

## North Carolina Total Retirement Plans

3Q 2019 Board of Trustees Report
Presented by: Michael McCann, Vice President, Key Account Management
On: December 12, 2019
As of: September 30, 2019

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

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## North Carolina

Total Retirement Plans
401k | 457 | 403b


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## North Carolina Total Retirement Plans

## Prudential Disclosures

## This is not a certified financial statement.

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

Prudential monitors the contractual terms and service guarantees related to the contract for third-party administration of the Supplemental Retirement Income Plan of North Carolina, the North Carolina Public Employee Deferred Compensation Plan and the North Carolina Public School Teachers' and Professional Educators' Investment Plan 403(b) Program. Prudential communicates with Retirement Systems Division staff on our performance with these terms.

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

As of January 1, 2016 Prudential Retirement provides the communications and recordkeeping services for the NC Total Retirement Plans $401(\mathrm{k}) \mid 457$. 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 9/30/2019.

## Disclosures Provided by North Carolina Department of State Treasurer

## 1. Compliance with laws:

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

2. Performance guarantees and required notifications to North Carolina:

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


## North Carolina Total Retirement Plans

## Disclosures Provided by North Carolina Department of State Treasurer

## 3. The Contractor warrants that:

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

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

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

North Carolina

## North Carolina Total Retirement Plans

## Our Mission: Retirement Readiness

$55.44 \%$ of all active NC public servants are "retirement ready." $70.52 \%$ of all active NC public servants with a $401(\mathrm{k}), 457$ and/or 403(b) plan are "retirement ready." Retirement readiness is defined as the ability to replace $80 \%$ of pre-retirement income, beginning at age 62 and continuing throughout 30 years of retirement. The following sub-goals are being pursued at a Combined Plans level to help us achieve our top-level metric of 68\% in 2019:

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

| Sub Goal | As of 9/30/2019 | Stretch Goal | \% to Stretch Goal | Contractual Goal | \% to Contractual Goal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Monthly Contributions | \$202.90 | \$180.61 | 112.34\% | \$169.79 | 119.50\% |
| Active Participation Rate | 33.49\% | 28.99\% | 115.52\% | 28.84\% | 116.12\% |
| GoalMaker Utilization Among New Members | 94.62\% | 93\% | 101.74\% | 80\% | 118.28\% |
| GoalMaker Utilization Among All Members | 67.30\% | 57\% | 118.07\% | N/A | N/A |

5 Employers adopted the 401(k) Plan from the period of January 1, 2019 through September 30, 2019 23 Employers adopted the 457 Plan from the period of January 1, 2019 through September 30, 2019
7 Employers adopted the 403(b) Plan from the period of January 1, 2019 through September 30, 2019

|  | As of 9/30/2019 |
| :--- | ---: |
| Consolidated Total Plan Assets | $\$ 12,235,200,878$ |
| Consolidated Unique Participant Count | 284,682 |

## North Carolina Total Retirement Plans

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

|  | \# Participants Utilizing |  |  |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Option | Asset Class | 9/30/2017 | \% | 9/30/2017 | 9/30/2018 | \% | 9/30/2018 | 9/30/2019 | \% | 9/30/2019 |
| North Carolina Stable Value Fund | Stable Value | \$2,514,981,182 | 23.20\% | 235,006 | \$2,045,231,850 | 17.26\% | 166,040 | \$2,121,060,440 | 17.36\% | 166,792 |
| North Carolina Fixed Income Fund | Fixed Income | \$711,052,673 | 6.56\% | 194,125 | \$1,566,120,031 | 13.22\% | 234,493 | \$1,761,832,075 | 14.42\% | 245,010 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$487,064,032 | 4.49\% | 167,722 | \$70,230,068 | 0.59\% | 33,130 | \$86,608,678 | 0.71\% | 30,104 |
| North Carolina Treasury Inflation Protected Securities | Fixed Income | \$0 | 0.00\% | 0 | \$178,211,415 | 1.50\% | 64,129 | \$221,092,168 | 1.81\% | 69,944 |
| North Carolina Large Cap Core Fund | Large-Cap Stock | \$2,085,122,387 | 19.24\% | 258,455 | \$1,953,465,212 | 16.49\% | 91,459 | \$1,842,723,111 | 15.08\% | 84,688 |
| North Carolina Large Cap Growth Fund | Large-Cap Stock | \$8,309 | 0.00\% | 5 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$1,555,659,153 | 14.35\% | 251,226 | \$2,662,380,958 | 22.47\% | 261,149 | \$2,746,500,780 | 22.48\% | 270,422 |
| North Carolina Large Cap Value Fund | Large-Cap Stock | \$298 | 0.00\% | 4 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| North Carolina Small Mid Cap Fund | Small-Cap Stock | \$1,016,255,536 | 9.38\% | 215,325 | \$841,968,633 | 7.11\% | 225,951 | \$842,705,419 | 6.90\% | 236,472 |
| North Carolina Small/Mid Cap Growth Fund | Small-Cap Stock | \$615 | 0.00\% | 4 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$273,285,795 | 2.52\% | 23,472 | \$332,285,200 | 2.80\% | 23,825 | \$307,260,709 | 2.52\% | 23,220 |
| North Carolina Small/Mid Cap Value Fund | Small-Cap Stock | \$8,584 | 0.00\% | 4 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| North Carolina Global Equity Fund | Global/Intl Stock | \$997,908,980 | 9.21\% | 200,514 | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 |
| North Carolina International Fund | Global/IIntI Stock | \$685,863,734 | 6.33\% | 219,727 | \$1,740,901,475 | 14.70\% | 232,218 | \$1,803,504,503 | 14.76\% | 242,273 |
| North Carolina International Index Fund | Global/IIntI Stock | \$63,871,697 | 0.59\% | 6,854 | \$76,733,561 | 0.65\% | 7,451 | \$77,071,612 | 0.63\% | 7,497 |
| North Carolina Inflation Responsive Fund | Specialty | \$448,625,416 | 4.14\% | 195,399 | \$379,064,666 | 3.20\% | 207,374 | \$406,109,736 | 3.32\% | 219,076 |
| Total Plan Assets |  | \$10,839,708,391 | 100.00\% |  | \$11,846,593,070 | 100.00\% |  | \$12,216,469,231 | 100.00\% |  |

The total number of unique participants across the $401(k)$ and 457 Plans combined as of September 30, 2019 was 283,628.

The average monthly employee deferral from October 1, 2018 to September 30, 2019 was $\$ 202.48$ for the Combined $401(k)$ and 457 Plans.

The average active participation rate from October 1, 2018 to September 30, 2019 was $33.31 \%$ for the Combined $401(k)$ and 457 Plans.
The GoalMaker utilization among new members as of September 30, 2019 was $94.75 \%$ for the Combined 401(k) and 457 Plans.

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

The GoalMaker utilization among members as of September 30, 2019 was $67.33 \%$ for the Combined $401(\mathrm{k})$ and 457 Plans.

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North Carolina
Total Retirement 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 September 30, 2019 was 259,467.
The average monthly employee deferral from October 1, 2018 to September 30,2019 was $\$ 186.48$ for the 401(k) Plan.
The average active participation rate from October 1, 2018 to September 30,2019 was $29.96 \%$ for the $401(\mathrm{k})$ Plan.
The GoalMaker utilization among new members as of September 30, 2019 was $95.08 \%$ for the $401(\mathrm{k})$ Plan.

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

The GoalMaker utilization among members as of September 30, 2019 was $66.87 \%$ for the 401(k) Plan.

## North Carolina Total Retirement Plans

## Asset Allocation By Fund - 457 Plan



The total number of unique participants in the 457 Plan as of September 30, 2019 was 56,249.
The average monthly employee deferral from October 1, 2018 to September 30,2019 was $\$ 149.09$ for the 457 Plan.
The average active participation rate from October 1, 2018 to September 30, 2019 was $10.71 \%$ for the 457 Plan.
The GoalMaker utilization among new members as of September 30, 2019 was $93.63 \%$ for the 457 Plan.

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

The GoalMaker utilization among members as of September 30, 2019 was $70.00 \%$ for the 457 Plan.


## North Carolina Total Retirement Plans

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

|  |  | \# Participants Utilizing |  |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Option | Asset Class | 9/30/2017 | \% | 9/30/2017 | 9/30/2018 | \% | 9/30/2018 | 9/30/2019 | \% | 9/30/2019 |
| Metropolitan West Total Return Bond Fund Plan Class | Fixed Income | \$1,119,137 | 9.33\% | 1,034 | \$2,339,205 | 14.87\% | 1,064 | \$2,896,952 | 15.47\% | 1,098 |
| Vanguard Short-Term Bond Index Fund Admiral Shares | Fixed Income | \$2,091,908 | 17.44\% | 865 | \$1,569,796 | 9.98\% | 556 | \$1,866,809 | 9.97\% | 586 |
| Vanguard Short-Term Inflation-Protected Securities Index Fund Admiral Shares | Fixed Income | \$0 | 0.00\% | 0 | \$155,620 | 0.99\% | 255 | \$217,716 | 1.16\% | 282 |
| Vanguard Total Bond Market Index Fund Admiral Shares | Fixed Income | \$1,005,187 | 8.38\% | 1,012 | \$745,934 | 4.74\% | 333 | \$942,187 | 5.03\% | 324 |
| T. Rowe Price Blue Chip Growth Fund I Class | Large-Cap Stock | \$797,709 | 6.65\% | 832 | \$556,740 | 3.54\% | 157 | \$708,518 | 3.78\% | 166 |
| Vanguard 500 Index Fund Admiral Shares | Large-Cap Stock | \$2,237,225 | 18.66\% | 1,147 | \$4,354,122 | 27.67\% | 1,192 | \$5,154,057 | 27.52\% | 1,234 |
| Vanguard Windsor II Fund Admiral Shares | Large-Cap Stock | \$872,996 | 7.28\% | 1,046 | \$543,952 | 3.46\% | 343 | \$617,419 | 3.30\% | 342 |
| Vanguard Extended Market Index Fund Admiral Shares | Mid-Cap Stock | \$798,954 | 6.66\% | 368 | \$1,089,428 | 6.92\% | 365 | \$1,236,556 | 6.60\% | 366 |
| DFA U.S. Small Cap Portfolio Institutional Class | Small-Cap Stock | \$886,713 | 7.39\% | 971 | \$971,659 | 6.17\% | 1,010 | \$1,149,496 | 6.14\% | 1,046 |
| PIMCO Inflation Response Multi-Asset Fund Institutional | Specialty | \$584,034 | 4.87\% | 792 | \$617,548 | 3.92\% | 832 | \$0 | 0.00\% | 0 |
| Principal Diversified Real Asset Fund Class R-6 | Specialty | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 | \$726,676 | 3.88\% | 863 |
| Baillie Gifford The International Equity Fund Class K | International Stock | \$0 | 0.00\% | 0 | \$2,535,281 | 16.11\% | 1,047 | \$2,890,215 | 15.43\% | 1,078 |
| MFS Institutional International Equity Fund | International Stock | \$1,480,162 | 12.34\% | 1,020 | \$171 | 0.00\% | 1 | \$0 | 0.00\% | 0 |
| Vanguard Total International Stock Index Fund Admiral Shares | International Stock | \$118,488 | 0.99\% | 54 | \$256,163 | 1.63\% | 73 | \$325,046 | 1.74\% | 85 |
| Total Plan Assets |  | \$11,992,514 | 100.00\% |  | \$15,735,620 | 100.00\% |  | \$18,731,647 | 100.00\% |  |

The total number of unique participants in the 403(b) Plan as of September 30, 2019 was 1,293.

The average monthly employee deferral from October 1, 2018 to September 30, 2019 was $\$ 251.78$ for the 403(b) Plan.

The average active participation rate from October 1, 2018 to September 30, 2019 was $1.05 \%$ for the 403(b) Plan.
The GoalMaker utilization among new members as of September 30, 2019 was $62.50 \%$ 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 September 30, 2019 was $59.55 \%$ for the 403(b) Plan.

