

## North Carolina Total Retirement Plans

## 1Q 2022 Board of Trustees Report

On: May 26, 2022
As of: March 31, 2022

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

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State treasurer of north Carolina
DALE R. FOLWELL, CPA

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## North Carolina Total Retirement Plans

## Historical Plan Statistics - Plans Combined

Rolling 13 months

|  | 3/31/2021 | 4/30/2021 | 5/31/2021 | 6/30/2021 | 7/31/2021 | 8/31/2021 | 9/30/2021 | 10/31/2021 | 11/30/2021 | 12/31/2021 | 1/31/2022 | 2/28/2022 | 3/31/2022 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Participants Balances | \$15,099,657,906 | \$15,580,272,405 | \$15,720,679,836 | \$15,866,288,520 | \$15,985,836,532 | \$16,231,019,067 | \$15,780,169,538 | \$16,302,714,780 | \$15,938,667,804 | \$16,392,830,231 | \$15,752,539,276 | \$15,465,588,076 | \$15,595,997,439 |
| Contributions* | \$68,102,235 | \$65, 229,514 | \$61,418,574 | \$64,686,337 | \$64,168,328 | \$64,739,908 | \$67,297,259 | \$69,240,657 | \$66,716,149 | \$75,295,844 | \$66,440,621 | \$71,378,755 | \$69,619,752 |
| Distributions* | (\$75,979,619) | (\$65,369,285) | ( $560,676,950$ ) | (\$71,266,810) | ( $\$ 67,825,380)$ | (\$74,501,299) | $(569,563,800)$ | (\$81,701,741) | (\$100,607,166) | ( $563,438,000$ ) | (\$76,911,389) | (\$79,415,176) | (\$87,902,283) |
| Cash Flow | $(\$ 7,877,384)$ | (\$139,771) | \$741,625 | (56,580,473) | (\$3,657,052) | $(\$ 9,761,390)$ | (\$2,266,541) | (\$12,461,084) | (\$33,891,017) | \$11,857,844 | (\$10,470,769) | (\$8,036,422) | $(\$ 18,282,531)$ |
| Account Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Participant Balance | \$52,006 | \$53,633 | \$54,056 | \$54,468 | \$54,842 | \$55,422 | \$53,721 | \$54,732 | \$53,320 | \$54,572 | \$52,436 | \$51,297 | \$51,674 |
| Participation / Deferrals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active Participation Rate | 33.69\% | 33.72\% | 33.69\% | 33.57\% | 33.55\% | 33.57\% | 33.54\% | 33.74\% | 33.88\% | 35.31\% | 35.29\% | 35.36\% | 35.37\% |
| Active Average Employee Deferral | \$221.07 | \$223.94 | \$224.59 | \$226.37 | \$228.40 | \$229.62 | \$222.86 | \$232.64 | \$233.56 | \$235.89 | \$236.18 | \$238.45 | \$239.72 |
| Total Unique Participants with a Balance | 290,344 | 290,499 | 290,822 | 291,298 | 291,490 | 292,862 | 293,745 | 297,862 | 298,925 | 300,389 | 300,412 | 301,490 | 301,814 |
| Total Enrollments | 1,519 | 1,375 | 1,457 | 1,734 | 1,965 | 2,719 | 2,121 | 3,013 | 2,560 | 2,037 | 2,030 | 2,333 | 2,055 |
| Asset Allocation |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of Plan Assets in Stable Value | 15.69\% | 15.11\% | 15.00\% | 14.98\% | 14.85\% | 14.62\% | 15.19\% | 14.66\% | 14.91\% | 14.50\% | 15.17\% | 15.63\% | 15.40\% |
| \% of Plan Assets for GoalMaker Participants | 48.02\% | 48.06\% | 48.22\% | 48.22\% | 48.30\% | 48.31\% | 48.38\% | 48.26\% | 48.39\% | 48.49\% | 48.68\% | 48.73\% | 48.55\% |
| GoalMaker Participation Rate in All Members | 69.07\% | 69.18\% | 69.28\% | 69.40\% | 69.54\% | 69.05\% | 69.87\% | 69.11\% | 69.97\% | 69.39\% | 70.16\% | 69.69\% | 69.81\% |
| GoalMaker Participation Rate in New Members | 92.70\% | 93.76\% | 94.72\% | 94.93\% | 93.80\% | 94.99\% | 93.59\% | 94.13\% | 94.10\% | 91.03\% | 92.94\% | 95.41\% | 93.93\% |
| Number of Participants in GoalMaker | 223,214 | 223,622 | 224,200 | 224,923 | 225,479 | 227,113 | 228,146 | 230,783 | 232,348 | 233,429 | 233,825 | 235,194 | 235,863 |
| Number of Participants in One Fund | 31,271 | 31,017 | 30,931 | 30,805 | 30,586 | 30,509 | 30,461 | 31,111 | 31,001 | 31,039 | 30,910 | 30,955 | 30,889 |
| Number of Participants in Four or More Funds | 257,890 | 258,305 | 258,880 | 259,524 | 260,011 | 261,612 | 262,614 | 265,632 | 267,205 | 268,303 | 268,583 | 269,865 | 270,439 |
| Contributions |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Amount of Contributions | \$68,102,235 | \$65,229,514 | \$61,418,574 | \$64,686,337 | \$64,168,328 | \$64,739,908 | \$67,297,259 | \$69,240,657 | \$66,716,149 | \$75,295,844 | \$66,440,621 | \$71,378,755 | \$69,619,752 |
| \% of Assets Contributed* | 0.45\% | 0.42\% | 0.39\% | 0.41\% | 0.40\% | 0.40\% | 0.43\% | 0.42\% | 0.42\% | 0.46\% | 0.42\% | 0.46\% | 0.45\% |
| Participant Contributions | \$38,432,302 | \$38,606,964 | \$37,491,488 | \$38,024,430 | \$37,404,812 | \$36,516,191 | \$38,776,794 | \$39,826,298 | \$39,053,655 | \$43,415,247 | \$37,997,774 | \$40,579,513 | \$41,369,504 |
| Rollovers in | \$8,682,538 | \$5,681,692 | \$4,677,194 | \$6,473,662 | \$5,193,104 | \$7,558,697 | \$7,069,048 | \$7,116,212 | \$6,459,143 | \$7,918,947 | \$7,487,140 | \$10,248,508 | \$5,364,205 |
| Employer Contributions | \$20,987,395 | \$20,940,858 | \$19,249,892 | \$20,188,245 | \$21,570,412 | \$20,665,021 | \$21,451,416 | \$22,298,148 | \$21,203,351 | \$23,961,650 | \$20,955,707 | \$20,550,733 | \$22,886,043 |
| Distributions |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Number of All Withdrawals* | 5,115 | 4,911 | 4,893 | 5,414 | 5,634 | 5,679 | 5,477 | 8,590 | 9,760 | 5,407 | 6,443 | 5,428 | 6,199 |
| Total Amount of Distributions | \$75,979,619 | \$65,369,285 | \$60,676,950 | \$71,266,810 | \$67,825,380 | \$74,501,299 | \$69,563,800 | \$81,701,741 | \$100,607,166 | \$63,438,000 | \$76,911,389 | \$79,415,176 | \$87,902,283 |
| \% of Assets Distributed* | 0.50\% | 0.42\% | 0.39\% | 0.45\% | 0.42\% | 0.46\% | 0.44\% | 0.50\% | 0.63\% | 0.39\% | 0.49\% | 0.51\% | 0.56\% |
| Termination | \$19,011,816 | \$17,224,265 | \$15,684,474 | \$17,061,418 | \$17,552,918 | \$21,449,447 | \$15,872,589 | \$17,495,161 | \$19,322,915 | \$14,630,458 | \$25,643,422 | \$20,371,233 | \$25,270,344 |
| Hardship | \$1,254,323 | \$1,265,009 | \$1,386,573 | \$1,446,549 | \$2,264,949 | \$1,538,808 | \$1,691,472 | \$2,016,507 | \$1,606,554 | \$1,459,720 | \$875,634 | \$1,301,081 | \$1,280,629 |
| In Serice | \$3,043,216 | \$3,012,294 | \$2,568,298 | \$3,426,006 | \$2,835,800 | \$3,200,976 | \$3,003,801 | \$3,031,303 | \$3,128,975 | \$2,969,753 | \$3,962,107 | \$4,556,512 | \$4,138,971 |
| Internal Rollover** | \$781,799 | \$1,600,731 | \$468,487 | \$346,285 | \$376,791 | \$1,943,819 | \$2,227,400 | \$924,697 | \$744,846 | \$1,437,566 | \$484,816 | \$1,149,038 | \$626,273 |
| External Rollover | \$43,395,995 | \$34,017,847 | \$33,007,789 | \$40,894,355 | \$36,716,284 | \$37,306,666 | \$38,088,162 | \$39,516,266 | \$43,812,892 | \$35,301,955 | \$36,515,754 | \$45,628,209 | \$46,691,994 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of New Loans | 1,042 | 1,091 | 1,075 | 1,327 | 1,406 | 1,268 | 1,141 | 1,244 | 1,184 | 1,007 | 967 | 901 | 1,283 |
| Number of Outstanding Active Loans | 45,503 | 45,196 | 44,840 | 44,512 | 44,431 | 44,140 | 43,910 | 43,797 | 43,522 | 43,114 | 42,847 | 42,489 | 42,281 |
| Average Loan Balance | \$6,432 | \$6,451 | \$6,462 | \$6,459 | \$6,480 | \$6,498 | \$6,490 | \$6,484 | \$6,483 | \$6,474 | \$6,455 | \$6,465 | \$6,509 |

## *Includes Rollovers

Fuif dealis on all Distribution types can be found in each Plan's section of the report.
**Regardless of distribution type, Internal Rollovers refer to the distribution of money to another account within Prudential. For example from the NC 401 (k) plan to the NC 457 plan.

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## North Carolina Total Retirement Plans

## Historical Plan Statistics - Plans Combined

## Rolling 13 months

Contributions vs Distributions
Including Rollovers


Average Participant Balance


Active Average Employee Deferral


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## North Carolina Total Retirement Plans

## Historical Plan Statistics - Plans Combined

## Rolling 13 months

Total Unique Participants with a Balance


GoalMaker Participation Rate


Total Enrollments


Number of New Loans


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## North Carolina Total Retirement Plans

## Our Mission: Retirement Readiness

65.63\% of all active NC public servants are "retirement ready." $77.86 \%$ 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.

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

| Sub Goal | As of 3/31/2022 | Stretch Goal | \% to Stretch Goal | Contractual Goal | \% to Contractual Goal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Monthly Contributions | \$239.72 | \$185.00 | 129.58\% | \$180.12 | 133.09\% |
| Active Participation Rate | 35.37\% | 30.50\% | 115.97\% | 29.71\% | 119.05\% |
| GoalMaker Utilization Among New Members | 93.93\% | 93\% | 101.00\% | 80\% | 117.41\% |
| GoalMaker Utilization Among All Members | 69.81\% | 57\% | 122.47\% | N/A | N/A |

0 Employers adopted the 401(k) Plan from January 1, 2022 through March 31, 2022
5 Employers adopted the 457 Plan from January 1, 2022 through March 31, 2022
0 Employers adopted the 403(b) Plan from January 1, 2022 through March 31, 2022
1 Employer adopted Contribution Accelerator from January 1, 2022 through March 31, 2022
6 Employers added, changed or enhanced their Employer Contribution from January 1, 2022 through March 31, 2022

|  | As of 3/31/2022 |
| :--- | ---: |
| Consolidated Total Plan Assets | $\$ 15,595,997,439$ |
| Consolidated Unique Participant Count | 301,814 |

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## North Carolina Total Retirement Plans

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



The total number of unique participants across the $401(\mathrm{k})$ and 457 Plans combined as of March 31, 2022 was 300,581.
The average monthly employee deferral from April 1, 2021 to March 31, 2022 was $\$ 239.05$ for the Combined 401(k) and 457 Plans.
The average active participation rate from April 1, 2021 to March 31, 2022 was $35.16 \%$ for the Combined $401(\mathrm{k})$ and 457 Plans.
The GoalMaker utilization among new members as of March 31, 2022 was $93.92 \%$ for the Combined 401(k) and 457 Plans.

