

## North Carolina Total Retirement Plans

## 4Q 2020 Board of Trustees Report

Presented by: Michael McCann, Vice President, Key Account Management
On: March 11, 2021
As of: December 31, 2020

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

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Total Retirement Plans
401k | 457 | 403b


Prudential

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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(k)|457. Investments offered to you within the plan(s) are not offered by or affiliated with Prudential Financial or any of its companies or businesses. Prudential Retirement is a Prudential Financial business.

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Prudential's Book of Business averages are as of 12/31/2020.

## Historical Plan Statistics - Plans Combined

Rolling 13 months

|  | 12/31/2019 | 1/31/2020 | 2/29/2020 | 3/31/2020 | 4/30/2020 | 5/31/2020 | 6/30/2020 | 7/312020 | 8/31/2020 | 9/30/2020 | 10/31/2020 | 11/30/2020 | 12/31/2020 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Participants Balances | \$12,981,340,243 | \$12,936,645,278 | \$12,315,224,009 | \$11,101,031,966 | \$11,954,395,499 | \$12,363,755,829 | \$12,630,886,327 | \$13,064,230,234 | \$13,532,752,207 | \$13,230,439,707 | \$13,078,130,211 | \$14,151,562,258 | \$14,605,250,414 |
| Contributions* | \$58,523,879 | \$58,936,719 | \$61,257,721 | \$61,651,675 | \$54,093,513 | \$58,265,677 | \$59,368,051 | \$57,304,519 | \$60,283,183 | \$57,876,674 | \$61,325,432 | \$59,722,454 | \$63,930,995 |
| Distributions* | (\$45,342,937) | (\$72,088,282) | ( $558,394,861$ ) | (\$57,596,025) | (\$36,533,563) | (\$72,609,155) | (\$75,969,523) | (\$85,111,439) | (\$83,018,695) | (\$76,014,334) | (\$78,466,574) | (\$87,111,442) | (\$84,489,873) |
| Cash Flow | \$13,180,942 | (\$13,151,562) | \$2,862,860 | \$4,055,650 | \$17,559,950 | (\$14,343,477) | (\$16,601,471) | (\$27,806,920) | (\$22,735,512) | (\$18,137,660) | (\$17,141,141) | (\$27,388,988) | (\$20,558,878) |
| Account Balances |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Average Participant Balance | \$45,207 | \$45,093 | \$42,852 | \$38,485 | \$41,485 | \$42,876 | \$43,787 | \$45,327 | \$46,923 | \$45,808 | \$45,261 | \$48,900 | \$50,368 |
| Patricipation / Deferrals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Active Participation Rate | 33.49\% | 33.49\% | 33.47\% | 33.69\% | 33.56\% | 33.43\% | 33.46\% | 33.14\% | 33.06\% | 33.05\% | 33.06\% | 33.12\% | 33.08\% |
| Active Average Employee Deferral | \$204.16 | \$205.59 | \$206.67 | \$210.34 | \$208.24 | \$209.43 | \$212.54 | \$213.77 | \$215.07 | \$215.19 | \$216.71 | \$215.66 | \$218.30 |
| Total Unique Participants with a Balance | 287,156 | 286,885 | 287,390 | 288,454 | 288,164 | 288,364 | 288,460 | 288,222 | 288,402 | 288,826 | 288,952 | 289,397 | 289,969 |
| Total Enrolments | 1,339 | 1,773 | 1,599 | 2,005 | 1,176 | 900 | 1,117 | 1,168 | 1,329 | 1,390 | 1,838 | 1,396 | 1,311 |
| Asset Allocation |  |  |  |  |  |  |  |  |  |  |  |  |  |
| \% of Plan Assets in Stable Value | 16.47\% | 16.48\% | 17.49\% | 19.98\% | 18.67\% | 18.02\% | 17.72\% | 17.21\% | 16.66\% | 17.23\% | 17.76\% | 16.51\% | 16.66\% |
| \% of Plan Assets for Goalmaker Participants | 47.89\% | 48.01\% | 48.23\% | 47.68\% | 47.55\% | 47.51\% | 47.69\% | 47.88\% | 47.78\% | 47.90\% | 47.88\% | 47.93\% | 49.57\% |
| Goalmaker Participation Rate in All Members | 67.83\% | 67.95\% | 67.16\% | 67.15\% | 67.18\% | 68.10\% | 68.16\% | 68.24\% | 67.50\% | 67.61\% | 67.73\% | 67.85\% | 67.98\% |
| GoalMaker Participation Rate in New Members | 94.23\% | 92.96\% | 94.28\% | 94.89\% | 92.68\% | 89.81\% | 90.43\% | 90.55\% | 92.14\% | 93.48\% | 94.52\% | 94.83\% | 93.69\% |
| Number of Participants in GoalMaker | 217,105 | 217,260 | 218,005 | 218,656 | 218,491 | 218,774 | 219,009 | 219,032 | 219,472 | 220,043 | 220,435 | 221,131 | 221,894 |
| Number of Participants in One Fund | 31,982 | 31,699 | 31,728 | 32,257 | 32,242 | 32,225 | 32,137 | 31,990 | 31,898 | 31,876 | 31,851 | 31,790 | 31,681 |
| Number of Participants in Four or More Funds | 252,439 | 252,538 | 253,186 | 253,854 | 253,613 | 253,885 | 254,099 | 254,054 | 254,441 | 254,937 | 255,186 | 255,838 | 256,621 |
| Contributions |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Amount of Contributions | \$58,523,879 | \$58,936,719 | \$61,257,721 | \$61,651,675 | \$54,093,513 | \$58,265,677 | \$59,368,051 | \$57,304,519 | \$60,283,183 | \$57,876,674 | \$61,325,432 | \$59,722,454 | \$63,930,995 |
| \% of Assets Contributed ${ }^{\text {t }}$ | 0.45\% | 0.46\% | 0.50\% | 0.56\% | 0.45\% | 0.47\% | 0.47\% | 0.44\% | 0.45\% | 0.44\% | 0.47\% | 0.42\% | 0.45\% |
| Participant Contributions | \$34,260,545 | \$33,534,683 | \$33,969,581 | \$36,532,047 | \$32,149,361 | \$35,952,339 | \$35,369,181 | \$32,726,598 | \$33,282,747 | \$33,157,120 | \$36,811,938 | \$35,360,187 | \$38,165,602 |
| Rollovers in | \$5,383,968 | \$5,933,111 | \$7,729,082 | \$5,311,288 | \$2,957,278 | \$2,437,352 | \$4,114,526 | \$3,662,002 | \$7,429,085 | \$4,902,020 | \$3,122,674 | \$4,642,198 | \$4,152,396 |
| Employer Contributions | \$18,879,366 | \$19,468,925 | \$19,559,058 | \$19,806,516 | \$18,986,873 | \$19,870,617 | \$19,884,145 | \$20,915,919 | \$19,570,543 | \$19,817,534 | \$21,390,820 | \$19,720,070 | \$21,612,997 |
| Distributions |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Total Number of All Withdrawals* | 5,228 | 6,718 | 5,186 | 5,504 | 4,096 | 5,736 | 6,865 | 7,098 | 6,911 | 6,883 | 7,699 | 8,231 | 7,871 |
| Total Amount of Distributions | \$45,342,937 | \$72,088,282 | \$58,394,861 | \$57,596,025 | \$36,533,563 | \$72,609,155 | \$75,969,523 | \$85,111,439 | \$83,018,695 | \$76,014,334 | \$78,466,574 | \$87,111,442 | \$84,489,873 |
| \% of Assets Distributed* | 0.35\% | 0.56\% | 0.47\% | 0.52\% | 0.31\% | 0.59\% | 0.60\% | 0.65\% | 0.61\% | 0.57\% | 0.60\% | 0.62\% | 0.60\% |
| Termination | \$14,010,945 | \$26,508,934 | \$17,704,542 | \$16,852,731 | \$9,799,683 | \$8,873,407 | \$12,108,057 | \$14,209,372 | \$14,496,589 | \$12,032,164 | \$13,672,937 | \$14,341,492 | \$14,286,072 |
| Hardship | \$1,594,572 | \$2,132,363 | \$1,458,292 | \$1,339,668 | \$867,630 | \$1,040,213 | \$1,215,597 | \$1,075,955 | \$928,841 | \$665,821 | \$599,350 | \$487,447 | \$428,828 |
| In Serice | \$2,092,902 | \$4,764,315 | \$2,895,603 | \$4,000,261 | \$7,110,142 | \$2,460,133 | \$2,871,010 | \$3,097,653 | \$3,428,173 | \$2,832,825 | \$2,958,909 | \$2,565,226 | \$2,221,405 |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$34,331,592 | \$32,122,343 | \$31,040,790 | \$28,761,089 | \$29,078,731 | \$27,306,980 | \$29,795,045 | \$36,164,861 |
| Internal Rolloverth | \$598,725 | \$1,511,053 | \$204,974 | \$519,053 | \$451,644 | \$347,743 | \$198,581 | \$745,580 | \$360,517 | \$387,594 | \$417,985 | \$527,747 | \$1,240,529 |
| External Rollover | \$21,147,843 | \$28,352,019 | \$30,633,053 | \$27,367,366 | \$14,984,158 | \$22,498,918 | \$22,590,005 | \$29,910,663 | \$30,036,295 | \$25,351,426 | \$26,915,901 | \$30,694,273 | \$25,059,406 |
| Loans |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Number of New Loans | 1,296 | 1,430 | 1,165 | 1,489 | 715 | 1,032 | 1,355 | 1,272 | 1,096 | 1,085 | 1,115 | 942 | 965 |
| Number of Outstanding Active Loans | 50,335 | 50,510 | 50,202 | 50,024 | 49,430 | 48,971 | 48,697 | 48,430 | 48,053 | 47,758 | 47,505 | 47,085 | 46,718 |
| Average Loan Balance | \$6,327 | \$6,332 | \$6,366 | \$6,466 | \$6,385 | \$6,403 | \$6,427 | \$6,464 | \$6,483 | \$6,488 | \$6,471 | \$6,462 | \$6,414 |

[^0]**Regardless of distribution type, Internal Rollovers refer to the distribution of money to another account within Prudential. For example from the NC $401(\mathrm{k})$ plan to the NC 457 plan

