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STRAYER EDUCATION INC
Form 8-K
May 03, 2002

SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

FORM 8-K

Current Report Pursuant to Section 13 or 15(d)
of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): May 3, 2002

STRAYER EDUCATION, INC.

(Exact name of registrant as specified in its charter)

----- Maryland ----- (State or other jurisdiction of incorporation or organization)	----- 000-21039 ----- (Commission File Number)	----- 52-1975978 ----- (I.R.S. Employer Identification No.)
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----- 1100 Wilson Blvd Suite 2500, Alington VA ----- (Address of principal executive offices)	----- 22209 ----- (Zip Code)
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Registrant's telephone number, including area code: (703) 247-2500
Not applicable
(Former name or former address, if changed since last report)

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Item 5. Other Events.

On May 3, 2002, Strayer Education, Inc. announced record first quarter 2002 enrollment, revenues and operating income and raised its full year EPS estimate. The May 3, 2002 Press Release is attached hereto as an exhibit and incorporated herein by reference.

Item 7. Financial Statements, Pro Forma Financial Information and Exhibits.

99.01 Press Release dated May 3, 2002

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SIGNATURES

Pursuant to the requirements of the Securities and Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: May 3, 2002

Strayer Education, Inc.

By: /s/ Mark C. Brown

Mark C. Brown

Senior Vice President and Chief Financial Officer

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EXHIBIT INDEX

EXHIBIT	DESCRIPTION
99.01	Press Release dated May 3, 2002.

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EXHIBIT 99.01

For more information contact:

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MARK C. BROWN, CHIEF FINANCIAL OFFICER
Strayer Education, Inc.
(703) 247-2514

STRAYER EDUCATION, INC. REPORTS RECORD FIRST QUARTER 2002 ENROLLMENT, REVENUES, AND OPERATING INCOME AND RAISES FULL YEAR EPS ESTIMATE

- STRAYER FIRST QUARTER REVENUES UP 26% --
- STRAYER FIRST QUARTER DILUTED EPS OF \$0.52 --
- STRAYER SPRING 2002 TOTAL ENROLLMENTS INCREASE 19% --
- STRAYER SPRING 2002 ONLINE ENROLLMENTS RISE 92% --
- STRAYER RAISING FULL YEAR EPS GUIDANCE TO \$1.74-\$1.78 --

WASHINGTON, DC, May 3, 2002---Strayer Education, Inc. (Nasdaq:STRA) today announced financial results for the three months ended March 31, 2002. Financial highlights are as follows:

THREE MONTHS ENDED MARCH 31

- o Revenues for the three months ended March 31, 2002 increased 26% to \$29.7 million, compared to \$23.6 million for the same period in 2001, due to increased enrollment and a 5% tuition increase commencing with the Winter quarter.
- o Operating income (EBIT) grew 3% to \$11.8 million from \$11.5 million for the same period in 2001. Operating income margin was 39.8%, compared to 48.5% for the same period in 2001, reflecting operating expenses associated with the opening of the three campuses in 2001 and the funding of the Company's announced growth strategy.
- o Net income was \$7.4 million compared to \$8.1 million for the same period in 2001. This decrease was largely attributable to a \$1.5 million reduction in investment income associated with the successful recapitalization of the Company, which decreased the Company's cash position, and a lower interest rate environment. Earnings per diluted share were \$0.52, compared to \$0.53 for the same period in 2001, as diluted weighted average shares outstanding decreased to 14,381,000 from 15,470,000 for the same period in 2001.

Commenting on the first quarter financial results, Robert S. Silberman, President and Chief Executive Officer of Strayer Education, Inc. stated, "We are very pleased with our revenue growth and EPS for the first quarter, as our course load per student and our drop rate were both better than we expected. In addition, strong operating margin performance at our mature campuses offset accelerated expenditures on the opening of our three new campuses in North Carolina."

Mr. Silberman continued, "Our 19% enrollment growth for the Spring term is a record for the University for any term. The enrollment growth was strong for both new and continuing students, and across all areas of our academic curriculum. We are pleased with the continued strong performance of our ONLINE organization as our new asynchronous offerings are proving very attractive to our students."

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BALANCE SHEET

At March 31, 2002, the Company had cash and cash equivalents of \$54.4 million and no debt. The Company generated \$11.4 million from operating activities in the first quarter. Capital expenditures for the quarter were \$12.8 million, of which \$12.0 million was for the purchase of three campus facilities. Bad debt expense declined from 1.6% of revenue in the first quarter 2001 to 1.5% for the same period in 2002. Days sales outstanding, adjusted to exclude tuition receivable related to future quarters, also improved from 8 days in the first quarter of 2001 to 6 days for the same period in 2002.

STUDENT ENROLLMENT

The Company reported that Spring 2002 Quarter total enrollment at its subsidiary, Strayer University, increased 19% to 14,335 students compared to 12,044 for the same quarter in 2001. Enrollment at mature campuses (those in operation greater than three years) was up slightly to 9,275 students from 9,273. Enrollments at new campuses (those in operation three years or less) increased 59% to 1,288 students from 810. Strayer ONLINE enrollments increased 92% to 3,772 students from 1,961. Total students taking courses online (including students at brick and mortar campuses taking at least one ONLINE course) in the Spring 2002 Quarter is 4,970. Across the Strayer University campus network, new student enrollments increased 17.4% and continuing student enrollments increased 19.4%.

EXPANDED ONLINE COURSE OFFERINGS

Strayer University began an asynchronous course pilot program in 2001 which featured five classes in the initial Summer 2001 Quarter rollout, increasing to 18 classes in the Fall 2001 Quarter and 63 in the Winter 2002 Quarter. The University is offering 153 asynchronous classes in the current Spring 2002 Quarter, and all required courses for its degree programs will be available asynchronously by the Fall 2002 Quarter.

NORTH CAROLINA EXPANSION

During the first quarter, the Company received regulatory approval to offer its programs in the state of North Carolina from the University of North Carolina Board of Governors, the applicable post-secondary regulatory authority in North Carolina, and the Middle States Commission on Higher Education. Strayer University plans to open three new campuses in North Carolina in 2002, two of which will be located in Charlotte and one in Raleigh-Durham.

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The Company is on schedule to open all three campuses in time for the Summer Quarter classes commencing July 1st.

CORPORATE/GOVERNMENT SPONSORSHIPS

Also during the first quarter, Strayer University added two new sponsorship agreements: one with the World Bank, covering both Washington, D.C. based students and worldwide through Strayer ONLINE, and one with Northrop Grumman Information Technology. The Company's total number of corporate/government sponsorship arrangements is now 83.

BUSINESS OUTLOOK

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Based on the increased course load per student and decreased drop rate experienced in the first quarter, as well as the strong enrollment growth announced for the Spring term, the Company estimates second quarter fully diluted EPS will be in the range of \$0.48-\$0.50. In addition, the Company is raising its estimate of full year fully diluted EPS to \$1.74-\$1.78 from \$1.71-\$1.75.

NEW BOARD MEMBER

During the first quarter, David A. Coulter, Vice Chairman of J.P. Morgan Chase & Co. and former Chairman and CEO of BankAmerica Corporation joined the Company's Board of Directors.

CONFERENCE CALL WITH MANAGEMENT

Strayer Education, Inc. will host a conference call to discuss their first quarter 2002 earnings on May 3rd at 10:00 a.m. EDT. To participate on the live call, investors should dial (800) 289-0544 approximately ten minutes prior to the start time. In addition, the call will be available via live webcast over the Internet. To access the live webcast of the conference call, please go to www.strayeredu.com approximately 15 minutes prior to the start time of the call to register. An archived replay of the conference call will be available at (888) 203-1112 (pass code 638131) for 48 hours and on the web site thereafter.

Strayer Education, Inc. (Nasdaq: STRA) (www.strayeredu.com) is an education services holding company which owns Strayer University and certain other assets. Strayer's mission is to make higher education achievable and convenient for working adults in today's economy.

Strayer University (www.strayer.edu) is a proprietary institution of higher learning which offers undergraduate and graduate degree programs in accounting, business and information technology to more than 14,000 working adults at 20 campuses in Maryland, Virginia, Washington, DC, North Carolina and via the Internet through Strayer ONLINE. Strayer University is committed to providing an education that prepares working adult students for advancement in their careers and professional lives. By constantly adapting to the latest techniques and technologies used in business, we provide our graduates with practical skills and a competitive edge in the changing marketplace.

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Strayer University is accredited by the Middle States Commission on Higher Education. Founded in 1892, Strayer attracts students from around the country and throughout the world.

This press release contains statements that are forward looking and are made pursuant to the "safe-harbor" provisions of the Private Securities Litigation Reform Act of 1995 ("Reform Act"). The statements are based on the Company's current expectations and are subject to a number of uncertainties and risks. In connection with the Safe Harbor provisions of the Reform Act, the Company has identified important factors that could cause the Company's actual results to differ materially. The uncertainties and risks include the pace of growth of student enrollment, our continued compliance with Title IV of the Higher Education Act, competitive factors, risks associated with the opening of new campuses and the timing of related regulatory approvals and general economic and market conditions. Further information about these and other relevant risks and uncertainties may be found in the Company's annual report on Form 10-K and its other filings with the Securities and Exchange Commission, all of which are incorporated herein by reference and which are available from the Commission. We undertake no obligation to update or revise forward looking statements.