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

The GoalMaker utilization among members as of March 31, 2022 was $69.82 \%$ for the Combined 401(k) and 457 Plans.
 401k | 457 | 403b


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## 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 March 31, 2022 was 275,912.

The average monthly employee deferral from April 1, 2021 to March 31, 2022 was $\$ 219.51$ for the 401(k) Plan.

The average active participation rate from April 1, 2021 to March 31, 2022 was $31.80 \%$ for the 401(k) Plan.

The GoalMaker utilization among new members as of March 31, 2022 was $94.39 \%$ for the 401(k) Plan.
Assets reflect actua participant account balances and do not include expense account assets.

The GoalMaker utilization among members as of March 31, 2022 was $70.32 \%$ for the 401(k) Plan.

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## North Carolina Total Retirement Plans

## Asset Allocation By Fund - 457 Plan



The total number of unique participants in the 457 Plan as of March 31, 2022 was 56,759.

The average monthly employee deferral from April 1, 2021 to March 31, 2022 was $\$ 184.95$ for the 457 Plan.

The average active participation rate from April 1, 2021 to March 31, 2022 was $10.31 \%$ for the 457 Plan.

The GoalMaker utilization among new members as of March 31, 2022 was $91.73 \%$ for the 457 Plan.
Assets reflect actua participant account balances and do not include expense account assets.

The GoalMaker utilization among members as of March 31, 2022 was $72.00 \%$ for the 457 Plan.

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## North Carolina Total Retirement Plans

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



The total number of unique participants in the 403(b) Plan as of March 31, 2022 was 1,525.

The average monthly employee deferral from April 1, 2021 to March 31, 2022 was $\$ 308.28$ for the 403(b) Plan.

The average active participation rate from April 1, 2021 to March 31, 2022 was $1.15 \%$ for the 403(b) Plan.

The GoalMaker utilization among new members as of March 31, 2022 was $100.00 \%$ 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 March 31, 2022 was $62.95 \%$ for the 403(b) Plan.

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

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## North Carolina Total Retirement Plans

| 401(k) Plan Percentage Gain |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (3/31/2021) | Contributions | Distributions | Earnings | Assets (3/31/2022) | Percentage Gain |  |
| NC 401(k) Plan | $\$ 13,238,540,570$ | $\$ 706,313,643$ | $\$ 776,103,230$ | $\$ 3,297,069,399$ | $\$ 13,688,026,633$ | $3.94 \%$ |  |


| 401(k) Plan |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2021 | 1Q 2022 | Difference \# | Difference \% |  |  |
| Members with an Account Balance | 264,652 | 275,912 | 11,260 | $4.25 \%$ |  |  |
| Average Account Balance | $\$ 50,022$ | $\$ 49,423$ | $-\$ 600$ | $-1.20 \%$ |  |  |
| Median Account Balance | $\$ 14,563$ | $\$ 13,591$ | $-\$ 972$ | $-6.68 \%$ |  |  |

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 (3/31/2021) | Contributions | Distributions | Earnings | Assets (3/31/2022) | Percentage Gain |  |
| NC 457 Plan | $\$ 1,832,955,722$ | $\$ 95,778,164$ | $\$ 121,569,939$ | $\$ 69,786,554$ | $\$ 1,876,950,500$ | $3.86 \%$ |  |


| 457 Plan |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2021 | 1Q 2022 | Difference \# | Difference \% |  |  |  |  |  |
| Members with an Account Balance | 56,568 | 56,759 | 191 | $0.34 \%$ |  |  |  |  |  |
| Average Account Balance | $\$ 32,403$ | $\$ 32,991$ | $\$ 589$ | $1.82 \%$ |  |  |  |  |  |
| Median Account Balance | $\$ 5,084$ | $\$ 5,442$ | $\$ 358$ | $7.04 \%$ |  |  |  |  |  |

457 Member Breakdown



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

## North Carolina Total Retirement Plans

|  | 403(b) Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (3/31/2021) | Contributions | Distributions | Earnings | Assets (3/31/2022) | Percentage Gain |  |
| NC 403(b) Plan | $\$ 28,161,614$ | $\$ 4,139,891$ | $\$ 1,506,109$ | $\$ 224,805$ | $\$ 31,020,202$ | $0.73 \%$ |  |


| 403(b) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 1Q2021 | 1Q2022 | Difference \# | Difference \% |
| Members with an Account Balance | 1,386 | 1,525 | 139 | $10.03 \%$ |
| Average Account Balance | $\$ 20,319$ | $\$ 20,341$ | $\$ 22$ | $0.11 \%$ |
| Median Account Balance | $\$ 7,965$ | $\$ 7,715$ | $-\$ 250$ | $-3.14 \%$ |

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 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\begin{gathered} \text { 1Q } 2020 \\ \% \text { of Change } \end{gathered}$ | 1Q 2021 | $\begin{gathered} \text { 1Q } 2021 \\ \text { \% of Change } \end{gathered}$ | 1Q 2022 | $\begin{gathered} \text { 1Q } 2022 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 4,250 | 4,338 | 2.03\% | 3,424 | -21.07\% | 5,419 | 58.27\% |
| \% of New Hires Enrolled in Plan | 52.35\% | 49.39\% | -5.98\% | 49.27\% | -0.24\% | 54.75\% | 11.11\% |
| GoalMaker Elections | 3,991 | 4,074 | 2.04\% | 3,216 | -21.06\% | 5,303 | 64.89\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 2,476 | 4,282 | 42.18\% | 2,615 | -38.93\% | 3,234 | 23.67\% |
| Deferral Increases | 7,540 | 8,479 | 11.07\% | 8,746 | 3.15\% | 8,312 | -4.96\% |
| Pre-tax Participation Rate | 21.20\% | 21.53\% | 1.54\% | 21.62\% | 0.38\% | 22.38\% | 3.52\% |
| Roth Participation Rate | 8.84\% | 9.22\% | 4.08\% | 9.49\% | 3.02\% | 9.87\% | 3.95\% |
| Voluntary (Employee \& Roth) Participation Rate | 27.43\% | 27.95\% | 1.89\% | 28.13\% | 0.62\% | 29.06\% | 3.31\% |


| $401(k)$ Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | 1Q 2021 | 1Q 2022 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 77.47\% | 67.09\% | 64.44\% | 57.19\% |
| Pseudo Enrollment | 17.88\% | 27.44\% | 25.20\% | 34.43\% |
| Internet | 4.64\% | 5.47\% | 10.36\% | 8.38\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 96.14\% | 97.57\% | 96.83\% | 88.28\% |
| Paper Form | 3.60\% | 2.35\% | 2.89\% | 11.62\% |
| Participant Service Center | 0.13\% | 0.00\% | 0.22\% | 0.00\% |
| VRU | 0.13\% | 0.08\% | 0.06\% | 0.10\% |

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.

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## North Carolina Total Retirement Plans

| 457 Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\begin{gathered} \text { 1Q } 2020 \\ \% \text { of Change } \end{gathered}$ | 1Q 2021 | $\begin{gathered} \text { 1Q } 2021 \\ \% \text { of Change } \end{gathered}$ | 1Q 2022 | $\begin{gathered} \text { 1Q } 2022 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 1,230 | 1,018 | -17.24\% | 742 | -27.11\% | 973 | 31.13\% |
| \% of New Hires Enrolled in Plan | 20.95\% | 15.69\% | -25.11\% | 14.65\% | -6.65\% | 13.10\% | -10.57\% |
| GoalMaker Elections | 1,219 | 920 | -24.53\% | 670 | -27.17\% | 926 | 38.21\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 664 | 951 | 43.22\% | 603 | -36.59\% | 773 | 28.19\% |
| Deferral Increases | 1,785 | 1,688 | -5.43\% | 1,574 | -6.75\% | 1,634 | 3.81\% |
| Pre-tax Participation Rate | 9.03\% | 8.68\% | -3.82\% | 8.35\% | -3.82\% | 8.08\% | -3.23\% |
| Roth Participation Rate | 1.99\% | 2.26\% | 13.87\% | 2.43\% | 7.51\% | 2.54\% | 4.49\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.05\% | 9.82\% | -2.23\% | 9.59\% | -2.37\% | 9.44\% | -1.53\% |


| 457 Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | 1Q 2021 | 1Q 2022 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 85.25\% | 83.84\% | 73.95\% | 69.76\% |
| Pseudo Enrollment | 7.83\% | 8.38\% | 6.34\% | 5.56\% |
| Internet | 6.91\% | 7.78\% | 19.70\% | 24.68\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 97.21\% | 98.01\% | 97.45\% | 94.61\% |
| Paper Form | 2.63\% | 1.94\% | 2.34\% | 5.32\% |
| Participant Service Center | 0.09\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.07\% | 0.06\% | 0.21\% | 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

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## North Carolina Total Retirement Plans

| 403(b) Plan Quarterly Enrollments \&. Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\begin{gathered} \text { 1Q } 2020 \\ \text { \% of Change } \end{gathered}$ | 1Q 2021 | $\begin{gathered} \text { 1Q } 2021 \\ \text { \% of Change } \end{gathered}$ | 1Q 2022 | $\begin{gathered} \text { 1Q } 2022 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 38 | 21 | -44.74\% | 54 | 157.14\% | 26 | -51.85\% |
| \% of New Hires Enrolled in Plan | 2.49\% | 1.25\% | -49.83\% | 3.90\% | 212.70\% | 1.11\% | -71.64\% |
| GoalMaker Elections | 18 | 14 | -22.22\% | 41 | 192.86\% | 21 | -48.78\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 19 | 27 | 42.11\% | 21 | -22.22\% | 78 | 271.43\% |
| Deferral Increases | 40 | 44 | 10.00\% | 53 | 20.45\% | 46 | -13.21\% |
| Pre-tax Participation Rate | 0.83\% | 0.78\% | -6.01\% | 0.66\% | -15.17\% | 0.80\% | 20.87\% |
| Roth Participation Rate | 0.25\% | 0.28\% | 12.65\% | 0.28\% | 1.76\% | 0.37\% | 31.21\% |
| Voluntary (Employee \& Roth) Participation Rate | 0.99\% | 0.95\% | -4.72\% | 0.82\% | -13.20\% | 1.00\% | 21.77\% |


| 403(b) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | 1Q 2021 | 1Q 2022 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 86.84\% | 90.48\% | 98.15\% | 92.59\% |
| Pseudo Enrollment | 13.16\% | 9.52\% | 1.85\% | 3.70\% |
| Internet | 0.00\% | 0.00\% | 0.00\% | 3.70\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 100.00\% | 100.00\% | 100.00\% | 100.00\% |
| Paper Form | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| 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
Total Retirement Plans 401k | 457 | 403b

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## North Carolina Total Retirement Plans

| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Employee Contributions | \$59,468,379 | \$68,324,733 | 14.89\% | \$70,145,453 | 2.66\% | \$76,002,751 | 8.35\% |
| Roth | \$13,814,593 | \$17,240,551 | 24.80\% | \$19,556,234 | 13.43\% | \$22,293,478 | 14.00\% |
| Total Employee Contributions | \$73,282,972 | \$85,565,284 | 16.76\% | \$89,701,687 | 4.83\% | \$98,296,229 | 9.58\% |
| Employer Contributions | \$53,363,586 | \$57,823,880 | 8.36\% | \$58,641,362 | 1.41\% | \$63,202,626 | 7.78\% |
| QNEC | N/A | \$34,752 | 100.00\% | \$4,897 | -85.91\% | \$1,856 | -62.10\% |
| Rollovers | \$10,913,226 | \$16,775,599 | 53.72\% | \$15,782,144 | -5.92\% | \$20,582,547 | 30.42\% |
| Total Contributions | \$137,559,783 | \$160,199,514 | 16.46\% | \$164,130,090 | 2.45\% | \$182,083,257 | 10.94\% |
| Average Voluntary Contributions | \$195 | \$218 | 12.06\% | \$228 | 4.47\% | \$247 | 8.27\% |
| Average Roth Contributions | \$114 | \$135 | 18.12\% | \$151 | 11.80\% | \$172 | 13.55\% |
| Average Employee Contributions | \$187 | \$212 | 13.46\% | \$226 | 6.38\% | \$248 | 9.79\% |

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.

