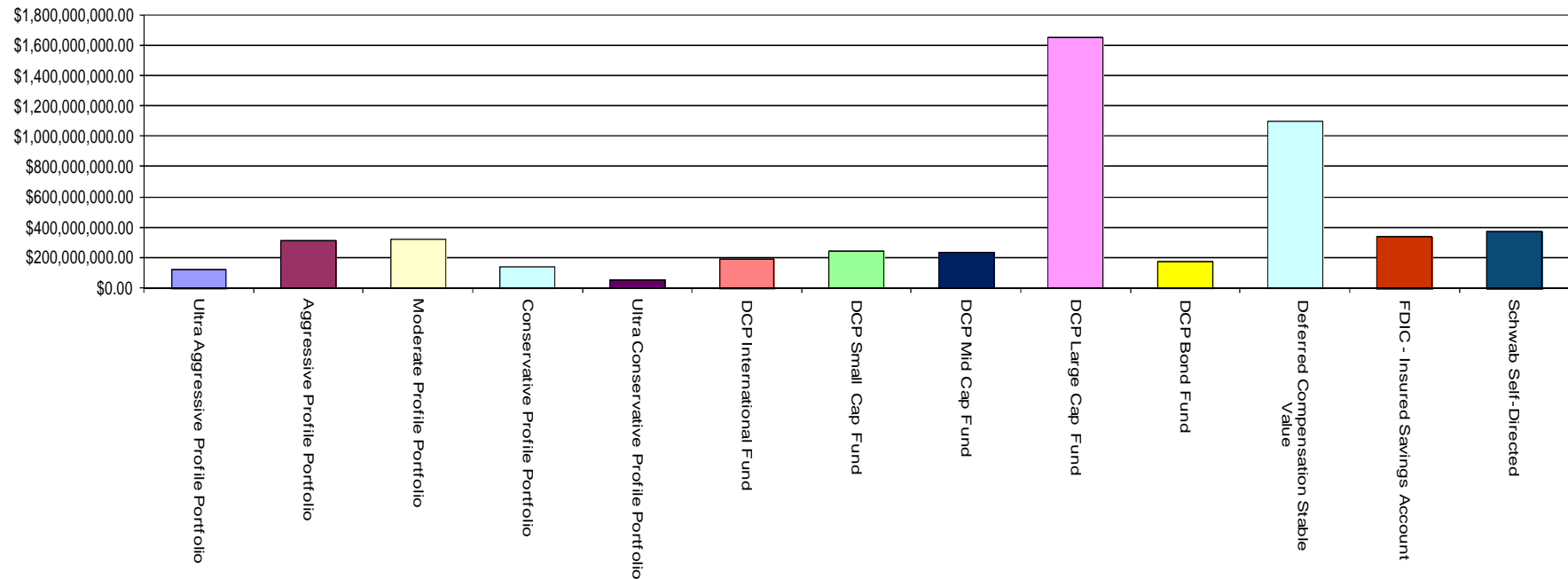
Assets



Net Asset Change	1Q 2016	2Q 2016	3Q 2016	4Q 2016
Beginning Balance	\$4,726,682,745	\$4,808,384,684	\$4,916,366,439	\$5,126,718,309
Deposits	\$113,742,265	\$109,533,886	\$142,279,620	\$74,380,516
Net Transfers	(\$104,603)	\$199,523	(\$12,720)	(\$54,384)
Fees	(\$689,458)	(\$694,771)	(\$718,360)	(\$721,980)
Distributions	(\$74,537,950)	(\$78,985,532)	(\$86,086,776)	(\$75,680,119)
Change in Value	\$43,291,685	\$77,928,651	\$154,890,106	\$97,263,160
Interest/Dividends	\$0	\$0	\$0	\$0
Ending Balance	\$4,808,384,684	\$4,916,366,439	\$5,126,718,309	\$5,221,905,502
Outstanding Loans	\$186,782,503	\$189,904,518	\$191,590,261	\$192,883,127
Total Assets Including Loans Outstanding	\$4,995,167,187	\$5,106,270,957	\$5,318,308,570	\$5,414,788,628
Total Assets in Ending Balance As Roth Balances	\$41,550,381	\$46,246,564	\$52,501,583	\$57,476,012
Net Asset Change				



