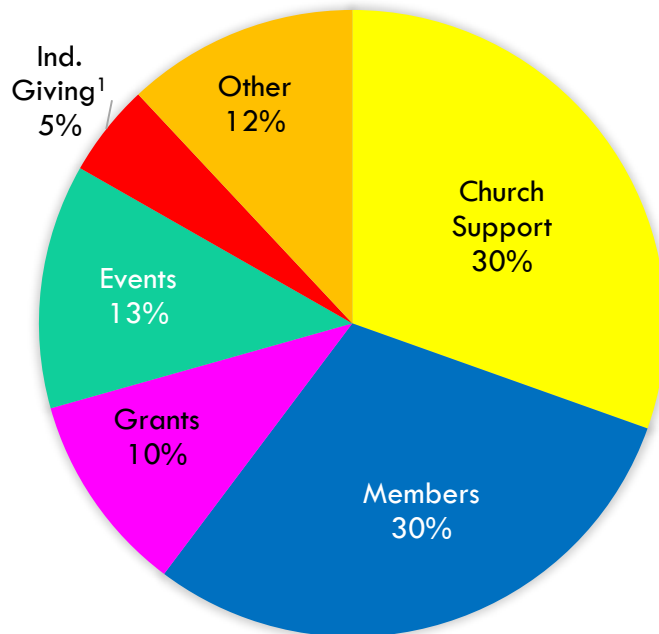


Overview of LSA Revenue Drivers

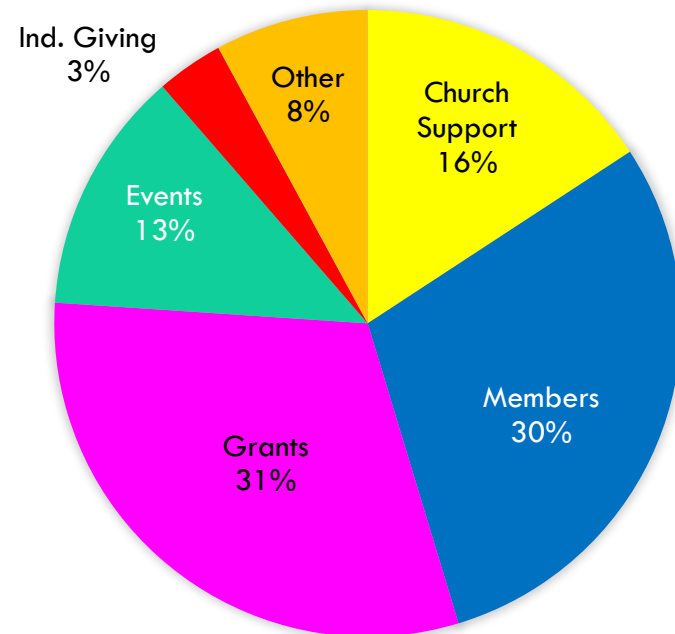
1

FY 2012 ACTUAL



Total: \$2,326.5K

FY 2016 FORECAST



Total: \$3,178.6K

1. Includes a one time Thrivent promotion
2. Note total revenue between FY 2012 and FY2016 was \$1.98M in FY 2013, \$1.92M in FY 2014, and \$2.45M in FY 2015