

South Dakota Bureau of Administration
Obligation Recovery Center

FY2019 Annual Report

Obligation Recovery Center

Historical Background

House Bill 1228 was passed during the 2015 Legislative Session and created the Obligation Recovery Center (Center) within the Bureau of Administration (BOA). It took effect July 1, 2015. It is codified in SDCL 1-55. The BOA has contracted with CGI Technologies and Solutions, Inc. to operate the Center.

Significant Events during FY2019

The Center, through BOA, enters into a Memorandum of Understanding (MOU) with each agency that will use the Center to collect debt to ensure that any agency specific requirements are considered.

MOUs were signed with the following agencies during FY2019:

- a. the South Dakota of Environment and Natural Resources,
- b. the Department of Veterans Affairs/State Veterans Home, and
- c. the Department of Labor and Regulation, Division of Insurance.

The Legislature passed HB 1039 during the 2019 legislative session allowing the vocational technical schools the ability to refer debt to the Center beginning July 1, 2019. Memorandums of Understanding were signed with all tech schools: Mitchell Technical Institute; Western Dakota Technical Institute; Lake Area Technical Institute and Southeast Technical Institute effective July 1, 2019.

The Center held quarterly multi-agency meetings to establish consistent and uniform information sharing on debt collection.

The Center held telephonic calls with Harris and Harris and Municipal Services Bureau (MSB) regarding third party collection efforts. Recommendations were made for the Center to conduct quarterly calls with each party to discuss progress and any issues in addition to conducting an annual review call.

Debt Collection Process

State agencies will not refer some debt types to the Center for collection. State agencies will evaluate those types of debt, and when appropriate, request that they be written off by the Board of Finance. Those debt types include:

- a. Bankruptcy
- b. Death of Debtor

- c. Undocumented Debt
- d. Statute of Limitations Expired
- e. Balance Owed is Under \$25
- f. Debts Owed by Other Governments

The Center has 180 days to collect debt that has been referred to it for collection. If the Center is unable to collect the debt during that period or for other good cause, the Center will refer the debt to a third party debt collection agency or agencies for a period of no less than one year.

It should be noted that uncollectible debts will at some point be returned to the agency of origin for final disposition. Final disposition would be submission to the State Board of Finance for write-off.

Due Process Hearings

Debtors have the option of requesting a due process hearing. The hearing is conducted by the Office of Hearing Examiners, and the agency with whom the debt originates appears and presents evidence regarding the debt.

Hearings Summary

| Fiscal Year | # of Debts Referred to the Center | # of Hearings Requested | # of Hearings Dismissed or Withdrawn |
|-------------|-----------------------------------|-------------------------|--------------------------------------|
| 2017 | 63,336 | 24 | 12 |
| 2018 | 28,800 | 20 | 3 |
| 2019 | 30,217 | 2 | 1 |

Third Party Debt Collection

The BOA has contracts with the following debt collection agencies: Harris and Harris and Gila, LLC d/b/a Municipal Services Bureau.

The term of the contract is one (1) year with four (4) additional one (1) year optional extension periods. The initial contract period began July 1, 2016, and the contracts with the collection agencies were renewed for an additional year effective July 1, 2019.

Due to the Center having the first 180 days to collect debts referred, the third party debt collection agencies began collecting debt on March 13, 2017.

FY2019 Collection Activities

Collection activities conducted by the Center are summarized in Addendum A. Addendum A illustrates both the collection activities for FY2019 for both the Center and outside collection agencies (OCAs).

Addendum B is attached and shows a comparison of FY2017, FY2018 and FY2019 collection activities. Addendum C is attached and shows the historical collection activities from FY2014 through FY2019.

FY2019 Financial Summary of Collection Activities

During FY2018, the Center was able to collect from debtors or establish payment plans as follows:

| Amount | Description |
|----------------------|---|
| \$ 2,678,925 | Money collected for agencies by the Center |
| \$ 740,793 | Money collected for agencies by third party collectors |
| \$ 3,419,717 | Total money collected for agencies |
| <hr/> | |
| \$ 8,575,092 | Dollar value of payment plans with the Center |
| \$ 1,688,899 | Dollar value of payment plans with third party collectors |
| \$ 10,263,991 | Total value of payment plans |
| <hr/> | |
| \$ 13,683,708 | Total Financial Impact of Collection Activities |

The money collected by the Center is remitted to the originating state agency. Of the \$3,419,717 remitted to state agencies, \$677,577.58 was deposited into the general fund with the remaining monies distributed to various agency funds.