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## North Carolina Total Retirement Plans

| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Employee Contributions | \$13,073,629 | \$15,196,907 | 16.24\% | \$15,256,655 | 0.39\% | \$16,756,570 | 9.83\% |
| Roth | \$1,784,233 | \$2,654,308 | 48.76\% | \$3,297,047 | 24.21\% | \$4,012,095 | 21.69\% |
| Total Employee Contributions | \$14,857,862 | \$17,851,215 | 20.15\% | \$18,553,701 | 3.94\% | \$20,768,664 | 11.94\% |
| Employer Contributions | \$817,793 | \$972,134 | 18.87\% | \$1,051,070 | 8.12\% | \$1,187,502 | 12.98\% |
| QNEC | N/A | \$3,285 | 100.00\% | \$1,721 | -47.60\% | \$0 | -100.00\% |
| Rollovers | \$1,640,982 | \$1,761,071 | 7.32\% | \$2,255,439 | 28.07\% | \$2,515,158 | 11.52\% |
| Total Contributions | \$17,316,638 | \$20,587,705 | 18.89\% | \$21,861,931 | 6.19\% | \$24,471,324 | 11.94\% |
| Average Voluntary Contributions | \$141 | \$163 | 15.38\% | \$173 | 6.46\% | \$197 | 13.57\% |
| Average Roth Contributions | \$110 | \$136 | 23.67\% | \$157 | 15.67\% | \$185 | 17.97\% |
| Average Employee Contributions | \$138 | \$169 | 22.63\% | \$183 | 8.50\% | \$211 | 14.93\% |

Average contributions for YTD and the quarter are based on the population actively contributing for the time period reported.
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## North Carolina Total Retirement Plans

| 403(b) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Employee Contributions | \$447,971 | \$502,556 | 12.18\% | \$534,255 | 6.31\% | \$702,526 | 31.50\% |
| Roth | \$78,283 | \$117,257 | 49.79\% | \$157,730 | 34.52\% | \$179,372 | 13.72\% |
| Total Employee Contributions | \$526,254 | \$619,813 | 17.78\% | \$691,985 | 11.64\% | \$881,898 | 27.44\% |
| Employer Contributions | \$250 | \$450 | 80.00\% | \$300 | -33.33\% | \$500 | 66.67\% |
| QNEC | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Rollovers | \$134,783 | \$436,810 | 224.08\% | \$119,057 | -72.74\% | \$2,148 | -98.20\% |
| Total Contributions | \$661,287 | \$1,057,074 | 59.85\% | \$811,342 | -23.25\% | \$884,546 | 9.02\% |
| Average Voluntary Contributions | \$210 | \$291 | 38.55\% | \$284 | -2.63\% | \$323 | 14.02\% |
| Average Roth Contributions | \$159 | \$215 | 34.97\% | \$255 | 18.60\% | \$253 | -0.60\% |
| Average Employee Contributions | \$205 | \$284 | 38.67\% | \$288 | 1.22\% | \$320 | 11.31\% |

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

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## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation

|  | $3 / 31 / 2019$ | $3 / 31 / 2020$ | $3 / 31 / 2021$ | $3 / 31 / 2022$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 5,047,548,677$ | $\$ 4,856,820,984$ | $\$ 6,638,855,652$ | $\$ 6,924,004,468$ |
| Total \# of Participants in GoalMaker | 168,542 | 177,639 | 182,104 | 194,035 |
| Year to Date $\%$ of New Enrollments with Goalmaker Election | $94.04 \%$ | $93.96 \%$ | $93.63 \%$ | $94.95 \%$ |
| Total Participation Rate | $65.79 \%$ | $67.64 \%$ | $68.81 \%$ | $70.32 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.59 \%$ | $51.86 \%$ | $52.43 \%$ | $54.52 \%$ |
| Total \% of Assets | $48.69 \%$ | $49.91 \%$ | $50.15 \%$ | $50.58 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1,286 | 4,501 | 1,582 | 7,369 |
| Age 25-34 | 8,268 | 22,240 | 10,675 | 41,183 |
| Age 35-44 | 9,420 | 24,084 | 13,879 | 47,383 |
| Age 45-54 | 9,583 | 25,214 | 12,431 | 47,228 |
| Age 55-64 | 9,900 | 19,807 | 6,813 | 36,520 |
| Age 65+ | 5,022 | 7,275 | 2,055 | 14,352 |
| Total | 43,479 | 103,121 | 47,435 | 194,035 |


| Participant Age Range | Conservative | Moderate | Aggressive |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 4,142,253$ | $\$ 13,275,934$ | $\$ 7,911,103$ | $\$ 25,329,290$ |
| Age 25-34 | $\$ 72,520,977$ | $\$ 209,281,012$ | $\$ 180,729,814$ | $\$ 462,531,803$ |
| Age 35-44 | $\$ 171,290,677$ | $\$ 539,218,075$ | $\$ 592,416,927$ | $\$ 1,302,925,679$ |
| Age 45-54 | $\$ 351,083,960$ | $\$ 987,752,026$ | $\$ 851,862,680$ | $\$ 2,190,698,666$ |
| Age 55-64 | $\$ 482,091,733$ | $\$ 998,245,984$ | $\$ 501,773,802$ | $\$ 1,982,111,520$ |
| Age 65+ | $\$ 325,915,153$ | $\$ 450,324,281$ | $\$ 184,168,076$ | $\$ 960,407,509$ |
| Total | $\$ 1,407,044,754$ | $\$ 3,198,097,312$ | $\$ 2,318,862,402$ | $\$ 6,924,004,468$ |

*Prudential's Defined Contribution book of business averages.

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## North Carolina Total Retirement Plans

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

## As of March 31, 2022



| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$87,502 | \$7,637,338 | \$59,180,368 | \$271,925,183 | \$526,575,983 | \$714,787,610 | \$1,580, 193,983 |
| Fixed Income | \$55,687 | \$2,543,833 | \$22,060,056 | \$101,264,675 | \$158,165,236 | \$163,480,758 | \$447,570,245 |
| Large-Cap Stock | \$655,954 | \$21,898,693 | \$191,679,332 | \$1,075,330,595 | \$1,121,361,912 | \$1,301,821,009 | \$3,712,747,495 |
| Small-Cap Stock | \$191,488 | \$9,743,881 | \$59,531,801 | \$202,404,879 | \$190,856,880 | \$161,021,648 | \$623,750,578 |
| International Stock | \$194,469 | \$7,917,770 | \$39,355,822 | \$121,060,274 | \$100,114,033 | \$75,619,064 | \$344,261,431 |
| Specialty | \$38,693 | \$1,746,016 | \$5,865,013 | \$16,147,739 | \$18,551,278 | \$13,149,798 | \$55,498,537 |
| Total Assets | \$1,223,793 | \$51,487,531 | \$377,672,392 | \$1,788,133,344 | \$2,115,625,322 | \$2,429,879,887 | \$6,764,022,269 |
| \% Assets | 0.02\% | 0.76\% | 5.58\% | 26.44\% | 31.28\% | 35.92\% | 100.00\% |
| Total Participants | 239 | 2,847 | 8,554 | 24,130 | 23,576 | 22,531 | 81,877 |
| Average Account Balance | \$5,120 | \$18,085 | \$44,152 | \$74,104 | \$89,736 | \$107,846 | \$82,612 |

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## North Carolina Total Retirement Plans

401(k) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of March 31, 2022


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$8,285 | \$352,864 | \$8,337,661 | \$82,808,415 | \$184,707,901 | \$158,826,427 | \$435,041,553 |
| Fixed Income | \$1,786,377 | \$38,090,376 | \$163,883,222 | \$547,849,178 | \$725,763,699 | \$406,481,628 | \$1,883,854,480 |
| Large-Cap Stock | \$8,230,571 | \$147,622,926 | \$392,737,254 | \$552,925,727 | \$407,772,584 | \$165,146,326 | \$1,674,435,388 |
| Small-Cap Stock | \$3,436,806 | \$61,194,252 | \$160,688,205 | \$220,276,067 | \$142,018,697 | \$50,717,855 | \$638,331,881 |
| International Stock | \$9,630,578 | \$174,734,588 | \$468,108,032 | \$637,759,051 | \$422,215,055 | \$144,667,642 | \$1,857,114,945 |
| Specialty | \$2,236,673 | \$40,536,798 | \$109,171,305 | \$149,080,229 | \$99,633,584 | \$34,567,632 | \$435,226,221 |
| Total Assets | \$25,329,290 | \$462,531,803 | \$1,302,925,679 | \$2,190,698,666 | \$1,982,111,520 | \$960,407,509 | \$6,924,004,468 |
| \% Assets | 0.37\% | 6.68\% | 18.82\% | 31.64\% | 28.63\% | 13.87\% | 100.00\% |
| Total Participants | 7,369 | 41,183 | 47,383 | 47,228 | 36,520 | 14,352 | 194,035 |
| Average Account Balance | \$3,437 | \$11,231 | \$27,498 | \$46,386 | \$54,275 | \$66,918 | \$35,684 |

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## North Carolina Total Retirement Plans

401(k) GoalMaker Participation





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## North Carolina Total Retirement Plans

## 457 GoalMaker Participation

|  | $3 / 31 / 2019$ | $3 / 31 / 2020$ | $3 / 31 / 2021$ |
| :--- | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 430,475,546$ | $\$ 428,351,734$ | $\$ 599,827,167$ |
|  | $\$ 634,155,029$ |  |  |
| Total \# of Participants in GoalMaker | 38,354 | 40,215 | 40,266 |
| Year to Date \% of New Enrollments with Goalmaker Election | $93.63 \%$ | $92.93 \%$ | $89.80 \%$ |
| Total Participation Rate | $69.07 \%$ | $70.61 \%$ | $71.18 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.59 \%$ | $51.86 \%$ | $52.43 \%$ |
| Total \% of Assets | $29.86 \%$ | $31.67 \%$ | $32.34 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 131 | 538 | 270 | 939 |
| Age 25-34 | 1,645 | 4,339 | 2,481 | 8,465 |
| Age 35-44 | 2,218 | 5,183 | 3,082 | 10,483 |
| Age 45-54 | 2,557 | 5,583 | 2,905 | 11,045 |
| Age 55-64 | 2,483 | 3,844 | 1,429 | 7,756 |
| Age 65+ | 874 | 978 | 328 | 2,180 |
| Total | 9,908 | 20,465 | 10,495 | 40,868 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 176,689$ | $\$ 952,122$ | $\$ 760,126$ | $\$ 1,888,937$ |
| Age 25-34 | $\$ 4,431,116$ | $\$ 15,655,591$ | $\$ 16,055,422$ | $\$ 36,142,129$ |
| Age 35-44 | $\$ 10,611,796$ | $\$ 41,479,761$ | $\$ 39,606,682$ | $\$ 91,698,239$ |
| Age 45-54 | $\$ 26,120,501$ | $\$ 82,008,540$ | $\$ 65,081,025$ | $\$ 173,210,066$ |
| Age 55-64 | $\$ 51,769,982$ | $\$ 92,428,555$ | $\$ 53,502,615$ | $\$ 197,701,152$ |
| Age 65+ | $\$ 46,943,028$ | $\$ 62,630,041$ | $\$ 23,941,437$ | $\$ 133,514,506$ |
| Total | $\$ 140,053,113$ | $\$ 295,154,610$ | $\$ 198,947,306$ | $\$ 634,155,029$ |

*Prudential's Defined Contribution book of business averages.