## North Carolina Total Retirement Plans

| 401(k) Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (9/30/2018) | Contributions | Distributions | Earnings | Assets (9/30/2019) | Percentage Gain |
| NC 401(k) Plan | $\$ 10,390,957,234$ | $\$ 599,423,162$ | $\$ 600,787,963$ | $\$ 340,396,272$ | $\$ 10,731,353,506$ | $3.29 \%$ |


| 401(k) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 3Q 2018 | 3Q 2019 | Difference \# | Difference \% |
| Members with an Account Balance | 253,835 | 259,467 | 5,632 | $2.22 \%$ |
| Average Account Balance | $\$ 40,936$ | $\$ 41,359$ | $\$ 423$ | $1.03 \%$ |
| Median Account Balance | $\$ 12,719$ | $\$ 12,623$ | $-\$ 96$ | $-0.75 \%$ |

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 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Ass | ns | Distributions | Earings | Assets 9930020019) | Percentage Gain |
| $44^{457}$ Pan | \$1,45,635,836 | \$80,468,659 | \$88,328,458 | 937,339,87 | \$1,48, 115,724 | 2.58\% |


| 457 Plan |  |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2018 | 3Q 2019 | Difference \# | Difference \% |  |  |  |  |  |
| Members with an Account Balance | 54,864 | 56,249 | 1,385 | $2.52 \%$ |  |  |  |  |  |
| Average Account Balance | $\$ 26,532$ | $\$ 26,403$ | $-\$ 129$ | $-0.49 \%$ |  |  |  |  |  |
| Median Account Balance | $\$ 3,524$ | $\$ 3,770$ | $\$ 246$ | $6.97 \%$ |  |  |  |  |  |

## 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 (9/30/2018) | Contributions | Distributions | Earnings | Assets (9/30/2019) | Percentage Gain |
| NC 403(b) Plan | $\$ 15,735,620$ | $\$ 3,26,857$ | $\$ 899707$ | $\$ 598,877$ | $\$ 18,731,647$ | $3.30 \%$ |


| 403(b) Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 3Q2018 | 3Q2019 | Difference \# | Difference \% |
| Members with an Account Balance | 1,235 | 1,293 | 58 | $4.70 \%$ |
| Average Account Balance | $\$ 12,741$ | $\$ 14,487$ | $\$ 1,746$ | $13.70 \%$ |
| Median Account Balance | $\$ 4,719$ | $\$ 5,650$ | $\$ 931$ | $19.73 \%$ |

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 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\begin{gathered} \text { 3Q } 2017 \\ \text { \% of Change } \end{gathered}$ | 3Q 2018 | $\begin{gathered} \text { 3Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 3Q 2019 | $\begin{gathered} \text { 3Q } 2019 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 4,539 | 4,538 | -0.02\% | 4,661 | 2.71\% | 4,911 | 5.36\% |
| \% of New Hires Enrolled in Plan | 28.67\% | 31.84\% | 9.94\% | 31.37\% | -1.49\% | 28.02\% | -10.66\% |
| GoalMaker Elections | 4,058 | 4,308 | 5.80\% | 4,566 | 5.99\% | 4,660 | 2.06\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 5,198 | 5,418 | 4.06\% | 2,612 | -51.79\% | 2,770 | 6.05\% |
| Deferral Increases | 6,244 | 6,998 | 10.77\% | 7,238 | 3.43\% | 8,375 | 15.71\% |
| Pre-tax Participation Rate | 20.70\% | 21.19\% | 2.31\% | 21.04\% | -0.70\% | 21.37\% | 1.55\% |
| Roth Participation Rate | 8.06\% | 8.41\% | 4.16\% | 8.62\% | 2.45\% | 9.05\% | 5.01\% |
| Voluntary (Employee \& Roth) Participation Rate | 26.53\% | 27.21\% | 2.50\% | 27.18\% | -0.12\% | 27.68\% | 1.85\% |


| 401(k) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | 3Q 2018 | 3Q 2019 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 78.88\% | 74.52\% | 77.29\% | 75.82\% |
| Pseudo Enrollment | 15.33\% | 20.56\% | 19.63\% | 19.93\% |
| Internet | 5.79\% | 4.92\% | 3.08\% | 4.25\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.69\% | 99.83\% | 97.70\% | 96.75\% |
| Paper Form | 0.04\% | 0.01\% | 2.07\% | 3.20\% |
| Participant Service Center | 0.02\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.26\% | 0.16\% | 0.23\% | 0.05\% |

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

As a result, the participation results will vary.

## North Carolina Total Retirement Plans

| 401(k) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $\begin{gathered} 2017 \\ \text { \% of Change } \end{gathered}$ | 2018 | $\begin{gathered} 2018 \\ \text { \% of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 11,987 | 12,302 | 2.56\% | 12,287 | -0.12\% | 13,142 | 6.96\% |
| \% of New Hires Enrolled in Plan | 40.83\% | 40.15\% | -1.70\% | 39.50\% | -1.61\% | 40.27\% | 1.93\% |
| GoalMaker Elections | 10,948 | 11,318 | 3.27\% | 11,739 | 3.72\% | 12,398 | 5.61\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 14,138 | 15,591 | 9.32\% | 8,598 | -44.85\% | 7,827 | -8.97\% |
| Deferral Increases | 18,266 | 21,868 | 16.47\% | 23,740 | 8.56\% | 23,891 | 0.64\% |
| Pre-tax Participation Rate | 22.28\% | 22.81\% | 2.33\% | 22.42\% | -1.73\% | 22.67\% | 1.13\% |
| Roth Participation Rate | 8.67\% | 8.99\% | 3.56\% | 9.18\% | 2.11\% | 9.60\% | 4.59\% |
| Voluntary (Employee \& Roth) Participation Rate | 28.48\% | 29.15\% | 2.30\% | 28.79\% | -1.22\% | 29.21\% | 1.43\% |


| 401(k) Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | 2018 | 2019 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 77.44\% | 75.69\% | 78.05\% | 76.37\% |
| Pseudo Enrollment | 15.97\% | 17.67\% | 18.59\% | 19.11\% |
| Internet | 6.59\% | 6.65\% | 3.36\% | 4.52\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.58\% | 99.75\% | 99.02\% | 96.73\% |
| Paper | 0.15\% | 0.08\% | 0.78\% | 3.14\% |
| Participant Service Center | 0.02\% | 0.01\% | 0.00\% | 0.04\% |
| VRU | 0.26\% | 0.16\% | 0.19\% | 0.09\% |



## North Carolina Total Retirement Plans

| 457 Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\begin{gathered} \text { 3Q } 2017 \\ \text { \% of Change } \end{gathered}$ | 3Q 2018 | $\begin{gathered} \text { 3Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 3Q 2019 | $\begin{gathered} \text { 3Q } 2019 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 1,239 | 1,198 | -3.31\% | 1,294 | 8.01\% | 1,294 | 0.00\% |
| \% of New Hires Enrolled in Plan | 11.92\% | 11.76\% | -1.35\% | 12.12\% | 3.09\% | 9.91\% | -18.21\% |
| GoalMaker Elections | 1,130 | 1,112 | -1.59\% | 1,235 | 11.06\% | 1,212 | -1.86\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 761 | 728 | -4.34\% | 641 | -11.95\% | 681 | 6.24\% |
| Deferral Increases | 1,411 | 1,509 | 6.95\% | 1,474 | -2.32\% | 1,654 | 12.21\% |
| Pre-tax Participation Rate | 9.91\% | 9.72\% | -1.92\% | 9.12\% | -6.12\% | 8.78\% | -3.74\% |
| Roth Participation Rate | 1.34\% | 1.57\% | 17.16\% | 1.88\% | 19.94\% | 2.14\% | 13.71\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.43\% | 10.42\% | -0.10\% | 10.04\% | -3.66\% | 9.87\% | -1.72\% |


| 457 Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | 3Q 2018 | 3Q 2019 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 84.49\% | 88.38\% | 90.21\% | 90.63\% |
| Pseudo Enrollment | 4.34\% | 2.07\% | 3.77\% | 2.48\% |
| Internet | 11.17\% | 9.54\% | 6.02\% | 6.89\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.80\% | 99.95\% | 98.53\% | 97.17\% |
| Paper Form | 0.03\% | 0.00\% | 1.47\% | 2.83\% |
| Participant Service Center | 0.03\% | 0.03\% | 0.00\% | 0.00\% |
| VRU | 0.14\% | 0.03\% | 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

| 457 Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $\begin{gathered} 2017 \\ \% \text { of Change } \end{gathered}$ | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 3,366 | 3,620 | 7.55\% | 3,684 | 1.77\% | 3,601 | -2.25\% |
| \% of New Hires Enrolled in Plan | 17.49\% | 16.81\% | -3.93\% | 16.52\% | -1.73\% | 15.02\% | -9.05\% |
| GoalMaker Elections | 3,031 | 3,318 | 9.47\% | 3,480 | 4.88\% | 3,415 | -1.87\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 2,589 | 5,152 | 99.00\% | 1,935 | -62.44\% | 1,962 | 1.40\% |
| Deferral Increases | 4,350 | 4,782 | 9.93\% | 4,724 | -1.21\% | 5,107 | 8.11\% |
| Pre-tax Participation Rate | 10.32\% | 10.47\% | 1.45\% | 9.77\% | -6.69\% | 9.33\% | -4.53\% |
| Roth Participation Rate | 1.43\% | 1.72\% | 20.28\% | 1.95\% | 13.19\% | 2.27\% | 16.42\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.87\% | 11.22\% | 3.22\% | 10.72\% | -4.46\% | 10.45\% | -2.55\% |


| 457 Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | 2018 | 2019 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 86.03\% | 86.57\% | 88.53\% | 87.87\% |
| Pseudo Enrollment | 2.81\% | 2.76\% | 3.30\% | 4.55\% |
| Internet | 11.16\% | 10.67\% | 8.17\% | 7.58\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.83\% | 99.84\% | 99.42\% | 97.47\% |
| Paper | 0.07\% | 0.04\% | 0.52\% | 2.46\% |
| Participant Service Center | 0.02\% | 0.03\% | 0.02\% | 0.03\% |
| VRU | 0.08\% | 0.09\% | 0.04\% | 0.04\% |

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

As a result, the participation results will vary.
$\square$

## North Carolina Total Retirement Plans

| 403(b) Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2017 | 3Q 2018 | $\begin{gathered} \text { 3Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 3Q 2019 | $\begin{gathered} \text { 3Q } 2019 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 15 | 35 | 133.33\% | 28 | -20.00\% |
| \% of New Hires Enrolled in Plan | 0.32\% | 0.74\% | 127.63\% | 0.50\% | -32.80\% |
| GoalMaker Elections | 8 | 18 | 125.00\% | 18 | 0.00\% |
| Contribution Changes |  |  |  |  |  |
| Deferral Decreases | 8 | 12 | 100.00\% | 17 | 41.67\% |
| Deferral Increases | 21 | 33 | 100.00\% | 30 | -9.09\% |
| Pre-tax Participation Rate | 1.12\% | 0.85\% | -24.13\% | 0.78\% | -8.66\% |
| Roth Participation Rate | 0.31\% | 0.27\% | -13.42\% | 0.26\% | -4.39\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.34\% | 1.02\% | -23.78\% | 0.95\% | -7.29\% |


| 403(b) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |
| :--- | :---: | :---: | :---: |
|  | 3Q 2017 | 3Q 2018 | 3Q 2019 |
| Method of Enrollment |  |  |  |
| Paper Form | $100.00 \%$ | $97.22 \%$ | $92.86 \%$ |
| Pseudo Enrollment | $0.00 \%$ | $2.78 \%$ | $7.14 \%$ |
| Internet | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |
| Method of Contribution Change |  |  |  |
| Internet | $100.00 \%$ | $100.00 \%$ | $100.00 \%$ |
| Paper Form | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |
| Participant Service Center | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |
| VRU | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |

[^0]
## North Carolina Total Retirement Plans

| 403(b) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \text { \% of Change } \end{gathered}$ |
| Enrollments | 23 | 78 | 239.13\% | 86 | 10.26\% |
| \% of New Hires Enrolled in Plan | 1.29\% | 1.44\% | 11.92\% | 1.11\% | -22.78\% |
| GoalMaker Elections | 14 | 43 | 207.14\% | 53 | 23.26\% |
| Contribution Changes |  |  |  |  |  |
| Deferral Decreases | 20 | 45 | 125.00\% | 47 | 4.44\% |
| Deferral Increases | 39 | 78 | 100.00\% | 102 | 30.77\% |
| Pre-tax Participation Rate | 1.19\% | 0.92\% | -22.42\% | 0.85\% | -7.68\% |
| Roth Participation Rate | 0.33\% | 0.29\% | -12.06\% | 0.25\% | -12.50\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.41\% | 1.10\% | -21.75\% | 1.03\% | -6.93\% |


| 403(b) Plan YTD Enrollments \& Contribution Change Method |  |  |  |
| :--- | :---: | :---: | :---: |
|  | February to September 2017 | $\mathbf{2 0 1 8}$ |  |
| Method of Enrollment |  |  | $\mathbf{2 0 1 9}$ |
| Paper Form | $100.00 \%$ | $98.73 \%$ | $90.70 \%$ |
| Pseudo Enrollment | $0.00 \%$ | $1.27 \%$ | $9.30 \%$ |
| Internet | $0.00 \%$ | $0.00 \%$ | $0.00 \%$ |
| Method of Contribution Change |  |  |  |
| Internet | $98.06 \%$ | $98.61 \%$ | $0.00 \%$ |
| Paper | $0.00 \%$ | $0.00 \%$ | $100.00 \%$ |
| Participant Service Center | $0.00 \%$ | $1.39 \%$ | $0.00 \%$ |
| VRU | $1.94 \%$ |  | $0.00 \%$ |

[^1]-
(
Please see page 5 for important notes and disclaimers.

