



Staff Reports for May 2012

Texas Real Estate Commission

Monthly Staff Reports

Contents

Report	Report Description	Division	Director
C1	Customer Service Statistics	Reception and Communications Services	Lorie DeAnda
L1	Fiscal Year Comparison	Education and Licensing Services	Gwen Jackson
L2	Real Estate Licensee Status	Education and Licensing Services	Gwen Jackson
L3	Examination Statistics	Education and Licensing Services	Gwen Jackson
L4	Instructor Distribution	Education and Licensing Services	Gwen Jackson
E1	Case Status	Standards and Enforcement	Sharon Harris
E2	Open Case Age Report	Standards and Enforcement	Sharon Harris
I1	Electronic Information Outlet Statistics	Information Technology Services	Tom Watson
I2	Detailed Monthly Online Transactions	Information Technology Services	Tom Watson
S1	Agency Financial Statement	Staff and Support Services	Karen Alexander
S2	Real Estate Recovery Fund Investments - Current Securities	Staff and Support Services	Karen Alexander
S3	Real Estate Recovery Fund Payments and Repayments	Staff and Support Services	Karen Alexander
S4	Inspection Recovery Fund Status	Staff and Support Services	Karen Alexander

Reception and Communications Services

Customer Service Statistics

May 2012

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS Incoming Calls			
CO Lines	20,376	160,899	110,895
TALCB Local Line	1,114	12,425	4,858
Total	21,490	173,324	115,753

	Monthly Total	FY2012 FYTD Total	FY2011 Prior FYTD Total
Reception Walk Ins			
Licensing	462	4,029	6,804
Education	172	1,468	2,443
Inspector	13	92	153
Enforcement	15	90	142
TALCB Licensing	10	117	169
TALCB Enforcement	3	24	58
Total	675	5,820	9,769

	Current Month	FY2012 FYTD Total	FY2011 Prior FYTD Total
RCS E-Mail			
Licensing	4,100	39,660	
Education	881	6,385	
Inspector	42	382	
Enforcement	138	1,101	
TALCB Licensing	87	788	
TALCB Enforcement	30	249	
Total	5,278	48,565	57,308

C1 Report

Education & Licensing Services Division

Fiscal Year Comparison

Fiscal Year 2012 - Year-to-Date

MAY

	This YTD 09/11 - 05/12		*Last YTD 09/10 - 05/11		Change Count	Percent
<i>Applications Received</i>						
Broker Original Applications Received	5,162		2,202		2,960	134.42%
Sales Original Applications Received	8,465		9,314		-849	-9.12%
<i>Total Original Applications</i>	13,627		11,516		2,111	18.33%
Broker Reinstatement Applications Received	194		164		30	18.29%
Sales Reinstatement Applications Received	867		1,040		-173	-16.63%
<i>Total Reinstatement Applications Received</i>	1,061		1,204		-143	-11.88%
<i>Licenses Issued from Applications</i>						
Broker Licenses from Original Applications	3,014		1,357		1,657	122.11%
Sales Licenses from Original Applications	10,049		6,636		3,413	51.43%
<i>Total Licenses from Original Applications</i>	13,063		7,993		5,070	63.43%
Broker Licenses from Reinstatement Applications	186		132		54	40.91%
Sales Licenses from Reinstatement Applications	952		787		165	20.97%
<i>Total Licenses from Reinstatement Applications</i>	1,138		919		219	23.83%
<i>Renewal Activity</i>						
Broker Renewals and Percentage	12,358	79.05%	13,777	76.58%	-1,419	-10.30%
Salesperson Renewals and Percentage	26,809	74.36%	29,448	63.54%	-2,639	-8.96%
<i>**Total Renewals from Broker and Sales</i>	39,167	75.78%	43,225	67.20%	-4,058	-9.39%

