

SUPPLEMENTAL RETIREMENT PLANS

Report to the Board of Trustees March 7, 2012 For Period Ending Fourth Quarter. 2011

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For Plan Sponsor use.



# Executive Summary 401(k) and 457 Plans As of December 31, 2011

## **Expanding Plan Adoption (Page 42)**

- YTD 45 employers adopted the 457 Plan
- YTD 4 employers adopted the 401(k) Plan

### Assets and Participation (Pages 6 - 12)

- NC 401(k) as of December 226,264 members with \$5,321,969,486 assets in the Plan
- NC 457 as of December 36,636 members with \$815,760,739 assets in the Plan

## Enrollments (Page 13)

Keep enrollments within 10% of prior year enrollments

- NC 401(k) YTD enrollments decreased 7.06% over 2010
- NC 457 YTD enrollments increased 26.76% over 2010
- Combined YTD enrollments increased 1.81% over 2010

## Contributions (Pages 14 - 19)

## 2011 Maintain 401(k) Employee Voluntary average deferral of \*5%

• As of December the average deferral rate \*4.95%. Average contribution \$172.36

#### YTD NC 401(k) Contributions - \$433,350,834

- Employee Pre-Tax \$218,372,938
- Employer \$157,958,247
- Employee Roth \$22,596,356
- Rollovers \$34,423,293

\*The average deferral rate was calculated using a salary base of \$41,804. Source Office of State Personnel website.



# Executive Summary 401(k) and 457 Plans As of December 31, 2011

## **Contributions Continued (Pages 14 - 19)**

2011 Maintain 457 Employee Voluntary average deferral of \*5%

• As of December the average deferral rate \*4.78%. Average contribution \$166.64

457 Contributions - \$57,980,611

- Employee Pre-Tax \$44,747,589
- Roth 457 \$217,605
- Rollovers \$13,015,418

\*The average deferral rate was calculated using a salary base of \$41,804. Source Office of State Personnel website.

#### Loans (Pages 27 - 28)

NC 401(k) – As of December 30, 2011 – 49,855 members with \$259,766,327 total loan balance

Goal: Keep the average percent of members with a loan within 2.5% of national average \*25.6%

• As of December 25.66% of members have a loan, just above the national average

NC 457 – As of December 30, 2011 – 4,514 members with \$13,547,404 total outstanding loan balance

Goal: Keep the average percent of members with a loan within 2.5% of national average \*25.6%

• As of December 14.99% of members have a loan, below the national average

\*Source Hewitt "How Well Are Employees Saving and Investing" 2011 Universe Benchmark is 25.6% of participants have an outstanding loan.



# Executive Summary 401(k) and 457 Plans As of December 31, 2011

## **GoalMaker Participation (Pages 20 – 26)**

• NC 401(k) – As of December 31, 2011 – 106,049 members with \$1,938,375,944 in assets

2011 Goal: Capture 70% of new enrollees into the 401(k) GoalMaker Program

• As of December 31, 2011 - 88.76% of the NC 401(k) Plan new enrollees elected GoalMaker

2011 Goal: 401(k) GoalMaker participation rate 44.70%

• As of December 31, 2011 GoalMaker Participation Rate 46.87%

• NC 457 – 12,888 members with \$93,033,520 in assets

2011 Goal: Capture 70% of new enrollees into the 457 GoalMaker Program

As of December 31, 2011 - 80.14% of the NC 457 Plan new enrollees elected GoalMaker

2011 Goal: 457 GoalMaker participation rate 25.50%

• As of December 31, 2011 GoalMaker Participation Rate 35.18%

Disbursements (Pages 29 – 33)

401(k) YTD Disbursements - \$271,407,114

457 YTD Disbursements - \$44,081,803

## Education and Enrollment Activity (Page 39)

- YTD Proactive Calls 2,630
- YTD Meetings 4,345
- YTD Attendance 102,707



# December 2010 NC 401(k) Asset Allocation and Diversification

	18-29	a	30-39	2	40-49		50-59		60-69		70+		No DC	D	Grand T	Total
				Member		Member						Member	NO DC		Granu i	Member
Investment Option	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count
NC STABLE VALUE-401K	\$15,469,252	13,992	\$97,870,313	32,506	\$300,916,264	42,941	\$599,327,788	44,439	\$484,675,323	21,027	\$91,852,829	2,980	\$1,163,181	954	\$1,591,274,950	158,839
North Carolina Large Cap Index Fund	\$20,488,505	16,325	\$133,435,583	40,371	\$277,012,454	48,326	\$292,375,590	40,500	\$168,745,294	17,204	\$28,078,257	2,018	\$6,709	57	\$920,142,393	164,80
North Carolina Large Cap Value Fund	\$10,454,245	16,143	\$76,361,205	39,690	\$173,485,177	47,737	\$204,013,705	40,240	\$128,271,027	17,076	\$26,242,557	2,072	\$3,351	57	\$618,831,268	163,01
North Carolina Large Cap Grow th Fund	\$11,076,275	16,311	\$89,562,913	39,975	\$181,899,331	47,446	\$188,374,285	39,620	\$109,243,922	16,634	\$18,847,292	1,934	\$20,980	58	\$599,024,999	161,97
North Carolina Fixed Income Fund	\$4,835,868	16,269	\$33,312,884	34,757	\$76,371,508	37,651	\$126,526,982	31,405	\$84,817,220	13,277	\$8,809,228	1,144	\$2,820	57	\$334,676,511	134,56
North Carolina SMID Cap Index Fund	\$8,543,453	16,070	\$48,385,461	33,188	\$80,057,874	34,732	\$74,866,778	27,516	\$32,971,995	9,966	\$3,270,303	721	\$2,574	57	\$248,098,436	122,25
North Carolina International Fund	\$6,360,935	16,178	\$39,547,346	32,954	\$69,094,045	34,525	\$70,552,672	27,532	\$37,673,526	10,219	\$4,676,831	751	\$1,519	57	\$227,906,875	122,21
North Carolina SMID Value Fund	\$4,472,065	16,003	\$23,010,039	29,786	\$42,199,048	30,846	\$47,265,373	24,833	\$24,868,335	9,147	\$2,591,858	598	\$1,502	57	\$144,408,219	111,27
North Carolina Global Equity Fund	\$6,695,079	15,417	\$26,313,758	26,917	\$42,577,860	27,283	\$36,745,292	21,532	\$14,038,655	7,360	\$1,092,014	469	\$2,570	56	\$127,465,228	99,03
North Carolina Fixed Income Index	\$3,260,457	14,914	\$12,364,927	25,989	\$28,064,607	26,274	\$43,335,435	20,847	\$22,109,209	7,027	\$1,603,956	442	\$2,426	55	\$110,741,017	95,54
North Carolina International Index Fund	\$5,130,979	15,435	\$20,939,150	27,046	\$34,296,865	27,407	\$30,343,247	21,672	\$12,923,584	7,426	\$1,029,552	474	\$1,856	56	\$104,665,233	99,51
North Carolina SMID Grow th Fund	\$3,628,201	15,458	\$14,481,587	27,001	\$24,475,919	27,375	\$23,883,198	21,675	\$10,770,062	7,448	\$812,473	473	\$1,476	56	\$78,052,917	99,48
American Funds Grow th Fund of Amer R4	\$56,567	26	\$936,076	203	\$4,188,407	468	\$5,948,796	535	\$6,805,513	366	\$602,155	41	\$0	0	\$18,537,515	1,63
Invesco Van Kampen Grow th & Income Fund A	\$31,654	24	\$788,018	189	\$3,314,736	434	\$5,918,226	509	\$6,131,522	309	\$858,479	42	\$0	0	\$17,042,635	1,50
American Funds EuroPacific Grow th Fund R4	\$67,194	26	\$867,207	174	\$3,412,959	360	\$4,653,128	410	\$4,057,254	234	\$803,160	31	\$0	0	\$13,860,902	1,23
Invesco Van Kampen Equity and Income Fund A	\$37,031	24	\$586,717	145	\$2,152,023	266	\$3,059,201	315	\$2,641,831	191	\$237,271	15	\$0	0	\$8,714,074	95
Fidelity Intermediate Bond Fund	\$4,585	19	\$166,494	96	\$896,610	224	\$3,425,330	335	\$2,467,807	191	\$424,564	24	\$0	0	\$7,385,390	88
Oppenheimer Main Street Small & Mid Cap A	\$42,070	21	\$481,282	152	\$2,056,822	312	\$2,341,284	326	\$1,840,462	158	\$70,530	12	\$0	0	\$6,832,450	98
Fidelity Magellan Fund	\$0	0	\$13,527	3	\$940,017	41	\$1,618,819	60	\$3,781,916	71	\$448,398	14	\$0	0	\$6,802,678	18
Goldman Sachs Mid Cap Value Fund A	\$39,175	23	\$358,244	135	\$1,626,932	269	\$2,250,140	300	\$1,670,874	158	\$308,256	19	\$0	0	\$6,253,621	90
Fidelity Equity Income Fund	\$0	0	\$745	1	\$238,109	18	\$360,590	23	\$1,685,085	36	\$11,741	3	\$0	0	\$2,296,270	8
Fidelity Spartan U.S. Equity Index	\$0	0	\$0	0	\$152,036	13	\$496,164	23	\$425,846	21	\$4,763	1	\$0	0	\$1,078,809	5
Putnam Multi-Cap Grow th Fund	\$0	0	\$0	0	\$52,225	12	\$57,875	12	\$120,755	11	\$34,259	2	\$0	0	\$265,113	3
Fidelity Balanced Fund	\$0	0	\$0	0	\$38,477	7	\$142,907	9	\$60,222	8	\$0	0	\$0	0	\$241,606	2
T. Row e Price International Stock Fund	\$0	0	\$38	1	\$44,947	4	\$69,327	5	\$95,595	7	\$0	0	\$0	0	\$209,907	1
BB&T Sterling Capital Small Cap Value Class I	\$0	0	\$158	1	\$50,370	8	\$30,882	7	\$22,582	6	\$9,697	2	\$0	0	\$113,690	2
Fidelity Freedom 2010	\$0	0	\$0	0	\$0	0	\$0	0	\$8,030	2	\$0	0	\$0	0	\$8,030	
Putnam Capital Opportunities Fund	\$0	0	\$0	0	\$268	1	\$2,641	1	\$2,090	1	\$0	0	\$0	0	\$4,999	
Federated Capital Appreciation Fund	\$0	0	\$0	0	\$195	1	\$2,754	1	\$830	1	\$0	0	\$0	0	\$3,779	
Fidelity Freedom 2020	\$0	0	\$0	0	\$215	1	\$0	0	\$2,572	1	\$0	0	\$0	0	\$2,787	
Fidelity Freedom 2000	\$0	0	\$0	0	\$0	0	\$0	0	\$2,153	1	\$0	0	\$0	0	\$2,153	-
Fidelity Freedom Income	\$0	0	\$0	0	\$0	0	\$1,503	1	\$0	0	\$0	0	\$0	0	\$1,503	
Vanguard Equity Index Portfolio	\$0	0	\$251	1	\$457	2	\$0	0	\$0	0	\$0	0	\$0	0	\$708	
Grand Total	\$100,693,589		\$619,783,923		\$1,349,616,757	_	\$1,767,989,912		\$1,162,931,093		\$192,720,424	-	\$1,210,965		\$5,194,946,662	1
Percentage of Assets	1.94%		11.93%		25.98%		34.03%		22.39%		3.71%		0.02%		100.00%	
Total Member	19,158		50,273		63,054		57,625		28,010		4,137		954		223,211	
Average Account Balance	\$5,256		\$12,328		\$21,404		\$30,681		\$41,518		\$46,585		\$1,269		\$23,274	

