

## North Carolina Total Retirement Plans

2Q 2020 Board of Trustees Report
Presented by: Michael McCann, Vice President, Key Account Management
On: August 27, 2020
As of: June 30, 2020

Report contains information up through the last business day of the period end.


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## North Carolina Total Retirement Plans

## 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, the North Carolina Public Employee Deferred Compensation Plan and the North Carolina Public School Teachers' and Professional Educators' Investment Plan 403(b) Program. Prudential communicates with Retirement Systems Division staff on our performance with these terms.

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Prudential's Book of Business averages are as of 6/30/2020.

## North Carolina Total Retirement Plans

## Our Mission: Retirement Readiness

56.27\% of all active NC public servants are "retirement ready." 71.79\% of all active NC public servants with a 401(k), 457 and/or 403(b) plan 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 70\% in 2020:

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

| Sub Goal | As of 6/30/2020 | Stretch Goal | \% to Stretch Goal | Contractual Goal | \% to Contractual Goal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Monthly Contributions | \$212.54 | \$180.61 | 117.68\% | \$173.19 | 122.72\% |
| Active Participation Rate | 33.46\% | 28.99\% | 115.42\% | 29.13\% | 114.86\% |
| GoalMaker Utilization Among New Members | 90.43\% | 93\% | 97.24\% | 80\% | 113.04\% |
| GoalMaker Utilization Among All Members | 68.16\% | 57\% | 119.58\% | N/A | N/A |

3 Employers adopted the 401(k) Plan from the period of January 1, 2020 through June 30, 2020
9 Employers adopted the 457 Plan from the period of January 1, 2020 through June 30, 2020
3 Employers adopted the 403(b) Plan from the period of January 1, 2020 through June 30, 2020

|  | As of 6/30/2020 |
| :--- | ---: |
| Consolidated Total Plan Assets | $\$ 12,630,886,327$ |
| Consolidated Unique Participant Count | 288,460 |

## North Carolina Total Retirement Plans

## Driving Real Outcomes - Key Plan Health Growth 2016-2020





## North Carolina Total Retirement Plans

## Driving Real Outcomes - Key Plan Health Growth 2016-2020




GoalMaker Utilization Among New Members



## North Carolina Total Retirement Plans

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

| Investment Option | Asset Class | 6/30/2018 | \# Participants Utilizing |  | \# Participants Utilizing |  |  |  |  | $\begin{gathered} \text { \# Participants } \\ \text { Utilizing } \\ \text { 6/30/2020 } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \% | 6/30/2018 | 6/30/2019 | \% | 6/30/2019 | 6/30/2020 | \% |  |
| North Carolina Stable Value Fund | Stable Value | \$2,035,255,877 | 17.75\% | 166,131 | \$2,096,493,553 | 17.19\% | 166,594 | \$2,238,567,168 | 17.75\% | 167,892 |
| North Carolina Fixed Income Fund | Fixed Income | \$1,565,951,806 | 13.66\% | 231,694 | \$1,710,910,767 | 14.03\% | 242,114 | \$1,913,416,115 | 15.18\% | 250,173 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$71,558,453 | 0.62\% | 34,145 | \$80,748,968 | 0.66\% | 30,840 | \$106,652,955 | 0.85\% | 28,431 |
| North Carolina Treasury Inflation Protected Securities | Fixed Income | \$173,395,116 | 1.51\% | 62,528 | \$207,923,157 | 1.71\% | 68,336 | \$266,936,524 | 2.12\% | 73,735 |
| North Carolina Large Cap Core Fund | Large-Cap Stock | \$1,859,664,336 | 16.22\% | 94,683 | \$1,893,615,545 | 15.53\% | 86,477 | \$1,863,540,134 | 14.78\% | 79,654 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$2,521,995,329 | 22.00\% | 258,393 | \$2,735,259,616 | 22.43\% | 267,896 | \$2,798,867,098 | 22.20\% | 274,722 |
| North Carolina Small Mid Cap Fund | Small-Cap Stock | \$820,607,066 | 7.16\% | 222,932 | \$858,709,010 | 7.04\% | 233,630 | \$808,798,836 | 6.41\% | 241,520 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$310,171,758 | 2.71\% | 23,607 | \$317,384,602 | 2.60\% | 23,440 | \$286,088,450 | 2.27\% | 22,754 |
| North Carolina International Fund | Global/Intl Stock | \$1,655,329,754 | 14.44\% | 229,515 | \$1,818,565,175 | 14.91\% | 239,499 | \$1,839,654,912 | 14.59\% | 247,169 |
| North Carolina International Index Fund | Global/Intl Stock | \$76,323,776 | 0.67\% | 7,457 | \$78,477,330 | 0.64\% | 7,513 | \$72,815,625 | 0.58\% | 7,486 |
| North Carolina Inflation Responsive Fund | Specialty | \$374,566, 129 | 3.27\% | 204,128 | \$396,330,375 | 3.25\% | 215,927 | \$413,644,105 | 3.28\% | 225,027 |
| Total Plan Assets |  | \$11,464,819,399 | 100.00\% |  | \$12,194,418,099 | 100.00\% |  | \$12,608,981,921 | 100.00\% |  |

The total number of unique participants across the $401(k)$ and 457 Plans combined as of June 30,2020 was 287,375 .

The average monthly employee deferral from July 1, 2019 to June 30, 2020 was $\$ 211.97$ for the Combined 401(k) and 457 Plans.

The average active participation rate from July 1, 2019 to June 30, 2020 was $33.28 \%$ for the Combined 401(k) and 457 Plans.

The GoalMaker utilization among new members as of June 30, 2020 was $90.71 \%$ for the Combined 401(k) and 457 Plans.

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

The GoalMaker utilization among members as of June 30, 2020 was $68.16 \%$ for the Combined 401(k) and 457 Plans.

North Carolina
Total Retirement Plans

## North Carolina Total Retirement Plans

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



The total number of unique participants in the 401(k) Plan as of June 30, 2020 was 263,277.

The average monthly employee deferral from July 1,2019 to June 30,2020 was $\$ 195.06$ for the 401(k) Plan.
The average active participation rate from July 1, 2019 to June 30, 2020 was $29.67 \%$ for the 401(k) Plan.

The GoalMaker utilization among new members as of June 30,2020 was $91.54 \%$ for the $401(\mathrm{k})$ Plan.

The GoalMaker utilization among members as of June 30, 2020 was $67.62 \%$ for the 401(k) Plan.

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

North Carolina
Total Retirement Plans 401k 457 | 403b

## North Carolina Total Retirement Plans

## Asset Allocation By Fund - 457 Plan

| Investment Option | Asset Class | 6/30/2018 | \# Participants Utilizing |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | \% | 6/30/2018 | 6/30/2019 | \% | 6/30/2019 | 6/30/2020 | \% | 6/30/2020 |
| North Carolina Stable Value Fund | Stable Value | \$352,647,207 | 24.94\% | 31,280 | \$359,656,708 | 24.20\% | 31,278 | \$381,330,811 | 24.87\% | 31,423 |
| North Carolina Fixed Income Fund | Fixed Income | \$157,774,159 | 11.16\% | 41,788 | \$173,634,236 | 11.68\% | 43,811 | \$196,262,868 | 12.80\% | 45,038 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$14,535,565 | 1.03\% | 3,334 | \$16,959,156 | 1.14\% | 2,862 | \$21,162,284 | 1.38\% | 2,537 |
| North Carolina Treasury Inflation Protected Securities | Fixed Income | \$16,742,512 | 1.18\% | 11,697 | \$21,412,509 | 1.44\% | 12,811 | \$29,499,433 | 1.92\% | 13,780 |
| North Carolina Large Cap Core Fund | Large-Cap Stock | \$251,809,741 | 17.81\% | 12,107 | \$255,030,856 | 17.16\% | 10,938 | \$250,259,643 | 16.32\% | 10,034 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$249,681,152 | 17.66\% | 43,742 | \$271,042,414 | 18.24\% | 45,759 | \$279,838,459 | 18.25\% | 46,864 |
| North Carolina Small Mid Cap Fund | Small-Cap Stock | \$145,570,351 | 10.30\% | 43,861 | \$144,166,858 | 9.70\% | 45,680 | \$129,730,486 | 8.46\% | 46,632 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$30,844,030 | 2.18\% | 1,786 | \$32,772,049 | 2.20\% | 1,905 | \$29,822,686 | 1.95\% | 1,923 |
| North Carolina International Fund | Global/Intl Stock | \$148,946,214 | 10.53\% | 43,916 | \$163,873,606 | 11.03\% | 45,636 | \$166,755,229 | 10.88\% | 46,592 |
| North Carolina International Index Fund | Global/Intl Stock | \$17,127,084 | 1.21\% | 1,273 | \$16,927,033 | 1.14\% | 1,285 | \$15,541,847 | 1.01\% | 1,301 |
| North Carolina Inflation Responsive Fund | Specialty | \$28,270,188 | 2.00\% | 37,583 | \$30,899,172 | 2.08\% | 39,844 | \$33,010,601 | 2.15\% | 41,198 |
| Total Plan Assets |  | \$1,413,948,202 | 100.00\% |  | \$1,486,374,596 | 100.00\% |  | \$1,533,214,347 | 100.00\% |  |

The total number of unique participants in the 457 Plan as of June 30,2020 was 56,939.

The average monthly employee deferral from July 1, 2019 to June 30, 2020 was $\$ 159.92$ for the 457 Plan.

The average active participation rate from July 1, 2019 to June 30, 2020 was $10.82 \%$ for the 457 Plan.
The GoalMaker utilization among new members as of June 30,2020 was $86.63 \%$ for the 457 Plan.

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

The GoalMaker utilization among members as of June 30,2020 was $70.58 \%$ for the 457 Plan.

## North Carolina Total Retirement Plans

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

|  |  | \# ParticipantsUtilizing |  |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Option | Asset Class | 6/30/2018 | \% | 6/30/2018 | 6/30/2019 | \% | 6/30/2019 | 6/30/2020 | \% | 6/30/2020 |
| Metropolitan West Total Return Bond Fund Plan Class | Fixed Income | \$2,331,043 | 15.56\% | 1,064 | \$2,760,624 | 15.21\% | 1,091 | \$3,303,939 | 15.08\% | 1,121 |
| Vanguard Short-Term Bond Index Fund Admiral Shares | Fixed Income | \$1,616,402 | 10.79\% | 554 | \$1,799,975 | 9.92\% | 581 | \$2,140,237 | 9.77\% | 605 |
| Vanguard Short-Term Inflation-Protected Securities Index Fund Admiral Shares | Fixed Income | \$155,036 | 1.03\% | 247 | \$210,648 | 1.16\% | 277 | \$274,800 | 1.25\% | 307 |
| Vanguard Total Bond Market Index Fund Admiral Shares | Fixed Income | \$722,276 | 4.82\% | 335 | \$886,825 | 4.89\% | 324 | \$1,244,451 | 5.68\% | 320 |
| T. Rowe Price Blue Chip Growth Fund I Class | Large-Cap Stock | \$530,502 | 3.54\% | 157 | \$707,643 | 3.90\% | 164 | \$1,018,849 | 4.65\% | 174 |
| Vanguard 500 Index Fund Admiral Shares | Large-Cap Stock | \$3,996,436 | 26.67\% | 1,186 | \$4,953,193 | 27.29\% | 1,226 | \$6,051,141 | 27.63\% | 1,274 |
| Vanguard Windsor II Fund Admiral Shares | Large-Cap Stock | \$507,477 | 3.39\% | 351 | \$593,343 | 3.27\% | 341 | \$699,885 | 3.20\% | 333 |
| Vanguard Extended Market Index Fund Admiral Shares | Mid-Cap Stock | \$1,030,962 | 6.88\% | 366 | \$1,194,314 | 6.58\% | 366 | \$1,489,764 | 6.80\% | 367 |
| DFA U.S. Small Cap Portfolio Institutional Class | Small-Cap Stock | \$897,541 | 5.99\% | 1,003 | \$1,122,096 | 6.18\% | 1,036 | \$1,179,242 | 5.38\% | 1,074 |
| PIMCO Inflation Response Multi-Asset Fund Institutional | Specialty | \$606,840 | 4.05\% | 830 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| Principal Diversified Real Asset Fund Class R-6 | Specialty | \$0 | 0.00\% | 0 | \$706,182 | 3.89\% | 854 | \$763,912 | 3.49\% | 896 |
| Baillie Gifford International Alpha Fund Class K | International Stock | \$2,422,451 | 16.17\% | 1,046 | \$2,905,678 | 16.01\% | 1,073 | \$3,328,331 | 15.19\% | 1,106 |
| Vanguard Total International Stock Index Fund Admiral Shares | International Stock | \$167,409 | 1.12\% | 67 | \$309,422 | 1.70\% | 82 | \$409,854 | 1.87\% | 94 |
| Total Plan Assets |  | \$14,984,375 | 100.00\% |  | \$18,149,942 | 100.00\% |  | \$21,904,406 | 100.00\% |  |

The total number of unique participants in the 403(b) Plan as of June 30,2020 was 1,339.
The average monthly employee deferral from July 1,2019 to June 30,2020 was $\$ 286.36$ for the 403 (b) Plan.
The average active participation rate from July 1, 2019 to June 30, 2020 was $0.92 \%$ for the 403(b) Plan.
The GoalMaker utilization among new members as of June 30,2020 was $55.56 \%$ for the 403(b) Plan.

