

## North Carolina Total Retirement Plans 1Q 2017 Board of Trustees Report

Presented by: Michael McCann, Vice President, Key Account Management On: June 22, 2017
As of: March 31, 2017
Report contains information up through the last business day of the period end.

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## Prudential Disclosures

## This is not a certified financial statement.

Assets and contributions reflect actual participant account balances and do not include forfeiture and / or expense account assets.

Prudential monitors the contractual terms and service guarantees related to the contract for third-party administration of the supplemental retirement income plan of North Carolina and North Carolina public employee deferred compensation plan. Prudential communicates with Retirement Systems Division staff on our performance with these terms.

This information should not be considered an offer or solicitation of securities, insurance products or services. No offer is intended nor should this material be construed as an offer of any product. The information is being presented by us solely in our role as the plan's service provider and or record keeper.

As of January 1, 2016 Prudential Retirement provides the communications and recordkeeping services for the NC Total Retirement Plans 401(k)|457. Investments offered to you within the plan(s) are not offered by or affiliated with Prudential Financial or any of its companies or businesses. Prudential Retirement is a Prudential Financial business.

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Prudential's Book of Business averages are as of 3/31/2017.

## Disclosures Provided by North Carolina Department of State Treasurer

## 1. Compliance with laws:

- The Contractor shall be required to comply with all laws, ordinances, codes, rules, regulations, and licensing requirements that are applicable to the conduct of its business, including those of Federal, State, and local agencies having jurisdiction and/or authority
- Providing and maintain adequate insurance coverage is a material obligation of the Contractor and is of the essence of the agreement between the Contractor and the Department

2. Performance guarantees and required notifications to North Carolina:

- Whenever the Department, at its sole discretion, has grounds for insecurity with respect to Contractor's performance, it may, in writing, demand adequate assurance of due performance and the Contractor shall provide such information and documentation as the Department may require to receive such assurance
- The Contractor shall promptly notify the Department of any error by the Contractor that has affected five or more members' accounts - or - has in the aggregate reduced members' balances by more than $\$ 5000.00$
- The Contractor will notify the Department prior to changes in the assignment of key personnel
- If the Contractor shall retain a non-affiliated subcontractor(s) specifically for the purpose of providing services to the Department, the Contractor will provide complete copies of the contract(s) to the Department and retain the sole responsibility for the performance of its subcontractor(s)


## Disclosures Provided by North Carolina Department of State Treasurer

## 3. The Contractor warrants that:

- With respect to care of data and confidentiality, all steps necessary will be taken to safeguard data from loss or destruction, nor any data will be divulged to another party without prior written approval of the Plan (except as provided by NC G.S 135-37)
- Contractor employees, officers and subcontractors are not employees or agents of The North Carolina state, the Department or the Plan
- Contractor shall participate in an annual audit of the Plan assets and shall provide all pertinent financial information to the Department and the Independent Auditor
- Contractor shall facilitate the data transmission for the purpose of preparation of Annual Benefit Statement and its delivery to Plan participants

4. Contractual Plan Sponsor and Participating Employer relationship - additional services:

- Contractor may hold and facilitate meeting with representatives of the Plan and Participating Employers for the purpose of reviewing Contractor's performance
- Contractor may provide transition, implementation or training services to representatives of the Plan and Participating Employers
- Contractor may provide or make presentations at educational and enrollment meetings, benefits fairs, workshops for employees of Participating Employers


## Our Mission: Retirement Readiness

58.04\% of all active NC public servants are "retirement ready." Retirement readiness is defined as the ability to replace $80 \%$ of pre-retirement income, beginning at age 62 and continuing throughout 30 years of retirement. The following sub-goals are being pursued at a Combined Plans level to help us achieve our top-level metric of 66\% in 2017:

## 401(k), 457 and 403(b) Plans Combined Summary Goals:

| Sub Goal | As of 3/31/2017 | Stretch Goal | \% to Stretch Goal | Contractual Goal | \% to Contractual Goal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Monthly Contributions* | \$179.95 | \$180.61 | 99.63\% | \$163.20 | 110.26\% |
| Active Participation Rate* | 32.99\% | 28.99\% | 113.80\% | 28.28\% | 116.65\% |
| GoalMaker Utilization Among New Members | 90.93\% | 93\% | 97.77\% | 80\% | 113.66\% |
| GoalMaker Utilization Among All Members | 60.40\% | 57\% | 105.96\% | N/A | N/A |

*Calculations include information from April 1, 2016 to March 31, 2017 for the 401(k) \& 457 Plans, and from March 1, 2017 to March 31, 2017 for the $403(b)$ Plan.

0 Employers adopted the 401(k) Plan from the period of January 1, 2017 through March 31, 2017
5 Employers adopted the 457 Plan from the period of January 1, 2017 through March 31, 2017
0 Employers adopted the 403(b) Plan from the period of March 1, 2017 through March 31, 2017

## Asset Allocation By Fund - Combined 401(k) and 457 Plans

| Investment Option | Asset Class | 3/31/2015 | \# Participants Utilizing |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \% | 3/31/2015 | 3/31/2016 | \% | 3/31/2016 | 3/31/2017 | \% | 3/31/2017 |
| North Carolina Stable Value Fund | Stable Value | \$2,299,240,094 | 25.15\% | 231,053 | \$2,355,048,409 | 25.86\% | 228,794 | \$2,477,229,077 | 24.33\% | 232,661 |
| North Carolina Fixed Income Fund | Fixed Income | \$592,703,963 | 6.48\% | 181,175 | \$612,325,553 | 6.72\% | 183,251 | \$677,566,145 | 6.66\% | 190,174 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$365,388,640 | 4.00\% | 147,336 | \$389,801,071 | 4.28\% | 153,370 | \$456,426,237 | 4.48\% | 162,925 |
| North Carolina Large Cap Growth Fund | Large-Cap Stock | \$901,778,668 | 9.86\% | 238,931 | \$870,650,349 | 9.56\% | 239,350 | \$943,124,927 | 9.26\% | 246,251 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$1,308,290,191 | 14.31\% | 238,597 | \$1,289,447,769 | 14.16\% | 239,271 | \$1,450,574,788 | 14.25\% | 246,728 |
| North Carolina Large Cap Value Fund | Large-Cap Stock | \$929,054,434 | 10.16\% | 239,362 | \$858,149,429 | 9.42\% | 239,205 | \$977,752,811 | 9.60\% | 246,416 |
| North Carolina Small/Mid Cap Growth Fund | Small-Cap Stock | \$339,896,707 | 3.72\% | 184,520 | \$345,842,039 | 3.80\% | 190,082 | \$397,123,869 | 3.90\% | 200,592 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$233,292,329 | 2.55\% | 25,995 | \$215,661,211 | 2.37\% | 24,437 | \$258,549,590 | 2.54\% | 23,744 |
| North Carolina Small/Mid Cap Value Fund | Small-Cap Stock | \$469,905,280 | 5.14\% | 194,167 | \$445,587,848 | 4.89\% | 198,294 | \$525,929,647 | 5.17\% | 208,418 |
| North Carolina Global Equity Fund | Global/Intl Stock | \$758,174,084 | 8.29\% | 177,247 | \$775,488,986 | 8.52\% | 183,920 | \$909,876,417 | 8.94\% | 194,686 |
| North Carolina International Fund | Global/Intl Stock | \$558,726,484 | 6.11\% | 202,021 | \$546,145,984 | 6.00\% | 205,435 | \$628,525,236 | 6.17\% | 214,505 |
| North Carolina International Index Fund | Global/Intl Stock | \$44,598,484 | 0.49\% | 6,638 | \$44,557,565 | 0.49\% | 6,556 | \$51,177,284 | 0.50\% | 6,533 |
| North Carolina Inflation Responsive Fund | Specialty | \$341,553,834 | 3.74\% | 168,291 | \$358,434,459 | 3.94\% | 177,981 | \$427,085,225 | 4.19\% | 189,654 |
| Total Plan Assets |  | \$9,142,603,192 | 100.00\% |  | \$9,107,140,673 | 100.00\% |  | \$10,180,941,255 | 100.00\% |  |

Assets reflect actual participant account balances and do not include expense account assets.

The total number of unique participants across the $401(k)$ and 457 Plans combined as of March 31,2017 was 267,929.
The average monthly employee deferral from April 1, 2016 to March 31, 2017 was $\$ 180.74$ for the Combined 401(k) and 457 Plans.

The average active participation rate from April 1, 2016 to March 31, 2017 was $32.81 \%$ for the Combined 401(k) and 457 Plans.

The GoalMaker utilization among new members as of March 31, 2017 was $90.97 \%$ for the Combined 401(k) and 457 Plans.
The GoalMaker utilization among members as of March 31, 2017 was $60.38 \%$ for the Combined 401(k) and 457 Plans.

## Asset Allocation By Fund - 401(k) Plan



Assets reflect actual participant account balances and do not include expense account assets.
The total number of unique participants in the 401(k) Plan as of March 31, 2017 was 246,261.
The average monthly employee deferral from April 1, 2016 to March 31, 2017 was $\$ 163.72$ for the 401(k) Plan.
The average active participation rate from April 1, 2016 to March 31, 2017 was $29.93 \%$ for the 401(k) Plan.
The GoalMaker utilization among new members as of March 31, 2017 was $90.42 \%$ for the 401(k) Plan.
The GoalMaker utilization among members as of March 31, 2017 was $61.34 \%$ for the 401(k) Plan.