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## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants Not in GoalMaker As of March 31, 2022


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$15,254 | \$410,666 | \$4,007,545 | \$23,733,796 | \$77,818,983 | \$233,316,152 | \$339,302,396 |
| Fixed Income | \$5,467 | \$341,307 | \$2,534,911 | \$12,537,957 | \$23,490,750 | \$45,532,299 | \$84,442,691 |
| Large-Cap Stock | \$59,261 | \$3,476,715 | \$18,577,096 | \$84,265,267 | \$139,116,146 | \$317,979,826 | \$563,474,311 |
| Small-Cap Stock | \$26,213 | \$1,530,708 | \$9,381,199 | \$33,978,358 | \$47,188,702 | \$77,126,952 | \$169,232,132 |
| International Stock | \$21,262 | \$911,489 | \$5,991,780 | \$15,982,264 | \$19,858,599 | \$33,530,937 | \$76,296,331 |
| Specialty | \$6,753 | \$150,890 | \$962,780 | \$2,008,419 | \$3,355,051 | \$3,563,717 | \$10,047,610 |
| Total Assets | \$134,211 | \$6,821,775 | \$41,455,310 | \$172,506,061 | \$310,828,231 | \$711,049,884 | \$1,242,795,471 |
| \% Assets | 0.01\% | 0.55\% | 3.34\% | 13.88\% | 25.01\% | 57.21\% | 100.00\% |
| Total Participants | 37 | 553 | 1,809 | 3,749 | 4,488 | 5,255 | 15,891 |
| Average Account Balance | \$3,627 | \$12,336 | \$22,916 | \$46,014 | \$69,258 | \$135,309 | \$78,208 |

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## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants in GoalMaker As of March 31, 2022


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$24 | \$39,830 | \$803,645 | \$6,886,258 | \$19,275,903 | \$20,846,107 | \$47,851,769 |
| Fixed Income | \$107,727 | \$2,762,694 | \$12,341,264 | \$44,221,201 | \$72,731,412 | \$56,181,245 | \$188,345,544 |
| Large-Cap Stock | \$623,919 | \$11,617,091 | \$27,304,360 | \$43,447,114 | \$40,460,020 | \$23,296,424 | \$146,748,928 |
| Small-Cap Stock | \$259,416 | \$4,804,347 | \$11,190,458 | \$17,185,310 | \$14,086,725 | \$7,359,967 | \$54,886,223 |
| International Stock | \$727,658 | \$13,720,158 | \$32,453,104 | \$49,820,862 | \$41,373,212 | \$20,820,005 | \$158,914,999 |
| Specialty | \$170,192 | \$3,198,009 | \$7,605,408 | \$11,649,321 | \$9,773,880 | \$5,010,757 | \$37,407,567 |
| Total Assets | \$1,888,937 | \$36,142,129 | \$91,698,239 | \$173,210,066 | \$197,701,152 | \$133,514,506 | \$634,155,029 |
| \% Assets | 0.30\% | 5.70\% | 14.46\% | 27.31\% | 31.18\% | 21.05\% | 100.00\% |
| Total Participants | 939 | 8,465 | 10,483 | 11,045 | 7,756 | 2,180 | 40,868 |
| Average Account Balance | \$2,012 | \$4,270 | \$8,747 | \$15,682 | \$25,490 | \$61,245 | \$15,517 |

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## North Carolina Total Retirement Plans

## 457 GoalMaker Participation



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## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation

|  | $3 / 31 / 2019$ | $3 / 31 / 2020$ | $3 / 31 / 2021$ | $3 / 31 / 2022$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 7,413,203$ | $\$ 7,797,374$ | $\$ 12,140,859$ | $\$ 13,424,171$ |
| Total \# of Participants in GoalMaker | 751 | 802 | 844 | 960 |
| Year to Date \% of New Enrollments with Goalmaker Election | $47.37 \%$ | $66.67 \%$ | $68.42 \%$ | $77.78 \%$ |
| Total Participation Rate | $59.41 \%$ | $60.07 \%$ | $60.89 \%$ | $62.95 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate $*$ | $50.59 \%$ | $51.86 \%$ | $52.43 \%$ | $54.52 \%$ |
| Total \% of Assets | $44.28 \%$ | $42.29 \%$ | $43.11 \%$ | $43.28 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1 | 2 | 9 | 12 |
| Age 25-34 | 8 | 97 | 26 | 131 |
| Age 35-44 | 11 | 196 | 25 | 232 |
| Age 45-54 | 11 | 274 | 28 | 313 |
| Age 55-64 | 15 | 188 | 17 | 220 |
| Age 65+ | 0 | 48 | 4 | 52 |
| Total | 46 | 805 | 109 | 960 |


| Participant Age Range | Conservative | Moderate | Aggressive |  |
| :--- | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 86$ | $\$ 3,089$ | $\$ 18,762$ | $\$ 21,937$ |
| Age 25-34 | $\$ 13,460$ | $\$ 608,031$ | $\$ 371,877$ | $\$ 993,367$ |
| Age 35-44 | $\$ 23,415$ | $\$ 1,860,191$ | $\$ 184,209$ | $\$ 2,067,815$ |
| Age 45-54 | $\$ 348,116$ | $\$ 3,730,114$ | $\$ 836,949$ | $\$ 4,915,179$ |
| Age 55-64 | $\$ 260,179$ | $\$ 3,373,851$ | $\$ 459,909$ | $\$ 4,093,940$ |
| Age 65+ | $\$ 0$ | $\$ 1,168,979$ | $\$ 162,955$ | $\$ 1,331,934$ |
| Total | $\$ 645,256$ | $\$ 10,744,254$ | $\$ 2,034,661$ | $\$ 13,424,171$ |

*Prudential's Defined Contribution book of business averages

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## North Carolina Total Retirement Plans

## 403(b) Asset Allocation by Age Group - Assets for Participants Not in GoalMaker

 As of March 31, 2022

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$163 | \$97,249 | \$485,406 | \$1,128,650 | \$1,702,427 | \$431,335 | \$3,845,230 |
| Large-Cap Stock | \$4,634 | \$470,632 | \$2,021,841 | \$2,656,093 | \$3,039,922 | \$587,485 | \$8,780,607 |
| Mid-Cap Stock | \$2,745 | \$129,487 | \$471,494 | \$870,824 | \$811,092 | \$80,434 | \$2,366,076 |
| Small-Cap Stock | \$991 | \$24,566 | \$123,205 | \$210,954 | \$264,622 | \$10,171 | \$634,508 |
| International Stock | \$1,392 | \$146,570 | \$372,332 | \$545,191 | \$553,144 | \$97,578 | \$1,716,208 |
| Specialty | \$125 | \$5,589 | \$38,331 | \$105,413 | \$96,925 | \$7,019 | \$253,403 |
| Total Assets | \$10,049 | \$874,093 | \$3,512,609 | \$5,517,125 | \$6,468,132 | \$1,214,022 | \$17,596,031 |
| \% Assets | 0.06\% | 4.97\% | 19.96\% | 31.35\% | 36.76\% | 6.90\% | 100.00\% |
| Total Participants | 7 | 78 | 151 | 167 | 132 | 30 | 565 |
| Average Account Balance | \$1,436 | \$11,206 | \$23,262 | \$33,037 | \$49,001 | \$40,467 | \$31,143 |
| North Carolina <br> Total Retirement Plans 401k \| 457 \| 403b |  |  |  |  |  |  |  |

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## North Carolina Total Retirement Plans

403(b) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of March 31, 2022


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$555 | \$51,991 | \$285,980 | \$1,447,935 | \$1,843,636 | \$720,972 | \$4,351,069 |
| Large-Cap Stock | \$7,465 | \$329,505 | \$617,070 | \$1,217,285 | \$851,377 | \$255,503 | \$3,278,206 |
| Mid-Cap Stock | \$0 | \$3 | \$0 | \$0 | \$0 | \$0 | \$3 |
| Small-Cap Stock | \$3,004 | \$134,763 | \$248,885 | \$482,702 | \$287,534 | \$78,389 | \$1,235,276 |
| International Stock | \$8,782 | \$386,323 | \$737,764 | \$1,422,669 | \$890,289 | \$219,749 | \$3,665,576 |
| Specialty | \$2,132 | \$90,782 | \$178,116 | \$344,589 | \$221,103 | \$57,320 | \$894,041 |
| Total Assets | \$21,937 | \$993,367 | \$2,067,815 | \$4,915,179 | \$4,093,940 | \$1,331,934 | \$13,424,171 |
| \% Assets | 0.16\% | 7.40\% | 15.40\% | 36.61\% | 30.50\% | 9.92\% | 100.00\% |
| Total Participants | 12 | 131 | 232 | 313 | 220 | 52 | 960 |
| Average Account Balance | \$1,828 | \$7,583 | \$8,913 | \$15,703 | \$18,609 | \$25,614 | \$13,984 |

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## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation



## North Carolina Total Retirement Plans

## Loan Information

| 401（k）YTD Loans |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | Change \％ |  |  |  |  |
| \％of Members in Plan with a Loan | $22.56 \%$ | $22.03 \%$ | $20.25 \%$ | $18.74 \%$ | $-7.46 \%$ |  |  |  |  |
| \＃of Outstanding Loans | 44,407 | 43,600 | 39,600 | 36,803 | $-7.06 \%$ |  |  |  |  |
| \＃of New Loans YTD | 3,035 | 3,550 | 2,468 | 2,786 | $12.88 \%$ |  |  |  |  |
| Average Loan Balance | $\$ 6,663$ | $\$ 6,835$ | $\$ 6,854$ | $\$ 6,928$ | $1.08 \%$ |  |  |  |  |
| \＃of Coronavirus－Related Loans | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ | $\mathrm{N} / \mathrm{A}$ |  |  |  |  |
| Total Outstanding Loan Balance | $\$ 295,872,096$ | $\$ 297,989,353$ | $\$ 271,412,058$ | $\$ 254,958,221$ | $-6.06 \%$ |  |  |  |  |


| 457 YTD Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2020 | 2021 | 2022 | Change \％ |
| \％of Members in Plan with a Loan | 14．78\％ | 14．99\％ | 14．16\％ | 13．62\％ | －3．76\％ |
| \＃of Outstanding Loans | 6，254 | 6，401 | 5，884 | 5，480 | －6．87\％ |
| \＃of New Loans YTD | 498 | 533 | 360 | 362 | 0．56\％ |
| Average Loan Balance | \＄3，455 | \＄3，577 | \＄3，603 | \＄3，684 | 2．25\％ |
| \＃of Coronavirus－Related Loans | N／A | N／A | N／A | N／A | N／A |
| Total Outstanding Loan Balance | \＄21，605，358 | \＄22，894，951 | \＄21，201，832 | \＄20，190，730 | －4．77\％ |


| 403（b）YTD Loans |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | Change $\%$ |  |  |  |  |
| \％of Members in Plan with a Loan | $1.78 \%$ | $1.91 \%$ | $1.54 \%$ | $1.52 \%$ | $-1.47 \%$ |  |  |  |  |
| \＃of Outstanding Loans | 21 | 23 | 19 | 20 | $5.26 \%$ |  |  |  |  |
| \＃of New Loans YTD | 0 | 1 | 0 | 3 | $100.00 \%$ |  |  |  |  |
| Average Loan Balance | $\$ 4,354$ | $\$ 3,640$ | $\$ 2,927$ | $\$ 2,875$ | $-1.79 \%$ |  |  |  |  |
| \＃of Coronavirus－Related Loans | N／A | N／A | N／A | N／A | N／A |  |  |  |  |
| Total Outstanding Loan Balance | $\$ 91,439$ | $\$ 83,720$ | $\$ 55,612$ | $\$ 57,492$ | $3.38 \%$ |  |  |  |  |

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## North Carolina Total Retirement Plans