The funds highlighted in yellow denote inclusion in the GoalMaker product.

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



# December 2011 NC 401(k) Asset Allocation and Diversification

|              |  |  |   |  |  
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  | No DO   |  |   
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  |   |  |   
  |   |
| \$13,487,574 | 13,780   | \$88,711,380   | 32,107  | \$300,373,002  | 44,160   
   | \$625,473,602   
  | 45,754   
  | \$558,341,706  
  | 23,393   | \$110,265,403  | 3,454  
  | \$1,325,246   | 1,163  | \$1,697,977,913   
  | 163,811   |
| \$3,608,060  | 12,420   | \$28,272,806   | 27,234  | \$81,280,544   | 33,770   
   | \$147,979,698   
  | 32,447   
  | \$108,755,821  
  | 14,662   | \$12,853,042   | 1,431  
  | \$33,454  | 491  | \$382,783,424   
  | 122,455   |
| \$2,843,204  | 11,675   | \$10,988,860   | 20,135  | \$37,808,770   | 23,465   
   | \$76,351,226  
  | 22,774   
  | \$48,167,054   
  | 8,539  | \$3,873,747  | 562  
  | \$34,517  | 489  | \$180,067,378   
  | 87,639  |
| \$6,882,030  | 16,342   | \$65,684,427   | 39,456  | \$158,996,095  | 49,283   
   | \$167,808,653   
  | 41,263   
  | \$108,339,621  
  | 18,234   | \$19,792,772   | 2,290  
  | \$34,645  | 497  | \$527,538,243   
  | 167,365   |
| \$14,305,654 | 16,338   | \$102,699,900  | 39,767  | \$244,986,517  | 50,012   
   | \$256,680,865   
  | 41,926   
  | \$158,578,223  
  | 18,668   | \$30,571,853   | 2,359  
  | \$39,343  | 494  | \$807,862,355   
  | 169,564   |
| \$6,473,789  | 16,205   | \$55,293,136   | 39,152  | \$150,352,626  | 49,423   
   | \$179,190,679   
  | 41,765   
  | \$127,588,501  
  | 18,655   | \$27,829,071   | 2,437  
  | \$16,578  | 494  | \$546,744,380   
  | 168,131   |
| \$9,285,582  | 16,191   | \$52,262,003   | 34,106  | \$92,347,088   | 37,200   
   | \$81,992,645  
  | 29,729   
  | \$41,052,764   
  | 11,485   | \$3,996,367  | 890  
  | \$25,552  | 495  | \$280,962,001   
  | 130,096   |
| \$4,081,553  | 15,798   | \$17,091,893   | 28,871  | \$28,933,638   | 30,145   
   | \$24,737,692  
  | 24,185   
  | \$11,580,157   
  | 8,837  | \$1,085,381  | 590  
  | \$10,596  | 493  | \$87,520,910  
  | 108,919   |
| \$4,656,801  | 16,151   | \$23,965,610   | 31,277  | \$45,554,184   | 33,292   
   | \$46,251,764  
  | 27,152   
  | \$25,001,887   
  | 10,510   | \$2,835,354  | 758  
  | \$10,906  | 495  | \$148,276,506   
  | 119,635   |
| \$5,872,979  | 15,760   | \$24,164,608   | 28,808  | \$41,168,880   | 29,971   
   | \$35,415,793  
  | 24,004   
  | \$14,620,749   
  | 8,724  | \$1,272,990  | 588  
  | \$16,903  | 494  | \$122,532,901   
  | 108,349   |
| \$11,114,140 | 16,234   | \$58,091,864   | 33,901  | \$104,700,155  | 36,827   
   | \$95,441,719  
  | 29,729   
  | \$48,606,640   
  | 11,634   | \$5,844,877  | 931  
  | \$25,922  | 495  | \$323,825,318   
  | 129,751   |
| \$10,721,768 | 15,793   | \$44,590,202   | 28,923  | \$73,401,841   | 30,119   
   | \$60,243,905  
  | 24,183   
  | \$24,890,144   
  | 8,811  | \$2,004,781  | 592  
  | \$25,497  | 493  | \$215,878,138   
  | 108,914   |
| \$93,333,134 |  | \$571,816,687  |   | \$1,359,903,342  |  
   | \$1,797,568,243   
  | 1  
  | \$1,275,523,267  
  |  | \$222,225,637  | /  
  | \$1,599,157   | /  | \$5,321,969,466   
  |   |
| 1.75%        |  | 10.74%   | ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( )   | 25.55%   |  
   | 33.78%  
  |  
  | 23.97%   
  |  | 4.18%  | /  
  | 0.03%   | (  | 100.00%   
  |   |
| 18,658       |  | 48,507   |   | 64,234   |  
   | 58,567  
  |  
  | 30,365   
  |  | 4,766  | /  
  | 1,167   |  | 226,264   
  |   |
| \$5,002      |  | \$11,788   |   | \$21,171   |  
   | \$30,693  
  |  
  | \$42,006   
  |  | \$46,627   |  
  | \$1,370   |  | \$23,521  
  |   |
|              | Assets<br>\$13,487,574<br>\$3,608,060<br>\$2,843,204<br>\$6,882,030<br>\$14,305,654<br>\$6,473,789<br>\$9,285,582<br>\$4,081,553<br>\$4,656,801<br>\$5,872,979<br>\$51,114,140<br>\$10,721,768<br>\$93,333,134<br>1.75%<br>\$18,658<br>\$18,658<br>\$5,002 | Assets         Count           \$13,487,574         13,780           \$3,608,060         12,420           \$2,843,204         11,675           \$6,882,030         16,342           \$14,305,654         16,328           \$6,473,789         16,205           \$9,285,582         16,191           \$4,081,553         15,798           \$4,656,801         16,151           \$5,872,979         15,760           \$11,114,140         16,234           \$10,721,768         15,793           \$93,333,134         17.75%           18,658         18,658 | Member<br>Count         Assets           \$13,487,574         13,780         \$88,711,380           \$3,608,060         12,420         \$28,72,806           \$2,843,204         11,675         \$10,988,860           \$6,882,030         16,342         \$66,684,427           \$14,305,654         16,333         \$102,699,900           \$6,473,789         16,205         \$55,293,136           \$9,285,582         16,191         \$52,262,003           \$4,081,553         15,798         \$17,091,893           \$4,656,801         16,151         \$23,965,610           \$51,71,4140         16,234         \$58,091,864           \$10,721,768         15,793         \$44,590,202           \$93,333,134         \$571,816,687           1.75%         10,74%           18,658         448,507           \$55,002         \$11,788 | Member<br>Count         Assets         Member<br>Count           \$13,487,574         13,780         \$88,711,380         32,107           \$3,608,060         12,420         \$28,722,806         27,234           \$2,843,204         11,675         \$10,988,860         20,135           \$6,882,030         16,342         \$65,684,427         39,456           \$14,305,654         16,338         \$102,699,900         39,767           \$6,473,789         16,205         \$55,293,136         39,152           \$9,285,582         16,191         \$52,262,003         34,106           \$4,081,553         15,798         \$17,091,893         28,871           \$4,656,801         16,151         \$23,965,610         31,277           \$5,872,979         15,760         \$24,164,608         28,808           \$11,114,140         16,234         \$58,091,864         33,901           \$10,721,768         15,793         \$44,590,202         28,923           \$93,333,134         \$571,816,687         1.75%           1.75%         10,74%         148,658         448,507           \$18,658         48,507         \$5,002         \$11,788 | Member         Member         Count         Assets         Count         Assets           \$13,487,574         13,780         \$88,711,380         32,107         \$300,373,002           \$3,608,060         12,420         \$28,272,806         27,234         \$81,280,544           \$2,843,204         11,675         \$10,988,860         20,135         \$37,808,770           \$6,882,030         16,342         \$65,684,427         39,456         \$158,996,095           \$14,305,654         16,338         \$102,699,900         39,767         \$244,986,517           \$6,473,789         16,205         \$55,293,136         39,152         \$150,352,626           \$9,285,582         16,191         \$52,262,003         34,106         \$92,347,088           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638           \$4,686,801         16,151         \$22,965,610         31,277         \$45,554,184           \$51,11,41,40         16,234         \$58,991,864         33,901         \$10,470,0155           \$10,721,768         15,793         \$44,590,202         28,923         \$73,401,841           \$93,333,134         \$571,816,687         \$13,599,303,422         1,75%           10,74%         25,55% <td>Mamber<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count           \$13,487,574         13,780         \$88,711,380         32,107         \$300,373,002         44,160           \$3,608,060         12,420         \$28,272,806         27,234         \$81,280,544         33,770           \$2,843,204         11,675         \$10,988,860         20,135         \$37,808,770         23,465           \$6,882,030         16,342         \$65,684,427         39,456         \$158,996,095         49,283           \$14,305,654         16,308         \$102,699,900         39,767         \$244,986,517         50,012           \$6,473,789         16,205         \$55,293,136         39,152         \$150,352,626         49,423           \$9,285,582         16,191         \$52,262,003         34,106         \$92,347,088         30,145           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638         30,145           \$4,666,801         16,151         \$23,965,610         31,277         \$45,554,184         32,927           \$10,721,768         15,793         \$44,690,202         28,923         \$73,401,841         30,119           \$33,333,134         \$571,816,687<!--</td--><td>Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Member<br/>Assets           \$13,487,574         13,780         \$88,711,380         32,107         \$300,373,002         44,160         \$625,473,602           \$3,608,060         12,420         \$28,272,806         27,234         \$81,280,544         33,770         \$147,979,698           \$2,843,204         11,675         \$10,988,860         20,135         \$37,808,770         23,465         \$76,351,226           \$6,882,030         16,342         \$65,684,427         39,456         \$158,996,095         49,283         \$167,808,653           \$6,473,789         16,205         \$55,293,136         39,152         \$150,352,626         49,423         \$17,9190,679           \$9,285,582         16,101         \$52,262,003         34,106         \$92,347,088         37,200         \$81,992,645           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638         30,145         \$24,737,692           \$4,656,801         16,151         \$23,965,610         31,277         \$45,554,184         33,292         \$46,251,754           \$5,872,979         15,760         \$24,164,608         28,808         \$41,168,880</td><td>Member         Member         Member         Member         Member         Count         Assets         Assets<td>Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Assets         Count         Assets         Stat         Stat</td><td>Member         Member         Member         Member         Member         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\$92,347,088         30,145           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638         30,145           \$4,666,801         16,151         \$23,965,610         31,277         \$45,554,184         32,927           \$10,721,768         15,793         \$44,690,202         28,923         \$73,401,841         30,119           \$33,333,134         \$571,816,687 </td <td>Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Member<br/>Assets           \$13,487,574         13,780         \$88,711,380         32,107         \$300,373,002         44,160         \$625,473,602           \$3,608,060         12,420         \$28,272,806         27,234         \$81,280,544         33,770         \$147,979,698           \$2,843,204         11,675         \$10,988,860         20,135         \$37,808,770         23,465         \$76,351,226           \$6,882,030         16,342         \$65,684,427         39,456         \$158,996,095         49,283         \$167,808,653           \$6,473,789         16,205         \$55,293,136         39,152         \$150,352,626         49,423         \$17,9190,679           \$9,285,582         16,101         \$52,262,003         34,106         \$92,347,088         37,200         \$81,992,645           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638         30,145         \$24,737,692           \$4,656,801         16,151         \$23,965,610         31,277         \$45,554,184         33,292         \$46,251,754           \$5,872,979         15,760         \$24,164,608         28,808         \$41,168,880</td> <td>Member         Member         Member         Member         Member         Count         Assets         Assets<td>Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Assets         Count         Assets         Stat      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        \$92,347,088         37,200         \$81,992,645           \$4,081,553         15,798         \$17,091,893         28,871         \$28,933,638         30,145         \$24,737,692           \$4,656,801         16,151         \$23,965,610         31,277         \$45,554,184         33,292         \$46,251,754           \$5,872,979         15,760         \$24,164,608         28,808         \$41,168,880 | Member         Member         Member         Member         Member         Count         Assets         Assets <td>Member<br/>Assets         Member<br/>Count         Member<br/>Assets         Member<br/>Count         Assets         Count         Assets         Stat         Stat</td> <td>Member         Member         Member         Member         Member         Count         Assets         Count</td> <td>Member         Member         Member         Member         Member         Member         Count         Assets         <th< td=""><td>Member         Member         Member         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The funds highlighted in yellow denote inclusion in the GoalMaker product.