## North Carolina Total Retirement Plans

## Historical Plan Statistics - Plans Combined

## Rolling 13 months

Contributions vs Distributions
Including Rollovers


Active Participation Rate


North Carolina
Total Retirement Plans

## North Carolina Total Retirement Plans

## Historical Plan Statistics - Plans Combined

## Rolling 13 months

Total Unique Participants with a Balance


GoalMaker Participation Rate


Total Enrollments


Number of New Loans
1,600
1,400
1,200
1,000
800
600
400
200

## North Carolina Total Retirement Plans

## Our Mission: Retirement Readiness

56.27\% of all active NC public servants are "retirement ready." 71.79\% of all active NC public servants with a 401(k), 457 and/or 403(b) plan are "retirement ready." Retirement readiness is defined as the ability to replace $80 \%$ of pre-retirement income, beginning at age 62 and continuing throughout 30 years of retirement. The following sub-goals are being pursued at a Combined Plans level to help us achieve our top-level metric of 70\% in 2020:

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

| Sub Goal | As of 12/31/2020 | Stretch Goal | \% to Stretch Goal | Contractual Goal | \% to Contractual Goal |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average Monthly Contributions | \$218.30 | \$180.61 | 120.87\% | \$173.19 | 126.05\% |
| Active Participation Rate | 33.08\% | 28.99\% | 114.11\% | 29.13\% | 113.56\% |
| GoalMaker Utilization Among New Members | 93.69\% | 93\% | 100.74\% | 80\% | 117.11\% |
| GoalMaker Utilization Among All Members | 67.98\% | 57\% | 119.26\% | N/A | N/A |

8 Employers adopted the 401(k) Plan from January 1, 2020 through December 31, 2020
22 Employers adopted the 457 Plan from January 1, 2020 through December 31, 2020
3 Employers adopted the 403(b) Plan from January 1, 2020 through December 31, 2020
20 Employers adopted Contribution Accelerator from January 1, 2020 through December 31, 2020
20 Employers added, changed or enhanced their Employer Contribution from January 1, 2020 through December 31, 2020

|  | As of 12/31/2020 |
| :--- | ---: |
| Consolidated Total Plan Assets | $\$ 14,605,250,414$ |
| Consolidated Unique Participant Count | 289,969 |

## North Carolina Total Retirement Plans

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



The total number of unique participants across the $401(k)$ and 457 Plans combined as of December 31, 2020 was $288,856$.

The average monthly employee deferral from January 1, 2020 to December 31, 2020 was $\$ 217.74$ for the Combined 401(k) and 457 Plans.
The average active participation rate from January 1, 2020 to December 31, 2020 was $32.90 \%$ for the Combined 401(k) and 457 Plans.
The GoalMaker utilization among new members as of December 31, 2020 was $93.81 \%$ for the Combined 401(k) and 457 Plans.

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

The GoalMaker utilization among members as of December 31, 2020 was $67.99 \%$ for the Combined 401(k) and 457 Plans.

North Carolina Total Retirement Plans

## North Carolina Total Retirement Plans

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

|  | \# Participants Utilizing |  |  |  |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Option | Asset Class | 12/31/2018 | \% | 12/31/2018 | 12/31/2019 | \% | 12/31/2019 | 12/31/2020 | \% | 12/31/2020 |
| North Carolina Stable Value Fund | Stable Value | \$1,709,999,465 | 18.04\% | 135,226 | \$1,775,325,425 | 15.58\% | 135,936 | \$1,965,972,281 | 15.35\% | 137,084 |
| North Carolina Fixed Income Fund | Fixed Income | \$1,390,823,156 | 14.67\% | 194,286 | \$1,655,459,461 | 14.52\% | 203,347 | \$1,913,242,453 | 14.94\% | 207,672 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$55,180,995 | 0.58\% | 29,305 | \$70,312,952 | 0.62\% | 26,868 | \$89,955,639 | 0.70\% | 24,999 |
| North Carolina Treasury Inflation Protected Securities | Fixed Income | \$162,229,155 | 1.71\% | 53,396 | \$211,428,650 | 1.86\% | 58,161 | \$277,127,064 | 2.16\% | 62,151 |
| North Carolina Large Cap Core Fund | Large-Cap Stock | \$1,422,733,341 | 15.01\% | 78,401 | \$1,705,012,618 | 14.96\% | 72,365 | \$1,934,972,196 | 15.11\% | 66,059 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$2,105,337,376 | 22.21\% | 218,796 | \$2,675,018,437 | 23.47\% | 226,679 | \$2,970,732,588 | 23.20\% | 229,902 |
| North Carolina Small Mid Cap Fund | Small-Cap Stock | \$593,245,839 | 6.26\% | 183,803 | \$750,551,783 | 6.59\% | 193,091 | \$840,505,483 | 6.56\% | 197,511 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$240,539,315 | 2.54\% | 21,772 | \$296,334,428 | 2.60\% | 21,208 | \$327,137,332 | 2.55\% | 20,444 |
| North Carolina International Fund | Global/Intl Stock | \$1,427,265,672 | 15.06\% | 189,920 | \$1,795,202,011 | 15.75\% | 198,921 | \$1,969,317,589 | 15.38\% | 203,120 |
| North Carolina International Index Fund | Global/Intl Stock | \$52,612,800 | 0.56\% | 6,181 | \$64,620,485 | 0.57\% | 6,228 | \$71,169,492 | 0.56\% | 6,130 |
| North Carolina Inflation Responsive Fund | Specialty | \$319,248,969 | 3.37\% | 171,612 | \$398,069,982 | 3.49\% | 181,624 | \$444,981,558 | 3.48\% | 186,772 |
| Total Plan Assets |  | \$9,479,216,083 | 100.00\% |  | \$11,397,336,231 | 100.00\% |  | \$12,805,113,674 | 100.00\% |  |

The total number of unique participants in the 401(k) Plan as of December 31, 2020 was 264,116.

The average monthly employee deferral from January 1, 2020 to December 31, 2020 was $\$ 200.73$ for the 401(k) Plan.
The average active participation rate from January 1, 2020 to December 31, 2020 was $29.61 \%$ for the 401(k) Plan.

The GoalMaker utilization among new members as of December 31, 2020 was $94.74 \%$ for the 401(k) Plan.

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

The GoalMaker utilization among members as of December 31, 2020 was $68.47 \%$ for the 401(k) Plan.

North Carolina Total Retirement Plans

## North Carolina Total Retirement Plans

## Asset Allocation By Fund - 457 Plan

|  | \# Participants Utilizing |  |  |  |  |  | \# Participants Utilizing |  |  | \# Participants Utilizing |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Investment Option | Asset Class | 12/31/2018 | \% | 12/31/2018 | 12/31/2019 | \% | 12/31/2019 | 12/31/2020 | \% | 12/31/2020 |
| North Carolina Stable Value Fund | Stable Value | \$354,021,884 | 26.67\% | 31,340 | \$362,274,092 | 23.17\% | 31,363 | \$391,586,306 | 22.08\% | 31,501 |
| North Carolina Fixed Income Fund | Fixed Income | \$156,408,550 | 11.78\% | 42,907 | \$186,768,026 | 11.95\% | 44,951 | \$218,397,481 | 12.32\% | 45,052 |
| North Carolina Fixed Income Index Fund | Fixed Income | \$14,545,702 | 1.10\% | 3,042 | \$18,422,239 | 1.18\% | 2,681 | \$21,518,978 | 1.21\% | 2,393 |
| North Carolina Treasury Inflation Protected Securities | Fixed Income | \$18,151,660 | 1.37\% | 12,269 | \$25,501,073 | 1.63\% | 13,360 | \$34,334,829 | 1.94\% | 14,256 |
| North Carolina Large Cap Core Fund | Large-Cap Stock | \$221,866,408 | 16.71\% | 11,472 | \$264,607,428 | 16.93\% | 10,538 | \$305,673,872 | 17.24\% | 9,690 |
| North Carolina Large Cap Index Fund | Large-Cap Stock | \$231,423,499 | 17.43\% | 44,912 | \$294,000,169 | 18.81\% | 46,864 | \$338,055,933 | 19.07\% | 46,888 |
| North Carolina Small Mid Cap Fund | Small-Cap Stock | \$122,043,842 | 9.19\% | 44,893 | \$147,355,277 | 9.43\% | 46,706 | \$164,189,598 | 9.26\% | 46,571 |
| North Carolina Small/Mid Cap Index Fund | Small-Cap Stock | \$27,751,184 | 2.09\% | 1,882 | \$34,919,829 | 2.23\% | 1,953 | \$38,939,851 | 2.20\% | 1,953 |
| North Carolina International Fund | Global/Intl Stock | \$139,912,613 | 10.54\% | 44,875 | \$177,379,809 | 11.35\% | 46,678 | \$201,729,484 | 11.38\% | 46,562 |
| North Carolina International Index Fund | Global/Intl Stock | \$14,729,700 | 1.11\% | 1,274 | \$18,042,169 | 1.15\% | 1,310 | \$18,770,067 | 1.06\% | 1,322 |
| North Carolina Inflation Responsive Fund | Specialty | \$26,541,759 | 2.00\% | 38,819 | \$34,045,884 | 2.18\% | 41,040 | \$39,923,294 | 2.25\% | 41,295 |
| Total Plan Assets |  | \$1,327,396,802 | 100.00\% |  | \$1,563,315,995 | 100.00\% |  | \$1,773,119,692 | 100.00\% |  |

The total number of unique participants in the 457 Plan as of December 31, 2020 was 56,699 .

The average monthly employee deferral from January 1, 2020 to December 31, 2020 was $\$ 162.78$ for the 457 Plan.

The average active participation rate from January 1, 2020 to December 31, 2020 was $10.17 \%$ for the 457 Plan.