## 401(k) Disbursements - Quarterly

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Term - Lump Sum | \$138,408,718 | \$140,180,021 | 1.28\% | \$156,292,076 | 11.49\% | \$180,454,615 | 15.46\% |
| In-Service | \$15,842,333 | \$17,322,002 | 9.34\% | \$18,352,423 | 5.95\% | \$25,703,504 | 40.06\% |
| State Retirement System | \$2,704,916 | \$2,985,588 | 10.38\% | \$5,588,015 | 87.17\% | \$3,282,527 | -41.26\% |
| Hardship | \$1,478,098 | \$4,849,727 | 228.11\% | \$3,519,888 | -27.42\% | \$3,363,300 | -4.45\% |
| Systematic | \$3,343,446 | \$3,709,807 | 10.96\% | \$3,760,213 | 1.36\% | \$4,214,207 | 12.07\% |
| Deemed Distributions | \$469,695 | \$643,551 | 37.01\% | \$1,170,902 | 81.94\% | \$851,773 | -27.26\% |
| Loan Defaults/Offsets | \$3,615,123 | \$3,498,672 | -3.22\% | \$3,107,215 | -11.19\% | \$4,192,025 | 34.91\% |
| Total Disbursements | \$165,862,329 | \$173,189,369 | 4.42\% | \$191,790,731 | 10.74\% | \$222,061,951 | 15.78\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Term - Lump Sum | 7,762 | 7,911 | 1.92\% | 7,119 | -10.01\% | 8,790 | 23.47\% |
| In-Service | 1,581 | 1,691 | 6.96\% | 1,245 | -26.37\% | 1,504 | 20.80\% |
| State Retirement System | 72 | 88 | 22.22\% | 116 | 31.82\% | 75 | -35.34\% |
| Hardship | 409 | 999 | 144.25\% | 610 | -38.94\% | 791 | 29.67\% |
| Systematic | 3,650 | 3,836 | 5.10\% | 3,796 | -1.04\% | 3,931 | 3.56\% |
| Total Disbursements | 13,474 | 14,525 | 7.80\% | 12,886 | -11.28\% | 15,091 | 17.11\% |

Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets
North Carolina
Total Retirement Plans
401k | 457 | 403b
Tale T.Folune, CPA
DALE R. FoLWELL. CPA
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## North Carolina Total Retirement Plans

## 457 Disbursements - Quarterly

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | 1Q 2020 <br> Change \% | 1Q 2021 | 1Q 2021 <br> Change \% | 1Q 2022 | 1Q 2022 <br> Change \% |
| Term - Lump Sum | \$19,268,931 | \$16,844,960 | -12.58\% | \$21,467,247 | 27.44\% | \$22,739,201 | 5.93\% |
| In-Service | \$519,238 | \$362,096 | -30.26\% | \$1,940,977 | 436.04\% | \$2,233,250 | 15.06\% |
| State Retirement System | \$477,645 | \$484,056 | 1.34\% | \$1,009,591 | 108.57\% | \$537,683 | -46.74\% |
| Hardship | \$74,977 | \$77,079 | 2.80\% | \$40,883 | -46.96\% | \$94,044 | 130.03\% |
| Systematic | \$1,358,124 | \$1,092,403 | -19.57\% | \$1,174,560 | 7.52\% | \$1,221,742 | 4.02\% |
| Deemed Distributions | \$67,274 | \$79,552 | 18.25\% | \$91,881 | 15.50\% | \$90,906 | -1.06\% |
| Loan Defaults/Offsets | \$431,491 | \$267,446 | -38.02\% | \$395,287 | 47.80\% | \$370,816 | -6.19\% |
| Total Disbursements | \$22,197,680 | \$19,207,591 | -13.47\% | \$26,120,427 | 35.99\% | \$27,287,643 | 4.47\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\begin{gathered} \text { 1Q } 2020 \\ \text { Change \% } \end{gathered}$ | 1Q 2021 | 1Q 2021 <br> Change \% | 1Q 2022 | 1Q 2022 <br> Change \% |
| Term - Lump Sum | 1,561 | 1,528 | -2.11\% | 1,475 | -3.47\% | 1,547 | 4.88\% |
| In-Service | 15 | 15 | 0.00\% | 103 | 586.67\% | 160 | 55.34\% |
| State Retirement System | 6 | 7 | 16.67\% | 12 | 71.43\% | 6 | -50.00\% |
| Hardship | 53 | 71 | 33.96\% | 39 | -45.07\% | 78 | 100.00\% |
| Systematic | 1,312 | 1,239 | -5.56\% | 1,157 | -6.62\% | 1,167 | 0.86\% |
| Total Disbursements | 2,947 | 2,860 | -2.95\% | 2,786 | -2.59\% | 2,958 | 6.17\% |

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

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## North Carolina Total Retirement Plans

## 403(b) Disbursements - Quarterly

| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ <br> Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Term - Lump Sum | \$25,143 | \$159,368 | 533.84\% | \$700,873 | 339.78\% | \$238,656 | -65.95\% |
| In-Service | \$297,160 | \$5,474 | -98.16\% | \$4,000 | -26.93\% | \$83,713 | 1992.82\% |
| State Retirement System | \$0 | \$3,071 | 100.00\% | \$0 | -100.00\% | \$59,406 | 100.00\% |
| Hardship | \$0 | \$3,517 | 100.00\% | \$849 | -75.86\% | \$0 | -100.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$3,000 | 100.00\% | \$3,000 | 0.00\% |
| Deemed Distributions | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Loan Defaults/Offsets | \$0 | \$1,330 | 100.00\% | \$0 | -100.00\% | \$0 | 0.00\% |
| Total Disbursements | \$322,304 | \$172,759 | -46.40\% | \$708,722 | 310.24\% | \$384,775 | -45.71\% |


| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1Q 2019 | 1Q 2020 | $\text { 1Q } 2020$ Change \% | 1Q 2021 | $\text { 1Q } 2021$ <br> Change \% | 1Q 2022 | $\text { 1Q } 2022$ <br> Change \% |
| Term - Lump Sum | 7 | 20 | 185.71\% | 18 | -10.00\% | 13 | -27.78\% |
| In-Service | 3 | 1 | -66.67\% | 1 | 0.00\% | 1 | 0.00\% |
| State Retirement System | 0 | 1 | 100.00\% | 0 | -100.00\% | 4 | 100.00\% |
| Hardship | 0 | 1 | 100.00\% | 1 | 0.00\% | 0 | -100.00\% |
| Systematic | 0 | 0 | 0.00\% | 3 | 100.00\% | 3 | 0.00\% |
| Total Disbursements | 10 | 23 | 130.00\% | 23 | 0.00\% | 21 | -8.70\% |

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

## 401(k) Plan Asset Allocation/Net Cash Flow January 1, 2021 to March 31, 2021

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$26,390,849 | \$505,955,514 | \$1,686,820,883 | \$3,929,080,962 | \$3,972,361,809 | \$3,117,930,552 | \$13,238,540,570 |
| \% Assets | 0.20\% | 3.82\% | 12.74\% | 29.68\% | 30.01\% | 23.55\% | 100.00\% |
| Total Contributions | \$3,612,965 | \$22,637,516 | \$32,517,786 | \$47,137,039 | \$35,167,584 | \$7,275,055 | \$148,347,946 |
| Rollovers In | \$26,496 | \$1,180,580 | \$1,975,275 | \$4,423,878 | \$5,819,833 | \$2,356,082 | \$15,782,144 |
| Total Distributions including: | $(\$ 164,139)$ | $(\$ 4,146,685)$ | (\$11,745, 102) | $(\$ 40,482,148)$ | $(\$ 78,109,999)$ | (\$52,864,542) | (\$187,512,614) |
| Rollovers Out | $(\$ 56,705)$ | $(\$ 2,116,929)$ | $(\$ 7,131,440)$ | (\$24,064,632) | $(\$ 45,816,851)$ | $(\$ 24,589,910)$ | (\$103,776,467) |
| Cash Distributions | $(\$ 107,434)$ | (\$2,029,756) | $(\$ 4,613,662)$ | (\$16,417,516) | $(\$ 32,293,148)$ | (\$28,274,632) | $(\$ 83,736,147)$ |
| Net Cash Flow | \$3,475,322 | \$19,671,412 | \$22,747,959 | \$11,078,769 | $(\$ 37,122,581)$ | $(\$ 43,233,405)$ | (\$23,382,524) |
| Total Unique Participants | 6,816 | 42,201 | 54,136 | 69,888 | 58,447 | 33,164 | 264,652 |
| Avg. Account Balance | \$3,872 | \$11,989 | \$31,159 | \$56,220 | \$67,965 | \$94,016 | \$50,022 |
| Prudential Participant Avg. Account Balance | \$4,105 | \$18,448 | \$51,923 | \$100, 107 | \$139,621 | \$141,234 | \$82,727 |

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2022 to March 31, 2022

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$26,553,083 | \$514,019,334 | \$1,680,598,071 | \$3,978,832,010 | \$4,097,736,842 | \$3,390,287,293 | \$13,688,026,633 |
| \% Assets | 0.19\% | 3.76\% | 12.28\% | 29.07\% | 29.94\% | 24.77\% | 100.00\% |
| Total Contributions | \$4,059,028 | \$24,637,111 | \$35,795,649 | \$51,022,892 | \$38,035,048 | \$7,950,982 | \$161,500,711 |
| Rollovers In | \$22,065 | \$1,631,498 | \$4,798,146 | \$5,583,789 | \$5,568,709 | \$2,978,339 | \$20,582,547 |
| Total Distributions including: | $(\$ 253,829)$ | (\$5,925,882) | (\$11,299,559) | $(\$ 44,055,502)$ | (\$83,095,636) | (\$72,387,745) | (\$217,018,153) |
| Rollovers Out | $(\$ 58,361)$ | (\$2,131,641) | (\$5,006,254) | (\$25,710,684) | (\$44,281,627) | $(\$ 42,403,058)$ | (\$119,591,625) |
| Cash Distributions | (\$195,468) | (\$3,794,241) | $(\$ 6,293,305)$ | (\$18,344,817) | $(\$ 38,814,009)$ | (\$29,984,687) | $(\$ 97,426,528)$ |
| Net Cash Flow | \$3,827,265 | \$20,342,728 | \$29,294,236 | \$12,551,180 | (\$39,491,880) | $(\$ 61,458,424)$ | (\$34,934,896) |
| Total Unique Participants | 7,608 | 44,030 | 55,937 | 71,358 | 60,096 | 36,883 | 275,912 |
| Avg. Account Balance | \$3,490 | \$11,674 | \$30,044 | \$55,759 | \$68,187 | \$91,920 | \$49,610 |
| Prudential Participant Avg. Account Balance | \$3,785 | \$18,026 | \$51,013 | \$99,931 | \$141,697 | \$144,407 | \$82, 748 |

*Prudential's Defined Contribution book of business averages.
Distributions do not include Deemed Distributions or Loan Defaults/Offsets


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457 Plan Asset Allocation/Net Cash Flow January 1, 2021 to March 31, 2021

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,948,044 | \$41,813,680 | \$126,522,324 | \$339,984,655 | \$507,366,421 | \$815,320,598 | \$1,832,955,722 |
| \% Assets | 0.11\% | 2.28\% | 6.90\% | 18.55\% | 27.68\% | 44.48\% | 100.00\% |
| Total Contributions | \$253,274 | \$2,252,132 | \$4,092,263 | \$6,582,487 | \$5,216,883 | \$1,209,454 | \$19,606,493 |
| Rollovers In | \$3,395 | \$149,198 | \$186,065 | \$222,603 | \$965,007 | \$729,171 | \$2,255,439 |
| Total Distributions including: | $(\$ 24,265)$ | $(\$ 355,866)$ | $(\$ 872,592)$ | $(\$ 2,165,831)$ | (\$9,014,538) | $(\$ 13,200,168)$ | $(\$ 25,633,259)$ |
| Rollovers Out | $(\$ 3,568)$ | $(\$ 223,697)$ | (\$538,217) | (\$734,007) | $(\$ 5,586,433)$ | $(\$ 5,927,551)$ | (\$13,013,474) |
| Cash Distributions | $(\$ 20,697)$ | $(\$ 132,168)$ | (\$334,375) | (\$1,431,823) | $(\$ 3,428,105)$ | (\$7,272,617) | (\$12,619,785) |
| Net Cash Flow | \$232,404 | \$2,045,464 | \$3,405,736 | \$4,639,259 | (\$2,832,648) | (\$11,261,542) | $(\$ 3,771,328)$ |
| Total Unique Participants | 1,084 | 9,442 | 12,164 | 14,839 | 11,958 | 7,081 | 56,568 |
| Avg. Account Balance | \$1,797 | \$4,428 | \$10,401 | \$22,912 | \$42,429 | \$115,142 | \$32,403 |
| Prudential Participant Avg. Account Balance | \$4,105 | \$18,448 | \$51,923 | \$100, 107 | \$139,621 | \$141,234 | \$82,727 |