## North Carolina Total Retirement Plans

| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\text { 3Q } 2017$ <br> Change \% | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Employee Contributions | \$55,389,750 | \$56,659,712 | 2.29\% | \$59,692,004 | 5.35\% | \$63,512,652 | 6.40\% |
| Roth | \$22,928,193 | \$11,641,913 | -49.22\% | \$13,419,857 | 15.27\% | \$15,519,158 | 15.64\% |
| Total Employee Contributions | \$78,317,942 | \$68,301,625 | -12.79\% | \$73,111,861 | 7.04\% | \$79,031,810 | 8.10\% |
| Employer Contributions | \$35,445,543 | \$49,918,629 | 40.83\% | \$51,816,708 | 3.80\% | \$56,238,629 | 8.53\% |
| Rollovers | \$13,015,070 | \$11,680,956 | -10.25\% | \$10,131,758 | -13.26\% | \$13,875,341 | 36.95\% |
| Total Contributions | \$126,778,555 | \$129,901,210 | 2.46\% | \$135,060,328 | 3.97\% | \$149,145,780 | 10.43\% |
| Average Voluntary Contributions | \$186 | \$190 | 2.49\% | \$197 | 3.45\% | \$207 | 5.27\% |
| Average Roth Contributions | \$96 | \$104 | 8.77\% | \$114 | 9.98\% | \$126 | 9.88\% |
| Average Employee Contributions | \$173 | \$180 | 3.77\% | \$188 | 4.73\% | \$200 | 6.52\% |


| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $2017$ <br> Change \% | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% |
| Employee Contributions | \$167,186,145 | \$174,510,735 | 4.38\% | \$183,965,598 | 5.42\% | \$193,233,677 | 5.04\% |
| Roth | \$43,471,332 | \$34,693,173 | -20.19\% | \$40,515,135 | 16.78\% | \$46,025,451 | 13.60\% |
| Total Employee Contributions | \$210,657,477 | \$209,203,908 | -0.69\% | \$224,480,733 | 7.30\% | \$239,259,127 | 6.58\% |
| Employer Contributions | \$127,203,072 | \$147,469,976 | 15.93\% | \$155,113,901 | 5.18\% | \$165,485,565 | 6.69\% |
| Rollovers | \$37,374,100 | \$39,686,626 | 6.19\% | \$39,728,127 | 0.10\% | \$39,607,985 | -0.30\% |
| Total Contributions | \$375,234,649 | \$396,360,510 | 5.63\% | \$419,322,760 | 5.79\% | \$444,352,677 | 5.97\% |
| Average Voluntary Contributions | \$176 | \$181 | 3.20\% | \$190 | 4.85\% | \$197 | 3.45\% |
| Average Roth Contributions | \$88 | \$96 | 8.98\% | \$106 | 10.84\% | \$116 | 8.99\% |
| Average Employee Contributions | \$164 | \$171 | 4.51\% | \$181 | 6.01\% | \$190 | 4.86\% |

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

## North Carolina Total Retirement Plans

| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\text { 3Q } 2017$ <br> Change \% | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Employee Contributions | \$14,506,703 | \$13,513,238 | -6.85\% | \$13,900,576 | 2.87\% | \$14,128,783 | 1.64\% |
| Roth | \$1,086,192 | \$1,338,068 | 23.19\% | \$1,807,969 | 35.12\% | \$2,317,014 | 28.16\% |
| Total Employee Contributions | \$15,592,895 | \$14,851,306 | -4.76\% | \$15,708,545 | 5.77\% | \$16,445,797 | 4.69\% |
| Employer Contributions | \$324,219 | \$511,221 | 57.68\% | \$670,147 | 31.09\% | \$888,043 | 32.51\% |
| Rollovers | \$2,485,402 | \$2,963,330 | 19.23\% | \$1,506,008 | -49.18\% | \$2,495,969 | 65.73\% |
| Total Contributions | \$18,402,516 | \$18,325,857 | -0.42\% | \$17,884,700 | -2.41\% | \$19,829,809 | 10.88\% |
| Average Voluntary Contributions | \$144 | \$141 | -1.57\% | \$148 | 4.74\% | \$155 | 4.44\% |
| Average Roth Contributions | \$126 | \$117 | -7.70\% | \$122 | 4.91\% | \$130 | 6.14\% |
| Average Employee Contributions | \$147 | \$145 | -1.74\% | \$152 | 5.15\% | \$160 | 5.23\% |


| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $2017$ <br> Change \% | 2018 | $2018$ <br> Change \% | 2019 | 2019 <br> Change \% |
| Employee Contributions | \$42,310,163 | \$43,253,106 | 2.23\% | \$43,956,218 | 1.63\% | \$44,209,539 | 0.58\% |
| Roth | \$3,115,053 | \$3,885,667 | 24.74\% | \$5,564,084 | 43.20\% | \$6,726,448 | 20.89\% |
| Total Employee Contributions | \$45,425,217 | \$47,138,774 | 3.77\% | \$49,520,302 | 5.05\% | \$50,935,987 | 2.86\% |
| Employer Contributions | \$1,035,119 | \$1,510,826 | 45.96\% | \$2,194,263 | 45.24\% | \$2,628,623 | 19.80\% |
| Rollovers | \$7,854,161 | \$9,463,399 | 20.49\% | \$7,534,605 | -20.38\% | \$6,123,146 | -18.73\% |
| Total Contributions | \$54,314,496 | \$58,112,999 | 6.99\% | \$59,249,171 | 1.96\% | \$59,687,756 | 0.74\% |
| Average Voluntary Contributions | \$135 | \$137 | 1.93\% | \$145 | 5.62\% | \$148 | 2.21\% |
| Average Roth Contributions | \$109 | \$101 | -6.90\% | \$114 | 12.32\% | \$115 | 1.43\% |
| Average Employee Contributions | \$138 | \$140 | 1.27\% | \$149 | 6.58\% | \$153 | 2.65\% |

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

## North Carolina Total Retirement Plans

| 403(b) Contributions |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2017 | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Employee Contributions | \$553,957 | \$419,366 | -24.30\% | \$374,462 | -10.71\% |
| Roth | \$87,070 | \$71,321 | -18.09\% | \$73,733 | 3.38\% |
| Total Employee Contributions | \$641,027 | \$490,686 | -23.45\% | \$448,195 | -8.66\% |
| Employer Contributions | \$0 | \$225 | 100.00\% | \$500 | 122.22\% |
| Rollovers | \$0 | \$58,325 | 100.00\% | \$299,873 | 414.14\% |
| Total Contributions | \$641,027 | \$549,236 | -14.32\% | \$748,568 | 36.29\% |
| Average Voluntary Contributions | \$275 | \$210 | -23.50\% | \$257 | 22.50\% |
| Average Roth Contributions | \$177 | \$149 | -15.87\% | \$148 | -0.43\% |
| Average Employee Contributions | \$261 | \$202 | -22.54\% | \$240 | 18.60\% |
|  |  |  |  |  |  |
| 403(b) Contributions |  |  |  |  |  |
|  | February to September 2017 | 2018 | $2018$ <br> Change \% | 2019 | 2019 <br> Change \% |
| Employee Contributions | \$1,223,513 | \$1,494,941 | 22.18\% | \$1,559,490 | 4.32\% |
| Roth | \$519,752 | \$239,174 | -53.98\% | \$265,380 | 10.96\% |
| Total Employee Contributions | \$1,743,265 | \$1,734,115 | -0.52\% | \$1,824,870 | 5.23\% |
| Employer Contributions | \$0 | \$525 | 100.00\% | \$1,125 | 100.00\% |
| Rollovers | \$190,890 | \$499,964 | 161.91\% | \$514,591 | 2.93\% |
| Total Contributions | \$1,934,155 | \$2,234,604 | 15.53\% | \$2,340,585 | 4.74\% |
| Average Voluntary Contributions | \$251 | \$267 | 6.31\% | \$249 | -6.94\% |
| Average Roth Contributions | \$159 | \$152 | -4.37\% | \$162 | 6.27\% |
| Average Employee Contributions | \$187 | \$251 | 34.05\% | \$239 | -5.01\% |

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

North Carolina

## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation

|  | $9 / 30 / 2016$ |  | $9 / 30 / 2017$ | $9 / 30 / 2018$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 3,813,094,130$ | $\$ 4,457,009,575$ | $\$ 4,949,060,357$ | $\$ 5,326,976,741$ |
| Total \# of Participants in GoalMaker | 147,273 | 155,592 | 164,469 | 173,511 |
| Year to Date \% of New Enrollments with Goalmaker Election | $90.58 \%$ | $93.52 \%$ | $96.08 \%$ | $95.08 \%$ |
| Total Participation Rate | $60.31 \%$ | $62.54 \%$ | $64.79 \%$ | $66.87 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $48.30 \%$ | $50.49 \%$ | $50.53 \%$ | $51.07 \%$ |
| Total \% of Assets | $45.31 \%$ | $46.94 \%$ | $47.63 \%$ | $49.64 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1,342 | 3,484 | 1,508 | 6,334 |
| Age 25-34 | 8,150 | 19,228 | 10,695 | 38,073 |
| Age 35-44 | 8,315 | 21,158 | 13,201 | 42,674 |
| Age 45-54 | 8,896 | 22,541 | 11,995 | 43,432 |
| Age 55-64 | 9,324 | 17,256 | 6,005 | 32,585 |
| Age 65+ | 3,800 | 5,053 | 1,560 | 10,413 |
| Total | 39,827 | 88,720 | 44,964 | 173,511 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 3,248,501$ | $\$ 8,661,068$ | $\$ 5,426,564$ | $\$ 17,336,132$ |
| Age 25-34 | $\$ 57,406,562$ | $\$ 158,501,037$ | $\$ 153,344,022$ | $\$ 369,251,621$ |
| Age 35-44 | $\$ 118,704,455$ | $\$ 433,259,107$ | $\$ 475,706,492$ | $\$ 1,027,670,054$ |
| Age 45-54 | $\$ 241,208,624$ | $\$ 799,213,992$ | $\$ 697,725,623$ | $\$ 1,738,148,238$ |
| Age 55-64 | $\$ 382,272,458$ | $\$ 763,714,360$ | $\$ 379,086,663$ | $\$ 1,525,073,481$ |
| Age 65+ | $\$ 220,505,675$ | $\$ 300,685,692$ | $\$ 128,305,847$ | $\$ 649,497,214$ |
| Total | $\$ 1,023,346,275$ | $\$ 2,464,035,256$ | $\$ 1,839,595,210$ | $\$ 5,326,976,741$ |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

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

## As of September 30, 2019



| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$266,949 | \$10,164,671 | \$70,582,218 | \$268,976,532 | \$500,981,001 | \$596,063,219 | \$1,447,034,590 |
| Fixed Income | \$64,862 | \$2,250,587 | \$25,254,370 | \$93,387,475 | \$141,337,559 | \$123,541, 194 | \$385,836,047 |
| Large-Cap Stock | \$425,296 | \$15,511,693 | \$214,659,148 | \$872,990,657 | \$854,840,155 | \$827,259,134 | \$2,785,686,082 |
| Small-Cap Stock | \$188,040 | \$7,467,526 | \$56,420,558 | \$161,050,682 | \$147,414,964 | \$105,375,731 | \$477,917,501 |
| International Stock | \$187,103 | \$6,077,992 | \$36,497,031 | \$96,482,610 | \$87,849,010 | \$56,935,067 | \$284,028,813 |
| Specialty | \$50,098 | \$880,616 | \$2,560,629 | \$7,617,200 | \$8,287,032 | \$4,478,156 | \$23,873,731 |
| Total Assets | \$1,191,521 | \$42,368,426 | \$406,008,359 | \$1,500,508,593 | \$1,740,713,365 | \$1,713,586,501 | \$5,404,376,765 |
| \% Assets | 0.02\% | 0.78\% | 7.51\% | 27.76\% | 32.21\% | 31.71\% | 100.00\% |
| Total Participants | 254 | 3,203 | 11,613 | 26,489 | 24,776 | 19,621 | 85,956 |
| Average Account Balance | \$4,691 | \$13,228 | \$34,962 | \$56,646 | \$70,258 | \$87,334 | \$62,874 |