STRAYER EDUCATION, INC.
 CONDENSED CONSOLIDATED STATEMENTS OF INCOME
 (AMOUNTS IN THOUSANDS, EXCEPT PER SHARE DATA)

	For the three months ended March 31,		
	2001	2002	% Change
Revenues	\$23,644	\$29,698	25.6%
Costs and expenses:			
Instruction and educational support	7,509	9,641	28.4%
Selling and promotion	2,259	3,733	65.3%
General and administration	2,417	4,506	86.4%
	12,185	17,880	46.7%
Income from operations	11,459	11,818	3.1%
Operating Income Margin	48.5%	39.8%	
Investment and other income	1,903	363	-80.9%
Income before income taxes	13,362	12,181	-8.8%
Provision for income taxes	5,225	4,751	-9.1%
Net income	8,137	7,430	-8.7%
Preferred stock dividends and accretion	--	2,016	
Net income available to common stockholders	\$8,137	\$5,414	-33.5%
Basic net income per share	\$0.53	\$0.65	22.6%
Diluted net income per share	\$0.53	\$0.52	-1.9%

STRAYER EDUCATION, INC.
 CONDENSED CONSOLIDATED BALANCE SHEETS
 (Amounts in thousands)

ASSETS

At December 31, At March 31,

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	2001	2002
	-----	-----
Current assets:		
Cash and cash equivalents	\$57,659	\$54,405
Short-term investments - restricted	1,046	1,048
Tuition receivable - net	19,012	21,215
Other current assets	879	1,425
	-----	-----
Total current assets	78,596	78,093
Student loan receivable - net	8,392	8,917
Property & equipment - net	23,100	35,066
Other assets	400	412
	-----	-----
Total assets	\$110,488	\$122,488
	=====	=====

LIABILITIES & STOCKHOLDERS' EQUITY (DEFICIT)

Current liabilities:		
Accounts payable	\$792	\$320
Accrued expenses	1,652	2,344
Dividends payable	1,855	1,855
Unearned tuition	23,204	26,157
Income taxes payable	1,247	4,557
	-----	-----
Total current liabilities	28,750	35,233
	-----	-----
Deferred lease incentives	763	734
Mandatorily redeemable preferred stock	148,347	149,050
Stockholders' equity (deficit):		
Common stock	83	83
Additional paid-in-capital	1,759	1,759
Retained earnings (accumulated deficit)	(69,214)	(64,371)
	-----	-----
Total stockholders' equity (deficit)	(67,372)	(62,529)
	-----	-----
Total liabilities & stockholders' equity	\$110,488	\$122,488
	=====	=====

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STRAYER EDUCATION, INC.
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOW
(Amounts in thousands)

	For the three months ended March 31,	
	-----	-----
	2001	2002
	-----	-----
Cash flows from operating activities:		
Net income	\$8,137	\$7,430
Adjustments to reconcile net income to net cash:		
Depreciation and amortization	608	790
Changes in assets and liabilities:		
Short-term investments - restricted	(5)	(2)

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Tuition receivable, net	(2,336)	(2,203)
Other current assets	(20)	(546)
Other assets	--	(12)
Accounts payable	(64)	(472)
Accrued expenses	1,946	692
Income taxes payable	4,952	3,310
Unearned tuition	3,382	2,953
Student loans originated	(1,833)	(2,290)
Collections on student loans receivable	1,299	1,764
	-----	-----
Net cash provided by operating activities	16,066	11,414
	-----	-----
Cash flows from investing activities:		
Purchases of property and equipment	(2,527)	(12,785)
Maturities of and proceeds from marketable securities	49,497	
	-----	-----
Net cash provided by (used in) investing activities	46,970	(12,785)
	-----	-----
Cash flows from financing activities:		
Exercise of stock options	1,338	
Dividends paid	(995)	(1,855)
Issuance cost of preferred stock	(663)	(28)
	-----	-----
Net cash used in financing activities	(320)	(1,883)
	-----	-----
Net increase (decrease) in cash and cash equivalents	62,716	(3,254)
Cash and cash equivalents -- beginning of period	25,190	57,659
	-----	-----
Cash and cash equivalents -- end of period	\$87,906	\$54,405
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 IDX 464288687 26 651 SH DEFINED 3 0 0 651 ISHARES TR US PFD STK IDX 464288687 1048 26282 SH
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 GLOBAL INC COM 481165108 85 1510 SH DEFINED 2 0 0 1510 JPMORGAN CHASE & CO ALERIAN ML
 ETN 46625H365 119 2927 SH DEFINED 1 2927 0 0 JPMORGAN CHASE & CO COM 46625H100 7083 175805
 SH DEFINED 1 155054 19751 1000 JPMORGAN CHASE & CO COM 46625H100 1428 35275 SH DEFINED 2
 2800 0 32475 JPMORGAN CHASE & CO COM 46625H100 607 15040 SH DEFINED 3 0 0 15040 KAMAN CORP
 COM 483548103 18 500 SH DEFINED 3 0 0 500 KAYNE ANDERSON MLP INVSMNT C COM 486606106 1012
 32360 SH DEFINED 3 0 0 32360 KELLOGG CO COM 487836108 53 1034 SH DEFINED 2 0 0 1034 KELLOGG
 CO COM 487836108 987 19145 SH DEFINED 1 18672 473 0 KELLOGG CO COM 487836108 15 300 SH
 DEFINED 3 0 0 300 KIMBERLY CLARK CORP COM 494368103 570 6650 SH DEFINED 2 0 0 6650
 KIMBERLY CLARK CORP COM 494368103 8 83 SH DEFINED 3 0 0 83 KIMBERLY CLARK CORP COM
 494368103 4700 54736 SH DEFINED 1 52031 2705 0 KINDER MORGAN ENERGY PARTNER UT LTD
 PARTNER 494550106 2004 24210 SH DEFINED 1 16930 7280 0 KINDER MORGAN ENERGY PARTNER UT
 LTD PARTNER 494550106 168 2022 SH DEFINED 3 0 0 2022 KINROSS GOLD CORP COM NO PAR