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

The GoalMaker utilization among members as of June 30, 2020 was $59.82 \%$ for the 403(b) Plan.

- 403 b


## North Carolina Total Retirement Plans

| 401(k) Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (6/30/2019) | Contributions | Distributions | Earnings | Assets (6/30/2020) | Percentage Gain |
| NC 401(k) Plan | $\$ 10,708,043,503$ | $\$ 618,369,779$ | $\$ 639,668,414$ | $\$ 684,810,340$ | $\$ 11,075,767,574$ | $3.64 \%$ |

Please note: The rolling 12 month totals reflect a slight variance from prior reporting due to adjustments.

| 401(k) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2Q 2019 | 2Q 2020 | Difference \# | Difference \% |
| Members with an Account Balance | 257,791 | 263,277 | 5,486 | $2.13 \%$ |
| Average Account Balance | $\$ 41,538$ | $\$ 42,069$ | $\$ 531$ | $1.28 \%$ |
| Median Account Balance | $\$ 12,825$ | $\$ 12,569$ | $-\$ 257$ | $-2.00 \%$ |

## 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. Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

| 457 Plan Percentage Gain |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (6/30/2019) | Contributions | Distributions | Earnings | Assets (6/30/2020) | Percentage Gain |  |
| NC 457 Plan | $\$ 1,486,374,596$ | $\$ 82,721,373$ | $\$ 82,823,192$ | $\$ 46,941,570$ | $\$ 1,533,214,347$ | $3.16 \%$ |  |


| 457 Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2Q 2019 | 2Q 2020 | Difference \# | Difference \% |
| Members with an Account Balance | 55,986 | 56,939 | 953 | $1.70 \%$ |
| Average Account Balance | $\$ 26,549$ | $\$ 26,927$ | $\$ 378$ | $1.42 \%$ |
| Median Account Balance | $\$ 3,740$ | $\$ 4,022$ | $\$ 282$ | $7.54 \%$ |



Member breakdown reflects status on recordkeeping system updated from limited indicative data received from employers which may cause the active status to be inflated.
Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

| 403(b) Plan Percentage Gain |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (6/30/2019) | Contributions | Distributions | Earnings | Assets (6/30/2020) | Percentage Gain |  |
| NC 403(b) Plan | $\$ 18,149,942$ | $\$ 3,724,045$ | $\$ 1,053,050$ | $\$ 1,083,470$ | $\$ 21,904,406$ | $5.20 \%$ |  |


| 403(b) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 Q 2 0 1 9}$ | $\mathbf{2 Q 2 0 2 0}$ | Difference \# | Difference \% |
| Members with an Account Balance | 1,282 | 1,339 | 57 | $4.45 \%$ |
| Average Account Balance | $\$ 14,158$ | $\$ 16,359$ | $\$ 2,201$ | $15.54 \%$ |
| Median Account Balance | $\$ 5,606$ | $\$ 6,431$ | $\$ 826$ | $14.74 \%$ |

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. Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

| 401(k) Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\begin{gathered} \text { 2Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 2Q 2019 | $\begin{gathered} \text { 2Q } 2019 \\ \% \text { of Change } \end{gathered}$ | 2Q 2020 | $\begin{gathered} \text { 2Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 3,740 | 3,871 | 3.38\% | 3,981 | 2.84\% | 2,614 | -34.34\% |
| \% of New Hires Enrolled in Plan | 62.81\% | 56.76\% | -10.67\% | 56.94\% | 0.31\% | 70.94\% | 24.59\% |
| GoalMaker Elections | 3,475 | 3,645 | 4.66\% | 3,747 | 2.80\% | 2,400 | -35.95\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 4,789 | 2,493 | -92.10\% | 2,581 | 3.53\% | 2,204 | -14.61\% |
| Deferral Increases | 7,236 | 7,081 | -2.19\% | 7,976 | 12.64\% | 6,550 | -17.88\% |
| Pre-tax Participation Rate | 21.26\% | 21.19\% | -0.35\% | 21.38\% | 0.90\% | 21.20\% | -0.84\% |
| Roth Participation Rate | 8.36\% | 8.61\% | 2.88\% | 9.00\% | 4.61\% | 9.14\% | 1.50\% |
| Voluntary (Employee \& Roth) Participation Rate | 27.29\% | 27.32\% | 0.12\% | 27.69\% | 1.33\% | 27.60\% | -0.32\% |

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

|  | 2Q 2017 | 2Q 2018 | 2Q 2019 | 2Q 2020 |
| :---: | :---: | :---: | :---: | :---: |
| Method of Enrollment |  |  |  |  |
| Paper Form | 77.28\% | 78.43\% | 75.86\% | 64.85\% |
| Pseudo Enrollment | 15.11\% | 17.79\% | 19.42\% | 26.95\% |
| Internet | 7.61\% | 3.78\% | 4.73\% | 8.19\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.70\% | 99.69\% | 97.24\% | 97.46\% |
| Paper Form | 0.15\% | 0.15\% | 2.65\% | 2.50\% |
| Participant Service Center | 0.02\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.13\% | 0.16\% | 0.11\% | 0.04\% |

## 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.

## North Carolina Total Retirement Plans

| 401(k) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 7,764 | 7,626 | -1.81\% | 8,231 | 7.93\% | 6,952 | -15.54\% |
| \% of New Hires Enrolled in Plan | 47.38\% | 46.95\% | -0.91\% | 54.47\% | 16.02\% | 55.76\% | 2.37\% |
| GoalMaker Elections | 7,010 | 7,173 | 2.27\% | 7,738 | 7.88\% | 6,474 | -16.33\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 10,173 | 5,986 | -69.95\% | 5,057 | -15.52\% | 6,486 | 28.26\% |
| Deferral Increases | 14,870 | 16,502 | 9.89\% | 15,516 | -5.98\% | 15,029 | -3.14\% |
| Pre-tax Participation Rate | 21.97\% | 21.91\% | -0.27\% | 21.92\% | 0.02\% | 21.83\% | -0.39\% |
| Roth Participation Rate | 8.61\% | 8.90\% | 3.28\% | 9.22\% | 3.63\% | 9.39\% | 1.85\% |
| Voluntary (Employee \& Roth) Participation Rate | 28.13\% | 28.17\% | 0.16\% | 28.29\% | 0.42\% | 28.30\% | 0.03\% |


| 401(k) Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 76.37\% | 78.52\% | 76.69\% | 66.25\% |
| Pseudo Enrollment | 15.96\% | 17.93\% | 18.63\% | 27.26\% |
| Internet | 7.67\% | 3.54\% | 4.68\% | 6.49\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.72\% | 99.71\% | 96.72\% | 97.53\% |
| Paper | 0.11\% | 0.11\% | 3.10\% | 2.40\% |
| Participant Service Center | 0.02\% | 0.01\% | 0.06\% | 0.00\% |
| VRU | 0.15\% | 0.17\% | 0.12\% | 0.06\% |

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.

## North Carolina Total Retirement Plans

| 457 Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\begin{gathered} \text { 2Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 2Q 2019 | $\begin{gathered} \text { 2Q } 2019 \\ \% \text { of Change } \end{gathered}$ | 2Q 2020 | $\begin{gathered} \text { 2Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 1,059 | 1,034 | -2.36\% | 1,077 | 4.16\% | 559 | -48.10\% |
| \% of New Hires Enrolled in Plan | 25.48\% | 21.25\% | -16.59\% | 21.34\% | 0.44\% | 19.81\% | -7.19\% |
| GoalMaker Elections | 943 | 964 | 2.23\% | 984 | 2.07\% | 482 | -51.02\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 744 | 586 | -21.24\% | 617 | 5.29\% | 604 | -2.11\% |
| Deferral Increases | 1,567 | 1,522 | -2.87\% | 1,668 | 9.59\% | 979 | -41.31\% |
| Pre-tax Participation Rate | 9.96\% | 9.30\% | -6.62\% | 8.94\% | -3.85\% | 8.52\% | -4.70\% |
| Roth Participation Rate | 1.63\% | 1.77\% | 8.45\% | 2.08\% | 17.67\% | 2.24\% | 7.93\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.64\% | 10.18\% | -4.32\% | 10.01\% | -1.66\% | 9.69\% | -3.19\% |


| 457 Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | 2Q 2019 | 2Q 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 86.52\% | 91.01\% | 87.72\% | 77.06\% |
| Pseudo Enrollment | 2.45\% | 2.32\% | 3.07\% | 6.45\% |
| Internet | 11.03\% | 6.67\% | 9.21\% | 16.49\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.60\% | 99.88\% | 98.03\% | 98.56\% |
| Paper Form | 0.12\% | 0.00\% | 1.92\% | 1.35\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.28\% | 0.12\% | 0.04\% | 0.09\% |

## 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.

## North Carolina Total Retirement Plans

| 457 Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $\begin{gathered} 2018 \\ \text { \% of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 2,422 | 2,390 | -1.32\% | 2,307 | -3.47\% | 1,577 | -31.64\% |
| \% of New Hires Enrolled in Plan | 21.34\% | 20.55\% | -3.69\% | 21.13\% | 2.81\% | 16.94\% | -19.84\% |
| GoalMaker Elections | 2,206 | 2,245 | 1.77\% | 2,203 | -1.87\% | 1,402 | -36.36\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 4,424 | 1,294 | -70.75\% | 1,281 | -1.00\% | 1,555 | 21.39\% |
| Deferral Increases | 3,273 | 3,250 | -0.70\% | 3,453 | 6.25\% | 2,667 | -22.76\% |
| Pre-tax Participation Rate | 10.29\% | 9.55\% | -7.18\% | 9.16\% | -4.07\% | 8.74\% | -4.58\% |
| Roth Participation Rate | 1.69\% | 1.82\% | 7.93\% | 2.13\% | 16.90\% | 2.32\% | 8.75\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.98\% | 10.44\% | -4.94\% | 10.24\% | -1.91\% | 9.93\% | -3.00\% |


| 457 Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 85.67\% | 87.60\% | 86.37\% | 81.40\% |
| Pseudo Enrollment | 3.10\% | 3.05\% | 5.68\% | 7.69\% |
| Internet | 11.24\% | 9.35\% | 7.95\% | 10.92\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.79\% | 99.91\% | 97.63\% | 98.22\% |
| Paper | 0.06\% | 0.00\% | 2.27\% | 1.71\% |
| Participant Service Center | 0.03\% | 0.03\% | 0.05\% | 0.00\% |
| VRU | 0.13\% | 0.06\% | 0.06\% | 0.07\% |

## 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.

North Carolina
Total Retirement Plans 401k | 457 | 403b

## North Carolina Total Retirement Plans

| 403(b) Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\begin{gathered} \text { 2Q } 2018 \\ \text { \% of Change } \end{gathered}$ | 2Q 2019 | $\begin{gathered} \text { 2Q } 2019 \\ \text { \% of Change } \end{gathered}$ | 2Q 2020 | $\begin{gathered} \text { 2Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 6 | 18 | 200.00\% | 20 | 11.11\% | 20 | 0.00\% |
| \% of New Hires Enrolled in Plan | 1.88\% | 3.58\% | 90.85\% | 3.64\% | 1.62\% | 12.90\% | 254.84\% |
| GoalMaker Elections | 5 | 8 | 60.00\% | 17 | 112.50\% | 19 | 11.76\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 12 | 12 | 0.00\% | 11 | -8.33\% | 10 | -9.09\% |
| Deferral Increases | 18 | 11 | -38.89\% | 32 | 190.91\% | 18 | -43.75\% |
| Pre-tax Participation Rate | 1.17\% | 1.01\% | -13.68\% | 0.83\% | -17.33\% | 0.69\% | -17.11\% |
| Roth Participation Rate | 0.32\% | 0.28\% | -12.50\% | 0.24\% | -13.32\% | 0.26\% | 7.36\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.39\% | 1.21\% | -12.95\% | 1.00\% | -17.26\% | 0.84\% | -15.88\% |


| 403(b) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | 2Q 2019 | 2Q 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 100.00\% | 100.00\% | 95.00\% | 95.00\% |
| Pseudo Enrollment | 0.00\% | 0.00\% | 5.00\% | 5.00\% |
| Internet | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 100.00\% | 100.00\% | 100.00\% | 95.83\% |
| Paper Form | 0.00\% | 0.00\% | 0.00\% | 4.17\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.00\% | 0.00\% | 0.00\% | 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.