Quarter End Assets

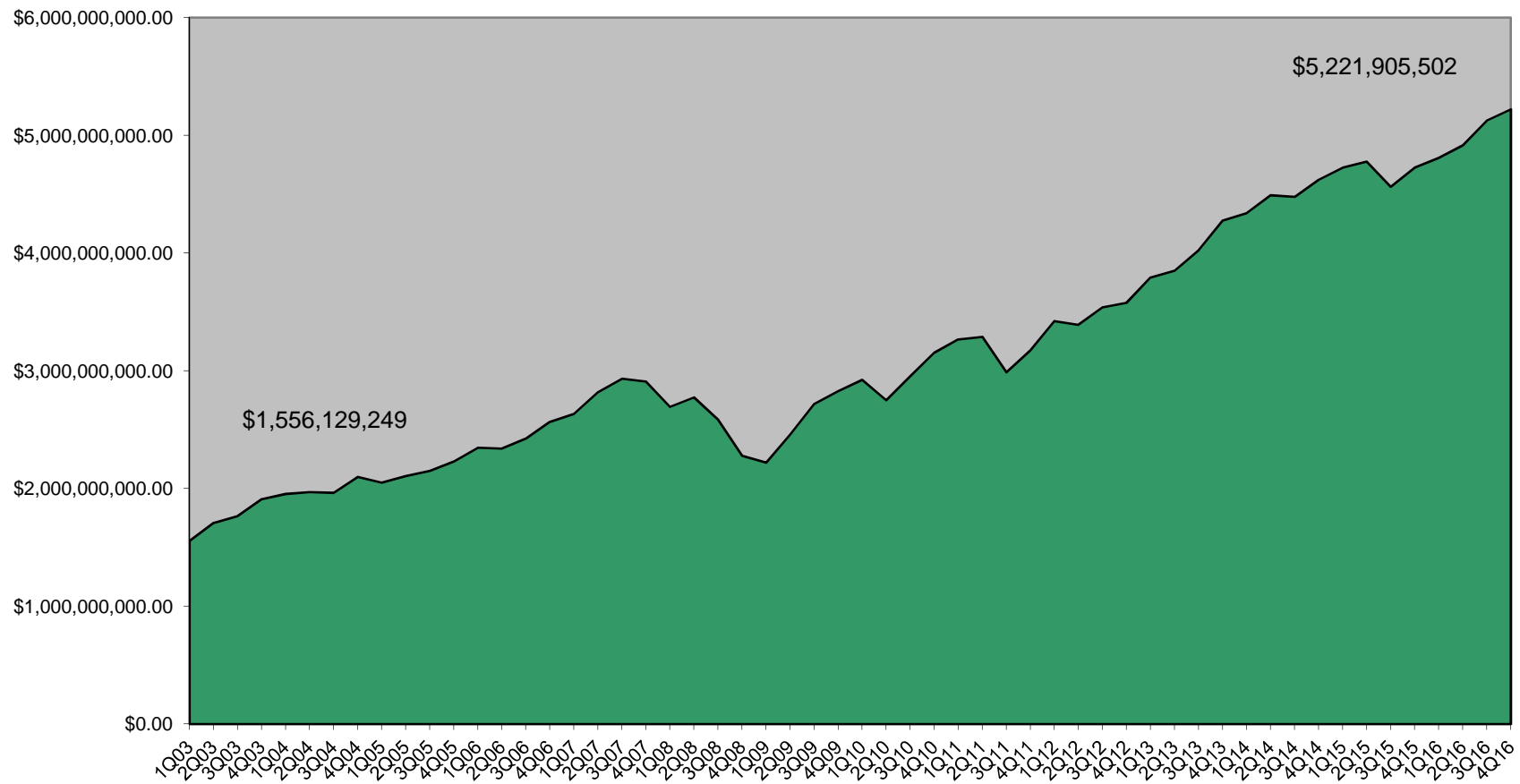


Total Assets = \$ 5,221,905,502

Details on page 37

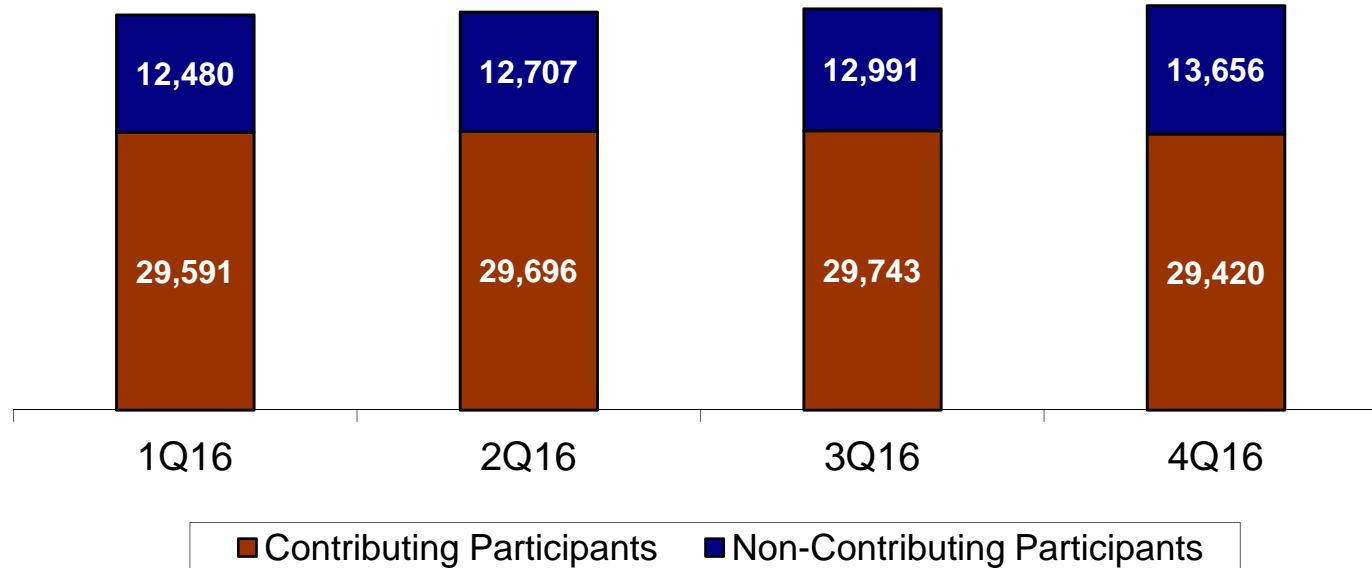


Historical Assets





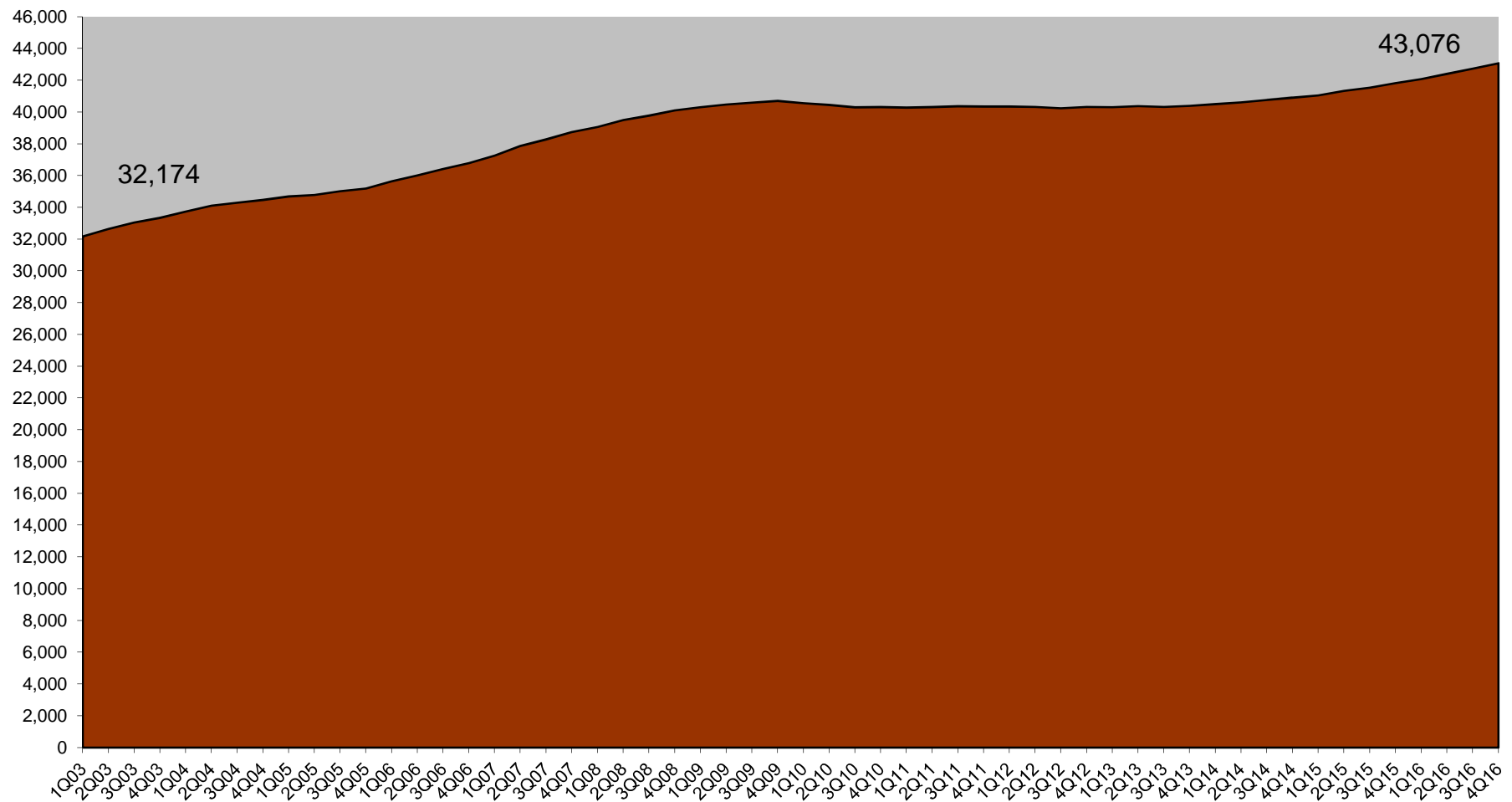
Quarter End Participants



	1Q16	2Q16	3Q16	4Q16
Contributing Participants	29,591	29,696	29,743	29,420
Non-Contributing Participants	12,480	12,707	12,991	13,656
Total Participants	42,071	42,403	42,734	43,076
New Participants Added	582	389	588	538
Average Roth Deferral	\$169	\$166	\$159	\$150
Average Pre-Tax Deferral	\$292	\$298	\$303	\$267
Average Bi-Weekly Deferral for the quarter	\$298	\$303	\$307	\$271
Median Account Balance	\$49,065	\$49,112	\$50,328	\$50,603
Participants with a Roth account	5,197	5,561	5,951	6,346