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496902404 373 36779 SH DEFINED 1 36779 0 0 KODIAK OIL & GAS CORP COM 50015Q100 8 850 SH
 DEFINED 1 850 0 0 KOHLS CORP COM 500255104 10 200 SH DEFINED 1 200 0 0 KONINKLIJKE PHILIPS
 ELECTRS NY REG SH NEW 500472303 47 2007 SH DEFINED 1 2007 0 0 KRAFT FOODS INC CL A
 50075N104 3502 85201 SH DEFINED 1 72944 11622 635 KRAFT FOODS INC CL A 50075N104 3608 87266 SH
 DEFINED 2 33755 0 53511 KRAFT FOODS INC CL A 50075N104 59 1425 SH DEFINED 3 0 0 1425 KROGER
 CO COM 501044101 5 200 SH DEFINED 1 200 0 0 KT CORP SPONSORED ADR 48268K101 722 46049 SH
 DEFINED 1 46049 0 0 KYOCERA CORP ADR 501556203 28 318 SH DEFINED 1 318 0 0 LABORATORY CORP
 AMER HLDGS COM NEW 50540R409 314 3400 SH DEFINED 2 3400 0 0 LAS VEGAS SANDS CORP COM
 517834107 89 1923 SH DEFINED 1 1923 0 0 LAS VEGAS SANDS CORP COM 517834107 2021 43590 SH
 DEFINED 2 22230 0 21360 LAUDER ESTEE COS INC CL A 518439104 133 2162 SH DEFINED 1 2162 0 0
 LAUDER ESTEE COS INC CL A 518439104 419 6800 SH DEFINED 2 6800 0 0 LEGG MASON INC COM
 524901105 15 600 SH DEFINED 3 0 0 600 LEGGETT & PLATT INC COM 524660107 844 33676 SH DEFINED 3
 0 0 33676 LENDER PROCESSING SVCS INC COM 52602E102 28 1000 SH DEFINED 1 0 1000 0 LENNAR
 CORP CL A 526057104 2654 76320 SH DEFINED 2 43300 0 33020 LEVEL 3 COMMUNICATIONS INC COM
 NEW 52729N308 1 60 SH DEFINED 1 60 0 0 LEVEL 3 COMMUNICATIONS INC COM NEW 52729N308 1536
 66860 SH DEFINED 2 38168 0 28692 LILLY ELI & CO COM 532457108 6586 138925 SH DEFINED 2 63470 0
 75455 LILLY ELI & CO COM 532457108 554 11704 SH DEFINED 3 0 0 11704 LILLY ELI & CO COM
 532457108 5607 118278 SH DEFINED 1 102796 15322 160 LIMITED BRANDS INC COM 532716107 34 700 SH
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 CORP COM CL A 53578A108 25 207 SH DEFINED 1 207 0 0 LINN ENERGY LLC UNIT LTD LIAB 536020100
 33 810 SH DEFINED 1 810 0 0 LLOYDS BANKING GROUP PLC SPONSORED ADR 539439109 298 120498 SH
 DEFINED 1 120498 0 0 LOCKHEED MARTIN CORP COM 539830109 815 8736 SH DEFINED 1 8400 336 0
 LOCKHEED MARTIN CORP COM 539830109 23 248 SH DEFINED 3 0 0 248 LOEWS CORP COM 540424108
 218 5292 SH DEFINED 1 0 5292 0 LORILLARD INC COM 544147101 126 1085 SH DEFINED 1 85 1000 0
 LORILLARD INC COM 544147101 10 85 SH DEFINED 2 0 0 85 LOUISIANA PAC CORP COM 546347105 33
 2622 SH DEFINED 1 2622 0 0 LOWES COS INC COM 548661107 16 543 SH DEFINED 3 0 0 543 LOWES COS
 INC COM 548661107 814 26899 SH DEFINED 1 26899 0 0 LSI CORPORATION COM 502161102 1 139 SH
 DEFINED 3 0 0 139 LYONDELLBASELL INDUSTRIES N SHS - A - N53745100 23 445 SH DEFINED 2 0 0 445
 M & T BK CORP COM 55261F104 109 1142 SH DEFINED 1 1142 0 0 MACK CALI RLTY CORP COM
 554489104 5 200 SH DEFINED 1 200 0 0 MADISON SQUARE GARDEN CO CL A 55826P100 20 500 SH
 DEFINED 3 0 0 500 MAGNA INTL INC COM 559222401 334 7848 SH DEFINED 1 7848 0 0 MAGNUM
 HUNTER RES CORP DEL COM 55973B102 12 2769 SH DEFINED 1 2769 0 0 MAKITA CORP ADR NEW
 560877300 370 9545 SH DEFINED 1 9545 0 0 MANITOWOC INC COM 563571108 900 67500 SH DEFINED 1
 67500 0 0 MANULIFE FINL CORP COM 56501R106 3 319 SH DEFINED 3 0 0 319 MANULIFE FINL CORP
 COM 56501R106 239 19931 SH DEFINED 1 19859 72 0 MARATHON OIL CORP COM 565849106 3666 124599
 SH DEFINED 1 108911 15038 650 MARATHON OIL CORP COM 565849106 834 28220 SH DEFINED 2 1450 0
 26770 MARATHON PETE CORP COM 56585A102 929 17118 SH DEFINED 1 11719 5399 0 MARKET
 VECTORS ETF TR AGRIBUS ETF 57060U605 53 1044 SH DEFINED 3 0 0 1044 MARKET VECTORS ETF TR
 AGRIBUS ETF 57060U605 82 1600 SH DEFINED 1 1600 0 0 MARKET VECTORS ETF TR GOLD MINER ETF
 57060U100 733 13660 SH DEFINED 1 5150 0 8510 MARKET VECTORS ETF TR GOLD MINER ETF
 57060U100 230 4272 SH DEFINED 3 0 0 4272 MARSH & MCLENNAN COS INC COM 571748102 10 299 SH
 DEFINED 3 0 0 299 MARTIN MARIETTA MATLS INC COM 573284106 41 505 SH DEFINED 1 505 0 0
 MARVELL TECHNOLOGY GROUP LTD ORD G5876H105 26 2902 SH DEFINED 1 2902 0 0 MASTERCARD
 INC CL A 57636Q104 4 8 SH DEFINED 1 8 0 0 MASTERCARD INC CL A 57636Q104 135 300 SH DEFINED 2 0
 0 300 MATTEL INC COM 577081102 1988 56225 SH DEFINED 1 55413 812 0 MATTERSIGHT CORP COM
 577097108 2 300 SH DEFINED 3 0 0 300 MAXWELL TECHNOLOGIES INC COM 577767106 6 900 SH
 DEFINED 1 900 0 0 MCDONALDS CORP COM 580135101 330 3605 SH DEFINED 3 0 0 3605 MCDONALDS
 CORP COM 580135101 5696 62077 SH DEFINED 2 29860 0 32217 MCDONALDS CORP COM 580135101 5701
 62088 SH DEFINED 1 56982 4606 500 MCGRAW HILL COS INC COM 580645109 111 2041 SH DEFINED 1
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 552690109 5 225 SH DEFINED 1 225 0 0 MEAD JOHNSON NUTRITION CO COM 582839106 71 961 SH

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DEFINED 1 961 0 0 MEAD JOHNSON NUTRITION CO COM 582839106 1606 21920 SH DEFINED 2 10745 0
 11175 MEDNAX INC COM 58502b106 439 5900 SH DEFINED 2 5900 0 0 MEDTRONIC INC COM 585055106
 96 2243 SH DEFINED 1 2243 0 0 MEMC ELECTR MATLS INC COM 552715104 28 10000 SH DEFINED 1 0 0
 10000 MERCHANTS BANCSHARES COM 588448100 12 400 SH DEFINED 1 400 0 0 MERCK & CO INC NEW
 COM 58933Y105 650 14441 SH DEFINED 3 0 0 14441 MERCK & CO INC NEW COM 58933Y105 10851 239806
 SH DEFINED 1 219312 18769 1725 MERCK & CO INC NEW COM 58933Y105 1192 26428 SH DEFINED 2 1150
 0 25278 METLIFE INC COM 59156R108 45 1302 SH DEFINED 1 1302 0 0 MICROCHIP TECHNOLOGY INC
 COM 595017104 39 1180 SH DEFINED 1 1180 0 0 MICRON TECHNOLOGY INC COM 595112103 3928 656860
 SH DEFINED 2 381850 0 275010 MICROSOFT CORP COM 594918104 9892 332431 SH DEFINED 1 307073
 20498 4860 MICROSOFT CORP COM 594918104 11821 397196 SH DEFINED 2 182460 0 214736 MICROSOFT
 CORP COM 594918104 851 28717 SH DEFINED 3 0 0 28717 MITSUBISHI UFJ FINL GROUP IN SPONSORED
 ADR 606822104 81 17428 SH DEFINED 1 17428 0 0 MODUSLINK GLOBAL SOLUTIONS I COM 60786L107 0
 4 SH DEFINED 3 0 0 4 MOLEX INC CL A 608554200 100 4598 SH DEFINED 1 4598 0 0 MONSANTO CO NEW
 COM 61166W101 270 2980 SH DEFINED 1 2980 0 0 MOODYS CORP COM 615369105 35 800 SH DEFINED 1 0
 800 0 MORGAN STANLEY COM NEW 617446448 1642 97928 SH DEFINED 1 97928 0 0 MOSAIC CO NEW
 COM 61945C103 4762 82660 SH DEFINED 2 46420 0 36240 MOTOROLA SOLUTIONS INC COM NEW
 620076307 36 708 SH DEFINED 1 708 0 0 MOTOROLA SOLUTIONS INC COM NEW 620076307 5040 99697
 SH DEFINED 2 55711 0 43986 MYLAN INC COM 628530107 24 1000 SH DEFINED 3 0 0 1000 MYLAN INC
 COM 628530107 12 500 SH DEFINED 1 500 0 0 NABORS INDUSTRIES LTD SHS G6359F103 21 1500 SH
 DEFINED 1 1500 0 0 NATIONAL FUEL GAS CO N J COM 636180101 16 300 SH DEFINED 3 0 0 300
 NATIONAL FUEL GAS CO N J COM 636180101 11 200 SH DEFINED 1 200 0 0 NATIONAL GRID PLC SPON
 ADR NEW 636274300 39 710 SH DEFINED 1 710 0 0 NATIONAL GRID PLC SPON ADR NEW 636274300 31
 565 SH DEFINED 3 0 0 565 NATIONAL OILWELL VARCO INC COM 637071101 2178 27170 SH DEFINED 1
 25287 1883 0 NATIONAL OILWELL VARCO INC COM 637071101 385 4800 SH DEFINED 2 600 0 4200 NCR
 CORP NEW COM 62886E108 7 299 SH DEFINED 1 299 0 0 NETAPP INC COM 64110D104 319 9700 SH
 DEFINED 2 9700 0 0 NETAPP INC COM 64110D104 60 1829 SH DEFINED 1 1829 0 0 NETFLIX INC COM
 64110L106 1 18 SH DEFINED 1 18 0 0 NEWMONT MINING CORP COM 651639106 3524 62761 SH DEFINED
 1 57729 4477 555 NEWMONT MINING CORP COM 651639106 3537 63140 SH DEFINED 2 30600 0 32540
 NEWMONT MINING CORP COM 651639106 5 88 SH DEFINED 3 0 0 88 NEWS CORP CL A 65248E104 249
 10166 SH DEFINED 1 10166 0 0 NEWS CORP CL A 65248e104 33 1360 SH DEFINED 2 0 0 1360 NEXTERA
 ENERGY INC COM 65339F101 1269 18010 SH DEFINED 1 14374 3136 500 NF ENERGY SAVING CORP COM
 PAR \$0.001 629099300 6 8850 SH DEFINED 1 0 0 8850 NIKE INC CL B 654106103 266 2800 SH DEFINED 2
 400 0 2400 NIKE INC CL B 654106103 4 37 SH DEFINED 3 0 0 37 NIKE INC CL B 654106103 2604 27539 SH
 DEFINED 1 25702 1837 0 NOBLE CORPORATION BAAR NAMEN -AKT H5833N103 36 1000 SH DEFINED 1
 1000 0 0 NOKIA CORP SPONSORED ADR 654902204 28 10354 SH DEFINED 1 8636 1718 0 NOKIA CORP
 SPONSORED ADR 654902204 1 338 SH DEFINED 3 0 0 338 NORFOLK SOUTHERN CORP COM 655844108
 1177 18507 SH DEFINED 1 15507 3000 0 NORFOLK SOUTHERN CORP COM 655844108 335 5274 SH
 DEFINED 3 0 0 5274 NORFOLK SOUTHERN CORP COM 655844108 10182 160000 SH CALL DEFINED 1
 154200 5800 0 NORTH EUROPEAN OIL RTY TR SH BEN INT 659310106 11 400 SH DEFINED 1 400 0 0
 NORTHERN DYNASTY MINERALS LT COM NEW 66510M204 2 500 SH DEFINED 3 0 0 500 NORTHERN TR
 CORP COM 665859104 9 200 SH DEFINED 3 0 0 200 NORTHROP GRUMMAN CORP COM 666807102 22 339
 SH DEFINED 3 0 0 339 NORTHROP GRUMMAN CORP COM 666807102 214 3220 SH DEFINED 1 3220 0 0
 NORTHWESTERN CORP COM NEW 668074305 55 1512 SH DEFINED 1 1512 0 0 NOVACOPPER INC COM
 66988K102 1 500 SH DEFINED 1 0 500 0 NOVAGOLD RES INC COM NEW 66987E206 17 3000 SH DEFINED 1
 0 3000 0 NOVARTIS A G SPONSORED ADR 66987V109 1178 19308 SH DEFINED 1 16988 2320 0 NOVARTIS
 A G SPONSORED ADR 66987V109 25 400 SH DEFINED 3 0 0 400 NOVO-NORDISK A S ADR 670100205 146
 925 SH DEFINED 1 925 0 0 NUANCE COMMUNICATIONS INC COM 67020y100 483 19400 SH DEFINED 2
 19400 0 0 NUCOR CORP COM 670346105 79 2089 SH DEFINED 1 889 1200 0 NUVEEN GA DIV ADV MUN
 FD 2 COM 67072B107 38 2557 SH DEFINED 2 0 0 2557 NUVEEN PFD INCOME OPPRTNY FD COM
 67073B106 14 1466 SH DEFINED 3 0 0 1466 NUVEEN PREMIER OPPURTUNITY F COM 670987106 48 3000
 SH DEFINED 2 0 0 3000 NV ENERGY INC COM 67073Y106 22 1200 SH DEFINED 1 200 1000 0 NXP