FY2019 Revenues and Expenses

All debts collected and the cost recovery fees are remitted to the State per statute and offset the general fund appropriation. The amount of the collected debt is transferred to the agency that referred it to the Center and the cost recovery fees are deposited into the general fund.

CGI and the third party debt collection agencies bill the Center for their services in accordance with their contracted rates and supported by documentation.

Of the \$720,000 of general funds appropriated for FY2019, \$650,395.82 was paid to CGI and the third party debt collection agencies. The remaining balance was reverted.

Breakdown of Debts

The first additional page is the FY2019 Annual Report Data. This sheet breaks down the debts to the Center by fiscal years 2017, 2018 and 2019 by Average Debt Referred; Average ORC Payment; Average OCA Payment; Overall Collection Rates and OCA Collection Rates.

The second page breaks down the Total Inventory of Accounts in dollar range by Total; South Dakota Debtors and Out-of-State Debtors.

The third page breaks down the Total Inventory of Accounts by age of debt by Total; South Dakota Debtors and Out-of-State Debtors.

Obligation Recovery Center Webpage

The Obligation Recovery Center webpage (<http://boa.sd.gov/divisions/obligation/>) can be found on the BOA website with links to contact information for the Center and to the self-service payment portal. A number of reports, including the annual reports, are also listed.

**South Dakota Obligation Recovery Center
Collection Activity Year to Date FY2019**

ADDENDUM A

| Recovery Activity | Number | Total Amount | Agency Principal Amount | Agency Interest Amount | Agency Penalty Amount | Cost Recovery Fee | Center Mgt Fees | OCA Recovery Fee | State Share |
|--|---------------|------------------------|-------------------------|------------------------|-----------------------|----------------------|---------------------|----------------------|--------------------|
| Agency - Debts Referred | 30,217 | \$ 24,127,611.67 | \$ 19,179,004.49 | \$ 902,000.26 | \$ 210,759.38 | \$ 3,835,847.54 | | | |
| Agency - Debts Recalled | 6,218 | \$ 6,648,726.64 | \$ 5,282,809.86 | \$ 296,045.10 | \$ 13,709.79 | \$ 1,056,161.89 | | | |
| Agency - Debts Adjusted | 211 | \$ (435,364.46) | \$ (215,795.06) | \$ (139,690.50) | \$ (36,719.90) | \$ (43,159.00) | | | |
| Center - Interest Accrued | | \$ 550,386.99 | | \$ 550,386.99 | | | | | |
| Debts Closed – Deceased | 7 | \$ 10,698.83 | \$ 4,269.91 | \$ 4,904.15 | \$ 670.79 | \$ 853.98 | | | |
| Debts Closed – Bankrupt | 64 | \$ 205,424.97 | \$ 153,397.47 | \$ 17,390.91 | \$ 3,957.13 | \$ 30,679.46 | | | |
| Debts Closed – Paid in Full | 4,619 | \$ 2,771,490.16 | \$ 2,201,357.54 | \$ 110,808.86 | \$ 58,763.41 | \$ 400,560.35 | | | |
| Payments – Received | 25,016 | \$ 3,291,914.28 | \$ 2,594,914.87 | \$ 126,545.31 | \$ 51,581.42 | \$ 518,872.68 | | | |
| Payments - Returned | 1,006 | \$ (112,168.32) | \$ (90,255.21) | \$ (2,236.97) | \$ (1,624.76) | \$ (18,051.38) | | | |
| Net Payments | 24,010 | \$ 3,179,745.96 | \$ 2,504,659.66 | \$ 124,308.34 | \$ 49,956.66 | \$ 500,821.30 | | | |
| Payment Agreements | 3,283 | \$ 10,464,821.61 | \$ 7,749,235.90 | \$ 690,205.25 | \$ 135,651.21 | \$ 1,889,729.25 | | | |
| Enforcement Notification - Hunting/Fishing License | 18,456 | | | | | | | | |
| Enforcement Notification - Motor Vehicle | 3,165 | | | | | | | | |
| Enforcement Notification - Drivers License | 3,150 | | | | | | | | |
| Letters Sent | 73,352 | | | | | | | | |
| Inbound Calls | 40,212 | | | | | | | | |
| Outbound Calls | 41,273 | | | | | | | | |
| OCA – Referred to OCAs | 45,030 | \$ 38,815,110.22 | \$ 27,486,418.30 | \$ 4,451,422.36 | \$ 423,341.90 | \$ 6,453,927.66 | | | |
| OCA – Recalled from OCA | 2,396 | \$ 1,914,823.04 | \$ 1,516,815.60 | \$ 73,843.03 | \$ 5,086.15 | \$ 319,078.26 | | | |
| OCA – Payments | 5,049 | \$ 888,939.58 | \$ 711,040.90 | \$ 15,058.65 | \$ 14,693.17 | \$ 148,146.86 | \$ 28,496.69 | \$ 118,362.47 | \$ 1,287.49 |
| OCA - Payment Agreements | 1,106 | \$ 2,026,451.12 | \$ 1,513,968.67 | \$ 141,376.95 | \$ 33,553.07 | | | \$ 337,552.43 | |