Education & Licensing Services Division

Licensee and Registrant Status

May 2012

	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12
Broker Licensees													
Individual (Active)	34,213	34,381	34,175	33,856	33,952	34,097	34,238	33,894	34,044	34,183	34,271	34,218	34,240
Corporation (Active)	4,091	4,127	4,046	4,018	4,027	4,048	4,067	3,980	3,945	3,983	3,900	3,904	3,956
LLC (Active)	3,409	3,451	3,381	3,404	3,427	3,471	3,512	3,451	3,465	3,540	3,529	3,570	3,640
Non-resident (Active)	575	582	579	563	571	577	586	562	566	566	570	570	571
Partnership (Active)	1	1	1	1	3	5	6	10	10	10	13	14	15
Total Active Status	42,289	42,542	42,182	41,842	41,980	42,198	42,409	41,897	42,030	42,282	42,283	42,276	42,422
Inactive Status	1,674	1,724	1,667	1,508	1,544	1,595	1,636	1,498	1,492	1,504	1,481	1,474	1,477
Total Brokers	43,963	44,266	43,849	43,350	43,524	43,793	44,045	43,395	43,522	43,786	43,764	43,750	43,899
Sales Licensees													
Active Status	72,460	71,947	70,958	70,805	71,292	71,547	71,544	69,984	69,000	68,913	69,486	69,843	69,871
Inactive Status	27,473	29,000	27,746	25,080	25,233	25,882	26,551	24,887	25,786	25,551	25,150	24,682	24,659
Total Sales	99,933	100,947	98,704	95,885	96,525	97,429	98,095	94,871	94,786	94,464	94,636	94,525	94,530
Total Active	114,749	114,489	113,140	112,647	113,272	113,745	113,953	111,881	111,030	111,195	111,769	112,119	112,293
Total Inactive	29,147	30,724	29,413	26,588	26,777	27,477	28,187	26,385	27,278	27,055	26,631	26,156	26,136
Total Brokers & Sales	143,896	145,213	142,553	139,235	140,049	141,222	142,140	138,266	138,308	138,250	138,400	138,275	138,429

Inspectors

	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12
Inspector Licensees													
Professional Inspectors(active)	2,063	2,106	2,124	2,086	2,106	2,126	2,137	2,099	2,118	2,119	2,133	2,143	2,137
Professional Inspectors(inactive)	778	791	805	782	783	790	800	765	781	772	778	772	755
Real Estate Inspectors(active)	91	89	95	93	95	93	92	91	89	86	86	86	86
Real Estate Inspectors(inactive)	17	18	17	16	16	16	18	16	16	18	17	18	17
Apprentice Inspectors(active)	60	67	65	52	51	55	58	54	56	58	60	62	68
Apprentice Inspectors(inactive)	14	16	18	17	17	17	18	15	15	14	15	14	14
Total Inspectors	3,023	3,087	3,124	3,046	3,068	3,097	3,123	3,040	3,075	3,067	3,089	3,095	3,077

Easement & Right-of-way Registrants

	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12
ERW Registrants													
Businesses	36	37	37	37	38	37	38	34	34	35	36	39	40
Individuals	1,803	1,913	2,008	2,128	2,175	2,263	2,380	2,055	2,099	2,103	2,182	2,164	2,233
Total Registrants	1,839	1,950	2,045	2,165	2,213	2,300	2,418	2,089	2,133	2,138	2,218	2,203	2,273

Total Licensees and Registrants

	May 11	Jun 11	Jul 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12
All Licensees & Registrants	148,758	150,250	147,722	144,446	145,330	146,619	147,681	143,395	143,516	143,455	143,707	143,573	143,779

Education & Licensing Services Division - TREC: L3 Report

Examination Activity

May 2012

Monthly Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	485	72	1	9
Examinations Failed	347	80	0	7
Examinations Taken	832	152	1	16
Applicants Examined	789	143	1	14
Passed on First Attempt	456	65	1	5
Examination Pass Rate	58.3 %	47.4 %	100.0 %	56.3 %
Applicant Pass Rate	61.5 %	50.3 %	100.0 %	64.3 %
First Attempt Pass Rate	57.8 %	45.5 %	100.0 %	35.7 %