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SEMICONDUCTORS N V COM N6596X109 5 200 SH DEFINED 1 200 0 0 NYSE EURONEXT COM 629491101
7 300 SH DEFINED 2 0 0 300 O REILLY AUTOMOTIVE INC NEW COM 67103H107 14 166 SH DEFINED 1
166 0 0 OAKTREE CAP GROUP LLC UNIT 99/99/9999 674001201 4 100 SH DEFINED 1 100 0 0 OCCIDENTAL
PETE CORP DEL COM 674599105 3 33 SH DEFINED 3 0 0 33 OCCIDENTAL PETE CORP DEL COM
674599105 4537 52715 SH DEFINED 2 27285 0 25430 OCCIDENTAL PETE CORP DEL COM 674599105 254
2947 SH DEFINED 1 2947 0 0 OFFICE DEPOT INC COM 676220106 4 1550 SH DEFINED 2 0 0 1550 ONEOK
PARTNERS LP UNIT LTD PARTN 68268N103 119 2000 SH DEFINED 1 2000 0 0 OPENTABLE INC COM
68372a104 196 4700 SH DEFINED 2 4700 0 0 ORACLE CORP COM 68389X105 5925 188359 SH DEFINED 1
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68389X105 3 107 SH DEFINED 3 0 0 107 OXFORD INDS INC COM 691497309 144 2550 SH DEFINED 1 2550 0
0 PALOMAR MED TECHNOLOGIES INC COM NEW 697529303 15 1500 SH DEFINED 1 1500 0 0 PAN
AMERICAN SILVER CORP COM 697900108 11 500 SH DEFINED 3 0 0 500 PARKER HANNIFIN CORP COM
701094104 1411 16889 SH DEFINED 1 16889 0 0 PARKWAY PPTYS INC COM 70159Q104 3 200 SH DEFINED
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704549104 131 5887 SH DEFINED 1 5887 0 0 PEABODY ENERGY CORP COM 704549104 9 400 SH DEFINED
3 0 0 400 PEMBINA PIPELINE CORP COM 706327103 76 2718 SH DEFINED 1 2718 0 0 PEMBINA PIPELINE
CORP COM 706327103 11 385 SH DEFINED 3 0 0 385 PENGROWTH ENERGY CORP COM 70706P104 19 2750
SH DEFINED 1 2750 0 0 PENGROWTH ENERGY CORP COM 70706P104 3 404 SH DEFINED 3 0 0 404 PENN
WEST PETE LTD NEW COM 707887105 37 2600 SH DEFINED 1 2600 0 0 PENN WEST PETE LTD NEW COM
707887105 2 150 SH DEFINED 3 0 0 150 PENNEY J C INC COM 708160106 69 2828 SH DEFINED 1 2828 0 0
PEP BOYS MANNY MOE & JACK COM 713278109 5 500 SH DEFINED 3 0 0 500 PEPSCO HOLDINGS INC
COM 713291102 28 1500 SH DEFINED 1 1500 0 0 PEPSICO INC COM 713448108 10179 143802 SH DEFINED 1
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713448108 164 2323 SH DEFINED 3 0 0 2323 PERRIGO CO COM 714290103 23 200 SH DEFINED 3 0 0 200
PERRIGO CO COM 714290103 70 605 SH DEFINED 1 605 0 0 PERRIGO CO COM 714290103 4635 39895 SH
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0 PETROLEO BRASILEIRO SA PETRO SPONSORED ADR 71654V408 18 750 SH DEFINED 1 750 0 0 PFIZER
INC COM 717081103 12103 488025 SH DEFINED 1 446814 34176 7035 PFIZER INC COM 717081103 5131
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CORP COM 69331C108 27 633 SH DEFINED 3 0 0 633 PHH CORP COM NEW 693320202 2 100 SH DEFINED 1
0 100 0 PHILIP MORRIS INTL INC COM 718172109 82 917 SH DEFINED 3 0 0 917 PHILIP MORRIS INTL INC
COM 718172109 6316 70368 SH DEFINED 1 51506 17262 1600 PHILIP MORRIS INTL INC COM 718172109
4429 49244 SH DEFINED 2 23705 0 25539 PHILLIPS 66 COM 718546104 163 3509 SH DEFINED 3 0 0 3509
PHILLIPS 66 COM 718546104 495 10670 SH DEFINED 1 10175 420 75 PHOENIX COS INC NEW COM NEW
71902E604 0 180 SH DEFINED 1 180 0 0 PIEDMONT OFFICE REALTY TR IN COM CL A 720190206 29 1656
SH DEFINED 1 1656 0 0 PIMCO INCOME STRATEGY FUND I COM 72201J104 114 10012 SH DEFINED 3 0 0
10012 PINNACLE WEST CAP CORP COM 723484101 30 567 SH DEFINED 1 567 0 0 PIONEER SOUTHWST
ENRG PRTNR UNIT LP INT 72388B106 26 1000 SH DEFINED 1 1000 0 0 PITNEY BOWES INC COM
724479100 708 51276 SH DEFINED 1 47947 3329 0 PITNEY BOWES INC COM 724479100 414 29970 SH
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AMERN PIPELINE L UNIT LTD PARTN 726503105 50 564 SH DEFINED 3 0 0 564 PLAINS ALL AMERN
PIPELINE L UNIT LTD PARTN 726503105 88 1000 SH DEFINED 1 1000 0 0 PLUM CREEK TIMBER CO INC
COM 729251108 589 13415 SH DEFINED 1 13415 0 0 PLUM CREEK TIMBER CO INC COM 729251108 195
4427 SH DEFINED 3 0 0 4427 PNC FINL SVCS GROUP INC COM 693475105 85 1351 SH DEFINED 1 1351 0 0
POST PPTYS INC COM 737464107 34 710 SH DEFINED 1 710 0 0 POWERSHARES ETF TR II GLB NUCLR
ENRG 73937B100 44 2759 SH DEFINED 3 0 0 2759 POWERSHARES ETF TRUST CLEANTECH PORT
73935X278 8 355 SH DEFINED 1 355 0 0 POWERSHARES ETF TRUST DIV ACHV PRTF 73935X732 17 1000
SH DEFINED 2 0 0 1000 POWERSHARES ETF TRUST FINL PFD PTF 73935X229 55 3000 SH DEFINED 1
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POWERSHARES ETF TRUST INTL DIV ACHV 73935X716 300 19750 SH DEFINED 2 0 0 19750
POWERSHARES ETF TRUST INTL DIV ACHV 73935X716 388 25565 SH DEFINED 1 25565 0 0