ADDENDUM B

FY2017 Center Activities

| Recovery Activity | Accounts | Principal | Interest | Penalties | Total |
|-------------------------------------|-----------------|------------------|-----------------|------------------|------------------|
| Agency Debts Referred | 63,336 | \$ 44,579,371.39 | \$ 2,391,363.50 | \$ 518,075.74 | \$ 47,488,810.63 |
| Net Payments | 14,295 | \$ 1,572,062.10 | \$ 27,842.78 | \$ 13,938.46 | \$ 1,613,843.34 |
| Payment Agreements | 4,348 | \$ 7,005,635.22 | \$ 156,073.01 | \$ 66,879.25 | \$ 7,228,587.48 |
| Enforcement Notifications: | | | | | |
| Hunting/Fishing Licenses | 40,655 | | | | |
| Motor Vehicle Registration | 4,680 | | | | |
| Drivers License | 4,859 | | | | |
| Outside Collection Agencies: | | | | | |
| Net Payments | 1,159 | \$ 193,770.72 | \$ 1,012.02 | \$ 795.93 | \$ 195,578.67 |
| Payment Agreements | 299 | \$ 460,764.39 | | | \$ 460,764.39 |

FY2018 Center Activities

| Recovery Activity | Accounts | Principal | Interest | Penalties | Total |
|-------------------------------------|-----------------|------------------|-----------------|------------------|------------------|
| Agency Debts Referred | 28,800 | \$ 19,527,535.00 | \$ 3,784,300.00 | \$ 337,398.00 | \$ 23,649,233.00 |
| Net Payments | 22,597 | \$ 2,372,348.00 | \$ 92,794.00 | \$ 45,839.00 | \$ 2,510,981.00 |
| Payment Agreements | 3,794 | \$ 9,055,574.00 | \$ 735,569.00 | \$ 194,289.00 | \$ 9,985,432.00 |
| Enforcement Notifications: | | | | | |
| Hunting/Fishing Licenses | 23,638 | | | | |
| Motor Vehicle Registration | 4,502 | | | | |
| Drivers License | 4,816 | | | | |
| Outside Collection Agencies: | | | | | |
| Net Payments | 6,059 | \$ 916,803.00 | \$ 28,703.00 | \$ 16,206.00 | \$ 961,712.00 |
| Payment Agreements | 553 | \$ 1,387,648.75 | | | \$ 1,387,648.75 |

