QUARTERLY REPORT
SECOND QUARTER 2016

## Topic

Section

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Plan Overview


| Net Asset Change | 3Q 2015 | 4Q 2015 | 1Q 2016 | 2Q 2016 |
| :---: | :---: | :---: | :---: | :---: |
| Beginning Balance | \$4,777,433,658 | \$4,563,797,175 | \$4,726,682,745 | \$4,808,384,684 |
| Deposits | \$99,090,361 | \$74,963,771 | \$113,742,265 | \$109,533,886 |
| Net Transfers | \$12,531 | $(\$ 115,406)$ | $(\$ 104,603)$ | \$199,523 |
| Fees | $(\$ 807,072)$ | $(\$ 698,756)$ | (\$689,458) | (\$694,771) |
| Distributions | $(\$ 75,124,924)$ | $(\$ 67,366,685)$ | $(\$ 74,537,950)$ | $(\$ 78,985,532)$ |
| Change in Value | $(\$ 236,807,380)$ | \$156,102,645 | \$43,291,685 | \$77,928,651 |
| Interest/Dividends | \$0 | \$0 | \$0 | \$0 |
| Ending Balance | \$4,563,797,175 | \$4,726,682,745 | \$4,808,384,684 | \$4,916,366,439 |
| Outstanding Loans | \$186,688,667 | \$188,714,945 | \$186,782,503 | \$189,904,518 |
| Total Assets Including Loans Outstanding | \$4,750,485,842 | \$4,915,397,690 | \$4,995,167,187 | \$5,106,270,957 |
| Total Assets in Ending Balance As Roth Balances Net Asset Change | \$32,330,543 | \$36,620,013 | \$41,550,381 | \$46,246,564 |



Total Assets =\$4,916,366,439
Details on page 37



##  Historical Participants




Net Cash Flow Detail can be found on page 39


Transfer Activity Detail can be found on page 38
pensation Stable Value
FDIC - Insured Savings Account
DCP Bond
DCP Large Cap Fund ( $\$ 40,597,804$ )

DCP Mid Cap Fund
DCP Small Cap Fund
DCP International Fund
Ultra Conservative Profile Portfolio
Conservative Profile Portfolio
Moderate Profile Portfolio
Aggressive Profile Portfolio
Ultra Aggressive Profile Portfolio


## Transfer Activity Detail can be found on page 38




|  | Profile Portfolios | International | Small Cap Blend | Mid Cap Blend | Large-Cap | Bond | Stable Value | Fixed Bank | Self-Directed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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\% |
| at 06/30/16 | 17.5\% | 4.0\% | 4.1\% | 4.3\% | 31.8\% | 3.5\% | 21.3\% | 6.5\% | 7.0\% |


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

Contribution Allocation by Asset Class by Pct of Total


|  | Profile <br> Portfolios | International | Small Cap Blend | Mid Cap Blend | Large-Cap | Bond | Stable Value | Fixed Bank | Self-Directed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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\% |
| at 06/30/16 | 31.6\% | 5.1\% | 5.0\% | 6.0\% | 26.5\% | 3.3\% | 12.6\% | 6.2\% | 3.7\% |



| CA TEGORY | \# Of Ppts | Percent | BALANCE | Percent |
| :---: | :---: | :---: | :---: | :---: |
| Less Than \$25,000 | 14,950 | 35.3\% \$ | 143,784,681 | 2.9\% |
| \$25,001-\$50,000 | 6,407 | 15.1\% \$ | 232,726,738 | 4.7\% |
| \$50,001-\$75,000 | 3,835 | 9.0\% \$ | 236,619,765 | 4.8\% |
| \$75,001-\$100,000 | 2,731 | 6.4\% \$ | 236,416,537 | 4.8\% |
| \$100,001-\$125,000 | 2,056 | 4.8\% \$ | 230,265,312 | 4.7\% |
| \$125,001-\$150,000 | 1,624 | 3.8\% \$ | 222,235,409 | 4.5\% |
| \$150,001-175,000 | 1,381 | 3.3\% \$ | 224,116,567 | 4.6\% |
| \$175,001-\$200,000 | 1,170 | 2.8\% \$ | 219,194,176 | 4.5\% |
| \$200,001-\$300,000 | 3,398 | 8.0\% \$ | 835,056,816 | 17.0\% |
| \$300,001-\$400,000 | 2,123 | 5.0\% \$ | 734,964,703 | 14.9\% |
| \$400,001-\$500,000 | 1,225 | 2.9\% \$ | 545,421,801 | 11.1\% |
| \$500,001-\$600,000 | 615 | 1.5\% \$ | 334,315,001 | 6.8\% |
| \$600,001-\$700,000 | 336 | 0.8\% \$ | 216,930,475 | 4.4\% |
| \$700,001-\$800,000 | 206 | 0.5\% \$ | 153,710,046 | 3.1\% |
| \$800,001-\$900,000 | 134 | 0.3\% \$ | 113,263,334 | 2.3\% |
| \$900,001-\$1,000,000 | 77 | 0.2\% \$ | 72,694,404 | 1.5\% |
| over \$1,000,001 | 135 | 0.3\% \$ | 164,650,674 | 3.3\% |
| Total | 42,403 | 100\% | \$4,916,366,439 | 100\% |