POWERSHARES ETF TRUST S&P 500 HGQ QLT 73935X682 5 307 SH DEFINED 1 307 0 0 POWERSHARES
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 WATER RESOURCE 73935X575 3 159 SH DEFINED 3 0 0 159 POWERSHARES ETF TRUST WNDRHLL CLN
 EN 73935X500 3 700 SH DEFINED 1 700 0 0 POWERSHARES GLOBAL ETF TRUST AGG PFD PORT
 73936T565 6 390 SH DEFINED 1 0 390 0 POWERSHARES GLOBAL ETF TRUST INSUR NATL MUN
 73936T474 77 3000 SH DEFINED 2 0 0 3000 POWERSHARES QQQ TRUST UNIT SER 1 73935A104 458 6665
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 0 POWERSHS DB MULTI SECT COMM PS DB AGRICUL FD 73936B408 13 454 SH DEFINED 3 0 0 454
 POWERSHS DB US DOLLAR INDEX DOLL INDX BULL 73936D107 3507 160000 SH CALL DEFINED 1
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 781951 7632 797 PPG INDS INC COM 693506107 956 8303 SH DEFINED 1 7581 722 0 PPL CORP COM
 69351T106 305 10484 SH DEFINED 1 10484 0 0 PRAXAIR INC COM 74005P104 2343 22582 SH DEFINED 1
 21533 1049 0 PRAXAIR INC COM 74005P104 312 3000 SH DEFINED 2 400 0 2600 PRAXAIR INC COM
 74005P104 3 28 SH DEFINED 3 0 0 28 PRECISION CASTPARTS CORP COM 740189105 108 661 SH DEFINED
 1 661 0 0 PRICE T ROWE GROUP INC COM 74144T108 79 1250 SH DEFINED 1 850 400 0 PRICELINE COM
 INC COM NEW 741503403 2433 3930 SH DEFINED 2 2040 0 1890 PRINCIPAL FINL GROUP INC COM
 74251V102 6 220 SH DEFINED 1 220 0 0 PROCTER & GAMBLE CO COM 742718109 9180 132389 SH
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 12235 PROCTER & GAMBLE CO COM 742718109 81 1166 SH DEFINED 3 0 0 1166 PROLOGIS INC COM
 74340W103 2 44 SH DEFINED 1 44 0 0 PROSHARES TR PSHS SHRT S&P500 74347R503 470 13790 SH
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 PROSHARES TR PSHS ULTSH 20YRS 74347R297 182 11705 SH DEFINED 1 11705 0 0 PRUDENTIAL FINL
 INC COM 744320102 30 570 SH DEFINED 3 0 0 570 PRUDENTIAL FINL INC COM 744320102 62 1129 SH
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 ENTERPRISE GROUP COM 744573106 51 1600 SH DEFINED 1 1600 0 0 QEP RES INC COM 74733V100 66
 2086 SH DEFINED 1 2086 0 0 QIAGEN NV REG SHS N72482107 8 456 SH DEFINED 1 456 0 0 QUALCOMM
 INC COM 747525103 1321 21248 SH DEFINED 1 19998 1250 0 QUALCOMM INC COM 747525103 6546 104785
 SH DEFINED 2 50060 0 54725 QUALCOMM INC COM 747525103 4 68 SH DEFINED 3 0 0 68 QUANTA SVCS
 INC COM 74762E102 3350 135610 SH DEFINED 2 78500 0 57110 QUEST DIAGNOSTICS INC COM 74834L100
 23 368 SH DEFINED 1 368 0 0 QUESTAR CORP COM 748356102 58 2893 SH DEFINED 1 2893 0 0 RALPH
 LAUREN CORP CL A 751212101 185 1226 SH DEFINED 1 1226 0 0 RANGE RES CORP COM 75281A109 26
 384 SH DEFINED 1 384 0 0 RAYONIER INC COM 754907103 3192 65089 SH DEFINED 1 39041 25426 622
 RAYONIER INC COM 754907103 366 7470 SH DEFINED 2 0 0 7470 RAYONIER INC COM 754907103 308
 6296 SH DEFINED 3 0 0 6296 RAYTHEON CO COM NEW 755111507 109 1911 SH DEFINED 1 1911 0 0 RED
 HAT INC COM 756577102 57 1000 SH DEFINED 3 0 0 1000 REGENCY ENERGY PARTNERS L P COM UNITS
 L P 75885Y107 47 2000 SH DEFINED 1 2000 0 0 REGIONS FINANCIAL CORP NEW COM 7591EP100 672
 93473 SH DEFINED 1 91366 2107 0 REGIONS FINANCIAL CORP NEW COM 7591EP100 29 3968 SH
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 AMERICAN INC COM 761713106 168 3876 SH DEFINED 1 3876 0 0 RIO TINTO PLC SPONSORED ADR
 767204100 24 520 SH DEFINED 1 520 0 0 ROBERTS REALTY INVS COM 769900101 70 51394 SH DEFINED 3
 0 0 51394 ROCKWELL AUTOMATION INC COM 773903109 779 11259 SH DEFINED 1 10359 900 0
 ROCKWELL AUTOMATION INC COM 773903109 4385 63055 SH DEFINED 2 33590 0 29465 ROSS STORES
 INC COM 778296103 57 872 SH DEFINED 1 872 0 0 ROYAL BK CDA MONTREAL QUE COM 780087102 21
 366 SH DEFINED 1 366 0 0 ROYAL DUTCH SHELL PLC SPON ADR B 780259107 6 82 SH DEFINED 3 0 0 82
 ROYAL DUTCH SHELL PLC SPON ADR B 780259107 735 10312 SH DEFINED 1 10312 0 0 ROYAL DUTCH
 SHELL PLC SPONS ADR A 780259206 3262 47044 SH DEFINED 1 41674 4870 500 ROYAL DUTCH SHELL
 PLC SPONS ADR A 780259206 21 300 SH DEFINED 2 0 0 300 ROYAL DUTCH SHELL PLC SPONS ADR A
 780259206 17 240 SH DEFINED 3 0 0 240 RPC INC COM 749660106 4256 357915 SH DEFINED 2 191545 0
 166370 RPM INTL INC COM 749685103 86 3000 SH DEFINED 1 2000 1000 0 RRSAT GLOBAL COMM
 NTWRK LTD SHS M8183P102 8 1500 SH DEFINED 1 1500 0 0 SAFEWAY INC COM NEW 786514208 75 4662