FY2019 Center Activities

| Recovery Activity | Accounts | Principal | Interest | Penalties | Total |
|-------------------------------------|-----------------|------------------|-----------------|------------------|------------------|
| Agency Debts Referred | 30,217 | \$ 19,179,004.49 | \$ 902,000.26 | \$ 210,759.38 | \$ 20,291,764.13 |
| Net Payments | 24,010 | \$ 2,504,659.66 | \$ 124,308.34 | \$ 49,956.66 | \$ 2,678,924.66 |
| Payment Agreements | 3,283 | \$ 7,749,235.90 | \$ 690,205.25 | \$ 135,651.21 | \$ 8,575,092.36 |
| Enforcement Notifications: | | | | | |
| Hunting/Fishing Licenses | 18,456 | | | | |
| Motor Vehicle Registration | 3,165 | | | | |
| Drivers License | 3,150 | | | | |
| Outside Collection Agencies: | | | | | |
| Net Payments | 5,049 | \$ 711,040.90 | \$ 15,058.65 | \$ 14,693.17 | \$ 740,792.72 |
| Payment Agreements | 1,106 | \$ 1,513,968.67 | \$ 141,376.95 | \$ 33,553.07 | \$ 1,688,898.69 |

ADDENDUM C

**OBLIGATION RECOVERY CENTER
Agency by Agency Monthly Collections**

| AGENCY | START DATE | FY 2014 | FY 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
|--|--------------------------|----------------------|----------------------|----------------------|------------------------|------------------------|------------------------|
| UNIFIED JUDICIAL SYSTEM* | July 15, 2016 | \$ - | \$ - | \$ - | \$ 895,798.54 | \$ 1,292,073.00 | \$ 1,480,753.50 |
| CORRECTIONS | July 15, 2016 | \$ 44,219.82 | \$ 30,008.25 | \$ 22,303.76 | \$ 464,353.29 | \$ 451,460.00 | \$ 262,434.06 |
| GAME, FISH & PARKS/AGRICULTURE | September 1, 2016 | \$ 6,384.05 | \$ 3,637.33 | \$ 68.24 | \$ 14,075.26 | \$ 12,781.00 | \$ 7,685.52 |
| REVENUE | November 1, 2016 | \$ 64,033.96 | \$ 33,774.57 | \$ 4,362.23 | \$ 153,913.71 | \$ 380,427.00 | \$ 416,143.52 |
| BOARD OF REGENTS: | | | | | | | |
| USD | December 1, 2016 | \$ 163,471.23 | \$ 165,242.10 | \$ 125,209.15 | \$ 167,056.26 | \$ 437,481.00 | \$ 351,949.16 |
| DSU | March 1, 2017 | \$ 33,433.06 | \$ 21,002.43 | \$ 46,789.86 | \$ 30,633.31 | \$ 133,918.00 | \$ 117,034.46 |
| SDSM&T | May 1, 2017 | \$ 32,872.62 | \$ 32,546.68 | \$ 21,363.40 | \$ 5,319.21 | \$ 48,897.00 | \$ 67,591.76 |
| NSU | January 1, 2017 | \$ 19,312.96 | \$ 34,068.59 | \$ 28,534.21 | \$ 39,453.93 | \$ 99,388.00 | \$ 99,055.11 |
| BHSU | May 1, 2017 | \$ 79,105.37 | \$ 83,007.42 | \$ 47,350.01 | \$ 26,052.97 | \$ 205,953.00 | \$ 171,715.19 |
| SDSU | June 1, 2017 | \$ 131,538.00 | \$ 168,719.00 | \$ 111,967.00 | \$ 1,661.76 | \$ 376,849.00 | \$ 362,808.71 |
| TRANSPORTATION | March 1, 2017 | \$ 8,727.98 | \$ 5,230.06 | \$ 9,360.86 | \$ 11,103.76 | \$ 28,633.00 | \$ 16,452.29 |
| HUMAN SERVICES | July 1, 2017 | | | | \$ - | \$ 370.85 | \$ 890.16 |
| SECRETARY OF STATE | May 9, 2016 | | | | | | |
| SOCIAL SERVICES | December 1, 2017 | \$ 6,504.00 | \$ 2,240.00 | \$ 740.00 | \$ - | \$ 3,062.00 | \$ 62,757.09 |
| LABOR & REGULATION - DIV OF INSURANCE | February 7, 2018 | | | | | | |
| ENVIRONMENT & NATURAL RESOURCES | March 1, 2018 | | | | | \$ 1,400.00 | \$ 800.00 |
| VETERANS AFFAIRS | August 13, 2018 | | | | | | \$ 281.86 |
| LABOR AND REGULATION | September 6, 2018 | | | | | | \$ 1,364.99 |
| Total Collections | | \$ 589,603.05 | \$ 579,476.43 | \$ 418,048.72 | \$ 1,809,422.00 | \$ 3,472,692.85 | \$ 3,419,717.38 |

Start Date Column is the first month of collection by the Center for comparative purposes.