Year-to-Date Results

	Salesperson	Broker	R.E. Inspector	Prof. Inspector
Examinations Passed	3683	898	7	118
Examinations Failed	2909	818	8	117
Examinations Taken	6592	1716	15	235
Applicants Examined	5633	1485	11	162
Passed on First Attempt	3458	849	7	74
Examination Pass Rate	55.9 %	52.3 %	46.7 %	50.2 %
Applicant Pass Rate	65.4 %	60.5 %	63.6 %	72.8 %
First Attempt Pass Rate	61.4 %	57.2 %	63.6 %	45.7 %

Education & Licensing Services Division

Instructor Distribution

MAY 2012

Approved Instructor Distribution

	May 11	June 11	July 11	Aug 11	Sep 11	Oct 11	Nov 11	Dec 11	Jan 12	Feb 12	Mar 12	Apr 12	May 12
MCE Electives Only	2,736	2,753	2,773	2,816	2,863	2,894	2,924	2,938	2,953	2,978	2,817	2,487	2,490
Core and MCE Electives	1,353	1,357	1,359	1,366	1,374	1,384	1,389	1,410	1,425	1,432	1,362	1,236	1,236
MCE Legal Update	366	375	375	375	374	375	376	405	430	430	424	414	434
MCE Ethics	367	376	376	376	375	376	378	405	430	430	424	414	433
Total Approved Instructors	4,822	4,861	4,883	4,933	4,986	5,029	5,067	5,158	5,238	5,270	5,027	4,551	4,593