The GoalMaker utilization among new members as of December 31, 2020 was $89.72 \%$ for the 457 Plan

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

The GoalMaker utilization among members as of December 31, 2020 was $70.95 \%$ 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 | 12/31/2018 | \% | 12/31/2018 | 12/31/2019 | \% | 12/31/2019 | 12/31/2020 | \% | 12/31/2020 |
| Metropolitan West Total Return Bond Fund Plan Class | Fixed Income | \$2,410,775 | 16.13\% | 1,075 | \$3,116,846 | 15.07\% | 1,130 | \$3,860,800 | 14.29\% | 1,149 |
| Vanguard Short-Term Bond Index Fund Admiral Shares | Fixed Income | \$1,642,192 | 10.99\% | 566 | \$1,989,058 | 9.61\% | 610 | \$2,292,236 | 8.48\% | 617 |
| Vanguard Short-Term Inflation-Protected Securities Index Fund Admiral Shares | Fixed Income | \$168,146 | 1.12\% | 262 | \$246,246 | 1.19\% | 307 | \$326,390 | 1.21\% | 316 |
| Vanguard Total Bond Market Index Fund Admiral Shares | Fixed Income | \$774,298 | 5.18\% | 329 | \$975,451 | 4.72\% | 324 | \$1,423,181 | 5.27\% | 319 |
| T. Rowe Price Blue Chip Growth Fund I Class | Large-Cap Stock | \$517,650 | 3.46\% | 164 | \$752,360 | 3.64\% | 171 | \$1,244,615 | 4.61\% | 180 |
| Vanguard 500 Index Fund Admiral Shares | Large-Cap Stock | \$3,973,657 | 26.58\% | 1,203 | \$5,769,612 | 27.89\% | 1,274 | \$0 | 0.00\% | 0 |
| Vanguard Institutional Index Fund Institutional Shares | Large-Cap Stock | \$0 | 0.00\% | 0 | \$0 | 0.00\% | 0 | \$7,662,018 | 28.36\% | 1,307 |
| Vanguard Windsor II Fund Admiral Shares | Large-Cap Stock | \$477,272 | 3.19\% | 343 | \$706,103 | 3.41\% | 343 | \$880,859 | 3.26\% | 326 |
| Vanguard Extended Market Index Fund Admiral Shares | Mid-Cap Stock | \$923,425 | 6.18\% | 366 | \$1,406,675 | 6.80\% | 370 | \$2,176,172 | 8.05\% | 371 |
| DFA U.S. Small Cap Portfolio Institutional Class | Small-Cap Stock | \$886,457 | 5.93\% | 1,020 | \$1,265,071 | 6.11\% | 1,081 | \$1,573,126 | 5.82\% | 1,102 |
| Principal Diversified Real Asset Fund Class R-6 | Specialty | \$592,700 | 3.96\% | 843 | \$793,687 | 3.84\% | 899 | \$948,395 | 3.51\% | 924 |
| Baillie Gifford International Alpha Fund Class K | International Stock | \$2,344,623 | 15.68\% | 1,056 | \$3,290,835 | 15.91\% | 1,113 | \$4,098,918 | 15.17\% | 1,135 |
| Vanguard Total International Stock Index Fund Admiral Shares | International Stock | \$238,034 | 1.59\% | 77 | \$376,072 | 1.82\% | 90 | \$530,338 | 1.96\% | 98 |
| Total Plan Assets |  | \$14,949,230 | 100.00\% |  | \$20,688,017 | 100.00\% |  | \$27,017,047 | 100.00\% |  |

The total number of unique participants in the 403(b) Plan as of December 31, 2020 was $1,375$.

The average monthly employee deferral from January 1, 2020 to December 31, 2020 was $\$ 286.88$ for the 403(b) Plan.

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

The GoalMaker utilization among new members as of December 31, 2020 was $71.43 \%$ for the 403(b) Plan.
The GoalMaker utilization among members as of December 31, 2020 was $60.44 \%$ for the 403 (b) Plan.

North Carolina Total Retirement Plans

## North Carolina Total Retirement Plans

| 401(k) Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (123312019) | Contributions | Distributions | Earnings | Assets (1231312020) | tage cain |
| Nc $001($ P Plan | \$11,397,36,231 | S626,65,920 | s78,9,98, 214 | \$2,414,156,440 | \$12,805,113,674 | 13.55\% |

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

| 401(K) Plan |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2019 | 4Q 2020 | Difference \# | Difference $\%$ |  |  |  |  |
| Members with an Account Balance | 261,419 | 264,116 | 2,697 | $1.03 \%$ |  |  |  |  |
| Average Account Balance | $\$ 43,598$ | $\$ 48,483$ | $\$ 4,885$ | $11.20 \%$ |  |  |  |  |
| Median Account Balance | $\$ 13,252$ | $\$ 14,170$ | $\$ 918$ | $6.93 \%$ |  |  |  |  |

401(k) Member Breakdown



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

## North Carolina Total Retirement Plans

| 457 Plan Percentage Gain |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Assets (12/31/2019) | Contributions | Distributions | Earnings | Assets (12/31/2020) | Percentage Gain |
| NC 457 Plan | \$1,563,31,995 | \$83,742,686 | \$79,463,197 | \$205,524,209 | \$1,773,119,692 | 13.11\% |

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

| 457 Plan |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 4Q 2019 | 4Q 2020 | Difference \# | Difference \% |
| Members with an Account Balance | 56,872 | 56,699 | -173 | $-0.30 \%$ |
| Average Account Balance | $\$ 27,488$ | $\$ 31,273$ | $\$ 3,784$ | $13.77 \%$ |
| Median Account Balance | $\$ 3,980$ | $\$ 4,871$ | $\$ 891$ | $22.39 \%$ |

## 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 (12/31/2019) | Contributions | Distributions | Earnings | Assets (12/31/2020) | Percentage Gain |  |
| NC 403(b) Plan | $\$ 20,688,017$ | $\$ 3,617,810$ | $\$ 1,022,355$ | $\$ 3,733,575$ | $\$ 27,017,047$ | $16.04 \%$ |  |


| 403(b) Plan |  |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $4 Q 2019$ | $4 Q 2020$ | Difference \# | Difference \% |  |  |  |  |
| Members with an Account Balance | 1,335 | 1,375 | 40 | $3.00 \%$ |  |  |  |  |
| Average Account Balance | $\$ 15,497$ | $\$ 19,649$ | $\$ 4,152$ | $26.79 \%$ |  |  |  |  |
| Median Account Balance | $\$ 6,075$ | $\$ 7,774$ | $\$ 1,700$ | $27.98 \%$ |  |  |  |  |

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 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2018 \% of Change | 4Q 2019 | $\begin{gathered} \text { 4Q } 2019 \\ \% \text { of Change } \end{gathered}$ | 4Q 2020 | $\begin{gathered} \text { 4Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 3,860 | 4,133 | 6.61\% | 4,052 | -1.96\% | 3,727 | -8.02\% |
| \% of New Hires Enrolled in Plan | 47.71\% | 49.26\% | 3.14\% | 51.57\% | 4.69\% | 55.41\% | 7.46\% |
| GoalMaker Elections | 3,855 | 3,874 | 0.49\% | 3,797 | -1.99\% | 3,514 | -7.45\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 4,571 | 2,729 | -67.50\% | 2,452 | -10.15\% | 2,349 | -4.20\% |
| Deferral Increases | 6,976 | 6,683 | -4.38\% | 6,922 | 3.58\% | 6,876 | -0.66\% |
| Pre-tax Participation Rate | 21.04\% | 25.15\% | 16.33\% | 21.34\% | -15.14\% | 21.21\% | -0.59\% |
| Roth Participation Rate | 8.38\% | 10.32\% | 18.84\% | 9.09\% | -11.89\% | 9.20\% | 1.13\% |
| Voluntary (Employee \& Roth) Participation Rate | 27.06\% | 35.34\% | 23.43\% | 27.71\% | -21.60\% | 27.57\% | -0.49\% |


| 401(k) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2019 | 4Q 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 76.06\% | 75.63\% | 72.24\% | 59.79\% |
| Pseudo Enrollment | 20.16\% | 20.25\% | 21.06\% | 26.73\% |
| Internet | 3.79\% | 4.12\% | 6.70\% | 13.47\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.56\% | 95.68\% | 97.02\% | 95.75\% |
| Paper Form | 0.31\% | 4.14\% | 2.86\% | 4.17\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.13\% | 0.18\% | 0.12\% | 0.08\% |

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

As a result, the participation results will vary.

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

## North Carolina Total Retirement Plans

| 401(k) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \text { \% of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 16,162 | 16,420 | 1.57\% | 17,194 | 4.71\% | 13,865 | -19.36\% |
| \% of New Hires Enrolled in Plan | 41.73\% | 41.58\% | -0.37\% | 42.46\% | 2.13\% | 45.13\% | 6.28\% |
| GoalMaker Elections | 15,173 | 15,613 | 2.82\% | 16,195 | 3.73\% | 12,970 | -19.91\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 20,162 | 11,327 | -78.00\% | 10,279 | -9.25\% | 11,242 | 9.37\% |
| Deferral Increases | 28,844 | 30,423 | 5.19\% | 30,813 | 1.28\% | 28,850 | -6.37\% |
| Pre-tax Participation Rate | 23.26\% | 23.18\% | -0.37\% | 23.23\% | 0.23\% | 22.97\% | -1.13\% |
| Roth Participation Rate | 9.25\% | 9.52\% | 2.81\% | 9.89\% | 3.92\% | 9.90\% | 0.10\% |
| Voluntary (Employee \& Roth) Participation Rate | 29.72\% | 29.73\% | 0.02\% | 29.90\% | 0.58\% | 29.61\% | -0.99\% |


| 401(k) Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 75.77\% | 77.44\% | 75.39\% | 64.36\% |
| Pseudo Enrollment | 18.26\% | 19.01\% | 19.57\% | 26.86\% |
| Internet | 5.97\% | 3.55\% | 5.03\% | 8.78\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.71\% | 98.19\% | 96.80\% | 97.12\% |
| Paper | 0.14\% | 1.62\% | 3.07\% | 2.81\% |
| Participant Service Center | 0.01\% | 0.00\% | 0.03\% | 0.00\% |
| VRU | 0.15\% | 0.19\% | 0.10\% | 0.07\% |

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

As a result, the participation results will vary.