Administrative Overview




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

## LACERS Transfers In Quarter

| Total number of transfers: | 2 |
| ---: | ---: |
| Total amount of transfers: | $\$ 135,000$ |
| Participants over Age $\mathbf{6 0}$ In-Quarter Activity | 9,433 |
| Distributions for this age bracket: | 4,347 |
| Number that are loans | 145 |
| Number that are Service Credits | 14 |

## Distribution Detail

| FULL DISTRIBUTIONS | Distribution Amounts | Percent | Participant Count | Percent | Average Withdrawal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| TOTALS | \$23,924,304.03 | 100.0\% | 249 | 100.0\% | \$96,081.54 |
| CEDO/QDRO | 632,327.75 | 2.6\% | 10 | 4.0\% | 63,232.78 |
| DEATH | 1,710,006.49 | 7.1\% | 24 | 9.6\% | 71,250.27 |
| 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 | 13,253,600.92 | 55.4\% | 137 | 55.0\% | 96,741.61 |
| SEP SERVICE | 8,328,368.87 | 34.8\% | 78 | 31.3\% | 106,773.96 |
| PARTIAL DISTRIBUTIONS |  |  |  |  |  |
| TOTALS | \$48,210,163.84 | 100.0\% | 2,503 | 100.0\% | \$19,260.95 |
| CEDO/QDRO | 425,548.71 | 0.9\% | 14 | 0.6\% | 30,396.34 |
| DEMINIMUS | 3,542.39 | 0.0\% | 1 | 0.0\% | 3,542.39 |
| DEATH | 319,553.54 | 0.7\% | 15 | 0.6\% | 21,303.57 |
| HARDSHIP | 486,334.72 | 1.0\% | 44 | 1.8\% | 11,053.06 |
| LOAN | 21,345,673.26 | 44.3\% | 1,605 | 64.1\% | 13,299.48 |
| MINIMUM DISTRIBUTIONS | 126,193.07 | 0.3\% | 23 | 0.9\% | 5,486.66 |
| PLAN TO PLAN TRANSFER /IN PLAN RTH | 600,548.63 | 1.2\% | 10 | 0.4\% | 60,054.86 |
| RETIREMENT | 17,664,692.38 | 36.6\% | 416 | 16.6\% | 42,463.20 |
| SEP SERVICE | 6,310,256.90 | 13.1\% | 221 | 8.8\% | 28,553.20 |
| EXTERNAL TRANSFERS | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |
| SERVICE CREDITS | 927,820.24 | 1.9\% | 154 | 6.2\% | 6,024.81 |
| PERIODIC INSTALLMENTS |  |  |  |  |  |
| TOTALS | \$6,851,064.52 | 100.0\% | 1,678 | 100.0\% | \$4,082.88 |
| CEDO/QDRO | 30,093.84 | 0.4\% | 10 | 0.6\% | 3,009.38 |
| DEATH | 346,757.94 | 5.1\% | 80 | 4.8\% | 4,334.47 |
| MINIMUM DISTRIBUTIONS | 1,701,625.53 | 24.8\% | 492 | 29.3\% | 3,458.59 |
| RETIREMENT | 4,772,587.21 | 69.7\% | 1,096 | 65.3\% | 4,354.55 |
| 70 1/2 INSER | 0.00 | 0.0\% | 0 | 0.0\% | $n / a$ |

CITY OF LOS Angeles DEFERRED COMPENSATION PLAN


## ERollovers to IRA Summary by Top Ten Providers by Dollars




The top 10 providers represent 70\% of total assets withdrawn and rolled to an IRA in 2Q 2016.