Standards & Enforcement Services Division

Case Status

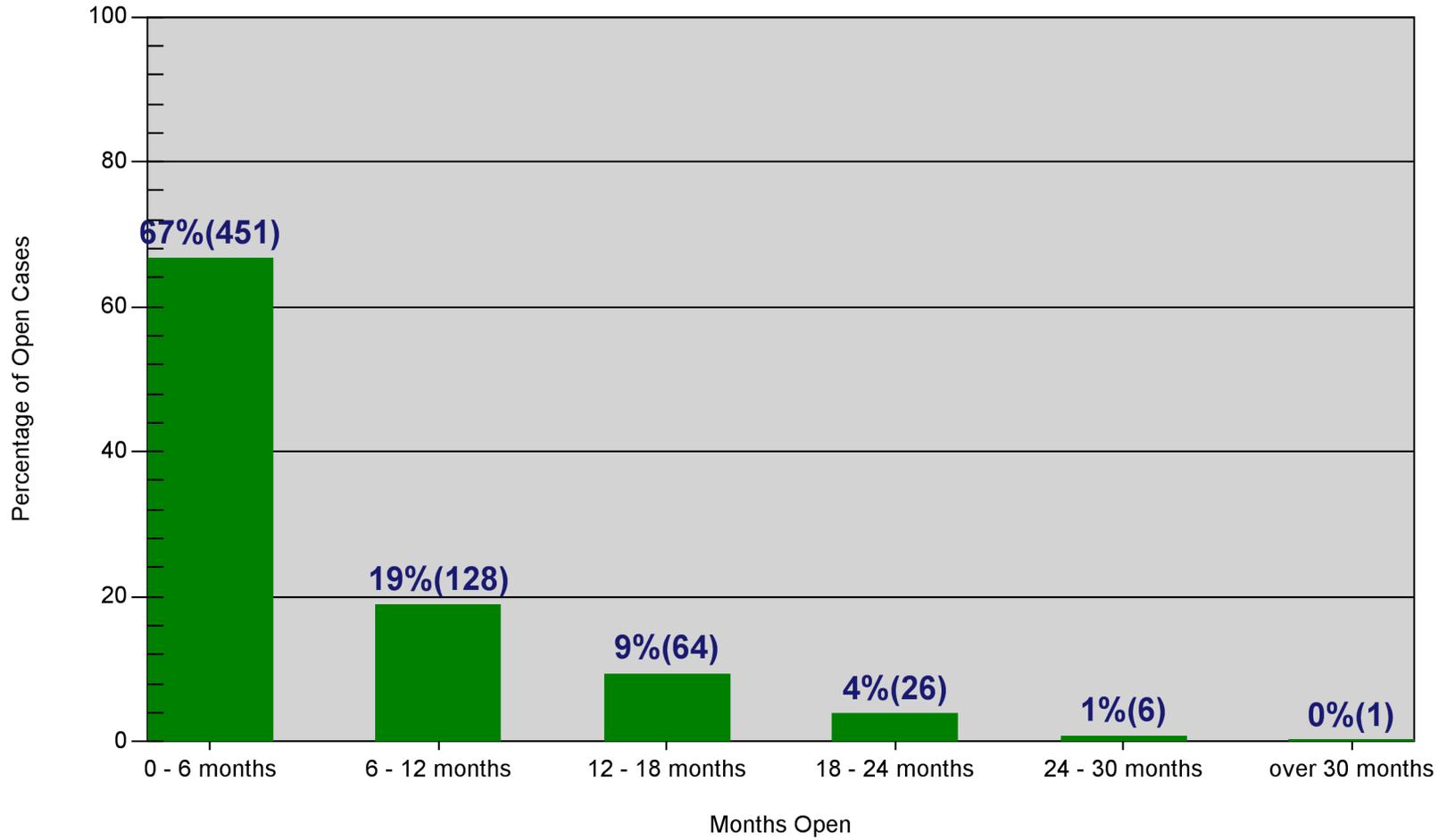
FY 2012

	Sep - 11	Oct - 11	Nov - 11	Dec - 11	Jan - 12	Feb - 12	Mar - 12	Apr - 12	May - 12	Jun - 12	Jul - 12	Aug - 12
Received During Month	181	160	173	154	184	161	164	189	194			
Broker/Sales	80	67	81	85	81	74	77	86	94			
Inspector	6	5	0	6	5	2	3	9	4			
Timeshare	5	5	7	7	11	6	3	8	11			
Unlicensed Activity	7	3	4	3	1	2	0	8	5			
Residential Service Company	11	11	7	4	3	5	3	7	9			
No Jurisdiction	19	15	12	14	20	14	4	13	12			
Application Investigation	18	38	50	20	47	36	37	34	33			
MCD Inquiry	33	16	11	14	16	20	37	23	26			
Other	2	0	1	1	0	2	0	1	0			
Closed During Month	189	158	184	176	210	196	161	186	183			
Complaint Withdrawn	6	2	7	6	1	2	4	3	0			
Cease & Desist Issued	1	7	4	1	2	4	5	5	2			
Disciplinary Action	34	39	35	32	47	35	38	35	32			
Failure to Go Forward	9	12	9	12	11	5	9	13	9			
Insufficient Evidence	25	18	26	18	12	30	32	20	23			
Matter Settled	17	16	13	19	33	15	9	19	16			
No Jurisdiction	44	17	19	21	26	32	17	32	32			
No Violation	10	5	15	15	15	7	7	12	2			
Application Investigation	19	19	35	30	37	44	15	24	38			
MCD Inquiries	19	17	19	17	23	16	23	18	28			
Other	5	6	2	5	3	6	2	5	1			
Open at Beginning of Month												665
Received During Month												194
Closed During Month												183
Open at End of Month												676
Received During Fiscal Year												1560
Closed During Fiscal Year												1643

Standards & Enforcement Services Division - TREC: E2 Report

Open Case Aging Report

as of 5/31/2012



Information Technology Services Division

Electronic Information Outlet Statistics

As of May 2012

World Wide Web	Current Month	FYTD Total	Prior FYTD Total
Total Pages Viewed	2,562,565	25,452,162	24,252,663

