



## Heath Abshure

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**From:** John H. Lynch <jhl@nasaa.org>  
**Sent:** Tuesday, October 29, 2013 3:12 PM  
**To:** Heath Abshure  
**Subject:** Financial Info you requested  
**Attachments:** settlement income, training costs.pdf

Heath,

I've attached the settlement income that NASAA has received from the states over the past five years along with the cost to NASAA to conduct the training events that benefit your staff. You may want to eliminate the 2013 BNY settlement as that was done by the corp. office when BNY backed out of the EFD project.

Also, the NEMO project, which benefits your examination staff cost NASAA \$439,000. We anticipate that the final cost for the EFD system, which will also benefit your state will cost NASAA about \$225,000.

We can't put a price tag on the distance education package (since Jason put that together) that we offer on our website, but certainly it is another training exercise meant to benefit all of the states.

Let me know if you need more.

John H. Lynch  
Deputy Executive Director/Controller  
NASAA  
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### Settlement Income - 2009

	Date Received	Amount Received
Bank of America (Alabama ARS Order)	09/12/2009	\$10,000
Citigroup Global Markets (Alabama ARS Order)	06/11/2009	\$5,000
Credit Suisse Securities (North Carolina ARS Order)	08/07/2009	\$15,000
JP Morgan Chase & CO (Florida ARS Order)	10/22/2009	\$15,000
Merrill Lynch (Texas Client Associate Order)	09/23/2009	\$25,000
Merrill Lynch (Alabama ARS Order)	09/29/2009	\$25,000
Merrill Lynch (Alabama Client Associate Order)	12/10/2009	\$10,200
Wachovia Securities (Alabama ARS Order)	06/11/2009	\$10,000
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		\$115,200

Settlement Income - 2010

	Date Received	Amount Received	
Credit Suisse Securities (Iowa ARS Order)	03/22/2010	\$5,000	
Wells Fargo Investments (Washington ARS Order)	04/29/2010	\$25,000	
Morgan Stanley (Iowa ARS Order)	05/03/2010	\$3,000	
Merrill Lynch (Iowa Client Associates Order)	05/26/2010	\$6,000	Non ARS
UBS (Alabama ARS Order)	07/07/2010	\$10,000	
Goldman Sachs (Alabama ARS Order)	07/07/2010	\$50,000	
UBS (Iowa ARS Order)	07/14/2010	\$7,500	
JP Morgan Chase (Iowa ARS Order)	11/15/2010	\$1,000	
Deutsche Bank Securities Inc "DBSI" (Iowa ARS Order)	12/27/2010	\$500	
Goldman, Sachs & Co. (Iowa ARS Order)	12/14/2010	\$2,000	
			\$110,000

Settlement Income - 2011

	Date Received	Amount Received	
Raymond James & Associates (ARS)(Florida)	07/08/2011	\$25,000	
Morgan Keegan (Alabama)	07/14/2011	\$23,000	not ARS
Raymond James & Associates (ARS)(Alabama)	09/23/2011	\$1,000	
E*Trade (ARS)(Colorado)	01/10/2012	\$20,000	

Settlement Income - 2012

	Date Received	Amount Received	
Bankers Life (Maine)	06/01/2012	\$20,000.00	
Morgan Keegan (Iowa)	08/06/2012	\$1,000.00	
E*Trade Securities (Iowa)	10/01/2012	\$1,000.00	ARS
Bankers Life (Iowa)	11/20/2012	\$5,000.00	
ProEquities (Bankers Life)(Arkansas)	11/21/2012	\$8,207.55	
UVEST (Bankers LIFE)(Arkansas)	11/27/2012	\$14,150.94	
		\$49,358.49	

Settlement Income - 2013

	Date Received	Amount Received
UVEST Financial (Bankers Life)(IOWA)	02/07/2013	\$500.00
BNY Mellon (Form D)	02/27/2013	\$250,000.00
RBC Capital Markets, LLC (Colorado)	07/01/2013	\$10,000.00
Crews & Associates, Inc. (Arkansas)	07/22/2013	\$150,000.00
UBS Financial Services (New Jersey)	09/20/2013	\$10,000.00
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		\$420,500.00

Training & Education Event Costs

Tampa

Kansas City

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012
Unencumbered/Misc.										\$1,175	\$119	\$2,169	\$1,544
Winter Enforcement Conference Combined w/Atty/inv ting '11, '12	\$125,066	\$122,979	\$164,072	\$158,210	\$209,504	\$187,189	\$198,384	\$123,851	\$186,221	\$179,420	\$112,943	\$264,025	\$212,469
Broker Dealer Training	\$90,777	\$105,256	\$111,129	\$108,665	\$103,126	\$101,662	\$108,461	\$111,647	\$142,238	\$80,780	\$78,752	\$68,055	\$100,890
Litigation Training	N/A	N/A	N/A	N/A	N/A	\$105,704	\$160,664	\$132,744	N/A	N/A	\$77	\$90,368	N/A
Corp. Fin. Training	\$59,454	\$62,617	\$48,260	\$67,037	\$87,237	\$65,056	\$78,622	\$76,377	\$97,625	\$56,407	N/A	\$65,199	\$56,487
Franchise Training	\$23,825	\$21,348	\$26,952	\$18,952	\$30,747	\$24,776	\$30,595	\$96,862	\$49,923	\$30,234	N/A	\$21,251	\$24,568
Joint Reg. Training	\$20,989	\$21,177	\$10,845	\$19,445	\$21,570	\$20,288	\$20,863	\$15,059	\$20,654	\$32,518	N/A	N/A	N/A
Investigator/Attorney Training	\$83,759	\$79,168	\$59,405	\$142,246	\$93,316	\$166,986	\$169,027	\$204,764	\$199,730	\$150,624	\$3,319	N/A	N/A
Exam Module Training	N/A	N/A	N/A	\$12,840	\$72,880	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
NASAA/NAIC Training	N/A	N/A	N/A	N/A	\$49,090	\$23,605	\$35,892	\$46,709	N/A	N/A	N/A	N/A	N/A
I/A Training	\$104,971	\$115,551	\$114,007	\$142,867	\$80,928	\$118,933	\$121,020	\$140,251	\$145,995	\$98,732	\$140,930	\$172,491	\$181,979
HARD/CRD Training	N/A	\$52,316	\$62,120	N/A	\$66,700	\$69,887	N/A	\$68,470	\$87,337	\$45,247	N/A	\$56,096	N/A
Investor Education Training	N/A	N/A	\$75,310	\$67,977	\$84,117	\$91,007	\$93,354	\$80,364	\$78,197	\$58,921	N/A	\$63,491	\$67,490
Distance Education											\$988	\$863	\$260
Administrators Training	N/A	\$72,563	\$77,262	\$76,235	\$83,750	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
	\$508,843	\$662,995	\$749,362	\$814,294	\$982,965	\$975,113	\$1,016,872	\$1,017,298	\$1,007,920	\$734,057	\$337,127	\$803,999	\$635,707

Tampa saved NASAA about \$275,000