## North Carolina Total Retirement Plans

| 457 Plan Quarterly Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2018 \% of Change | 4Q 2019 | 4Q 2019 \% of Change | 4Q 2020 | $\begin{gathered} \text { 4Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 1,285 | 1,222 | -4.90\% | 1,151 | -5.81\% | 791 | -31.28\% |
| \% of New Hires Enrolled in Plan | 23.26\% | 20.36\% | -12.48\% | 20.53\% | 0.83\% | 16.73\% | -18.52\% |
| GoalMaker Elections | 1,192 | 1,146 | -3.86\% | 1,077 | -6.02\% | 729 | -32.31\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 772 | 756 | -2.07\% | 658 | -12.96\% | 591 | -10.18\% |
| Deferral Increases | 1,656 | 1,633 | -1.39\% | 1,549 | -5.14\% | 1,335 | -13.82\% |
| Pre-tax Participation Rate | 9.49\% | 9.15\% | -3.62\% | 8.79\% | -3.94\% | 8.23\% | -6.34\% |
| Roth Participation Rate | 1.76\% | 1.99\% | 13.32\% | 2.20\% | 10.49\% | 2.33\% | 5.90\% |
| Voluntary (Employee \& Roth) Participation Rate | 10.24\% | 10.10\% | -1.34\% | 9.93\% | -1.71\% | 9.43\% | -5.03\% |

457 Plan Quarterly Enrollments \& Contribution Change Method

|  | 4Q 2017 | 4Q 2018 | 4Q 2019 | 4Q 2020 |
| :---: | :---: | :---: | :---: | :---: |
| Method of Enrollment |  |  |  |  |
| Paper Form | 80.44\% | 90.57\% | 87.01\% | 72.57\% |
| Pseudo Enrollment | 4.44\% | 5.16\% | 3.31\% | 4.05\% |
| Internet | 15.12\% | 4.26\% | 9.68\% | 23.39\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 99.88\% | 96.01\% | 98.66\% | 98.15\% |
| Paper Form | 0.12\% | 3.88\% | 1.34\% | 1.85\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.00\% | 0.10\% | 0.00\% | 0.00\% |

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

As a result, the participation results will vary.

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

## North Carolina Total Retirement Plans

| 457 Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 4,905 | 4,906 | 0.02\% | 4,752 | -3.14\% | 3,033 | -36.17\% |
| \% of New Hires Enrolled in Plan | 18.12\% | 17.33\% | -4.38\% | 16.07\% | -7.30\% | 13.42\% | -16.50\% |
| GoalMaker Elections | 4,510 | 4,626 | 2.57\% | 4,492 | -2.90\% | 2,716 | -39.54\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 5,924 | 2,691 | -54.57\% | 2,620 | -2.64\% | 2,676 | 2.14\% |
| Deferral Increases | 6,438 | 6,357 | -1.26\% | 6,656 | 4.70\% | 5,464 | -17.91\% |
| Pre-tax Participation Rate | 10.58\% | 10.02\% | -5.31\% | 9.49\% | -5.28\% | 8.92\% | -6.06\% |
| Roth Participation Rate | 1.85\% | 2.12\% | 14.54\% | 2.38\% | 12.66\% | 2.52\% | 5.71\% |
| Voluntary (Employee \& Roth) Participation Rate | 11.37\% | 11.05\% | -2.85\% | 10.69\% | -3.30\% | 10.17\% | -4.84\% |



## 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 |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\begin{gathered} \text { 4Q } 2018 \\ \% \text { of Change } \end{gathered}$ | 4Q 2019 | $\begin{gathered} \text { 4Q } 2019 \\ \% \text { of Change } \end{gathered}$ | 4Q 2020 | $\begin{gathered} \text { 4Q } 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 28 | 16 | -42.86\% | 32 | 100.00\% | 27 | -15.63\% |
| \% of New Hires Enrolled in Plan | 2.18\% | 1.05\% | -51.99\% | 2.47\% | 135.86\% | 2.16\% | -12.52\% |
| GoalMaker Elections | 19 | 10 | -47.37\% | 23 | 130.00\% | 18 | -21.74\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 7 | 12 | 71.43\% | 21 | 75.00\% | 25 | 19.05\% |
| Deferral Increases | 27 | 27 | 0.00\% | 32 | 18.52\% | 44 | 37.50\% |
| Pre-tax Participation Rate | 1.05\% | 0.83\% | -21.03\% | 0.78\% | -5.82\% | 0.67\% | -14.45\% |
| Roth Participation Rate | 0.29\% | 0.25\% | -13.86\% | 0.27\% | 7.08\% | 0.26\% | -3.20\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.25\% | 1.00\% | -20.39\% | 0.95\% | -4.51\% | 0.80\% | -15.83\% |


| 403(b) Plan Quarterly Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2019 | 4Q 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 89.29\% | 93.75\% | 87.50\% | 96.30\% |
| Pseudo Enrollment | 3.57\% | 6.25\% | 12.50\% | 3.70\% |
| Internet | 7.14\% | 0.00\% | 0.00\% | 0.00\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 100.00\% | 98.33\% | 95.60\% | 97.83\% |
| Paper Form | 0.00\% | 1.67\% | 4.40\% | 2.17\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 0.00\% | 0.00\% | 0.00\% | 0.00\% |

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

As a result, the participation results will vary.

## North Carolina Total Retirement Plans

| 403(b) Plan YTD Enrollments \& Contribution Changes |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 2018 | $\begin{gathered} 2018 \\ \% \text { of Change } \end{gathered}$ | 2019 | $\begin{gathered} 2019 \\ \% \text { of Change } \end{gathered}$ | 2020 | $\begin{gathered} 2020 \\ \% \text { of Change } \end{gathered}$ |
| Enrollments | 51 | 94 | 84.31\% | 118 | 25.53\% | 104 | -11.86\% |
| \% of New Hires Enrolled in Plan | 0.66\% | 1.35\% | 104.48\% | 1.31\% | -3.45\% | 1.44\% | 10.14\% |
| GoalMaker Elections | 33 | 53 | 60.61\% | 76 | 43.40\% | 72 | -5.26\% |
| Contribution Changes |  |  |  |  |  |  |  |
| Deferral Decreases | 27 | 57 | 111.11\% | 68 | 19.30\% | 84 | 23.53\% |
| Deferral Increases | 66 | 105 | 59.09\% | 134 | 27.62\% | 142 | 5.97\% |
| Pre-tax Participation Rate | 1.13\% | 0.92\% | -18.42\% | 0.87\% | -5.53\% | 0.74\% | -14.50\% |
| Roth Participation Rate | 0.31\% | 0.27\% | -12.78\% | 0.27\% | -2.44\% | 0.29\% | 7.57\% |
| Voluntary (Employee \& Roth) Participation Rate | 1.35\% | 1.10\% | -18.08\% | 1.07\% | -3.20\% | 0.88\% | -17.35\% |


| 403(b) Plan YTD Enrollments \& Contribution Change Method |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 2018 | 2019 | 2020 |
| Method of Enrollment |  |  |  |  |
| Paper Form | 94.12\% | 97.89\% | 89.83\% | 96.15\% |
| Pseudo Enrollment | 1.96\% | 2.11\% | 10.17\% | 3.85\% |
| Internet | 3.92\% | 0.00\% | 0.00\% | 0.00\% |
| Method of Contribution Change |  |  |  |  |
| Internet | 98.73\% | 98.53\% | 98.86\% | 98.94\% |
| Paper | 0.00\% | 0.49\% | 1.14\% | 1.06\% |
| Participant Service Center | 0.00\% | 0.00\% | 0.00\% | 0.00\% |
| VRU | 1.27\% | 0.98\% | 0.00\% | 0.00\% |

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

As a result, the participation results will vary.

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

## North Carolina Total Retirement Plans

| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Employee Contributions | \$62,514,194 | \$66,680,880 | 6.67\% | \$68,561,744 | 2.82\% | \$71,075,290 | 3.67\% |
| Roth | \$12,990,081 | \$15,282,761 | 17.65\% | \$17,260,459 | 12.94\% | \$19,482,787 | 12.88\% |
| Total Employee Contributions | \$75,504,275 | \$81,963,640 | 8.55\% | \$85,822,203 | 4.71\% | \$90,558,077 | 5.52\% |
| Employer Contributions | \$51,975,463 | \$56,685,188 | 9.06\% | \$58,943,285 | 3.98\% | \$61,501,524 | 4.34\% |
| QNEC | N/A | N/A | N/A | \$6,939 | 100.00\% | \$25,739 | 270.96\% |
| Rollovers | \$11,126,724 | \$16,421,657 | 47.59\% | \$13,769,898 | -16.15\% | \$8,763,337 | -36.36\% |
| Total Contributions | \$138,606,461 | \$155,070,485 | 11.88\% | \$158,542,325 | 2.24\% | \$160,848,677 | 1.45\% |
| Average Voluntary Contributions | \$214 | \$188 | -11.89\% | \$226 | 20.05\% | \$236 | 4.31\% |
| Average Roth Contributions | \$115 | \$109 | -5.54\% | \$137 | 26.32\% | \$153 | 11.57\% |
| Average Employee Contributions | \$201 | \$165 | -17.81\% | \$219 | 32.20\% | \$232 | 6.08\% |


| 401(k) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Employee Contributions | \$237,024,929 | \$250,646,478 | 5.75\% | \$261,795,421 | 4.45\% | \$270,758,080 | 3.42\% |
| Roth | \$47,683,253 | \$55,797,896 | 17.02\% | \$63,285,910 | 13.42\% | \$71,855,330 | 13.54\% |
| Total Employee Contributions | \$284,708,182 | \$306,444,374 | 7.63\% | \$325,081,331 | 6.08\% | \$342,613,410 | 5.39\% |
| Employer Contributions | \$199,445,439 | \$211,799,088 | 6.19\% | \$224,428,850 | 5.96\% | \$236,199,122 | 5.24\% |
| QNEC | N/A | N/A | N/A | \$6,939 | 100.00\% | \$154,836 | 2131.54\% |
| Rollovers | \$50,813,350 | \$56,149,783 | 10.50\% | \$53,377,883 | -4.94\% | \$47,688,551 | -10.66\% |
| Total Contributions | \$534,966,971 | \$574,393,245 | 7.37\% | \$602,895,002 | 4.96\% | \$626,655,920 | 3.94\% |
| Average Voluntary Contributions | \$180 | \$188 | 4.46\% | \$194 | 2.98\% | \$203 | 4.94\% |
| Average Roth Contributions | \$95 | \$106 | 11.33\% | \$114 | 8.26\% | \$130 | 13.54\% |
| Average Employee Contributions | \$170 | \$180 | 5.87\% | \$188 | 4.32\% | \$201 | 6.82\% |

$$
\text { Please note: The } 2020 \text { Year to Date totals reflect a slight variance from prior reporting due to adjustments. }
$$