## Asset Allocation By Fund - 457 Plan



Assets reflect actual participant account balances and do not include expense account assets.

The total number of unique participants in the 457 Plan as of March 31, 2017 was 52,884.
The average monthly employee deferral from April 1, 2016 to March 31, 2017 was $\$ 136.56$ for the 457 Plan.

The average active participation rate from April 1, 2016 to March 31, 2017 was $11.08 \%$ for the 457 Plan.

The GoalMaker utilization among new members as of March 31, 2017 was $92.47 \%$ for the 457 Plan.

The GoalMaker utilization among members as of March 31, 2017 was $64.79 \%$ for the 457 Plan.

## Asset Allocation By Fund - 403(b) Plan

| Investment Option | Asset Class | 2/28/2017 | \% | \# Participants Utilizing 2/28/2017 | 3/31/2017 | \% | $\begin{aligned} & \text { \# Participants } \\ & \text { Utilizing } \\ & \text { 3/31/2017 } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Metropolitan West Total Return Bd Plan | Fixed Income | \$1,029,641 | 10.38\% | 1,052 | \$1,063,893 | 10.34\% | 1,052 |
| Vanguard Short-Term Bond Index Adm | Fixed Income | \$1,833,989 | 18.50\% | 879 | \$1,878,882 | 18.26\% | 881 |
| Vanguard Total Bond Market Index Adm | Fixed Income | \$830,638 | 8.38\% | 1,024 | \$847,837 | 8.24\% | 1,024 |
| T. Rowe Price Blue Chip Growth I | Large-Cap Stock | \$591,322 | 5.96\% | 830 | \$622,993 | 6.06\% | 834 |
| Vanguard 500 Index Admiral | Large-Cap Stock | \$1,958,763 | 19.76\% | 1,155 | \$1,998,356 | 19.43\% | 1,158 |
| Vanguard Windsor II Admiral | Large-Cap Stock | \$703,429 | 7.09\% | 1,054 | \$735,922 | 7.15\% | 1,057 |
| Vanguard Extended Market Index Admiral | Mid-Cap Stock | \$710,522 | 7.17\% | 380 | \$733,170 | 7.13\% | 382 |
| DFA US Small Cap I | Small-Cap Stock | \$603,509 | 6.09\% | 970 | \$637,314 | 6.20\% | 973 |
| PIMCO Inflation Response MultiAsst Instl | Specialty | \$445,756 | 4.50\% | 791 | \$461,581 | 4.49\% | 792 |
| MFS Instl International Equity | International Stock | \$1,100,141 | 11.10\% | 1,024 | \$1,192,141 | 11.59\% | 1,025 |
| Vanguard Total Intl Stock Index Admiral | International Stock | \$107,049 | 1.08\% | 52 | \$114,933 | 1.12\% | 55 |
| Total Plan Assets |  | \$9,914,759 | 100.00\% |  | \$10,287,024 | 100.00\% |  |

## Assets reflect actual participant account balances and do not include expense account assets.

The total number of unique participants in the $403(b)$ Plan as of March 31,2017 was $1,196$.
The average monthly employee deferral from March 1, 2017 to March 31, 2017 was $\$ 357.49$ for the 403(b) Plan.

The average active participation rate from March 1, 2017 to March 31, 2017 was $1.40 \%$ for the 403(b) Plan.

The GoalMaker utilization among new members as of March 31, 2017 was $50.0 \%$ for the 403(b) Plan.

The GoalMaker utilization among members as of March 31, 2017 was $58.78 \%$ for the 403(b) Plan.

| 401(k) Plan |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2016 | $\mathbf{1 Q} \mathbf{2 0 1 7}$ | Difference \# | Difference \% |  |  |  |
| Members with an Account Balance | 244,592 | 246,261 | 1,669 | $0.68 \%$ |  |  |  |
| Average Account Balance | $\$ 32,502$ | $\$ 36,175$ | $\$ 3,673$ | $11.30 \%$ |  |  |  |
| Median Account Balance | $\$ 10,819$ | $\$ 11,856$ | $\$ 1,037$ | $9.59 \%$ |  |  |  |


|  | 401(k) Plan Percentage Gain |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (3/31/2016) | Contributions | Distributions | Earnings | Assets (3/31/2017) | Percentage Gain |
| NC 401(k) Plan | $\$ 7,949,783,669$ | $\$ 526,384,302$ | $\$ 455,141,234$ | $\$ 887,506,205$ | $\$ 8,908,532,943$ | $11.06 \%$ |

## 401(k) Member Breakdown



Member breakdown reflects status on recordkeeping system updated from limited indicative data received from employers which
may cause the active status to be inflated

| 457 Plan |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{1 Q} \mathbf{2 0 1 6}$ | $\mathbf{1 Q} \mathbf{2 0 1 7}$ | Difference \# | Difference \% |  |  |  |  |
| Members with an Account Balance | 51,457 | 52,884 | 1,427 | $2.77 \%$ |  |  |  |  |
| Average Account Balance | $\$ 22,492$ | $\$ 24,060$ | $\$ 1,568$ | $6.97 \%$ |  |  |  |  |
| Median Account Balance | $\$ 2,708$ | $\$ 3,051$ | $\$ 343$ | $12.67 \%$ |  |  |  |  |


| 457 Plan Percentage Gain |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (3/31/2016) | Contributions | Distributions | Earnings | Assets (3/31/2017) | Percentage Gain |  |  |
| NC 457 Plan | $\$ 1,157,357,004$ | $\$ 80,092,287$ | $\$ 81,085,009$ | $\$ 116,044,030$ | $\$ 1,272,408,312$ | $10.04 \%$ |  |  |

457 Member Breakdown



Member breakdown reflects status on recordkeeping system updated from limited indicative data received from employers which
may cause the active status to be inflated
$\underset{\text { Total Retirement Plans }}{\text { North Carlina }}|401 \mathrm{k}| 457 \mid 403 \mathrm{~b}$
For Plan Sponsor or Consultant Use Only

| 403(b) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | February 2017 | March 2017 | Difference \# | Difference \% |
| Members with an Account Balance | 1,194 | 1,196 | 2 | $0.17 \%$ |
| Average Account Balance | $\$ 8,304$ | $\$ 8,601$ | $\$ 297$ | $3.58 \%$ |
| Median Account Balance | $\$ 2,744$ | $\$ 2,907$ | $\$ 163$ | $5.96 \%$ |


| 403(b) Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (2/28/2017) | Contributions | Distributions | Earnings | Assets (3/31/2017) | Percentage Gain |
| NC 457 Plan | \$9,914,759 | \$320,239 | \$0 | \$52,026 | \$10,287,024 | 0.51\% |

## 403(b) Member Breakdown




Member breakdown reflects status on recordkeeping system updated from limited indicative data received from employers which
may cause the active status to be inflated

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401(k) Plan Quarterly Enrollments \& Contribution Changes

|  | 1Q 2014 | 1Q 2015 | $\begin{gathered} \text { 1Q } 2015 \\ \% \text { of Change } \end{gathered}$ | 1Q 2016 | $\begin{gathered} \text { 1Q } 2016 \\ \% \text { of Change } \end{gathered}$ | 1Q 2017 | $\begin{gathered} \text { 1Q } 2017 \\ \% \text { of Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Enrollments | 3,198 | 4,065 | 21.33\% | 3,727 | -8.31\% | 4,024 | 7.97\% |
| \% of New Hires Enrolled in Plan | 46.80\% | 67.42\% | 30.59\% | 44.45\% | -34.08\% | 38.57\% | -13.23\% |
| GoalMaker Elections | 2,890 | 3,746 | 22.85\% | 3,464 | -7.53\% | 3,535 | 2.01\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 2,231 | 2,264 | 1.46\% | 4,291 | 89.53\% | 5,384 | 25.47\% |
| Deferral Increases | 6,875 | 8,050 | 14.60\% | 5,877 | -26.99\% | 7,634 | 29.90\% |
| Pre-tax Participation Rate | 20.64\% | 20.42\% | -1.08\% | 20.48\% | 0.29\% | 21.16\% | 3.32\% |
| Roth Participation Rate | 6.57\% | 7.31\% | 10.12\% | 7.89\% | 7.93\% | 8.29\% | 5.07\% |
| Voluntary (Employee \& Roth) Participation Rate | 25.35\% | 27.50\% | 7.82\% | 26.24\% | -4.58\% | 27.15\% | 3.47\% |

401(k) Plan Quarterly Enrollments \& Contribution Change Method

|  | 1Q 2014 | 1Q 2015 | 1Q 2016 | 1Q 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Method of Enrollment |  |  |  |  |
| Paper Form | 71.36\% | 76.54\% | 75.15\% | 75.51\% |
| Pseudo Enrollment | 22.33\% | 16.68\% | 17.35\% | 16.77\% |
| Internet | 6.32\% | 6.78\% | 7.50\% | 7.72\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 97.97\% | 98.50\% | 99.31\% | 99.74\% |
| Paper Form | 1.65\% | 1.10\% | 0.31\% | 0.08\% |
| Participant Service Center | 0.04\% | 0.09\% | 0.03\% | 0.01\% |
| VRU | 0.34\% | 0.31\% | 0.35\% | 0.17\% |

Participation rates for YTD and quarter are based on the population actively contributing for the time period reported.
As a result, the participation results will vary.