North Carolina
Total Retirement Plans 401k | 457 | 403b


## North Carolina Total Retirement Plans

| 403(b) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to June 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 8 | 43 | 437.50\% | 58 | 34.88\% | 41 | -29.31\% |
| \% of New Hires Enrolled in Plan | 0.25\% | 6.45\% | 2520.61\% | 2.79\% | -56.70\% | 2.23\% | -20.08\% |
| GoalMaker Elections | 6 | 25 | 316.67\% | 35 | 40.00\% | 33 | -5.71\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 12 | 33 | 175.00\% | 30 | -9.09\% | 37 | 23.33\% |
| Deferral Increases | 18 | 45 | 150.00\% | 72 | 60.00\% | 62 | -13.89\% |
| Pre-tax Participation Rate | 1.32\% | 1.04\% | -21.21\% | 0.84\% | -18.83\% | 0.71\% | -15.38\% |
| Roth Participation Rate | 0.39\% | 0.28\% | -28.21\% | 0.25\% | -12.32\% | 0.28\% | 12.80\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.49\% | 1.24\% | -16.78\% | 1.01\% | -18.52\% | 0.87\% | -14.25\% |


| 403(b) Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | February to June 2017 | 2018 | 2019 | 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 100.00\% | 100.00\% | 89.66\% | 92.68\% |
| Pseudo Enrollment | 0.00\% | 0.00\% | 10.34\% | 7.32\% |
| Internet | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 96.23\% | 96.83\% | 100.00\% | 98.94\% |
| Paper | 0.00\% | 0.00\% | 0.00\% | 1.06\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 3.77\% | 3.17\% | 0.00\% | 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.

North Carolina
Total Retirement Plans
401k | 457 | 403b


## North Carolina Total Retirement Plans

| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Employee Contributions | \$60,225,971 | \$63,964,215 | 6.21\% | \$70,252,646 | 9.83\% | \$66,898,529 | -4.77\% |
| Roth | \$11,893,462 | \$13,895,947 | 16.84\% | \$16,691,700 | 20.12\% | \$17,704,924 | 6.07\% |
| Total Employee Contributions | \$72,119,433 | \$77,860,162 | 7.96\% | \$86,944,345 | 11.67\% | \$84,603,453 | -2.69\% |
| Employer Contributions | \$49,435,467 | \$52,983,535 | 7.18\% | \$55,883,351 | 5.47\% | \$57,713,488 | 3.27\% |
| QNEC | N/A | N/A | N/A | N/A | N/A | \$765 | 100.00\% |
| Rollovers | \$13,013,087 | \$12,211,719 | -6.16\% | \$14,819,418 | 21.35\% | \$8,164,455 | -44.91\% |
| Total Contributions | \$134,567,986 | \$143,055,417 | 6.31\% | \$157,647,114 | 10.20\% | \$150,482,161 | -4.54\% |
| Average Voluntary Contributions | \$204 | \$214 | 5.23\% | \$232 | 8.30\% | \$222 | -4.49\% |
| Average Roth Contributions | \$107 | \$119 | 11.23\% | \$136 | 14.30\% | \$140 | 3.35\% |
| Average Employee Contributions | \$191 | \$203 | 6.42\% | \$223 | 9.69\% | \$216 | -2.93\% |


| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2018 <br> Change \% | 2019 | 2019 <br> Change \% | 2020 | $2020$ <br> Change \% |
| Employee Contributions | \$117,851,023 | \$124,273,594 | 5.45\% | \$129,721,025 | 4.38\% | \$135,223,670 | 4.24\% |
| Roth | \$23,051,260 | \$27,095,278 | 17.54\% | \$30,506,292 | 12.59\% | \$34,945,512 | 14.55\% |
| Total Employee Contributions | \$140,902,283 | \$151,368,872 | 7.43\% | \$160,227,317 | 5.85\% | \$170,169,182 | 6.20\% |
| Employer Contributions | \$97,551,347 | \$103,297,192 | 5.89\% | \$109,246,937 | 5.76\% | \$115,538,546 | 5.76\% |
| QNEC | N/A | N/A | N/A | N/A | N/A | \$35,516 | 100.00\% |
| Rollovers | \$28,005,670 | \$29,596,368 | 5.68\% | \$25,732,644 | -13.05\% | \$24,940,053 | -3.08\% |
| Total Contributions | \$266,459,300 | \$284,262,433 | 6.68\% | \$295,206,897 | 3.85\% | \$310,683,298 | 5.24\% |
| Average Voluntary Contributions | \$191 | \$200 | 4.97\% | \$207 | 3.20\% | \$214 | 3.63\% |
| Average Roth Contributions | \$100 | \$111 | 10.43\% | \$121 | 9.09\% | \$134 | 11.05\% |
| Average Employee Contributions | \$179 | \$190 | 6.13\% | \$199 | 4.56\% | \$209 | 5.19\% |

Please note: The 2020 Year to Date totals reflect a slight variance from prior reporting due to adjustments.
Average contributions for YTD and the quarter are based on the population actively contributing for the time period reported. As a result, the average contribution amounts will vary.

## North Carolina Total Retirement Plans

| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Employee Contributions | \$14,910,177 | \$15,213,907 | 2.04\% | \$17,007,127 | 11.79\% | \$15,180,008 | -10.74\% |
| Roth | \$1,332,660 | \$1,964,131 | 47.38\% | \$2,625,201 | 33.66\% | \$2,875,480 | 9.53\% |
| Total Employee Contributions | \$16,242,838 | \$17,178,037 | 5.76\% | \$19,632,328 | 14.29\% | \$18,055,487 | -8.03\% |
| Employer Contributions | \$528,618 | \$805,055 | 52.29\% | \$922,787 | 14.62\% | \$1,025,238 | 11.10\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$1,695 | 100.00\% |
| Rollovers | \$3,946,150 | \$2,666,051 | -32.44\% | \$1,986,195 | -25.50\% | \$1,244,851 | -37.32\% |
| Total Contributions | \$20,717,606 | \$20,649,143 | -0.33\% | \$22,541,310 | 9.16\% | \$20,327,270 | -9.82\% |
| Average Voluntary Contributions | \$155 | \$163 | 4.79\% | \$182 | 11.81\% | \$169 | -7.05\% |
| Average Roth Contributions | \$121 | \$139 | 14.79\% | \$151 | 8.68\% | \$151 | -0.12\% |
| Average Employee Contributions | \$158 | \$168 | 5.94\% | \$188 | 12.04\% | \$178 | -5.54\% |


| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Employee Contributions | \$29,739,868 | \$30,055,643 | 1.06\% | \$30,080,756 | 0.08\% | \$30,376,915 | 0.98\% |
| Roth | \$2,547,599 | \$3,756,115 | 47.44\% | \$4,409,434 | 17.39\% | \$5,529,788 | 25.41\% |
| Total Employee Contributions | \$32,287,468 | \$33,811,757 | 4.72\% | \$34,490,190 | 2.01\% | \$35,906,702 | 4.11\% |
| Employer Contributions | \$999,605 | \$1,524,116 | 52.47\% | \$1,740,580 | 14.20\% | \$1,997,371 | 14.75\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$4,980 | 100.00\% |
| Rollovers | \$6,500,069 | \$6,028,598 | -7.25\% | \$3,627,177 | -39.83\% | \$3,005,922 | -17.13\% |
| Total Contributions | \$39,787,142 | \$41,364,471 | 3.96\% | \$39,857,947 | -3.64\% | \$40,914,975 | 2.65\% |
| Average Voluntary Contributions | \$145 | \$153 | 5.92\% | \$155 | 1.05\% | \$162 | 4.67\% |
| Average Roth Contributions | \$110 | \$126 | 14.52\% | \$122 | -3.05\% | \$137 | 12.15\% |
| Average Employee Contributions | \$147 | \$158 | 6.95\% | \$159 | 1.04\% | \$169 | 6.20\% |

Average contributions for YTD and the quarter are based on the population actively contributing for the time period reported.
As a result, the average contribution amounts will vary.

## North Carolina Total Retirement Plans

| 403(b) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Employee Contributions | \$553,957 | \$571,742 | 3.21\% | \$737,056 | 28.91\% | \$692,942 | -5.99\% |
| Roth | \$87,070 | \$90,769 | 4.25\% | \$113,364 | 24.89\% | \$124,568 | 9.88\% |
| Total Employee Contributions | \$641,027 | \$662,511 | 3.35\% | \$850,420 | 28.36\% | \$817,510 | -3.87\% |
| Employer Contributions | \$0 | \$200 | 100.00\% | \$375 | 87.50\% | \$450 | 20.00\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 0.00\% |
| Rollovers | \$0 | \$181,984 | 100.00\% | \$79,935 | -56.08\% | \$99,851 | 24.92\% |
| Total Contributions | \$641,027 | \$844,695 | 31.77\% | \$930,730 | 10.19\% | \$917,811 | -1.39\% |
| Average Voluntary Contributions | \$275 | \$306 | 11.47\% | \$338 | 10.41\% | \$375 | 10.91\% |
| Average Roth Contributions | \$177 | \$183 | 3.71\% | \$218 | 18.82\% | \$237 | 8.97\% |
| Average Employee Contributions | \$261 | \$288 | 10.17\% | \$324 | 12.61\% | \$356 | 9.89\% |
| 403(b) Contributions |  |  |  |  |  |  |  |
|  | February to June 2017 | 2018 | 2018 <br> Change \% | 2019 | 2019 <br> Change \% | 2020 | 2020 <br> Change \% |
| Employee Contributions | \$835,263 | \$1,075,575 | 28.77\% | \$1,185,027 | 10.18\% | \$1,195,498 | 0.88\% |
| Roth | \$131,502 | \$167,854 | 27.64\% | \$191,647 | 14.18\% | \$241,825 | 26.18\% |
| Total Employee Contributions | \$966,765 | \$1,243,429 | 28.62\% | \$1,376,674 | 10.72\% | \$1,437,323 | 4.41\% |
| Employer Contributions | \$0 | \$300 | 100.00\% | \$625 | 108.33\% | \$900 | 44.00\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 100.00\% |
| Rollovers | \$0 | \$441,639 | 100.00\% | \$214,718 | -51.38\% | \$536,662 | 149.94\% |
| Total Contributions | \$966,765 | \$1,685,368 | 74.33\% | \$215,343 | -87.22\% | \$1,974,885 | 817.09\% |
| Average Voluntary Contributions | \$1,575 | \$310 | -80.30\% | \$268 | -13.50\% | \$323 | 20.23\% |
| Average Roth Contributions | \$837 | \$167 | -80.04\% | \$182 | 8.87\% | \$217 | 19.05\% |
| Average Employee Contributions | \$1,537 | \$289 | -81.20\% | \$260 | -10.11\% | \$312 | 20.00\% |

Average contributions for YTD and the quarter are based on the population actively contributing for the time period reported.
As a result, the average contribution amounts will vary.

## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation

|  | $6 / 3 / 30 / 2017$ |  |  |  |  |  | $6 / 30 / 2018$ | $6 / 2019$ | $6 / 3020$ |
| :--- | ---: | ---: | ---: | ---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets in GoalMaker | $\$ 4,273,024,193$ | $\$ 4,804,200,017$ | $\$ 5,270,078,278$ | $\$ 5,525,466,027$ |  |  |  |  |  |
| Total \# of Participants in GoalMaker | 152,902 | 161,954 | 170,934 | 178,023 |  |  |  |  |  |
| Year to Date \% of New Enrollments with Goalmaker Election | $89.87 \%$ | $95.35 \%$ | $94.14 \%$ | $93.18 \%$ |  |  |  |  |  |
| Total Participation Rate | $61.88 \%$ | $64.24 \%$ | $66.31 \%$ | $67.62 \%$ |  |  |  |  |  |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.79 \%$ | $47.44 \%$ | $50.97 \%$ | $51.99 \%$ |  |  |  |  |  |
| Total \% of Assets | $46.57 \%$ | $47.80 \%$ | $49.22 \%$ | $49.89 \%$ |  |  |  |  |  |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1,357 | 3,639 | 1,568 | 6,564 |
| Age 25-34 | 8,285 | 19,818 | 10,568 | 38,671 |
| Age 35-44 | 8,773 | 21,641 | 13,310 | 43,724 |
| Age 45-54 | 9,269 | 23,022 | 12,107 | 44,398 |
| Age 55-64 | 9,551 | 17,794 | 6,178 | 33,523 |
| Age 65+ | 4,106 | 5,396 | 1,641 | 11,143 |
| Total | 41,341 | 91,310 | 45,372 | 178,023 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 3,568,275$ | $\$ 9,952,769$ | $\$ 6,331,308$ | $\$ 19,852,352$ |
| Age 25-34 | $\$ 61,004,217$ | $\$ 160,557,603$ | $\$ 148,078,438$ | $\$ 369,640,259$ |
| Age 35-44 | $\$ 129,545,472$ | $\$ 434,323,090$ | $\$ 473,649,104$ | $\$ 1,037,517,666$ |
| Age 45-54 | $\$ 276,151,209$ | $\$ 817,220,846$ | $\$ 701,271,111$ | $\$ 1,794,643,167$ |
| Age 55-64 | $\$ 413,692,034$ | $\$ 794,297,221$ | $\$ 389,894,618$ | $\$ 1,597,883,873$ |
| Age 65+ | $\$ 250,477,200$ | $\$ 321,199,887$ | $\$ 134,251,623$ | $\$ 705,928,710$ |
| Total | $\$ 1,134,438,407$ | $\$ 2,537,551,417$ | $\$ 1,853,476,204$ | $\$ 5,525,466,027$ |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

## 401(k) Asset Allocation by Age Group - Assets for Participants Not in GoalMaker

 As of June 30, 2020

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$174,823 | \$9,833,576 | \$66,783,294 | \$270,770,607 | \$529,532,625 | \$639,153,230 | \$1,516,248,156 |
| Fixed Income | \$70,600 | \$2,485,492 | \$26,484,262 | \$106,829,420 | \$165,427,235 | \$148,340,572 | \$449,637,581 |
| Large-Cap Stock | \$400,894 | \$15,904,441 | \$195,412,761 | \$864,682,994 | \$875,338,919 | \$881,315,796 | \$2,833,055,805 |
| Small-Cap Stock | \$152,195 | \$7,001,498 | \$48,804,990 | \$150,960,819 | \$134,139,586 | \$102,337,407 | \$443,396,494 |
| International Stock | \$182,637 | \$6,108,622 | \$35,380,603 | \$97,893,491 | \$87,299,364 | \$57,058,462 | \$283,923,179 |
| Specialty | \$36,403 | \$945,703 | \$2,916,355 | \$7,641,201 | \$7,737,832 | \$4,762,839 | \$24,040,332 |
| Total Assets | \$1,017,552 | \$42,279,331 | \$375,782,265 | \$1,498,778,532 | \$1,799,475,561 | \$1,832,968,306 | \$5,550,301,547 |
| \% Assets | 0.02\% | 0.76\% | 6.77\% | 27.00\% | 32.42\% | 33.02\% | 100.00\% |
| Total Participants | 227 | 3,203 | 10,640 | 26,039 | 24,696 | 20,449 | 85,254 |
| Average Account Balance | \$4,483 | \$13,200 | \$35,318 | \$57,559 | \$72,865 | \$89,636 | \$65,103 |

## North Carolina Total Retirement Plans

401(k) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of June 30, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$8,313 | \$274,830 | \$6,180,561 | \$65,987,465 | \$152,426,069 | \$116,110,963 | \$340,988,201 |
| Fixed Income | \$1,560,220 | \$33,635,830 | \$139,016,775 | \$477,998,168 | \$624,729,378 | \$313,503,059 | \$1,590,443,429 |
| Large-Cap Stock | \$6,366,415 | \$116,496,931 | \$309,065,313 | \$441,282,460 | \$311,225,214 | \$114,816,992 | \$1,299,253,324 |
| Small-Cap Stock | \$2,628,170 | \$47,708,173 | \$124,908,666 | \$174,091,006 | \$107,185,748 | \$35,415,856 | \$491,937,620 |
| International Stock | \$7,480,325 | \$137,879,880 | \$367,962,236 | \$509,988,784 | \$322,294,260 | \$100,644,797 | \$1,446,250,281 |
| Specialty | \$1,808,910 | \$33,644,615 | \$90,384,115 | \$125,295,284 | \$80,023,204 | \$25,437,043 | \$356,593,171 |
| Total Assets | \$19,852,352 | \$369,640,259 | \$1,037,517,666 | \$1,794,643,167 | \$1,597,883,873 | \$705,928,710 | \$5,525,466,027 |
| \% Assets | 0.36\% | 6.69\% | 18.78\% | 32.48\% | 28.92\% | 12.78\% | 100.00\% |
| Total Participants | 6,564 | 38,671 | 43,724 | 44,398 | 33,523 | 11,143 | 178,023 |
| Average Account Balance | \$3,024 | \$9,559 | \$23,729 | \$40,422 | \$47,665 | \$63,352 | \$31,038 |

## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation





Age 65


North Carolina 401k | 457 | 403b

Please see page 3 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## 457 GoalMaker Participation

|  | $6 / 30 / 2017$ | $6 / 30 / 2018$ | $6 / 30 / 2019$ | $6 / 30 / 2020$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 341,543,831$ | $\$ 398,152,078$ | $\$ 455,030,705$ | $\$ 489,653,641$ |
| Total \# of Participants in GoalMaker | 34,651 | 36,855 | 38,964 | 40,185 |
| Year to Date \% of New Enrollments with Goalmaker Election | $91.12 \%$ | $91.71 \%$ | $92.68 \%$ | $90.57 \%$ |
| Total Participation Rate | $65.28 \%$ | $67.59 \%$ | $69.60 \%$ | $70.58 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.79 \%$ | $47.44 \%$ | $50.97 \%$ | $51.99 \%$ |
| Total \% of Assets | $26.14 \%$ | $28.16 \%$ | $30.61 \%$ | $31.94 \%$ |


| Participant Age Range | Conservative | Moderate |  | Aggressive | Total |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 219 | 659 | 321 | 1,199 |  |
| Age 25-34 | 1,984 | 4,610 | 2,650 | 9,244 |  |
| Age 35-44 | 2,292 | 4,926 | 2,959 | 10,177 |  |
| Age 45-54 | 2,666 | 5,397 | 2,805 | 10,868 |  |
| Age 55-64 | 2,350 | 3,395 | 1,217 | 6,962 |  |
| Age 65+ | 707 | 768 | 260 | 1,735 |  |
| Total | 10,218 | 19,755 | 10,212 | 40,185 |  |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 178,176$ | $\$ 645,619$ | $\$ 522,615$ | $\$ 1,346,409$ |
| Age 25-34 | $\$ 3,808,728$ | $\$ 12,284,029$ | $\$ 11,684,783$ | $\$ 27,777,540$ |
| Age 35-44 | $\$ 8,424,489$ | $\$ 28,896,635$ | $\$ 28,887,506$ | $\$ 66,208,631$ |
| Age 45-54 | $\$ 22,885,663$ | $\$ 62,911,642$ | $\$ 48,700,478$ | $\$ 134,497,783$ |
| Age 55-64 | $\$ 45,052,185$ | $\$ 75,736,545$ | $\$ 35,295,899$ | $\$ 156,084,629$ |
| Age 65+ | $\$ 36,664,572$ | $\$ 48,001,481$ | $\$ 19,072,596$ | $\$ 103,738,649$ |
| Total | $\$ 117,013,815$ | $\$ 228,475,951$ | $\$ 144,163,876$ | $\$ 489,653,641$ |

*Prudential's Defined Contribution book of business averages.
North Carolina $401 \mathrm{k} \mid 457$ | 403 b DNLE R ROLWELLC. CPA

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants Not in GoalMaker
As of June 30, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$21,234 | \$476,853 | \$4,478,265 | \$24,165,834 | \$84,291,981 | \$229,897,452 | \$343,331,619 |
| Fixed Income | \$10,235 | \$283,215 | \$2,591,726 | \$13,252,359 | \$29,400,744 | \$43,770,106 | \$89,308,386 |
| Large-Cap Stock | \$19,435 | \$2,323,808 | \$13,625,549 | \$67,372,987 | \$112,740,144 | \$226,085,545 | \$422,167,469 |
| Small-Cap Stock | \$11,887 | \$945,382 | \$7,638,616 | \$26,547,138 | \$35,542,801 | \$48,993,122 | \$119,678,946 |
| International Stock | \$10,947 | \$670,722 | \$4,815,086 | \$13,781,201 | \$18,833,120 | \$26,986,110 | \$65,097,186 |
| Specialty | \$2,919 | \$71,922 | \$275,863 | \$896,367 | \$1,380,772 | \$1,349,256 | \$3,977,099 |
| Total Assets | \$76,657 | \$4,771,903 | \$33,425,105 | \$146,015,886 | \$282,189,563 | \$577,081,591 | \$1,043,560,705 |
| \% Assets | 0.01\% | 0.46\% | 3.20\% | 13.99\% | 27.04\% | 55.30\% | 100.00\% |
| Total Participants | 38 | 616 | 2,032 | 4,144 | 4,842 | 5,082 | 16,754 |
| Average Account Balance | \$2,017 | \$7,747 | \$16,449 | \$35,235 | \$58,280 | \$113,554 | \$62,287 |

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants in GoalMaker As of June 30, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$160 | \$34,996 | \$651,968 | \$5,947,302 | \$15,729,793 | \$15,634,974 | \$37,999,192 |
| Fixed Income | \$91,213 | \$2,432,939 | \$10,050,476 | \$37,752,874 | \$61,763,689 | \$45,525,007 | \$157,616,198 |
| Large-Cap Stock | \$437,954 | \$8,791,517 | \$19,235,792 | \$32,270,318 | \$29,838,934 | \$17,356,119 | \$107,930,633 |
| Small-Cap Stock | \$180,177 | \$3,590,111 | \$7,773,913 | \$12,565,528 | \$10,292,520 | \$5,471,977 | \$39,874,226 |
| International Stock | \$513,072 | \$10,392,740 | \$22,884,809 | \$36,890,410 | \$30,782,480 | \$15,736,379 | \$117,199,890 |
| Specialty | \$123,834 | \$2,535,238 | \$5,611,672 | \$9,071,352 | \$7,677,214 | \$4,014,194 | \$29,033,502 |
| Total Assets | \$1,346,409 | \$27,777,540 | \$66,208,631 | \$134,497,783 | \$156,084,629 | \$103,738,649 | \$489,653,641 |
| \% Assets | 0.27\% | 5.67\% | 13.52\% | 27.47\% | 31.88\% | 21.19\% | 100.00\% |
| Total Participants | 1,199 | 9,244 | 10,177 | 10,868 | 6,962 | 1,735 | 40,185 |
| Average Account Balance | \$1,123 | \$3,005 | \$6,506 | \$12,376 | \$22,420 | \$59,792 | \$12,185 |