## 457 Plan Asset Allocation/Net Cash Flow January 1, 2022 to March 31, 2022

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$2,023,148 | \$42,963,903 | \$133,153,550 | \$345,716,127 | \$508,529,382 | \$844,564,390 | \$1,876,950,500 |
| \% Assets | 0.11\% | 2.29\% | 7.09\% | 18.42\% | 27.09\% | 45.00\% | 100.00\% |
| Total Contributions | \$283,256 | \$2,292,882 | \$4,552,180 | \$7,180,493 | \$6,005,573 | \$1,641,783 | \$21,956,166 |
| Rollovers In | \$13,313 | \$113,992 | \$489,308 | \$897,973 | \$531,056 | \$469,517 | \$2,515,158 |
| Total Distributions including: | $(\$ 33,126)$ | $(\$ 507,708)$ | $(\$ 664,899)$ | (\$2,781,524) | $(\$ 9,881,547)$ | $(\$ 12,957,117)$ | (\$26,825,921) |
| Rollovers Out | $(\$ 11,337)$ | $(\$ 262,525)$ | $(\$ 299,635)$ | (\$1,781,567) | (\$5,989,033) | $(\$ 6,846,410)$ | (\$15,190,507) |
| Cash Distributions | $(\$ 21,789)$ | $(\$ 245,183)$ | $(\$ 365,263)$ | $(\$ 999,957)$ | $(\$ 3,892,514)$ | $(\$ 6,110,707)$ | (\$11,635,414) |
| Net Cash Flow | \$263,443 | \$1,899,165 | \$4,376,589 | \$5,296,942 | (\$3,344,918) | (\$10,845,818) | (\$2,354,597) |
| Total Unique Participants | 976 | 9,018 | 12,292 | 14,794 | 12,244 | 7,435 | 56,759 |
| Avg. Account Balance | \$2,073 | \$4,764 | \$10,833 | \$23,369 | \$41,533 | \$113,593 | \$33,069 |
| Prudential Participant Avg. Account Balance | \$3,785 | \$18,026 | \$51,013 | \$99,931 | \$141,697 | \$144,407 | \$82,748 |

*Prudential's Defined Contribution book of business averages.


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403(b) Plan Asset Allocation/Net Cash Flow January 1, 2021 to March 31, 2021

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | $65+$ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$12,559 | \$1,873,418 | \$5,045,557 | \$9,678,320 | \$9,719,436 | \$1,832,323 | \$28,161,614 |
| \% Assets | 0.04\% | 6.65\% | 17.92\% | 34.37\% | 34.51\% | 6.51\% | 100.00\% |
| Total Contributions | \$6,470 | \$70,206 | \$159,249 | \$215,105 | \$217,248 | \$24,007 | \$692,285 |
| Rollovers In | \$0 | \$2,966 | \$59,949 | \$56,142 | \$0 | \$0 | \$119,057 |
| Total Distributions including: | \$0 | \$0 | (\$24,174) | (\$79,935) | $(\$ 119,128)$ | $(\$ 485,485)$ | $(\$ 708,722)$ |
| Rollovers Out | \$0 | \$0 | $(\$ 20,408)$ | $(\$ 78,530)$ | $(\$ 103,376)$ | $(\$ 472,887)$ | $(\$ 675,201)$ |
| Cash Distributions | \$0 | \$0 | $(\$ 3,765)$ | $(\$ 1,406)$ | $(\$ 15,752)$ | $(\$ 12,598)$ | $(\$ 33,522)$ |
| Net Cash Flow | \$6,470 | \$73,172 | \$195,025 | \$191,311 | \$98,121 | $(\$ 461,478)$ | \$102,620 |
| Total Unique Participants | 12 | 214 | 339 | 424 | 332 | 65 | 1,386 |
| Avg. Account Balance | \$1,047 | \$8,754 | \$14,884 | \$22,826 | \$29,275 | \$28,190 | \$20,319 |
| Prudential Participant Avg. Account Balance | \$4,105 | \$18,448 | \$51,923 | \$100, 107 | \$139,621 | \$141,234 | \$82,727 |

## 403(b) Plan Asset Allocation/Net Cash Flow January 1, 2022 to March 31, 2022

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$31,987 | \$1,867,460 | \$5,580,424 | \$10,432,304 | \$10,562,072 | \$2,545,956 | \$31,020,202 |
| \% Assets | 0.10\% | 6.02\% | 17.99\% | 33.63\% | 34.05\% | 8.21\% | 100.00\% |
| Total Contributions | \$7,383 | \$91,171 | \$198,089 | \$291,030 | \$261,336 | \$33,390 | \$882,398 |
| Rollovers In | \$0 | \$1,553 | \$0 | \$595 | \$0 | \$0 | \$2,148 |
| Total Distributions including: | $(\$ 3,634)$ | (\$4,934) | $(\$ 93,569)$ | $(\$ 136,285)$ | (\$144,974) | $(\$ 1,377)$ | (\$384,775) |
| Rollovers Out | $(\$ 3,634)$ | $(\$ 4,934)$ | $(\$ 87,108)$ | $(\$ 128,897)$ | $(\$ 50,765)$ | $(\$ 1,377)$ | $(\$ 276,716)$ |
| Cash Distributions | \$0 | \$0 | $(\$ 6,461)$ | $(\$ 7,388)$ | $(\$ 94,209)$ | \$0 | $(\$ 108,059)$ |
| Net Cash Flow | \$3,748 | \$87,789 | \$104,519 | \$155,340 | \$116,362 | \$32,012 | \$499,771 |
| Total Unique Participants | 19 | 209 | 383 | 480 | 352 | 82 | 1,525 |
| Avg. Account Balance | \$1,684 | \$8,935 | \$14,570 | \$21,734 | \$30,006 | \$31,048 | \$20,341 |
| Prudential Participant Avg. Account Balance | \$3,785 | \$18,026 | \$51,013 | \$99,931 | \$141,697 | \$144,407 | \$82,748 |

*Prudential's Defined Contribution book of business averages.


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## North Carolina Total Retirement Plans

## 401(k) Plan Retirement Preparation Analysis

| $1 / 1 / 2022-3 / 31 / 2022$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 6,961 |
| Unique Completions | 6,963 |
| Contribution Rate Increase | 689 |
| Since Inception for Currently Active Participants as of 3/31/2022 |  |
| Average Balance, RIC Participant | $\$ 71,161$ |
| Average Balance, Non-RIC Participant | $\$ 29,169$ |
| Average Contribution Rate, RIC Participant | $6.82 \%$ |
| Average Contribution Rate, Non-RIC Participant | $4.91 \%$ |
| Total Count of Participants with a RIC Gap | 58,844 |
| Average RIC Gap | $\$ 2,903$ |
| Total Count of Participants with a RIC surplus | 13,889 |
| Average RIC Surplus | $\$ 2,070$ |

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 401k | 457 | 403b

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## North Carolina Total Retirement Plans

## 457 Plan Retirement Preparation Analysis

| $1 / 1 / 2022-3 / 31 / 2022$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 2,257 |
| Unique Completions | 2,272 |
| Contribution Rate Increase | 124 |


| Since Inception for Currently Active Participants as of 3/31/2022 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 29,919$ |
| Average Balance, Non-RIC Participant | $\$ 18,052$ |
| Average Contribution Rate, RIC Participant | $6.86 \%$ |
| Average Contribution Rate, Non-RIC Participant | $5.60 \%$ |
| Total Count of Participants with a RIC Gap | 14,191 |
| Average RIC Gap | $\$ 2,894$ |
| Total Count of Participants with a RIC surplus | 3,262 |
| Average RIC Surplus | $\$ 2,119$ |

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 401k | 457 | 403b

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## North Carolina Total Retirement Plans

## 403(b) Plan Retirement Preparation Analysis

| 1/1/2022-3/31/2022 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 31 |
| Unique Completions | 62 |
| Contribution Rate Increase | 0 |
|  |  |
| Since Inception for Currently Active Participants as of 3/31/2022 |  |
| Average Balance, RIC Participant | $\$ 30,060$ |
| Average Balance, Non-RIC Participant | $\$ 17,706$ |
| Average Contribution Rate, RIC Participant | $16.19 \%$ |
| Average Contribution Rate, Non-RIC Participant | $15.21 \%$ |
| Total Count of Participants with a RIC Gap | 240 |
| Average RIC Gap | $\$ 2,948$ |
| Total Count of Participants with a RIC surplus | 108 |
| Average RIC Surplus | $\$ 1,992$ |

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 401k | 457 | 403b

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## North Carolina Total Retirement Plans

Total Assets Saved and Percent of Assets Saved - Rollover History: Rolling 12 Month \& Current Quarter

| Year | Total Plan Assets* | Total Plan Assets for all Participants in Terminated or Retired status* | \% of Assets for all Participants in Terminated or Retired Status | Total Assets Eligible to Rollover Out** | $\begin{aligned} & \text { Total Assets } \\ & \text { Distributed } \\ & \text { for Period Shown } \end{aligned}$ | Total Rollovers Out for Period Shown | Total Cash <br> Distributions For Period Shown | Total \$ Assets Saved | Total \% Assets Saved |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 4/1/2021-3/31/2022 | \$15,595,997,439.29 | \$5,919,333,166.52 | 37.95\% | \$5,421,617,084.07 | \$899,179,277.65 | \$501,303,002.08 | \$397,876,275.57 | \$4,522,437,806.42 | 83.41\% |
| 1/1/2022-3/31/2022 | \$15,595,997,439.29 | \$5,919,333,166.52 | 37.95\% | \$6,053,357,770.16 | \$244,228,848.07 | \$135,058,847.52 | \$109,170,000.55 | \$5,809,128,922.09 | 95.97\% |

*As of end of period shown.
**As of the day before the start of the period shown.

## NC Plans Rollovers Out

| Time Period | 401(k) Plan | 457 Plan | 403(b) Plan | Total |
| :---: | :---: | :---: | :---: | :---: |
| $4 / 1 / 2021-3 / 31 / 2022$ | $\$ 431.8 \mathrm{M}$ | $\$ 68.1 \mathrm{M}$ | $\$ 1.2 \mathrm{M}$ | $\$ 501.3 \mathrm{M}$ |
| $1 / 1 / 2022-3 / 31 / 2022$ | $\$ 119.5 \mathrm{M}$ | $\$ 15.1 \mathrm{M}$ | $\$ 276.7 \mathrm{~K}$ | $\$ 135.0 \mathrm{M}$ |

## NC Plans Cash Distributions

| Time Period | $401(k)$ Plan | 457 Plan | $403(\mathrm{~b})$ Plan | Total |
| :---: | :---: | :---: | :---: | :---: |
| $4 / 1 / 2021-3 / 31 / 2022$ | $\$ 344.2 \mathrm{M}$ | $\$ 53.3 \mathrm{M}$ | $\$ 207.9 \mathrm{~K}$ | $\$ 397.8 \mathrm{M}$ |
| $1 / 1 / 2022-3 / 31 / 2022$ | $\$ 97.4 \mathrm{M}$ | $\$ 11.6 \mathrm{M}$ | $\$ 108.0 \mathrm{~K}$ | $\$ 109.1 \mathrm{M}$ |