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



# December 2010 NC 457 Asset Allocation and Diversification

	18-29	)	30-3	9	40-49		50-5		60-69		70+	70+	No I	DOB	Grand Total	70+
Investment Option	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count
NC STABLE VALUE-457	\$397,062	1,224	\$3,251,278	3,991	\$21,339,879	7,495	\$93,268,824	8,657	\$149,797,528	5,184	\$71,502,033	1,281	\$4,383	8	\$339,560,986	27,84
North Carolina Large Cap Index Fund	\$215,383	1,403	\$3,786,928	3,140	\$14,779,051	4,798	\$30,392,644	4,394	\$28,747,932	2,008	\$12,453,863	384	\$870	1	\$90,376,670	16,12
North Carolina Large Cap Grow th Fund	\$171,907	1,573	\$3,016,534	4,230	\$15,210,099	6,348	\$25,521,339	5,600	\$25,634,150	2,513	\$8,374,589	414	\$1,813	3	\$77,930,432	20,68
North Carolina Large Cap Value Fund	\$283,633	1,588	\$2,725,885	4,158	\$10,380,196	6,027	\$21,939,166	5,440	\$26,926,157	2,553	\$11,572,403	486	\$438	2	\$73,827,878	20,25
North Carolina International Fund	\$295,218	1,580	\$2,584,044	4,050	\$8,380,008	5,602	\$14,575,708	4,723	\$14,695,208	1,906	\$4,683,815	248	\$548	2	\$45,214,549	18,11
North Carolina Fixed Income Fund	\$95,929	1,238	\$1,333,806	3,026	\$5,469,841	4,401	\$14,643,489	3,983	\$17,473,819	1,784	\$5,415,145	243	\$617	1	\$44,432,646	14,67
North Carolina SMID Value Fund	\$308,400	1,586	\$2,896,961	4,048	\$8,857,683	5,491	\$14,614,090	4,512	\$13,119,124	1,672	\$3,535,808	166	\$381	2	\$43,332,448	17,47
North Carolina SMID Grow th Fund	\$211,447	1,569	\$2,074,759	4,004	\$5,849,542	5,369	\$9,617,252	4,346	\$7,508,168	1,566	\$2,083,421	155	\$904	2	\$27,345,492	17,01
North Carolina SMID Cap Index Fund	\$63,215	1,059	\$767,643	1,858	\$2,123,627	2,506	\$2,707,896	1,856	\$2,075,741	535	\$949,808	52	\$0	0	\$8,687,931	7,86
North Carolina International Index Fund	\$43,089	1,052	\$569,851	1,867	\$1,447,223	2,483	\$1,998,576	1,831	\$1,456,637	520	\$554,558	52	\$0	0	\$6,069,934	7,80
North Carolina Global Equity Fund	\$54,307	1,049	\$530,299	1,825	\$1,265,216	2,447	\$1,708,976	1,793	\$1,315,331	485	\$265,650	41	\$0	0	\$5,139,779	7,64
North Carolina Fixed Income Index	\$23,072	1,014	\$216,788	1,767	\$961,171	2,360	\$2,035,102	1,699	\$1,555,560	447	\$324,718	36	\$0	0	\$5,116,411	7,32
Fidelity Contrafund	\$941	3	\$162,180	18	\$849,473	68	\$2,080,797	109	\$3,484,035	117	\$1,251,633	29	\$0	0	\$7,829,058	34
Dodge & Cox Stock Fund	\$233	2	\$76,781	14	\$493,780	63	\$1,330,723	86	\$1,473,300	84	\$687,333	24	\$0	0	\$4,062,150	27
American Funds EuroPacific Grow th Fund A	\$2,851	4	\$43,589	20	\$443,479	67	\$1,152,078	90	\$1,806,075	102	\$586,989	26	\$0	0	\$4,035,060	30
Fidelity Equity Income Fund	\$1,079	2	\$37,211	13	\$322,710	28	\$764,399	54	\$1,545,184	62	\$802,676	21	\$0	0	\$3,473,259	18
T. Row e Price Blue Chip Grow th Fund	\$2,916	2	\$84,103	16	\$479,992	49	\$952,994	79	\$958,904	70	\$554,746	22	\$0	0	\$3,033,656	23
PIMCO Total Return Fund Admin	\$29	1	\$14,585	8	\$168,322	36	\$626,169	64	\$1,467,228	77	\$476,125	16	\$0	0	\$2,752,458	20
T. Row e Price Small-Cap Value	\$1,555	4	\$22,668	19	\$196,064	46	\$832,245	74	\$1,044,793	63	\$215,029	14	\$0	0	\$2,312,355	22
Artisan Mid Cap Fund Inv	\$1,105	4	\$16,006	12	\$217,977	40	\$506,630	59	\$722,082	52	\$343,752	9	\$0	0	\$1,807,552	17
American Funds American Balanced A	\$0	0	\$10,989	3	\$156,507	20	\$330,551	33	\$639,778	37	\$291,059	13	\$0	0	\$1,428,885	10
Lord Abbett Mid Cap Value Fund	\$868	3	\$10,678	11	\$163,830	45	\$421,843	61	\$416,655	46	\$131,934	10	\$0	0	\$1,145,808	17
Baron Small Cap	\$8	1		4	\$123,869	30	\$221,684	45		29	\$152,724	9	\$0	0	\$663,283	11
Grand Total	\$2,174,249		\$24,234,027		\$99,679,538		\$242,243,175	1	\$304,027,928	1.1	\$127,209,812		\$9,954	- /-	\$799,578,682	
Total Members	1,870		5,418		8,889		9,472		5,472	1.7	1,337		10	6	32,468	
Average Account Balance	\$1,163		\$4,473		\$11,214		\$25,575		\$55,561		\$95,146		\$995		\$0	
Percentage of Assets	0.27%		3.03%		12.47%		30.30%		38.02%		15.91%		0.00%		100.00%	

The funds highlighted in yellow denote inclusion in the GoalMaker product.