| 457 Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\begin{gathered} \text { 1Q } 2015 \\ \% \text { of Change } \end{gathered}$ | 1Q 2016 | $\begin{gathered} \text { 1Q } 2016 \\ \% \text { of Change } \end{gathered}$ | 1Q 2017 | $\begin{gathered} \text { 1Q } 2017 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 1,169 | 1,554 | 32.93\% | 1,085 | -30.18\% | 1,363 | 25.62\% |
| \% of New Hires Enrolled in Plan | 29.81\% | 42.11\% | 41.29\% | 20.29\% | -51.82\% | 18.95\% | -6.60\% |
| GoalMaker Elections | 1,020 | 1,411 | 38.33\% | 949 | -32.74\% | 1,263 | 33.09\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 1,066 | 751 | -29.55\% | 1,074 | 43.01\% | 3,680 | 242.64\% |
| Deferral Increases | 1,414 | 1,894 | 33.95\% | 1,372 | -27.56\% | 1,706 | 24.34\% |
| Pre-tax Participation Rate | 10.27\% | 10.51\% | 2.34\% | 10.39\% | -1.14\% | 10.00\% | -3.75\% |
| Roth Participation Rate | 0.93\% | 1.13\% | 21.51\% | 1.31\% | 15.93\% | 1.52\% | 16.03\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.56\% | 11.19\% | 5.97\% | 11.24\% | 0.45\% | 10.62\% | -5.52\% |

457 Plan Quarterly Enrollments \& Contribution Change Method

|  | 1Q 2014 | 1Q 2015 | 1Q 2016 | 1Q 2017 |
| :---: | :---: | :---: | :---: | :---: |
| Method of Enrollment |  |  |  |  |
| Paper Form | 88.37\% | 89.84\% | 86.14\% | 85.00\% |
| Pseudo Enrollment | 1.45\% | 1.48\% | 2.13\% | 3.60\% |
| Internet | 10.18\% | 8.68\% | 11.74\% | 11.40\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.10\% | 98.69\% | 99.76\% | 99.95\% |
| Paper Form | 0.50\% | 0.96\% | 0.18\% | 0.00\% |
| Participant Service Center | 0.13\% | 0.11\% | 0.00\% | 0.05\% |
| VRU | 0.27\% | 0.24\% | 0.06\% | 0.00\% |

## Participation rates for YTD and quarter are based on the population actively contributing for the time period reported.

As a result, the participation results will vary.

| $\mathbf{4 0 3 ( b )}$ Plan Quarterly Enrollments \& Contribution Changes |  |  |
| :--- | :---: | :---: |
|  | February 2017 | March 2017 |
| Enrollments | 0 | 2 |
| \% of New Hires Enrolled in Plan | $0.00 \%$ | $0.14 \%$ |
| GoalMaker Elections | 0 | 1 |
| Contribution Changes | 0 | 0 |
| Deferral Decreases | 0 | 0 |
| Deferral Increases | $1.32 \%$ | $1.20 \%$ |
| Pre-tax Participation Rate | $0.38 \%$ | $0.29 \%$ |
| Roth Participation Rate | $1.47 \%$ | $1.40 \%$ |
| Voluntary (Employee \& Roth) Participation Rate |  |  |

## 403(b) Plan Quarterly Enrollments \& Contribution Change Method

|  | February 2017 | March 2017 |
| :---: | :---: | :---: |
| Method of Enrollment |  |  |
| Paper Form | 0.00\% | 100.00\% |
| Pseudo Enrollment | 0.00\% | 0.00\% |
| Internet | 0.00\% | 0.00\% |
| Method of Contribution Change |  |  |
| Internet | 0.00\% | 92.00\% |
| Paper Form | 0.00\% | 0.00\% |
| Participant Service Center | 0.00\% | 0.00\% |
| VRU | 0.00\% | 8.00\% |

Participation rates for each month are based on the population actively contributing for the time period reported.
As a result, the participation results will vary.

## North Carolina Total Retirement Plans

| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Employee Contributions | \$52,218,715 | \$53,254,463 | 1.98\% | \$54,132,538 | 1.65\% | \$57,625,052 | 6.45\% |
| Roth | \$7,819,875 | \$9,033,706 | 15.52\% | \$10,034,926 | 11.08\% | \$11,157,798 | 11.19\% |
| Total Employee Contributions | \$60,038,590 | \$62,288,170 | 3.75\% | \$64,167,464 | 3.02\% | \$68,782,850 | 7.19\% |
| Employer Contributions | \$41,988,747 | \$43,658,639 | 3.98\% | \$45,117,792 | 3.34\% | \$48,115,881 | 6.65\% |
| Rollovers | \$10,391,366 | \$12,090,810 | 16.35\% | \$11,055,210 | -8.57\% | \$14,992,583 | 35.62\% |
| Total Contributions | \$112,418,703 | \$118,037,619 | 5.00\% | \$120,340,466 | 1.95\% | \$131,891,314 | 9.60\% |
| Average Voluntary Contributions | \$169 | \$161 | -4.89\% | \$173 | 7.41\% | \$192 | 10.94\% |
| Average Roth Contributions | \$91 | \$93 | 2.67\% | \$95 | 1.35\% | \$101 | 7.02\% |
| Average Employee Contributions | \$180 | \$184 | 2.29\% | \$186 | 0.86\% | \$179 | -3.37\% |


| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Employee Contributions | \$13,235,600 | \$13,888,773 | 4.93\% | \$13,689,750 | -1.43\% | \$14,829,691 | 8.33\% |
| Roth | \$540,536 | \$846,874 | 56.67\% | \$989,083 | 16.79\% | \$1,214,939 | 22.83\% |
| Total Employee Contributions | \$13,776,136 | \$14,735,647 | 6.97\% | \$14,678,833 | 100.00\% | \$16,044,630 | 9.30\% |
| Employer Contributions | \$190,944 | \$327,006 | 0.00\% | \$353,067 | 0.00\% | \$470,987 | 33.40\% |
| Rollovers | \$2,241,198 | \$3,582,037 | 59.83\% | \$2,417,573 | -32.51\% | \$2,553,919 | 5.64\% |
| Total Contributions | \$16,208,278 | \$18,644,689 | 15.03\% | \$17,449,473 | -6.41\% | \$19,069,536 | 9.28\% |
| Average Voluntary Contributions | \$142 | \$142 | -0.33\% | \$134 | -5.41\% | \$144 | 7.29\% |
| Average Roth Contributions | \$119 | \$137 | 15.06\% | \$126 | -8.46\% | \$120 | -4.44\% |
| Average Employee Contributions | \$144 | \$142 | -1.46\% | \$135 | -5.12\% | \$147 | 9.08\% |

> Average contributions for YTD and the quarter are based on the population actively contributing for the time period reported. $$
\text { As a result, the average contribution amounts will vary. }
$$ Please see page 5 for important notes and disclaimers.

| 403(b) Contributions |  |  |
| :--- | :---: | :---: |
|  | February 2017 | March 2017 |
| Employee Contributions | $\$ 5,298$ | $\$ 276,008$ |
| Roth | $\$ 200$ | $\$ 44,231$ |
| Total Employee Contributions | $\$ 5,498$ | $\$ \mathbf{3 2 0 , 2 3 9}$ |
| Employer Contributions | $\$ 0$ | $\$ 0$ |
| Rollovers | $\$ 0$ | $\$ 0$ |
| Total Contributions | $\$ 5,498$ | $\$ 320,239$ |
| Average Voluntary Contributions | $\$ 7,018$ | $\$ 364$ |
| Average Roth Contributions | $\$ 3,673$ | $\$ 297$ |
| Average Employee Contributions | $\$ 6,753$ | $\$ 357$ |

[^0]
## 401(k) GoalMaker Participation

|  | $3 / 31 / 2014$ | $3 / 31 / 2015$ | $3 / 31 / 2016$ |  |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 3,087,795,831$ | $\$ 3,439,314,807$ | $\$ 3,526,593,516$ | $\$ 4 / 31 / 2017$ |
| Total \# of Participants in GoalMaker | 130,076 | 139,969 | 144,410 | 151,047 |
| Year to Date $\%$ of New Enrollments with Goalmaker Election | $90.37 \%$ | $92.11 \%$ | $92.45 \%$ | $88.07 \%$ |
| Total Participation Rate | $53.39 \%$ | $56.14 \%$ | $59.04 \%$ | $61.34 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $43.07 \%$ | $45.19 \%$ | $47.29 \%$ | $49.98 \%$ |
| Total $\%$ of Assets | $41.56 \%$ | $43.10 \%$ | $44.36 \%$ | $46.11 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1,182 | 2,761 | 1,052 | 4,995 |
| Age 25-34 | 7,749 | 16,689 | 9,614 | 34,052 |
| Age 35-44 | 7,494 | 18,765 | 11,832 | 38,091 |
| Age 45-54 | 8,497 | 19,927 | 10,434 | 38,858 |
| Age 55-64 | 8,426 | 14,221 | 4,933 | 27,580 |
| Age 65+ | 2,676 | 3,626 | 1,169 | 7,471 |
| Total | 36,024 | 75,989 | 39,034 | 151,047 |


|  | Participant Age Range | Conservative | Moderate | Aggressive |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 2,518,961$ | $\$ 6,199,738$ | $\$ 3,169,134$ | $\$ 11,887,834$ |
| Age 25-34 | $\$ 51,035,402$ | $\$ 140,049,906$ | $\$ 133,115,631$ | $\$ 324,200,938$ |
| Age 35-44 | $\$ 93,424,020$ | $\$ 355,109,504$ | $\$ 386,651,161$ | $\$ 835,184,686$ |
| Age 45-54 | $\$ 194,259,198$ | $\$ 621,260,762$ | $\$ 540,887,662$ | $\$ 1,356,407,622$ |
| Age 55-64 | $\$ 298,590,541$ | $\$ 575,053,201$ | $\$ 281,127,416$ | $\$ 1,154,771,157$ |
| Age 65+ | $\$ 142,373,132$ | $\$ 192,882,054$ | $\$ 89,977,699$ | $\$ 425,232,886$ |
| Total | $\$ 782,201,255$ | $\$ 1,890,555,166$ | $\$ 1,434,928,703$ | $\$ 4,107,685,123$ |