[^2]
## North Carolina Total Retirement Plans

401(k) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of September 30, 2019


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$6,866 | \$244,115 | \$5,602,076 | \$59,652,062 | \$141,618,899 | \$104,180,550 | \$311,304,568 |
| Fixed Income | \$1,351,353 | \$31,744,573 | \$129,737,601 | \$439,913,550 | \$579,179,171 | \$281,216,470 | \$1,463,142,718 |
| Large-Cap Stock | \$5,575,730 | \$117,114,946 | \$309,220,339 | \$436,719,619 | \$304,697,673 | \$109,567,407 | \$1,282,895,716 |
| Small-Cap Stock | \$2,348,896 | \$49,255,030 | \$128,466,764 | \$177,534,935 | \$108,225,891 | \$34,908,109 | \$500,739,626 |
| International Stock | \$6,481,767 | \$137,270,263 | \$364,806,697 | \$501,053,836 | \$313,415,708 | \$95,450,446 | \$1,418,478,718 |
| Specialty | \$1,580,693 | \$33,638,036 | \$89,851,806 | \$123,276,983 | \$77,939,783 | \$24,128,095 | \$350,415,396 |
| Total Assets | \$17,345,306 | \$369,266,963 | \$1,027,685,285 | \$1,738,150,985 | \$1,525,077,126 | \$649,451,078 | \$5,326,976,741 |
| \% Assets | 0.33\% | 6.93\% | 19.29\% | 32.63\% | 28.63\% | 12.19\% | 100.00\% |
| Total Participants | 6,334 | 38,073 | 42,674 | 43,432 | 32,585 | 10,413 | 173,511 |
| Average Account Balance | \$2,738 | \$9,699 | \$24,082 | \$40,020 | \$46,803 | \$62,369 | \$30,701 |

## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation





## North Carolina Total Retirement Plans

## 457 GoalMaker Participation

|  | $9 / 30 / 2016$ |  | $9 / 30 / 2017$ | $9 / 2018$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 294,854,848$ | $\$ 357,664,380$ | $\$ 413,956,037$ | $\$ 461,583,587$ |
| Total \# of Participants in GoalMaker | 32,597 | 35,083 | 37,375 | 39,375 |
| Year to Date \% of New Enrollments with Goalmaker Election | $89.73 \%$ | $93.55 \%$ | $91.97 \%$ | $93.63 \%$ |
| Total Participation Rate | $63.13 \%$ | $65.81 \%$ | $68.12 \%$ | $70.00 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate |  |  |  |  |
| Total $\%$ of Assets | $48.30 \%$ | $50.49 \%$ | $50.53 \%$ | $51.07 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 245 | 636 | 326 | 1,207 |
| Age 25-34 | 2,024 | 4,587 | 2,631 | 9,242 |
| Age 35-44 | 2,216 | 4,870 | 2,922 | 10,008 |
| Age 45-54 | 2,691 | 5,325 | 2,670 | 10,686 |
| Age 55-64 | 2,205 | 3,283 | 1,161 | 6,649 |
| Age 65+ | 670 | 684 | 229 | 1,583 |
| Total | 10,051 | 19,385 | 9,939 | 39,375 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 185,592$ | $\$ 623,442$ | $\$ 436,479$ | $\$ 1,245,513$ |
| Age 25-34 | $\$ 3,476,887$ | $\$ 11,185,282$ | $\$ 10,866,159$ | $\$ 25,528,328$ |
| Age 35-44 | $\$ 7,735,586$ | $\$ 27,420,659$ | $\$ 27,778,101$ | $\$ 62,934,346$ |
| Age 45-54 | $\$ 21,987,722$ | $\$ 61,483,721$ | $\$ 45,532,471$ | $\$ 129,003,914$ |
| Age 55-64 | $\$ 38,512,149$ | $\$ 75,556,329$ | $\$ 34,070,484$ | $\$ 148,138,962$ |
| Age 65+ | $\$ 33,292,860$ | $\$ 45,068,339$ | $\$ 16,371,324$ | $\$ 94,732,524$ |
| Total | $\$ 105,190,796$ | $\$ 221,337,772$ | $\$ 135,055,019$ | $\$ 461,583,587$ |

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

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants Not in GoalMaker
As of September 30, 2019


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$16,594 | \$573,770 | \$4,434,647 | \$22,212,605 | \$81,161,722 | \$219,705,416 | \$328,104,755 |
| Fixed Income | \$7,158 | \$225,962 | \$2,377,042 | \$10,974,139 | \$24,708,143 | \$38,004,713 | \$76,297,159 |
| Large-Cap Stock | \$28,282 | \$2,081,506 | \$13,069,768 | \$70,410,778 | \$115,549,038 | \$215,849, 174 | \$416,988,546 |
| Small-Cap Stock | \$20,581 | \$1,031,957 | \$8,087,310 | \$29,940,928 | \$40,590,465 | \$52,262,760 | \$131,934,002 |
| International Stock | \$13,356 | \$674,475 | \$4,709,984 | \$14,840,769 | \$19,434,968 | \$26,552,993 | \$66,226,546 |
| Specialty | \$1,587 | \$57,448 | \$247,868 | \$987,661 | \$1,167,191 | \$1,519,377 | \$3,981,131 |
| Total Assets | \$87,558 | \$4,645,119 | \$32,926,620 | \$149,366,881 | \$282,611,526 | \$553,894,434 | \$1,023,532,137 |
| \% Assets | 0.01\% | 0.45\% | 3.22\% | 14.59\% | 27.61\% | 54.12\% | 100.00\% |
| Total Participants | 29 | 629 | 2,086 | 4,315 | 4,858 | 4,957 | 16,874 |
| Average Account Balance | \$3,019 | \$7,385 | \$15,785 | \$34,616 | \$58,174 | \$111,740 | \$60,657 |

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants in GoalMaker As of September 30, 2019


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$239 | \$32,266 | \$593,252 | \$5,680,414 | \$14,254,714 | \$14,055,640 | \$34,616,526 |
| Fixed Income | \$88,075 | \$2,180,148 | \$9,236,172 | \$35,490,596 | \$56,469,689 | \$40,792,319 | \$144,256,998 |
| Large-Cap Stock | \$404,759 | \$8,109,343 | \$18,423,175 | \$31,231,119 | \$29,301,082 | \$16,184,071 | \$103,653,548 |
| Small-Cap Stock | \$169,188 | \$3,388,680 | \$7,636,221 | \$12,512,476 | \$10,413,733 | \$5,254,701 | \$39,374,998 |
| International Stock | \$468,558 | \$9,487,884 | \$21,701,258 | \$35,351,936 | \$30,163,660 | \$14,668,742 | \$111,842,038 |
| Specialty | \$114,693 | \$2,330,009 | \$5,344,269 | \$8,737,373 | \$7,536,084 | \$3,777,050 | \$27,839,478 |
| Total Assets | \$1,245,513 | \$25,528,328 | \$62,934,346 | \$129,003,914 | \$148,138,962 | \$94,732,524 | \$461,583,587 |
| \% Assets | 0.27\% | 5.53\% | 13.63\% | 27.95\% | 32.09\% | 20.52\% | 100.00\% |
| Total Participants | 1,207 | 9,242 | 10,008 | 10,686 | 6,649 | 1,583 | 39,375 |
| Average Account Balance | \$1,032 | \$2,762 | \$6,288 | \$12,072 | \$22,280 | \$59,844 | \$11,723 |

North Carolina Total Retirement Plans

## 457 GoalMaker Participation






North Carolina

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation

|  | $9 / 30 / 2017$ | $9 / 30 / 2018$ | $9 / 30 / 2019$ |
| :--- | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 5,241,866$ | $\$ 6,982,863$ | $\$ 8,218,708$ |
| Total \# of Participants in GoalMaker | 703 | 738 | 770 |
| Year to Date \% of New Enrollments with Goalmaker Election | $66.67 \%$ | $50.00 \%$ | $62.50 \%$ |
| Total Participation Rate | $59.43 \%$ | $59.76 \%$ | $59.55 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate |  |  |  |
| Total $\%$ of Assets | $50.49 \%$ | $50.53 \%$ | $51.07 \%$ |


| Participant Age Range | Conservative | Moderate |  | Aggressive |  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 0 | 2 | 0 | 2 |  |
| Age 25-34 | 2 | 100 | 16 | 118 |  |
| Age 35-44 | 3 | 177 | 12 | 192 |  |
| Age 45-54 | 9 | 225 | 11 | 245 |  |
| Age 55-64 | 12 | 159 | 8 | 179 |  |
| Age 65+ | 0 | 34 | 0 | 34 |  |
| Total | 26 | 697 | 47 | 770 |  |


| Participant Age Range | Conservative |  | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 0.00$ | $\$ 250.32$ | $\$ 0.00$ | $\$ 250.32$ |  |
| Age 25-34 | $\$ 1,668.71$ | $\$ 393,563$ | $\$ 115,403$ | $\$ 510,634.25$ |  |
| Age 35-44 | $\$ 3,896.31$ | $\$ 1,363,370$ | $\$ 91,768.09$ | $\$ 1,459,034.80$ |  |
| Age 45-54 | $\$ 114,220$ | $\$ 2,605,482$ | $\$ 282,140$ | $\$ 3,001,841.82$ |  |
| Age 55-64 | $\$ 119,635$ | $\$ 2,241,763$ | $\$ 148,142$ | $\$ 2,509,541.13$ |  |
| Age 65+ | $\$ 0.00$ | $\$ 737,406$ | $\$ 0.00$ | $\$ 737,406.09$ |  |
| Total | $\$ 239,420$ | $\$ 7,341,835$ | $\$ 637,453$ | $\$ 8,218,708$ |  |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

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

 As of September 30, 2019

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$0 | \$104,095 | \$487,351 | \$927,553 | \$1,370,229 | \$286,285 | \$3,175,513 |
| Large-Cap Stock | \$150 | \$338,709 | \$921,490 | \$1,600,412 | \$1,309,101 | \$346,935 | \$4,516,797 |
| Mid-Cap Stock | \$0 | \$92,502 | \$237,855 | \$462,210 | \$337,707 | \$106,282 | \$1,236,556 |
| Small-Cap Stock | \$0 | \$16,190 | \$57,665 | \$135,445 | \$153,696 | \$2,654 | \$365,651 |
| International Stock | \$0 | \$106,026 | \$287,728 | \$300,526 | \$264,844 | \$84,721 | \$1,043,845 |
| Specialty | \$0 | \$2,727 | \$33,514 | \$53,315 | \$63,840 | \$21,181 | \$174,577 |
| Total Assets | \$150 | \$660,249 | \$2,025,603 | \$3,479,461 | \$3,499,418 | \$848,058 | \$10,512,939 |
| \% Assets | 0.00\% | 6.28\% | 19.27\% | 33.10\% | 33.29\% | 8.07\% | 100.00\% |
| Total Participants | 1 | 95 | 141 | 152 | 113 | 21 | 523 |
| Average Account Balance | \$150 | \$6,950 | \$14,366 | \$22,891 | \$30,968 | \$40,384 | \$20,101 |

## North Carolina Total Retirement Plans

403(b) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of September 30, 2019


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$15 | \$28,536 | \$198,555 | \$925,561 | \$1,183,780 | \$411,702 | \$2,748,150 |
| Large-Cap Stock | \$84 | \$168,826 | \$435,734 | \$724,849 | \$500,183 | \$133,520 | \$1,963,197 |
| Small-Cap Stock | \$34 | \$72,214 | \$186,589 | \$302,938 | \$178,153 | \$43,917 | \$783,845 |
| International Stock | \$94 | \$193,870 | \$510,291 | \$836,458 | \$514,068 | \$116,636 | \$2,171,417 |
| Specialty | \$22 | \$47,188 | \$127,866 | \$212,036 | \$133,357 | \$31,630 | \$552,099 |
| Total Assets | \$250 | \$510,634 | \$1,459,035 | \$3,001,842 | \$2,509,541 | \$737,406 | \$8,218,708 |
| \% Assets | 0.00\% | 6.21\% | 17.75\% | 36.52\% | 30.53\% | 8.97\% | 100.00\% |
| Total Participants | 2 | 118 | 192 | 245 | 179 | 34 | 770 |
| Average Account Balance | \$125 | \$4,327 | \$7,599 | \$12,252 | \$14,020 | \$21,688 | \$10,674 |

