

Sample WIA FBCO Subcontract Monthly Management Report

May 2007

	Feb-07			Mar-07			Apr-07			May-07			CTD TOTAL			
	Target	Doc'd	Doc'd as % of targets	Target	Doc'd	Doc'd as % of targets	Target	Doc'd	Doc'd as % of targets	Target	Doc'd	Doc'd as % of targets	Target	Doc'd	Doc'd as % of targets	
FBCO 1	Direct Plac.	9	13	144%	9	11	122%	10	24	240%	10	15	150%	494	714	145%
	1Q Retention	8	0	0%	13	0	0%	9	0	0%	9	24	267%	424	596	141%
	3Q Retention	6	7	117%	6	5	83%	5	9	180%	5	5	100%	266	384	144%
	HW Gain	4	4	NM	4	2	NM	5	5	NM	5	19	NM	107	151	141%
FBCO 2	Direct Plac.	5	2	40%	5	2	40%	6	4	67%	6	10	167%	301	338	112%
	1Q Retention	5	4	80%	9	4	44%	5	2	40%	5	5	100%	263	294	112%
	3Q Retention	4	4	100%	4	7	175%	3	3	100%	3	5	167%	186	191	103%
	HW Gain	3	3	NM	3	3	NM	3	0	NM	3	5	NM	58	89	153%
FBCO 3	Direct Plac.	5	4	80%	5	13	260%	6	3	50%	6	10	167%	273	261	96%
	1Q Retention	6	7	117%	10	3	30%	5	11	220%	5	11	220%	258	267	103%
	3Q Retention	4	8	200%	3	3	100%	3	8	267%	3	7	233%	179	145	81%
	HW Gain	2	0	NM	3	0	NM	3	5	NM	3	10	NM	50	73	146%
FBCO 4	Direct Plac.	2	1	50%	2	6	300%	3	4	133%	3	2	67%	108	79	73%
	1Q Retention	3	2	67%	5	0	0%	2	4	200%	2	5	250%	91	64	70%
	3Q Retention	2	3	150%	2	0	0%	2	5	250%	2	1	50%	64	35	55%
	HW Gain	2	3	NM	2	0	NM	2	2	NM	2	2	NM	36	20	56%
Total Performance																
Direct Plac.	21	20	95%	21	32	152%	25	35	140%	25	37	148%	1176	1392	118%	
1Q Retention	22	13	59%	37	7	19%	21	17	81%	21	45	214%	1036	1221	118%	
3Q Retention	16	22	138%	15	15	100%	13	25	192%	13	18	138%	695	755	109%	
HW Gain	11	10	91%	12	5	42%	13	12	92%	13	36	277%	251	333	133%	