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

 As a result, the average contribution amounts will vary.
## North Carolina Total Retirement Plans

| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Employee Contributions | \$14,592,408 | \$15,149,365 | 3.82\% | \$15,426,998 | 1.83\% | \$15,678,019 | 1.63\% |
| Roth | \$1,568,881 | \$2,150,392 | 37.07\% | \$2,678,570 | 24.56\% | \$3,178,315 | 18.66\% |
| Total Employee Contributions | \$16,161,289 | \$17,299,757 | 7.04\% | \$18,105,568 | 4.66\% | \$18,856,334 | 4.15\% |
| Employer Contributions | \$534,802 | \$904,272 | 69.09\% | \$968,741 | 7.13\% | \$1,187,431 | 22.57\% |
| QNEC | N/A | N/A | N/A | \$95 | 0.00\% | \$8,594 | 100.00\% |
| Rollovers | \$2,121,165 | \$2,576,874 | 21.48\% | \$2,902,184 | 12.62\% | \$3,144,062 | 8.33\% |
| Total Contributions | \$18,817,256 | \$20,780,902 | 10.44\% | \$21,976,589 | 5.75\% | \$23,196,421 | 5.55\% |
| Average Voluntary Contributions | \$155 | \$163 | 4.91\% | \$167 | 2.69\% | \$179 | 6.81\% |
| Average Roth Contributions | \$128 | \$137 | 7.59\% | \$142 | 3.32\% | \$157 | 10.19\% |
| Average Employee Contributions | \$159 | \$168 | 5.63\% | \$174 | 3.38\% | \$188 | 8.16\% |


| 457 Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Employee Contributions | \$57,845,514 | \$59,105,584 | 2.18\% | \$59,636,537 | 0.90\% | \$59,961,440 | 0.54\% |
| Roth | \$5,454,549 | \$7,714,476 | 41.43\% | \$9,405,019 | 21.91\% | \$11,513,286 | 22.42\% |
| Total Employee Contributions | \$63,300,063 | \$66,820,059 | 5.56\% | \$69,041,556 | 3.32\% | \$71,474,727 | 3.52\% |
| Employer Contributions | \$2,045,628 | \$3,098,534 | 51.47\% | \$3,597,365 | 16.10\% | \$4,200,379 | 16.76\% |
| QNEC | N/A | N/A | N/A | \$95 | 0.00\% | \$21,500 | 100.00\% |
| Rollovers | \$11,584,564 | \$10,111,479 | -12.72\% | \$9,025,330 | -10.74\% | \$8,046,280 | -10.85\% |
| Total Contributions | \$76,930,255 | \$80,030,073 | 4.03\% | \$81,664,345 | 2.04\% | \$83,742,886 | 2.55\% |
| Average Voluntary Contributions | \$134 | \$142 | 5.57\% | \$145 | 2.47\% | \$155 | 6.93\% |
| Average Roth Contributions | \$96 | \$108 | 12.18\% | \$111 | 2.75\% | \$127 | 14.88\% |
| Average Employee Contributions | \$137 | \$145 | 6.30\% | \$150 | 3.04\% | \$163 | 8.65\% |

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

## North Carolina Total Retirement Plans

| 403(b) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Employee Contributions | \$638,386 | \$717,187 | 12.34\% | \$807,217 | 12.55\% | \$763,966 | -5.36\% |
| Roth | \$92,066 | \$134,407 | 45.99\% | \$141,790 | 5.49\% | \$159,351 | 12.38\% |
| Total Employee Contributions | \$730,452 | \$851,595 | 16.58\% | \$949,008 | 11.44\% | \$923,316 | -2.71\% |
| Employer Contributions | \$100 | \$500 | 100.00\% | \$5,518 | 1003.56\% | \$600 | -89.13\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$0 | 0.00\% |
| Rollovers | \$165,314 | \$24,178 | 100.00\% | \$46,067 | 90.53\% | \$9,868 | -78.58\% |
| Total Contributions | \$895,866 | \$876,272 | -2.19\% | \$1,000,592 | 14.19\% | \$933,784 | -6.68\% |
| Average Voluntary Contributions | \$285 | \$344 | 20.45\% | \$390 | 13.47\% | \$369 | -5.35\% |
| Average Roth Contributions | \$189 | \$270 | 42.52\% | \$268 | -0.48\% | \$274 | 2.14\% |
| Average Employee Contributions | \$272 | \$337 | 23.84\% | \$375 | 11.23\% | \$363 | -3.26\% |


| 403(b) Contributions |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to September 2017 | 2018 | 2018 Change \% | 2019 | 2019 <br> Change \% | 2020 | 2020 Change \% |
| Employee Contributions | \$1,861,899 | \$2,212,128 | 18.81\% | \$2,366,707 | 6.99\% | \$2,466,997 | 4.24\% |
| Roth | \$281,843 | \$373,582 | 32.55\% | \$407,170 | 8.99\% | \$489,283 | 20.17\% |
| Total Employee Contributions | \$2,143,742 | \$2,585,710 | 20.62\% | \$2,773,877 | 7.28\% | \$2,956,280 | 6.58\% |
| Employer Contributions | \$100 | \$1,025 | 925.00\% | \$6,643 | 548.08\% | \$1,800 | -72.90\% |
| QNEC | N/A | N/A | N/A | \$0 | 0.00\% | \$1,550 | 100.00\% |
| Rollovers | \$356,204 | \$524,141 | 47.15\% | \$560,657 | 6.97\% | \$658,180 | 17.39\% |
| Total Contributions | \$2,500,045 | \$3,110,876 | 24.43\% | \$567,300 | -81.76\% | \$3,616,260 | 537.45\% |
| Average Voluntary Contributions | \$251 | \$272 | 8.41\% | \$268 | -1.43\% | \$295 | 10.21\% |
| Average Roth Contributions | \$157 | \$171 | 9.14\% | \$175 | 2.53\% | \$188 | 7.30\% |
| Average Employee Contributions | \$239 | \$259 | 8.04\% | \$253 | -2.30\% | \$287 | 13.56\% |

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

## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation

|  | $12 / 31 / 2017$ | $12 / 31 / 2018$ | $12 / 31 / 2019$ | $12 / 31 / 2020$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 4,678,082,011$ | $\$ 4,583,094,943$ | $\$ 5,712,977,588$ | $\$ 6,424,869,968$ |
| Total \# of Participants in GoalMaker | 158,034 | 166,662 | 176,201 | 180,836 |
| Year to Date \% of New Enrollments with Goalmaker Election | $94.79 \%$ | $93.38 \%$ | $94.62 \%$ | $94.74 \%$ |
| Total Participation Rate | $63.14 \%$ | $65.28 \%$ | $67.40 \%$ | $68.47 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.85 \%$ | $50.83 \%$ | $51.89 \%$ | $51.84 \%$ |
| Total \% of Assets | $47.37 \%$ | $48.35 \%$ | $50.13 \%$ | $50.17 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 1,312 | 3,673 | 1,579 | 6,564 |
| Age 25-34 | 8,279 | 20,259 | 10,592 | 39,130 |
| Age 35-44 | 8,918 | 21,905 | 13,387 | 44,210 |
| Age 45-54 | 9,304 | 23,247 | 12,170 | 44,721 |
| Age 55-64 | 9,703 | 18,313 | 6,328 | 34,344 |
| Age 65+ | 4,356 | 5,804 | 1,707 | 11,867 |
| Total | 41,872 | 93,201 | 45,763 | 180,836 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 4,017,264$ | $\$ 12,015,369$ | $\$ 7,844,052$ | $\$ 23,876,685$ |
| Age 25-34 | $\$ 68,804,429$ | $\$ 194,341,411$ | $\$ 174,308,284$ | $\$ 437,454,124$ |
| Age 35-44 | $\$ 150,991,373$ | $\$ 507,899,487$ | $\$ 558,127,179$ | $\$ 1,217,018,039$ |
| Age 45-54 | $\$ 323,995,828$ | $\$ 935,669,224$ | $\$ 813,307,247$ | $\$ 2,072,972,299$ |
| Age 55-64 | $\$ 467,197,506$ | $\$ 918,083,702$ | $\$ 455,037,155$ | $\$ 1,840,318,363$ |
| Age 65+ | $\$ 288,927,050$ | $\$ 385,710,975$ | $\$ 158,592,435$ | $\$ 833,230,459$ |
| Total | $\$ 1,303,933,450$ | $\$ 2,953,720,167$ | $\$ 2,167,216,351$ | $\$ 6,424,869,968$ |

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

## North Carolina Total Retirement Plans

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

 As of December 31, 2020

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$176,623 | \$9,065,104 | \$63,787,411 | \$287,687,588 | \$538,807,120 | \$677,260,310 | \$1,576,784,155 |
| Fixed Income | \$74,724 | \$2,654,820 | \$26,414,853 | \$112,549,749 | \$178,301,876 | \$166,819,670 | \$486,815,692 |
| Large-Cap Stock | \$522,279 | \$19,002,109 | \$212,961,470 | \$1,008,078,046 | \$1,040,454,730 | \$1,094,737,775 | \$3,375,756,409 |
| Small-Cap Stock | \$200,167 | \$9,106,095 | \$60,682,846 | \$187,129,841 | \$170,094,179 | \$135,364,483 | \$562,577,611 |
| International Stock | \$207,555 | \$7,489,361 | \$42,850,303 | \$120,135,586 | \$105,568,091 | \$74,153,330 | \$350,404,227 |
| Specialty | \$38,737 | \$1,114,131 | \$3,565,624 | \$8,526,040 | \$8,635,436 | \$6,025,644 | \$27,905,612 |
| Total Assets | \$1,220,085 | \$48,431,620 | \$410,262,506 | \$1,724,106,850 | \$2,041,861,432 | \$2,154,361,212 | \$6,380,243,706 |
| \% Assets | 0.02\% | 0.76\% | 6.43\% | 27.02\% | 32.00\% | 33.77\% | 100.00\% |
| Total Participants | 214 | 3,005 | 9,851 | 25,215 | 24,189 | 20,806 | 83,280 |
| Average Account Balance | \$5,701 | \$16,117 | \$41,647 | \$68,376 | \$84,413 | \$103,545 | \$76,612 |