[^1]
## 401(k) Asset Allocation by Age Group - Assets Not in GoalMaker

## As of March 31, 2017



| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$336,269 | \$14,434,244 | \$88,807,174 | \$308,898,509 | \$536,052,382 | \$501,100,762 | \$1,449,629,340 |
| Fixed Income | \$55,836 | \$2,296,334 | \$27,336,748 | \$76,845,282 | \$113,658,956 | \$82,591,227 | \$302,784,382 |
| Large-Cap Stock | \$251,423 | \$14,411,882 | \$264,186,466 | \$756,056,197 | \$739,994,646 | \$575,889,515 | \$2,350,790,128 |
| Small-Cap Stock | \$155,398 | \$7,903,631 | \$64,529,860 | \$145,826,336 | \$133,648,027 | \$80,849,959 | \$432,913,211 |
| Global Stock | \$116,177 | \$2,376,262 | \$7,702,154 | \$15,694,064 | \$15,552,231 | \$6,938,435 | \$48,379,324 |
| International Stock | \$76,497 | \$3,959,614 | \$31,827,693 | \$67,590,409 | \$62,403,872 | \$35,913,638 | \$201,771,724 |
| Specialty | \$33,097 | \$496,543 | \$1,675,485 | \$4,357,356 | \$5,506,327 | \$2,510,903 | \$14,579,711 |
| Total Assets | \$1,024,697 | \$45,878,511 | \$486,065,579 | \$1,375,268,153 | \$1,606,816,440 | \$1,285,794,439 | \$4,800,847,820 |
| \% Assets | 0.02\% | 0.96\% | 10.12\% | 28.65\% | 33.47\% | 26.78\% | 100.00\% |
| Total Participants | 459 | 3,967 | 16,674 | 29,630 | 26,858 | 17,684 | 95,214 |
| Average Account Balance | \$2,232 | \$11,565 | \$29,151 | \$46,415 | \$59,826 | \$72,709 | \$50,422 |

Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.

## 401(k) Asset Allocation by Age Group - Assets in GoalMaker

## As of March 31, 2017



Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.

## 401(k) GoalMaker Participation




$\underset{\substack{\text { North Caral } \\ \text { Totetirementina } \\ \text { Plans }}}{ }|401 \mathrm{k}| 457 \mid 403 \mathrm{~b}$
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## 457 GoalMaker Participation

|  | $3 / 3 / 31 / 2014$ |  |  | $3 / 31 / 2015$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 201,593,243$ | $\$ 248,161,775$ | $\$ 269,654,429$ | $\$ 326,837,162$ |
| Total \# of Participants in GoalMaker | 25,792 | 30,461 | 31,810 | 34,261 |
| Year to Date $\%$ of New Enrollments with Goalmaker Election | $87.25 \%$ | $90.71 \%$ | $87.71 \%$ | $92.87 \%$ |
| Total Participation Rate | $52.76 \%$ | $57.87 \%$ | $61.82 \%$ | $64.79 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $43.07 \%$ | $45.19 \%$ | $47.29 \%$ | $49.98 \%$ |
| Total $\%$ of Assets | $18.45 \%$ | $21.26 \%$ | $23.30 \%$ | $25.69 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 243 | 527 | 244 | 1,014 |
| Age 25-34 | 2,120 | 3,862 | 2,189 | 8,171 |
| Age 35-44 | 2,181 | 4,209 | 2,427 | 8,817 |
| Age 45-54 | 2,718 | 4,835 | 2,281 | 9,834 |
| Age 55-64 | 1,906 | 2,567 | 857 | 5,330 |
| Age 65+ | 464 | 470 | 161 | 1,095 |
| Total | 9,632 | 16,470 | 8,159 | 34,261 |


|  | Participant Age Range | Conservative | Moderate | Aggressive |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 132,833$ | $\$ 354,100$ | $\$ 278,190$ | $\$ 619,490$ |
| Age 25-34 | $\$ 2,489,165$ | $\$ 7,332,833$ | $\$ 6,993,302$ | $\$ 16,815,300$ |
| Age 35-44 | $\$ 5,523,515$ | $\$ 19,560,016$ | $\$ 19,125,467$ | $\$ 44,208,998$ |
| Age 45-54 | $\$ 16,221,497$ | $\$ 45,499,646$ | $\$ 34,042,294$ | $\$ 95,763,437$ |
| Age 55-64 | $\$ 28,528,578$ | $\$ 55,900,444$ | $\$ 22,305,853$ | $\$ 106,734,874$ |
| Age 65+ | $\$ 21,514,986$ | $\$ 28,907,761$ | $\$ 12,126,683$ | $\$ 62,549,429$ |
| Total | $\$ 74,410,574$ | $\$ 157,554,800$ | $\$ 94,871,788$ | $\$ 326,837,162$ |

[^2]
## 457 Asset Allocation by Age Group - Assets Not in GoalMaker

As of March 31, 2017


Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.

## 457 Asset Allocation by Age Group - Assets in GoalMaker

As of March 31, 2017


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$33,119 | \$636,768 | \$2,911,020 | \$15,176,551 | \$28,144,236 | \$18,523,553 | \$65,425,247 |
| Fixed Income | \$58,123 | \$1,166,483 | \$4,398,545 | \$17,858,897 | \$27,349,978 | \$17,058,328 | \$67,890,354 |
| Large-Cap Stock | \$153,603 | \$3,404,518 | \$8,334,553 | \$14,063,611 | \$11,315,651 | \$5,833,747 | \$43,105,684 |
| Small-Cap Stock | \$149,435 | \$3,329,383 | \$8,103,837 | \$13,002,593 | \$9,678,532 | \$4,971,140 | \$39,234,920 |
| Global Stock | \$202,228 | \$4,493,550 | \$10,912,021 | \$17,897,131 | \$13,645,672 | \$6,936,176 | \$54,086,778 |
| International Stock | \$99,546 | \$2,229,071 | \$5,410,395 | \$8,878,828 | \$6,954,748 | \$3,627,701 | \$27,200,288 |
| Specialty | \$69,069 | \$1,555,527 | \$4,138,627 | \$8,885,827 | \$9,646,056 | \$5,598,784 | \$29,893,891 |
| Total Assets | \$765,123 | \$16,815,300 | \$44,208,998 | \$95,763,437 | \$106,734,874 | \$62,549,429 | \$326,837,162 |
| \% Assets | 0.23\% | 5.14\% | 13.53\% | 29.30\% | 32.66\% | 19.14\% | 100.00\% |
| Total Participants | 1,014 | 8,171 | 8,817 | 9,834 | 5,330 | 1,095 | 34,261 |
| Average Account Balance | \$755 | \$2,058 | \$5,014 | \$9,738 | \$20,025 | \$57,123 | \$9,540 |

> Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.

## 457 GoalMaker Participation




Assets by Age Range


For Plan Sponsor or Consultant Use Only

## 403(b) GoalMaker Participation

|  | $2 / 28 / 2017$ | $3 / 31 / 2017$ |
| :--- | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 3,806,321$ | $\$ 4,038,672$ |
| Total \# of Participants in GoalMaker | 698 | 703 |
| Year to Date $\%$ of New Enrollments with Goalmaker Election | $\mathrm{n} / \mathrm{a}$ | $50.00 \%$ |
| Total Participation Rate | $58.46 \%$ | $58.78 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $49.82 \%$ | $49.98 \%$ |
| Total $\%$ of Assets | $38.39 \%$ | $39.26 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 0 | 4 | 0 | 4 |
| Age 25-34 | 0 | 131 | 0 | 131 |
| Age 35-44 | 0 | 181 | 1 | 182 |
| Age 45-54 | 0 | 207 | 1 | 208 |
| Age 55-64 | 1 | 161 | 2 | 164 |
| Age 65+ | 0 | 14 | 0 | 14 |
| Total | 1 | 698 | 4 | 703 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | \$0.00 | \$6,366 | \$0.00 | \$619,490 |
| Age 25-34 | \$0.00 | \$362,245 | \$0.00 | \$362,245 |
| Age 35-44 | \$0.00 | \$754,911 | \$7,514 | \$762,426 |
| Age 45-54 | \$0.00 | \$1,362,581 | \$14,091 | \$1,376,672 |
| Age 55-64 | \$11,572 | \$1,422,822 | \$33,794 | \$1,468,188 |
| Age 65+ | \$0.00 | \$62,776 | \$0.00 | \$62,776 |
| Total | \$11,572 | \$3,971,700 | \$55,399 | \$4,038,672 |

[^3]
## 403(b) Asset Allocation by Age Group - Assets Not in GoalMaker

## As of March 31, 2017



| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$5,513 | \$65,837 | \$398,827 | \$727,761 | \$889,644 | \$197,095 | \$2,284,678 |
| Large-Cap Stock | \$17,227 | \$122,124 | \$469,575 | \$907,368 | \$750,037 | \$112,963 | \$2,379,294 |
| Mid-Cap Stock | \$2,771 | \$45,436 | \$161,804 | \$296,139 | \$142,870 | \$51,749 | \$700,768 |
| Small-Cap Stock | \$2,033 | \$11,817 | \$33,807 | \$42,123 | \$40,773 | \$415 | \$130,966 |
| International Stock | \$6,752 | \$51,501 | \$151,972 | \$186,055 | \$183,277 | \$44,061 | \$623,618 |
| Specialty | \$394 | \$1,852 | \$26,903 | \$46,513 | \$53,015 | \$350 | \$129,027 |
| Total Assets | \$34,689 | \$298,567 | \$1,242,888 | \$2,205,959 | \$2,059,616 | \$406,633 | \$6,248,352 |
| \% Assets | 0.56\% | 4.78\% | 19.89\% | 35.30\% | 32.96\% | 6.51\% | 100.00\% |
| Total Participants | 16 | 96 | 127 | 149 | 91 | 14 | 493 |
| Average Account Balance | \$2,168 | \$3,110 | \$9,787 | \$14,805 | \$22,633 | \$29,045 | \$12,674 |

Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.
$\underset{\text { Total Retirement Plans }}{\text { North Carolina }}|401 \mathrm{k}| 457 \mid 403 \mathrm{~b}$
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Please see page 5 for important notes and disclaimers.