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation





## North Carolina Total Retirement Plans

## Loan Information

| 401(k) YTD Loans |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | Change \% |  |  |
|  | \% of Members in Plan with a Loan | $23.57 \%$ | $23.23 \%$ | $23.24 \%$ | $22.50 \%$ |  |  |
| \# of Outstanding Loans | 46,188 | 45,665 | 45,369 | 44,256 | $-3.21 \%$ |  |  |
| \# of New Loans 3Q | 4,221 | 4,158 | 3,971 | 4,002 | $0.45 \%$ |  |  |
| \# of New Loans YTD | 11,731 | 12,079 | 12,013 | 11,155 | $-7.14 \%$ |  |  |
| Average Loan Balance | $\$ 6,325$ | $\$ 6,419$ | $\$ 6,671$ | $\$ 6,787$ | $1.73 \%$ |  |  |
| Total Outstanding Loan Balance | $\$ 292,148,967$ | $\$ 293,119,178$ | $\$ 302,648,161$ | $\$ 300,345,642$ | $-0.76 \%$ |  |  |


| 457 YTD Loans |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | Change \% |  |  |
| \% of Members in Plan with a Loan | $11.30 \%$ | $14.59 \%$ | $15.18 \%$ | $14.89 \%$ | $-\mathbf{- 1 . 8 7 \%}$ |  |  |
| \# of Outstanding Loans | 5,838 | 6,114 | 6,347 | 6,323 | $-0.38 \%$ |  |  |
| \# of New Loans 3Q | 602 | 692 | 629 | 661 | $5.09 \%$ |  |  |
| \# of New Loans YTD | 1,566 | 1,874 | 1,847 | 1,805 | $-2.27 \%$ |  |  |
| Average Loan Balance | $\$ 3,266$ | $\$ 3,413$ | $\$ 3,431$ | $\$ 3,526$ | $2.75 \%$ |  |  |
| Total Outstanding Loan Balance | $\$ 19,064,445$ | $\$ 20,865,741$ | $\$ 21,777,503$ | $\$ 22,291,972$ | $2.36 \%$ |  |  |


|  | 403(b) YTD Loans |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to <br> September 2017 | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | Change \% |  |  |  |  |
| \% of Members in Plan with a Loan | $0.96 \%$ | $1.73 \%$ | $2.12 \%$ | $22.56 \%$ |  |  |  |  |
| \# of Outstanding Loans | 11 | 20 | 25 | $25.00 \%$ |  |  |  |  |
| \# of New Loans 3Q | 4 | 2 | 2 | $0.00 \%$ |  |  |  |  |
| \# of New Loans YTD | 9 | 12 | 6 | $-50.00 \%$ |  |  |  |  |
| Average Loan Balance | $\$ 6,306$ | $\$ 5,175$ | $\$ 4,095$ | $-20.88 \%$ |  |  |  |  |
| Total Outstanding Loan Balance | $\$ 69,369$ | $\$ 103,501$ | $\$ 102,365$ | $-1.10 \%$ |  |  |  |  |

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Quarterly

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\text { 3Q } 2017$ <br> Change \% | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Term - Lump Sum | \$95,035,119 | \$93,315,083 | -1.81\% | \$112,990,116 | 21.08\% | \$87,434,228 | -22.62\% |
| In-Service | \$11,864,225 | \$13,152,893 | 10.86\% | \$14,090,441 | 7.13\% | \$11,374,292 | -19.28\% |
| State Retirement System | \$3,836,548 | \$3,771,455 | -1.70\% | \$3,564,217 | -5.49\% | \$2,364,698 | -33.65\% |
| Hardship | \$1,717,279 | \$1,932,015 | 12.50\% | \$1,652,592 | -14.46\% | \$4,375,496 | 164.77\% |
| Systematic | \$2,457,959 | \$2,774,898 | 12.89\% | \$3,173,752 | 14.37\% | \$2,323,982 | -26.77\% |
| Deemed Distributions | N/A | N/A | N/A | N/A | N/A | \$1,406,482 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | N/A | N/A | \$3,964,202 | N/A |
| Total Disbursements | \$114,911,130 | \$114,946,345 | 0.03\% | \$135,471,117 | 17.86\% | \$113,243,380 | -16.41\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\text { 3Q } 2017$ <br> Change \% | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Term - Lump Sum | 6,189 | 6,416 | 3.67\% | 7,027 | 9.52\% | 7,503 | 6.77\% |
| In-Service | 1,581 | 1,684 | 6.51\% | 1,684 | 0.00\% | 1,769 | 5.05\% |
| State Retirement System | 144 | 119 | -17.36\% | 107 | -10.08\% | 110 | 2.80\% |
| Hardship | 606 | 609 | 0.50\% | 587 | -3.61\% | 1,309 | 123.00\% |
| Systematic | 3,091 | 3,300 | 6.76\% | 3,528 | 6.91\% | 3,686 | 4.48\% |
| Total Disbursements | 11,611 | 12,128 | 4.45\% | 12,933 | 6.64\% | 14,377 | 11.17\% |

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

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Year to Date

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $2017$ <br> Change \% | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% |
| Term - Lump Sum | \$263,469,678 | \$290,911,347 | 10.42\% | \$346,526,058 | 19.12\% | \$344,208,085 | -0.67\% |
| In-Service | \$40,376,215 | \$43,956,275 | 8.87\% | \$46,452,996 | 5.68\% | \$41,608,980 | -10.43\% |
| State Retirement System | \$9,701,567 | \$11,644,740 | 20.03\% | \$10,764,296 | -7.56\% | \$8,144,584 | -24.34\% |
| Hardship | \$4,388,678 | \$4,539,860 | 3.44\% | \$4,488,661 | -1.13\% | \$7,268,265 | 61.93\% |
| Systematic | \$7,403,488 | \$8,154,089 | 10.14\% | \$9,336,343 | 14.50\% | \$9,111,646 | -2.41\% |
| Deemed Distributions | N/A | N/A | N/A | N/A | N/A | \$2,661,596 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | N/A | N/A | \$12,031,454 | N/A |
| Total Disbursements | \$325,339,626 | \$359,206,311 | 10.41\% | \$417,568,354 | 16.25\% | \$425,034,611 | 1.79\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $2017$ <br> Change \% | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% |
| Term - Lump Sum | 32,859 | 19,169 | -41.66\% | 21,081 | 9.97\% | 22,133 | 4.99\% |
| In-Service | 4,768 | 4,885 | 2.45\% | 5,157 | 5.57\% | 5,065 | -1.78\% |
| State Retirement System | 352 | 334 | -5.11\% | 325 | -2.69\% | 275 | -15.38\% |
| Hardship | 1,517 | 1,565 | 3.16\% | 1,510 | -3.51\% | 2,238 | 48.21\% |
| Systematic | 9,246 | 9,751 | 5.46\% | 10,377 | 6.42\% | 11,031 | 6.30\% |
| Total Disbursements | 48,742 | 35,704 | -26.75\% | 38,450 | 7.69\% | 40,742 | 5.96\% |

[^3]
## North Carolina Total Retirement Plans

## 457 Disbursements - Quarterly

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | 3Q 2017 <br> Change \% | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Term - Lump Sum | \$14,999,380 | \$15,508,443 | 3.39\% | \$18,922,212 | 22.01\% | \$19,545,641 | 3.29\% |
| In-Service | \$14,820 | \$51,154 | 245.17\% | \$1,022,956 | 1899.77\% | \$71,851 | -92.98\% |
| State Retirement System | \$3,847,345 | \$2,436,551 | -36.67\% | \$1,184,567 | -51.38\% | \$2,092,455 | 76.64\% |
| Hardship | \$180,816 | \$146,662 | -18.89\% | \$146,848 | 0.13\% | \$119,493 | -18.63\% |
| Systematic | \$1,280,295 | \$1,269,465 | -0.85\% | \$1,299,833 | 2.39\% | \$1,318,465 | 1.43\% |
| Deemed Distributions | N/A | N/A | N/A | N/A | N/A | \$112,625 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | N/A | N/A | \$373,134 | N/A |
| Total Disbursements | \$20,322,656 | \$19,412,275 | -4.48\% | \$22,576,416 | 16.30\% | \$23,633,664 | 4.68\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | $\text { 3Q } 2017$ <br> Change \% | 3Q 2018 | $\begin{gathered} \text { 3Q } 2018 \\ \text { Change \% } \end{gathered}$ | 3Q 2019 | $\begin{gathered} \text { 3Q } 2019 \\ \text { Change \% } \end{gathered}$ |
| Term - Lump Sum | 1,394 | 1,393 | -0.07\% | 1,424 | 2.23\% | 1,482 | 4.07\% |
| In-Service | 3 | 6 | 100.00\% | 14 | 133.33\% | 13 | -7.14\% |
| State Retirement System | 29 | 17 | -41.38\% | 18 | 5.88\% | 18 | 0.00\% |
| Hardship | 128 | 97 | -24.22\% | 113 | 16.49\% | 94 | -16.81\% |
| Systematic | 1,319 | 1,308 | -0.83\% | 1,307 | -0.08\% | 1,282 | -1.91\% |
| Total Disbursements | 2,873 | 2,821 | -1.81\% | 2,876 | 1.95\% | 2,889 | 0.45\% |

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

## North Carolina Total Retirement Plans

## 457 Disbursements - Year to Date

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | 2017 <br> Change \% | 2018 | 2018 Change \% | 2019 | $2019$ <br> Change \% |
| Term - Lump Sum | \$45,101,073 | \$46,752,961 | 3.66\% | \$53,651,650 | 14.76\% | \$55,083,356 | 2.67\% |
| In-Service | \$253,810 | \$966,857 | 280.94\% | \$2,160,421 | 123.45\% | \$1,040,566 | -51.84\% |
| State Retirement System | \$8,347,710 | \$6,987,949 | -16.29\% | \$2,919,495 | -58.22\% | \$4,103,518 | 40.56\% |
| Hardship | \$424,192 | \$492,197 | 16.03\% | \$480,664 | -2.34\% | \$257,417 | -46.45\% |
| Systematic | \$3,857,637 | \$3,831,163 | -0.69\% | \$3,731,966 | -2.59\% | \$3,950,756 | 5.86\% |
| Deemed Distributions | N/A | N/A | N/A | N/A | N/A | \$228,861 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | N/A | N/A | \$1,135,473 | N/A |
| Total Disbursements | \$57,984,423 | \$59,031,127 | 1.81\% | \$62,944,195 | 6.63\% | \$65,799,947 | 4.54\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2016 | 2017 | $2017$ <br> Change \% | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% |
| Term - Lump Sum | 8,392 | 4,146 | -50.60\% | 4,278 | 3.18\% | 4,429 | 3.53\% |
| In-Service | 21 | 24 | 14.29\% | 36 | 50.00\% | 40 | 11.11\% |
| State Retirement System | 77 | 56 | -27.27\% | 51 | -8.93\% | 38 | -25.49\% |
| Hardship | 304 | 299 | -1.64\% | 311 | 4.01\% | 194 | -37.62\% |
| Systematic | 4,003 | 3,904 | -2.47\% | 3,904 | 0.00\% | 3,885 | -0.49\% |
| Total Disbursements | 12,797 | 8,429 | -34.13\% | 8,580 | 1.79\% | 8,586 | 0.07\% |

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

401k | 457|403b


## North Carolina Total Retirement Plans

## 403(b) Disbursements - Quarterly

| 403(b) Disbursements |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 3Q 2017 | 3Q 2018 | $\text { 3Q } 2018$ <br> Change \% | 3Q 2019 | $\text { 3Q } 2019$ <br> Change \% |
| Term - Lump Sum | \$216,310 | \$204,414 | -5.50\% | \$191,717 | -6.21\% |
| In-Service | \$0 | \$15,872 | 100.00\% | \$0 | -100.00\% |
| State Retirement System | \$0 | \$0 | 0.00\% | \$41,937 | 100.00\% |
| Hardship | \$0 | \$5,380 | 100.00\% | \$0 | -100.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$30 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$0 | N/A |
| Total Disbursements | \$216,310 | \$225,667 | 4.33\% | \$233,653 | 3.54\% |

## 403(b) Disbursements

\(\left.$$
\begin{array}{|l|c|c|c|c|c|}\hline & \text { 3Q 2017 } & \text { 3Q 2018 } & \begin{array}{c}\text { 3Q 2018 } \\
\text { Change } \%\end{array}
$$ \& 3Q 2019 2019 <br>