## North Carolina Total Retirement Plans

401(k) Asset Allocation by Age Group - Assets for Participants in GoalMaker As of December 31, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$6,373 | \$317,052 | \$7,045,358 | \$76,079,379 | \$170,605,242 | \$135,134,722 | \$389,188,126 |
| Fixed Income | \$1,746,869 | \$37,629,394 | \$155,687,833 | \$536,404,234 | \$699,240,166 | \$362,800,969 | \$1,793,509,464 |
| Large-Cap Stock | \$7,670,276 | \$138,205,287 | \$364,050,198 | \$514,175,522 | \$366,755,728 | \$139,091,365 | \$1,529,948,375 |
| Small-Cap Stock | \$3,303,596 | \$59,157,665 | \$153,898,140 | \$211,815,942 | \$132,236,527 | \$44,653,335 | \$605,065,204 |
| International Stock | \$8,976,309 | \$162,475,790 | \$430,470,304 | \$589,541,073 | \$377,660,921 | \$120,958,458 | \$1,690,082,855 |
| Specialty | \$2,173,262 | \$39,668,936 | \$105,866,208 | \$144,956,150 | \$93,819,780 | \$30,591,611 | \$417,075,945 |
| Total Assets | \$23,876,685 | \$437,454,124 | \$1,217,018,039 | \$2,072,972,299 | \$1,840,318,363 | \$833,230,459 | \$6,424,869,968 |
| \% Assets | 0.37\% | 6.81\% | 18.94\% | 32.26\% | 28.64\% | 12.97\% | 100.00\% |
| Total Participants | 6,564 | 39,130 | 44,210 | 44,721 | 34,344 | 11,867 | 180,836 |
| Average Account Balance | \$3,638 | \$11,180 | \$27,528 | \$46,353 | \$53,585 | \$70,214 | \$35,529 |

[^1]
## North Carolina Total Retirement Plans

## 401(k) GoalMaker Participation





Assets by Age Range

North Carolina 401k | 457 | 403b

## North Carolina Total Retirement Plans

## 457 GoalMaker Participation

|  | $12 / 31 / 2017$ | $12 / 31 / 2018$ | $12 / 31 / 2019$ | $12 / 31 / 2020$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 378,333,622$ | $\$ 388,964,114$ | $\$ 495,253,831$ | $\$ 578,263,500$ |
| Total \# of Participants in GoalMaker | 35,785 | 38,009 | 40,100 | 40,227 |
| Year to Date \% of New Enrollments with Goalmaker Election | $92.40 \%$ | $95.79 \%$ | $94.10 \%$ | $89.72 \%$ |
| Total Participation Rate | $66.47 \%$ | $68.59 \%$ | $70.51 \%$ | $70.95 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.85 \%$ | $50.83 \%$ | $51.89 \%$ | $51.84 \%$ |
| Total \% of Assets | $27.27 \%$ | $29.30 \%$ | $31.68 \%$ | $32.61 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 203 | 584 | 314 | 1,101 |
| Age 25-34 | 1,889 | 4,492 | 2,575 | 8,956 |
| Age 35-44 | 2,277 | 4,954 | 2,998 | 10,229 |
| Age 45-54 | 2,630 | 5,383 | 2,846 | 10,859 |
| Age 55-64 | 2,409 | 3,521 | 1,286 | 7,216 |
| Age 65+ | 757 | 838 | 271 | 1,866 |
| Total | 10,165 | 19,772 | 10,290 | 40,227 |


| Participant Age Range | Conservative |  | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 199,319$ | $\$ 827,650$ | $\$ 716,083$ | $\$ 1,743,051$ |  |
| Age 25-34 | $\$ 4,417,134$ | $\$ 14,788,849$ | $\$ 14,398,747$ | $\$ 33,604,730$ |  |
| Age 35-44 | $\$ 9,341,227$ | $\$ 36,285,966$ | $\$ 35,507,292$ | $\$ 81,134,485$ |  |
| Age 45-54 | $\$ 26,297,900$ | $\$ 73,910,013$ | $\$ 59,449,582$ | $\$ 159,657,495$ |  |
| Age 55-64 | $\$ 50,851,079$ | $\$ 85,789,221$ | $\$ 43,504,900$ | $\$ 180,145,201$ |  |
| Age 65+ | $\$ 40,850,274$ | $\$ 59,069,730$ | $\$ 22,058,535$ | $\$ 121,978,539$ |  |
| Total | $\$ 131,956,933$ | $\$ 270,671,429$ | $\$ 175,635,139$ | $\$ 578,263,500$ |  |

*Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants Not in GoalMaker
As of December 31, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$15,234 | \$476,883 | \$4,019,025 | \$24,845,517 | \$85,357,065 | \$233,450,223 | \$348,163,946 |
| Fixed Income | \$7,002 | \$315,261 | \$2,895,460 | \$14,223,135 | \$30,450,682 | \$47,280,633 | \$95,172,173 |
| Large-Cap Stock | \$27,214 | \$2,768,268 | \$16,321,972 | \$80,303,447 | \$132,681,102 | \$281,388,359 | \$513,490,362 |
| Small-Cap Stock | \$19,427 | \$1,260,666 | \$9,491,145 | \$32,292,206 | \$44,034,061 | \$65,675,339 | \$152,772,843 |
| International Stock | \$17,145 | \$889,647 | \$5,941,778 | \$16,931,639 | \$21,752,034 | \$34,599,771 | \$80,132,014 |
| Specialty | \$4,357 | \$89,985 | \$403,575 | \$1,087,555 | \$1,603,749 | \$1,935,633 | \$5,124,853 |
| Total Assets | \$90,378 | \$5,800,710 | \$39,072,954 | \$169,683,498 | \$315,878,693 | \$664,329,958 | \$1,194,856,192 |
| \% Assets | 0.01\% | 0.49\% | 3.27\% | 14.20\% | 26.44\% | 55.60\% | 100.00\% |
| Total Participants | 33 | 590 | 1,948 | 3,991 | 4,755 | 5,155 | 16,472 |
| Average Account Balance | \$2,739 | \$9,832 | \$20,058 | \$42,517 | \$66,431 | \$128,871 | \$72,539 |

## North Carolina Total Retirement Plans

457 Asset Allocation by Age Group - Assets for Participants in GoalMaker As of December 31, 2020


| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stable Value | \$166 | \$41,297 | \$728,035 | \$6,712,330 | \$17,730,011 | \$18,210,522 | \$43,422,360 |
| Fixed Income | \$107,086 | \$2,785,652 | \$11,496,622 | \$42,987,342 | \$69,306,247 | \$52,396,165 | \$179,079,115 |
| Large-Cap Stock | \$566,860 | \$10,647,454 | \$23,803,115 | \$38,929,062 | \$35,348,760 | \$20,944,192 | \$130,239,443 |
| Small-Cap Stock | \$243,902 | \$4,544,591 | \$10,059,329 | \$15,862,968 | \$12,730,252 | \$6,915,563 | \$50,356,606 |
| International Stock | \$664,751 | \$12,527,712 | \$28,139,893 | \$44,273,208 | \$36,036,182 | \$18,725,791 | \$140,367,537 |
| Specialty | \$160,286 | \$3,058,024 | \$6,907,491 | \$10,892,585 | \$8,993,748 | \$4,786,307 | \$34,798,441 |
| Total Assets | \$1,743,051 | \$33,604,730 | \$81,134,485 | \$159,657,495 | \$180,145,201 | \$121,978,539 | \$578,263,500 |
| \% Assets | 0.30\% | 5.81\% | 14.03\% | 27.61\% | 31.15\% | 21.09\% | 100.00\% |
| Total Participants | 1,101 | 8,956 | 10,229 | 10,859 | 7,216 | 1,866 | 40,227 |
| Average Account Balance | \$1,583 | \$3,752 | \$7,932 | \$14,703 | \$24,965 | \$65,369 | \$14,375 |

## North Carolina Total Retirement Plans

## 457 GoalMaker Participation



Participation by Age Range


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


Assets by Age Range


1 ale F. Folwal, CMA DALE R. FOLWELL. CPA

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation

|  | $12 / 31 / 2017$ | $12 / 31 / 2018$ | $12 / 31 / 2019$ | $12 / 31 / 2020$ |
| :--- | ---: | ---: | ---: | ---: |
| Total Plan Assets in GoalMaker | $\$ 5,967,893$ | $\$ 6,742,703$ | $\$ 9,098,557$ | $\$ 11,183,598$ |
| Total \# of Participants in GoalMaker | 723 | 749 | 804 | 831 |
| Year to Date $\%$ of New Enrollments with Goalmaker Election | $60.00 \%$ | $60.00 \%$ | $48.86 \%$ | $71.43 \%$ |
| Total Participation Rate | $60.05 \%$ | $59.87 \%$ | $60.22 \%$ | $60.44 \%$ |
| Prudential's Book of Business GoalMaker Average Participation Rate* | $50.85 \%$ | $50.83 \%$ | $51.89 \%$ | $51.84 \%$ |
| Total \% of Assets | $44.93 \%$ | $45.10 \%$ | $43.98 \%$ | $41.39 \%$ |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Less than 25 | 0 | 2 | 4 | 6 |
| Age 25-34 | 4 | 98 | 20 | 122 |
| Age 35-44 | 5 | 179 | 17 | 201 |
| Age 45-54 | 10 | 236 | 15 | 261 |
| Age 55-64 | 12 | 176 | 10 | 198 |
| Age 65+ | 0 | 42 | 1 | 43 |
| Total | 31 | 733 | 67 | 831 |


| Participant Age Range | Conservative | Moderate | Aggressive | Total |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Less than 25 | $\$ 0$ | $\$ 714$ | $\$ 1,593$ | $\$ 2,307$ |
| Age 25-34 | $\$ 9,835$ | $\$ 558,463$ | $\$ 243,614$ | $\$ 811,911$ |
| Age 35-44 | $\$ 8,322$ | $\$ 1,753,009$ | $\$ 212,296$ | $\$ 1,973,627$ |
| Age 45-54 | $\$ 179,218$ | $\$ 3,554,810$ | $\$ 361,717$ | $\$ 4,095,746$ |
| Age 55-64 | $\$ 258,618$ | $\$ 2,981,693$ | $\$ 259,568$ | $\$ 3,499,879$ |
| Age 65+ | $\$ 0$ | $\$ 791,120$ | $\$ 9,008$ | $\$ 800,128$ |
| Total | $\$ 455,994$ | $\$ 9,639,809$ | $\$ 1,087,795$ | $\$ 11,183,598$ |