## 403(b) Asset Allocation by Age Group - Assets in GoalMaker

## As of March 31, 2017



| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$888 | \$68,038 | \$122,905 | \$467,201 | \$811,176 | \$35,726 | \$1,505,934 |
| Large-Cap Stock | \$2,100 | \$112,209 | \$244,985 | \$367,212 | \$242,037 | \$9,434 | \$977,977 |
| Mid-Cap Stock | \$0 | \$0 | \$0 | \$11,983 | \$20,420 | \$0 | \$32,403 |
| Small-Cap Stock | \$1,246 | \$66,127 | \$144,290 | \$173,800 | \$115,963 | \$4,922 | \$506,348 |
| International Stock | \$1,563 | \$83,506 | \$182,064 | \$241,842 | \$167,404 | \$7,077 | \$683,456 |
| Specialty | \$569 | \$32,365 | \$68,181 | \$114,634 | \$111,188 | \$5,617 | \$332,554 |
| Total Assets | \$6,366 | \$362,245 | \$762,426 | \$1,376,672 | \$1,468,188 | \$62,776 | \$4,038,672 |
| \% Assets | 0.16\% | 8.97\% | 18.88\% | 34.09\% | 36.35\% | 1.55\% | 100.00\% |
| Total Participants | 4 | 131 | 182 | 208 | 164 | 14 | 703 |
| Average Account Balance | \$1,591 | \$2,765 | \$4,189 | \$6,619 | \$8,952 | \$4,484 | \$5,745 |

Total Participant counts are not Unique Participant counts as a participant may be in multiple SubPlans. A participant could be invested in GoalMaker in one SubPlan and not invested in GoalMaker in another SubPlan in which they hold a balance.

## 403(b) GoalMaker Participation




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Please see page 5 for important notes and disclaimers.

## Loan Information

| 401(k) YTD Loans |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | Change \% |  |  |
| \% of Members in Plan with a Loan | $24.47 \%$ | $24.18 \%$ | $23.32 \%$ | $23.22 \%$ | $-0.43 \%$ |  |  |
| \# of Outstanding Loans | 47,584 | 47,221 | 46,443 | 45,432 | $-2.18 \%$ |  |  |
| \# of New Loans YTD | 3,668 | 3,602 | 3,384 | 3,598 | $6.32 \%$ |  |  |
| Average Loan Balance | $\$ 5,753$ | $\$ 6,038$ | $\$ 6,242$ | $\$ 6,318$ | $1.22 \%$ |  |  |
| Total Outstanding Loan Balance | $\$ 273,728,886$ | $\$ 285,134,956$ | $\$ 289,900,269$ | $\$ 287,034,526$ | $-0.99 \%$ |  |  |


| 457 YTD Loans |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 4}$ | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | Change \% |  |  |  |
| $\%$ of Members in Plan with a Loan | $14.25 \%$ | $13.93 \%$ | $13.72 \%$ | $14.11 \%$ | $2.84 \%$ |  |  |  |
| \# of Outstanding Loans | 5,377 | 5,659 | 5,783 | 5,907 | $2.14 \%$ |  |  |  |
| \# of New Loans YTD | 450 | 490 | 393 | 549 | $39.69 \%$ |  |  |  |
| Average Loan Balance | $\$ 3,120$ | $\$ 3,303$ | $\$ 3,261$ | $\$ 3,272$ | $0.34 \%$ |  |  |  |
| Total Outstanding Loan Balance | $\$ 16,773,846$ | $\$ 18,694,043$ | $\$ 18,858,589$ | $\$ 19,329,066$ | $2.49 \%$ |  |  |  |

## 403(b) YTD Loans

|  | February \& March $\mathbf{2 0 1 7}$ |
| :--- | :---: |
| \% of Members in Plan with a Loan | $0.52 \%$ |
| \# of Outstanding Loans | 6 |
| \# of New Loans February \& March 2017 | 0 |
| Average Loan Balance | $\$ 10,805.05$ |
| Total Outstanding Loan Balance | $\$ 64,830$ |

## 401(k) Disbursements - Year to Date

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Term - Lump Sum | \$76,088,162 | \$92,289,026 | 21.29\% | \$87,329,043 | -5.37\% | \$105,915,636 | 21.28\% |
| In-Service | \$14,413,224 | \$11,805,676 | -18.09\% | \$13,428,569 | 13.75\% | \$17,777,866 | 32.39\% |
| State Retirement System | \$2,948,905 | \$4,103,410 | 39.15\% | \$2,622,423 | -36.09\% | \$3,748,312 | 42.93\% |
| Hardship | \$1,542,381 | \$1,551,805 | 0.61\% | \$1,178,628 | -24.05\% | \$1,341,798 | 13.84\% |
| Systematic | \$2,357,221 | \$2,413,185 | 2.37\% | \$2,494,438 | 3.37\% | \$2,738,321 | 9.78\% |
| Total Disbursements | \$97,349,893 | \$112,163,103 | 15.22\% | \$107,053,101 | -4.56\% | \$131,521,934 | 22.86\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Term - Lump Sum | 5,304 | 6,016 | 13.42\% | 20,731 | 244.60\% | 6,744 | -67.47\% |
| In-Service | 1,550 | 1,514 | -2.32\% | 1,477 | -2.44\% | 1,525 | 3.25\% |
| State Retirement System | 102 | 127 | 24.51\% | 98 | -22.83\% | 109 | 11.22\% |
| Hardship | 436 | 378 | -13.30\% | 407 | 7.67\% | 428 | 5.16\% |
| Systematic | 3,009 | 3,017 | 0.27\% | 3,079 | 2.06\% | 3,201 | 3.96\% |
| Total Disbursements | 10,401 | 11,052 | 6.26\% | 25,792 | 133.37\% | 12,007 | -53.45\% |

## 457 Disbursements - Year to Date

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Term - Lump Sum | \$11,783,792 | \$14,601,020 | 23.91\% | \$15,452,131 | 5.83\% | \$17,910,048 | 15.91\% |
| In-Service | \$76,689 | \$477,184 | 522.23\% | \$226,452 | -52.54\% | \$777,366 | 243.28\% |
| State Retirement System | \$143,198 | \$285,777 | 99.57\% | \$1,815,764 | 535.38\% | \$1,673,654 | -7.83\% |
| Hardship | \$142,736 | \$152,429 | 6.79\% | \$106,057 | -30.42\% | \$184,633 | 74.09\% |
| Systematic | \$1,266,273 | \$1,257,318 | -0.71\% | \$1,280,654 | 1.86\% | \$1,268,673 | -0.94\% |
| Total Disbursements | \$13,412,688 | \$16,773,728 | 25.06\% | \$18,881,058 | 12.56\% | \$21,814,375 | 15.54\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2014 | 1Q 2015 | $\text { 1Q } 2015$ <br> Change \% | 1Q 2016 | $\text { 1Q } 2016$ <br> Change \% | 1Q 2017 | $\text { 1Q } 2017$ <br> Change \% |
| Term - Lump Sum | 1,107 | 1,309 | 18.25\% | 5,680 | 333.92\% | 1,473 | -74.07\% |
| In-Service | 24 | 10 | -58.33\% | 13 | 30.00\% | 9 | -30.77\% |
| State Retirement System | 8 | 13 | 62.50\% | 22 | 69.23\% | 18 | -18.18\% |
| Hardship | 78 | 70 | -10.26\% | 79 | 12.86\% | 90 | 13.92\% |
| Systematic | 1,500 | 1,450 | -3.33\% | 1,347 | -7.10\% | 1,294 | -3.93\% |
| Total Disbursements | 2,717 | 2,852 | 4.97\% | 7,141 | 150.39\% | 2,884 | -59.61\% |

## 403(b) Disbursements - Year to Date

| 403(b) Disbursements |  |  |
| :--- | :---: | :---: |
|  | February 2017 | March 2017 |
| Term - Lump Sum | $\$ 0$ | $\$ 0$ |
| In-Service | $\$ 0$ | $\$ 0$ |
| State Retirement System | $\$ 0$ | $\$ 0$ |
| Hardship | $\$ 0$ | $\$ 0$ |
| Systematic | $\$ 0$ | $\$ 0$ |
| Total Disbursements | $\$ 0$ | $\$ 0$ |


| 403(b) Disbursements |  |  |
| :--- | :---: | :---: |
|  | February 2017 | March 2017 |
| Term - Lump Sum | 0 | 0 |
| In-Service | 0 | 0 |
| State Retirement System | 0 | 0 |
| Hardship | 0 | 0 |
| Systematic | 0 | 0 |
| Total Disbursements | 0 | 0 |

Please note that there were no distributions during the months of February or March 2017.