Change \%\end{array}\right]\)| (15.38\% |
| :--- |
| Term - Lump Sum |
| In-Service |

## North Carolina Total Retirement Plans

## 403(b) Disbursements - Year to Date

| 403(b) Disbursements |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 1/1/2018-12/31/2018 | 1/1/2018-12/31/2018 <br> Change \% | 1/1/2019-9/30/2019 | 1/1/2019-9/30/2019 <br> Change \% |
| Term - Lump Sum | \$390,116 | \$271,801 | -30.33\% | \$322,824 | 18.77\% |
| In-Service | \$0 | \$45,572 | 100.00\% | \$326,457 | 616.35\% |
| State Retirement System | \$0 | \$29,113 | 100.00\% | \$41,937 | 44.05\% |
| Hardship | \$1,656 | \$5,380 | 224.85\% | \$0 | -100.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$30 | N/A |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$0 | N/A |
| Total Disbursements | \$391,773 | \$351,867 | -10.19\% | \$691,247 | 96.45\% |


| 403(b) Disbursements |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 1/1/2018-12/31/2018 | 1/1/2018-12/31/2018 <br> Change \% | 1/1/2019-9/30/2019 | 1/1/2019-9/30/2019 <br> Change \% |
| Term - Lump Sum | 26 | 25 | -3.85\% | 26 | 4.00\% |
| In-Service | 0 | 8 | 100.00\% | 5 | -37.50\% |
| State Retirement System | 0 | 2 | 100.00\% | 1 | -50.00\% |
| Hardship | 1 | 3 | 200.00\% | 0 | -100.00\% |
| Systematic | 0 | 0 | 0.00\% | 0 | 0.00\% |
| Total Disbursements | 27 | 38 | 40.74\% | 32 | -15.79\% |

401(k) Plan Asset Allocation/Net Cash Flow July 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$18,527,654 | \$411,620,047 | \$1,433,659,239 | \$3,238,656,142 | \$3,265,786,846 | \$2,363,103,579 | \$10,731,353,506 |
| \% Assets | 0.17\% | 3.84\% | 13.36\% | 30.18\% | 30.43\% | 22.02\% | 100.00\% |
| Total Contributions | \$3,196,619 | \$20,653,498 | \$29,414,677 | \$42,681,797 | \$32,864,646 | \$6,459,201 | \$135,270,439 |
| Rollovers In | \$137,985 | \$872,015 | \$2,075,323 | \$3,632,820 | \$4,429,546 | \$2,727,652 | \$13,875,341 |
| Total Distributions including: | $(\$ 84,468)$ | (\$3,900,693) | (\$10,976,910) | (\$30,987,039) | $(\$ 63,610,439)$ | $(\$ 46,134,176)$ | (\$155,693,726) |
| Rollovers Out | (\$846) | (\$1,243,181) | (\$4,667,491) | (\$16,058,330) | (\$36,701,373) | $(\$ 27,576,903)$ | $(\$ 86,248,125)$ |
| Cash Distributions | $(\$ 83,622)$ | (\$2,657,512) | (\$6,309,419) | (\$14,928,709) | (\$26,909,066) | (\$18,557,273) | (\$69,445,601) |
| Net Cash Flow | \$3,250,136 | \$17,624,820 | \$20,513,090 | \$15,327,577 | $(\$ 26,316,247)$ | $(\$ 36,947,323)$ | $(\$ 6,547,946)$ |
| Total Unique Participants | 6,588 | 41,276 | 54,287 | 69,921 | 57,361 | 30,034 | 259,467 |
| Avg. Account Balance | \$2,812 | \$9,972 | \$26,409 | \$46,319 | \$56,934 | \$78,681 | \$41,359 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$18,527,654 | \$411,620,047 | \$1,433,659,239 | \$3,238,656,142 | \$3,265,786,846 | \$2,363,103,579 | \$10,731,353,506 |
| \% Assets | 0.17\% | 3.84\% | 13.36\% | 30.18\% | 30.43\% | 22.02\% | 100.00\% |
| Total Contributions | \$9,367,648 | \$61,040,530 | \$88,041,382 | \$127,687,595 | \$99,145,277 | \$19,462,260 | \$404,744,693 |
| Rollovers In | \$154,927 | \$2,762,314 | \$6,122,810 | \$10,759,376 | \$12,226,313 | \$7,582,244 | \$39,607,985 |
| Total Distributions including: | $(\$ 334,150)$ | (\$10,097,059) | (\$26,714,411) | $(\$ 90,787,062)$ | (\$193,765,525) | (\$136,464,385) | (\$458,162,591) |
| Rollovers Out | $(\$ 20,909)$ | (\$3,665,047) | (\$11,564,700) | (\$48,509,410) | (\$111,083,089) | (\$75,604,884) | (\$250,448,039) |
| Cash Distributions | (\$313,241) | (\$6,432,012) | (\$15,149,711) | (\$42,277,652) | (\$82,682,436) | $(\$ 60,859,501)$ | (\$207,714,552) |
| Net Cash Flow | \$9,188,426 | \$53,705,784 | \$67,449,781 | \$47,659,910 | (\$82,393,935) | (\$109,419,880) | (\$13,809,914) |
| Total Unique Participants | 6,588 | 41,276 | 54,287 | 69,921 | 57,361 | 30,034 | 259,467 |
| Avg. Account Balance | \$2,812 | \$9,972 | \$26,409 | \$46,319 | \$56,934 | \$78,681 | \$41,359 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

*Prudential's Defined Contribution book of business averages.

457 Plan Asset Allocation/Net Cash Flow July 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,333,071 | \$30,173,447 | \$95,860,966 | \$278,370,795 | \$430,750,488 | \$648,626,957 | \$1,485,115,724 |
| \% Assets | 0.09\% | 2.03\% | 6.45\% | 18.74\% | 29.00\% | 43.68\% | 100.00\% |
| Total Contributions | \$251,540 | \$1,954,665 | \$3,458,403 | \$5,655,151 | \$4,635,460 | \$1,378,622 | \$17,333,841 |
| Rollovers In | \$12,357 | \$94,164 | \$309,737 | \$516,504 | \$534,476 | \$1,028,729 | \$2,495,969 |
| Total Distributions including: | $(\$ 14,151)$ | $(\$ 568,787)$ | $(\$ 637,758)$ | $(\$ 3,318,936)$ | $(\$ 6,378,388)$ | (\$12,229,885) | $(\$ 23,147,906)$ |
| Rollovers Out | $(\$ 1,046)$ | $(\$ 270,640)$ | $(\$ 298,953)$ | $(\$ 2,139,294)$ | (\$4,072,055) | $(\$ 7,386,266)$ | (\$14,168,254) |
| Cash Distributions | $(\$ 13,105)$ | $(\$ 298,147)$ | $(\$ 338,805)$ | (\$1,179,642) | (\$2,306,333) | $(\$ 4,843,619)$ | $(\$ 8,979,652)$ |
| Net Cash Flow | \$249,746 | \$1,480,042 | \$3,130,382 | \$2,852,720 | (\$1,208,452) | $(\$ 9,822,534)$ | (\$3,318,096) |
| Total Unique Participants | 1,236 | 9,871 | 12,094 | 15,001 | 11,507 | 6,540 | 56,249 |
| Avg. Account Balance | \$1,079 | \$3,057 | \$7,926 | \$18,557 | \$37,434 | \$99,178 | \$26,403 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

## 457 Plan Asset Allocation/Net Cash Flow January 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,333,071 | \$30,173,447 | \$95,860,966 | \$278,370,795 | \$430,750,488 | \$648,626,957 | \$1,485,115,724 |
| \% Assets | 0.09\% | 2.03\% | 6.45\% | 18.74\% | 29.00\% | 43.68\% | 100.00\% |
| Total Contributions | \$761,039 | \$5,878,748 | \$10,599,180 | \$17,432,555 | \$14,615,332 | \$4,277,756 | \$53,564,611 |
| Rollovers In | \$29,882 | \$379,546 | \$774,383 | \$1,419,011 | \$1,240,540 | \$2,279,785 | \$6,123,146 |
| Total Distributions including: | $(\$ 27,953)$ | (\$1,236,460) | (\$1,404,378) | (\$7,399,993) | (\$18,810,345) | (\$35,556,485) | (\$64,435,613) |
| Rollovers Out | $(\$ 5,523)$ | $(\$ 596,550)$ | $(\$ 641,227)$ | (\$3,930,586) | (\$11,495,924) | (\$19,037,009) | (\$35,706,820) |
| Cash Distributions | (\$22,429) | (\$639,910) | $(\$ 763,151)$ | (\$3,469,407) | (\$7,314,421) | (\$16,519,476) | (\$28,728,794) |
| Net Cash Flow | \$762,969 | \$5,021,834 | \$9,969,185 | \$11,451,573 | (\$2,954,473) | (\$28,998,945) | $(\$ 4,747,857)$ |
| Total Unique Participants | 1,236 | 9,871 | 12,094 | 15,001 | 11,507 | 6,540 | 56,249 |
| Avg. Account Balance | \$1,079 | \$3,057 | \$7,926 | \$18,557 | \$37,434 | \$99,178 | \$26,403 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

*Prudential's Defined Contribution book of business averages.

403(b) Plan Asset Allocation/Net Cash Flow July 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$400 | \$1,170,883 | \$3,484,638 | \$6,481,303 | \$6,008,959 | \$1,585,464 | \$18,731,647 |
| \% Assets | 0.00\% | 6.25\% | 18.60\% | 34.60\% | 32.08\% | 8.46\% | 100.00\% |
| Total Contributions | \$205 | \$53,262 | \$90,397 | \$144,920 | \$128,048 | \$31,864 | \$448,695 |
| Rollovers In | \$0 | \$12,364 | \$15,989 | \$271,519 | \$0 | \$0 | \$299,873 |
| Total Distributions including: | \$0 | $(\$ 4,500)$ | (\$157,959) | $(\$ 30,496)$ | $(\$ 35,028)$ | $(\$ 5,670)$ | $(\$ 233,653)$ |
| Rollovers Out | \$0 | \$0 | (\$157,959) | $(\$ 30,496)$ | $(\$ 29,141)$ | \$0 | $(\$ 217,596)$ |
| Cash Distributions | \$0 | $(\$ 4,500)$ | \$0 | \$0 | $(\$ 5,887)$ | $(\$ 5,670)$ | $(\$ 16,057)$ |
| Net Cash Flow | \$205 | \$61,126 | $(\$ 51,573)$ | \$385,943 | \$93,020 | \$26,193 | \$514,914 |
| Total Unique Participants | 3 | 213 | 333 | 397 | 292 | 55 | 1,293 |
| Avg. Account Balance | \$133 | \$5,497 | \$10,464 | \$16,326 | \$20,579 | \$28,827 | \$14,487 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

403(b) Plan Asset Allocation/Net Cash Flow January 1, 2019 to September 30, 2019

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$400 | \$1,170,883 | \$3,484,638 | \$6,481,303 | \$6,008,959 | \$1,585,464 | \$18,731,647 |
| \% Assets | 0.00\% | 6.25\% | 18.60\% | 34.60\% | 32.08\% | 8.46\% | 100.00\% |
| Total Contributions | \$415 | \$253,536 | \$362,534 | \$616,277 | \$497,794 | \$95,439 | \$1,825,995 |
| Rollovers In | \$0 | \$12,364 | \$101,593 | \$337,356 | \$63,278 | \$0 | \$514,591 |
| Total Distributions including: | \$0 | $(\$ 10,588)$ | (\$158,009) | $(\$ 33,133)$ | (\$403,224) | $(\$ 86,263)$ | (\$691,217) |
| Rollovers Out | \$0 | $(\$ 6,088)$ | (\$157,959) | $(\$ 30,496)$ | $(\$ 347,591)$ | $(\$ 53,086)$ | $(\$ 595,220)$ |
| Cash Distributions | \$0 | $(\$ 4,500)$ | (\$50) | $(\$ 2,637)$ | $(\$ 55,633)$ | $(\$ 33,177)$ | $(\$ 95,997)$ |
| Net Cash Flow | \$415 | \$255,313 | \$306,118 | \$920,500 | \$157,847 | \$9,175 | \$1,649,368 |
| Total Unique Participants | 3 | 213 | 333 | 397 | 292 | 55 | 1,293 |
| Avg. Account Balance | \$133 | \$5,497 | \$10,464 | \$16,326 | \$20,579 | \$28,827 | \$14,487 |
| Prudential Participant Avg. Account Balance | \$3,380 | \$15,179 | \$43,860 | \$84,969 | \$118,166 | \$121,749 | \$70,644 |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

## 401(k) Plan Retirement Preparation Analysis

| 7/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 10,599 |
| Unique Completions | 9,321 |
| Contribution Rate Increase | 1,040 |


| Since Inception for Currently Active Participants as of 9/30/2019 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 59,557$ |
| Average Balance, Non-RIC Participant | $\$ 25,740$ |
| Average Contribution Rate, RIC Participant | $6.48 \%$ |
| Average Contribution Rate, Non-RIC Participant | $4.55 \%$ |
| Total Count of Participants with a RIC Gap | 55,945 |
| Average RIC Gap | $\$ 2,854$ |
| Total Count of Participants with a RIC surplus | 10,190 |
| Average RIC Surplus | $\$ 2,263$ |


| 1/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 28,126 |
| Unique Completions | 24,715 |
| Contribution Rate Increase | 2,681 |

Total Retirement Income Calculator Completions - Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.