FY2015 and FY2016 were not active collection periods for agencies except Board of Regents while setting up the Center.

*Unified Judicial System did not do private collections prior to the Center.

ORC first year of operation began July 16, 2016 or FY2017.

FY2019 Annual Report Data

Average Debt Referred Amount

| FY2017 | FY2018 | FY2019 |
|---------------|---------------|---------------|
| \$749.79 | \$821.15 | \$671.53 |

Average ORC Payment Amount

| FY2017 | FY2018 | FY2019 |
|---------------|---------------|---------------|
| \$119.93 | \$111.12 | \$111.58 |

Average OCA Payment Amount

| FY2017 | FY2018 | FY2019 |
|---------------|---------------|---------------|
| \$123.89 | \$158.72 | \$146.72 |

Overall Collection Rate

| FY2017 | FY2018 | FY2019 |
|---------------|---------------|---------------|
| 4.37% | 6.20% | 5.11% |

OCA Collection Rates

| FY2017 | FY2018 | FY2019 |
|---------------|---------------|---------------|
| 0.62% | 1.74% | 2.41% |

Total Inventory of Accounts

| Value | # of Accounts | Total Debt | Principal | Penalty | Interest | Average Case Amt | % of Accounts | % of Total Debt |
|-------------------|----------------|------------------------|------------------------|---------------------|-----------------------|------------------|----------------|-----------------|
| \$0 - \$100 | 21,518 | \$1,297,248.69 | \$1,271,452.58 | \$8,254.39 | \$17,541.72 | \$60.29 | 19.47% | 1.59% |
| \$101 - \$200 | 30,072 | \$4,108,227.22 | \$4,088,192.64 | \$10,372.66 | \$9,661.92 | \$136.61 | 27.21% | 5.02% |
| \$201 - \$300 | 17,903 | \$4,594,769.90 | \$4,572,303.31 | \$13,646.90 | \$8,819.69 | \$256.65 | 16.20% | 5.62% |
| \$301 - \$400 | 8,115 | \$2,879,851.40 | \$2,850,554.21 | \$15,694.94 | \$13,602.25 | \$354.88 | 7.34% | 3.52% |
| \$401 - \$500 | 5,771 | \$2,622,101.50 | \$2,586,870.69 | \$15,562.78 | \$19,668.03 | \$454.36 | 5.22% | 3.21% |
| \$501 - \$600 | 4,557 | \$2,503,649.27 | \$2,462,345.44 | \$17,061.09 | \$24,242.74 | \$549.41 | 4.12% | 3.06% |
| \$601 - \$700 | 3,508 | \$2,264,955.60 | \$2,228,773.90 | \$13,847.92 | \$22,333.78 | \$645.65 | 3.17% | 2.77% |
| \$701 - \$800 | 2,566 | \$1,924,190.71 | \$1,889,057.52 | \$13,895.83 | \$21,237.36 | \$749.88 | 2.32% | 2.35% |
| \$801 - \$900 | 1,849 | \$1,568,429.56 | \$1,541,234.09 | \$11,727.52 | \$15,467.95 | \$848.26 | 1.67% | 1.92% |
| \$901 - \$1,000 | 1,519 | \$1,442,331.24 | \$1,409,982.78 | \$11,898.54 | \$20,449.92 | \$949.53 | 1.37% | 1.76% |
| \$1,001 - \$5,000 | 11,006 | \$22,870,377.93 | \$21,671,513.78 | \$325,063.05 | \$873,801.10 | \$2,077.99 | 9.96% | 27.96% |
| Over \$5,001 | 2,133 | \$33,732,325.76 | \$27,958,091.67 | \$404,280.37 | \$5,369,953.72 | \$15,814.50 | 1.93% | 41.23% |
| Total | 110,517 | \$81,808,458.78 | \$74,530,372.61 | \$861,305.99 | \$6,416,780.18 | \$740.23 | 100.00% | 100.00% |

\$500 and under of the total inventory accounts for 75.44% of accounts and 18.95% of total debt.