North Carolina Total Retirement Plans

457 GoalMaker Participation





North Carolina
Total Retirement Plans

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation

|  | $6 / 30 / 2017$ | $6 / 30 / 2018$ | $6 / 30 / 2019$ | $6 / 30 / 2020$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 4,736,149$ | $\$ 6,682,932$ | $\$ 7,987,185$ | $\$ 9,006,127$ |
| Total \# of Participants in GoalMaker | 700 | 734 | 763 | 801 |
| Year to Date \% of New Enrollments with Goalmaker Election | $75.00 \%$ | $40.00 \%$ | $60.34 \%$ | $60.98 \%$ |
| Total Participation Rate | $59.02 \%$ | $59.87 \%$ | $59.52 \%$ | $59.82 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.79 \%$ | $47.44 \%$ | $50.97 \%$ | $51.99 \%$ |
| Total \% of Assets | $42.02 \%$ | $44.60 \%$ | $44.01 \%$ | $41.12 \%$ |


| Participant Age Range | Conservative | Moderate |  | Aggressive |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1 | 1 | 0 | 2 |  |
| Age 25-34 | 2 | 102 | 16 | 120 |  |
| Age 35-44 | 6 | 176 | 16 | 198 |  |
| Age 45-54 | 9 | 230 | 10 | 249 |  |
| Age 55-64 | 12 | 166 | 10 | 188 |  |
| Age 65+ | 0 | 44 | 0 | 44 |  |
| Total | 30 | 719 | 52 | 801 |  |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 713$ | $\$ 171$ | $\$ 0$ | $\$ 885$ |
| Age 25-34 | $\$ 2,131$ | $\$ 428,015$ | $\$ 160,613$ | $\$ 590,759$ |
| Age 35-44 | $\$ 6,828$ | $\$ 1,437,548$ | $\$ 146,136$ | $\$ 1,590,512$ |
| Age 45-54 | $\$ 157,007$ | $\$ 2,882,380$ | $\$ 274,294$ | $\$ 3,313,680$ |
| Age 55-64 | $\$ 219,990$ | $\$ 2,404,298$ | $\$ 215,259$ | $\$ 2,839,546$ |
| Age 65+ | $\$ 0$ | $\$ 670,744$ | $\$ 0$ | $\$ 670,744$ |
| Total | $\$ 386,669$ | $\$ 7,823,156$ | $\$ 796,302$ | $\$ 9,006,127$ |

*Prudential's Defined Contribution book of business averages.
North Carolina

## North Carolina Total Retirement Plans

403(b) Asset Allocation by Age Group - Assets for Participants Not in GoalMaker As of June 30, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$109 | \$121,750 | \$467,992 | \$1,101,698 | \$1,769,046 | \$413,285 | \$3,873,880 |
| Large-Cap Stock | \$1,463 | \$428,324 | \$1,016,986 | \$1,782,463 | \$2,075,685 | \$360,681 | \$5,665,602 |
| Mid-Cap Stock | \$257 | \$114,499 | \$257,268 | \$578,813 | \$426,712 | \$112,213 | \$1,489,762 |
| Small-Cap Stock | \$0 | \$17,544 | \$60,225 | \$142,686 | \$163,729 | \$2,383 | \$386,566 |
| International Stock | \$122 | \$141,844 | \$276,688 | \$379,605 | \$409,489 | \$100,628 | \$1,308,377 |
| Specialty | \$0 | \$3,340 | \$27,215 | \$57,721 | \$70,065 | \$15,750 | \$174,091 |
| Total Assets | \$1,951 | \$827,302 | \$2,106,373 | \$4,042,987 | \$4,914,727 | \$1,004,940 | \$12,898,279 |
| \% Assets | 0.02\% | 6.41\% | 16.33\% | 31.35\% | 38.10\% | 7.79\% | 100.00\% |
| Total Participants | 3 | 94 | 141 | 154 | 123 | 23 | 538 |
| Average Account Balance | \$650 | \$8,801 | \$14,939 | \$26,253 | \$39,957 | \$43,693 | \$23,974 |

## North Carolina Total Retirement Plans

403(b) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of June 30, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$160 | \$35,422 | \$216,756 | \$1,082,301 | \$1,365,137 | \$389,771 | \$3,089,547 |
| Large-Cap Stock | \$252 | \$192,356 | \$470,129 | \$772,834 | \$551,878 | \$116,825 | \$2,104,274 |
| Mid-Cap Stock | \$0 | \$2 | \$0 | \$0 | \$0 | \$0 | \$2 |
| Small-Cap Stock | \$103 | \$77,869 | \$188,081 | \$304,761 | \$185,136 | \$36,725 | \$792,675 |
| International Stock | \$301 | \$231,346 | \$577,095 | \$928,826 | \$591,085 | \$101,155 | \$2,429,808 |
| Specialty | \$69 | \$53,764 | \$138,451 | \$224,959 | \$146,310 | \$26,269 | \$589,821 |
| Total Assets | \$885 | \$590,759 | \$1,590,512 | \$3,313,680 | \$2,839,546 | \$670,744 | \$9,006,127 |
| \% Assets | 0.01\% | 6.56\% | 17.66\% | 36.79\% | 31.53\% | 7.45\% | 100.00\% |
| Total Participants | 2 | 120 | 198 | 249 | 188 | 44 | 801 |
| Average Account Balance | \$442 | \$4,923 | \$8,033 | \$13,308 | \$15,104 | \$15,244 | \$11,244 |

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation





Age $45-54$
$37 \%$

## North Carolina Total Retirement Plans

## Loan Information

| 401(k) YTD Loans |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | Change \% |  |  |  |
| \% of Members in Plan with a Loan | $23.32 \%$ | $23.21 \%$ | $22.48 \%$ | $21.55 \%$ | $-4.15 \%$ |  |  |  |
| \# of Outstanding Loans | 45,568 | 45,375 | 44,230 | 42,440 | $-4.05 \%$ |  |  |  |
| \# of New Loans 2Q | 4,323 | 4,341 | 4,118 | 2,684 | $-34.82 \%$ |  |  |  |
| \# of New Loans YTD | 7,921 | 8,042 | 7,153 | 6,234 | $-12.85 \%$ |  |  |  |
| Average Loan Balance | $\$ 6,391$ | $\$ 6,606$ | $\$ 6,749$ | $\$ 6,851$ | $1.51 \%$ |  |  |  |
| \# of Coronavirus-Related Loans | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | 284 | $100.00 \%$ |  |  |  |
| Total Outstanding Loan Balance | $\$ 291,236,372$ | $\$ 299,769,707$ | $\$ 298,512,585$ | $\$ 290,766,305$ | $-2.59 \%$ |  |  |  |


| 457 YTD Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 | Change \% |
| \% of Members in Plan with a Loan | 14.34\% | 15.02\% | 14.74\% | 14.68\% | -0.45\% |
| \# of Outstanding Loans | 5,995 | 6,308 | 6,271 | 6,235 | -0.57\% |
| \# of New Loans 2Q | 633 | 697 | 646 | 417 | -35.45\% |
| \# of New Loans YTD | 1,182 | 1,218 | 1,144 | 950 | -16.96\% |
| Average Loan Balance | \$3,343 | \$3,374 | \$3,488 | \$3,554 | 1.90\% |
| \# of Coronavirus-Related Loans | N/A | N/A | N/A | 26 | 100.00\% |
| Total Outstanding Loan Balance | \$20,040,945 | \$21,283,314 | \$21,870,959 | \$22,159,174 | 1.32\% |

## North Carolina Total Retirement Plans

## Loan Information

| 403(b) YTD Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to June 2017 | 2018 | 2019 | 2020 | Change \% |
| \% of Members in Plan with a Loan | 0.79\% | 1.03\% | 2.01\% | 1.84\% | -8.79\% |
| \# of Outstanding Loans | 9 | 12 | 24 | 22 | -8.33\% |
| \# of New Loans 2Q | 5 | 2 | 4 | 1 | -75.00\% |
| \# of New Loans YTD | 5 | 5 | 4 | 2 | -50.00\% |
| Average Loan Balance | \$6,519 | \$7,910 | \$4,139 | \$2,711 | -34.50\% |
| \# of Coronavirus-Related Loans | N/A | N/A | N/A | 0 | 0.00\% |
| Total Outstanding Loan Balance | \$31,371 | \$77,258 | \$99,331 | \$59,643 | -39.96\% |

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Quarterly

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Term - Lump Sum | \$91,680,627 | \$104,842,565 | 14.36\% | \$118,365,139 | 12.90\% | \$76,409,266 | -35.45\% |
| In-Service | \$13,025,516 | \$16,458,376 | 26.35\% | \$14,392,355 | -12.55\% | \$15,933,048 | 10.70\% |
| State Retirement System | \$4,124,974 | \$4,086,886 | -0.92\% | \$3,074,970 | -24.76\% | \$1,964,645 | -36.11\% |
| Hardship | \$1,266,047 | \$1,602,002 | 26.54\% | \$1,414,671 | -11.69\% | \$3,094,465 | 118.74\% |
| Systematic | \$2,640,869 | \$3,178,499 | 20.36\% | \$3,444,218 | 8.36\% | \$3,519,501 | 2.19\% |
| Deemed Distributions | N/A | N/A | N/A | \$785,420 | N/A | \$706,898 | -10.00\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$4,452,129 | N/A | \$3,487,688 | -21.66\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$68,509,747 | 100.00\% |
| Total Disbursements | \$112,738,032 | \$130,168,328 | 15.46\% | \$145,928,903 | 12.11\% | \$173,625,258 | 18.98\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Term - Lump Sum | 6,009 | 6,590 | 9.67\% | 6,868 | 4.22\% | 3,944 | -42.57\% |
| In-Service | 1,676 | 1,804 | 7.64\% | 1,715 | -4.93\% | 1,065 | -37.90\% |
| State Retirement System | 106 | 122 | 15.09\% | 93 | -23.77\% | 59 | -36.56\% |
| Hardship | 528 | 520 | -1.52\% | 520 | 0.00\% | 436 | -16.15\% |
| Systematic | 3,250 | 3,448 | 6.09\% | 3,695 | 7.16\% | 3,739 | 1.19\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 4,731 | 100.00\% |
| Total Disbursements | 11,569 | 12,484 | 7.91\% | 12,891 | 3.26\% | 13,974 | 8.40\% |

Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Year to Date

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | 2020 <br> Change \% |
| Term - Lump Sum | \$197,596,264 | \$233,535,942 | 18.19\% | \$256,773,858 | 9.95\% | \$216,589,287 | -15.65\% |
| In-Service | \$30,803,382 | \$32,362,555 | 5.06\% | \$30,234,689 | -6.58\% | \$33,255,050 | 9.99\% |
| State Retirement System | \$7,873,285 | \$7,200,079 | -8.55\% | \$5,779,886 | -19.72\% | \$4,950,233 | -14.35\% |
| Hardship | \$2,607,845 | \$2,836,070 | 8.75\% | \$2,892,769 | 2.00\% | \$7,944,192 | 174.62\% |
| Systematic | \$5,379,190 | \$6,162,591 | 14.56\% | \$6,787,664 | 10.14\% | \$7,229,308 | 6.51\% |
| Deemed Distributions | N/A | N/A | N/A | \$1,255,115 | N/A | \$1,350,449 | 7.60\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$8,067,252 | N/A | \$6,986,360 | -13.40\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$68,509,747 | 100.00\% |
| Total Disbursements | \$244,259,966 | \$282,097,237 | 15.49\% | \$311,791,232 | 10.53\% | \$346,814,627 | 11.23\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 12,753 | 14,054 | 10.20\% | 14,630 | 4.10\% | 11,855 | -18.97\% |
| In-Service | 3,201 | 3,473 | 8.50\% | 3,296 | -5.10\% | 2,756 | -16.38\% |
| State Retirement System | 215 | 218 | 1.40\% | 165 | -24.31\% | 147 | -10.91\% |
| Hardship | 956 | 923 | -3.45\% | 929 | 0.65\% | 1,435 | 54.47\% |
| Systematic | 6,451 | 6,849 | 6.17\% | 7,345 | 7.24\% | 7,575 | 3.13\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 4,731 | 100.00\% |
| Total Disbursements | 23,576 | 25,517 | 8.23\% | 26,365 | 3.32\% | 28,499 | 8.09\% |

> Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

## 457 Disbursements - Quarterly

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | 2Q 2018 <br> Change \% | 2Q 2019 | 2Q 2019 <br> Change \% | 2Q 2020 | 2Q 2020 <br> Change \% |
| Term - Lump Sum | \$13,334,470 | \$16,877,733 | 26.57\% | \$16,268,784 | -3.61\% | \$10,481,674 | -35.57\% |
| In-Service | \$138,337 | \$698,620 | 405.01\% | \$449,477 | -35.66\% | \$244,525 | -45.60\% |
| State Retirement System | \$2,877,744 | \$507,324 | -82.37\% | \$1,533,418 | 202.26\% | \$227,218 | -85.18\% |
| Hardship | \$160,901 | \$193,115 | 20.02\% | \$62,947 | -67.40\% | \$28,976 | -53.97\% |
| Systematic | \$1,293,024 | \$1,223,507 | -5.38\% | \$1,274,167 | 4.14\% | \$1,149,417 | -9.79\% |
| Deemed Distributions | N/A | N/A | N/A | \$48,962 | 100.00\% | \$64,667 | 32.08\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$330,849 | 100.00\% | \$478,105 | 44.51\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$3,162,292 | 100.00\% |
| Total Disbursements | \$17,804,477 | \$19,500,298 | 9.52\% | \$19,968,603 | 2.40\% | \$15,836,873 | -20.69\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Term - Lump Sum | 1,280 | 1,376 | 7.50\% | 1,386 | 0.73\% | 862 | -37.81\% |
| In-Service | 9 | 13 | 44.44\% | 12 | -7.69\% | 11 | -8.33\% |
| State Retirement System | 21 | 15 | -28.57\% | 14 | -6.67\% | 9 | -35.71\% |
| Hardship | 112 | 108 | -3.57\% | 47 | -56.48\% | 33 | -29.79\% |
| Systematic | 1,302 | 1,303 | 0.08\% | 1,291 | -0.92\% | 1,172 | -9.22\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 618 | 100.00\% |
| Total Disbursements | 2,724 | 2,815 | 3.34\% | 2,750 | -2.31\% | 2,705 | -1.64\% |

> Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

## 457 Disbursements - Year to Date

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | 2020 <br> Change \% |
| Term - Lump Sum | \$31,244,518 | \$34,729,437 | 11.15\% | \$35,537,715 | 2.33\% | \$27,326,633 | -23.11\% |
| In-Service | \$915,703 | \$1,137,465 | 24.22\% | \$968,715 | -14.84\% | \$606,620 | -37.38\% |
| State Retirement System | \$4,551,398 | \$1,734,928 | -61.88\% | \$2,011,063 | 15.92\% | \$711,275 | -64.63\% |
| Hardship | \$345,535 | \$333,816 | -3.39\% | \$137,924 | -58.68\% | \$106,054 | -23.11\% |
| Systematic | \$2,561,698 | \$2,432,133 | -5.06\% | \$2,632,291 | 8.23\% | \$2,241,820 | -14.83\% |
| Deemed Distributions | N/A | N/A | N/A | \$116,236 | 100.00\% | \$144,219 | 24.07\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$762,340 | 100.00\% | \$745,552 | -2.20\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$3,162,292 | 100.00\% |
| Total Disbursements | \$39,618,852 | \$40,367,779 | 1.89\% | \$42,166,283 | 4.46\% | \$35,044,464 | -16.89\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | 2019 <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 2,753 | 2,854 | 3.67\% | 2,947 | 3.26\% | 2,390 | -18.90\% |
| In-Service | 18 | 22 | 22.22\% | 27 | 22.73\% | 26 | -3.70\% |
| State Retirement System | 39 | 33 | -15.38\% | 20 | -39.39\% | 16 | -20.00\% |
| Hardship | 202 | 198 | -1.98\% | 100 | -49.49\% | 104 | 4.00\% |
| Systematic | 2,596 | 2,597 | 0.04\% | 2,603 | 0.23\% | 2,411 | -7.38\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 618 | 100.00\% |
| Total Disbursements | 5,608 | 5,704 | 1.71\% | 5,697 | -0.12\% | 5,565 | -2.32\% |

> Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

## 403(b) Disbursements - Quarterly

| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\begin{gathered} \text { 2Q } 2019 \\ \text { Change \% } \end{gathered}$ | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Term - Lump Sum | \$173,806 | \$23,564 | -86.44\% | \$105,964 | 349.69\% | \$304,551 | 187.41\% |
| In-Service | \$0 | \$29,700 | 100.00\% | \$29,296 | -1.36\% | \$21,222 | -27.56\% |
| State Retirement System | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$1,588 | 100.00\% |
| Hardship | \$1,656 | \$0 | -100.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 0.00\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 0.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$60,106 | 100.00\% |
| Total Disbursements | \$175,462 | \$53,264 | -69.64\% | \$135,260 | 153.94\% | \$387,468 | 186.46\% |
| 403(b) Disbursements |  |  |  |  |  |  |  |
|  | 2Q 2017 | 2Q 2018 | $\text { 2Q } 2018$ <br> Change \% | 2Q 2019 | $\text { 2Q } 2019$ <br> Change \% | 2Q 2020 | $\text { 2Q } 2020$ <br> Change \% |
| Term - Lump Sum | 11 | 6 | -45.45\% | 8 | 33.33\% | 9 | 12.50\% |
| In-Service | 0 | 5 | 100.00\% | 2 | -60.00\% | 3 | 50.00\% |
| State Retirement System | 0 | 0 | 0.00\% | 0 | 0.00\% | 1 | 100.00\% |
| Hardship | 1 | 0 | -100.00\% | 0 | 0.00\% | 0 | 0.00\% |
| Systematic | 0 | 0 | 0.00\% | 0 | 0.00\% | 0 | 0.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 3 | 100.00\% |
| Total Disbursements | 12 | 11 | -8.33\% | 10 | -9.09\% | 16 | 60.00\% |

Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

## North Carolina Total Retirement Plans

## 403(b) Disbursements - Year to Date

| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to June 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | \$173,806 | \$67,386 | -61.23\% | \$131,107 | 94.56\% | \$463,919 | 253.85\% |
| In-Service | \$0 | \$29,700 | 100.00\% | \$326,457 | 999.18\% | \$26,696 | -91.82\% |
| State Retirement System | \$0 | \$29,113 | 100.00\% | \$0 | -100.00\% | \$4,659 | 100.00\% |
| Hardship | \$1,656 | \$0 | -100.00\% | \$0 | 0.00\% | \$3,517 | 100.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 0.00\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$0 | 0.00\% | \$1,330 | 100.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$60,106 | 100.00\% |
| Total Disbursements | \$175,462 | \$126,200 | -28.08\% | \$457,564 | 262.57\% | \$560,228 | 22.44\% |


| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to June 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 11 | 12 | 9.09\% | 15 | 25.00\% | 29 | 93.33\% |
| In-Service | 0 | 5 | 100.00\% | 5 | 0.00\% | 4 | -20.00\% |
| State Retirement System | 0 | 2 | 100.00\% | 0 | -100.00\% | 2 | 100.00\% |
| Hardship | 1 | 0 | -100.00\% | 0 | 0.00\% | 1 | 100.00\% |
| Systematic | 0 | 0 | 0.00\% | 0 | 0.00\% | 0 | 0.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 3 | 100.00\% |
| Total Disbursements | 12 | 19 | 58.33\% | 50 | 163.16\% | 39 | -22.00\% |

> Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

401(k) Plan Asset Allocation/Net Cash Flow April 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$20,869,905 | \$411,919,590 | \$1,413,299,931 | \$3,293,421,699 | \$3,397,359,434 | \$2,538,897,016 | \$11,075,767,574 |
| \% Assets | 0.19\% | 3.72\% | 12.76\% | 29.74\% | 30.67\% | 22.92\% | 100.00\% |
| Total Contributions | \$3,475,221 | \$21,660,946 | \$31,094,056 | \$45,643,345 | \$34,025,733 | \$6,418,405 | \$142,317,706 |
| Rollovers In | \$40,847 | \$614,590 | \$1,409,620 | \$2,600,247 | \$2,753,140 | \$746,011 | \$8,164,455 |
| Total Distributions including: | $(\$ 204,528)$ | (\$7,924,483) | $(\$ 25,543,551)$ | (\$57,809,295) | (\$48,952,711) | $(\$ 28,996,104)$ | (\$169,430,671) |
| Rollovers Out | $(\$ 11,930)$ | (\$1,048,852) | (\$2,751,986) | (\$14,027,827) | (\$21,971,750) | (\$16,448,843) | $(\$ 56,261,189)$ |
| Cash Distributions | (\$192,598) | $(\$ 6,875,631)$ | (\$22,791,565) | (\$43,781,468) | (\$26,980,961) | (\$12,547,261) | (\$113,169,483) |
| Net Cash Flow | \$3,311,539 | \$14,351,053 | \$6,960,125 | $(\$ 9,565,703)$ | (\$12,173,838) | (\$21,831,688) | (\$18,948,511) |
| Total Unique Participants | 6,791 | 41,874 | 54,364 | 70,437 | 58,219 | 31,592 | 263,277 |
| Avg. Account Balance | \$3,073 | \$9,837 | \$25,997 | \$46,757 | \$58,355 | \$80,365 | \$42,069 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$20,869,905 | \$411,919,590 | \$1,413,299,931 | \$3,293,421,699 | \$3,397,359,434 | \$2,538,897,016 | \$11,075,767,574 |
| \% Assets | 0.19\% | 3.72\% | 12.76\% | 29.74\% | 30.67\% | 22.92\% | 100.00\% |
| Total Contributions | \$7,003,687 | \$43,434,729 | \$61,993,430 | \$91,382,990 | \$68,530,010 | \$13,398,399 | \$285,743,245 |
| Rollovers In | \$72,046 | \$1,344,104 | \$3,796,451 | \$6,218,236 | \$9,692,531 | \$3,816,686 | \$24,940,053 |
| Total Distributions including: | $(\$ 489,561)$ | (\$11,512,605) | (\$35,693,873) | (\$86,525,342) | (\$118,924,624) | (\$85,331,812) | (\$338,477,817) |
| Rollovers Out | (\$141,921) | (\$2,642,151) | (\$7,170,210) | (\$28,132,980) | (\$56,502,185) | $(\$ 45,337,079)$ | (\$139,926,526) |
| Cash Distributions | (\$347,640) | (\$8,870,454) | (\$28,523,663) | (\$58,392,362) | (\$62,422,439) | (\$39,994,733) | (\$198,551,291) |
| Net Cash Flow | \$6,586,172 | \$33,266,227 | \$30,096,007 | \$11,075,884 | (\$40,702,084) | (\$68,116,726) | (\$27,794,519) |
| Total Unique Participants | 6,791 | 41,874 | 54,364 | 70,437 | 58,219 | 31,592 | 263,277 |
| Avg. Account Balance | \$3,073 | \$9,837 | \$25,997 | \$46,757 | \$58,355 | \$80,365 | \$42,069 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

457 Plan Asset Allocation/Net Cash Flow April 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,423,066 | \$32,549,444 | \$99,633,736 | \$280,513,669 | \$438,274,192 | \$680,820,240 | \$1,533,214,347 |
| \% Assets | 0.09\% | 2.12\% | 6.50\% | 18.30\% | 28.59\% | 44.40\% | 100.00\% |
| Total Contributions | \$257,023 | \$2,218,068 | \$3,921,243 | \$6,260,659 | \$5,018,394 | \$1,407,033 | \$19,082,420 |
| Rollovers In | \$0 | \$50,911 | \$183,259 | \$201,505 | \$482,231 | \$326,945 | \$1,244,851 |
| Total Distributions including: | $(\$ 14,171)$ | $(\$ 545,403)$ | (\$1,442,140) | (\$2,465,603) | $(\$ 4,606,328)$ | $(\$ 6,220,455)$ | $(\$ 15,294,101)$ |
| Rollovers Out | (\$475) | $(\$ 70,504)$ | $(\$ 393,363)$ | (\$620,240) | (\$2,442,971) | $(\$ 3,169,619)$ | $(\$ 6,697,172)$ |
| Cash Distributions | $(\$ 13,696)$ | $(\$ 474,899)$ | (\$1,048,777) | (\$1,845,363) | (\$2,163,358) | $(\$ 3,050,836)$ | (\$8,596,929) |
| Net Cash Flow | \$242,852 | \$1,723,575 | \$2,662,362 | \$3,996,561 | \$894,297 | $(\$ 4,486,477)$ | \$5,033,169 |
| Total Unique Participants | 1,237 | 9,860 | 12,209 | 15,012 | 11,804 | 6,817 | 56,939 |
| Avg. Account Balance | \$1,150 | \$3,301 | \$8,161 | \$18,686 | \$37,129 | \$99,871 | \$26,927 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