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



# December 2011 NC 457 Asset Allocation and Diversification

	18-29		30-3	•	40-49		50-5		60-6	0	70+	70+	No E		Grand Total	70+
	10-29		50-5		40-43				00-0				NO L		Granu Total	
		Member		Member		Member				Member		Member		Member		Member
Investment Option	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count	Assets	Count
NC STABLE VALUE-457	\$400,535	1,783	\$3,414,792	4,685	\$21,014,647	8,446	\$93,453,966	9,385	\$165,774,989	5,628	\$80,266,043	1,390	\$5,065	11	\$364,330,037	31,328
North Carolina Large Cap Index Fund	\$241,394	2,171	\$3,316,168	4,366	\$14,672,232	6,321	\$29,148,897	5,388	\$31,272,726	2,410	\$13,958,328	460	\$974	5	\$92,610,720	21,121
North Carolina Large Cap Grow th Fund	\$150,205	2,276	\$2,320,714	5,288	\$13,808,110	7,743	\$23,596,263	6,516	\$24,961,872	2,868	\$8,952,406	487	\$1,803	7	\$73,791,373	25,185
North Carolina Large Cap Value Fund	\$224,297	2,276	\$2,308,300	5,220	\$9,610,166	7,412	\$20,480,875	6,326	\$27,989,021	2,932	\$12,450,007	557	\$469	6	\$73,063,135	24,729
North Carolina Fixed Income Fund	\$86,636	1,640	\$1,358,074	3,596	\$6,161,366	5,446	\$16,767,988	4,967	\$20,204,728	2,129	\$7,728,052	290	\$695	4	\$52,307,539	18,072
North Carolina International Fund	\$307,572	2,268	\$2,763,079	5,145	\$8,520,086	7,030	\$14,156,226	5,691	\$15,307,351	2,247	\$4,598,473	298	\$546	6	\$45,653,334	22,685
North Carolina SMID Value Fund	\$238,169	2,277	\$2,552,092	5,154	\$8,162,027	6,940	\$13,419,519	5,505	\$13,709,259	2,036	\$3,845,692	218	\$388	6	\$41,927,147	22,136
North Carolina SMID Grow th Fund	\$187,307	2,267	\$1,908,294	5,115	\$6,042,170	6,853	\$9,438,096	5,362	\$8,377,683	1,916	\$2,178,489	194	\$923	6	\$28,132,962	21,713
North Carolina Fixed Income Index	\$42,865	1,517	\$333,127	2,592	\$2,109,514	3,665	\$5,103,354	2,922	\$5,055,330	836	\$1,516,554	73	\$45	3	\$14,160,790	11,608
North Carolina SMID Cap Index Fund	\$140,698	1,948	\$1,102,246	3,357	\$3,080,765	4,300	\$3,541,251	3,090	\$2,586,866	892	\$1,258,189	82	\$49	4	\$11,710,062	13,673
North Carolina International Index Fund	\$165,282	1,941	\$1,294,671	3,355	\$3,135,176	4,250	\$3,688,640	3,062	\$2,454,632	874	\$756,500	79	\$47	4	\$11,494,948	13,565
North Carolina Global Equity Fund	\$90,381	1,938	\$614,895	3,323	\$1,716,963	4,213	\$2,023,176	3,003	\$1,514,098	833	\$619,147	73	\$32	4	\$6,578,692	13,387
Grand Total	\$2,275,342		\$23,286,453		\$98,033,222		\$234,818,251		\$319,208,554		\$138,127,880	/	\$11,036		\$815,760,739	
Percentage of Assets	0.28%		2.85%		12.02%		28.79%		39.13%		16.93%		0.00%		100.00%	
Total Participants	2,552		6,369		10,075		10,232		5,942		1,452		14		36,636	
Average Account Balance	\$892		\$3,656		\$9,730		\$22,949		\$53,721		\$95,129		\$788		\$22,267	

The funds highlighted in yellow denote inclusion in the GoalMaker product.

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



### Disclaimers

# Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.

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

Fixed income investment (bond) funds are subject to interest rate risk; their value will decline as interest rates rise.

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# NC 401(k) Member Breakdown

<b>4Q 2011</b> 226,264	<b>Difference #</b> 3,053	Difference %
226.264	3 053	1 270/
	3,033	1.37%
\$24,302	\$437	1.83%
\$8,960	(\$78)	-0.86%
	. ,	

#### 401(k) Member Breakdown



# of Members

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



## NC 457 Member Breakdown

457								
	4Q 2010	4Q 2011	Difference #	Difference %				
Members with an Account Balance	32,468	36,636	4,168	12.84%				
Average Account Balance	\$29,841	\$27,993	(\$1,848)	-6.19%				
Median Account Balance	\$5,132	\$3,762	(\$1,370)	-26.70%				

#### 457 Member Breakdown





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



			Enro	ollments							
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Differe	nce #	Difference %		
401(k) Enrollments	2,725	2,441	-284	-10.42%	12,937	12,024	-91	.3	-7.06%		
457 Enrollments	1,199	1,321	122	10.18%	4,597	5,827	1,23	30	26.76%		
Total Combined Enrollments	3,924	3,924 3,762 -162 -4.13% 17,534 17,851 317									
2011 Goal: Keep enr	2011 Goal: Keep enrollments within 10% of prior year enrollments Breakdown by Age 401(k) 457										
As of Decembe						Less Than 2	20	0.73%	0.00%		
As of December	er NC 457	enrollments	increased 26.	76%		20 - 29		29.68%	21.18%		
YTD 51.69% of e	aligible nev	v hires enrol	led in the 101	(k) Plan		30 - 39		23.39%	19.22%		
YTD 43.32% of				• •		40 - 49		19.59%	29.80%		
	engliste ne			1 1011		50 - 59		14.48%	22.35%		
						60 - 69		4.53%	7.45%		
						70 - 79		0.44%	0.00%		
			401(k)	Enrollments		No Date of B	irth	7.16%	0.00%		
736 897	1,135 1	926	, 1,129 , , , , , , , , , , , , , , , , , , ,	923 1,102	1,183 <u>1</u>	,113 899	858	684	ц.		
Dec-10 Jan-11	Feb-11 M	lar-11 Apr-2	11 May-11 J		Aug-11 Se	ep-11 Oct-11	Nov-11	Dec-11	L		
		674	457 E	inrollments 675		654 678					
215 280	561	34	7 401	422	492	654 678	389	254	L,		
Dec-10 Jan-11	Feb-11 N	Mar-11 Apr-	-11 May-11	Jun-11 Jul-11	Aug-11 S	ep-11 Oct-11	Nov-11	Dec-12	1		

• 401(k) Plan had 152 on-line enrollments for the quarter.

• 457 Plan had 68 on-line enrollments for the quarter.



401(k) Contributions									
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %	
Employee	\$58,976,682	\$56,029,786	(\$2,946,896)	-5.00%	\$221,625,655	\$218,372,938	(\$3,252,716)	-1.47%	
Employer	\$39,853,590	\$40,151,493	\$297,904	0.75%	\$157,118,414	\$157,958,247	\$839,833	0.53%	
Roth	\$5,317,876	\$6,242,043	\$924,166	17.38%	\$19,127,709	\$22,596,356	\$3,468,646	18.13%	
Rollover	\$11,781,375	\$8,021,685	(\$3,759,690)	-31.91%	\$36,474,731	\$34,423,293	(\$2,051,437)	-5.62%	
<b>Total Contributions</b>	\$115,929,523	\$110,445,007	(\$5,484,516)	-4.73%	\$434,346,508	\$433,350,834	(\$995,674)	-0.23%	

2011 Maintain 401(k) Employee Voluntary average deferral of \*5% As of December the average deferral rate \*4.95%. Average contribution \$172.36



□ Total Contributions in Millions

\*The average deferral rate was calculated using a salary base of \$41,804. Source Office of State Personnel website.



## 401(k) Employee & Roth Rate Change



Decrease





457 Contributions								
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Elective Deferrals	\$11,388,656	\$11,492,010	\$103,354	0.91%	\$42,390,761	\$44,747,589	\$2,356,828	5.56%
Roth 457(b)	\$0	\$97,982	\$97,982	N/A	\$0	\$217,605	\$217,605	N/A
Rollovers	\$2,406,274	\$3,412,150	\$1,005,875	41.80%	\$7,370,615	\$13,015,418	\$5,644,802	76.59%
<b>Total Contributions</b>	\$13,794,931	\$15,002,142	\$1,207,211	8.75%	\$49,761,376	\$57,980,611	\$8,219,235	16.52%

2011 Maintain 457 Employee Voluntary average deferral of \*5% As of December the average deferral rate \*4.78%. Average contribution \$166.64





\*The average deferral rate was calculated using a salary base of \$41,804. Source Office of State Personnel website.



## 457 Employee & Roth Rate Change



Increase

VRU Increase

SUPPLEMENTAL RETIREMENT PLANS

Jun-11

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ORTH CARO.