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

## North Carolina Total Retirement Plans

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

 As of December 31, 2020

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$3 | \$117,783 | \$478,252 | \$1,161,038 | \$1,877,438 | \$544,999 | \$4,179,513 |
| Large-Cap Stock | \$2,254 | \$439,186 | \$1,429,655 | \$2,223,568 | \$2,689,048 | \$328,014 | \$7,111,724 |
| Mid-Cap Stock | \$581 | \$149,138 | \$383,872 | \$779,286 | \$708,035 | \$155,257 | \$2,176,169 |
| Small-Cap Stock | \$33 | \$25,616 | \$82,261 | \$206,399 | \$192,377 | \$3,031 | \$509,718 |
| International Stock | \$542 | \$176,221 | \$341,744 | \$525,004 | \$485,812 | \$128,636 | \$1,657,960 |
| Specialty | \$0 | \$4,229 | \$32,276 | \$66,761 | \$78,325 | \$16,774 | \$198,365 |
| Total Assets | \$3,413 | \$912,173 | \$2,748,059 | \$4,962,057 | \$6,031,036 | \$1,176,711 | \$15,833,449 |
| \% Assets | 0.02\% | 5.76\% | 17.36\% | 31.34\% | 38.09\% | 7.43\% | 100.00\% |
| Total Participants | 4 | 93 | 137 | 159 | 128 | 23 | 544 |
| Average Account Balance | \$853 | \$9,808 | \$20,059 | \$31,208 | \$47,117 | \$51,161 | \$29,106 |

North Carolina

## North Carolina Total Retirement Plans

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

 As of December 31, 2020

| Asset Class | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Fixed Income | \$71 | \$47,459 | \$260,488 | \$1,304,450 | \$1,651,713 | \$458,913 | \$3,723,093 |
| Large-Cap Stock | \$776 | \$266,795 | \$591,398 | \$975,825 | \$698,116 | \$142,858 | \$2,675,768 |
| Mid-Cap Stock | \$0 | \$3 | \$0 | \$0 | \$0 | \$0 | \$3 |
| Small-Cap Stock | \$337 | \$114,265 | \$250,088 | \$405,880 | \$246,279 | \$46,558 | \$1,063,408 |
| International Stock | \$903 | \$308,665 | \$697,608 | \$1,126,268 | \$718,441 | \$119,411 | \$2,971,297 |
| Specialty | \$221 | \$74,725 | \$174,044 | \$283,323 | \$185,329 | \$32,389 | \$750,030 |
| Total Assets | \$2,307 | \$811,911 | \$1,973,627 | \$4,095,746 | \$3,499,879 | \$800,128 | \$11,183,598 |
| \% Assets | 0.02\% | 7.26\% | 17.65\% | 36.62\% | 31.29\% | 7.15\% | 100.00\% |
| Total Participants | 6 | 122 | 201 | 261 | 198 | 43 | 831 |
| Average Account Balance | \$384 | \$6,655 | \$9,819 | \$15,693 | \$17,676 | \$18,608 | \$13,458 |

## North Carolina Total Retirement Plans

## 403(b) GoalMaker Participation






## North Carolina Total Retirement Plans

## Loan Information

| 401(K) YTD Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 | Change \% |
| \% of Members in Plan with a Loan | 23.27\% | 23.01\% | 22.19\% | 20.71\% | -6.69\% |
| \# of Outstanding Loans | 45,634 | 45,070 | 43,903 | 40,628 | -7.46\% |
| \# of New Loans 4Q | 3,847 | 3,574 | 3,406 | 2,612 | -23.31\% |
| \# of New Loans YTD | 15,926 | 15,587 | 14,561 | 11,811 | -18.89\% |
| Average Loan Balance | \$6,410 | \$6,647 | \$6,735 | \$6,840 | 1.56\% |
| \# of Coronavirus-Related Loans | N/A | N/A | N/A | 733 | 100.00\% |
| Total Outstanding Loan Balance | \$292,528,158 | \$299,570,999 | \$295,695,630 | \$277,905,864 | -6.02\% |


| 457 YTD Loans |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | 2019 | 2020 | Change \% |
| \% of Members in Plan with a Loan | 14.70\% | 14.98\% | 14.93\% | 14.49\% | -2.93\% |
| \# of Outstanding Loans | 6,159 | 6,308 | 6,407 | 6,071 | -5.24\% |
| \# of New Loans 4Q | 580 | 544 | 605 | 409 | -32.40\% |
| \# of New Loans YTD | 2,454 | 2,391 | 2,410 | 1,844 | -23.49\% |
| Average Loan Balance | \$3,408 | \$3,421 | \$3,538 | \$3,575 | 1.05\% |
| \# of Coronavirus-Related Loans | N/A | N/A | N/A | 70 | 100.00\% |
| Total Outstanding Loan Balance | \$20,990,467 | \$21,581,077 | \$22,667,291 | \$21,704,898 | -4.25\% |

## North Carolina Total Retirement Plans

## Loan Information

## 403(b) YTD Loans

|  | February to December 2017 | 2018 | 2019 | 2020 | Change \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \% of Members in Plan with a Loan | 0.95\% | 1.79\% | 2.07\% | 1.55\% | -25.05\% |
| \# of Outstanding Loans | 11 | 21 | 25 | 19 | -24.00\% |
| \# of New Loans 4Q | 3 | 1 | 3 | 1 | -66.67\% |
| \# of New Loans YTD | 12 | 13 | 9 | 6 | -33.33\% |
| Average Loan Balance | \$6,519 | \$5,175 | \$4,291 | \$3,239 | -24.52\% |
| \# of Coronavirus-Related Loans | N/A | N/A | N/A | 1 | 100.00\% |
| Total Outstanding Loan Balance | \$71,708 | \$96,286 | \$107,270 | \$61,533 | -42.64\% |

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Quarterly

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $4 Q 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | \$103,964,740 | \$120,812,506 | 16.21\% | \$122,338,435 | 1.26\% | \$115,853,140 | -5.30\% |
| In-Service | \$11,520,275 | \$13,094,967 | 13.67\% | \$11,567,496 | -11.66\% | \$13,649,450 | 18.00\% |
| State Retirement System | \$4,197,554 | \$4,318,764 | 2.89\% | \$3,305,347 | -23.47\% | \$4,263,212 | 28.98\% |
| Hardship | \$1,635,960 | \$1,227,698 | -24.96\% | \$4,799,488 | 290.93\% | \$1,499,900 | -68.75\% |
| Systematic | \$2,814,575 | \$3,171,437 | 12.68\% | \$3,486,105 | 9.92\% | \$3,438,713 | -1.36\% |
| Deemed Distributions | N/A | N/A | N/A | \$1,068,000 | N/A | \$1,514,203 | 41.78\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$4,129,353 | N/A | \$3,368,904 | -18.42\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$89,509,383 | 100.00\% |
| Total Disbursements | \$124,133,103 | \$142,625,372 | 14.90\% | \$150,694,224 | 5.66\% | \$233,096,906 | 54.68\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | 6,416 | 7,027 | 9.52\% | 7,503 | 6.77\% | 6,288 | -16.19\% |
| In-Service | 1,684 | 1,684 | 0.00\% | 1,769 | 5.05\% | 1,344 | -24.02\% |
| State Retirement System | 119 | 107 | -10.08\% | 110 | 2.80\% | 117 | 6.36\% |
| Hardship | 609 | 587 | -3.61\% | 1,309 | 123.00\% | 312 | -76.17\% |
| Systematic | 3,300 | 3,528 | 6.91\% | 3,686 | 4.48\% | 3,677 | -0.24\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 8,474 | 100.00\% |
| Total Disbursements | 12,128 | 12,933 | 6.64\% | 14,377 | 11.17\% | 20,212 | 40.59\% |

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

## North Carolina Total Retirement Plans

## 401(k) Disbursements - Year to Date

| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | \$394,876,086 | \$467,338,565 | 18.35\% | \$505,382,878 | 8.14\% | \$439,119,389 | -13.11\% |
| In-Service | \$55,476,549 | \$59,547,962 | 7.34\% | \$57,916,308 | -2.74\% | \$65,181,105 | 12.54\% |
| State Retirement System | \$15,842,295 | \$15,083,060 | -4.79\% | \$12,756,829 | -15.42\% | \$13,356,835 | 4.70\% |
| Hardship | \$6,175,820 | \$5,716,359 | -7.44\% | \$13,848,991 | 142.27\% | \$12,073,014 | -12.82\% |
| Systematic | \$10,968,664 | \$12,507,780 | 14.03\% | \$13,754,456 | 9.97\% | \$14,146,370 | 2.85\% |
| Deemed Distributions | N/A | N/A | N/A | \$3,729,596 | N/A | \$5,440,562 | 45.88\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$16,160,807 | N/A | \$20,314,803 | 25.70\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$243,041,501 | 100.00\% |
| Total Disbursements | \$483,339,414 | \$560,193,726 | 15.90\% | \$623,549,866 | 11.31\% | \$812,673,580 | 30.33\% |


| 401(k) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 28,812 | 31,853 | 10.55\% | 34,236 | 7.48\% | 23,189 | -32.27\% |
| In-Service | 6,463 | 6,710 | 3.82\% | 6,670 | -0.60\% | 5,531 | -17.08\% |
| State Retirement System | 464 | 455 | -1.94\% | 385 | -15.38\% | 373 | -3.12\% |
| Hardship | 2,046 | 1,964 | -4.01\% | 3,380 | 72.10\% | 2,194 | -35.09\% |
| Systematic | 13,084 | 13,955 | 6.66\% | 14,778 | 5.90\% | 14,913 | 0.91\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 20,325 | 100.00\% |
| Total Disbursements | 50,869 | 54,937 | 8.00\% | 59,449 | 8.21\% | 66,525 | 11.90\% |