## NC Plans Total Distributions

| Time Period | 401(k) Plan | 457 Plan | $403(\mathrm{~b})$ Plan | Total |
| :---: | :---: | :---: | :---: | :---: |
| $4 / 1 / 2021-3 / 31 / 2022$ | $\$ 776.1 \mathrm{M}$ | $\$ 121.5 \mathrm{M}$ | $\$ 1.5 \mathrm{M}$ | $\$ 899.1 \mathrm{M}$ |
| $1 / 1 / 2022-3 / 31 / 2022$ | $\$ 217.0 \mathrm{M}$ | $\$ 26.8 \mathrm{M}$ | $\$ 384.7 \mathrm{~K}$ | $\$ 244.2 \mathrm{M}$ |


| 1/1/2022-3/31/2022 Rollover Payee | \% of Total Rollovers | Participants | Sum of Rollovers | 4/1/2021-3/31/2022 Rollover Payee | \% of Total Rollovers | Participants | Sum of Rollovers |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EDWARD JONES | 13\% | 232 | \$16,932,678.80 | EDWARD JONES | 16\% | 939 | \$75,208,548.99 |
| FIDELITY | 10\% | 162 | \$12,691,322.84 | FIDELITY | 9\% | 562 | \$43,793,856.93 |
| VANGUARD | 9\% | 79 | \$11,298,501.90 | PERSHING | 8\% | 342 | \$36,876,152.76 |
| CHARLES SCHWAB | 8\% | 88 | \$10,259,695.38 | CHARLES SCHWAB | 6\% | 291 | \$29,437,169.36 |
| TD AMERITRADE | 5\% | 64 | \$7,120,427.90 | VANGUARD | 5\% | 265 | \$25,703,933.24 |
| RAYMOND JAMES | 5\% | 44 | \$6,142,059.47 | NFS | 4\% | 197 | \$20,925,345.29 |
| PERSHING | 5\% | 85 | \$6,084,393.22 | TD AMERITRADE | 4\% | 219 | \$19,734,619.37 |
| NC STATE CREDIT UNION | 4\% | 133 | \$5,664,995.77 | NC STATE CREDIT UNION | 4\% | 425 | \$18,614,551.37 |
| NFS | 4\% | 56 | \$4,777,043.00 | WELLS FARGO | 4\% | 157 | \$17,847,887.18 |
| LPL | 3\% | 44 | \$3,922,489.67 | RAYMOND JAMES | 4\% | 155 | \$16,988,353.26 |

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## North Carolina Total Retirement Plans

## Participant Service Center Statistics

401(k), 457 \& 403(b) Quarterly Participant Service Center Statistics

|  | 1Q 2019 | 1Q 2020 | 1Q 2021 | 1Q 2022 |
| :--- | :---: | :---: | :---: | :---: |
| Service Center Calls | 57,514 | 45,342 | 37,113 | $36, \mathbf{1 9 9}$ |
| Service Percentage (calls answered within 20 sec.) | $82 \%$ | $76 \%$ | $84 \%$ | $57 \%$ |
| Average Speed to Answer (seconds) | 17 sec | 16 sec | 34 sec | 217 seconds |
| Abandon Percentage | $0.6 \%$ | $0.5 \%$ | $1.4 \%$ | $8.3 \%$ |

## North Carolina Total Retirement Plans

Retirement Security Education Information

| 401(k), 457 \& 403(b) Quarterly Retirement Security Education Team Activity |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Meeting Activity | January 2022 | February 2022 | March 2022 | 1Q 2022 |
| Group Meetings - Number of Meetings | 143 | 139 | 157 | 439 |
| Group Meetings - Number of Attendees | 2,245 | 3,583 | 4,125 | 9,953 |
| Individual Meetings - Number of Meetings | 2,147 | 2,296 | 2,369 | 6,812 |
| Employer Meetings | 304 | 296 | 366 | 966 |
| Total On-Site Visits | 9 | 7 | 6 | 22 |
| Total Meeting Attendees | 4,392 | 5,879 | 6,494 | 16,765 |

## North Carolina Total Retirement Plans

Retirement Security Education Information - Enrollment Activity by Quarter


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## North Carolina Total Retirement Plans

## Employers Adopting the 457 Plan in 2022

County<br>Gaston County

Community College<br>Catawba Valley Community College

Municipalities
Town of Pleasant Garden
Town of Robbins
Town of Spencer

| 457 Additions |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employer Type | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | $\mathbf{2 0 2 1}$ | $\mathbf{2 0 2 2}$ | \# of <br> Eligible |  |  |
| CHARTER SCHOOL | 4 | 3 | 4 | 0 | 2,275 |  |  |
| COMMUNITY COLLEGE | 2 | 1 | 1 | 1 | 15,905 |  |  |
| COUNTY | 1 | 1 | 3 | 1 | 43,512 |  |  |
| MUNICIPAL | 7 | 9 | 9 | 3 | 20,933 |  |  |
| OTHER | 6 | 6 | 6 | 0 | 6,486 |  |  |
| SCHOOL | 4 | 2 | 3 | 0 | 121,663 |  |  |
| UNIVERSITY | 0 | 0 | 1 | 0 | 57,538 |  |  |

## North Carolina Total Retirement Plans

## 401(k) Employers Making Changes in 2022

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

Guilford Tech Community College increased their Employer Match from 1\% to 2\%.

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

Gaston County added a 5\% Across the Board Employer Contribution.
Pasquotank County added a match up to $5 \%$.

## 457 Employers Making Changes in 2022

## 457 Employers Increasing Employer Contribution or Match

Casa Esperanva Charter School increased their Employer Contribution from 2\% to a 3\% across the board.
Guilford Tech Community College increased their Employer Match from 1\% to 2\%.

## 457 Employers Adding An Employer Contribution and/or Employer Match

Summerfield Fire Department added an Employer Match up to 1\%. If employee contributes $1 \%$ there is an additional 2\% across the board. Town of Pleasant Garden added an Employer Match up to 3\%.

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DALE R. FOWEFLL CPA
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## North Carolina Total Retirement Plans

## Employers Adopting Contribution Accelerator in 2022

## Municipalities

Town of Pleasant Garden - 457

## North Carolina

Total Retirement Plans
401k | 457 | 403b

## Communication Accomplishments 1Q 2022

## Communication Accomplishments 1Q 2022

## 403(b) Discontinuance Communications

## - Participant

- General Awareness Letter
- New Enrollee Letter (distributed weekly)
- Follow Up \#1 Letter
- Transactional Website Message


## - Employer

- Exclusive General Awareness Email
- Non-exclusive General Awareness Email
- Follow Up \#1 Exclusive Email
- Follow Up \#1 Non-exclusive Email
- Webinars (2/22 and 3/1)
- Webinar Recording Link

- Website
- Custom Website Callout Boxes
- Plan Info/Enroll webpage
- Information for Employers webpage
- Custom Website Article
- Sponsor Center Web Message



## Communication Accomplishments 1Q 2022

## Participant Pre-Close Communications

- 401(k)
- Email
- Postcard
- 457
- Email
- Postcard
- 403(b)
- Email
- Postcard



## Communication Accomplishments 1Q 2022

## Maintenance \& Content Updates

- 401(k) Plan Highlights
- 457 Plan Highlights
- Ducks in a Row Brochure
- Managing Day to Day Finances During the Coronavirus Crisis Presentation
- Nearing Retirement Presentation
- Email 1: Virtual 1x1 Announcement
- Email 2: Virtual $1 \times 1$ Confirmation
- Employer Virtual Engagement Email
- Nearing Retirement Email
- Joint DST and PRU RPC PowerPoint
- Group \& One-On-One Meeting Flyer


## Communication Accomplishments 1Q 2022

Targeted Emails to Nearing Retirees

- January - 263 delivered
- February - 241 delivered
- March - 202 delivered

Quarterly Signature Newsletter

- 125,000 mailed

Quarterly Statement Message


Employer Newsletter


## North Carolina Total Retirement Plans

## Notes

## Signature Newsletter 1Q 2022



## A Message from Treasurer Dale R. Folwell, CPA

## Signature N E W SLETTER

$1^{\text {ST }}$ QUARTER 2022

Good News! Your best-in-class retirement savings options have lower expenses and reduced fees.

The Department of State Treasurer, Board of Trustees (Board) and staff work with a participant-first mentality, keeping costs low while maintaining high performance and dedicated service. Last fall, the recordkeeping and communications fee for all NC Plan
participants was reduced from $\$ 28$ to $\$ 26$ per account and in Last fall, the recordkeeping and communications fee for all NC Plan
participants was reduced from $\$ 28$ to $\$ 26$ per account and in February, the Board voted to cut the administrative fee in half.
The NC Supplemental Retirement Plans (Plans) deliver best-in-class retirement savings options exclusively for public servants like you. Following through on a decision by the Board, we are discontinuing the NC 403(b) Program and focusing on the plans we do BEST. The NC 401(k) Plan is one of the largest of its type, and combined with the NC 457 Plan, saw an increase in assets from $\$ 14$ billion in 2020 to $\$ 16$ billion in 2021. The NC 401(k) and NC 457 Plans have almost 300,000 participants with an average monthly deferral of $\$ 235$. Even with the ebb and flow of inflation, we continue to see an increase in the amounts being saved and new enrollments.


I encourage you to share the value of the Plans with your peers. The MyRock ${ }^{s m}$ for Retirement calculator provides visual motivation to help you reach a secure financial future. Dedicated counselors are available to meet one-on-one to go through your unique situation. And GoalMaker® provides a custom investment path, up to and through retirement.
It is important to remember that you can stay in the Plans even after you retire and continue to use and benefit from the resources and tools available. And your beneficiary - whether your spouse, child, or other individual - is often able to remain in the Plans after receiving your account.
I applaud your steadfast resolve in saving for retirement and encourage you to use the tools and resources available at NCPlans.prudential.com and myNCRetirement.com.
Thank you for all you do to teach, protect or otherwise serve the citizens of North Carolina.

Sincerely,

## Thairgancer

Dale R. Folwell, CPA
State Treasurer of North Carolina

## See the big difference a small change can make for your financial future!

Whether you are nearing retirement or just planning for it, small contribution increases today can potentially make a big difference in your retirement income tomorrow! Check for possible employer matching dollars and learn how to increase your contributions today.


## Inflation is back

In January 2022, the Consumer Price Index report was releasedshowing that consumer prices rose 7.0\% for the 12 months ending December 31, 2021the fastest 12-month rise in prices since the one-year period ending June 30, 1982.*

## NC 403(b) Program: Important update

After an in-depth analysis and recognizing extremely low participation by members, the North Carolina Supplemental Retirement Board of Trustees decided to discontinue the NC 403(b) Program, which had just over 1,400 participants and less than $\$ 33$ million in assets as of December 31, 2021.

The NC Plans will focus on the larger, low-cost,* and more popular NC 401(k) and NC 457 Plans, which serve approximately 300,000 participants and have combined assets of over $\$ 16$ billion.**

If you participate in the NC 403(b) Program, you will continue to receive information on the transition of the NC 403(b) Program, including option(s) available to you for the money in your account.

For information and FAQs on the discontinuance of the NC 403(b) Program, visit www.myNCRetirement.com/NC403bParticipant.

* Source: BenchmarkDC Executive Summary for North Carolina Supplemental Retirement Plans (for the 5 years ending December 31, 2020), CEM Benchmarking, Inc., located at myNCRetirement.com > Governance > Boards of Trustees and Committees > Boards and Committees Meeting Archives > Supplemental Retirement Board of Trustees Meeting—08/26/2021.
** As of December 31, 2021.


## Retirement savings and inflation

## What is inflation?

Inflation has been in the news a lot lately, but what is it? Inflation is the increase in the cost of goods and services over time.

Until recently, when people would think about risks in investing, many would focus on the market. In reality, retirement investors deal with three common types of risk:

- Market risk: the possibility that an investment will lose money due to a market decline
- Longevity risk: the risk of outliving your savings
- Inflation risk: the potential that your investment will earn less than the rate of inflation

Often the most overlooked of these three risks is inflation risk.

## What can you do about inflation risk?

One of the ways you may be able to help manage inflation risk is by investing in the NC Inflation Responsive Fund and the NC Treasury Inflation Protected Securities Fund. These investments specifically attempt to address inflation and the risk it poses to investors.** These Funds are available as stand-alone investment options, as well as within the GoalMaker® model portfolios.

For more information on these Funds, visit NCPlans.prudential.com > Choose Investments.

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## Nearing retirement or just planning for it? <br> Some important steps to consider now

Whether retirement is near, or five to 10+ years away, there are steps you can take NOW to be better prepared financially.