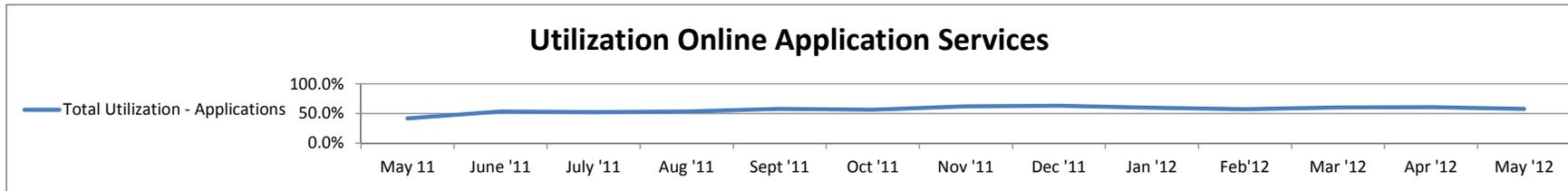
TREC E-Mail Notification List	Current Total
Current Subscribers	234,059

Online Transactions	Total	Online	Online Percent	FYTD Online Percent	Prior FYTD Percent
Applications (Performance Measure: 70%)	994	574	57.7%	59.3%	25.6%
Broker Application	120	78	65.0%	86.8%	22.2%
Salesperson Application	793	474	59.8%	61.8%	27.4%
Broker Entity Application	81	22	27.2%	30.0%	12.5%
Renewals (Performance Measure 80%)	5712	5203	91.1%	89.4%	75.1%
Broker Renewals	1535	1361	88.7%	86.8%	72.9%
Salesperson Renewal	3859	3573	92.6%	90.8%	77.1%
Broker Entity Renewal	188	164	87.2%	85.8%	74.2%
Professional Inspector Renewals	120	95	79.2%	78.3%	45.5%
Real Estate Inspector Renewals	3	3	100.0%	87.5%	38.5%
Apprentice Inspector Renewals	3	3	100.0%	62.5%	50.0%
Easement ROW Business Renewals	0	0	0.0%	0.0%	56.0%
Easement ROW Individual Renewals	4	4	100.0%	88.9%	66.7%

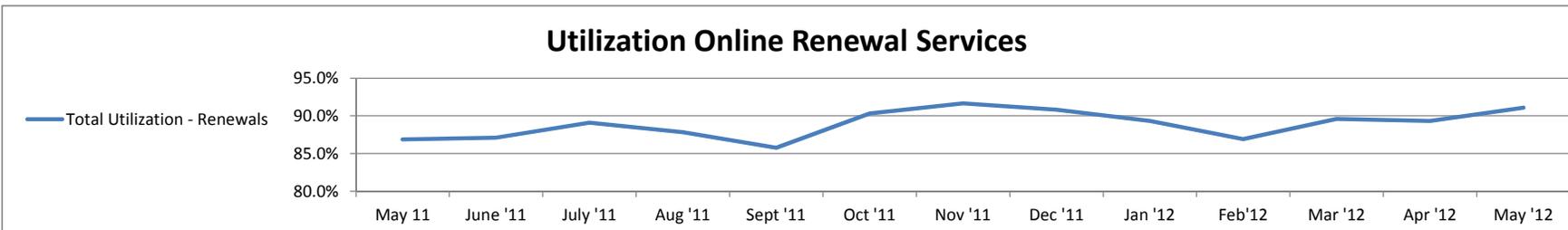
Information Technology Services Division Electronic Information Outlet Statistics

May 2012

Applications	May '11	June '11	July '11	Aug '11	Sept '11	Oct '11	Nov '11	Dec '11	Jan '12	Feb '12	Mar '12	Apr '12	May '12
Broker Application	34.6%	52.4%	50.4%	54.1%	57.1%	52.7%	61.7%	64.8%	60.7%	60.5%	70.0%	61.0%	65.0%
Salesperson Application	47.2%	55.6%	55.9%	57.5%	61.5%	59.3%	64.1%	65.6%	61.7%	59.2%	62.2%	64.2%	59.8%
Broker Organization Applications	14.1%	15.5%	16.1%	14.8%	21.0%	25.4%	44.3%	37.1%	29.3%	33.3%	26.5%	28.9%	27.2%
Total Utilization - Applications	41.7%	53.1%	52.2%	53.6%	57.7%	56.2%	62.3%	62.9%	59.4%	57.2%	60.1%	60.6%	57.7%