Unique Completions - Total number of unique active/eligible participants that completed the retirement income calculator during the reporting period.

Contribution Rate Increases - Total number of active/eligible participants that completed the retirement income calculator and increased their contribution rate.

Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total balance of active participants divided by the total count of active participants.

Average Balance Non-RIC Participant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total balance of active participants divided by the total count of active participants.

Average Contribution Rate RIC Participant - For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.

Average Contribution Rate Non-RIC Participant - For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.

Average RIC Gap - The total RIC gaps of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a gap.

Total Count of Participants with a RIC gap - Total number of RIC users who completed the RIC with a gap.
Average RIC Surplus - The total of all RIC surpluses of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a surplus.

Total Count of Participants with a RIC Surplus - Total number of RIC users who completed the RIC with a surplus.

Participant - An individual who has enrolled in the plan and has a non-zero account balance.

## North Carolina Total Retirement Plans

## 457 Plan Retirement Preparation Analysis

| 7/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 3,038 |
| Unique Completions | 2,680 |
| Contribution Rate Increase | 187 |

Since Inception for Currently Active Participants as of 9/30/2019

| Average Balance, RIC Participant | $\$ 24,544$ |
| :--- | ---: |
| Average Balance, Non-RIC Participant | $\$ 13,935$ |
| Average Contribution Rate, RIC Participant | $6.63 \%$ |
| Average Contribution Rate, Non-RIC Participant | $5.05 \%$ |
| Total Count of Participants with a RIC Gap | 12,863 |
| Average RIC Gap | $\$ 2,813$ |
| Total Count of Participants with a RIC surplus | 2,377 |
| Average RIC Surplus | $\$ 2,461$ |


| 1/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 7,872 |
| Unique Completions | 6,900 |
| Contribution Rate Increase | 445 |

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

## 403(b) Plan Retirement Preparation Analysis

| 7/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 43 |
| Unique Completions | 42 |
| Contribution Rate Increase | 0 |
|  |  |
| Since Inception for Currently Active Participants as of 9/30/2019 |  |
| Average Balance, RIC Participant | $\$ 23,231$ |
| Average Balance, Non-RIC Participant | $\$ 12,999$ |
| Average Contribution Rate, RIC Participant | $10.12 \%$ |
| Average Contribution Rate, Non-RIC Participant | $15.40 \%$ |
| Total Count of Participants with a RIC Gap | 176 |
| Average RIC Gap | $\$ 2,691$ |
| Total Count of Participants with a RIC surplus | 48 |
| Average RIC Surplus | $\$ 2,216$ |


| 1/1/2019-9/30/2019 |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 120 |
| Unique Completions | 107 |
| Contribution Rate Increase | 0 |

Total Retirement Income Calculator Completions - Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.

Unique Completions - Total number of unique active/eligible participants that completed the retirement income calculator during the reporting period.

Contribution Rate Increases - Total number of active/eligible participants that completed the retirement income calculator and increased their contribution rate.

Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total balance of active participants divided by the total count of active participants.

Average Balance Non-RIC Participant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total balance of active participants divided by the total count of active participants.

Average Contribution Rate RIC Participant - For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.

Average Contribution Rate Non-RIC Participant - For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.

Average RIC Gap - The total RIC gaps of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a gap.

Total Count of Participants with a RIC gap - Total number of RIC users who completed the RIC with a gap.
Average RIC Surplus - The total of all RIC surpluses of all active participants who have completed the RIC divided by the total count of active participants that have completed the RIC with a surplus.

Total Count of Participants with a RIC Surplus - Total number of RIC users who completed the RIC with a surplus.

Participant - An individual who has enrolled in the plan and has a non-zero account balance.

Please see page 5 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## Participant Service Center Statistics

| $\mathbf{4 0 1 ( k ) , 4 5 7}$ \& 403(b) Quarterly Participant Service Center Statistics |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 3Q 2016 | 3Q 2017 | 3Q 2018 | 3Q 2019 |
| Service Center Calls | 36,824 | 39,788 | 41,802 | 62,695 |
| Service Percentage | $78 \%$ | $86 \%$ | $83 \%$ | $55 \%$ |
| Average Speed to Answer (seconds) | 15 sec | 11 sec | 11 sec | 45 sec |
| Abandon Percentage | $0.40 \%$ | $0.40 \%$ | $0.30 \%$ | $1.70 \%$ |


| $\mathbf{4 0 1 ( k ) , ~ 4 5 7 ~ 8 4 0 3 ( b ) ~ Y T D ~ P a r t i c i p a n t ~ S e r v i c e ~ C e n t e r ~ S t a t i s t i c s ~}$ |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ |  |  |  |
| Service Center Calls | 110,905 | 111,391 | 127,803 | 174,002 |  |  |  |
| Service Percentage | $78 \%$ | $77 \%$ | $84 \%$ | $66 \%$ |  |  |  |
| Average Speed to Answer (seconds) | 20 sec | 22 sec | 11 sec | 37 sec |  |  |  |
| Abandon Percentage | $0.90 \%$ | $0.90 \%$ | $0.30 \%$ | $1.40 \%$ |  |  |  |

## North Carolina Total Retirement Plans

Retirement Security Education Information

| $\mathbf{4 0 1 ( k ) , ~ 4 5 7 ~ \& ~ 4 0 3 ( b ) ~ Q u a r t e r l y ~ R e t i r e m e n t ~ S e c u r i t y ~ E d u c a t i o n ~ T e a m ~ A c t i v i t y ~}$ |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Meeting Activity | July 2019 | August 2019 | September 2019 | $\mathbf{3 Q} 2019$ |
| Group Meetings - Number of Meetings | 250 | 332 | 312 | 894 |
| Group Meetings - Number of Attendees | 5,191 | 10,872 | 8,477 | 24,540 |
| Individual Meetings - Number of Meetings | 2,485 | 2,784 | 2,969 | 8,238 |
| Employer Meetings | 281 | 256 | 240 |  |
| Total On-Site Visits | 392 | 436 | 13,656 | 11,446 |
| Total Meeting Attendees | 7,676 |  |  |  |

## 401(k), 457 \& 403(b) YTD Retirement Security Education Team Activity

| Meeting Activity | $\mathbf{1 Q} \mathbf{2 0 1 9}$ | 2Q 2019 | 3Q 2019 | YTD 2019 |
| :--- | :---: | :---: | :---: | :---: |
| Group Meetings - Number of Meetings | 756 | 986 | 894 | 2,636 |
| Group Meetings - Number of Attendees | 21,129 | 30,217 | 24,540 |  |
| Individual Meetings - Number of Meetings | 7,730 | 9,169 | 8,238 |  |
| Employer Meetings | 952 | 717 | 777 | 25,137 |
| Total On-Site Visits | 1,513 | 1,313 | 1,260 | 4,446 |
| Total Meeting Attendees | 28,859 | 39,386 | 32,778 |  |

North Carolina

## North Carolina Total Retirement Plans

Retirement Security Education Information - Enrollment Activity by Quarter


## North Carolina Total Retirement Plans

## Employers Adopting the 401(k) Plan in 2019

Charter Schools
Innovative School District
Stars Charter School

## Other

Avery County Fire Commission Mocksville-Cooleemee ABC Board Roxboro Housing Authority

## Employers Adopting the 403(b) Plan in 2019

Community College
Pitt Community College

## Schools

Greene County School Montgomery County Schools Newton Conover City Schools Pamlico County Schools Roanoke Rapid City Schools Wilson County Schools

## North Carolina Total Retirement Plans

## Employers Adopting the 457 Plan in 2019

County<br>Swain County

Community College<br>Guilford Technical Community College<br>Pitt Community College

Charter Schools<br>Hobgood Charter School Innovative School District<br>Stars Charter School<br>United Community Charter School

## Schools

Ashville City Schools Cabarrus County Schools
Newton Conover City Schools
Stanly County Schools

## Municipalities

The City of Lexington
Town of Coats
Town of Columbus
Town of Garner
Town of Newport
Town of North Wilkesboro
Town of Rolesville

## Other

Alamance County Transportation Authority
Broad River Water Authority
Cape Fear Center Inquiry
Cape Fear Public Utility Authority
Roxboro Housing Authority

## North Carolina Total Retirement Plans

Employers Adopting the 457 Plan in 2019

| 457 Additions |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employer Type | $\mathbf{2 0 1 6}$ | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | \# of <br> Eligible |  |  |
| CHARTER SCHOOL | 3 | 4 | 3 | 4 | 1,868 |  |  |
| COMMUNITY COLLEGE | 8 | 1 | 2 | 2 | 15,132 |  |  |
| COUNTY | 4 | 5 | 4 | 1 | 37,381 |  |  |
| MUNICIPAL | 9 | 9 | 21 | 7 | 17,479 |  |  |
| OTHER | 8 | 9 | 6 | 5 | 4,666 |  |  |
| SCHOOL | 5 | 4 | 3 | 4 | 135,771 |  |  |

## Employers Adopting Contribution Accelerator in 2019

Municipalities
City of Archdale

## Other

Alamance County Transportation Authority
Alliance Health
Eastern Wayne Sanitary District
Piedmont Triad Airport Authority
Roxboro Housing Authority

## North Carolina Total Retirement Plans

## 401(k) Employers Making Changes in 2019

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

Catawba County added a match up to $1 \%$ in addition to their current 1\% Employer Contribution across the board.
City of Clinton added a .5\% Employer Contribution across the board.
Eastern Wayne Sanitary District added a match up to $1 \%$.
Fairmont Housing Authority added a 5\% Employer Contribution across the board.
Guilford Tech Community College added a match up to $1 \%$.
Perquimans County added a match up to $1 \%$.
The City of High Point added a match up to $1 \%$.
Town of Oakboro added a 1\% Employer Contribution across the board in addition to their current 3\% match and 5\% LEO contributions.
Town of Canton added a match up to $3 \%$.
Town of Stoneville added a match up to $3 \%$.
Town of Williamston added a match up to $1 \%$.
Town of Youngsville added a 5\% Employer Contribution across the board.

## North Carolina Total Retirement Plans

## 401(k) Employers Making Changes in 2019

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

City of Hickory increased their Employer Match from 1\% to 2\%.
Cumberland County increased their Employer Contribution from 1\% to 2\% across the board.
Indian Trail ABC Board increased their Employer Match from 2\% to 2.5\% across the board.
Town of Biscoe increased their Employer Match from $.75 \%$ to $1 \%$ for up to $6 \%$ of Employee Contribution.
Town of Carolina Shores increased their Employer Match from 6\% to 100\%.
Town of Harrisburg increased their Employer Match from 2\% to 4\%.
Town of Rutherfordton increased their Employer Contribution from 3\% to 3.5\% across the board.

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

Bertie-Martin Regional Jail has changed their Employer Contribution of 2\% to an Employer Match of 3\%.
Town of Angier has changed their Employer Match of 5\% to an Employer Contribution across the board of 5\%.

## North Carolina Total Retirement Plans

## 457 Employers Making Changes in 2019

## 457 Employers Adding An Employer Match and/or an Employer Contribution <br> Alamance County added an Employer Match up to a 3\%. <br> Hobgood Charter School added an Employer Match up to a 5\%. <br> Guilford Tech Community College added a match up to $1 \%$. <br> Town of Stoneville added a match up to $3 \%$.

## 457 Employers Increasing Employer Contribution or Match

Island of Montessori Charter School increased their Employer Contribution from a $7 \%$ to $8 \%$ match for members w 6 yrs of service.
Town of Castalia increased their Employer Contribution from 2\% match, to a $2 \%$ across the board plus up to a $2 \%$ match.
Town of Harrisburg increased their Employer Match from 2\% to 4\%.