Jul-11

-----Rate Decreased to Zero

7

Aug-11

Sep-11

Oct-11

Nov-11

Dec-11

May-11

Apr-11

0

Dec-10

Jan-11

Feb-11

Mar-11

# NC 401(k) Roth Contributions

Breakdown by Age								
18 - 29	20.10%							
30 – 39	28.23%							
40-49	28.33%							
50 - 59	19.32%							
60 - 69	3.79%							
70 +	0.11%							
Unknown	0.12%							

Average Employee Roth Contribution Per Month: \$115.42

#### **Roth Contributions** In Thousands





## NC 457 Roth Contributions

Breakdown by Age								
16.25%								
29.25%								
29.25%								
21.50%								
3.25%								
0.50%								

Average Employee Roth Contribution Per Month: \$66.44

## **Roth 457 Contributions**



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## NC 401(k) GoalMaker **Members/Participation Rate**

### 2011 Goal: Capture 70% of new enrollees into the GoalMaker Program As of December 2011 88.76% of the NC 401(k) Plan new enrollees elected GoalMaker



Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



# NC 401(k) GoalMaker Total Assets/Asset Rate

#### GoalMaker Assets 36.42% as December 2011

**GoalMaker Assets In Millions** 



■ Conservative ■ Moderate ■ Aggressive

36.21%	36.51%	36.66%	36.67%	36.49%	36.57%	36.49%	35.77%	35.06%	34.29%	34.88%	34.61%	34.43%
45.44%	45.38%	45.43%	45.42%	45.49%	45.43%	45.46%	45.49%	45.45%	45.63%	45.58%	45.49%	45.57%
18.35%	18.11%	17.91%	17.91%	18.02%	18.00%	18.05%	18.74%	19.49%	20.08%	19.54%	19.90%	20.00%
Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11

Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



# NC 401(k) GoalMaker Breakdown

60-69 0.38% 0.57% 50 - 59 16.24%\_ 60-69 32.81% 70 - 79 8.17% 1.34% 20 - 29 14.65% Unknown 50-59 0.02% 21.94% 20 - 29 3.97% .30 - 39 40 - 49 \_30 - 39 40-49 26.70% 29.61% 16.01% 27.59% # of Members 90,000 80,000 70,000 401(k) 60,000 Difference # Difference % Dec-10 Dec-11 50,000 Average Account Balance \$19,456 \$19,378 (\$78) -0.40% 40,000 (\$230) \$6,777 \$6,547 Median Account Balance -3.40% 30,000 20,000 10,000 0

Members Enrolled in GoalMaker

70 - 79

Unkown

Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.

Under

\$5,000

\$5000 -

\$10,000

\$10,001 -

\$25,000

\$25,001 -

\$50,000

\$50,001 -

\$101,000

\$100,000 and Higher

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#### Total(GM Portfolio) Assets

#### NC 457 GoalMaker

#### Members / Participation Rate

2011 Goal: Capture 70% of new enrollees into the GoalMaker Program As of December 80.14% of the NC 457 Plan new enrollees elected GoalMaker



#### 2011 Goal:GoalMaker participation rate 25.50% As of December GoalMaker Participation Rate 35.18%



Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



#### NC 457 GoalMaker Total Assets/Asset Rate

#### GoalMaker 11.40 % Assets in the Plan as of December 2011

#### **Assets in Thousands**

\$64,276	\$67,027	\$71,963	\$74,359	\$78,563	\$80,571	\$80,521	\$82,709	\$81,409	\$80,274	\$88,268	\$91,122	\$93,034
Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
				Con:	servative	□ Moderat	te 🗖 Agg	ressive				
			30.14%	30.59%	29.62%	29.15%	<mark>29.24%</mark>	29.54%	27.15%	27.34%	26.77%	26.65%
29.32%	29.46% 46.87%	<b>29.62%</b>	47.34%	46.78%	47.55%	47.13%	46.88%	46.12%	46.90%	47.63%	47.58%	47.65%
46.93% 23.75%	23.67%	22.83%	22.52%	22.63%	22.83%	23.72%	23.88%	24.34%	25.95%	25.03%	25.65%	25.70%
Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11

Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



## NC 457 GoalMaker Breakdown

#### **Members Enrolled in GoalMaker**



457

\$10,121

\$614

Dec-10 \$12,161

\$790

**Average Account Balance** 

Median Account Balance

**Dec-11** Difference # Difference %

-16.78%

-22.27%

(\$2,040)

(\$176)



# of Members



Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



#### GoalMaker **Age Adjustment**

### 401(k) Age Adjustment

55.05% of the members enrolled in GoalMaker elected Age Adjustment



• Age adjustment was offered as a new feature to NC 401(k) members in June 2006.

• GoalMaker with age adjustment was offered to NC 457 members in March of 2009.

Keep in mind that application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.



401(k) Loans								
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Number of Outstanding Loans	46,539	49,855	3,316	7.13%				
Loan Account Balance	\$236,593,051	\$259,766,327	\$23,173,276	9.79%				
New Loan Initiations	4,536	4,085	-451	-9.94%	18,732	17,466	-1,266	-6.76%
Loan Initiations	\$32,457,158	\$29,763,450	(\$2,693,708)	-8.30%	\$137,364,365	\$136,464,301	(\$900,064)	-0.66%
Loan Repayments	\$27,568,012	\$28,741,661	\$1,173,649	4.26%	\$105,451,587	\$105,746,421	\$294,833	0.28%

2011 Goal: \*Keep the average percent of members with a loan within 2.5% of national average 25.6% As of December 25.66% of members have a loan



\*Source Hewitt "How Well Are Employees Saving and Investing" 2011 Universe Benchmark is 25.6% of participants have an outstanding loan.

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457 Loans								
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Number of Outstanding Loans	4,023	4,514	491	12.20%				
Loan Account Balance	\$11,845,815	\$13,547,404	\$1,701,589	14.36%				
New Loan Initiations	326	432	106	32.52%	1,662	1,809	147	8.84%
Loan Initiations	\$1,920,205	\$1,611,794	(\$308,410)	-16.06%	\$7,574,431	\$7,584,191	\$9,759	0.13%
Loan Repayments	\$1,395,816	\$1,540,965	\$145,149	10.40%	\$4,817,720	\$5,763,632	\$945,912	19.63%

2011 Goal: \*Keep the average percent of members with a loan within 2.5% of national average 25.6% As of December 14.99% of members have a loan



**Loan Initiations** 

**Assets In Thousands** 



\*Source Hewitt "How Well Are Employees Saving and Investing" 2011 Universe Benchmark is 25.6% of participants have an outstanding loan.

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401(k) Disbursements								
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Term – Lump Sum	\$35,566,289	\$41,895,475	\$6,329,186	17.80%	\$136,865,866	\$178,679,042	\$41,813,176	30.55%
In-Service	\$11,721,825	\$9,624,914	(\$2,096,911)	-17.89%	\$44,462,790	\$48,462,361	\$3,999,571	9.00%
State Retirement System	\$7,079,501	\$6,181,177	(\$898,324)	-12.69%	\$25,966,779	\$29,817,272	\$3,850,493	14.83%
Hardship	\$1,529,368	\$1,511,866	(\$17,502)	-1.14%	\$6,595,850	\$6,187,094	(\$408,756)	-6.20%
Systematic	\$1,904,308	\$2,254,246	\$349,938	18.38%	\$8,059,290	\$8,261,345	\$202,056	2.51%
Total Disbursements	\$57,801,291	\$61,467,677	\$3,666,386	6.34%	\$221,950,574	\$271,407,114	\$49,456,540	22.28%

	401(k) Disbursements							
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Term – Lump Sum	4,341	5,061	720	16.59%	13,641	16,658	3,017	22.12%
In-Service	1,442	1,516	74	5.13%	5,535	6,035	500	9.03%
State Retirement System	250	183	(67)	-26.80%	825	855	30	3.64%
Hardship	621	595	(26)	-4.19%	2,480	2,505	25	1.01%
Systematic	2,367	2,628	261	11.03%	8,944	9,598	654	7.31%
Total Disbursements	9,021	9,983	962	10.66%	31,425	35,651	4,226	13.45%





# 4Q 2011 401(k) Bailey Exempt Assets Disbursed

	Average
In-Service	Disbursement
40 - 49	\$7,800
50 - 59	\$10,031
60 - 69	\$5,863
70 - 79	\$5,791
Average	\$6,252

	Average
Partial Term	Disbursement
40 - 49	\$10,804
50 - 59	\$10,573
60 - 69	\$9,284
70 - 79	\$3,395
Average	\$5,659

	Average
Total Term	Disbursement
40 - 49	\$31,545
50 - 59	\$33,177
60 - 69	\$28,696
70 - 79	\$5,168
Average	\$28,205

#### % of Assets Disbursed



- 34 Service Credit Transfers to the State Retirement System with assets transferred \$2,975,892.
- 1 in Plan Roth Conversion with assets of \$33,000.
- 69 Bailey Exempt member rolled \$4,234,982 assets out of the 401(k) Plan.
- 62 beneficiary distributions with \$266,143 assets disbursed for the quarter.
- 6 QDRO distributions with \$64,488 assets disbursed for the quarter.
- 859 minimum distributions with \$2,724,080 assets disbursed for the quarter.