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2016 to March 31, 2016

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$10,795,106 | \$335,407,129 | \$1,237,764,667 | \$2,413,130,558 | \$2,494,105,342 | \$1,458,580,867 | \$7,949,783,669 |
| \% Assets | 0.14\% | 4.22\% | 15.57\% | 30.35\% | 31.37\% | 18.35\% | 100.00\% |
| Total Contributions | \$2,038,404 | \$15,232,433 | \$24,791,163 | \$34,341,835 | \$27,528,902 | \$5,352,519 | \$109,285,256 |
| Rollovers In | \$14,109 | \$714,284 | \$1,878,923 | \$2,886,981 | \$4,140,666 | \$1,420,246 | \$11,055,210 |
| Total Distributions including: | (\$141,434) | $(\$ 3,573,191)$ | (\$9,451,738) | (\$23,101,849) | (\$44,452,946) | (\$26,331,944) | (\$107,053,101) |
| Rollovers Out | $(\$ 2,090)$ | (\$1,280,520) | (\$3,648,267) | (\$11,989,917) | (\$20,061,331) | (\$12,402,051) | (\$49,384,177) |
| Cash Distributions | (\$139,344) | (\$2,292,671) | (\$5,803,471) | (\$11,111,931) | (\$24,391,614) | (\$13,929,893) | (\$57,668,924) |
| Net Cash Flow | \$1,911,080 | \$12,373,527 | \$17,218,348 | \$14,126,967 | (\$12,783,377) | (\$19,559,179) | \$13,287,365 |
| Total Unique Participants | 5,016 | 36,918 | 56,046 | 67,651 | 53,999 | 24,962 | 244,592 |
| Avg. Account Balance | \$2,152 | \$9,085 | \$22,085 | \$35,670 | \$46,188 | \$58,432 | \$32,502 |
| Prudential Participant Avg. Account Balance | \$2,392 | \$12,764 | \$35,877 | \$66,428 | \$91,772 | \$113,115 | \$57,632 |

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2017 to March 31, 2017

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$12,912,531 | \$370,079,449 | \$1,321,250,265 | \$2,731,675,775 | \$2,761,587,598 | \$1,711,027,325 | \$8,908,532,943 |
| \% Assets | 0.14\% | 4.15\% | 14.83\% | 30.66\% | 31.00\% | 19.21\% | 100.00\% |
| Total Contributions | \$2,281,735 | \$16,558,931 | \$25,559,020 | \$36,885,196 | \$29,828,660 | \$5,785,190 | \$116,898,731 |
| Rollovers In | \$32,222 | \$1,223,298 | \$2,129,892 | \$3,670,335 | \$5,670,629 | \$2,266,208 | \$14,992,583 |
| Total Distributions including: | $(\$ 64,662)$ | (\$2,967,696) | $(\$ 7,329,154)$ | (\$22,708,749) | (\$62,033,137) | (\$36,418,536) | (\$131,521,934) |
| Rollovers Out | $(\$ 15,407)$ | (\$1,060,059) | (\$3,589,444) | (\$11,958,568) | (\$34,496,455) | (\$19,116,750) | (\$70,236,681) |
| Cash Distributions | $(\$ 49,255)$ | (\$1,907,637) | (\$3,739,711) | (\$10,750,182) | $(\$ 27,536,682)$ | (\$17,301,786) | (\$61,285,252) |
| Net Cash Flow | \$2,249,295 | \$14,814,533 | \$20,359,758 | \$17,846,781 | (\$26,533,848) | (\$28,367,138) | \$369,380 |
| Total Unique Participants | 5,454 | 38,017 | 54,755 | 68,475 | 54,423 | 25,137 | 246,261 |
| Avg. Account Balance | \$2,368 | \$9,735 | \$24,130 | \$39,893 | \$50,743 | \$68,068 | \$36,175 |
| Prudential Participant Avg. Account Balance | \$2,652 | \$13,426 | \$38,871 | \$73,250 | \$101,568 | \$118,201 | \$62,941 |

*Prudential's Defined Contribution book of business averages.

457 Plan Asset Allocation/Net Cash Flow January 1, 2016 to March 31, 2016

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$659,378 | \$16,296,762 | \$71,488,180 | \$220,883,197 | \$378,237,306 | \$469,792,181 | \$1,157,357,004 |
| \% Assets | 0.06\% | 1.41\% | 6.18\% | 19.09\% | 32.68\% | 40.59\% | 100.00\% |
| Total Contributions | \$138,644 | \$1,256,138 | \$2,621,619 | \$4,997,598 | \$4,585,766 | \$1,432,135 | \$15,031,900 |
| Rollovers In | \$0 | \$42,433 | \$71,773 | \$655,098 | \$439,976 | \$1,208,293 | \$2,417,573 |
| Total Distributions including: | $(\$ 34,061)$ | (\$424,999) | $(\$ 727,105)$ | (\$2,489,298) | (\$7,374,994) | (\$7,830,600) | (\$18,881,058) |
| Rollovers Out | (\$285) | $(\$ 20,056)$ | (\$342,766) | (\$1,043,216) | (\$4,160,498) | (\$3,035,644) | (\$8,602,465) |
| Cash Distributions | $(\$ 33,777)$ | (\$404,943) | (\$384,339) | (\$1,446,081) | (\$3,214,496) | (\$4,794,956) | (\$10,278,593) |
| Net Cash Flow | \$104,583 | \$873,572 | \$1,966,287 | \$3,163,398 | (\$2,349,252) | (\$5,190,172) | (\$1,431,584) |
| Total Unique Participants | 1,050 | 8,470 | 11,357 | 14,671 | 10,502 | 5,407 | 51,457 |
| Avg. Account Balance | \$628 | \$1,924 | \$6,295 | \$15,056 | \$36,016 | \$86,886 | \$22,492 |
| Prudential Participant Avg. Account Balance | \$2,392 | \$12,764 | \$35,877 | \$66,428 | \$91,772 | \$113,115 | \$57,632 |

457 Plan Asset Allocation/Net Cash Flow January 1, 2017 to March 31, 2017

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$848,084 | \$20,564,814 | \$80,472,678 | \$242,662,045 | \$402,362,309 | \$525,498,383 | \$1,272,408,312 |
| \% Assets | 0.07\% | 1.62\% | 6.32\% | 19.07\% | 31.62\% | 41.30\% | 100.00\% |
| Total Contributions | \$156,422 | \$1,442,597 | \$2,806,598 | \$5,424,941 | \$5,160,356 | \$1,524,703 | \$16,515,617 |
| Rollovers In | \$0 | \$151,756 | \$211,065 | \$469,797 | \$978,544 | \$742,758 | \$2,553,919 |
| Total Distributions including: | $(\$ 2,754)$ | (\$275,520) | (\$401,840) | (\$2,051,059) | (\$6,866,339) | (\$12,216,863) | (\$21,814,375) |
| Rollovers Out | (\$331) | (\$122,203) | $(\$ 100,246)$ | (\$1,100,278) | (\$4,087,013) | (\$6,554,108) | (\$11,964,179) |
| Cash Distributions | $(\$ 2,423)$ | (\$153,317) | $(\$ 301,594)$ | (\$950,781) | (\$2,779,326) | (\$5,662,754) | (\$9,850,196) |
| Net Cash Flow | \$153,668 | \$1,318,833 | \$2,615,823 | \$3,843,679 | (\$727,440) | (\$9,949,402) | (\$2,744,839) |
| Total Unique Participants | 1,058 | 8,981 | 11,478 | 14,881 | 10,849 | 5,637 | 52,884 |
| Avg. Account Balance | \$802 | \$2,290 | \$7,011 | \$16,307 | \$37,088 | \$93,223 | \$24,060 |
| Prudential Participant Avg. Account Balance | \$2,652 | \$13,426 | \$38,871 | \$73,250 | \$101,568 | \$118,201 | \$62,941 |

*Prudential's Defined Contribution book of business averages.