Loan Balance Details for Active Loans
Total Balance of Outstanding Loans as of June 30, 2016: \$189,904,517.55
Average Balance of Outstanding Loans as of June 30, 2016: \$9,013.03
Total Balance of Defaulted Loans as of June 30, 2016: \$7,333,417.77
Loan Balance Details for Retiree Loans
Total number of retiree loans:
New number of retiree loans added during the quarter: 35
Total number of converted loans:
544
New number of converted loans added during the quarter: 72

## Loan Default Details for Quarter

Total number of loans defaulted during the quarter: 89
Total dollar amount of defaulted loans during the quarter: $\quad \$ 762,739.11$
Historical data found on page 40.

## Wive Loan Highlight by Year

Loan Initiations
$\square 2014$ ■2015 -2016


Average New Loan Initiations 2014: 519
2015: 511
2016: 483

## Outstanding Loans



Average Outstanding Loans 2014: 19,576
2015: 19,550
2016: 20,183

## Hardships



## Keytalk ${ }^{\oplus}$ Statistics



Total Logins Keytalk: 10,205


Total Logins Internet: 233,369
Average Logins Internet Monthly: 77,790
Average Distinct Users Monthly: 11,609

| 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 | $33.16 \%$ |

## Local Office Activity



June 2013 - June 2016


Met with 10,947 participants.

- Popular topics: Enrollments, Loan Requests, Distribution Requests, Purchase of Service Credits, Accrued Leaves, CatchUp Requests, Retirement Income Projection Calculator Reviews, DROP Rollovers, and Website Assistance.

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



June 2013 - June 2016


Conducted 76 Deferred Comp Meetings

- Retirement Exit Meetings at Los Angeles City Employees Retirement System (LACERS)
- Conducted New Employee Orientation Presentations at Building and Safety, DWP and LAX.
- 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.



## (b) Group Meetings by Department - YTD

| Department | Data <br> Group Meetings | Attendees | Individual Sessions | Enrollments |
| :---: | :---: | :---: | :---: | :---: |
| Building \& Safety | 1 | 150 | 2 | 2 |
| DWP | 39 | 1,208 | 312 | 126 |
| Fire | 8 | 178 | 120 | 135 |
| Fire/Police Pensions | 14 | 461 | 144 | 8 |
| LACERS | 25 | 1,015 | 249 | 15 |
| LAPD | 5 | 186 | 84 | 60 |
| LAPPL | 7 | 302 | 105 | 18 |
| LAWA | 28 | 327 | 206 | 71 |
| Library | 2 | 140 | 25 | 9 |
| Park \& Rec | 1 | 8 | 4 | 4 |
| Personnel | 7 | 104 | 43 | 21 |
| Police | 9 | 309 | 121 | 118 |
| Port of LA-Harbor | 9 | 153 | 133 | 38 |
| Public Works | 2 | 25 | 19 | 6 |
| Transportation | 2 | 43 | 20 | 9 |
| Grand Total | 159 | 4,609 | 1,587 | 640 |

## Attendees at Group Meetings



June 2013 - June 2016


During the $2^{\text {nd }}$ quarter 2,312 individuals attended meetings at the following locations:

- Los Angeles City Employees

Retirement System (LACERS)

- Retirement Meetings
- 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


June 2013 - June 2016


Conducted 2,045 Individual
Counseling Sessions.
Topics included:

- Accrued Leave Request
- Catch-up Contributions
- Distribution Requests
- DROP Rollover Assistance
- Loans
- Purchase of Service Credits
- Retirement Income Projection Calculator reviews

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


City Hall Service Center

- Averages 2,196 calls per month
- Accrued Leave Requests
- Distribution Requests
- Investment Inquiries
- Loan Requests