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SH DEFINED 1 4212 450 0 SALESFORCE COM INC COM 79466L302 114 740 SH DEFINED 1 740 0 0
SAMSON OIL & GAS LTD SPON ADR 796043107 1 1000 SH DEFINED 1 1000 0 0 SANDISK CORP COM
80004C101 177 4065 SH DEFINED 2 0 0 4065 SANDISK CORP COM 80004C101 61 1394 SH DEFINED 1 1394 0
0 SANOFI RIGHT 12/31/2020 80105N113 0 195 SH DEFINED 2 0 0 195 SANOFI SPONSORED ADR 80105N105
2556 59396 SH DEFINED 1 59396 0 0 SAP AG SPON ADR 803054204 26 362 SH DEFINED 1 362 0 0 SAREPTA
THERAPEUTICS INC COM 803607100 9 498 SH DEFINED 1 498 0 0 SASOL LTD SPONSORED ADR
803866300 48 1075 SH DEFINED 1 1075 0 0 SAVANNAH BANCORP INC COM 804748101 37 3684 SH
DEFINED 1 3684 0 0 SAVIENT PHARMACEUTICALS INC COM 80517Q100 9 3500 SH DEFINED 1 0 0 3500
SCANA CORP NEW COM 80589M102 167 3466 SH DEFINED 1 3466 0 0 SCANA CORP NEW COM
80589M102 12 254 SH DEFINED 3 0 0 254 SCHIFF NUTRITION INTL INC COM 806693107 24 1000 SH
DEFINED 3 0 0 1000 SCHLUMBERGER LTD COM 806857108 1558 21520 SH DEFINED 1 18920 2600 0
SCHLUMBERGER LTD COM 806857108 3 46 SH DEFINED 3 0 0 46 SCHWAB CHARLES CORP NEW COM
808513105 215 16555 SH DEFINED 1 15705 850 0 SCHWAB CHARLES CORP NEW COM 808513105 9 684 SH
DEFINED 3 0 0 684 SCRIPPS NETWORKS INTERACT IN CL A COM 811065101 24 400 SH DEFINED 3 0 0
400 SEADRILL LIMITED SHS G7945E105 140 3550 SH DEFINED 1 2750 800 0 SELECT SECTOR SPDR TR
SBI CONS DISCR 81369Y407 2534 54181 SH DEFINED 1 54181 0 0 SELECT SECTOR SPDR TR SBI CONS
STPLS 81369Y308 31 842 SH DEFINED 1 842 0 0 SELECT SECTOR SPDR TR SBI CONS STPLS 81369Y308 20
533 SH DEFINED 3 0 0 533 SELECT SECTOR SPDR TR SBI HEALTHCARE 81369Y209 18149 452235 SH
DEFINED 1 449082 2570 583 SELECT SECTOR SPDR TR SBI INT-ENERGY 81369Y506 1802 24527 SH
DEFINED 1 24527 0 0 SELECT SECTOR SPDR TR SBI INT-ENERGY 81369Y506 11 154 SH DEFINED 3 0 0
154 SELECT SECTOR SPDR TR SBI INT-FINL 81369Y605 283 18221 SH DEFINED 1 8300 0 9921 SELECT
SECTOR SPDR TR SBI INT-FINL 81369Y605 82 5290 SH DEFINED 2 0 0 5290 SELECT SECTOR SPDR TR SBI
INT-FINL 81369Y605 29 1864 SH DEFINED 3 0 0 1864 SELECT SECTOR SPDR TR SBI INT-INDS 81369Y704
1443 39287 SH DEFINED 1 38783 300 204 SELECT SECTOR SPDR TR SBI INT-UTILS 81369Y886 1898 52173
SH DEFINED 1 50548 600 1025 SELECT SECTOR SPDR TR TECHNOLOGY 81369Y803 18441 598322 SH
DEFINED 1 594207 3455 660 SEMPRA ENERGY COM 816851109 94 1457 SH DEFINED 1 1457 0 0 SENSIENT
TECHNOLOGIES CORP COM 81725T100 180 4874 SH DEFINED 1 4874 0 0 SHIP FINANCE
INTERNATIONAL L SHS G81075106 0 21 SH DEFINED 1 21 0 0 SHIRE PLC SPONSORED ADR 82481R106
178 2000 SH DEFINED 1 2000 0 0 SIEMENS A G SPONSORED ADR 826197501 842 8383 SH DEFINED 1 8383
0 0 SIEMENS A G SPONSORED ADR 826197501 4 42 SH DEFINED 3 0 0 42 SILVER WHEATON CORP COM
828336107 8 200 SH DEFINED 3 0 0 200 SILVERCORP METALS INC COM 82835P103 9 1500 SH DEFINED 1
1500 0 0 SINOPEC SHANGHAI PETROCHEMIC SPON ADR H 82935M109 3 100 SH DEFINED 1 100 0 0
SKYWORKS SOLUTIONS INC COM 83088M102 495 21000 SH DEFINED 2 21000 0 0 SMUCKER J M CO
COM NEW 832696405 0 2 SH DEFINED 3 0 0 2 SMUCKER J M CO COM NEW 832696405 94 1090 SH
DEFINED 1 1090 0 0 SNAP ON INC COM 833034101 5312 73910 SH DEFINED 2 40710 0 33200 SONOCO
PRODS CO COM 835495102 999 32281 SH DEFINED 1 32281 0 0 SOUTHCOAST FINANCIAL CORP COM
84129R100 1 166 SH DEFINED 3 0 0 166 SOUTHERN CO COM 842587107 12881 279423 SH DEFINED 1
190623 86850 1950 SOUTHERN CO COM 842587107 814 17670 SH DEFINED 2 0 0 17670 SOUTHERN CO
COM 842587107 5866 127277 SH DEFINED 3 0 0 127277 SOUTHERN COPPER CORP COM 84265V105 21 606
SH DEFINED 1 606 0 0 SOUTHERN FIRST BANCSHARES IN COM 842873101 18 1996 SH DEFINED 1 1996 0
0 SOUTHWEST AIRLS CO COM 844741108 3 340 SH DEFINED 3 0 0 340 SOUTHWESTERN ENERGY CO
COM 845467109 1 40 SH DEFINED 2 0 0 40 SOVRAN SELF STORAGE INC COM 84610H108 6 100 SH
DEFINED 1 100 0 0 SPDR GOLD TRUST GOLD SHS 78463V107 4932 28696 SH DEFINED 1 27959 737 0 SPDR
GOLD TRUST GOLD SHS 78463V107 23229 135140 SH DEFINED 2 2810 0 132330 SPDR GOLD TRUST
GOLD SHS 78463V107 3080 17915 SH DEFINED 3 0 0 17915 SPDR INDEX SHS FDS EMERG MKTS ETF
78463X509 30 473 SH DEFINED 3 0 0 473 SPDR INDEX SHS FDS S&P CHINA ETF 78463X400 3 39 SH
DEFINED 1 39 0 0 SPDR INDEX SHS FDS S&P EMKTS ETF 78463X756 16 350 SH DEFINED 3 0 0 350 SPDR
INDEX SHS FDS S&P INTL ETF 78463X772 90 2000 SH DEFINED 1 2000 0 0 SPDR S&P 500 ETF TR TR UNIT
78462F103 5471 38000 SH DEFINED 2 0 0 38000 SPDR S&P 500 ETF TR TR UNIT 78462F103 127 883 SH
DEFINED 3 0 0 883 SPDR S&P 500 ETF TR TR UNIT 78462F103 20587 143039 SH DEFINED 1 141929 1110 0
SPDR S&P MIDCAP 400 ETF TR UTSER1 S&PDCRP 78467Y107 580 3223 SH DEFINED 1 3223 0 0 SPDR S&P

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MIDCAP 400 ETF TR UTSER1 S&PDCRP 78467Y107 1691 9400 SH DEFINED 2 0 0 9400 SPDR SERIES TRUST BRCLYS INTL ETF 78464A516 5 84 SH DEFINED 1 0 84 0 SPDR SERIES TRUST BRCLYS YLD ETF 78464A417 607 15122 SH DEFINED 1 0 15122 0 SPDR SERIES TRUST BRCLYS YLD ETF 78464A417 315 7825 SH DEFINED 2 0 0 7825 SPDR SERIES TRUST DJ REIT ETF 78464A607 11 155 SH DEFINED 1 155 0 0 SPDR SERIES TRUST NUVN BR SHT MUNI 78464A425 98 4000 SH DEFINED 1 4000 0 0 SPDR SERIES TRUST NUVN BR SHT MUNI 78464a425 237 9690 SH DEFINED 2 0 0 9690 SPDR SERIES TRUST NUVN BRCLY MUNI 78464a458 780 31750 SH DEFINED 2 0 0 31750 SPDR SERIES TRUST S&P BIOTECH 78464A870 439 4700 SH DEFINED 2 4700 0 0 SPDR SERIES TRUST S&P DIVID ETF 78464a763 1154 19860 SH DEFINED 2 0 0 19860 SPDR SERIES TRUST S&P INS ETF 78464A789 6 150 SH DEFINED 2 0 0 150 SPDR SERIES TRUST WELLS FG PFD ETF 78464a292 624 13685 SH DEFINED 2 0 0 13685 SPECTRA ENERGY CORP COM 847560109 3430 116512 SH DEFINED 1 101606 14906 0 SPECTRA ENERGY CORP COM 847560109 542 18465 SH DEFINED 2 0 0 18465 SPECTRA ENERGY CORP COM 847560109 33 1112 SH DEFINED 3 0 0 1112 SPX CORP COM 784635104 123 1882 SH DEFINED 1 1882 0 0 STANLEY BLACK & DECKER INC COM 854502101 275 3600 SH DEFINED 2 3600 0 0 STAPLES INC COM 855030102 991 85939 SH DEFINED 1 85939 0 0 STARBUCKS CORP COM 855244109 2261 44597 SH DEFINED 1 42269 2328 0 STARBUCKS CORP COM 855244109 499 9850 SH DEFINED 2 1350 0 8500 STARWOOD HOTELS&RESORTS WRLD COM 85590A401 16 276 SH DEFINED 1 276 0 0 STARWOOD HOTELS&RESORTS WRLD COM 85590A401 510 8800 SH DEFINED 2 8800 0 0 STATE STR CORP COM 857477103 13 300 SH DEFINED 3 0 0 300 STRYKER CORP COM 863667101 1035 18554 SH DEFINED 1 18354 200 0 STRYKER CORP COM 863667101 85 1525 SH DEFINED 2 0 0 1525 STURM RUGER & CO INC COM 864159108 5 100 SH DEFINED 3 0 0 100 SUBURBAN PROPANE PARTNERS L UNIT LTD PARTN 864482104 60 1450 SH DEFINED 1 1450 0 0 SUMMER INFANT INC COM 865646103 18 10000 SH DEFINED 3 0 0 10000 SUNCOR ENERGY INC NEW COM 867224107 571 17367 SH DEFINED 1 17367 0 0 SUNCOR ENERGY INC NEW COM 867224107 4 122 SH DEFINED 3 0 0 122 SUNTRUST BKS INC COM 867914103 4626 163671 SH DEFINED 1 127445 36226 0 SUNTRUST BKS INC COM 867914103 749 26507 SH DEFINED 3 0 0 26507 SWEDISH EXPT CR CORP ROG AGRI ETN22 870297603 113 11726 SH DEFINED 1 11726 0 0 SWEDISH EXPT CR CORP ROG TTL ETN 22 870297801 5 583 SH DEFINED 1 583 0 0 SWISHER HYGIENE INC COM 870808102 1 1000 SH DEFINED 1 1000 0 0 SYMANTEC CORP COM 871503108 21 1200 SH DEFINED 1 1200 0 0 SYNOVUS FINL CORP COM 87161C105 108399 45736039 SH DEFINED 1 40603888 117978 5014173 SYNOVUS FINL CORP COM 87161C105 18 7420 SH DEFINED 2 0 0 7420 SYSCO CORP COM 871829107 461 14781 SH DEFINED 1 14781 0 0 TAIWAN SEMICONDUCTOR MFG LTD SPONSORED ADR 874039100 56 3574 SH DEFINED 1 3574 0 0 TARGET CORP COM 87612E106 1555 24484 SH DEFINED 1 23727 757 0 TARGET CORP COM 87612E106 148 2330 SH DEFINED 2 0 0 2330 TASEKO MINES LTD COM 876511106 9 3000 SH DEFINED 1 3000 0 0 TE CONNECTIVITY LTD REG SHS H84989104 9 253 SH DEFINED 1 253 0 0 TECK RESOURCES LTD CL B 878742204 92 3132 SH DEFINED 1 3132 0 0 TECO ENERGY INC COM 872375100 66 3707 SH DEFINED 1 3707 0 0 TECO ENERGY INC COM 872375100 769 43341 SH DEFINED 3 0 0 43341 TELECOM ITALIA S P A NEW SPON ADR SVGS 87927Y201 355 41571 SH DEFINED 1 41571 0 0 TELEFONICA BRASIL SA SPONSORED ADR 87936R106 10 450 SH DEFINED 3 0 0 450 TELEFONICA S A SPONSORED ADR 879382208 144 10862 SH DEFINED 1 10862 0 0 TELEPHONE & DATA SYS INC COM NEW 879433829 22 869 SH DEFINED 3 0 0 869 TENARIS S A SPONSORED ADR 88031M109 20 500 SH DEFINED 1 500 0 0 TENNECO INC COM 880349105 4 158 SH DEFINED 1 158 0 0 TERADATA CORP DEL COM 88076W103 14 185 SH DEFINED 1 185 0 0 TERADYNE INC COM 880770102 4111 289130 SH DEFINED 2 161020 0 128110 TEREX CORP NEW COM 880779103 33 1500 SH DEFINED 1 1500 0 0 TESLA MTRS INC COM 88160R101 3 100 SH DEFINED 3 0 0 100 TEVA PHARMACEUTICAL INDS LTD ADR 881624209 1991 48055 SH DEFINED 1 48055 0 0 TEXAS INSTRS INC COM 882508104 192 6986 SH DEFINED 1 6986 0 0 TEXAS PAC LD TR SUB CTF PROP I T 882610108 714 13000 SH DEFINED 1 13000 0 0 TEXTRON INC COM 883203101 21 800 SH DEFINED 1 800 0 0 THERMO FISHER SCIENTIFIC INC COM 883556102 181 3085 SH DEFINED 2 0 0 3085 THOR INDS INC COM 885160101 24 650 SH DEFINED 1 0 650 0 TIB FINL CORP COM NEW 872449202 0 1 SH DEFINED 1 1 0 0 TIM HORTONS INC COM 88706M103 18 343 SH DEFINED 1 343 0 0 TIME WARNER CABLE INC COM 88732J207 3 30 SH DEFINED 1 30 0 0 TIME WARNER CABLE INC COM 88732J207 6 66 SH DEFINED 2 0 0 66 TIME WARNER INC COM NEW 887317303 194 4301 SH DEFINED 1 4301 0 0 TIME WARNER INC COM NEW