\$1,000 and under of the total inventory accounts for 88.11% of accounts and 30.81% of total debt.

South Dakota Debtors Inventory of Accounts

| Value | # of Accounts | Total Debt | Principal | Penalty | Interest | Avg Case Amt | % of Accounts | % of Total Debt |
|-------------------|---------------|------------------------|------------------------|---------------------|-----------------------|-----------------|----------------|-----------------|
| \$0 - \$100 | 17,088 | \$1,011,144.78 | \$991,399.04 | \$6,255.76 | \$13,489.98 | \$59.17 | 20.28% | 1.76% |
| \$101 - \$200 | 22,681 | \$3,105,206.23 | \$3,089,957.60 | \$7,483.25 | \$7,765.38 | \$136.91 | 26.92% | 5.41% |
| \$201 - \$300 | 13,584 | \$3,484,587.39 | \$3,470,458.62 | \$9,757.32 | \$4,371.45 | \$256.52 | 16.12% | 6.07% |
| \$301 - \$400 | 6,256 | \$2,216,131.21 | \$2,194,850.61 | \$11,625.83 | \$9,654.77 | \$354.24 | 7.42% | 3.86% |
| \$401 - \$500 | 4,500 | \$2,044,535.93 | \$2,020,340.18 | \$10,446.63 | \$13,749.12 | \$454.34 | 5.34% | 3.56% |
| \$501 - \$600 | 3,542 | \$1,946,388.51 | \$1,917,741.51 | \$11,633.82 | \$17,013.18 | \$549.52 | 4.20% | 3.39% |
| \$601 - \$700 | 2,773 | \$1,791,301.49 | \$1,767,097.16 | \$9,420.92 | \$14,783.41 | \$645.98 | 3.29% | 3.12% |
| \$701 - \$800 | 1,986 | \$1,490,043.33 | \$1,466,688.96 | \$10,154.39 | \$13,199.98 | \$750.27 | 2.36% | 2.60% |
| \$801 - \$900 | 1,432 | \$1,213,825.44 | \$1,196,122.93 | \$7,636.57 | \$10,065.94 | \$847.64 | 1.70% | 2.12% |
| \$901 - \$1,000 | 1,164 | \$1,104,818.43 | \$1,084,380.76 | \$7,297.68 | \$13,139.99 | \$949.16 | 1.38% | 1.93% |
| \$1,001 - \$5,000 | 7,868 | \$16,152,341.98 | \$15,480,305.61 | \$197,144.72 | \$474,891.65 | \$2,052.92 | 9.34% | 28.16% |
| Over \$5,001 | 1,385 | \$21,804,515.06 | \$19,431,262.23 | \$191,379.76 | \$2,181,873.07 | \$15,743.33 | 1.64% | 38.01% |
| Total | 84,259 | \$57,364,839.78 | \$54,110,605.21 | \$480,236.65 | \$2,773,997.92 | \$680.82 | 100.00% | 100.00% |

\$500 and under of SD Debtor accounts for 76.09% of accounts and 20.68% of total debt.

\$1,000 and under of SD Debtor accounts for 89.02% of accounts and 33.83% of total debt.