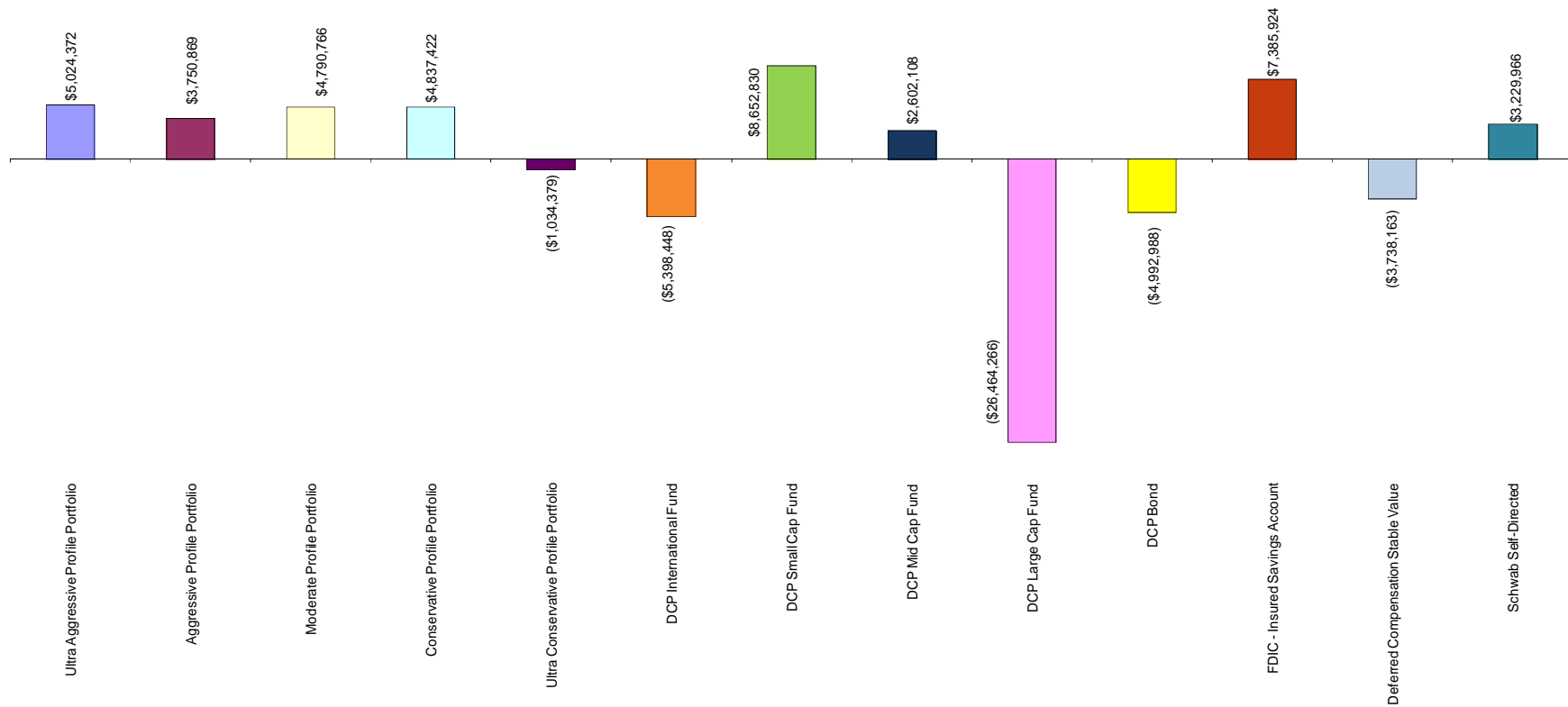


Historical Participants





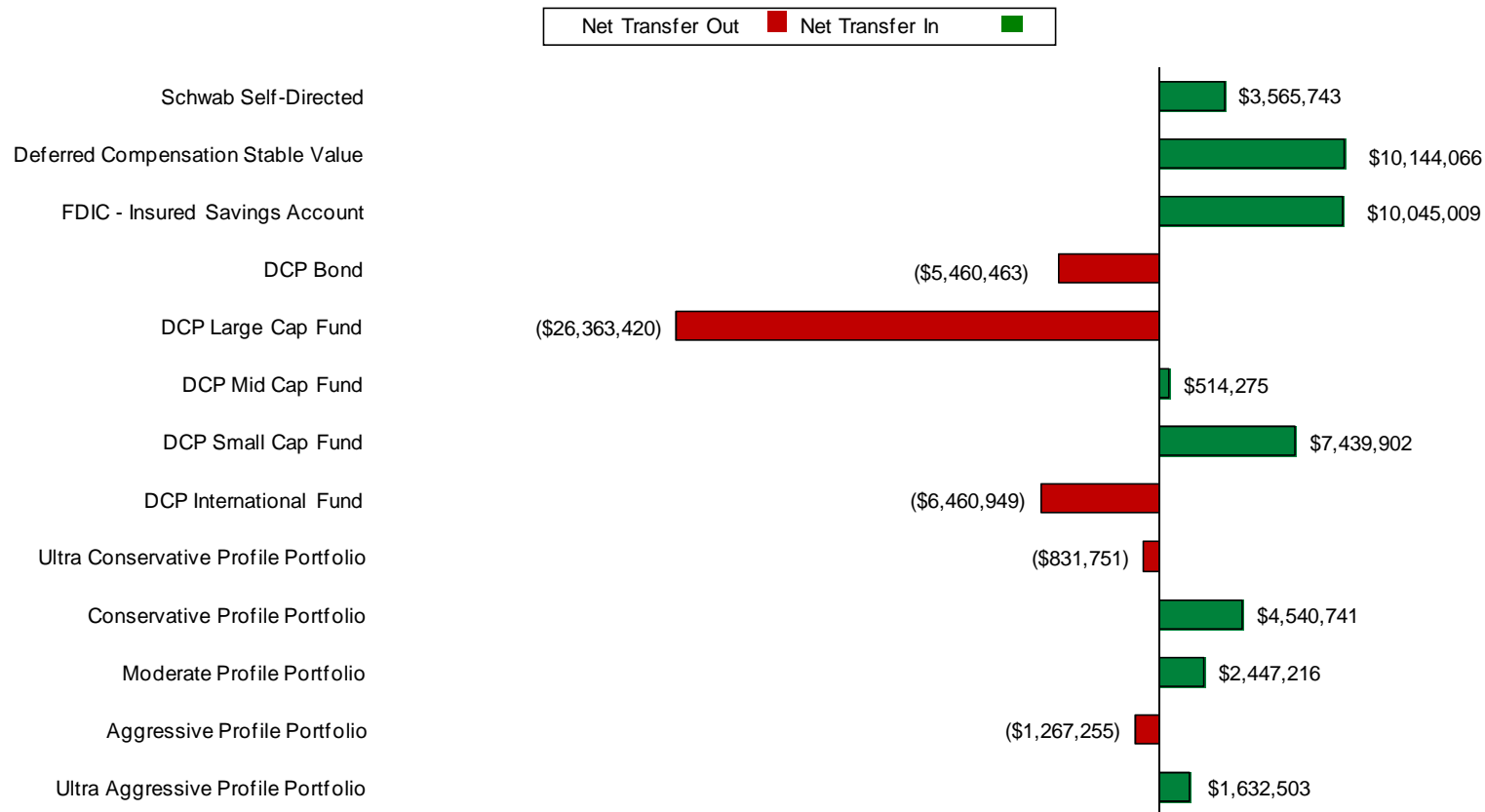
Net Cash Flow



Net Cash Flow Detail can be found on page 39



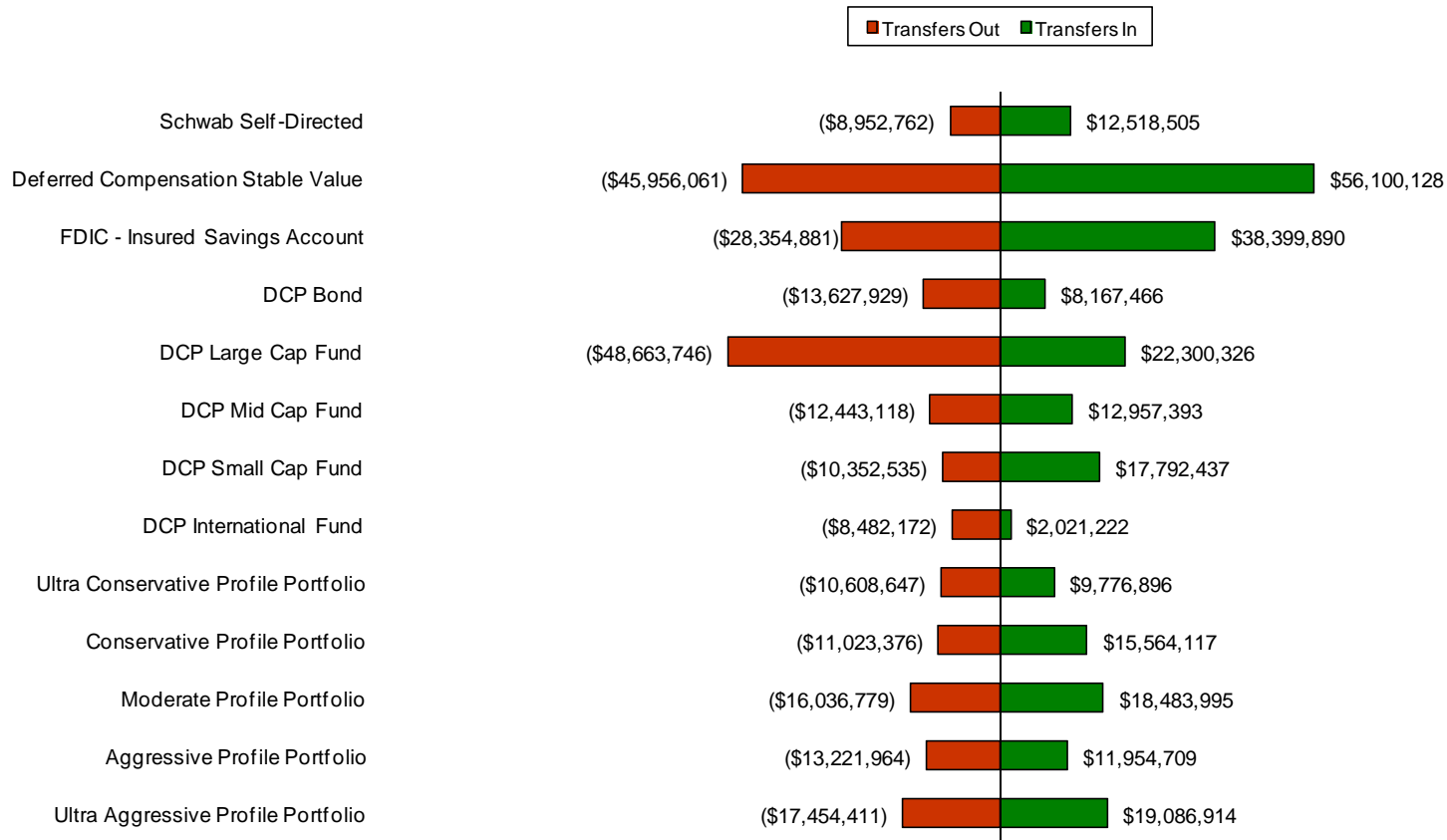
Net Transfer Activity



Transfer Activity Detail can be found on page 38



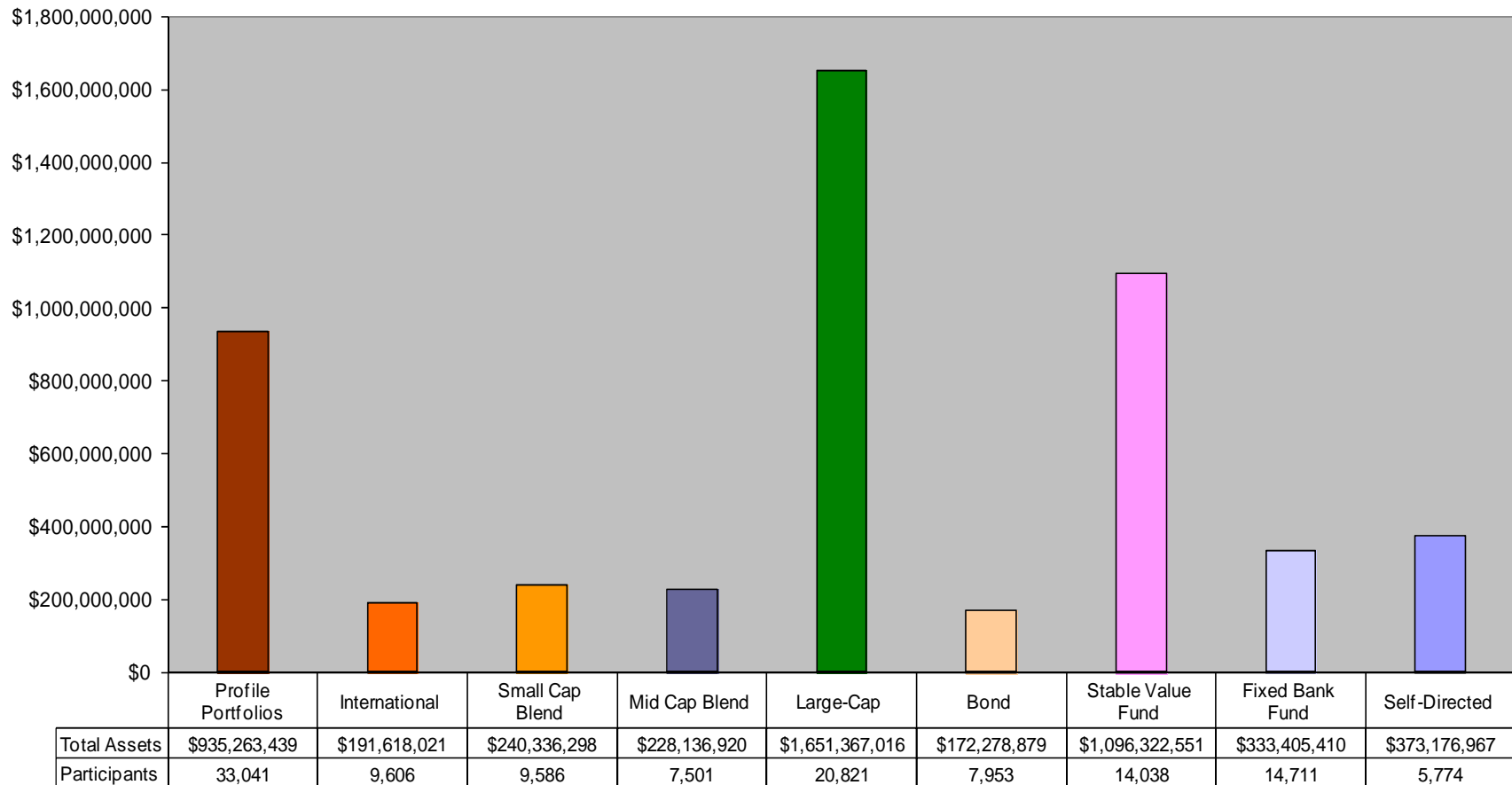
Participant Transfer Activity



Transfer Activity Detail can be found on page 38

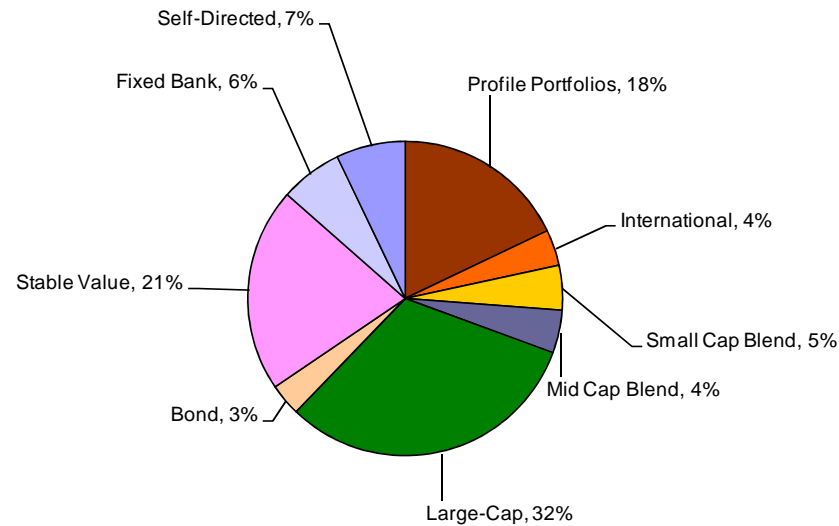


Asset Allocation by Asset Class





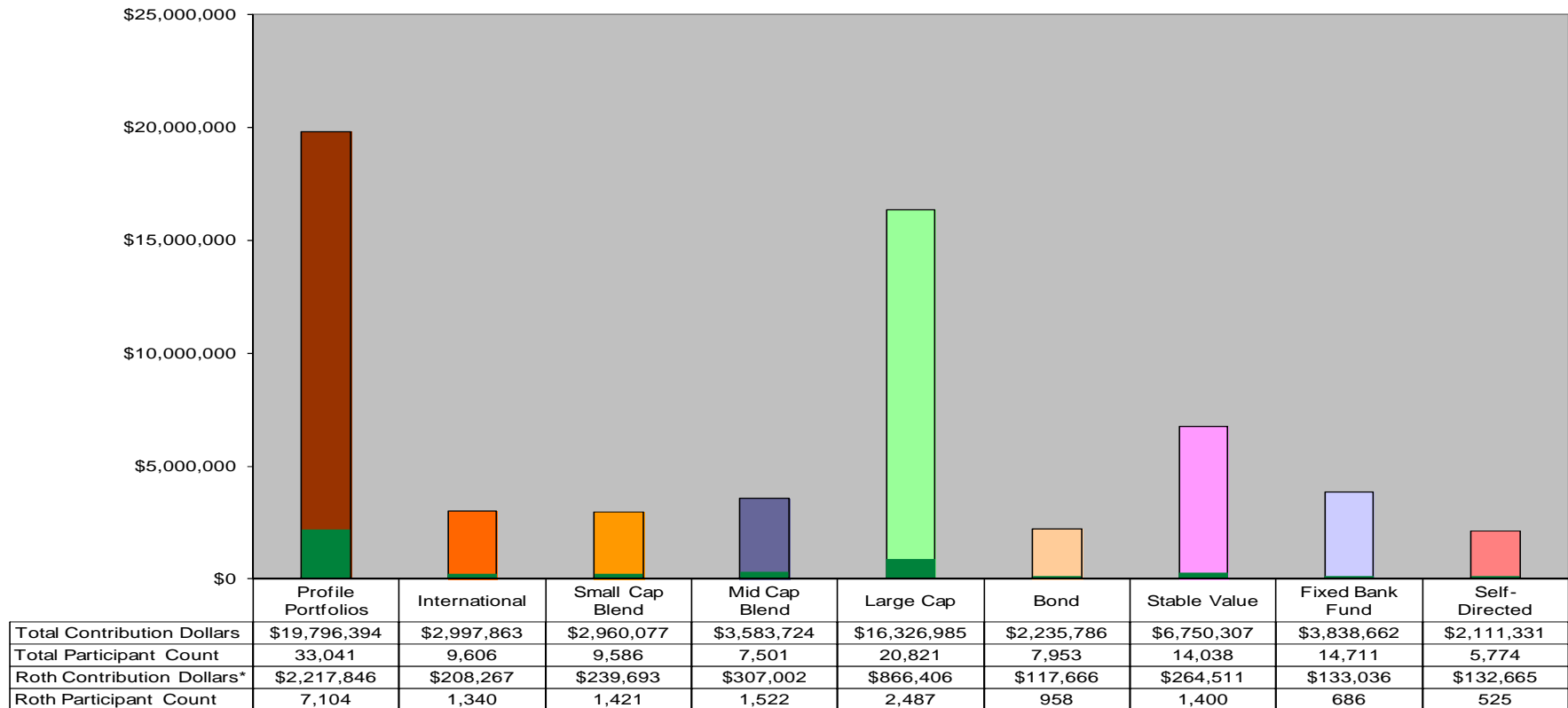
Asset Allocation by Asset Class as Percentage of Total



	Profile Portfolios	International	Small Cap Blend	Mid Cap Blend	Large-Cap	Bond	Stable Value	Fixed Bank	Self-Directed
at 03/31/16	17.3%	4.2%	4.2%	4.4%	32.3%	3.3%	21.0%	6.4%	6.9%
at 06/30/16	17.5%	4.0%	4.1%	4.3%	31.8%	3.5%	21.3%	6.5%	7.0%
at 09/30/16	17.7%	3.9%	4.2%	4.3%	31.5%	3.6%	21.3%	6.4%	7.1%
at 12/31/16	17.9%	3.7%	4.6%	4.4%	31.6%	3.3%	21.0%	6.4%	7.1%



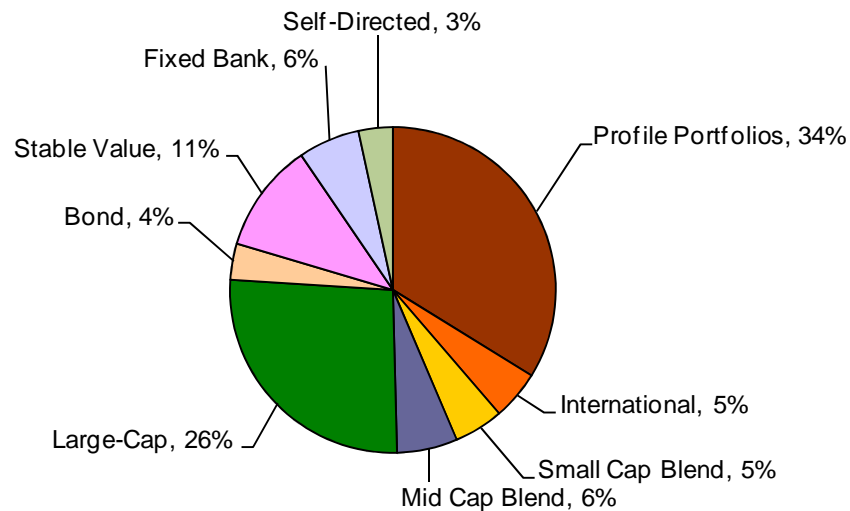
Contribution Allocation by Asset Class



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



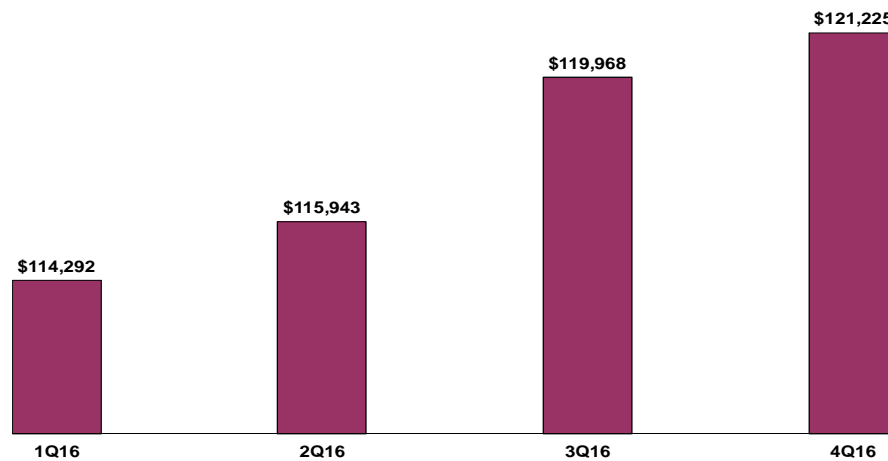
Contribution Allocation by Asset Class by Pct of Total