403(b) Plan Asset Allocation/Net Cash Flow February 1, 2017 to February 28, 2017

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$36,471 | \$636,017 | \$1,935,111 | \$3,480,224 | \$3,376,820 | \$450,116 | \$9,914,759 |
| \% Assets | 0.37\% | 6.41\% | 19.52\% | 35.10\% | 34.06\% | 4.54\% | 100.00\% |
| Total Contributions | \$0 | \$470 | \$40 | \$2,206 | \$1,182 | \$1,600 | \$5,498 |
| Rollovers in | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Distributions including: | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Rollovers Out | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cash Distributions | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Net Cash Flow | \$0 | \$470 | \$40 | \$2,206 | \$1,182 | \$1,600 | \$5,498 |
| Total Unique Participants | 19 | 228 | 312 | 356 | 253 | 26 | 1,194 |
| Avg. Account Balance | \$1,920 | \$2,790 | \$6,202 | \$9,776 | \$13,347 | \$17,312 | \$8,304 |
| Prudential Participant Avg. Account Balance | \$2,431 | \$12,737 | \$37,231 | \$70,428 | \$98,130 | \$115,403 | \$60,668 |

403(b) Plan Asset Allocation/Net Cash Flow March 1, 2017 to March 31, 2017

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$41,055 | \$660,811 | \$2,005,314 | \$3,582,631 | \$3,527,804 | \$469,408 | \$10,287,024 |
| \% Assets | 0.40\% | 6.42\% | 19.49\% | 34.83\% | 34.29\% | 4.56\% | 100.00\% |
| Total Contributions | \$4,285 | \$31,106 | \$68,134 | \$107,187 | \$99,052 | \$10,475 | \$320,239 |
| Rollovers In | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Total Distributions including: | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Rollovers Out | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Cash Distributions | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| Net Cash Flow | \$4,285 | \$31,106 | \$68,134 | \$107,187 | \$99,052 | \$10,475 | \$320,239 |
| Total Unique Participants | 20 | 227 | 309 | 357 | 255 | 28 | 1,196 |
| Avg. Account Balance |  | \$2,911 | \$6,490 | \$10,035 | \$13,835 | \$16,765 | \$8,601 |
| Prudential Participant Avg. Account Balance | \$2,652 | \$13,426 | \$38,871 | \$73,250 | \$101,568 | \$118,201 | \$62,941 |

Prudential Participant Avg. Account Balance as of December 31, 2016 in February Chart, and as of March 31, 2017 in March Chart.
*Prudential's Defined Contribution book of business averages.

## 401(k) Plan Retirement Preparation Analysis

| $1 / 1 / 2017-3 / 31 / 2017$ | 11,244 |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 9,012 |
| Unique Completions | 777 |
| Contribution Rate Increase |  |


| Since Inception for Currently Active Participants as of 3/31/2017 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 54,134$ |
| Average Balance, Non-RIC Participant | $\$ 24,944$ |
| Average Contribution Rate, RIC Participant | $6.31 \%$ |
| Average Contribution Rate, Non-RIC Participant | $4.61 \%$ |
| Total Count of Participants with a RIC Gap | 43,373 |
| Average RIC Gap per month | $\$ 2,883$ |
| Total Count of Participants with a RIC surplus | 9,022 |
| Average RIC Surplus per month | $\$ 2,249$ |

Total Retirement Income Calculator Completions- Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.
Unique Completions: Total number of unique active/eligibles that completed the retirement income calculator during the reporting period
Contribution Rate Increases: Total number of active/eligibles that completed the retirement income calculator and increased their contribution rate.
Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total balance of active participants divided by the total count of active participants
Average Balance Non-RICParticipant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total bal ance of active participants divided by the total count of active participants
Average Contribution Rate RIC Participant-For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average Contribution Rate Non RIC Participant - For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average RIC Gap - The total RIC gaps of all active participants who have completed the RIC divided by the to tal count of active participants that have completed the RIC with a gap.
Total Count of Participants with a RIC Gap - Total number of RIC users who completed the RIC with a gap
Average RIC Surplus - The total of all RIC surpluses of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a surplus.
Total Count of Participants with a RIC surplus - Total number of RIC users who completed the RIC with a surplus
Participant-An individual who has en rolled in the plan and has a non-zero account balance.

## 457 Plan Retirement Preparation Analysis

| $1 / 1 / 2017-3 / 31 / 2017$ | 4,062 |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 3,180 |
| Unique Completions | 120 |
| Contribution Rate Increase |  |


| Since Inception for Currently Active Participants as of $3 / 31 / 2017$ |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 23,453$ |
| Average Balance, Non-RIC Participant | $\$ 13,240$ |
| Average Contribution Rate, RIC Participant | $6.44 \%$ |
| Average Contribution Rate, Non-RIC Participant | $5.62 \%$ |
| Total Count of Participants with a RIC Gap | 9,708 |
| Average RIC Gap per month | $\$ 2,762$ |
| Total Count of Participants with a RIC surplus | 2,029 |
| Average RIC Surplus per month | $\$ 2,425$ |

Total Retirement Income Calculator Completions- Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.
Unique Completions: Total number of unique active/eligibles that completed the retirement income calculator during the reporting period
Contribution Rate Increases: Total number of active/eligibles that completed the retirement income calculator and increased their contribution rate.
Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total bal ance of active participants divided by the total count of active participants
Average Balance Non-RICParticipant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total balance of active participants divided by the total count of active participants
Average Contribution Rate RIC Participant - For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average Contribution Rate Non RIC Participant- For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average RIC Gap - The total RIC gaps of all active participants who have completed the RIC divided by the to tal count of active participants that have completed the RIC with a gap.
Total Count of Participants with a RIC Gap - Total number of RIC users who completed the RIC with a gap
Average RIC Surplus - The total of all RIC surpluses of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a surplus.
Total Count of Participants with a RIC surplus- Total number of RIC users who completed the RIC with a surplus
Participant-An individual who has en rolled in the plan and has a non-zero account balance.

## 403(b) Plan Retirement Preparation Analysis

| $2 / 1 / 2017-3 / 31 / 2017$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 36 |
| Unique Completions | 27 |
| Contribution Rate Increase | 0 |


| Since Inception for Currently Active Participants as of 3/31/2017 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 14,463$ |
| Average Balance, Non-RIC Participant | $\$ 8,436$ |
| Average Contribution Rate, RIC Participant | $0.00 \%$ |
| Average Contribution Rate, Non-RIC Participant | $15.50 \%$ |
| Total Count of Participants with a RIC Gap | 41 |
| Average RIC Gap per month | $\$ 2,377$ |
| Total Count of Participants with a RIC surplus | 16 |
| Average RIC Surplus per month | $\$ 2,165$ |

Total Retirement Income Calculator Completions- Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.
Unique Completions: Total number of unique active/eligibles that completed the retirement income calculator during the reporting period
Contribution Rate Increases: Total number of active/eligibles that completed the retirement income calculator and increased their contribution rate.
Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total bal ance of active participants divided by the total count of active participants
Average Balance Non-RICParticipant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total balance of active participants divided by the total count of active participants
Average Contribution Rate RIC Participant - For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average Contribution Rate Non RIC Participant - For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average RIC Gap - The total RIC gaps of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with agap.
Total Count of Participants with a RIC Gap - Total number of RIC userswho completed the RIC with a gap
Average RIC Surplus - The total of all RIC surpluses of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a surplus.
Total Count of Participants with a RIC surplus - Total number of RIC users who completed the RIC with a surplus
Participant-An individual who has en rolled in the plan and has a non-zero account balance.

## Participant Service Center Statistics

| 401(k), 457 \& 403(b) Quarterly Participant Service Center Statistics |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{1 Q} \mathbf{2 0 1 4}$ | $\mathbf{1 Q} \mathbf{2 0 1 5}$ | $\mathbf{1 Q} \mathbf{2 0 1 6}$ | $\mathbf{1 Q} 2017$ |
| Service Center Calls | 36,717 | 37,209 | 37,162 | 39,247 |
| Service Percentage | $59 \%$ | $81 \%$ | $77 \%$ | $62 \%$ |
| Average Speed to Answer (seconds) | 5 sec | 21 sec | 27 sec | 39 sec |
| Abandon Percentage | $2.30 \%$ | $0.80 \%$ | $1.50 \%$ | $1.70 \%$ |

Please note that 403(b) statistics are from February moving forward..

## Retirement Security Education Information

| 401(k), 457 \& 403(b) Quarterly Retirement Security Education Team Activity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Meeting Activity | January 2017 | February 2017 | March 2017 | 1Q 2017 |
| Group Meetings - Number of Meetings | 234 | 298 | 298 | 830 |
| Group Meetings - Number of Attendees | 4,629 | 6,966 | 6,731 | 18,326 |
| Individual Meetings - Number of Meetings | 2,211 | 2,405 | 2,648 | 7,264 |
| Employer Meetings | 411 | 350 | 317 | 1,078 |
| Total Meeting Site Visits | 521 | 533 | 527 | 1,581 |
| Total Meeting Attendees | 6,840 | 9,371 | 9,379 | 25,590 |

Please note that 403(b) statistics are from February moving forward..

## Retirement Security Education Information - Enrollment Activity by Quarter



## Employers Adopting the 457 Plan in 2017

| 457 Additions |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employer Type | $\mathbf{2 0 1 5}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | \# of Eligible |  |  |
| CHARTER SCHOOL | 4 | 3 | 3 | 0 | 1,331 |  |  |
| COMMUNITY COLLEGE | 2 | 8 | 8 | 2 | 13,806 |  |  |
| COUNTY | 2 | 4 | 4 | 0 | 29,430 |  |  |
| MUNICIPAL | 15 | 9 | 9 | 0 | 13,453 |  |  |
| OTHER | 9 | 8 | 8 | 2 | 3,734 |  |  |
| SCHOOL | 5 | 5 | 5 | 1 | 126,783 |  |  |

Community College
Roanoke-Chowan Community College
Roxboro Community College

## Schools

Hyde County Schools

Other
Asheboro Housing Authority
Land of Sky Regional Council of Governments

## Employers Adopting Contribution Accelerator in 2017

County<br>Yadkin County

Charter Schools
Roxboro Community School

Municipalities
Town of Jamestown Town of Morrisville

Other
Raleigh Housing Authority Summerfield Fire District

## Communication Accomplishments 1Q 2017

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## NC 401(k) \& NC 457 Communication Accomplishments 1Q 2017

- 403(b) Transition
- Employer Email
- Delivery rate 94\%
- Open rate 69\%
- Employer Animation
- Update Website "News" section
- Participant Mailing
- Follow Up Employee Email
- Delivery rate 90\%
- Open rate 55\%
- Employee Animation
- Unique Mapping Letter
- 403(b) Fund Fact Sheets



## NC 401(k) \& NC 457 Communication Accomplishments 1Q 2017

- Signature Newsletter
- 257,623 total participant statements
- 132,389 direct mail

- Quarterly Statement Message
- 257,623 statements



## NC 401(k) \& NC 457 Communication Accomplishments 1Q 2017

- Updated Inventory
- Updated 2 Web Pages
- Historical Performance Flyer

- Leaving Money on the Table Animation
- Group Meeting Flyer
- Termination Flyer
- One Time Contribution Flyer
- Joint DC/DB Brochure
- Rollover Brochure
- Email to Nearing Retirees
- 159 recipients


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## Signature Newsletter 1Q 2017

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## New Chapter in 2017!