2010 YTD 2011	Difference #	Difference %
396,072 \$37,022,390	\$6,126,318	19.83%
56,918 \$432,552	\$75,634	21.19%
9,574 \$85,670	\$36,096	72.81%
52,739 \$1,195,675	\$542,935	83.18%
9,337 \$540,712	\$131,375	32.09%
72,173 \$4,804,804	(\$167,369)	-3.37%
336,813 \$44,081,803	\$6,744,990	18.07%
	396,072         \$37,022,390           56,918         \$432,552           9,574         \$85,670           52,739         \$1,195,675           09,337         \$540,712           72,173         \$4,804,804	896,072\$37,022,390\$6,126,31856,918\$432,552\$75,6349,574\$85,670\$36,09652,739\$1,195,675\$542,9359,337\$540,712\$131,37572,173\$4,804,804(\$167,369)

## **457 Disbursements**

	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Term – Lump Sum	1,512	1,529	17	1.12%	5,073	4,652	-421	-8.30%
In-Service	5	5	0	0.00%	9	32	23	255.56%
In-Service (deminimis)	20	21	1	5.00%	49	63	14	28.57%
State Retirement System	13	12	-1	-7.69%	36	45	9	25.00%
Unforeseen Emergency	76	79	3	3.95%	242	299	57	23.55%
Systematic	1,286	1,261	-25	-1.94%	5,048	4,898	-150	-2.97%
Total Disbursements	2,912	2,907	-5	-0.17%	10,457	9,989	-468	-4.48%



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# 4Q 2011 457 Bailey Exempt Assets Disbursed

	Average		
Partial Term	Disbursement		
40 - 49	\$ <mark>4</mark> 17		
50 - 59	\$3,377.73		
60 - 69	\$2,5 <mark>04.</mark> 10		
70 - 79	\$6,228.11		
Average	\$4,741.23		

	Average
Total Term	Disbursement
50 - 59	\$20, <mark>9</mark> 91
60 - 69	\$ <mark>6</mark> 4,176
70 - 79	\$16,806
Average	\$40,914

## % of Assets Disbursed



- 1 Service Credit Transfer to the State Retirement System with assets transferred of \$10,404 for the for the quarter.
- 16 members rolled assets totaling \$1,186,650 out of the 457 Plan for the quarter.
- 15 beneficiary disbursements with \$69,229 in assets disbursed for the quarter.
- 1 QDRO disbursement with \$10,000 assets disbursed for the quarter.
- 328 minimum distributions with \$1,955,593 in assets disbursed for the quarter.



Systematic

# 401 (k) Systematic

Assets in Thousands



**457 Systematic** 

**Assets in Thousands** 





401(k) Transactions													
	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Average Number of Funds Per Member	6.90	6.93	6.96	7.00	7.03	7.06	6.92	6.93	6.95	7.00	6.97	6.99	7.00
Number of Unique Exchanges	86,848	1,418	1,311	80,502	1,336	1,034	99,758	1,972	2,097	95,598	1,824	1,142	86,784
Internet Logins	102,650	141,130	121,082	123,552	128,708	106,172	101,822	123,037	131,368	102,834	128,246	99,372	100,802
Unique Logins	21,399	31,849	24,065	25,309	29,813	25,043	23,982	31,411	27,376	22,128	32,187	21,470	21,148

457 Transactions													
	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Average Number of Funds Per Member	5.70	5.76	5.83	5.93	6.05	6.14	6.13	6.20	6.28	6.33	6.42	6.49	6.53
Number of Unique Exchanges	3,893	315	243	3,940	291	229	2,689	409	410	7,536	321	247	5,923
Internet Logins	31,851	42,434	37,192	37,565	38,861	33,107	30,662	37,802	39,261	30,173	40,566	31,182	32,278
Unique Logins	6,174	8,830	6,877	7,350	8,410	7,394	7,052	9,233	7,921	6,637	9,726	6,495	6,346

401(k)Plan Market Timer							
Transaction Activity	Notices Mailed	Impacted Funds	Impacted Dollar Amounts				
Active Trading	2	NC Fixed Income Index	Exchanges In: \$412,132.39				
Active Trading	2	NC Small Mid Cap Value	Exchanges Out: \$391,927.55				

457 Plan Market Timer							
Transaction Activity	<b>Notices Mailed</b>	Impacted Funds	Impacted Dollar Amounts				
Active Trading	3	NC Fixed Income Index NC Small Mid Cap Value	Exchanges In: \$745,330.48 Exchanges Out: \$769,082.31				

• The spike in number of exchanges and number of unique exchanges for December 2010, March 2011, June 2011, September 2011, and December 2011 is due to the GoalMaker rebalance.



# 401(k) Retirement Income Calculator

Retirement Income Calculator (RIC) Activity	10/01/2011 - 12/31/2011
Total Number of Participants in Plan	226,264
Number of Visits to RIC	2,147
Number of Participants Utilizing RIC	1,982
% of Participants Utilizing RIC	0.88%
Number of Participants Taking Action	278
% of Participants Utilizing RIC and Taking Action	14.03%

Retirement Income Calculator (RIC) Utilization	10/01/2011 - 12/31/2011
Participants Increasing Deferral Percentage	219
Average Deferral Change	4.97%
Average Annualized Dollar Increase	\$2,114
% of Participants Increasing After Utilizing RIC	11.05%
Participants Decreasing Deferral Percentage	59
Average Deferral Change	-10.81%
Average Annualized Dollar Decrease	(\$4,703)
% of Participants Decreasing After Utilizing RIC	2.98%



Total number of participants in plan - Includes active, terminated, retired, and suspended employees.

Number of visits to RIC - Number of times participants visited the Retirement Income Calculator during the reporting period. Each time a participant uses RIC is considered a visit.

% of participants utilizing RIC - Percent of participants in the plan who utilized the Retirement Income Calculator.

Number of participants taking action - Number of participants who changed their deferral rate after utilizing the Retirement Income Calculator during the reporting period.

% of participants utilizing RIC and taking action - Percent of participants utilizing the Retirement Income Calculator who made a deferral change after utilizing RIC during the reporting period.



# **457 Retirement Income Calculator**

Retirement Income Calculator (RIC) Activity	10/01/2011 - 12/31/2011
Total Number of Participants in Plan	36,636
Number of Visits to RIC	386
Number of Participants Utilizing RIC	349
% of Participants Utilizing RIC	0.95%
Number of Participants Taking Action	51
% of Participants Utilizing RIC and Taking Action	14.61%

Retirement Income Calculator (RIC) Utilization	10/01/2011 - 12/31/2011
Participants Increasing Deferral Percentage	39
Average Deferral Change	10.49%
Average Annualized Dollar Increase	\$3,363
% of Participants Increasing After Utilizing RIC	11.17%
Participants Decreasing Deferral Percentage	12
Average Deferral Change	-12.38%
Average Annualized Dollar Decrease	(\$3,216)
% of Participants Decreasing After Utilizing RIC	3.44%



Total number of participants in plan - Includes active, terminated, retired, and suspended employees.

Number of visits to RIC - Number of times participants visited the Retirement Income Calculator during the reporting period. Each time a participant uses RIC is considered a visit.

% of participants utilizing RIC - Percent of participants in the plan who utilized the Retirement Income Calculator.

Number of participants taking action - Number of participants who changed their deferral rate after utilizing the Retirement Income Calculator during the reporting period.

% of participants utilizing RIC and taking action - Percent of participants utilizing the Retirement Income Calculator who made a deferral change after utilizing RIC during the reporting period.


		401(	(k) &	457	Call	Cent	er St	atist	ics				
	Dec-10	Jan-11	Feb-11	Mar-11	Apr-11	May-11	Jun-11	Jul-11	Aug-11	Sep-11	Oct-11	Nov-11	Dec-11
Service Center Calls	12,260	13,235	11,214	13,242	12,672	12,541	14,167	15,602	15,442	11,211	12,871	11,931	11,218
Service Percentage	82.50%	85.70%	82.20%	83.00%	85.50%	80.40%	83.00%	82.70%	85.00%	90.70%	82.30%	83.70%	84.60%
Average Speed to Answer	12 sec	20 sec	13 sec	14 sec	10 sec	13 sec	12 sec	11 sec	12 sec	7 sec	14 sec	13 sec	12 sec
Abandon Percentage	0.50%	0.50%	0.50%	0.50%	0.30%	0.70%	0.70%	0.40%	0.50%	0.30%	0.50%	0.50%	0.80%

### Service Percentage





40	)1(k) Call Reaso	ns
Reason	Sub Reason	Percent of Calls
Distribution Inquiry	Status	9.6%
General Information	General Retirement Plan	9.5%
Distribution Inquiry	Termination	6.7%
Loan Inquiry	Loan Initiation	6.6%
Loan Inquiry	General Information	5.0%
Loan Inquiry	Available Amount	4.8%
Loan Inquiry	Loan Status	4.2%
Distribution Inquiry	In-Service	3.9%
General Information	Account Balance	3.8%
Loan Inquiry	Loan Balance	3.0%
Distribution Inquiry	Help Member with Form	2.9%
Distribution Inquiry	RMD	2.9%
Internet Assistance	General	2.8%

457 Call Reasons	
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Reason	Sub Reason	Percent of Calls
Distribution Inquiry	Termination	10.8%
Distribution Inquiry	Status	10.4%
Loan Inquiry	Loan Initiation	7.1%
General Information	General Information	6.8%
Distribution Inquiry	RMD	5.6%
Loan Inquiry	Available Amount	4.5%
Contribution Inquiry	Contribution Rate	3.9%
General Information	Member Follow up	3.9%
Distribution Inquiry	Amount Available	3.2%
Distribution Inquiry	Help Member with Form	3.2%



40	1(k) & 4	457 Edı	ucation 8	k Enrollme	ent Tea	m Activ	vity	
	4Q 2010	4Q 2011	Difference #	Difference %	YTD 2010	YTD 2011	Difference #	Difference %
Member Meetings	844	959	115	13.63%	3,977	4,345	368	9.25%
Number of Members Attending Meeting	28,536	28,517	(19)	-0.07%	106,004	102,707	(3,297)	-3.11%
Proactive Calls to Employers	737	530	(207)	-28.09%	3,486	2,630	(856)	-24.56%

### 401(k) & 457 Education & Enrollment Team Activity Survey

220 Surveys Returned	5	6	7
Presenter's explanation of the benefits of the Plan(s)	2%	22%	75%
Presenter's clarity in response to questions	1%	18%	80%
Length of presentation	3%	24%	73%
Increased awareness of importance of saving for retirement?	Yes	No	
	99%	1%	

Survey ratings are from 1 to 7, with one being poor and 7 being outstanding.