	Profile Portfolios	International	Small Cap Blend	Mid Cap Blend	Large-Cap	Bond	Stable Value	Fixed Bank	Self-Directed
at 03/31/16	30.8%	5.2%	5.1%	6.3%	26.7%	3.3%	12.6%	6.5%	3.5%
at 06/30/16	31.6%	5.1%	5.0%	6.0%	26.5%	3.3%	12.6%	6.2%	3.7%
at 09/30/16	31.9%	4.9%	4.9%	5.9%	26.4%	3.6%	12.5%	6.2%	3.7%
at 12/31/16	33.8%	4.9%	4.9%	6.0%	26.4%	3.6%	10.9%	6.1%	3.4%



Average Account Balance



CATEGORY	# Of Ppts	Percent	BALANCE	Percent
Less Than \$25,000	15,063	35.0%	\$ 143,904,230	2.8%
\$25,001-\$50,000	6,340	14.7%	\$ 230,469,549	4.4%
\$50,001-\$75,000	3,880	9.0%	\$ 239,026,112	4.6%
\$75,001-\$100,000	2,814	6.5%	\$ 244,506,195	4.7%
\$100,001-\$125,000	2,057	4.8%	\$ 230,501,158	4.4%
\$125,001-\$150,000	1,631	3.8%	\$ 223,513,820	4.3%
\$150,001-\$175,000	1,346	3.1%	\$ 218,254,724	4.2%
\$175,001-\$200,000	1,194	2.8%	\$ 223,338,881	4.3%
\$200,001-\$300,000	3,467	8.0%	\$ 852,810,523	16.3%
\$300,001-\$400,000	2,130	4.9%	\$ 738,083,258	14.1%
\$400,001-\$500,000	1,351	3.1%	\$ 600,690,509	11.5%
\$500,001-\$600,000	745	1.7%	\$ 405,343,681	7.8%
\$600,001-\$700,000	391	0.9%	\$ 252,323,429	4.8%
\$700,001-\$800,000	240	0.6%	\$ 178,995,226	3.4%
\$800,001-\$900,000	161	0.4%	\$ 136,080,203	2.6%
\$900,001-\$1,000,000	96	0.2%	\$ 90,936,994	1.7%
over \$1,000,001	170	0.4%	\$ 213,127,012	4.1%
Total	43,076	100%	\$5,221,905,502	100%

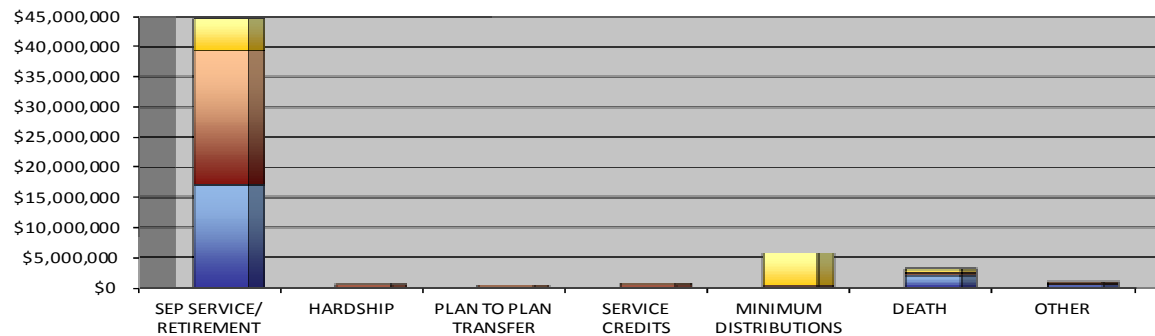
Administrative Overview



Distributions by Dollar and Participant

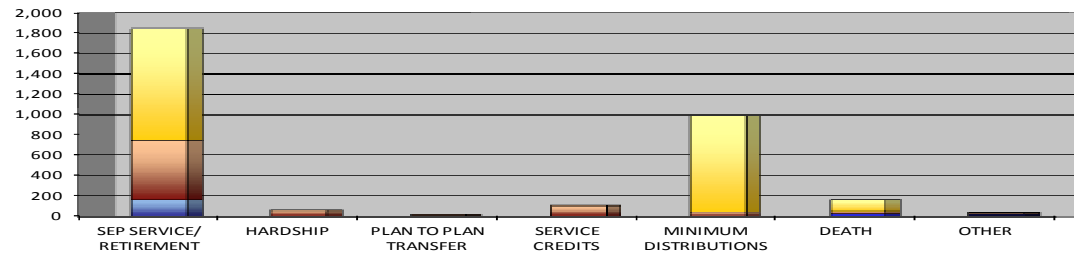
Dollar Amounts

- 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: 32

Total amount of transfers: \$699,791

Participants over Age 60 In-Quarter Activity

9,819

Distributions for this age bracket: 4,921

Number that are loans 108

Number that are Service Credits 8

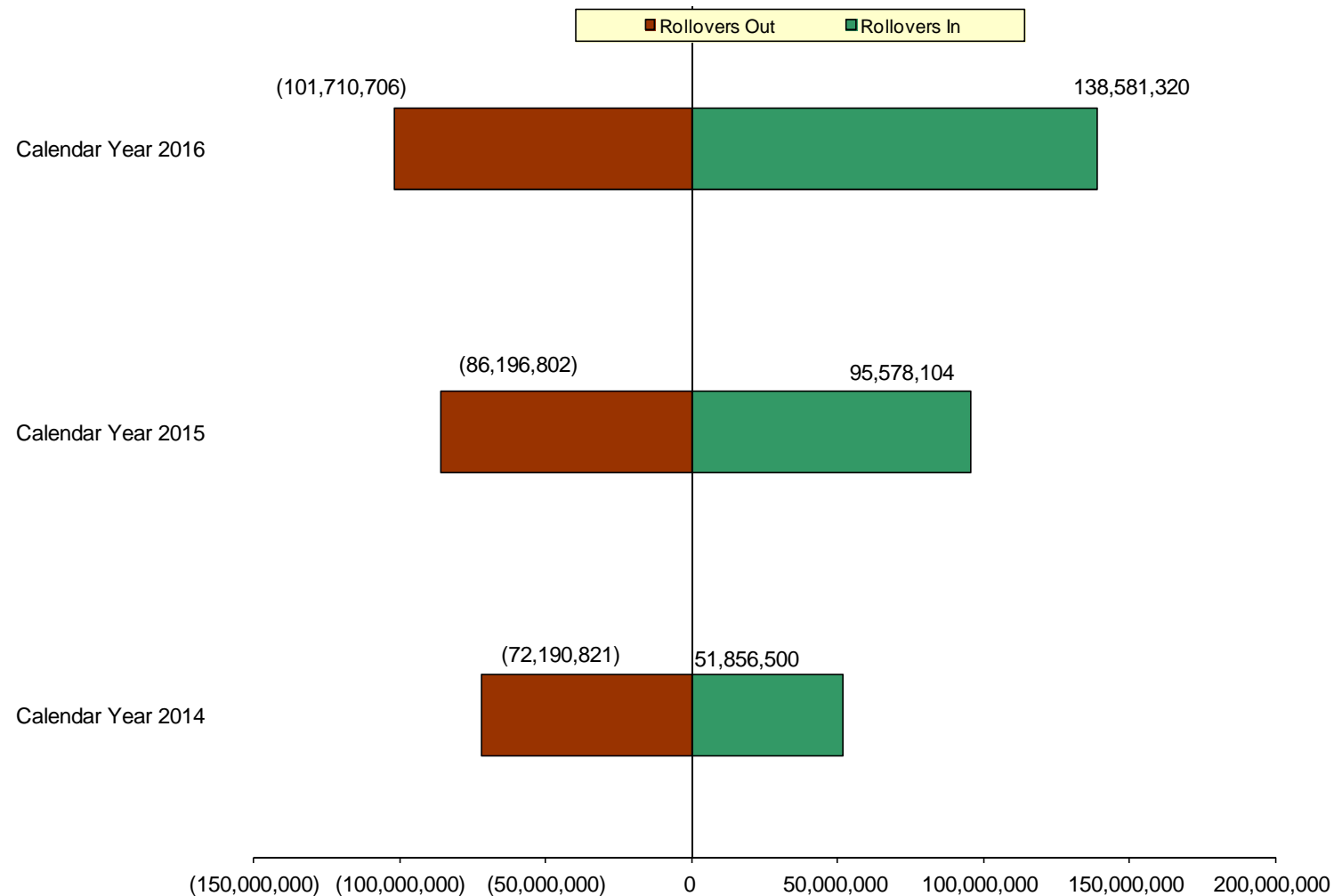


Distribution Detail

FULL DISTRIBUTIONS					
	Distribution Amounts	Percent	Participant Count	Percent	Average Withdrawal
TOTALS	\$19,934,615.41	100.0%	189	100.0%	\$105,474.16
CEDO/QDRO	656,166.85	3.3%	10	5.3%	65,616.69
DEATH	2,093,659.76	10.5%	17	9.0%	123,156.46
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	14,117,069.08	70.8%	105	55.6%	134,448.28
SEP SERVICE	3,067,719.72	15.4%	57	30.2%	53,819.64
PARTIAL DISTRIBUTIONS					
TOTALS	\$44,370,949.93	100.0%	2,360	100.0%	\$18,801.25
CEDO/QDRO	144,648.15	0.3%	13	0.6%	11,126.78
DEMINIMUS	0.00	0.0%	0	0.0%	n/a
DEATH	414,016.13	0.9%	29	1.2%	14,276.42
HARDSHIP	714,499.97	1.6%	61	2.6%	11,713.11
LOAN	19,168,709.90	43.2%	1,521	64.4%	12,602.70
MINIMUM DISTRIBUTIONS	311,467.05	0.7%	39	1.7%	7,986.33
PLAN TO PLAN TRANSFER /IN PLAN RTH	327,077.63	0.7%	11	0.5%	29,734.33
RETIREMENT	15,024,410.12	33.9%	400	16.9%	37,561.03
SEP SERVICE	7,242,275.68	16.3%	183	7.8%	39,575.28
EXTERNAL TRANSFERS	250,000.00	0.6%	1	0.0%	250,000.00
SERVICE CREDITS	773,845.30	1.7%	102	4.3%	7,586.72
PERIODIC INSTALLMENTS					
TOTALS	\$11,374,553.42	100.0%	2,183	100.0%	\$5,210.51
CEDO/QDRO	24,040.34	0.2%	8	0.4%	3,005.04
DEATH	645,095.16	5.7%	118	5.4%	5,466.91
MINIMUM DISTRIBUTIONS	5,426,418.97	47.7%	952	43.6%	5,700.02
RETIREMENT	5,278,998.95	46.4%	1,105	50.6%	4,777.37
70 1/2 INSR	0.00	0.0%	0	0.0%	n/a