## North Carolina

Total Retirement Plans
401k | 457 | 403b

## Communication Accomplishments 3Q 2019

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## Communication Accomplishments 3Q '19

## Employer Contributions - Money Source Update

- 401(k) Plan Highlights Flyer
- Plan Comparison Guide


## Returning to Work Language

- Termination Flyer

- Joint DB/DC Brochure


## Communication Accomplishments 3Q '19

EZ Enroll Flyer Updates - Roth and Rollover Interest

- 401(k)/457
- 403(b)


## Ongoing Targeted Emails to Nearing Retirees

- July - 360 delivered
- Aug - 264 delivered
- Sep - 212 delivered



## Communication Accomplishments 3Q '19

## Quarterly Signature Newsletter

- 132,544 direct mail

Quarterly Statement Message

- 273,902 statements


## Quarterly Updates

- Fund Fact Sheets



## 3Q 2019 Significant Projects In Process

## Employer Survey

## Digital Enrollment Webpage Build



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

State treaurer of north Carolin

## Signature Newsletter 3Q 2019

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# Signature <br> N E W S L E T T ER 

## Discover how the plans are designed to be ‘evergreen’ for youfor years to come

One of the ways that MerriamWebster defines evergreen is "universally and continually relevant: not limited in applicability to a particular event or date." In this issue, discover how the NC 401(k) and NC 457 Plans and the NC 403(b) Program are "evergreen" when it comes to your retirement planning, how their wide array of tools can help you along the way and how the plans keep working hard for you long after you have retired.

## In this issue...

Staying Connected:
The Top 3 Reasons Why the Plans Can Help You Become Retirement Ready

## Making \$en\$e

You May Stop Working...But the Plans Won't!

What Your Peers are Concerned About When it Comes to Their Finances - and what that can mean for you!



## A Fee Holiday and a National Award are Featured Highlights of 2019

As a North Carolina employee, you have chosen a career of service to this great state and are in the unique position of being an active member in a recognized, well-funded retirement system. When I raised my hand to be the 28th Treasurer for the State of North Carolina, a promise was made to reduce investment fees, increase transparency, and enhance value. I am committed to serving the people of North Carolina as keeper of the public's purse and sustaining our strong foundation for future generations of public workers.

The NC Total Retirement Plans are also an important part of your retirement foundation. These defined contribution plans serve as well-founded opportunities as you navigate the pathway to your future, with strong oversight by the Supplemental Retirement Board of Trustees.

Together, we have made it possible to leverage our size to cut costs, and offer high-quality investment options and features. In addition, the Board of Trustees waived the administrative fee in 2019 for participants in the NC $401(k)$ and NC 457 Plans, a Fee Holiday that will save participants more than $\$ 2$ million.

In July, the National Association of Government Defined Contribution Administrators recognized the NC Total Retirement Plans, our Board and staff with the Leadership Award for Outstanding Achievement in Plan Design and Administration. This milestone is important because it reflects the disciplined oversight and innovative actions taken by the Board of Trustees and Department of State Treasurer.

Working through your retirement and planning the road ahead does take time and effort, and we have resources in place to help you make better, informed choices. I will continue to do my part in maintaining a stronghold on transparency and a positive foundation for future generations. Thank you for your service to North Carolina and taking time to pave your pathway to retirement.

Sincerely,
Tale I-Touna, CPA
Dale R. Folwell, CPA
State Treasurer of North Carolina

## Staying Connected

## The Top 3 Reasons Why the Plans Can Help You Become Retirement Ready

No matter where you are on the path to retirement, the NC 401(k) and NC 457 Plans and the NC 403(b) Program can help you become retirement ready. Why? Because they provide you with additional income in retirement, helping to supplement your pension and Social Security benefits.

## The Top 3 Reasons Why the Plans Can Help You Become Retirement Ready (continued)

## You're in the driver's seat

By contributing as much as possible to your plan account(s), you can boost your retirement income and give yourself more possibilities for enjoying the kind of future you envision for yourself.

## The top three reasons why the plans can give you what you need to become retirement ready

## REASON

## \#1

Access to a competitively priced investment offering

Personalized tool inclusive of pension benefits

## \#3

Access to ongoing and personalized support

## WHAT THIS MEANS FOR YOU

- You can design a well-diversified portfolio; OR
- You can use GoalMaker ${ }^{\circledR}$, a valuable, no-additional-cost asset allocation program, to help you choose your investment mix by answering a few simple questions. GoalMaker also helps keep your account on track as you approach and move through retirement-automatically.
- The myNCRetirement Statement's (MRS) Annual Personalized Gap Analysis gives you a comprehensive snapshot of your retirement readiness each year you are employed, by providing you with a projection of your total retirement benefits.
- Retirement Education Counselors are available to give you personalized assistance and participant service representatives are available by calling 866-NCPlans (866-627-5267). They can assist with your transactions or to help find the information you need.
- Our participant website, NCPlans.prudential.com, puts retirement planning information at your fingertips, 24/7. When you visit this website, you can link to your online plan account(s).


## While you're preparing for retirement, we're watching over the plans <br> A peek 'behind the scenes'

The NC 401(k) and NC 457 Plans and the NC 403(b) Program have strong investment oversight. To continue to deliver value, all investment fees and investment performance are monitored on a quarterly basis by North Carolina State Treasurer Dale R. Folwell, CPA, and the Supplemental Retirement Board of Trustees.

## Making \$en\$e

## You May Stop Working...But the Plans Won't!

As retirement approaches, you may have a lot on your mind. But one thing you won't have to worry about is what to do with your NC 401(k), NC 457 or NC 403(b) account.

## The benefits of leaving money in your plan account(s)—even after you retire

When you leave your retirement savings in your plan account after you retire - except for required minimum distributions (RMDs)* - you will be able to continue taking advantage of all the plans' great features and benefits, such as:

- competitive costs
- a wide range of investment options, including GoalMaker
- strong, trusted oversight from the NC Supplemental Retirement Board of Trustees (which includes investment performance and fees)

[^4]- option to receive an additional income stream by transferring some or all of your NC 401(k) or NC 457 Plan pre-tax balance into the TSERS ${ }^{1}$ or LGERS $^{2}$
- access to the plan's local Retirement Education Counselors at no extra charge

[^5]
## You May Stop Working...But the Plans Won't! (continued)

Two ways you can make the plans work harder for you when you are ready to retire:

1. You can make a one-time contribution to the plan(s): You can contribute additional compensation or other money you receive on a one-time basis, such as longevity payments or final payments for vacation and/or bonus leave upon your retirement.
2. You can roll over money into your plan account from another qualified retirement plan: As long as you have a balance in the plan(s), you can roll over money into your NC 401(k), NC 457 or NC 403(b) account. Simply call 866-NCPlans (866-627-5267) for assistance.

Consider these advantages of rolling some or all of your eligible retirement dollars to your plan account(s):

|  | Consolidated into <br> NC 401(k)/NC 457/ <br> NC 403(b) | Multiple <br> accounts |
| :--- | :---: | :---: |
| Money remains tax-deferred | $\checkmark$ | $\checkmark$ |
| Avoid taxes and penalties | $\checkmark$ | $\checkmark$ |
| Convenience | $\checkmark$ |  |
| Potentially lower cost | $\checkmark$ |  |
| Easier to maintain proper asset allocation | $\checkmark$ |  |
| Access to NC Total Retirement Plan investments | $\checkmark$ |  |

## Did you know...?

The money you've worked so hard to put away can stay in your plan account(s)* until you need it - even after you've retired.

[^6]
## What Your Peers Are Concerned About When It Comes to Their Finances And what that can mean for you!

As part of the website enhancements launched last year, we introduced new tools and personalized resources. Those who have used the tools** indicated that there are two key areas where they would like to learn more:

1. Preparing for retirement
2. Budgeting, savings and debt management


The proof is in the numbers.

Approximately $69 \%$
noted they have
debt they feel is too high

Approximately 60\%
stated they could not cover six months of expenses if income was lost

Approximately 33\% reported being not at all or not very confident that their savings will be sufficient for retirement

If these issues and concerns sound familiar, you have plenty of company!

[^7]
# What Your Peers Are Concerned About When It Comes to Their Finances (continued) 

## Tools at your fingertips to help you!

When it comes to your finances, if you have any of the concerns noted here, the plan offers tools that can help.
What's your concern?
You feel you have debt that is too high
You may be unable to cover six months of
expenses if income was lost expenses if income was lost

You are not confident (or not very confident) that your savings will be sufficient for retirement

## You may wish to try...

The Debt Manager Tool

The Plan a Budget Tool

The myNCRetirement Statement (MRS) and

The Retirement Income Calculator

## What it can do for you:

The Debt Manager Tool can help you learn how to prioritize payments, funnel new funds and dig yourself out of debt.

The Plan a Budget Tool can help you make managing your money easier.

The MRS lets you see a snapshot of your projected total retirement benefits - and discover if you currently may be saving enough for retirement.

The Retirement Income Calculator enables you to create an action plan to get your retirement savings on track to help you reach your retirement income goals - and take action today to save more for your financial future.

## How to Access the Tool(s) You Need

For the four tools below, start by logging in to your account at NCPlans.prudential.com

| Financial Wellness Assessment | Go to My Accounts My Financial Life Tools Take Our Financial Wellness Assessment |
| :--- | :--- |
| Debt Manager Tool | Go to My Accounts My Financial Life Tools Tool:Debt Manager |
| Plan a Budget Tool | Go to My Accounts My Financial Life Tools Tool: Plan a Budget |
| Retirement Income Calculator | 1. Select your account from the home page. <br> 2. Once on the account page, click on the yellow "Get Started" button on the <br> left-hand side. |
| To access your myNCRetirement Statement (MRS), log in to ORBIT at ORBIT.myNCRetirement.com |  |

1. Select "View myNCRetirement Statement" from the left-hand menu.
2. Select the year you want to view. (Only two years of statements are available in ORBIT.)

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

[^8]1026268-00001-00

## North Carolina Total Retirement Plans

## Questions



## North Carolina Total Retirement Plans

## Notes

## Thank you



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

## Thank you


[^0]:    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.

[^1]:    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.

[^2]:    North Carolina Total Retirement Plans 401k 457 | 403b

    DALE R. FOLWELL. CPA

[^3]:    Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets.

[^4]:    *Federal law currently requires that minimum withdrawals must begin by age $701 / 2$, provided you are no longer employed by the state. Failure to receive this annual required minimum distribution (RMD) may result in significant tax penalties.

[^5]:    ${ }^{\text {'Teachers' }}$ and State Employees' Retirement System ${ }^{2}$ Local Governmental Employees' Retirement System

[^6]:    *Federal law currently requires that minimum withdrawals must begin by age $701 / 2$, provided you are no longer employed by the state. Failure to receive this annual required minimum distribution (RMD) may result in significant tax penalties.

[^7]:    ** Source: Financial Wellness Assessments completed by participants of the NC 401(k) and NC 457 Plans and the NC 403(b) Program through May 31, 2019. No personal data provided through the assessments is shared.

[^8]:    GoalMaker's model allocations are based on generally accepted financial theories that take into account the historic returns of different asset classes. Past performance of any investment does not guarantee future results. Participants should consider their other assets, income and investments (e.g., equity in a home, Social Security benefits, individual retirement plan investments, etc.) in addition to their interest in the plan, to the extent those items are not taken into account in the model. Participants should also periodically reassess their GoalMaker investments to make sure their model portfolio continues to correspond to their investment objectives, risk tolerance and retirement time horizon..

    Participants using the Retirement Income Calculator should consider other assets, income and investments (e.g., equity in a home, Social Security benefits, individual retirement plan investments, etc.) when assessing the adequacy of the estimated income stream as provided by this tool. The Retirement Income Calculator is hypothetical and for illustrative purposes only and is not intended to represent performance of any specific investment, which may fluctuate. There is no assurance that retirement income objectives will be met. It is possible to lose money by investing in securities.
    Go to NCPlans.prudential.com for information on NC Total Retirement Plans or to access your account. You may also call 866-NCPlans (866-627-5267). Participant service representatives are available Monday through Friday between 8 a.m. and 9 p.m. ET.

    This material is provided solely for your use and is for informational purposes only. It is not an offer or solicitation to buy or sell any securities.
    We encourage you to seek personalized advice from qualified professionals regarding all personal finance issues. We do not provide investment OR tax advice; please consult a tax advisor for more information.

    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 $401(\mathrm{k})$ 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.

    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.
    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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