Non-Resident Debtors Inventory of Accounts

| Value | # of Accounts | Total Debt | Principal | Penalty | Interest | Avg Case Amt | % of Accounts | % of Total Debt |
|-------------------|---------------|------------------------|------------------------|---------------------|-----------------------|-----------------|----------------|-----------------|
| \$0 - \$100 | 4,430 | \$286,103.91 | \$280,053.54 | \$1,998.63 | \$4,051.74 | \$64.58 | 16.87% | 1.17% |
| \$101 - \$200 | 7,391 | \$1,003,020.99 | \$998,235.04 | \$2,889.41 | \$1,896.54 | \$135.71 | 28.15% | 4.10% |
| \$201 - \$300 | 4,319 | \$1,110,182.51 | \$1,101,844.69 | \$3,889.58 | \$4,448.24 | \$257.05 | 16.45% | 4.54% |
| \$301 - \$400 | 1,859 | \$663,720.19 | \$655,703.60 | \$4,069.11 | \$3,947.48 | \$357.03 | 7.08% | 2.72% |
| \$401 - \$500 | 1,271 | \$577,565.57 | \$566,530.51 | \$5,116.15 | \$5,918.91 | \$454.42 | 4.84% | 2.36% |
| \$501 - \$600 | 1,015 | \$557,260.76 | \$544,603.93 | \$5,427.27 | \$7,229.56 | \$549.03 | 3.87% | 2.28% |
| \$601 - \$700 | 735 | \$473,654.11 | \$461,676.74 | \$4,427.00 | \$7,550.37 | \$644.43 | 2.80% | 1.94% |
| \$701 - \$800 | 580 | \$434,147.38 | \$422,368.56 | \$3,741.44 | \$8,037.38 | \$748.53 | 2.21% | 1.78% |
| \$801 - \$900 | 417 | \$354,604.12 | \$345,111.16 | \$4,090.95 | \$5,402.01 | \$850.37 | 1.59% | 1.45% |
| \$901 - \$1,000 | 355 | \$337,512.81 | \$325,602.02 | \$4,600.86 | \$7,309.93 | \$950.74 | 1.35% | 1.38% |
| \$1,001 - \$5,000 | 3,138 | \$6,718,035.95 | \$6,191,208.17 | \$127,918.33 | \$398,909.45 | \$2,140.87 | 11.95% | 27.48% |
| Over \$5,001 | 748 | \$11,927,810.70 | \$8,526,829.44 | \$212,900.61 | \$3,188,080.65 | \$15,946.27 | 2.85% | 48.80% |
| Total | 26,258 | \$24,443,619.00 | \$20,419,767.40 | \$381,069.34 | \$3,642,782.26 | \$930.90 | 100.00% | 100.00% |

\$500 and under of Non-Resident Debtor accounts for 73.39% of accounts and 14.89% of total debt.

\$1,000 and under of Non-Resident Debtor accounts for 85.20% of accounts and 23.72% of total debt.

Total Inventory of Accounts by Age of Debt

| Age Range | # of Accounts | Total Debt | Principal | Penalty | Interest | Avg Case Amt |
|-------------|----------------|------------------------|------------------------|---------------------|-----------------------|-----------------|
| 0-6 months | 3,186 | \$690,263.58 | \$668,496.57 | \$267.05 | \$21,499.96 | \$216.62 |
| 6-12 months | 9,688 | \$3,977,336.36 | \$3,369,799.72 | \$5,391.69 | \$602,144.95 | \$410.54 |
| 1-2 Years | 21,144 | \$8,600,171.26 | \$7,824,400.42 | \$17,879.52 | \$757,891.32 | \$406.75 |
| 2-3 Years | 16,835 | \$8,203,208.80 | \$7,499,279.55 | \$24,490.00 | \$679,439.25 | \$487.28 |
| 3-4 Years | 11,025 | \$6,645,945.72 | \$6,118,022.72 | \$15,137.54 | \$512,785.45 | \$602.79 |
| 4-5 Years | 8,528 | \$5,738,588.80 | \$5,282,566.56 | \$13,246.22 | \$442,776.02 | \$672.88 |
| 5-6 Years | 7,855 | \$5,611,656.38 | \$5,181,117.74 | \$22,672.05 | \$407,866.59 | \$714.40 |
| 6-7 Years | 5,929 | \$5,003,852.71 | \$4,647,878.12 | \$28,871.38 | \$327,103.20 | \$844.00 |
| 7-8 Years | 3,659 | \$4,643,113.80 | \$4,257,645.71 | \$65,568.57 | \$319,899.51 | \$1,269.07 |
| 8-9 Years | 3,123 | \$4,956,901.71 | \$4,498,038.05 | \$100,987.64 | \$357,876.02 | \$1,587.11 |
| 10+ Years | 19,545 | \$27,737,419.67 | \$25,183,127.44 | \$566,794.33 | \$1,987,497.90 | \$1,419.18 |
| | 110,517 | \$81,808,458.78 | \$74,530,372.61 | \$861,305.99 | \$6,416,780.18 | \$740.23 |