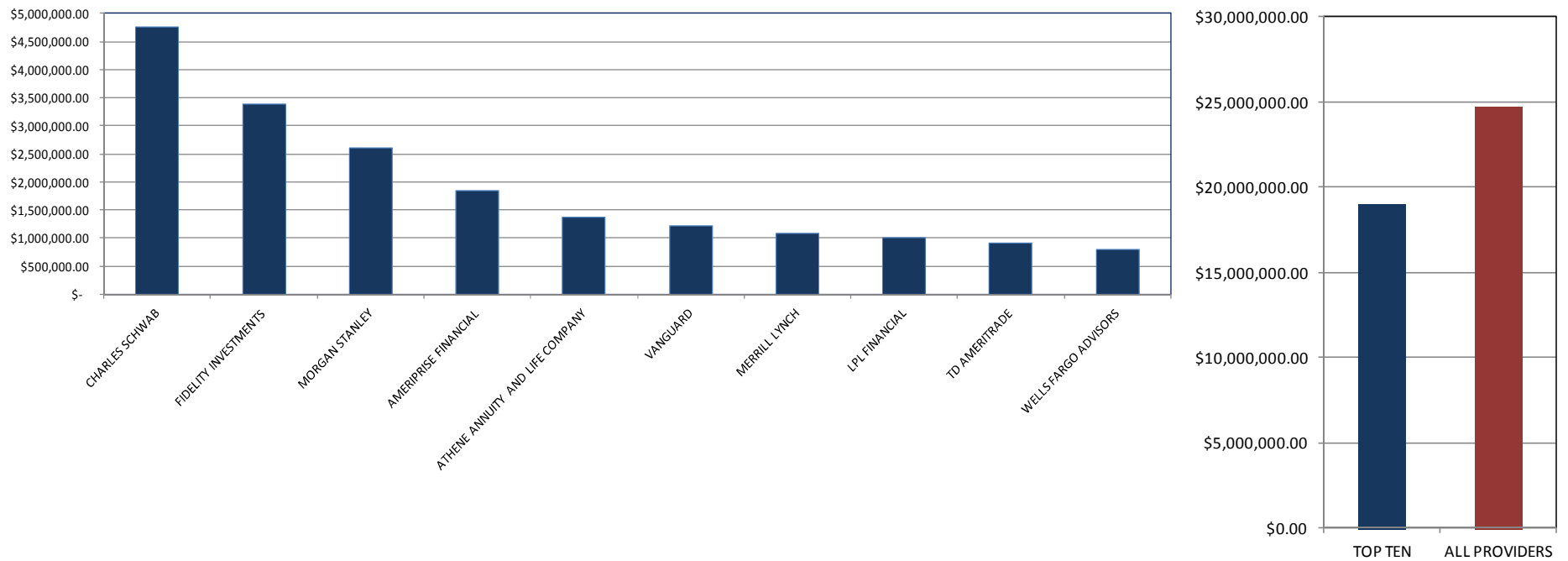


Rollovers Out & Into the Plan





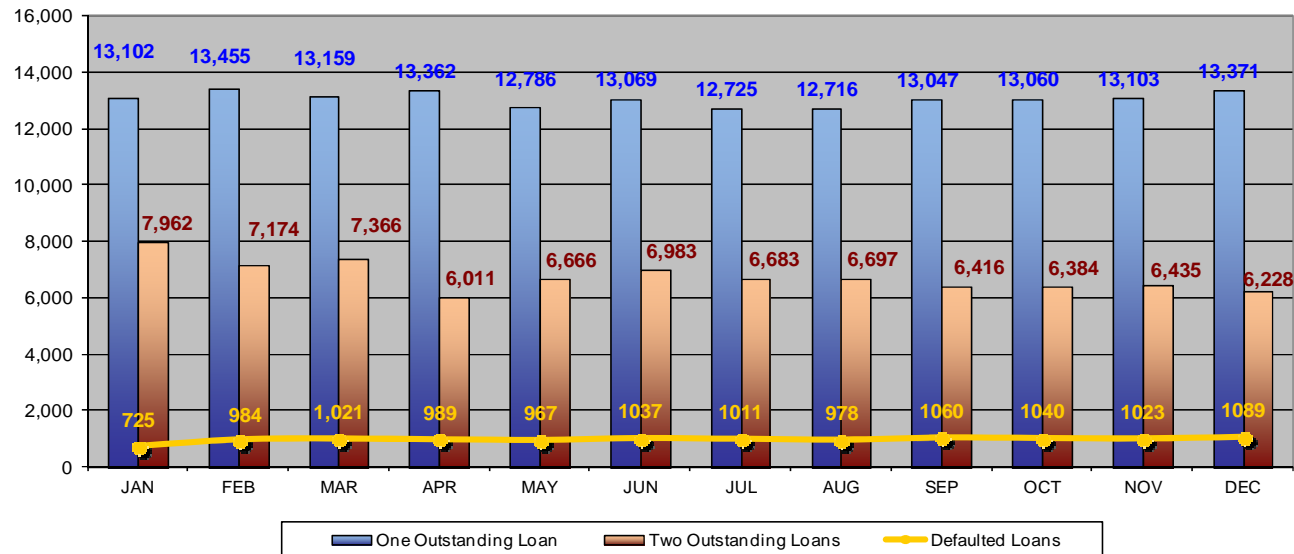
Rollovers to IRA Summary by Top Ten Providers by Dollars



The top 10 providers represent 77% of total assets withdrawn and rolled to an IRA in 4Q 2016.



Loan Overview



Loan Balance Details for Active Loans

Total Balance of Outstanding Loans as of December 31, 2016: \$192,883,126.85

Average Balance of Outstanding Loans as of December 31, 2016: \$9,129.70

Total Balance of Defaulted Loans as of December 31, 2016: \$7,743,268.72

Loan Balance Details for Retiree Loans

Total number of retiree loans: 885

New number of retiree loans added during the quarter: 48

Total number of converted loans: 652

New number of converted loans added during the quarter: 34

Loan Default Details for Quarter

Total number of loans defaulted during the quarter: 92

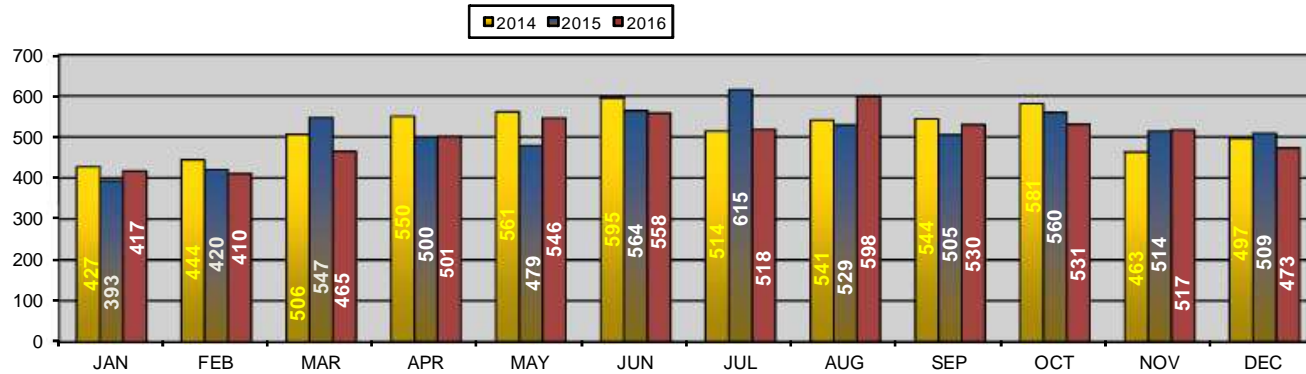
Total dollar amount of defaulted loans during the quarter: \$656,059.29

Historical data found on page 40.



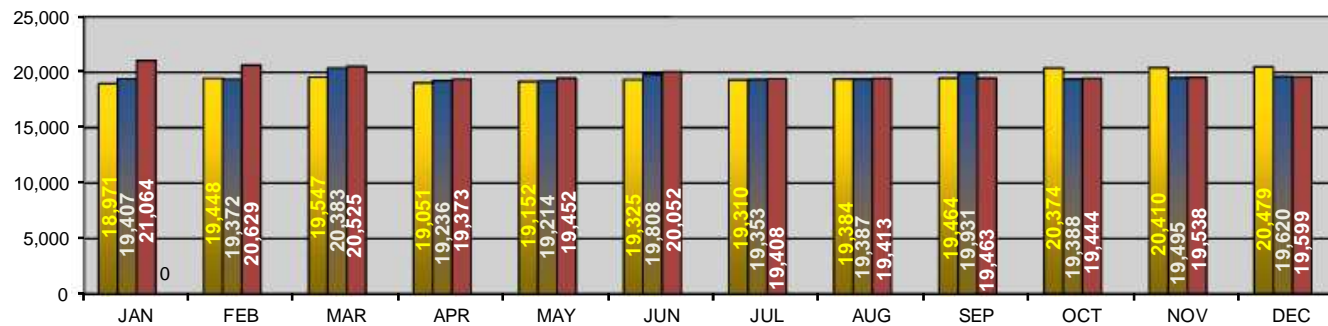
Loan Highlight by Year

Loan Initiations



Average New Loan Initiations 2014: 519
 2015: 511
 2016: 505

Outstanding Loans



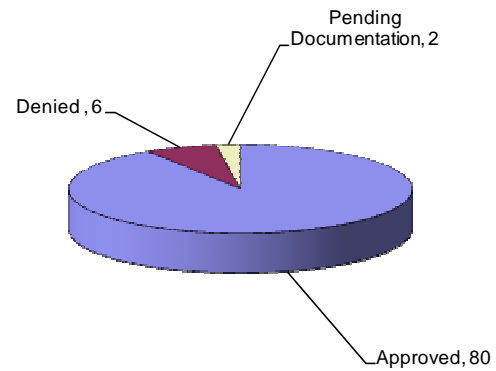
Average Outstanding Loans 2014: 19,576
 2015: 19,550
 2016: 19,830

Historical data found on page 40.