Glendale Office

- Local office in Glendale averages 300 calls per month


Appendix

## Asset Distribution

| Asset Class/Fund Name | at 09/30/15 |  |  | at 12/31/15 |  |  | at 03/31/16 |  |  | at 06/30/16 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | PCT | Accounts | Amount | PCT | Accounts | Amount | PCT | Accounts | Amount | PCT | Accounts |
| Profile Portiolios | \$787,275,497 | 17.3\% | 29,581 | \$810,327,004 | 17.1\% | 30,067 | \$831,362,120 | 17.3\% | 30,640 | \$860,307,177 | 17.5\% | 31,255 |
| International |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP International Fund | \$199,627,851 | 4.4\% | 10,011 | \$202,899,927 | 4.3\% | 9,939 | \$200,362,630 | 4.2\% | 9,849 | \$194,212,040 | 4.0\% | 9,727 |
| International | \$199,627,851 | 4.4\% | 10,011 | \$202,899,927 | 4.3\% | 9,939 | \$200,362,630 | 4.2\% | 9,849 | \$194,212,040 | 4.0\% | 9,727 |
| Small Cap Blend |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Small Cap Fund | \$202,100,621 | 4.4\% | 9,621 | \$207,093,245 | 4.4\% | 9,554 | \$202,180,680 | 4.2\% | 9,487 | \$201,787,405 | 4.1\% | 9,359 |
| Small Cap Blend | \$202,100,621 | 4.4\% | 9,621 | \$207,093,245 | 4.4\% | 9,554 | \$202,180,680 | 4.2\% | 9,487 | \$201,787,405 | 4.1\% | 9,359 |
| Mid Cap Blend |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Mid Cap Fund | \$206,797,668 | 4.5\% | 7,328 | \$215,872,512 | 4.6\% | 7,354 | \$212,828,187 | 4.4\% | 7,260 | \$213,002,693 | 4.3\% | 7,254 |
| Mid Cap Blend | \$206,797,668 | 4.5\% | 7,328 | \$215,872,512 | 4.6\% | 7,354 | \$212,828,187 | 4.4\% | 7,260 | \$213,002,693 | 4.3\% | 7,254 |
| Large-Cap |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Large Cap Fund | \$1,442,172,515 | 31.6\% | 20,866 | \$1,541,964,958 | 32.6\% | 20,843 | \$1,549,644,026 | 32.2\% | 20,738 | \$1,566,009,234 | 31.9\% | 20,683 |
| Large-Cap | \$1,442,172,515 | 31.6\% | 20,866 | \$1,541,964,958 | 32.6\% | 20,843 | \$1,549,644,026 | 32.2\% | 20,738 | \$1,566,009,234 | 31.9\% | 20,683 |
| Bond |  |  |  |  |  |  |  |  |  |  |  |  |
| DCP Bond Fund | \$158,351,677 | 3.5\% | 7,877 | \$154,124,369 | 3.3\% | 7,747 | \$159,502,222 | 3.3\% | 7,699 | \$171,587,478 | 3.5\% | 7,804 |
| Bond | \$158,351,677 | 3.5\% | 7,877 | \$154,124,369 | 3.3\% | 7,747 | \$159,502,222 | 3.3\% | 7,699 | \$171,587,478 | 3.5\% | 7,804 |
| Stable Value Fund |  |  |  |  |  |  |  |  |  |  |  |  |
| Deferred Compensation Stable Value Fund | \$948,040,725 | 20.8\% | 13,118 | \$962,367,181 | 20.4\% | 13,250 | \$1,009,724,061 | 21.0\% | 13,629 | \$1,047,128,826 | 21.3\% | 13,760 |
| Stable Value Fund | \$948,040,725 | 20.8\% | 13,118 | \$962,367,181 | 20.4\% | 13,250 | \$1,009,724,061 | 21.0\% | 13,629 | \$1,047,128,826 | 21.3\% | 13,760 |
| Fixed Bank Fund |  |  |  |  |  |  |  |  |  |  |  |  |
| FDIC Insured Savings Option | \$303,538,745 | 6.7\% | 8,863 | \$302,681,706 | 6.4\% | 15,493 | \$309,234,728 | 6.4\% | 15,220 | \$317,125,073 | 6.5\% | 14,968 |
| Fixed Bank Fund | \$303,538,745 | 6.7\% | 8,863 | \$302,681,706 | 6.4\% | 15,493 | \$309,234,728 | 6.4\% | 15,220 | \$317,125,073 | 6.5\% | 14,968 |
| Self-Directied |  |  |  |  |  |  |  |  |  |  |  |  |
| Schwab Self-Directed | \$315,891,876 | 6.9\% | 5,442 | \$329,351,844 | 7.0\% | 5,347 | \$333,546,030 | 6.9\% | 5,401 | \$345,206,513 | 7.0\% | 5,532 |
| Self-Directed | \$315,891,876 | 6.9\% | 5,422 | \$329,351,844 | 7.0\% | 5,347 | \$333,546,030 | 6.9\% | 5,401 | \$345,206,513 | 7.0\% | 5,532 |
| Grand Total | \$4,563,797,175 | 100.0\% | 105,179 | \$4,726,682,745 | 100.0\% | 112,240 | \$4,808,384,684 | 100.0\% | 112,663 | \$4,916,366,439 | 100.0\% | 113,088 |