> A new year often brings many opportunities. In 2017, it brought us a new State Treasurer and an updated Annual Benefits Statement. In this issue, meet Dale R. Folwell, CPA, our new North Carolina State Treasurer and learn about your enhanced Annual Benefits Statement (ABS)!

## In this issue...

Staying Connected:
NC 403(b) Program transition to Prudential Retirement is now complete
Your 2016 Annual Benefits Statement is coming soon!

## Making Cents:

The important role that debt plays in retirement


# Signature <br> N E W S LETTER 

## A Message from North Carolina's State Treasurer

As the North Carolina State Treasurer, I'm committed to preserving and protecting the NC pension, health and supplemental retirement plans, through strong oversight, accountability and excellent customer service. Thank you for your service to the people of North Carolina. One of our missions is to help you attain your financial goals in retirement.

As a four-term member of the NC House of Representatives, including two years as Speaker Pro Tempore, I sponsored 29 major pieces of legislation that saved lives, minds and money for North Carolinians. One of these pieces of legislation brought about the NC Total Retirement Plans' Annual Benefits Statement.

Please look for your 2016 Annual Benefits Statement in your ORBIT account next month. In it, you will find your customized retirement "snapshot" taking into account estimates for major sources of retirement income. This includes the NC pension plan, Social Security benefits, and your personal savings in the NC 401(k), NC 457, and/or NC 403(b), as well as outside retirement assets (if you've taken advantage of the option to add these into the calculation).

One of my goals is to expand the Annual Benefits Statement next year. I want to provide you with an even more complete view of the benefits you enjoy today, including contributions made on your behalf by your employer and the taxpayers of the state to your NC pension and healthcare plans. In addition, the expanded statement will give you an enhanced look at your future retirement picture, including your estimated pension income and your state-provided healthcare benefits.

I also encourage you to take time to review your Personal Gap Analysis, visit the ORBIT Retirement Benefit Estimator and use the tools at MyNCRetirement.com. All these resources can help you plan and prepare for a more secure retirement.

We always want the best from you and the best for you. If you'd like to know more about this and other initiatives, sign up to receive e-communications from me and please visit our website at NCTreasurer.com.

Sincerely,


Dale R. Folwell, CPA
State Treasurer

## NC 403(b) Program Transition to Prudential Retirement is Now Complete

## Welcome to our NC 403(b) Program participants!

In February, the assets and the recordkeeping and communications services for the NC 403(b) Program moved from TIAA to Prudential Retirement ${ }^{\circledR}$. As a result, the Program's participants now benefit from the same outstanding service model as the NC $401(k)$ and NC 457 Plan participants have for the past several years.

## The benefits - less complexity and more value

With this transition, all three of the NC Total Retirement supplemental plans now have a unified approach and service provider to go to for information and assistance. That means that all NC 403(b) Program participants now have:

- An expanded team of retirement counselors: Prudential's statewide team of retirement education counselors is available to assist you. There are now more counselors than ever before, and they are available locally.
- One point of contact for assistance (toll-free call center): Simply call 866-NCPlans (866-627-5267) for help - with any of the three plans.
- One combined statement for all three plans: the NC 401(k) and NC 457 Plans and the NC 403(b) Program.
- Ease of investment selection: You now have access to GoalMaker®, an optional asset allocation tool that can help you quickly and easily choose your Program investments, at no additional cost.
- And one educational website: Whether you participate in the NC 401(k), the NC 457 Plan, and/or the NC 403(b) Program, by visiting NCPlans.prudential.com, you'll find valuable retirement planning information for all three plans.

Many school systems across the State have already elected this Program. If you'd like to be part of the NC 403(b) Program sponsored by the Department of State Treasurer, talk to your HR representative.

## Your 2016 Annual Benefits Statement Is Coming Soon!

Your Annual Benefits Statement (ABS), which the North Carolina Department of State Treasurer provides you each year to give you a snapshot of your total retirement benefits, will be available in May. Familiarizing yourself with the key sections of the ABS now can help you make the most of this valuable retirement planning tool when the 2016 version becomes available.

## Your Personal Gap Analysis

This section of the ABS helps you know if you are currently saving enough for retirement based on a number of projections and assumptions.

## Checkpoint 1 provides you with:

- a year-end summary of your pension and supplemental retirement plan creditable service
- the " $6 \%$ or $7 \%$ mandatory" employee contribution you make to the defined benefit/pension plan(s)
- your current contribution(s) to the NC 401(k), the NC 457 Plan, and/or the NC 403(b) Program



## How to Access Your ABS

## 1

Visit the State Treasurer's website, MyNCRetirement.com, and click on the "ORBIT" button.

## 3

Click on "View Annual Benefits Statement" and select the year to view.

## Checkpoint 2 projects your total estimated monthly income at retirement age using your:

- NC pension plan benefits and projected balances
- projected Social Security income
- projected NC 401(k), NC 457, and/or NC 403(b) income
- "Total Outside Pension and Monthly Income" or "Total Outside Assets," if you entered these into the Retirement Income Calculator


## Checkpoint 3 illustrates how:

- saving more in your NC 401(k), NC 457, and/or NC 403(b) account could potentially enhance your monthly income when you retire, making you more retirement ready
- an increase in your savings may affect your take-home pay less than you think


## Checkpoint 4 is NEW:

Starting with the 2016 ABS, your beneficiary information for all the NC pension plans and supplemental retirement plans you participate in - the NC 401(k) Plan, NC 457 Plan, and/or NC 403(b) Program - is now included in Checkpoint 4.

| Plan name | Projected Monthly Income |
| :--- | :--- |
| Teachers' and State Employees' Retirement System | $\$ 0$ |
| Local Governmental Employees' Retirement System | $\$ 1,834$ |
| Consolidated Judicial Retirement System | $\$ 1,834$ |
| North Carolina 401(k) Plan | $\$ 140$ |
| NC Public Employee Deferred Comp Plan 457(b) | $\$ 140$ |
| NC 403(b) Program | $\$ 767$ |
| Outside Pensions" | $\$ 41$ |
| Social Security' | $\$ 1,600$ |
| Total | $\$ 7,150$ |


*The chart above assumes before-tax contributions, and is based on your current pay and an assumed tax bracket of $25 \%$. It does not take state or local taxes into account. Assumes a $5 \%$ annual return over 20 years. Data shown for illustrative purposes only. You can lose money by investing in securities.

| Plan name | Beneficiary for return <br> of contributions | Beneficiary of <br> death benefit |
| :--- | :--- | :--- |
| TSERS | FIGUEROA, WILFREDO | FIGUEROA, WILFREDO |
| LGERS | FEGUEROA, WILFREDO | FEGUEROA, WILFREDO |
| CIRS | FEGUEROA, WILFREDO | FEGUEROA, WILFREDO |
| Plan name | Primary beneficiary* | Secondary beneficiary* |
| NC 401(k) | REMY WHITE | TRACY TURNBLAD |
| NC 457(b) | BOBBY KANE | TRACY TURNDLAD |
| NC 403(b) | REMY WHITE | TRACY TURNDLAD |

The beneficiary designations listed above are fictitious.

## Making Cents

## The Important Role that Debt Plays in Retirement

When it comes to retirement planning, there's often a lot of emphasis on how much income future retirees will receive once their working years are behind them. What's not often discussed is how much debt retirees will have - and why that's important for anyone planning for retirement.

## Debt trends - and the long-term consequences of debt

- Individuals are borrowing more over a lifetime - in the form of student loans, credit cards, mortgages, home equity loans, home equity lines of credit, and reverse mortgages. As a result, American households are now carrying greater amounts of debt into retirement.*
- Before retirement, debt repayments typically come from wages. In retirement, income generally comes from Social Security retirement benefits, and possibly, a pension and savings. If retirement income decreases, there may be less money to pay down outstanding debt.


For individuals ages 65 to 74 , the median value of primary residences increased 76 percent in constant dollars from 1989 to 2013, while the increase in the median level of housing debt was five times as great, at 393 percent.


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# North Carolina Total Retirement Plans 

## Notes

## Thank you

## Prudential

## 280 Trumbull Street <br> Hartford, CT 06103

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[^0]:    Average contributions for each month are based on the population actively contributing for the time period reported.
    As a result, the average contribution amounts will vary.

[^1]:    *Prudential's Defined Contribution book of business averages.

[^2]:    *Prudential's Defined Contribution book of business averages

[^3]:    *Prudential's Defined Contribution book of business averages.