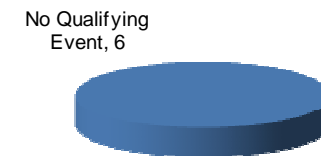


Hardships

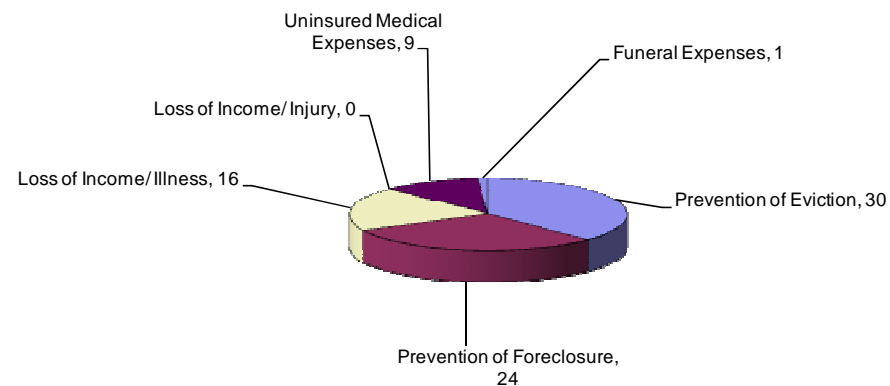
Hardships Processed During Quarter



Denial Reasons

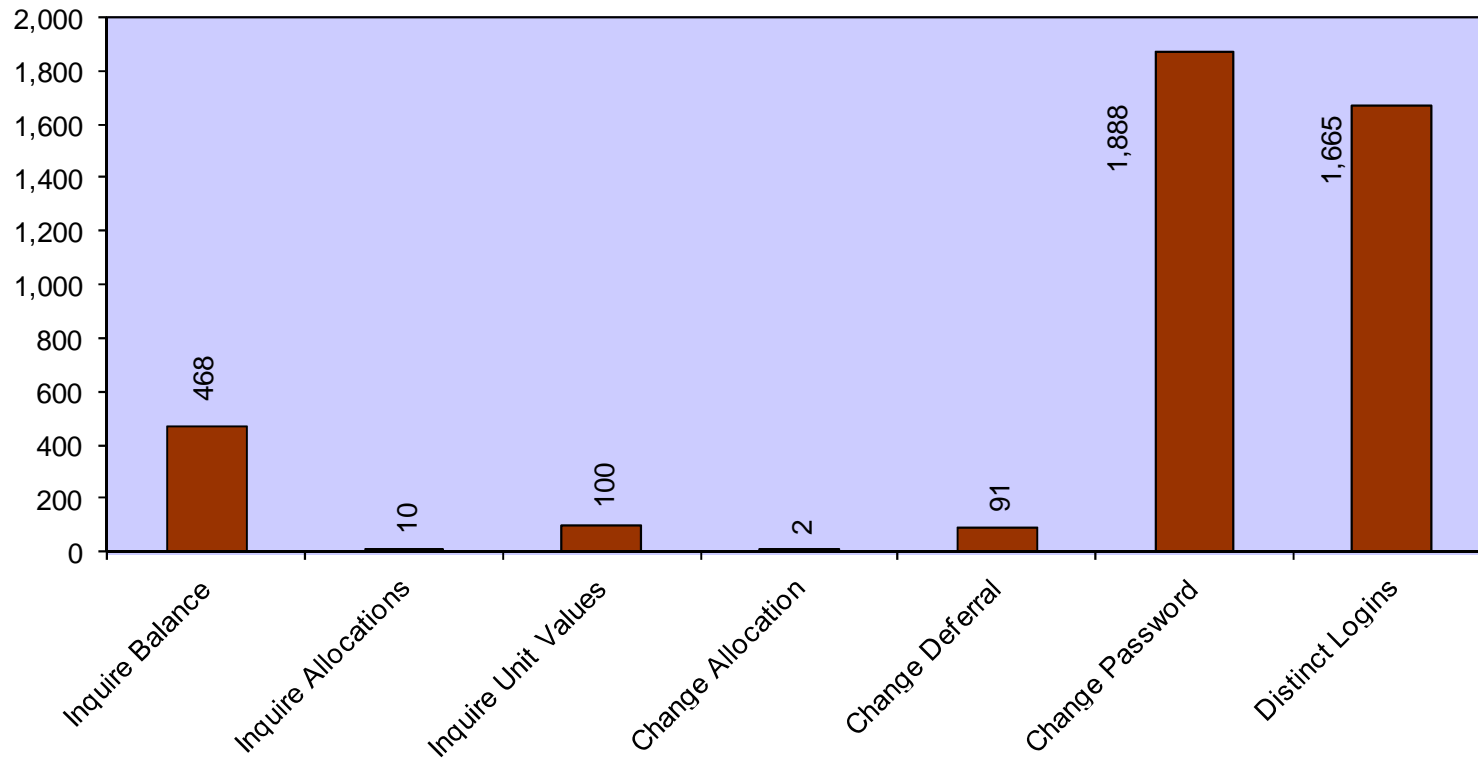


Distribution Reasons





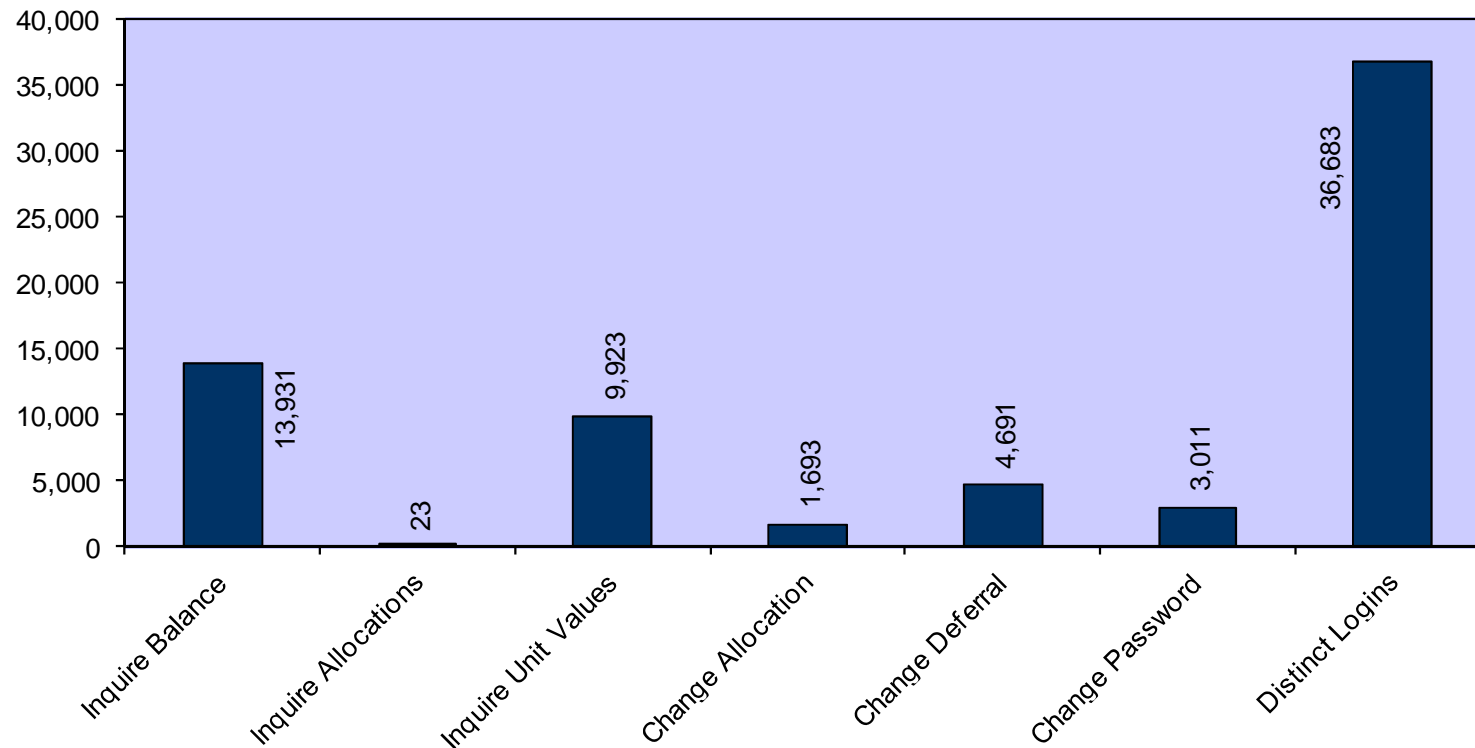
Keytalk® Statistics



Total Logins Keytalk: 10,284



Internet Statistics



Total Logins Internet: 259,635
Average Logins Internet Monthly: 86,545
Average Distinct Users Monthly: 12,228



Online Statement Delivery

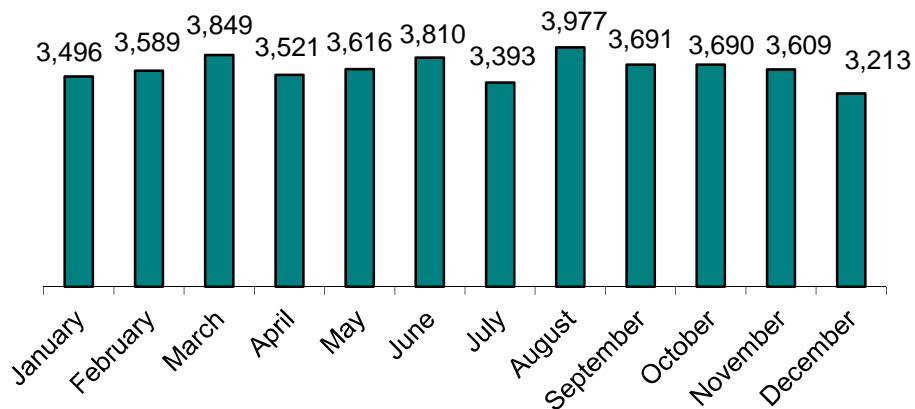
Quarter Ending	Online Statements	Total Statements	Percentage Utilization
12/31/2011	2,369	40,348	5.87%
3/31/2012	2,348	40,566	5.79%
6/30/2012	2,918	40,582	7.19%
9/30/2012	2,956	40,494	7.30%
12/31/2012	3,003	40,392	7.43%
3/31/2013	4,014	40,550	9.90%
6/30/2013	4,088	40,604	10.07%
9/30/2013	4,218	40,582	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%
6/30/2016	14,069	42,430	33.16%
9/30/2016	14,577	42,764	34.09%
12/31/2016	15,069	43,106	34.96%

Local Office Activity



Total Participant Contact

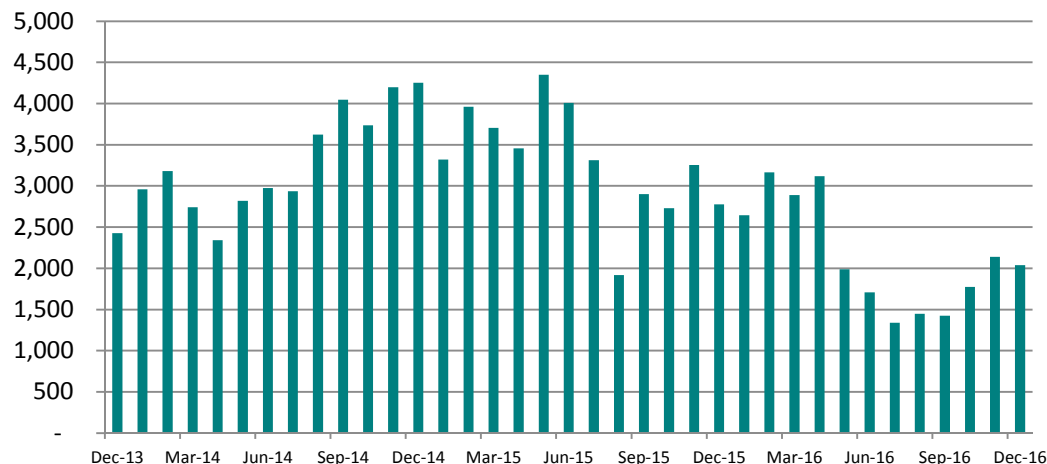
4th Quarter 2016



Met with 10,512 participants.

- Popular topics: Accrued Leaves, Catch-Up Requests, Enrollments, Loan Requests, Distribution Requests, Investment Inquiries, Deferral Increases, Purchase of Service Credits, Retirement Income Projection Calculator Reviews, and Website Assistance.

December 2013 - December 2016

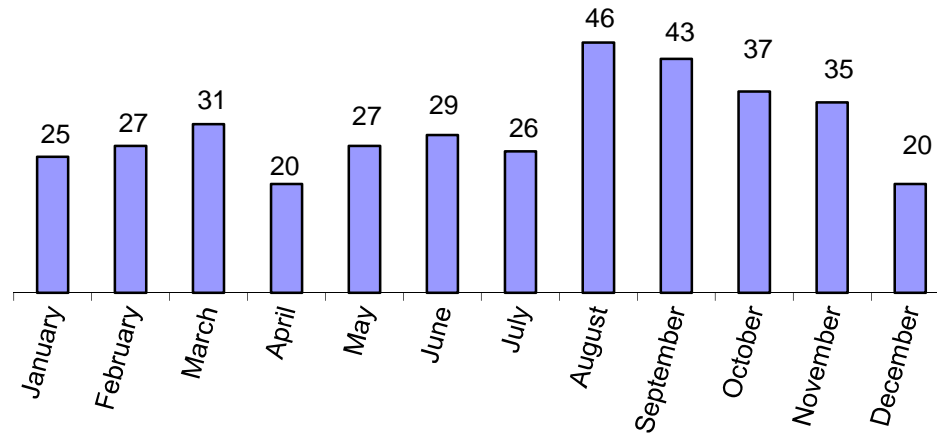


Participant contact is the total number of employees and participants that we have spoke with in person or over via phone at group meetings and individual counseling sessions.