401(k)	State Accou	int	
Account Activity	Date	<b>Opening/Closing Balance</b>	Debits/Credits
Opening account value	10/1/2011	\$4,648,262.81	
September 2011 Separate Asset Based Fees	10/7/2011		\$76,039.08
3Q 2011 Separate Account Asset Based Fees	10/13/2011		\$103,968.21
3Q 2011 Frozen Funds 12b-1 Fees	10/28/2011		\$38,601.70
3Q 2011 Frozen Funds sub t/a Fees	10/28/2011		\$28,746.73
Remitted payment to State Treasurer Invoice	10/31/2011		(\$180,000.00)
October 2011 Separate Asset Based Fees	11/9/2011		\$80,429.21
November 2011 Separate Asset Based Fees	12/8/2011		\$78,928.17
Gain/loss in account value	12/31/2011		\$36,300.28
Closing Account Value	12/31/2011	\$4,911,276.19	

457 S	tate Accoun	t	
Account Activity	Date	<b>Opening/Closing Balance</b>	Debits/Credits
Opening account value	10/1/2011	\$4,344,510.41	
September 2011 Separate Asset Based Fees	10/7/2011		\$9,346.47
3Q 2011 Separate Account Asset Based Fees	10/13/2011		\$22,686.08
3Q 2011 Frozen Funds 12b-1 Fees	10/28/2011		\$6,703.85
3Q 2011 Frozen Funds sub t/a Fees	10/28/2011		\$6,107.53
October 2011 Separate Asset Based Fees	11/9/2011		\$10,030.46
November 2011 Separate Asset Based Fees	12/8/2011		\$9,851.01
Gain/loss in account value	12/31/2011		\$34,208.45
Closing Account Value	12/31/2011	\$4,443,444.26	

### **Invoice Details:**

> Remitted to Department of State Treasurer. Invoice number 000006-11. Invoice date 10/26/2011. Partial FY2011 operating budget for expenses attributable to the 401(k) Plan.

### Invoice Scheduled for Payment:

> None to report.

### Invoice Pending Payment:

> None to report.



### 401(k) & 457 YTD 2011 Employer Contribution

### **Employers Suspending or Reducing Employer Contribution - None**

### 401(k) Employers Reinstating Employer Contribution

Cumberland County reinstating 1% employer Montgomery County reinstating 5% employer contribution Mecklenburg County reinstating 5% employer match

### 401(k) Plan Adding Employer Contributions

Randolph County adding a 2% employer match

### 401(k) Employers Increasing Employer Match

Land of Sky Regional Council increasing employer contribution from 3% to 4% Person County increasing employer contribution from 2.5% to 3.5%
Town of Cameron increasing employer contribution from \$25 per month to 3% Town of Pittsboro increasing employer contribution from 2.5% to 5%
Town of Wake Forest increasing employer contributions from 4.9% to 5% City of Charlotte increasing employer contribution from 2% to 3%



### YTD 2011 Employers Adopting the 401(k) and 457 Plan

### County

**Bladen County** Johnston County Martin County Mecklenburg County **McDowell County** Randolph County **Rutherford County** Scotland County Stokes County

### **Schools**

**Edenton-Chowan Schools** Franklin County Schools **Granville County Schools Hoke County Schools** Macon County Schools **Polk County Schools** Swain County Schools Yadkin County Schools Warren County Schools

### **Employers Adopting 457 Plan**

### **Municipalities**

City of Archdale City of Graham City of Rockingham City of Sanford Town of Aberdeen Town of Greenevers Town of Hope Mills Town of Pineville Town of Spring Lake Town of Wilkesboro

### **Charter Schools**

Casa Esperanza Montessori **Evergreen Charter School** Lake Norman Charter School PACE Academy

### Employers Adopting 401(k) Plan

### **Charter Schools**

Casa Esperanza Montessori **Endeavor Charter School Evergreen Charter School** 

**Municipality** Town of Roper Other

Albemarle Regional Library **High County Council of Governments** Johnston County Mental Health Kerr-Tar Regional C.O.G. Laurinburg Housing Authority **Piedmont Triad Airport Authority** Public Library of Johnston County Salisbury Housing Authority **Raleigh Durham Airport Authority** Water & Sewer Authority of Cabarrus County

### **Community College**

**Rockingham Community College** Sampson Community College Wilson Community College



### **4Q 2011 Communication Accomplishments**

### **Released the 3Q Employer Newsletter**

•E-mailed to 2,150 recipients Mailed to 140 recipients

### **3rd Quarter Signature Newsletter**

•Distributed over 181,000 copies

### **NCLM Conference**



•Tim Bryan addressed Sunday evening dinner attendees

•Distributed RREM listing by county flyers, 401k Plan Highlights, 457 Plan Highlights, 457 Pitch Sheet flyers, Plan Comparison flyers, RPGs, NC pens, NC football themed koozies

### **NC State Fair**

•Distributed EZ Enroll flyers, RREM listing by county flyers, 401k Plan Highlights, 457 Plan Highlights, GoalMaker brochures, Fund Fact Sheet packets, NC pens



### 4Q 2011 Communication Accomplishments (continued)

### Webinar – Power Up your Retirement

- -EmployEE e-mail sent to 36,600+ people -200 attendees
- -EmployER e-mail sent to 2,250+



### 2012 Planning & Strategy Session

-Development of 2012 Communication Strategy

		2012	Commu	nication	s Calend	lar				
	March	April	May	June	July	Aug	Sept	Oct	Nov	Dec
Annual Benefits										
Podcasts/Member						_				
Podcast/Employer										
Online tutorials		_								
Enrollment Guide Refresh	1									
National Save for										
Retirement Week										
Signature Newsletter										Ĭ
Annual Initiatives:										
< Signature Newsletter	< Webs									
< Resource Library		Iment Init								
< Employer Connections	< Prom	o and Co	nferences							
< Presentations										



### **4Q 2011 Communication Accomplishments** (continued)



### **Holiday Card Mailing - December** 2,200+ Cards Delivered 12/5-12/9

In recognition of North Carolina state and local employers, educators and employees, Prudential Retirement has made a donation to the following charitable organizations: Fischer House, Womak Army Medical, Fort Bragg
 USO, NC Special Olympics, NC
 Make-A-Wish of Central and Western NC
 Food Bank of the Albernarle
 Second Harvest Food Bank of NC (Northwest) ...We wanted to take a moment to thank you for your continu partnership. A teamwork approach that is helping your emplo to a more secure future.

time of year...

During this

We extend to you our warmest wishes for a peaceful holiday season and a new year fillea with opportunities.

Tim Bryan and your NC 401(k) and NC 457 Deferred Compensation Tea



# ginatino





# A message from North Carolina's State Treasurer

in Europe and around the globe, our 401(k)/457 account or a \$70 billion manages money—whether a personal as State Treasurer. Clearly, anyone who sleep?" is a question frequently posed to me dollars in investments and ever get a wink of pension fund—is disquieted by the instability "How can you be responsible for billions of

in the financial markets. political paralysis in Washington, and the resulting ups and downs

managing your money are institutional money managers who were selected after extensive due diligence. We review the performance of all funds quarterly and add or remove managers based on the Supplemental Retirement Plans, we have a first-rate board of pertormance, if needed members and experts who help oversee your investments. The people While volatility is inherent in managing money, a number of factors help me to "keep calm and carry on." When it comes to oversight of

> available to answer any questions you may have. However, if you are not getting a wink of sleep, I do not suggest calling them in the middle of the night. Their hours are 8 am to 9 pm EST Monday decisions. Finally, your Regional Retirement Education Manager is investment allocation based on years to retirement. Additional tools, such as the Annual Benefits Statement and the Retirement Income through Friday. Calculator, can help you track your progress and make informed We also offer tools like GoalMaker, which automatically adjusts your

www.ncplans.prudential.com, or contact the Supplemental Retirement Board of Trustees at supplemental.board@nctreasurer.com. better at night. Learn more on Prudential Retirement's website at and practices to help manage plan investments and help you sleep downs. However, I can assemble the best teams, managers, tools, Volatility is part of investing, and no one can eliminate the ups and

Sincerely

State Treasurer Janet Cowell

# After major life events, it's smart to update your beneficiary

Just like choosing your investments, choosing whom will receive your retirement account in the event of your death is a key part of smart planning for a more secure financial future, for you and for the people you care about. One of the most important—and most often overlooked—parts of planning for retirement is making sure your beneficiary information is up-to-date.

review and update this information regularly, especially after major life events, such as a marriage, divorce, or birth of a child. Updating your beneficiary information is not a one-time task. It is a good idea to

have online access, or if you need help, call 1-866-NCPlans (1-866-627-5267). Keep in and update your beneficiary information online anytime, from any computer. If you do not For details please call 1-866-NCPlans mind that there are limitations to how and how often retirees can update their beneficiary(ies) The NC 401(k) and NC 457 Deferred Compensation Plans make it easy for you to review

# How to update your beneficiary online

- Log into your account at www.NCPlans.prudential.com
- 2 Click the "Personal Information" tab.
- ω Click "Beneficiary Information" on the left-hand side of the page
- 4 Update your beneficiaries and follow the instructions to confirm

Upcoming Events	Board Member Spotlight	Member Spotlight	<ul> <li>Market Volatility</li> </ul>	Consolidation	<ul> <li>Updating Your Beneficiary</li> </ul>	In this issue
page 4	page 4	page 4	page 3	page 2	page 1	

### CONSOLIDATE **TO HELP** SIMPLIFY YOUR RETIREMENT SAVINGS

savings scenario mean trying to juggle several different statements, investments and account fees. This can make it challenging to get a true picture of your retirement Like many others, you may have had jobs before your current one. This means you probably have retirement accounts in several places, which can

money is working for you There is a solution-you can consolidate those accounts with the NC 401(k) Plan or the NC 457 Deferred Compensation Plan and make sure all your

# Consolidating is a great solution

tor retirement: retirement strategy and see how you are doing. Consolidation makes saving Gathering your retirement assets in one place makes it easier to manage your

- More convenient—Consolidating eliminates the hassle of dealing one toll-free number to call, and one point of contact. with multiple companies by offering one statement, one website
- Potentially less costly—You will not have to pay multiple account fees

asset allocation Easier to maintain Potentially lower cost

> $\times$  $\times$

Convenience

multiple retirement accounts

Consolidated Accounts  $\times$ 

Multiple Accounts

Advantages of consolidated retirement account vs.