Renewals	May '11	June '11	July '11	Aug '11	Sept '11	Oct '11	Nov '11	Dec '11	Jan '12	Feb '12	Mar '12	Apr '12	May '12
Broker Renewals	77.9%	84.4%	87.1%	84.4%	83.0%	88.0%	89.4%	88.9%	85.8%	84.4%	86.3%	86.6%	88.7%
Salesperson Renewal	90.4%	88.9%	90.0%	89.4%	86.9%	91.4%	92.7%	91.9%	90.8%	88.7%	91.2%	90.9%	92.6%
Broker Organization Renewal	76.8%	78.0%	78.3%	72.3%	88.4%	88.4%	89.7%	85.8%	86.9%	77.0%	86.2%	86.6%	87.2%
Professional Inspector Renewals	90.5%	74.5%	66.7%	90.0%	67.9%	72.2%	85.7%	86.4%	58.3%	61.9%	89.5%	76.6%	79.2%
Real Estate Inspector Renewals	100.0%	50.0%	100.0%	50.0%	50.0%	0.0%	100.0%	0.0%	50.0%	100.0%	100.0%	100.0%	100.0%
Apprentice Inspector Renewals	50.0%	50.0%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	100.0%	100.0%
Easement ROW Business Renewals	54.5%		100.0%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Easement ROW Individual Renewals	69.9%	77.1%	83.1%	80.6%	76.0%	90.9%	92.3%	89.7%	91.4%	93.3%	86.8%	81.3%	100.0%
Total Utilization - Renewals	86.9%	87.1%	89.1%	87.8%	85.7%	90.3%	91.7%	90.8%	89.3%	86.9%	89.6%	89.3%	91.1%



Staff & Support Services Division

TREC Budget Status Report

May 2012

Expenditure Category	Budget FY2012	Expenditures as of 5/31/2012	Unexpended Budget Balance	Budget % Remaining 3/12 = 25%	Comments
Salaries & Wages	\$4,240,700	\$2,995,241	\$1,245,459	29.4%	
Employee Benefits	1,450,200	996,373	453,827	31.3%	Budget for employee enrollment fee of \$42,400 approved at October Commission meeting
Other Personnel Costs	136,200	115,427	20,773	15.3%	
Professional Fees & Services	238,800	132,517	106,283	44.5%	
Consumables	40,000	19,130	20,870	52.2%	
Utilities	12,000	7,914	4,086	34.1%	
Travel	58,700	28,659	30,041	51.2%	
Office Rent	462,200	457,354	4,846	1.0%	Office lease paid in full for FY2012. (Payments made Oct 1 & March 1)
Equipment Rental	29,800	21,559	8,241	27.7%	
Other Operating Expenses	612,300	194,439	417,861	68.2%	
Subtotal - Operations Expenditures	7,280,900	4,968,614	2,312,286	31.8%	
DPS Criminal History Background Checks	3,000	1,449	1,551	51.7%	
FBI Criminal History Background Checks	1,175,000	1,158,418	16,582	1.4%	
Texas Online	300,000	236,856	63,144	21.0%	
Contribution to General Revenue	720,000	590,673	129,327	18.0%	\$50,673 reimbursed for Statewide Cost Allocation Plan + \$540,000 accrued YTD for payment due 8/31
Subtotal - Nonoperational Expenditures	2,198,000	1,987,396	210,604	9.6%	
Total Expenditures	\$9,478,900	\$6,956,010	\$2,522,890	26.6%	

Revenue	FY2012 Projected	Revenue Collected as of 5/31/2012	Revenue Remaining to be Collected	Revenue % Remaining 3/12 = 25%	
License Fees	\$8,284,460	\$6,154,103	\$2,130,357	25.7%	Fee Increase not effective until 11/1/11; renewals are lower in fall months
Miscellaneous Revenue	\$0	\$2,225	(\$2,225)	-----	Return Check Fees
FBI Criminal History Background Fees	1,175,000	1,158,418	16,582	1.4%	Fee changed
TX Online	300,000	236,856	63,144	21.0%	
E-Newsletter	194,400	149,732	44,668	23.0%	
Total Revenue	\$9,953,860	\$7,701,334	\$2,252,526	22.6%	