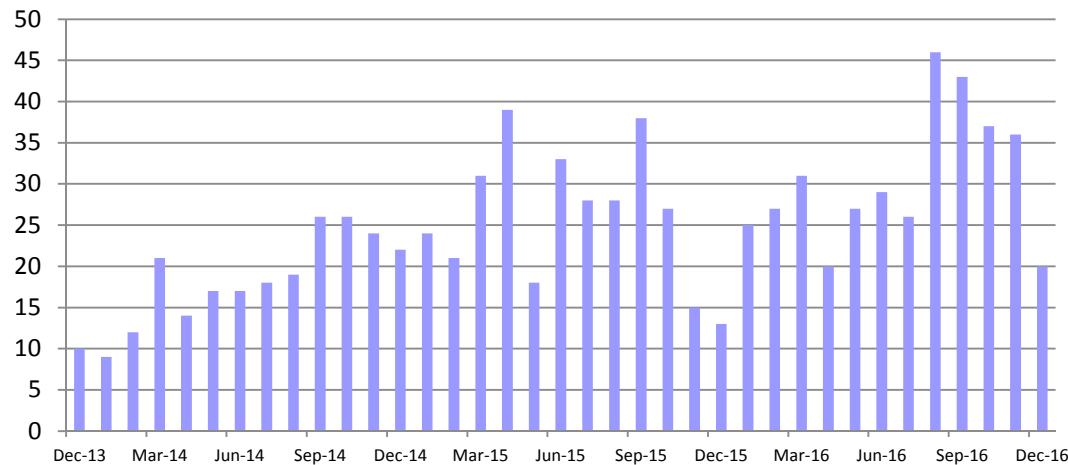


Group Meetings / Facility Visits

4th Quarter 2016



December 2013 - December 2016



CITY OF Los Angeles DEFERRED COMPENSATION PLAN

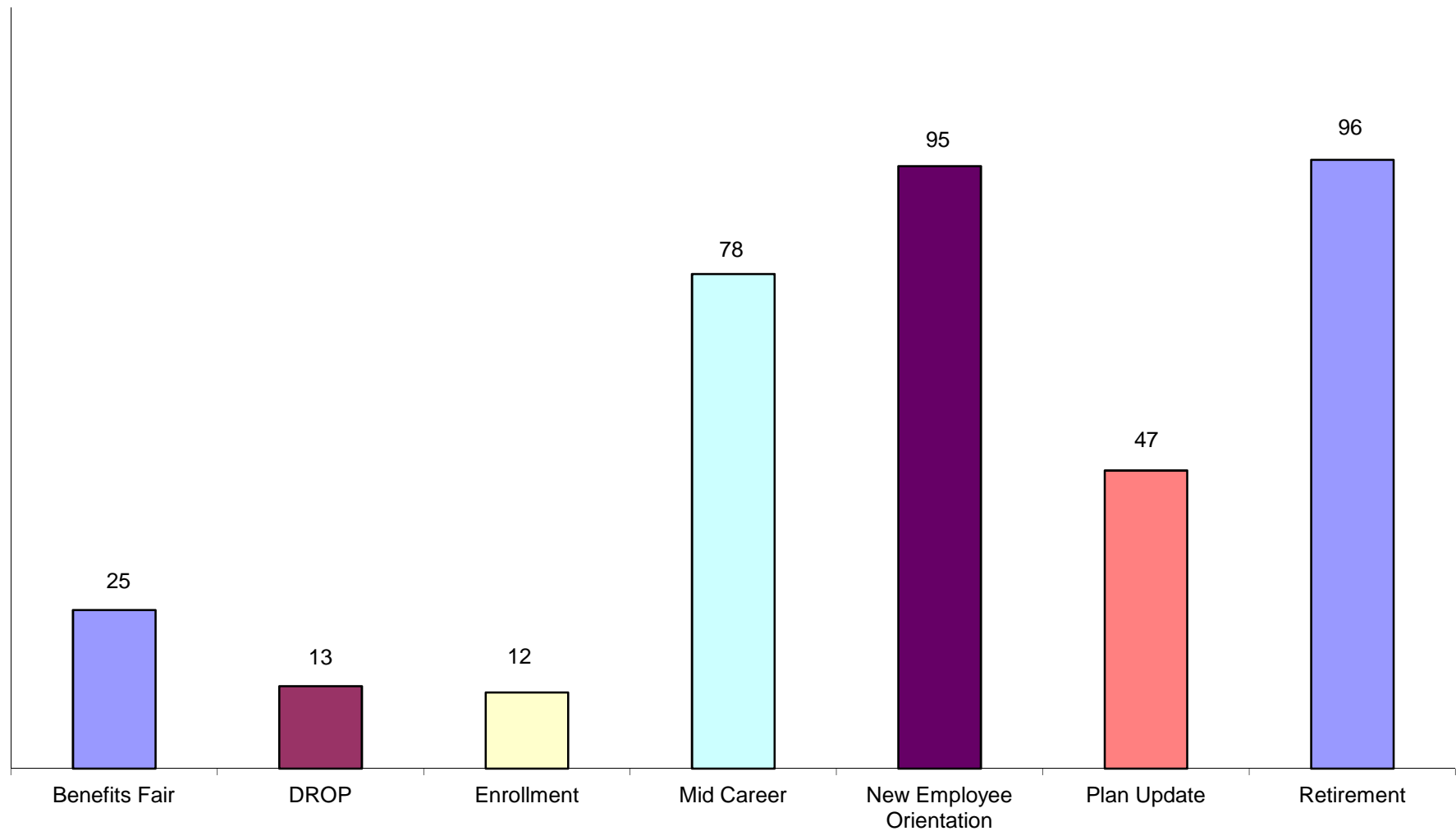
Conducted 92 Deferred Comp Meetings

- Plan Updates at 18 City Libraries
- Retirement Meetings at DWP, Los Angeles City Employees Retirement System (LACERS), Los Angeles Fire/Police Pensions
- New Employee Orientation Presentations at DWP, LAX, and Police.
- Table Service at DWP, Harbor, LAX; and Benefit Fairs at Los Angeles Police Protective League (LAPPL).

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




Type of Meetings Year-To-Date





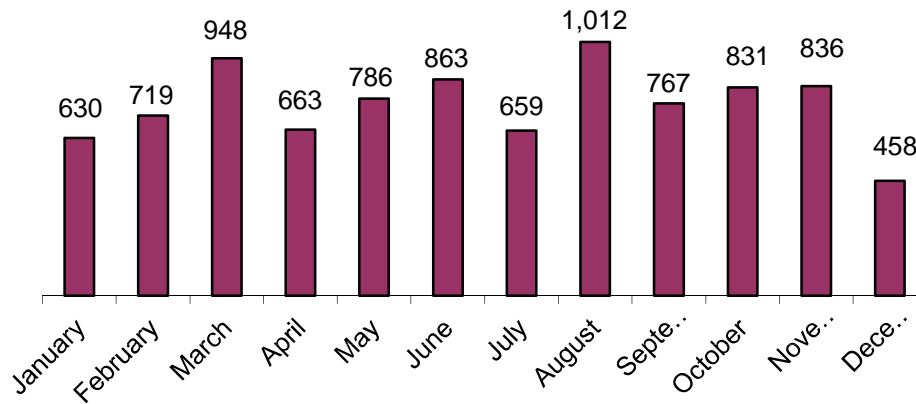
Group Meetings by Department - YTD

Department	Data			
	 Group Meetings	Group Attendees	Individual Sessions	Enrollments
Building & Safety	1	150	2	2
CAO	1	20	0	0
DWP	79	2384	514	232
Fire	11	274	178	183
Fire/Police Pensions	22	898	154	8
LA Zoo	1	80	4	2
LACERS	48	1728	326	18
LAPPL	20	712	407	45
LAWA	57	746	421	131
Library	46	413	193	87
Personnel	7	104	43	21
Police	27	860	383	333
Port of LA-Harbor	15	217	186	48
Public Works	18	247	88	40
Recreation & Parks	2	38	8	8
Transportation	11	301	84	22
Grand Total	366	9,172	2,991	1,180



Attendees at Group Meetings

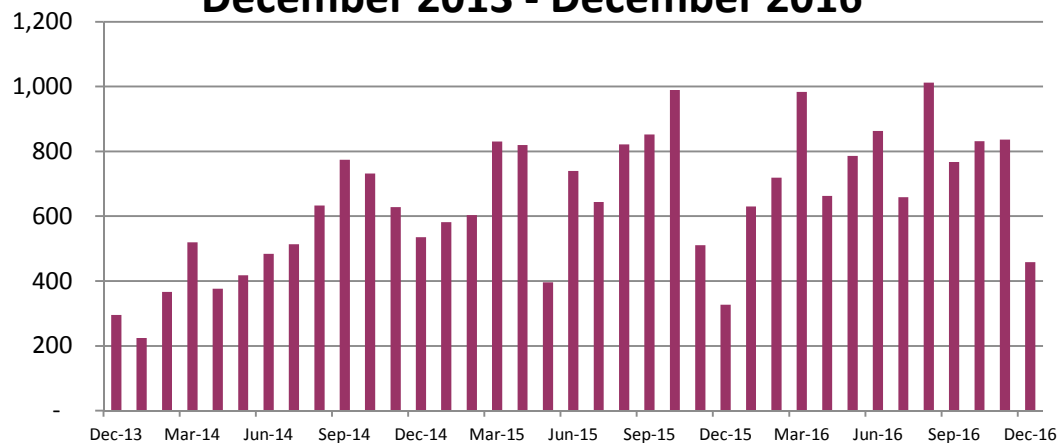
4th Quarter 2016



During the 4th quarter 2,125 individuals attended meetings at the following locations:

- Libraries
- Los Angeles City Employees Retirement System (LACERS)
 - Pre-Retirement Meetings & Retirement Meetings
- Los Angeles World Airports (LAX, Ontario & Van Nuys)
 - New Employee Orientations & Table Service
- DWP (JFP & Truesdale)
 - New Employee Orientations, Mid-Career & Retirement Presentations
- Fire/Police Pensions (LAFPP)
 - Retirement Meetings & DROP Meetings

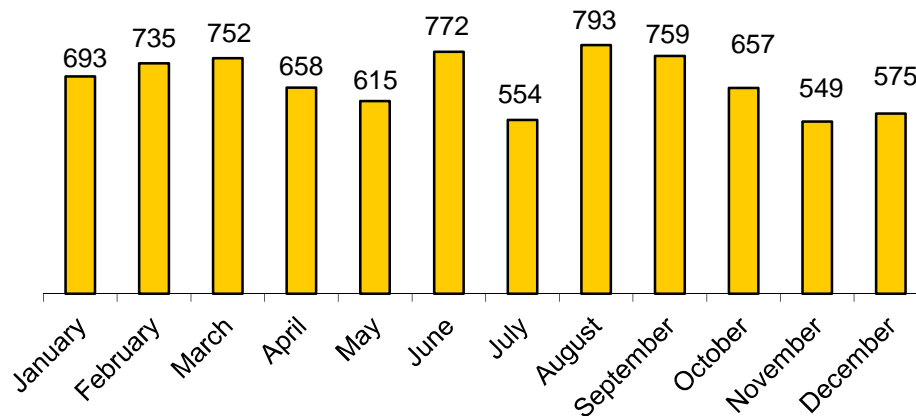
December 2013 - December 2016



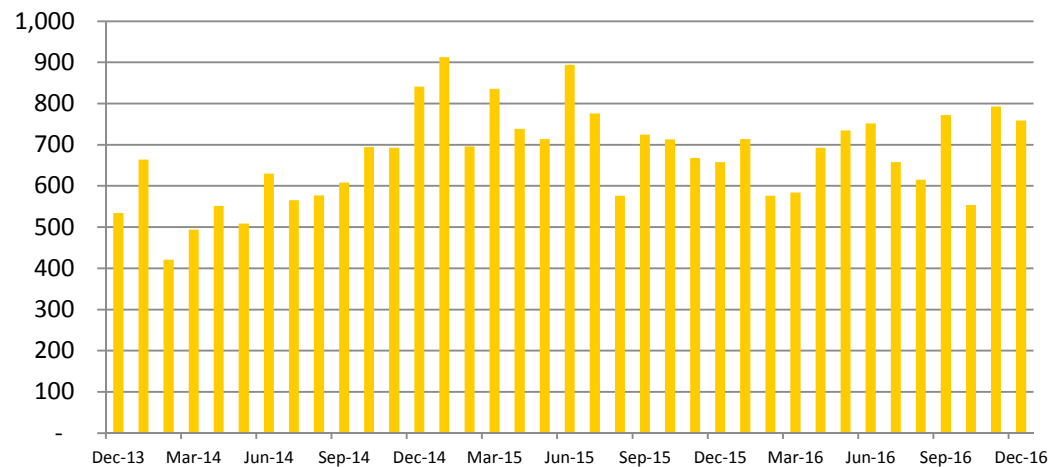


Individual Counseling Sessions

4th Quarter 2016



December 2013 - December 2016



Conducted 1,781 Individual Counseling Sessions.