| Fund Name | Contributions | Additional Deposit | Transfers In | Distributions | Transters Out | Ending Balance | Net Transters |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ultra Aggressive Profile Portfolio | \$4,890,236 | \$426,346 | \$9,327,884 | (\$1,673,474) | (\$13,498,116) | $(\$ 527,124)$ | (\$4,170,232) |
| Aggressive Profile Portfolio | \$9,432,941 | \$1,650,710 | \$12,878,084 | (\$4,228,884) | (\$14,112,041) | \$5,620,809 | (\$1,233,957) |
| Moderate Profile Portfolio | \$6,147,196 | \$1,181,257 | \$10,519,273 | (\$4,802,020) | (\$14,301,725) | (\$1,256,019) | (\$3,782,452) |
| Conservative Profile Portfolio | \$2,064,948 | \$927,812 | \$15,323,177 | (\$2,677,713) | $(\$ 9,792,527)$ | \$5,845,697 | \$5,530,649 |
| Ultra Conservative Profile Portfolio | \$733,207 | \$28,189 | \$9,711,940 | $(\$ 639,095)$ | (\$6,323,708) | \$3,510,533 | \$3,388,232 |
| DCP International Fund | \$3,725,045 | \$382,983 | \$1,684,162 | (\$2,198,585) | (\$7,824,017) | (\$4,230,411) | (\$6,139,855) |
| DCP Small Cap Fund | \$3,684,013 | \$219,721 | \$4,262,908 | (\$1,860,059) | (\$13,022,636) | (\$6,716,053) | (\$8,759,729) |
| DCP Mid Cap Fund | \$4,432,353 | \$323,799 | \$7,861,303 | (\$2,444,985) | (\$14,943,041) | (\$4,770,572) | (\$7,081,738) |
| DCP Large Cap Fund | \$19,486,563 | \$1,595,549 | \$16,553,616 | (\$18,030,495) | (\$40,597,804) | $(\$ 20,992,571)$ | (\$24,044,188) |
| DCP Bond | \$2,424,509 | \$417,776 | \$12,864,581 | (\$2,180,885) | (\$6,179,544) | \$7,346,437 | \$6,685,037 |
| FDIC - Insured Savings Account | \$4,595,518 | \$990,182 | \$35,622,767 | (\$10,537,268) | (\$23,131,779) | \$7,539,420 | \$12,490,989 |
| Deferred Compensation Stable Value | \$9,288,107 | \$27,270,234 | \$50,973,875 | (\$24,615,264) | (\$30,524,666) | \$32,392,287 | \$20,449,209 |
| Schwab Self-Directed | \$2,758,299 | \$456,393 | \$15,090,981 | (\$3,096,805) | (\$8,223,423) | \$6,985,443 | \$6,867,557 |