Revenue Over/(Under) Expenditures & Transfers	\$474,960	\$745,324			
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Staff Services Division
Real Estate Recovery Trust Account No. 971 Investments
Current Securities
May 2012

Purchase Date	Par Value	Purchase Price	Beginning Market Value	Additions Changes	Ending Market Value	Accrued Interest	Description	Maturity Date
02/20/2009	200,000.00	0.00	200,758.00	(200,758.00)	0.00	0.00	U.S. T-Notes, 4.750%	05/31/2012
12/06/2007	100,000.00	104,750.00	101,230.00	(355.00)	100,875.00	1,286.06	U.S. T-Notes, 4.375%	08/15/2012
05/27/2008	100,000.00	101,062.50	101,859.00	(254.00)	101,605.00	9.22	U.S. T-Notes, 3.375%	11/30/2012
02/20/2009	200,000.00	219,250.00	205,820.00	(616.00)	205,204.00	2,278.16	U.S. T-Notes, 3.875%	02/15/2013
04/28/2010	200,000.00	217,625.00	210,328.00	(672.00)	209,656.00	2,498.63	U.S. T-Notes, 4.25%	08/15/2013
08/31/2010	200,000.00	221,375.00	213,304.00	(632.00)	212,672.00	2,351.65	U.S. T-Notes, 4.00%	02/15/2014
08/31/2010	100,000.00	112,406.25	108,945.00	(297.00)	108,648.00	1,249.31	U.S. T-Notes, 4.25%	08/15/2014
Totals	\$ 1,100,000.00	\$ 976,468.75	\$ 1,142,244.00	\$ (203,584.00)	\$ 938,660.00	\$ 9,673.03		

	Current Month	Cumulative Totals
Receipts:		
License's Remittances to Recovery Fund	\$ 18,180.00	\$ 6,589,500.08
Interest Realized	(15,463.01)	6,076,799.77
Repayments to Recovery Fund (Principal and Interest)	51,637.40	1,202,353.11
Administrative Penalties	12,622.33	971,115.56
Total Received	\$ 66,976.72	\$ 14,839,768.52
Disbursements:		
Investments Purchased (Offset by Matured Security)	\$ (222,000.00)	976,468.75
Accrued Interest Purchased	0.00	0.00
Payments from Recovery Fund	13,176.60	12,657,255.60
Administrative Costs	157.95	15,455.36
Total Disbursed	\$ (208,665.45)	\$ 13,649,179.71
Totals	\$ 275,642.17	\$ 1,190,588.81
	(Current Month)	
Reserved for Investment		(400,000.00)
Reserved for Potential Payments Within 90 Days		(466,825.00)
Balance		\$ 323,763.81

Investment Position: The Fund is capable of meeting all known obligations.
Investment Compliance: The Investment Policy of the Commission has been followed.



Karen Alexander, Investment Officer



Barbara Kolb, Alternate Investment Officer

Staff Services Division

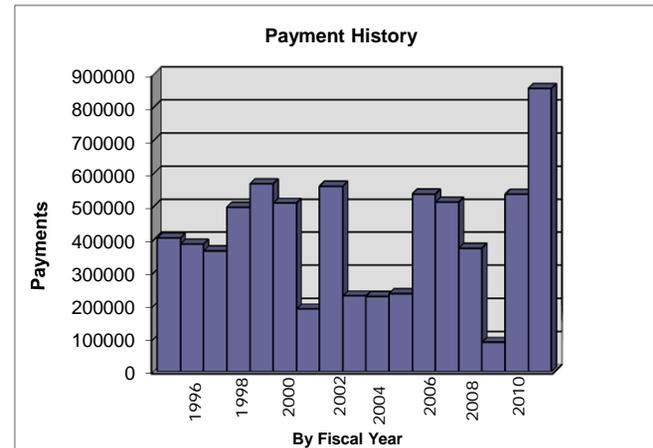
Real Estate Recovery Trust Account No. 971 Investments Payments and Repayments