457 Plan Asset Allocation/Net Cash Flow January 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,423,066 | \$32,549,444 | \$99,633,736 | \$280,513,669 | \$438,274,192 | \$680,820,240 | \$1,533,214,347 |
| \% Assets | 0.09\% | 2.12\% | 6.50\% | 18.30\% | 28.59\% | 44.40\% | 100.00\% |
| Total Contributions | \$526,503 | \$4,321,632 | \$7,708,680 | \$12,399,392 | \$10,025,475 | \$2,927,572 | \$37,909,253 |
| Rollovers In | \$12,786 | \$136,744 | \$309,500 | \$378,671 | \$1,051,595 | \$1,116,626 | \$3,005,922 |
| Total Distributions including: | $(\$ 26,804)$ | $(\$ 796,289)$ | (\$1,820,000) | (\$4,013,638) | (\$10,729,134) | (\$16,768,829) | (\$34,154,694) |
| Rollovers Out | (\$859) | (\$191,651) | $(\$ 481,070)$ | (\$1,136,040) | (\$5,533,772) | $(\$ 7,631,423)$ | (\$14,974,815) |
| Cash Distributions | $(\$ 25,945)$ | (\$604,638) | (\$1,338,930) | $(\$ 2,877,599)$ | $(\$ 5,195,362)$ | $(\$ 9,137,406)$ | (\$19,179,879) |
| Net Cash Flow | \$512,485 | \$3,662,086 | \$6,198,181 | \$8,764,425 | \$347,936 | (\$12,724,632) | \$6,760,481 |
| Total Unique Participants | 1,237 | 9,860 | 12,209 | 15,012 | 11,804 | 6,817 | 56,939 |
| Avg. Account Balance | \$1,150 | \$3,301 | \$8,161 | \$18,686 | \$37,129 | \$99,871 | \$26,927 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

403(b) Plan Asset Allocation/Net Cash Flow April 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$2,836 | \$1,418,061 | \$3,696,885 | \$7,356,667 | \$7,754,273 | \$1,675,684 | \$21,904,406 |
| \% Assets | 0.01\% | 6.47\% | 16.88\% | 33.59\% | 35.40\% | 7.65\% | 100.00\% |
| Total Contributions | \$1,549 | \$89,503 | \$166,070 | \$276,647 | \$252,570 | \$31,620 | \$817,960 |
| Rollovers In | \$0 | \$0 | \$0 | \$99,851 | \$0 | \$0 | \$99,851 |
| Total Distributions including: | \$0 | (\$199) | $(\$ 13,166)$ | $(\$ 108,161)$ | $(\$ 69,628)$ | $(\$ 196,314)$ | $(\$ 387,468)$ |
| Rollovers Out | \$0 | (\$199) | $(\$ 13,166)$ | $(\$ 73,588)$ | $(\$ 22,873)$ | $(\$ 196,314)$ | $(\$ 306,140)$ |
| Cash Distributions | \$0 | \$0 | \$0 | $(\$ 34,574)$ | (\$46,755) | \$0 | $(\$ 81,329)$ |
| Net Cash Flow | \$1,549 | \$89,304 | \$152,904 | \$268,337 | \$182,942 | (\$164,694) | \$530,343 |
| Total Unique Participants | 5 | 214 | 339 | 403 | 311 | 67 | 1,339 |
| Avg. Account Balance | \$567 | \$6,626 | \$10,905 | \$18,255 | \$24,933 | \$25,010 | \$16,359 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

403(b) Plan Asset Allocation/Net Cash Flow January 1, 2020 to June 30, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$2,836 | \$1,418,061 | \$3,696,885 | \$7,356,667 | \$7,754,273 | \$1,675,684 | \$21,904,406 |
| \% Assets | 0.01\% | 6.47\% | 16.88\% | 33.59\% | 35.40\% | 7.65\% | 100.00\% |
| Total Contributions | \$3,085 | \$166,871 | \$295,171 | \$480,338 | \$433,011 | \$59,746 | \$1,438,223 |
| Rollovers In | \$0 | \$0 | \$20,152 | \$125,925 | \$390,584 | \$0 | \$536,662 |
| Total Distributions including: | \$0 | $(\$ 4,443)$ | $(\$ 26,875)$ | $(\$ 135,575)$ | $(\$ 123,969)$ | $(\$ 268,036)$ | $(\$ 558,898)$ |
| Rollovers Out | \$0 | $(\$ 2,260)$ | $(\$ 13,166)$ | $(\$ 91,146)$ | $(\$ 66,776)$ | $(\$ 250,045)$ | $(\$ 423,393)$ |
| Cash Distributions | \$0 | $(\$ 2,183)$ | $(\$ 13,709)$ | $(\$ 44,429)$ | $(\$ 57,193)$ | (\$17,991) | $(\$ 135,505)$ |
| Net Cash Flow | \$3,085 | \$162,428 | \$288,448 | \$470,689 | \$699,626 | $(\$ 208,290)$ | \$1,415,987 |
| Total Unique Participants | 5 | 214 | 339 | 403 | 311 | 67 | 1,339 |
| Avg. Account Balance | \$567 | \$6,626 | \$10,905 | \$18,255 | \$24,933 | \$25,010 | \$16,359 |
| Prudential Participant Avg. Account Balance | \$3,423 | \$15,197 | \$43,372 | \$84,926 | \$120,542 | \$123,833 | \$70,998 |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

## 401(k) Plan Retirement Preparation Analysis

| 4/1/2020-6/30/2020 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 8,708 |
| Unique Completions | 7,666 |
| Contribution Rate Increase | 851 |

Since Inception for Currently Active Participants as of 6/30/2020

| Average Balance, RIC Participant | $\$ 59,953$ |
| :--- | ---: |
| Average Balance, Non-RIC Participant | $\$ 26,184$ |
| Average Contribution Rate, RIC Participant | $6.43 \%$ |
| Average Contribution Rate, Non-RIC Participant | $4.53 \%$ |
| Total Count of Participants with a RIC Gap | 54,779 |
| Average RIC Gap | $\$ 2,839$ |
| Total Count of Participants with a RIC surplus | 10,177 |
| Average RIC Surplus | $\$ 2,218$ |


| $1 / 1 / 2020-6 / 30 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 18,839 |
| Unique Completions | 16,559 |
| Contribution Rate Increase | 1,921 |

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/eligible participants that completed the retirement income calculator during the reporting period.

Contribution Rate Increases - Total number of active/eligible participants 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-RIC Participant - 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 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 enrolled in the plan and has a non-zero account balance.

## North Carolina Total Retirement Plans

## 457 Plan Retirement Preparation Analysis

| $4 / 1 / 2020-6 / 30 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 2,428 |
| Unique Completions | 2,121 |
| Contribution Rate Increase | 127 |


| Since Inception for Currently Active Participants as of 6/30/2020 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 24,997$ |
| Average Balance, Non-RIC Participant | $\$ 14,037$ |
| Average Contribution Rate, RIC Participant | $6.62 \%$ |
| Average Contribution Rate, Non-RIC Participant | $5.16 \%$ |
| Total Count of Participants with a RIC Gap | 12,564 |
| Average RIC Gap | $\$ 2,789$ |
| Total Count of Participants with a RIC surplus | 2,343 |
| Average RIC Surplus | $\$ 2,499$ |


| $1 / 1 / 2020-6 / 30 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 5,526 |
| Unique Completions | 4,785 |
| Contribution Rate Increase | 297 |

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/eligible participants that completed the retirement income calculator during the reporting period.

Contribution Rate Increases - Total number of active/eligible participants 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-RIC Participant - 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 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 enrolled in the plan and has a non-zero account balance.

Please see page 3 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## 403(b) Plan Retirement Preparation Analysis

| $4 / 1 / 2020-6 / 30 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 39 |
| Unique Completions | 33 |
| Contribution Rate Increase | 0 |
| Since Inception for Currently Active Participants as of 6/30/2020 |  |
| Average Balance, RIC Participant | $\$ 22,413$ |
| Average Balance, Non-RIC Participant | $\$ 12,712$ |
| Average Contribution Rate, RIC Participant | $11.28 \%$ |
| Average Contribution Rate, Non-RIC Participant | $16.12 \%$ |
| Total Count of Participants with a RIC Gap | 166 |
| Average RIC Gap | $\$ 2,722$ |
| Total Count of Participants with a RIC surplus | 49 |
| Average RIC Surplus | $\$ 3,498$ |


| 1/1/2020-6/30/2020 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 79 |
| Unique Completions | 70 |
| Contribution Rate Increase | 2 |

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/eligible participants that completed the retirement income calculator during the reporting period.

Contribution Rate Increases - Total number of active/eligible participants 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-RIC Participant - 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 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 enrolled in the plan and has a non-zero account balance.

Please see page 3 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## Participant Service Center Statistics

| $\mathbf{4 0 1 ( k ) , ~ 4 5 7 ~ \& ~ 4 0 3 ( b ) ~ Q u a r t e r l y ~ P a r t i c i p a n t ~ S e r v i c e ~ C e n t e r ~ S t a t i s t i c s ~}$ |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 2Q 2017 | 2Q 2018 | 2Q 2019 | 2Q 2020 |
| Service Center Calls | 32,356 | 42,841 | 53,793 | $38, \mathbf{2 8 6}$ |
| Service Percentage | $85 \%$ | $86 \%$ | $61 \%$ | $56 \%$ |
| Average Speed to Answer (seconds) | 16 sec | 10 sec | 46 sec | 33 sec |
| Abandon Percentage | $0.70 \%$ | $0.30 \%$ | $1.90 \%$ | $1.10 \%$ |


| 401(k), 457 8.403(b) YTD Participant Service Center Statistics |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ |  |  |
| Service Center Calls | 71,603 | 86,001 | 111,307 | 83,628 |  |  |
| Service Percentage | $73 \%$ | $85 \%$ | $72 \%$ | $67 \%$ |  |  |
| Average Speed to Answer (seconds) | 28 sec | 11 sec | 31 sec | 24 sec |  |  |
| Abandon Percentage | $1.20 \%$ | $0.30 \%$ | $1.20 \%$ | $0.80 \%$ |  |  |

## North Carolina Total Retirement Plans

Retirement Security Education Information

| 401(k), 457 \& 403(b) Quarterly Retirement Security Education Team Activity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Meeting Activity | April 2020 | May 2020 | June 2020 | 2Q 2020 |
| Group Meetings - Number of Meetings | 48 | 81 | 73 | 202 |
| Group Meetings - Number of Attendees | 1,583 | 1,301 | 1,653 | 4,537 |
| Individual Meetings - Number of Meetings | 1,266 | 1,553 | 1,363 | 4,182 |
| Employer Meetings | 285 | 331 | 322 | 938 |
| Total On-Site Visits | 0 | 0 | 0 | 0 |
| Total Meeting Attendees | 2,849 | 2,854 | 3,016 | 8,719 |


| $\mathbf{4 0 1 ( k ) , ~ 4 5 7 ~ \& ~ 4 0 3 ( b ) ~ Y T D ~ R e t i r e m e n t ~ S e c u r i t y ~ E d u c a t i o n ~ T e a m ~ A c t i v i t y ~}$ |  |  |  |
| :--- | :---: | :---: | :---: |
| Meeting Activity | $\mathbf{1 Q 2 0 2 0}$ | $\mathbf{2 Q} \mathbf{2 0 2 0}$ | YTD 2020 |
| Group Meetings - Number of Meetings | 618 | 202 | 820 |
| Group Meetings - Number of Attendees | 13,253 | 4,537 | 17,790 |
| Individual Meetings - Number of Meetings | 6,125 | 4,182 | 10,307 |
| Employer Meetings | 1,008 | 938 | 1,946 |
| Total On-Site Visits | 1,072 | 0 | 1,072 |
| Total Meeting Attendees | 19,378 | 8,719 | 28,097 |

## North Carolina Total Retirement Plans

Retirement Security Education Information - Enrollment Activity by Quarter


## North Carolina Total Retirement Plans

Employers Adopting the 401(k) Plan in 2020

## Other

Hendersonville ABC Board
Toe River Health District
Town of Sunset Beach ABC Board

## Employers Adopting the 403(b) Plan in 2020

## Community College

College of the Albemarle
Forsyth Tech Community College

Schools
Harnett County Schools

## North Carolina Total Retirement Plans

Employers Adopting the 457 Plan in 2020

## Community College

Forsyth Tech Community College

## Charter Schools

Global Scholars Academy

## Municipalities

Town of East Spencer
Town of Highlands
Town of Waynesville

Schools
Perquimans County School
Person County Schools

## Other

Toe River Health District Town of Sunset Beach ABC Board

Employers Adopting the 457 Plan in 2020

| 457 Additions |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Employer Type | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | \# of <br> Eligible |  |
| CHARTER SCHOOL | 4 | 3 | 4 | 1 | 2,029 |  |
| COMMUNITY COLLEGE | 1 | 2 | 2 | 1 | 15,759 |  |
| COUNTY | 5 | 4 | 1 | 0 | 38,209 |  |
| MUNICIPAL | 9 | 21 | 7 | 4 | 18,063 |  |
| OTHER | 9 | 6 | 6 | 1 | 5,301 |  |
| SCHOOL | 4 | 3 | 4 | 2 | 136,355 |  |

## 401(k) Employers Making Changes in 2020

## 401(k) Employers Adding An Employer Contribution and/or Employer Match

Hendersonville ABC Board added a match up to $1 \%$.
Pleasant Garden Fire Department added a match up to 3\%.
Richmond County added a 0.5\% Employer Match in addition to their current 5\% Across the Board Employer Contributions.
South Granville Water and Sewer added a match up to 1\%.
Town of Sunset Beach ABC Board added a match up to 3\%.