## Your nearing retirement road map

To help you along your retirement journey, here are some milestones for you to consider:

## 5-10 years

- Visit MARS in ORBIT and review your potential retirement benefits. ${ }^{1}$
- Check and update your MyRock ${ }^{\text {SM }}$ for Retirement calculator at NCPlans.prudential.com and add your outside savings accounts for a more holistic view of your retirement readiness.


## 1-3 years

- Register to attend a retirement planning conference or webinar. ${ }^{2}$
- Update your beneficiary (or beneficiaries) in both your pension and supplemental accounts, if needed.
- Consider rolling your assets into your NC 401(k) and/or NC 457 Plan account to simplify the management of your retirement assets.


## 90-120 days

- Update your beneficiary (or beneficiaries) in both your pension and supplemental accounts, if needed.
- Read the Guides on Form $6^{3}$ for additional detailed information about the retirement process.


## 120 days

- Consider making a one-time contribution to your NC 401(k) and/or NC 457 Plan account with final vacation payout, etc.; purchase service credits; ${ }^{4}$ or elect the Transfer Benefit. ${ }^{5}$
- Speak with your HR office about your expected retirement date and complete and submit to HR Form 6. ${ }^{3}$


## A valuable tool that's at your fingertips

Use the MyRock for Retirement calculator to:

- Help you learn how much you may need to save for retirement
- Get a motivating front-and-center view of your retirement savings progress
- Easily model contribution changes you are considering, to see the potential impacts



## Looking for personalized retirement counseling?

At any point in your retirement journey, Retirement Education Counselors are available to speak with you.
This is just one of the benefits of participating in the North Carolina Supplemental Plans! Visit NCPlans.prudential.com and click on "Find Your Counselor" in the QUICK LINKS section on the left side of the page.


## PRUDENTIAL RETIREMENT® ${ }^{\circledR}$

${ }^{1}$ The Member Annual Retirement Statement (MARS) is released once a year for those members with at least one year of contributing service as of December 31.
${ }^{2}$ To obtain a schedule, visit https://www.myncretirement.com/retirement-planning-101.
${ }^{3}$ Available on the Forms page in ORBIT. You cannot submit your retirement application more than 120 days before your retirement date. If your application is not received 90 days before your retirement date, you may experience a delay in receiving your first benefit check.
${ }^{4}$ Costs are calculated by the NC Retirement System and are unique per individual.
${ }^{5}$ Transfer Benefit information is located at NClifetimeincome.org.
For the NC 403(b) Program, shares of the registered mutual funds are offered through Prudential Investment Management Services LLC (PIMS), Newark, NJ, a Prudential Financial company. Retirement Education Counselors are registered representatives of PIMS.
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.

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.

Retirement products and services are provided by Prudential Retirement Insurance and Annuity Company (PRIAC), Hartford, CT or its affiliates. PRIAC is a Prudential Financial company.
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## Questions \& Thank you

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## North Carolina Total Retirement Plans

## Disclosures

## This is not a certified financial statement.

Assets and contributions reflect actual participant account balances and do not include outstanding loan balances, forfeitures, and / or expense account assets.
Customer should promptly report any inaccuracy or discrepancy to the brokerage firm(s).
All oral communications should be re-confirmed in writing to protect the customer's legal rights, including rights under the Securities Investor Protection act (SIPA).
This information should not be considered an offer or solicitation of securities, insurance products or services. No offer is intended nor should this material be construed as an offer of any product. The information is being presented by us solely in our role as the plan's service provider and or record keeper.

Retirement products and services are provided by Prudential Retirement Insurance and Annuity Company, Hartford, CT, or its affiliates.
Securities products and services are offered through Prudential Investment Management Services LLC (PIMS), Newark, NJ, a Prudential Financial company.
Prudential Retirement's registered representatives are registered with Prudential Investment Management Services, LLC, Newark, NJ. A Prudential Financial Company.
In providing this information Prudential Retirement is not undertaking to provide impartial investment advice, or to give advice in a fiduciary capacity. Prudential Retirement may benefit from advisory and other fees paid to it or its affiliates for managing, selling, or settling of the Prudential mutual funds and other investment products or securities offered by Prudential Retirement or its affiliates. Investment vehicles sponsored or managed by a Prudential Retirement affiliate generate more revenue for the Prudential enterprise than non-proprietary investment vehicles. Prudential Retirement's sales personnel generally receive greater compensation if plan assets are invested in proprietary investment vehicles. Prudential Retirement may benefit directly from the difference between investment earnings of Prudential Retirement's stable value funds and the amount credited to deposits in those funds. Prudential Retirement may also benefit from broker-dealer or other entities' cosponsorship of Prudential conferences.

Prudential Retirement's separate accounts are available under group variable annuity contracts issued by Prudential Retirement Insurance and Annuity Company (PRIAC), Hartford, CT. PRIAC is a Prudential Financial company.

As of January 1, 2016 Prudential Retirement provides the communications and recordkeeping services for the NC Total Retirement Plans 401(k)|457. Investments offered to you within the plan(s) are not offered by or affiliated with Prudential Financial or any of its companies or businesses. Prudential Retirement is a Prudential Financial business.
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Prudential's Book of Business averages are as of $3 / 31 / 2021$. 401k | 457 | 403b

## North Carolina Total Retirement Plans

## Disclosures

## Important Information Regarding the Empower Transition

On April 1, 2022, Great-West Life \& Annuity Insurance Company (GWLA), the parent company of Empower Retirement, LLC (Empower) acquired the full-service retirement business of Prudential Financial, Inc. In connection with the transaction, GWLA acquired all shares of the following entities, which are no longer affiliated with Prudential Financial, Inc.: Prudential Retirement Insurance and Annuity Company; Prudential Bank \& Trust, FSB; Global Portfolio Strategies, Inc.; TBG Insurance Services Corporation; MC Insurance Agency Services, LLC; and Mullin TBG Insurance Agency Services, LLC.

Please use the following to determine if Empower is now the service provider for an account or product. If an individual has multiple accounts, they may be a customer of Prudential Financial, Inc. and its affiliates (together, Prudential) and Empower.

## North Carolina Total Retirement Plans

## Disclosures

| Account Type | Service Provider |
| :--- | :--- |
| If an individual is an annuitant, contingent annuitant or other beneficiary under a <br> group annuity contract issued or reinsured by Prudential's pension risk transfer <br> business or a plan participant whose benefit is administered by Prudential's pension <br> risk transfer business... | ..The account remains with Prudential and was not impacted by the <br> transaction. |
| How does an individual know if this applies? | The 'Important Disclosures Regarding the Empower Transaction" listed <br> below do not apply to the account. |
| •They were previously issued an annuity certificate from the Prudential Insurance |  |
| Company of America in connection with their employer's defined benefit plan, OR they |  |
| previously received a communication from their employer that Prudential has issued a |  |
| guaranteed annuity covering all or a portion of their pension benefit or pays their |  |
| pension benefit. |  |

## North Carolina Total Retirement Plans

## Disclosures

| Account Type | Service Provider |
| :--- | :--- |
| If an individual independently purchased an individual annuity, life insurance or |  |
| investment product with Prudential... |  <br> How does an individual know if this applies? <br> transaction. <br> The "Important Disclosures Regarding the Empower Transaction" listed <br> below do not apply to the account. |
| -They independently purchased a product from Prudential (other than a SmartSolution |  |
| IRA) that is unrelated to an employer workplace plan. |  |
| •The product purchased is issued by The Prudential Insurance Company of America |  |
| (PICA), Prudential Annuities Life Assurance Corporation (PALAC), Pruco Life |  |
| Insurance Company, or Pruco Life Insurance Company of New Jersey. |  |
| •They purchased an investment product or service through Pruco Securities, LLC. |  |

## North Carolina Total Retirement Plans

## Disclosures

| Account Type | Service Provider |
| :--- | :--- |
| If an individual is a participant in a retirement plan previously serviced by Prudential <br> Retirement that may include defined benefit plans, nonqualified plans, defined <br> contribution plans and 401(k) plans (including a plan that permits self-directed <br> brokerage accounts), or is an account holder of a SmartSolution IRA, an Auto Roll IRA <br> or an NFS Prudential Brokerage Account... | ..Empower is now the service provider for the account. However, with <br> respect to SmartSolution IRAs and certain Auto Roll IRAs, Prudential <br> Investment Management Services LLC (PIMS) remains the broker-dealer <br> for a transitional period. |
| This category includes certain Stable Value products on third party recordkeeping <br> platforms where the service provider will transfer to Empower. These clients will be be <br> notified directly. | Please carefully review the "Important Disclosures Regarding the <br> Empower Transaction" below that apply. |
| How does an individual know if this applies? |  |
| •They receive a notification from Prudential Retirement notifying them that Empower |  |
| will become the service provider for their account. |  |
| •They receive a welcome email or letter from Empower. |  |

## North Carolina Total Retirement Plans

## Disclosures

| Account Type | Service Provider |
| :--- | :--- |
| If an individual is a participant in the Prudential Supplemental Employee Savings <br> Plan; the Prudential Financial, Inc. 2021 Omnibus Incentive Plan and the attendant <br> Prudential Long-Term Incentive Program; the Prudential Financial, Inc. 2016 <br> Deferred Compensation Plan for Non-Employee Directors; or the PGIM, Inc. <br> Omnibus Deferred Compensation Plan... | ..Prudential remains the service provider for the plans. Empower is <br> currently providing services as a sub-contractor for a transitional period. |
| How does an individual know if this applies? | Please carefully review the "Important Disclosures Regarding the <br> Empower Transaction" below that apply to the account as applicable. |
| •They receive statements and other notifications from Prudential in connection with one |  |
| or more of these plans. |  |

## North Carolina Total Retirement Plans

## Disclosures

## Important Disclosures Regarding the Empower Transaction

## Effective April 1, 2022, the following will apply:

- All references to "Prudential Retirement" refer to Empower. Prudential Retirement is no longer a business unit of Prudential.
- Certain insurance products written by The Prudential Insurance Company of America were reinsured to GWLA and Great-West Life \& Annuity Insurance Company of New York (for New York business). Empower Retirement will become the administrator of this business acquired from Prudential
- Empower Retirement refers to the products and services offered by GWLA and its subsidiaries, including Empower Retirement, LLC. Empower Retirement is not affiliated with Prudential or its affiliates.
- Full-service retirement sales personnel and certain service personnel are no longer registered representatives of Prudential Investment Management Services LLC (PIMS) and are registered representatives of GWFS Equities, Inc. For a transition period, certain back office and service personnel will remain registered representatives of PIMS.
- During a transition period, Prudential and, as applicable, its affiliates will continue to provide services to Empower. PIMS will continue to provide certain brokerdealer services under the terms of existing services agreements for certain plans and will continue to be the broker-dealer of record for existing SmartSolution IRAs and certain Auto Roll IRAs for a transitional period.
- Any documents pertaining to fraud or security commitments by Prudential Retirement are no longer applicable and are replaced with Empower's commitments as set forth at participant.empower-retirement.com/participant/\#/articles/securityGuarantee
- If Empower is the service provider for an account, Prudential's Privacy Statements and Privacy Notices are replaced with Empower's Privacy Notice as set forth at empower-retirement.com/privacy for the account.

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## Empower Sponsor 4.2022

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

## North Carolina

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401k | 457 | 403b
Tha 1 zancen state treasurer of north carolina
Dale R. Folwell, CPA

## Thank you


[^0]:    * Source: "Consumer Price Index - December 2021," News Release, Bureau of Labor Statistics, U.S. Department of Labor, January 12, 2022 [https://www.bls.gov/news.release/pdf/cpi.pdf?ck_subscriber_id=1463414813](https://www.bls.gov/news.release/pdf/cpi.pdf?ck_subscriber_id=1463414813)
    ** Before investing, investors should carefully consider the investment objectives, risks, charges and expenses of these Funds and other plan investment options. The investment value and return will fluctuate so that an investment, when redeemed, may be worth more or less than original cost. Past performance does not guarantee future results.