| Fund | Contributions | Additional Deposit | Transfers In | Distributions | Transfers Out | Net Cash Flow | Net Transfers |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Ultra Aggressive Profile Portfolio | \$4,890,236 | \$426,346 | \$9,327,884 | (\$1,673,474) | (\$13,498,116) | $(\$ 527,124)$ | (\$4,170,232) |
| Aggressive Profile Portfolio | \$9,432,941 | \$1,650,710 | \$12,878,084 | (\$4,228,884) | (\$14,112,041) | \$5,620,809 | (\$1,233,957) |
| Moderate Profile Portfolio | \$6,147,196 | \$1,181,257 | \$10,519,273 | (\$4,802,020) | (\$14,301,725) | (\$1,256,019) | (\$3,782,452) |
| Conservative Profile Portfolio | \$2,064,948 | \$927,812 | \$15,323,177 | (\$2,677,713) | (\$9,792,527) | \$5,845,697 | \$5,530,649 |
| Ultra Conservative Profile Portfolio | \$733,207 | \$28,189 | \$9,711,940 | (\$639,095) | (\$6,323,708) | \$3,510,533 | \$3,388,232 |
| DCP International Fund | \$3,725,045 | \$382,983 | \$1,684,162 | (\$2,198,585) | (\$7,824,017) | (\$4,230,411) | (\$6,139,855) |
| DCP Small Cap Fund | \$3,684,013 | \$219,721 | \$4,262,908 | (\$1,860,059) | (\$13,022,636) | (\$6,716,053) | (\$8,759,729) |
| DCP Mid Cap Fund | \$4,432,353 | \$323,799 | \$7,861,303 | (\$2,444,985) | (\$14,943,041) | (\$4,770,572) | (\$7,081,738) |
| DCP Large Cap Fund | \$19,486,563 | \$1,595,549 | \$16,553,616 | (\$18,030,495) | (\$40,597,804) | (\$20,992,571) | (\$24,044,188) |
| DCP Bond | \$2,424,509 | \$417,776 | \$12,864,581 | (\$2,180,885) | (\$6,179,544) | \$7,346,437 | \$6,685,037 |
| FDIC - Insured Savings Account | \$4,595,518 | \$990,182 | \$35,622,767 | (\$10,537,268) | (\$23,131,779) | \$7,539,420 | \$12,490,989 |
| Deferred Compensation Stable Value | \$9,288,107 | \$27,270,234 | \$50,973,875 | (\$24,615,264) | (\$30,524,666) | \$32,392,287 | \$20,449,209 |
| Schwab Self-Directed | \$2,758,299 | \$456,393 | \$15,090,981 | (\$3,096,805) | $(\$ 8,223,423)$ | \$6,985,443 | \$6,867,557 |

## 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 |  |  |  |  |  |  | 2,897 |

PARTICIPANTS WITH ONE OUTSTANDING LOAN

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{2 0 1 2}$ | 10,832 | 11,839 | 11,709 | 11,169 | 11,171 | 11,283 | 11,246 | 11,351 | 11,454 | 11,558 | 11,732 | 11,825 |  |
| $\mathbf{2 0 1 3}$ | 11,952 | 11,732 | 11,757 | 12,020 | 11,727 | 12,241 | 12,730 | 12,589 | 12,231 | 12,453 | 12,272 | 12,440 |  |
| $\mathbf{2 0 1 4}$ | 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 |  |
| $\mathbf{2 0 1 6}$ | 13,102 | 13,455 | 13,159 | 13,362 | 12,786 | 13,069 |  |  |  |  |  |  |  |

## PARTICIPANTS WITH MORE THAN ONE OUTSTANDING LOAN

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{2 0 1 2}$ | 5,116 | 4,980 | 5,264 | 5,276 | 5,394 | 5,372 | 5,477 | 5,587 | 5,668 | 5,701 | 6,092 | 6,127 |
| $\mathbf{2 0 1 3}$ | 6,236 | 6,991 | 6,251 | 6,043 | 6,358 | 6,407 | 6,120 | 6,427 | 6,448 | 6,732 | 6,888 | 6,888 |
| $\mathbf{2 0 1 4}$ | 6,340 | 6,752 | 6,721 | 6,231 | 6,354 | 6,674 | 6,691 | 6,738 | 6,734 | 7,435 | 7,671 | 7,717 |
| $\mathbf{2 0 1 5}$ | 6,454 | 6,408 | 6,954 | 6,311 | 6,296 | 6,849 | 6,354 | 6,369 | 6,343 | 6,637 | 6,651 | 6,720 |
| $\mathbf{2 0 1 6}$ | 7,962 | 7,174 | 7,366 | 6,011 | 6,666 | 6,983 |  |  |  |  |  |  |

TOTAL OUTSTANDING LOANS

| Year | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\mathbf{2 0 1 2}$ | 15,948 | 16,819 | 16,973 | 16,445 | 16,565 | 16,655 | 16,723 | 16,938 | 17,122 | 17,259 | 17,824 | 15,845 |  |
| $\mathbf{2 0 1 3}$ | 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 |  |  |  |  |  |  |  |

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 | 989 | 967 | 1037 |  |  |  |  |  |  |

4.375

## The End

Director<br>Lisa Tilley

Cast<br>Joan Watkins<br>La Tanya Harris

Producer<br>Monise Lane