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887317303 12 266 SH DEFINED 2 0 0 266 TIME WARNER INC COM NEW 887317303 14 300 SH DEFINED 3 0 0 300 TJX COS INC NEW COM 872540109 241 5378 SH DEFINED 1 5378 0 0 TJX COS INC NEW COM 872540109 110 2450 SH DEFINED 2 0 0 2450 TORCHMARK CORP COM 891027104 617 12006 SH DEFINED 1 0 12006 0 TORONTO DOMINION BK ONT COM NEW 891160509 30 359 SH DEFINED 1 333 26 0 TORONTO DOMINION BK ONT COM NEW 891160509 0 5 SH DEFINED 3 0 0 5 TOTAL S A SPONSORED ADR 89151E109 2436 48282 SH DEFINED 1 44933 3049 300 TOTAL S A SPONSORED ADR 89151e109 380 7590 SH DEFINED 2 0 0 7590 TOTAL SYS SVCS INC COM 891906109 85 3590 SH DEFINED 2 0 0 3590 TOTAL SYS SVCS INC COM 891906109 441737 18639180 SH DEFINED 1 17220411 77811 1340958 TOYOTA MOTOR CORP SP ADR REP2COM 892331307 10 130 SH DEFINED 1 130 0 0 TRANSCANADA CORP COM 89353D107 9 200 SH DEFINED 3 0 0 200 TRANSOCEAN LTD REG SHS H8817H100 16 350 SH DEFINED 1 350 0 0 TRANSOCEAN LTD REG SHS H8817H100 348 7755 SH DEFINED 3 0 0 7755 TRAVELERS COMPANIES INC COM 89417E109 4 57 SH DEFINED 3 0 0 57 TRAVELERS COMPANIES INC COM 89417E109 4016 58867 SH DEFINED 1 55581 3286 0 TRAVELERS COMPANIES INC COM 89417E109 1021 14961 SH DEFINED 2 750 0 14211 TREDEGAR CORP COM 894650100 14 800 SH DEFINED 3 0 0 800 TRIANGLE PETE CORP COM NEW 89600B201 4 500 SH DEFINED 1 500 0 0 TRUSTMARK CORP COM 898402102 53 2190 SH DEFINED 3 0 0 2190 TWO HBRS INVT CORP COM 90187b101 49 4170 SH DEFINED 2 0 0 4170 TYCO INTERNATIONAL LTD SHS H89128104 38 682 SH DEFINED 1 682 0 0 TYSON FOODS INC CL A 902494103 17 1074 SH DEFINED 1 1074 0 0 UNDER ARMOUR INC CL A 904311107 14 254 SH DEFINED 1 254 0 0 UNILEVER N V N Y SHS NEW 904784709 165 4649 SH DEFINED 1 4649 0 0 UNILEVER PLC SPON ADR NEW 904767704 111 3050 SH DEFINED 3 0 0 3050 UNILEVER PLC SPON ADR NEW 904767704 28 771 SH DEFINED 1 771 0 0 UNION PAC CORP COM 907818108 47 399 SH DEFINED 1 399 0 0 UNITED CMNTY BKS BLAIRSVLE G COM 90984P303 52 6234 SH DEFINED 3 0 0 6234 UNITED CMNTY BKS BLAIRSVLE G COM 90984P303 20 2445 SH DEFINED 1 2445 0 0 UNITED PARCEL SERVICE INC CL B 911312106 6503 90830 SH DEFINED 1 87832 2998 0 UNITED PARCEL SERVICE INC CL B 911312106 543 7585 SH DEFINED 2 0 0 7585 UNITED PARCEL SERVICE INC CL B 911312106 7 96 SH DEFINED 3 0 0 96 UNITED STATES CELLULAR CORP COM 911684108 20 500 SH DEFINED 3 0 0 500 UNITED TECHNOLOGIES CORP COM 913017109 8 104 SH DEFINED 3 0 0 104 UNITED TECHNOLOGIES CORP COM 913017109 5290 67385 SH DEFINED 1 61283 5652 450 UNITED TECHNOLOGIES CORP COM 913017109 4877 62291 SH DEFINED 2 28340 0 33951 UNITED THERAPEUTICS CORP DEL COM 91307c102 140 2500 SH DEFINED 2 0 0 2500 UNITEDHEALTH GROUP INC COM 91324P102 1693 30538 SH DEFINED 1 29557 981 0 UNITEDHEALTH GROUP INC COM 91324P102 532 9605 SH DEFINED 2 850 0 8755 UNIVERSAL DISPLAY CORP COM 91347P105 54 1567 SH DEFINED 1 1567 0 0 UNIVERSAL HEALTH RLTY INCM T SH BEN INT 91359E105 54 1200 SH DEFINED 1 1200 0 0 UNUM GROUP COM 91529Y106 6 306 SH DEFINED 1 306 0 0 URSTADT BIDDLE PPTYS INS CL A 917286205 12 600 SH DEFINED 1 600 0 0 URSTADT BIDDLE PPTYS INS COM 917286106 11 600 SH DEFINED 1 600 0 0 US BANCORP DEL COM NEW 902973304 4221 123075 SH DEFINED 2 63990 0 59085 US BANCORP DEL COM NEW 902973304 724 21086 SH DEFINED 1 19433 1653 0 V F CORP COM 918204108 104 653 SH DEFINED 1 653 0 0 VALE S A ADR 91912E105 1026 57034 SH DEFINED 1 56034 1000 0 VALEANT PHARMACEUTICALS INTL COM 91911K102 34 610 SH DEFINED 2 0 0 610 VALERO ENERGY CORP NEW COM 91913Y100 22 705 SH DEFINED 1 705 0 0 VANGUARD BD INDEX FD INC INTERMED TERM 921937819 15 167 SH DEFINED 1 0 167 0 VANGUARD BD INDEX FD INC SHORT TRM BOND 921937827 25 305 SH DEFINED 1 0 305 0 VANGUARD BD INDEX FD INC TOTAL BND MRKT 921937835 22064 259124 SH DEFINED 2 1850 0 257274 VANGUARD BD INDEX FD INC TOTAL BND MRKT 921937835 2184 25684 SH DEFINED 3 0 0 25684 VANGUARD INDEX FDS REIT ETF 922908553 197 3035 SH DEFINED 2 0 0 3035 VANGUARD INDEX FDS REIT ETF 922908553 379 5830 SH DEFINED 1 5830 0 0 VANGUARD INDEX FDS TOTAL STK MKT 922908769 14 190 SH DEFINED 3 0 0 190 VANGUARD INDEX FDS TOTAL STK MKT 922908769 24 338 SH DEFINED 1 338 0 0 VANGUARD INTL EQUITY INDEX F ALLWRLD EX US 922042775 135 3135 SH DEFINED 2 0 0 3135 VANGUARD INTL EQUITY INDEX F MSCI EMR MKT ETF 922042858 57 1383 SH DEFINED 1 1350 33 0 VANGUARD INTL EQUITY INDEX F MSCI EMR MKT ETF 922042858 24 596 SH DEFINED 3 0 0 596 VANGUARD NATURAL RESOURCES L COM UNIT 92205F106 14 500 SH DEFINED 1 500 0 0 VANGUARD SCOTTSDALE FDS INT-TERM CORP 92206C870 846 9650 SH DEFINED 1 9650 0 0 VANGUARD SCOTTSDALE FDS SHRT-TERM CORP 92206C409 1506 18750 SH DEFINED 1 18750 0 0