## 401(k) Employers Increasing Employer Contribution or Match

Albemarle Regional Health Services increased their Employer Contribution from 4\% to 5\% across the board.
Trillium Health Resources increased their Employer Match from 3\% to 4\%.

## 401(k) Employers Changing their Employer Contribution and/or Employer Match

Foothills Health District has changed their Employer Match of $\$ 60$ to an Employer Match of $1 \%$. Sandhills Center has changed their Employer Contribution of 3\% to an Employer Match of 3\%.

## North Carolina Total Retirement Plans

## 457 Employers Making Changes in 2020

## 457 Employers Adding An Employer Match and/or an Employer Contribution <br> Global Scholars Academy added an Employer Match up to a 3\%. <br> Pleasant Garden Fire Department added a match up to 3\%.

Employers Adopting Contribution Accelerator in 2020

County
Burke County

## Municipalities

City of Asheville
City of Oxford
Town of Butner
Town of Oakboro
Town of Wilson's Mills
Village of Misenheimer
Alamance Community Fire Department
Foothills Health District
Hendersonville ABC Board
Pleasant Garden Fire Department
Skyland Volunteer Fire Department
Toe River Health District

401k 457 | 403b

Schools
Person County Schools

## North Carolina Total Retirement Plans

## Notes

## North Carolina

Total Retirement Plans
401k | 457 | 403b

## Communication Accomplishments 2Q 2020

## Communication Accomplishments 2Q 2020

## NAGDCA Leadership Award Entries

- Employer Contributions
- Plan Design \& Administration category
- Firing On All Cylinders
- Participant Education and Communication category


## CARES Act Outreach

- Participant
- Letter \& email
- Employer
- Email
- Website announcement



## Communication Accomplishments 2Q 2020

## Updates

- 401(k)/457 Enrollment Presentation
- myNCRetirementStatement Flyer
- 401(k) Plan Highlights
- 457 Plan Highlights
- Tools and Resources Webpage



## New Animation

- Selecting Investments

Selecting
Investments

## Communication Accomplishments 2Q 2020

## Targeted Emails to Nearing Retirees

- April - 205 delivered
- May - 231 delivered
- June - 543 delivered


## Quarterly Signature Newsletter

- 132,544 direct mail

Quarterly Statement Message

- 273,902 statements



## Signature Newsletter 2Q 2020



N E W SLETTER
$2^{\text {ND }}$ QUARTER 2020

## A Message from Treasurer Folwell



Retirement is a long-term strategy that takes dedication and perseverance to stay the course. We all understand what that means because each of us has felt and seen the profound commitment in our communities during the COVID-19 pandemic, a crisis that will have a long-lasting presence. Together we can remind each other that the future is ours to make and support each other in achieving goals.

Part of that support is an extension through 2020 of a fee holiday that increases two-year savings to more than $\$ 4$ million for members of the North Carolina Supplemental Retirement Plans. This fee holiday amounts to a total annual savings of more than \$2 million for participants in the NC 401(k) and NC 457 Plans. This follows a \$2 million fee waiver in 2019.

Whether you are just starting out or getting ready to retire, market volatility can impact the way you think about the future. But as a member of either the Teachers' and State Employees' Retirement System or the Local Governmental Employees' Retirement System, your pension plan is holding up well. This is due to the conservative management philosophy of Treasurer Folwell and other treasurers over the past 50 years.

In fact, Moody's Investors Service recently reported that North Carolina's Retirement Systems, which includes state and local employees, is the best funded in the nation when looking at its Adjusted Net Pension Liability.

Additionally, a recent "stress test" by The Pew Charitable Trusts concluded that North Carolina's state pension fund is well-positioned to maintain solvency during tough economic times like these.

I am proud of our staff, the Board of Trustees and the coordination with our vendors and partners. We have been able to maintain a well-funded pension, uphold our customer service standards and enhance the value of the NC Supplemental Retirement Plans with additional tools and resources that will help you stay the course and keep your future in perspective.

Most importantly, we have been able to continue business as usual for those like you who teach, protect and otherwise serve in the State of North Carolina.

Sincerely,

## Tha ramen

Dale R. Folwell, CPA
State Treasurer of North Carolina

## The Future is in Your Hands

When it comes to planning for retirement, there are only certain things we can control. In this issue of Signature Newsletter, discover how you can put market volatility into perspective as you keep your eye on your long-term goals. You will also learn how the myNCRetirement Statement can put you in the driver's seat, and give you more control of your financial future.

## In This Issue...

(1) The Role That Market Volatility Plays-and What You Can Do About It

2 Take Control of Your Financial Future with the myNCRetirement Statement

## The Role That Market Volatility Plays-and What You Can Do About It

Market volatility - when the prices of investments move up and/or down quickly - is something investors see often. And we've certainly seen a lot of it this year. So how can retirement investors manage market volatility?
(1) Focus on time in the market (not market timing).
(2) Utilize asset allocation (for example, through GoalMaker ${ }^{\circledR}$ ) and diversification, two investment strategies that can help..
(3) Understand that the right move could be nothing at all.

Investing for retirement - or as financial professionals call it, the "long term" - is different from investing or saving for short-term needs. You most likely won't need access to your money right away (perhaps for years), so what is happening on any given day in the markets may not have a great effect because you have time to weather the storms.

Here some suggestions on how to manage market volatility.

## 1. Focus on time in the market (not market timing)

It's normal to panic when major events rock the markets. But if you remember that, when it comes to your retirement savings in the NC 401(k) and NC 457 Plans and/or the NC 403(b) Program, these are usually short-term impacts - and you're in it for the long term - that can make it easier to stay on course.

Long-term investing is more about time in the market than it is about timing the market.

That's because no one knows exactly when the time is right to buy or sell. Historically, though, the market's biggest gains have come on a relative handful of days, so if you're not invested on those days, it's very hard to make up for the missed opportunities.

| Event | Reaction dates | Percent of gain/loss during event | S\&P 500 percentage of gain/loss |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1 month since last reaction date | 1 year since last reaction date | 5 years since last reaction date | 10 years since last reaction date |
| Attack on Pearl Harbor | 12/06/41-12/10/41 | -6.87 | 1.96 | 7.95 | 12.04 | 10.44 |
| Kennedy assassination | 11/21/63-11/22/63 | -4.07 | 6.71 | 23.95 | 8.83 | 3.66 |
| Nixon resigns | 08/09/74-08/29/74 | -14.20 | $-7.22$ | 24.13 | 9.27 | 9.09 |
| 1987 stock market crash | 10/02/87-10/19/87 | -31.31 | 6.76 | 23.13 | 13.03 | 15.43 |
| Gulf War ultimatum | 12/24/90-01/16/91 | -4.49 | 17.17 | 36.59 | 17.32 | 18.02 |
| September 11 terrorist attacks | 09/10/01-09/21/01 | -11.01 | 11.27 | -11.14 | 8.30 | 3.91 |
| U.S. invades Iraq | 03/18/03-03/31/03 | -1.66 | 8.18 | 35.12 | 11.32 | 8.53 |
| Collapse of Lehman Brothers | 09/05/08-11/20/08 | -38.82 | 18.27 | 48.80 | 21.46 | 15.86 |

Past performance is no guarantee of future results. Source information is located at the bottom of the page.

[^0]
## ...continued

## 2. Utilize asset allocation and diversification

Two investment strategies, asset allocation and diversification, can help you invest for the long term.
If applying investment strategies is something you don't want to do, GoalMaker, the plans' easy-to-use optional asset allocation tool, available at no additional cost, can help you put asset allocation and diversification to work in your account(s), to and through retirement.

## 3. Understand that the right move could be nothing at all

Some retirement investors may try to predict which direction they think the market will go. In doing so, when they guess wrong, they may lose money.

As you can see from the chart below, another potential problem with timing the market is that investors who stay out of the market run the risk of missing periods of positive returns, leading to potentially significant adverse effects on the ending value of a portfolio.

## Ending wealth values after a market decline

This image illustrates the value of a $\$ 100,000$ investment in the stock market from 2007-2015, which included the global financial crisis and the recovery that followed.


Past performance is no guarantee of future results. Source information is located at the bottom of the page.

## DEFINING THE TERMS

## Take Control of Your Financial Future with the myNCRetirement Statement

The myNCRetirement Statement (MRS), released in April, is one of your most powerful retirement planning tools.
Your MRS can help you plan for the future with more confidence, by letting you:

- See your projected total retirement benefits
- Discover, through the Personal Gap Analysis portion of your statement, if you may currently be saving enough
- View a snapshot of the funds you have in the NC pension system; your NC 401(k), NC 457 and/or NC 403(b) accounts; any outside assets you may have (if you entered them in the Retirement Income Calculator); and your projected Social Security income
- Learn how saving more in your NC $401(\mathrm{k})$, NC 457 and/or NC 403(b) account could potentially enhance your income when you retire

You should carefully review the assumptions and disclosures in the myNCRetirement Statement.
...continued


How to Access Your MRS

## (1) Log in to ORBIT at ORBIT.myNCRetirement.com.

(2) Select "View myNCRetirement Statement" from the left-hand menu.

2019 myNCRetirement Statement
(3) Select the year you want to view (only two years of statements are available).

## Prepare for Next Year's Statement

## Enter your 'outside' retirement income

Did you know that you can have your myNCRetirement Statement (MRS) include other monthly income you expect to receive in retirement - such as an annuity, rental income, or income you might receive from a structured settlement - as well as money you have in outside retirement saving accounts? But for that to happen, you must add that information into Prudential's Retirement Income Calculator (RIC).


PRUDENTIAL RETIREMENT®

GoalMaker's model allocations are based on generally accepted financial theories that take into account the historic returns of different asset classes. Past performance of any investment does not guarantee future results. Participants should consider their other assets, income and investments (e.g., equity in a home, Social Security benefits, individual retirement plan investments, etc.) in addition to their interest in the plan, to the extent those items are not taken into account in the model. Participants should also periodically reassess their GoalMaker investments to make sure their model portfolio continues to correspond to their investment objectives, risk tolerance and retirement time horizon.
Participants using the Retirement Income Calculator should consider other assets, income and investments (e.g., equity in a home, Social Security benefits, individual retirement plan investments, etc.) when assessing the adequacy of the estimated income stream as provided by this tool. The Retirement Income Calculator is hypothetical and for illustrative purposes only and is not intended to represent performance of any specific investment, which may fluctuate. There is no assurance that retirement income objectives will be met. It is possible to lose money by investing in securities.

Retirement Education Counselors are registered representatives of Prudential Investment Management Services LLC (PIMS), Newark, NJ, a Prudential Financial company.
Prudential Retirement provides the communications and recordkeeping services for the NC 401(k) and NC 457 Plans and the NC 403(b) Program. With the exception of the NC Stable Value Fund and the NC Fixed Income Fund, the investments offered to you within the NC 401(k) and NC 457 Plans 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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## North Carolina Total Retirement Plans

## Questions



## Thank you



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## Thank you


[^0]:    Source: Morningstar. Calculated by Prudential Investments LLC using data from Morningstar. Indexes are unmanaged and do not take into account fees and expenses. You cannot invest directly in an index. Historical references do not assume that any prior market behavior will be duplicated. Past performance does not indicate future results. The S\&P 500 Index is an unmanaged index of common stock performance. You cannot invest directly in an index. Indexes are unmanaged and used as a broad measure of market performance. S\&P 500 Price Return data is used for the events from 1941 to 1987 . S\&P 500 Total Return data is used for 1990 to date.