May 2012

Month-Year	Payment Total	Repayment Total	Admin Penalties Total	Rider/Admin Costs	Payments FY2012-To-Date	Number of Payments
May 2011	100,000.00	1,096.01	5,083.41	255.20	0.00	0
June 2011	245,322.27	1,145.91	11,084.00	0.44	0.00	0
July 2011	119,790.63	275.00	6,758.33	112.00	0.00	0
August 2011	0.00	3,237.89	11,658.41	3.63	0.00	0
September 2011	70,980.79	1,348.00	11,442.43	91.10	70,980.79	4
October 2011	37,131.98	(144.64)	4,447.57	0.00	37,131.98	2
November 2011	100,000.00	2,675.82	12,855.84	0.00	100,000.00	2
December 2011	44,788.35	(200.18)	7,740.00	40.54	44,788.35	3
January 2012	25,348.22	9,941.98	6,222.27	0.00	25,348.22	2
February 2012	15,000.00	3,663.85	10,718.23	56.11	15,000.00	1
March 2012	142,897.29	3,500.00	3,643.00	0.00	142,897.29	2
April 2012	0.00	4,213.00	5,611.33	371.11	0.00	0
May 2012	13,176.60	51,637.40	12,622.33	157.95	13,176.60	1
	914,436.13	82,390.04	109,887.15	1,088.08	449,323.23	17

Payment History		
Fiscal Year	# of Payments	Total Payments
thru 1994	376	5,128,724.98
1995	29	404,449.31
1996	26	385,724.99
1997	20	365,445.94
1998	27	497,406.17
1999	21	568,326.88
2000	18	509,279.95
2001	11	189,405.09
2002	19	561,110.81
2003	11	228,924.68
2004	8	227,794.75
2005	8	236,012.61
2006	22	537,356.93
2007	14	512,774.82
2008	12	373,414.95
2009	5	88,299.35
2010	20	536,637.13
2011	19	856,843.03
Total	666	\$12,207,932.37

Potential Payments*
Next 3 Months **466,825.00**



*Potential Payments: Payments could be made in the time periods indicated. Several time/work variables can affect the actual payment dates.

Staff Services Division

Real Estate Inspection Recovery Fund No. 0988

May 2012

	Monthly Activity			Payment History		
	Beginning Balance	Current Month	Cumulative Totals	Fiscal Year	Number of Payments	Total Payments
Beginning Balance	\$ 614,018.94		\$ 614,018.94	1991	2	\$ 4,309.26
Receipts:				1992	0	0.00
Licensees' Remittances to Recovery Fund		\$ 1,890.69		1993	2	15,000.00
Interest Realized		62.11		1994	5	31,473.40
Repayments		250.00		1995	4	25,668.83
Administrative Penalties		2,300.00		1996	2	7,500.00
Total Received in Current Month		<u>4,502.80</u>	\$ 4,502.80	1997	1	7,500.00
Disbursements:				1998	4	30,000.00
Payments from Recovery Fund	\$ 0.00			1999	1	7,500.00
Cash Transfer to General Revenue		0.00		2000	6	45,000.00
Administrative Costs		29.93		2001	0	0.00
Total Disbursed in Current Month		<u>29.93</u>	\$ 29.93	2002	2	15,000.00
Total			\$ 618,491.81	2003	1	7,500.00
Reserved for Payment within 90 Days			(24,500.00)	2004	4	32,523.96
Unobligated Fund Balance			\$ 593,991.81	2005	5	28,567.39
				2006	5	49,837.11
				2007	1	12,500.00
				2008	0	0.00
				2009	1	12,500.00
				2010	2	16,205.00
				2011	2	25,000.00
				2012 YTD	0	0.00
				Total		\$ 373,584.95

Investment Position: The Fund is capable of meeting all known obligations.

Investment Compliance: The Investment Policy of the Commission has been followed.

Karen Alexander

Karen Alexander, Investment Officer

Barbara C Kolb

Barbara Kolb, Alternate Investment Officer