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VANGUARD SPECIALIZED PORTFOL DIV APP ETF 921908844 1285 21525 SH DEFINED 2 0 0 21525
VANGUARD SPECIALIZED PORTFOL DIV APP ETF 921908844 117 1966 SH DEFINED 3 0 0 1966
VANGUARD SPECIALIZED PORTFOL DIV APP ETF 921908844 194 3235 SH DEFINED 1 3235 0 0
VANGUARD WORLD FDS UTILITIES ETF 92204A876 27 346 SH DEFINED 3 0 0 346 VENTAS INC COM
92276F100 115 1838 SH DEFINED 1 1838 0 0 VENTAS INC COM 92276F100 16 251 SH DEFINED 3 0 0 251
VERIFONE SYS INC COM 92342Y109 217 7800 SH DEFINED 2 7800 0 0 VERIZON COMMUNICATIONS INC
COM 92343V104 8231 180344 SH DEFINED 1 141116 37553 1675 VERIZON COMMUNICATIONS INC COM
92343V104 363 7976 SH DEFINED 2 0 0 7976 VERIZON COMMUNICATIONS INC COM 92343V104 8 187 SH
DEFINED 3 0 0 187 VERTEX PHARMACEUTICALS INC COM 92532F100 14 251 SH DEFINED 1 251 0 0
VIACOM INC NEW CL B 92553P201 32 600 SH DEFINED 1 600 0 0 VISA INC COM CL A 92826C839 3 23 SH
DEFINED 3 0 0 23 VISA INC COM CL A 92826C839 245 1828 SH DEFINED 1 1828 0 0 VMWARE INC CL A
COM 928563402 55 570 SH DEFINED 1 570 0 0 VMWARE INC CL A COM 928563402 10 100 SH DEFINED 3 0
0 100 VODAFONE GROUP PLC NEW SPONS ADR NEW 92857W209 3158 110152 SH DEFINED 1 103408 6744
0 VODAFONE GROUP PLC NEW SPONS ADR NEW 92857W209 665 23331 SH DEFINED 2 1200 0 22131
VODAFONE GROUP PLC NEW SPONS ADR NEW 92857W209 37 1287 SH DEFINED 3 0 0 1287 VULCAN
MATLS CO COM 929160109 2279 48180 SH DEFINED 1 48180 0 0 VULCAN MATLS CO COM 929160109 5
110 SH DEFINED 3 0 0 110 W P CAREY & CO LLC COM 92930Y107 49 1000 SH DEFINED 1 0 1000 0
WADDELL & REED FINL INC CL A 930059100 119 3622 SH DEFINED 1 0 3622 0 WALGREEN CO COM
931422109 223 6088 SH DEFINED 1 6088 0 0 WAL-MART STORES INC COM 931142103 7065 95639 SH
DEFINED 1 88184 7455 0 WAL-MART STORES INC COM 931142103 509 6900 SH DEFINED 2 450 0 6450
WAL-MART STORES INC COM 931142103 11 152 SH DEFINED 3 0 0 152 WASTE MGMT INC DEL COM
94106L109 2482 77773 SH DEFINED 1 72713 5060 0 WASTE MGMT INC DEL COM 94106L109 506 15787 SH
DEFINED 2 0 0 15787 WASTE MGMT INC DEL COM 94106L109 16 500 SH DEFINED 3 0 0 500 WATSON
PHARMACEUTICALS INC COM 942683103 2581 30307 SH DEFINED 1 30307 0 0 WD-40 CO COM 929236107
11 200 SH DEFINED 1 200 0 0 WEATHERFORD INTERNATIONAL LT REG SHS H27013103 75 5937 SH
DEFINED 1 5937 0 0 WELLPOINT INC COM 94973V107 288 4952 SH DEFINED 1 4952 0 0 WELLPOINT INC
COM 94973V107 12 210 SH DEFINED 3 0 0 210 WELLS FARGO & CO NEW COM 949746101 4927 142645 SH
DEFINED 1 111146 30999 500 WELLS FARGO & CO NEW COM 949746101 693 20082 SH DEFINED 2 2650 0
17432 WELLS FARGO & CO NEW COM 949746101 33 921 SH DEFINED 3 0 0 921 WELLS FARGO
ADVANTAGE INCOME COM SHS 94987B105 38 3538 SH DEFINED 3 0 0 3538 WENDYS CO COM
95058W100 5 1079 SH DEFINED 1 1079 0 0 WESTAR ENERGY INC COM 95709T100 22 753 SH DEFINED 3 0
0 753 WESTERN DIGITAL CORP COM 958102105 1660 42951 SH DEFINED 1 42951 0 0 WESTERN DIGITAL
CORP COM 958102105 232 6000 SH DEFINED 2 6000 0 0 WEYERHAEUSER CO COM 962166104 135 5175 SH
DEFINED 1 2690 1450 1035 WGL HLDGS INC COM 92924F106 15 364 SH DEFINED 1 364 0 0 WHOLE
FOODS MKT INC COM 966837106 395 4060 SH DEFINED 1 3860 200 0 WHOLE FOODS MKT INC COM
966837106 195 2000 SH DEFINED 2 2000 0 0 WILLIAMS COS INC DEL COM 969457100 35 1000 SH DEFINED
1 1000 0 0 WILLIAMS COS INC DEL COM 969457100 15 425 SH DEFINED 2 0 0 425 WILLIAMS PARTNERS
L P COM UNIT L P 96950F104 33 600 SH DEFINED 1 600 0 0 WILLIAMS SONOMA INC COM 969904101 4805
109270 SH DEFINED 2 60770 0 48500 WINDSTREAM CORP COM 97381W104 137 13721 SH DEFINED 1 8721
5000 0 WISCONSIN ENERGY CORP COM 976657106 50 1317 SH DEFINED 3 0 0 1317 WISDOMTREE TRUST
EMERG MKTS ETF 97717W315 103 1900 SH DEFINED 1 1900 0 0 WISDOMTREE TRUST EMERG MKTS ETF
97717w315 414 7720 SH DEFINED 2 0 0 7720 WISDOMTREE TRUST EMERG MKTS ETF 97717W315 6 110
SH DEFINED 3 0 0 110 WISDOMTREE TRUST INDIA ERNGS FD 97717w422 17 875 SH DEFINED 2 0 0 875
WISDOMTREE TRUST MIDCAP DIVI FD 97717w505 840 14770 SH DEFINED 2 0 0 14770 WORTHINGTON
INDS INC COM 981811102 11 505 SH DEFINED 1 505 0 0 WPP PLC ADR 92933H101 16 230 SH DEFINED 1
230 0 0 WPX ENERGY INC COM 98212B103 2 141 SH DEFINED 2 0 0 141 XCEL ENERGY INC COM
98389B100 21 775 SH DEFINED 1 775 0 0 XEROX CORP COM 984121103 22 3000 SH DEFINED 1 3000 0 0
XYLEM INC COM 98419M100 10 400 SH DEFINED 3 0 0 400 XYLEM INC COM 98419M100 4 150 SH
DEFINED 1 150 0 0 YUM BRANDS INC COM 988498101 972 14648 SH DEFINED 1 3600 11048 0 YUM
BRANDS INC COM 988498101 3303 49790 SH DEFINED 2 25930 0 23860 YUM BRANDS INC COM 988498101
6 83 SH DEFINED 3 0 0 83 ZEP INC COM 98944B108 60 3936 SH DEFINED 1 3936 0 0 ZEP INC COM

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98944B108 15 1000 SH DEFINED 3 0 0 1000 ZIMMER HLDGS INC COM 98956P102 143 2127 SH DEFINED 1
967 1160 0 ZIMMER HLDGS INC COM 98956P102 59 875 SH DEFINED 3 0 0 875 ZIONS BANCORPORATION
COM 989701107 4 185 SH DEFINED 1 185 0 0