- Easier to maintain asset allocation—It is easier to maintain a balance among your various investments Easier to manage—Having all your retirement money in one place may make managing your money easier

# Consolidation may be an option for your money in the pension plan

Regional Retirement Education Manager can speak with you to help you decide if this is appropriate for you. Plan. This is a terrific solution for those seeking a way to simplify their overall retirement picture, though it is not an appropriate option for everyone. Your If you're leaving public employment and are making a lumpsum withdrawal from your pension plan (TSERS or LGERS) as an alternative to taking a taxable distribution, you have the option to consolidate the amounts in your pension plan(s) into the NC 401(k) Plan or NC 457 Deferred Compensation

# The Annual Benefits Statement and Retirement Income Calculator will give you a great view of the future

help you evaluate where you are on the path to retirement. When you consolidate your retirement assets with Prudential Retirement, you can tap into two useful tools to

State It also provides a critical "gap analysis" to show you if there is a potential difference between how much State plans and Social Security. You can access your Annual Benefits Statement on the Department of money you may need in retirement and how much you may have, based on your current savings in Your Annual Benefits Statement provides a yearly look at all of your retirement savings with the state Treasurer's website at www.myncretirement.com

shortfall in retirement. If you are, the calculator will recommend strategies to make up the gap. Even better, www.myncretirement.com or on Prudential's website at www.ncplans.prudential.com today to meet your monthly income needs in retirement. You can access the Retirement Income Calculator at you can model different contribution scenarios, allowing you to see how much money you may need to save retirement income goals. Like your Annual Benefits Statement, it will identify if you are headed for a potential online tool looks at your current saving and investing efforts to let you know it you are on track to meet your 2) The Retirement Income Calculator. Takes retirement income projections to the "next level." This powerful

# A personal approach to retirement planning

guidance from experienced Regional Retirement Education Managers who can When you consolidate with the NC 401(k) and NC 457 Deferred Compensation Plans, you can take advantage of complimentary, personalized

- Assist you with planning, investing and general tax questions\*
- Help you develop investment strategies for all your retirement and investment accounts
- Provide you with ongoing guidance, education and customized approaches for your working years and throughout retirement

Rollover assets may be assessed fees or other surrender charges. Please contact current account provider for this information

which may fluctuate. There is no assurance that retirement income objectives will be met. It is possible to lose money by investing in securities The Refirement Income Calculator is hypothetical and for illustrative purposes only and is not intended to represent performance of any specific investment,







## DON'T LET RECENT MARKET UPS AND DOWNS GET YOU DOWN

## Volatility is normal. NC 401(k) and NC 457 Deferred Compensation Plans can help you cope

It's a fact. The markets go up and down, just like they have recently. And while it can be nerve-wracking, it is quite common. The key is to realize this and understand that there are strategies for preparing for and dealing with market volatility so that the impact on your retirement account may be more manageable. Some of these strategies are outlined below.

### A disciplined approach can help you meet the challenge

Asset allocation is the process of investing money in various types of asset classes, such as stock, bond and fixed-income investments. Since different investments typically react differently to varying market conditions, asset allocation may help you limit the risk you might face if you held only one type of investment in one asset class. Keep in mind that asset allocation and diversification do not guarantee a profit or protect against loss in a declining market. It is possible to lose money by investing in securities.

### Tap into an automated approach to managing market volatility

Consider enrolling in GoalMaker®, an optional asset allocation program available at no additional cost to you. GoalMaker uses your age and investor style (comfort with investing risk) to guide you to a professionallydesigned model portfolio of investments in the Plan(s). GoalMaker will rebalance your portfolio every quarter to adjust for volatility and keep it in line with the investment goals of the portfolio.

To learn more about or enroll in GoalMaker, visit www.NCPlans.prudential.com or call 1-866-NCPlans (1-866-627-5267).

# Learn more about dealing with market volatility

For tips on helping manage market volatility, visit the **Prudential Retirement Education and Planning website – PREP** – at **www.prudential.com/prep**. This site is packed with tools to help you understand and plan for market volatility, including articles, calculators, webinars, podcasts and online courses. PREP provides you with a wealth of information on a variety of topics that are important to consider when planning for retirement.

### New contributions limits for the NC 401(k) Plan and the NC 457 Deferred Compensation Plan

The Internal Revenue Service (IRS) announced that they will raise the maximum contribution levels for 401(k) plans and 457 plans for 2012 to \$17,000. This is up from \$16,500 in 2011.

### The catch-up contribution limit for those aged 50 and over will stay the same for 2012 at an additional \$5,500 per year.

If you have any questions about the new limits, or how to find ways to save more for your future, contact your Regional Retirement Education Manager or call **1-866-NCPlans** (1-866-627-5267).



Compensation Plan, visit www.NCPlans.prudential.com or call 1-866-NCPlans (1-866-627-5267). To learn more, or to consolidate your retirement assets with the NC 401(k) Plan or NC Deferred

rnis information has been provided for your benefit and is not intended of designed to be tax advice. Neither Frudential Neurement, nor any of its representatives, may give legal of tax advice. NONL055 Exp 6/28/2013 Printed 12/2011	De lax adv	rinis information has been provided for your benefit and is not intended or designed to 0215904-00001-00 Exp 6/28/2013
and its related entities, registered in many jurisdictions worldwide.	lancial, Inc.	Prudential, the Prudential logo and the Rock symbol are service marks of Prudential Financial, Inc. and its related entities, registered in many jurisdictions worldwide. This information has been emulated for your knowledge and in not introduce or designed to be two relation. Nother Budential Determent for any of its componentations are
ompany, Hartford, CT, or its affiliates. PRSD7120	Annuity C	Retirement products and services are provided by Prudential Retirement Insurance and Annuity Company, Hartford, CT, or its affiliates
Regional Retirement Education Managers and Participant Service Representatives are registered representatives of Prudential Investment Management Services LLC (PIMS), Three Gateway Center, 14th Floor, Newark, NJ 07102-4077. PIMS is a Prudential Financial company.	registered	Regional Retirement Education Managers and Participant Service Representatives are Center, 14th Floor, Newark, NJ 07102-4077. PIMS is a Prudential Financial company.
<b>PRUDENTIAL RETIREMENT</b> Please keep in mind that it is possible to lose money by investing in securities. Application of asset allocation and diversification concepts does not ensure a profit or protect against loss in a declining market.	tion of ass	Please keep in mind that it is possible to lose money by investing in securities. Applica declining market.
		If you would like to share your own retirement savings story, contact your <b>Regional Retirement Education Manager</b> or email <b>NCPlans@prudential.com</b> . You could be the next NC Plan member featured in this Spotlight.
A native of Edenton, Kathy is a graduate of East Carolina University, where she earned a bachelor's degree in business administration. She currently lives in Raleigh with her husband, Jim, and has two grown children, Jennifer		"I always told them, 'Guys, there is a pot of gold at the end of the "I always told them, 'Guys, there is a pot of gold at the end of the rainbow.' I guess my nagging did some good," he said with a laugh.
important to me that employees are educated about retirement income and the ability to accumulate sufficient resources to cover their expenses later in life."		Franklin retired in August, just a few days before his 60th birthday. Even though he retired earlier than he expected, he was still able to purchase a new truck and vacation in Colorado with his family. After seeing their father's success, both of Franklin's sons joined the 401(k)
"I feel my past experience working with the 457 Deferred Compensation Plan will benefit the board and allow me to better represent the members of the Plan." Kathy said. "It is		"As you get older, you actually pay a lot of your stuff off and don't owe anything," Franklin said. "I was able to save without ever putting us in a financial bind."
Governor, Office of State Personnel, and State Board of Elections. In her position as controller, she also served as the liaison for the 457 Deferred Compensation Plan.		By investing money that diah't go toward his daytoday expenses, Franklin also discovered that he never had to sacrifice his or his family's quality of life. Though he understood the importance of saving for the future, he didn't want to give up the ability to enjoy life in the present.

### **Board Member** Spotlight

Stories from real members—just like you—who took action to help make a better tomorrow for themselves

2116

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mber

Spotlight



administration for the organization where she oversees budgeting and July 8, 2011. Kathy is the director of for the University of North Carolina Center for Public Television (UNC-TV), administration and business ventures Supplemental Retirement Board of Kathy Crooke was appointed to the Trustees by Gov. Beverly Perdue on

staff support to the UNC-TV Endowment and the North Carolina Public Television Foundation. while providing oversight and ongoing

accounting, payroll and purchasing functions for the Previously, Kathy served for 13 years as the Controller and Department of Administration, Office of the Lieutenant Administration. In this role, she administered the budgeting, Chief Financial Officer of the North Carolina Department of

He was so impressed with the savings he saw over the next several years, he began putting all extra income he could find into his 401(k) including his raises and yearly bonuses. When he paid off his truck

Reluctantly, Franklin agreed

encouraged him to put his annual raise into a retirement account.

Metropolitan Sewage District in Asheville It all started when Franklin's manager at the allow him to retire a few days before he

that his disciplined approach to saving would

turned 60.

When Tony Franklin enrolled in the 401(k) Plan nearly 30 years ago, he could not imagine

Feature: Tony Franklin

and his home, he put the money he was saving directly into the plan

"I realized that if you don't see the money, you don't miss it,"

Franklin said.

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