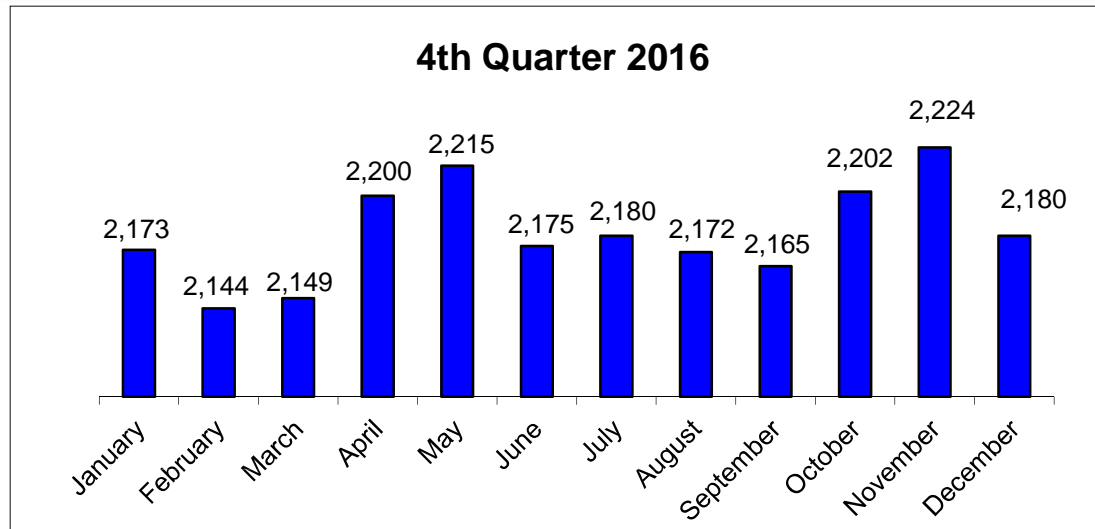
Topics included:

- Accrued Leave Request
- Catch-up Contributions
- Deferral Increases
- Distribution Requests
- DROP
- Enrollments
- Investment Changes & Inquiries
- Loans

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



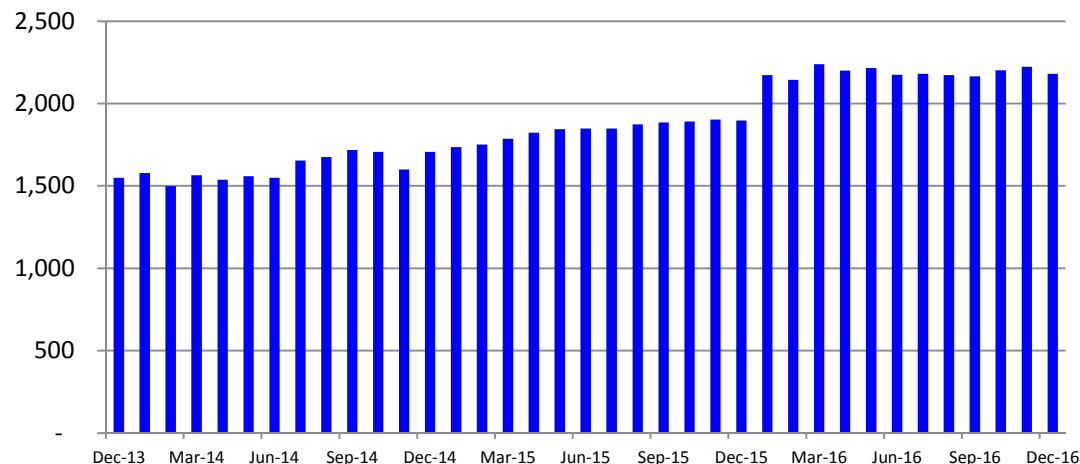
Local Office Phone Calls



City Hall Service Center

- Averages 2,200 calls per month
- Accrued Leave Requests
- Catch-up Requests
- Distribution Requests
- Investment Inquiries
- Loan Requests

December 2013 - December 2016



Glendale Office

- Local office in Glendale averages 135 calls per month

Appendix



Asset Distribution

Asset Class/Fund Name	at 03/31/16			at 06/30/16			at 09/30/16			at 12/31/16		
	Amount	PCT	Accounts	Amount	PCT	Accounts	Amount	PCT	Accounts	Amount	PCT	Accounts
Profile Portfolios												
Ultra Aggressive Profile Portfolio	\$106,574,383	2.22%	5,641	\$107,887,644	2.19%	5,753	\$114,369,218	2.23%	5,963	\$122,414,257	2.34%	6,262
Aggressive Profile Portfolio	\$275,792,378	5.74%	10,818	\$286,564,174	5.83%	10,970	\$299,951,581	5.85%	11,193	\$309,246,423	5.92%	11,487
Moderate Profile Portfolio	\$291,594,570	6.06%	9,084	\$295,929,500	6.02%	9,224	\$307,685,770	6.00%	9,352	\$315,848,758	6.05%	9,580
Conservative Profile Portfolio	\$112,028,009	2.33%	3,561	\$120,157,541	2.44%	3,674	\$130,305,127	2.54%	3,798	\$134,604,131	2.58%	3,957
Ultra Conservative Profile Portfolio	\$45,372,780	0.94%	1,536	\$49,768,317	1.01%	1,634	\$54,628,359	1.07%	1,687	\$53,149,871	1.02%	1,755
Profile Portfolios	\$831,362,120	17.3%	30,640	\$860,307,177	17.5%	31,255	\$906,940,055	17.7%	31,993	\$935,263,439	17.9%	33,041
International												
DCP International Fund	\$200,362,630	4.2%	9,849	\$194,212,040	4.0%	9,727	\$201,063,051	3.9%	9,621	\$191,618,021	3.7%	9,606
International	\$200,362,630	4.2%	9,849	\$194,212,040	4.0%	9,727	\$201,063,051	3.9%	9,621	\$191,618,021	3.7%	9,606
Small Cap Blend												
DCP Small Cap Fund	\$202,180,680	4.2%	9,487	\$201,787,405	4.1%	9,359	\$213,213,328	4.2%	9,330	\$240,336,298	4.6%	9,586
Small Cap Blend	\$202,180,680	4.2%	9,487	\$201,787,405	4.1%	9,359	\$213,213,328	4.2%	9,330	\$240,336,298	4.6%	9,586
Mid Cap Blend												
DCP Mid Cap Fund	\$212,828,187	4.4%	7,260	\$213,002,693	4.3%	7,254	\$219,052,791	4.3%	7,304	\$228,136,920	4.4%	7,501
Mid Cap Blend	\$212,828,187	4.4%	7,260	\$213,002,693	4.3%	7,254	\$219,052,791	4.3%	7,304	\$228,136,920	4.4%	7,501
Large-Cap												
DCP Large Cap Fund	\$1,549,644,026	32.2%	20,738	\$1,566,009,234	31.9%	20,683	\$1,617,547,039	31.6%	20,710	\$1,651,367,016	31.6%	0
Large-Cap	\$1,549,644,026	32.2%	20,738	\$1,566,009,234	31.9%	20,683	\$1,617,547,039	31.6%	20,710	\$1,651,367,016	31.6%	0
Bond												
DCP Bond Fund	\$159,502,222	3.3%	7,699	\$171,587,478	3.5%	7,804	\$182,286,960	3.6%	7,923	\$172,278,879	3.3%	7,953
Bond	\$159,502,222	3.3%	7,699	\$171,587,478	3.5%	7,804	\$182,286,960	3.6%	7,923	\$172,278,879	3.3%	7,953
Stable Value Fund												
Deferred Compensation Stable Value Fund	\$1,009,724,061	21.0%	13,629	\$1,047,128,826	21.3%	13,760	\$1,094,532,246	21.3%	13,865	\$1,096,322,551	21.0%	14,038
Stable Value Fund	\$1,009,724,061	21.0%	13,629	\$1,047,128,826	21.3%	13,760	\$1,094,532,246	21.3%	13,865	\$1,096,322,551	21.0%	14,038
Fixed Bank Fund												
FDIC Insured Savings Option	\$309,234,728	6.4%	15,220	\$317,125,073	6.5%	14,968	\$325,551,124	6.4%	14,738	\$333,405,410	6.4%	14,711
Fixed Bank Fund	\$309,234,728	6.4%	15,220	\$317,125,073	6.5%	14,968	\$325,551,124	6.4%	14,738	\$333,405,410	6.4%	14,711
Self-Directed												
Schwab Self-Directed	\$333,546,030	6.9%	5,401	\$345,206,513	7.0%	5,532	\$366,531,715	7.1%	5,606	\$373,176,967	7.1%	5,774
Self-Directed	\$333,546,030	6.9%	5,401	\$345,206,513	7.0%	5,532	\$366,531,715	7.1%	5,606	\$373,176,967	7.1%	5,774



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	\$4,768,834	\$345,549	\$19,086,914	(\$1,722,515)	(\$17,454,411)	\$5,024,372	\$1,632,503
Aggressive Profile Portfolio	\$9,026,783	\$604,654	\$11,954,709	(\$4,613,313)	(\$13,221,964)	\$3,750,869	(\$1,267,255)
Moderate Profile Portfolio	\$5,615,348	\$1,145,380	\$18,483,995	(\$4,417,177)	(\$16,036,779)	\$4,790,766	\$2,447,216
Conservative Profile Portfolio	\$1,904,583	\$629,296	\$15,564,117	(\$2,237,198)	(\$11,023,376)	\$4,837,422	\$4,540,741
Ultra Conservative Profile Portfolio	\$698,692	\$64,763	\$9,776,896	(\$966,083)	(\$10,608,647)	(\$1,034,379)	(\$831,751)
DCP International Fund	\$3,206,131	\$56,924	\$2,021,222	(\$2,200,554)	(\$8,482,172)	(\$5,398,448)	(\$6,460,949)
DCP Small Cap Fund	\$3,199,770	\$124,509	\$17,792,437	(\$2,111,351)	(\$10,352,535)	\$8,652,830	\$7,439,902
DCP Mid Cap Fund	\$3,890,726	\$271,129	\$12,957,393	(\$2,074,022)	(\$12,443,118)	\$2,602,108	\$514,275
DCP Large Cap Fund	\$17,193,391	\$556,823	\$22,300,326	(\$17,851,060)	(\$48,663,746)	(\$26,464,266)	(\$26,363,420)
DCP Bond	\$2,353,452	\$109,905	\$8,167,466	(\$1,995,882)	(\$13,627,929)	(\$4,992,988)	(\$5,460,463)
FDIC - Insured Savings Account	\$3,971,698	\$209,242	\$38,399,890	(\$6,840,025)	(\$28,354,881)	\$7,385,924	\$10,045,009
Deferred Compensation Stable Value	\$7,014,818	\$5,158,895	\$56,100,128	(\$26,055,943)	(\$45,956,061)	(\$3,738,163)	\$10,144,066
Schwab Self-Directed	\$2,243,997	\$15,223	\$12,518,505	(\$2,594,998)	(\$8,952,762)	\$3,229,966	\$3,565,743



Net Cash Flow Detail

Fund	Contributions	Additional Deposit	Transfers In	Distributions	Transfers Out	Net Cash Flow	Net Transfers
Ultra Aggressive Profile Portfolio	\$4,768,834	\$345,549	\$19,086,914	(\$1,722,515)	(\$17,454,411)	\$5,024,372	\$1,632,503
Aggressive Profile Portfolio	\$9,026,783	\$604,654	\$11,954,709	(\$4,613,313)	(\$13,221,964)	\$3,750,869	(\$1,267,255)
Moderate Profile Portfolio	\$5,615,348	\$1,145,380	\$18,483,995	(\$4,417,177)	(\$16,036,779)	\$4,790,766	\$2,447,216
Conservative Profile Portfolio	\$1,904,583	\$629,296	\$15,564,117	(\$2,237,198)	(\$11,023,376)	\$4,837,422	\$4,540,741
Ultra Conservative Profile Portfolio	\$698,692	\$64,763	\$9,776,896	(\$966,083)	(\$10,608,647)	(\$1,034,379)	(\$831,751)
DCP International Fund	\$3,206,131	\$56,924	\$2,021,222	(\$2,200,554)	(\$8,482,172)	(\$5,398,448)	(\$6,460,949)
DCP Small Cap Fund	\$3,199,770	\$124,509	\$17,792,437	(\$2,111,351)	(\$10,352,535)	\$8,652,830	\$7,439,902
DCP Mid Cap Fund	\$3,890,726	\$271,129	\$12,957,393	(\$2,074,022)	(\$12,443,118)	\$2,602,108	\$514,275
DCP Large Cap Fund	\$17,193,391	\$556,823	\$22,300,326	(\$17,851,060)	(\$48,663,746)	(\$26,464,266)	(\$26,363,420)
DCP Bond	\$2,353,452	\$109,905	\$8,167,466	(\$1,995,882)	(\$13,627,929)	(\$4,992,988)	(\$5,460,463)
FDIC - Insured Savings Account	\$3,971,698	\$209,242	\$38,399,890	(\$6,840,025)	(\$28,354,881)	\$7,385,924	\$10,045,009
Deferred Compensation Stable Value	\$7,014,818	\$5,158,895	\$56,100,128	(\$26,055,943)	(\$45,956,061)	(\$3,738,163)	\$10,144,066
Schwab Self-Directed	\$2,243,997	\$15,223	\$12,518,505	(\$2,594,998)	(\$8,952,762)	\$3,229,966	\$3,565,743



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	501	546	558	518	598	530	531	517	473	6,064

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	13,362	12,786	13,069	12,725	12,716	13,047	13,060	13,103	13,371

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	6,011	6,666	6,983	6,683	6,697	6,416	6,384	6,435	6,228

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	20,479
2015	19,407	19,372	20,383	19,236	19,214	19,808	19,353	19,387	19,931	19,388	19,495	19,620
2016	21,064	20,629	20,525	19,373	19,452	20,052	19,408	19,413	19,463	19,444	19,538	19,599

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	1,009	986	966	1,027	987	975	1,026
2016	725	984	1,021	989	967	1,037	1,011	978	1,060	1,040	1,023	1,089



The End

Director
Bruce Dale

Cast
Joan Watkins
La Tanya Harris

Producer
Monise Lane