South Dakota Debtors Inventory of Accounts by Age of Debt

| Age Range | # of Accounts | Total Debt | Principal | Penalty | Interest | Avg Case Amt |
|-------------|---------------|------------------------|------------------------|---------------------|-----------------------|-----------------|
| 0-6 months | 2,645 | \$540,916.94 | \$524,065.05 | \$213.72 | \$16,638.17 | \$204.47 |
| 6-12 months | 6,270 | \$2,000,098.47 | \$1,779,412.45 | \$1,058.12 | \$219,627.90 | \$319.01 |
| 1-2 Years | 17,302 | \$6,551,085.51 | \$6,120,612.25 | \$13,521.23 | \$416,952.02 | \$378.63 |
| 2-3 Years | 13,473 | \$6,026,639.22 | \$5,673,577.38 | \$15,027.14 | \$338,034.70 | \$447.30 |
| 3-4 Years | 8,728 | \$4,746,121.52 | \$4,536,151.72 | \$6,339.09 | \$203,630.71 | \$543.80 |
| 4-5 Years | 6,696 | \$4,256,140.34 | \$4,026,302.13 | \$8,985.59 | \$220,852.63 | \$635.65 |
| 5-6 Years | 6,047 | \$4,059,686.28 | \$3,845,328.91 | \$12,150.13 | \$202,207.24 | \$671.39 |
| 6-7 Years | 4,495 | \$3,545,508.30 | \$3,378,308.82 | \$14,750.80 | \$152,448.68 | \$788.81 |
| 7-8 Years | 2,747 | \$3,055,807.05 | \$2,884,915.24 | \$29,240.73 | \$141,651.08 | \$1,112.42 |
| 8-9 Years | 2,333 | \$3,028,396.26 | \$2,839,264.13 | \$40,915.24 | \$148,216.89 | \$1,298.33 |
| 10+ Years | 13,524 | \$19,554,439.90 | \$18,502,667.12 | \$338,034.87 | \$713,737.91 | \$1,445.89 |
| | 84,259 | \$57,364,839.78 | \$54,110,605.21 | \$480,236.65 | \$2,773,997.92 | \$680.82 |

Non-Resident Debtors Inventory of Accounts by Age of Debt

| Age Range | # of Accounts | Total Debt | Principal | Penalty | Interest | Avg Case Amt |
|-------------|---------------|------------------------|------------------------|---------------------|-----------------------|-----------------|
| 0-6 months | 541 | \$149,346.63 | \$144,431.51 | \$53.33 | \$4,861.79 | \$276.04 |
| 6-12 months | 3,418 | \$1,977,237.89 | \$1,590,387.27 | \$4,333.57 | \$382,517.05 | \$578.43 |
| 1-2 Years | 3,842 | \$2,049,085.76 | \$1,703,788.17 | \$4,358.29 | \$340,939.29 | \$533.37 |
| 2-3 Years | 3,361 | \$2,176,569.58 | \$1,825,702.17 | \$9,462.87 | \$341,404.55 | \$647.54 |
| 3-4 Years | 2,298 | \$1,899,824.20 | \$1,581,871.00 | \$8,798.45 | \$309,154.74 | \$826.86 |
| 4-5 Years | 1,833 | \$1,482,448.46 | \$1,256,264.44 | \$4,260.63 | \$221,923.39 | \$808.86 |
| 5-6 Years | 1,808 | \$1,551,970.11 | \$1,335,788.84 | \$10,521.92 | \$205,659.35 | \$858.19 |
| 6-7 Years | 1,434 | \$1,458,344.41 | \$1,269,569.30 | \$14,120.59 | \$174,654.53 | \$1,017.02 |
| 7-8 Years | 912 | \$1,587,306.74 | \$1,372,730.47 | \$36,327.84 | \$178,248.44 | \$1,741.07 |
| 8-9 Years | 791 | \$1,928,505.45 | \$1,658,773.92 | \$60,072.40 | \$209,659.13 | \$2,439.04 |
| 10+ Years | 6,021 | \$8,182,979.77 | \$6,680,460.32 | \$228,759.46 | \$1,273,759.99 | \$1,359.18 |
| | 26,258 | \$24,443,619.00 | \$20,419,767.40 | \$381,069.34 | \$3,642,782.26 | \$930.90 |

As of June 30, 2019