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

## North Carolina Total Retirement Plans

## 457 Disbursements - Quarterly

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2018 <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | \$20,761,313 | \$21,543,824 | 3.77\% | \$21,621,091 | 0.36\% | \$15,102,103 | -30.15\% |
| In-Service | \$83,444 | \$73,708 | -11.67\% | \$933,753 | 1166.84\% | \$1,363,483 | 46.02\% |
| State Retirement System | \$664,992 | \$677,763 | 1.92\% | \$1,420,833 | 109.64\% | \$317,870 | -77.63\% |
| Hardship | \$144,414 | \$128,439 | -11.06\% | \$108,475 | -15.54\% | \$15,724 | -85.50\% |
| Systematic | \$1,326,376 | \$1,469,110 | 10.76\% | \$1,436,441 | -2.22\% | \$1,158,289 | -19.36\% |
| Deemed Distributions | N/A | N/A | N/A | \$45,784 | N/A | \$101,076 | 120.77\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$337,913 | N/A | \$257,713 | -23.73\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$3,753,503 | 100.00\% |
| Total Disbursements | \$22,980,539 | \$23,892,844 | 3.97\% | \$25,904,290 | 8.42\% | \$22,069,760 | -14.80\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | 2,225 | 2,414 | 8.49\% | 2,679 | 10.98\% | 1,266 | -52.74\% |
| In-Service | 9 | 10 | 11.11\% | 18 | 80.00\% | 57 | 216.67\% |
| State Retirement System | 12 | 15 | 25.00\% | 19 | 26.67\% | 6 | -68.42\% |
| Hardship | 89 | 79 | -11.24\% | 95 | 20.25\% | 10 | -89.47\% |
| Systematic | 1,297 | 1,307 | 0.77\% | 1,288 | -1.45\% | 1,113 | -13.59\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 1,117 | 100.00\% |
| Total Disbursements | 3,632 | 3,825 | 5.31\% | 4,099 | 7.16\% | 3,569 | -12.93\% |

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

## North Carolina Total Retirement Plans

## 457 Disbursements - Year to Date

| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | \$67,514,274 | \$75,195,474 | 11.38\% | \$76,704,448 | 2.01\% | \$59,560,721 | -22.35\% |
| In-Service | \$1,050,301 | \$2,234,128 | 112.71\% | \$1,974,319 | -11.63\% | \$2,034,609 | 3.05\% |
| State Retirement System | \$7,652,941 | \$3,597,258 | -53.00\% | \$5,524,351 | 53.57\% | \$2,486,973 | -54.98\% |
| Hardship | \$636,610 | \$609,103 | -4.32\% | \$365,891 | -39.93\% | \$163,473 | -55.32\% |
| Systematic | \$5,157,539 | \$5,201,076 | 0.84\% | \$5,387,197 | 3.58\% | \$4,484,786 | -16.75\% |
| Deemed Distributions | N/A | N/A | N/A | \$274,645 | N/A | \$463,694 | 68.83\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$1,473,386 | N/A | \$2,264,111 | 53.67\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$10,732,635 | 100.00\% |
| Total Disbursements | \$82,011,666 | \$86,837,039 | 5.88\% | \$91,704,237 | 5.60\% | \$82,191,002 | -10.37\% |


| 457 Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 6,371 | 6,692 | 5.04\% | 7,108 | 6.22\% | 4,637 | -34.76\% |
| In-Service | 33 | 46 | 39.39\% | 40 | -13.04\% | 100 | 150.00\% |
| State Retirement System | 68 | 66 | -2.94\% | 38 | -42.42\% | 30 | -21.05\% |
| Hardship | 388 | 390 | 0.52\% | 194 | -50.26\% | 141 | -27.32\% |
| Systematic | 5,201 | 5,211 | 0.19\% | 3,885 | -25.45\% | 4,624 | 19.02\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 2,659 | 100.00\% |
| Total Disbursements | 12,061 | 12,405 | 2.85\% | 12,685 | 2.26\% | 12,191 | -3.89\% |

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

## North Carolina Total Retirement Plans

## 403(b) Disbursements - Quarterly

| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | \$9,803 | \$87,545 | 793.07\% | \$212,303 | 142.51\% | \$77,415 | -63.54\% |
| In-Service | \$4,543 | \$38,119 | 739.03\% | \$500 | -98.69\% | \$58,703 | 11640.62\% |
| State Retirement System | \$0 | \$2,827 | 100.00\% | \$47,696 | 1587.26\% | \$0 | -100.00\% |
| Hardship | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$0 | 0.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$3,000 | 100.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$1,686 | 100.00\% | \$640 | -62.04\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$5,469 | 100.00\% | \$5,657 | 3.44\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$4,000 | 100.00\% |
| Total Disbursements | \$14,346 | \$128,490 | 795.66\% | \$267,654 | 108.31\% | \$149,415 | -44.18\% |


| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | $\text { 4Q } 2018$ <br> Change \% | 4Q 2019 | $\text { 4Q } 2019$ <br> Change \% | 4Q 2020 | $\text { 4Q } 2020$ <br> Change \% |
| Term - Lump Sum | 3 | 11 | 266.67\% | 15 | 36.36\% | 13 | -13.33\% |
| In-Service | 1 | 2 | 100.00\% | 1 | -50.00\% | 1 | 0.00\% |
| State Retirement System | 0 | 1 | 100.00\% | 2 | 100.00\% | 0 | -100.00\% |
| Hardship | 0 | 0 | 0.00\% | 0 | 0.00\% | 0 | 0.00\% |
| Systematic | 0 | 0 | 0.00\% | 0 | 0.00\% | 3 | 100.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 3 | 100.00\% |
| Total Disbursements | 4 | 14 | 250.00\% | 18 | 28.57\% | 20 | 11.11\% |

[^2]
## North Carolina Total Retirement Plans

## 403(b) Disbursements - Year to Date

| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to December 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | \$399,919 | \$359,346 | -10.15\% | \$535,127 | 48.92\% | \$744,068 | 39.05\% |
| In-Service | \$4,543 | \$83,691 | 100.00\% | \$326,957 | 290.67\% | \$121,014 | -62.99\% |
| State Retirement System | \$0 | \$31,940 | 100.00\% | \$89,632 | 180.62\% | \$45,250 | -49.52\% |
| Hardship | \$1,656 | \$5,380 | 224.85\% | \$0 | 0.00\% | \$3,517 | 100.00\% |
| Systematic | \$0 | \$0 | 0.00\% | \$0 | 0.00\% | \$3,000 | 100.00\% |
| Deemed Distributions | N/A | N/A | N/A | \$1,716 | 0.00\% | \$2,236 | 30.31\% |
| Loan Defaults/Offsets | N/A | N/A | N/A | \$5,469 | 0.00\% | \$6,987 | 27.76\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | \$105,505 | 100.00\% |
| Total Disbursements | \$406,118 | \$480,357 | 18.28\% | \$958,900 | 99.62\% | \$1,031,577 | 7.58\% |


| 403(b) Disbursements |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | February to December 2017 | 2018 | $2018$ <br> Change \% | 2019 | $2019$ <br> Change \% | 2020 | $2020$ <br> Change \% |
| Term - Lump Sum | 29 | 36 | 24.14\% | 41 | 13.89\% | 55 | 34.15\% |
| In-Service | 1 | 10 | 100.00\% | 6 | -40.00\% | 7 | 16.67\% |
| State Retirement System | 0 | 3 | 100.00\% | 3 | 0.00\% | 4 | 33.33\% |
| Hardship | 1 | 3 | 200.00\% | 0 | 0.00\% | 1 | 100.00\% |
| Systematic | 0 | 0 | 0.00\% | 0 | 0.00\% | 3 | 100.00\% |
| Coronavirus-Related Withdrawal | N/A | N/A | N/A | N/A | N/A | 11 | 100.00\% |
| Total Disbursements | 31 | 52 | 67.74\% | 50 | -3.85\% | 81 | 62.00\% |

[^3]401(k) Plan Asset Allocation/Net Cash Flow October 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$25,096,770 | \$485,885,744 | \$1,627,280,546 | \$3,797,079,149 | \$3,882,179,795 | \$2,987,591,671 | \$12,805,113,674 |
| \% Assets | 0.20\% | 3.79\% | 12.71\% | 29.65\% | 30.32\% | 23.33\% | 100.00\% |
| Total Contributions | \$3,667,525 | \$23,373,962 | \$33,424,277 | \$48,264,506 | \$36,290,399 | \$7,064,671 | \$152,085,340 |
| Rollovers In | \$44,732 | \$596,905 | \$1,106,196 | \$3,069,935 | \$2,414,752 | \$1,530,817 | \$8,763,337 |
| Total Distributions including: | (\$566,642) | (\$13,383,555) | (\$38,078,355) | (\$63,575,575) | (\$65,326,411) | (\$47,283,262) | (\$228,213,799) |
| Rollovers Out | (\$45,989) | (\$1,399,506) | (\$6,094,110) | (\$14,826,986) | (\$31,945,977) | (\$25,739,589) | (\$80,052,156) |
| Cash Distributions | (\$520,653) | (\$11,984,050) | (\$31,984,245) | $(\$ 48,748,589)$ | $(\$ 33,380,434)$ | (\$21,543,673) | (\$148,161,643) |
| Net Cash Flow | \$3,145,615 | \$10,587,312 | (\$3,547,883) | (\$12,241,134) | (\$26,621,259) | (\$38,687,773) | (\$67,365,122) |
| Total Unique Participants | 6,778 | 42,135 | 54,061 | 69,936 | 58,533 | 32,673 | 264,116 |
| Avg. Account Balance | \$3,703 | \$11,532 | \$30,101 | \$54,294 | \$66,325 | \$91,439 | \$48,483 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80,721 |

401(k) Plan Asset Allocation/Net Cash Flow January 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$25,096,770 | \$485,885,744 | \$1,627,280,546 | \$3,797,079,149 | \$3,882,179,795 | \$2,987,591,671 | \$12,805,113,674 |
| \% Assets | 0.20\% | 3.79\% | 12.71\% | 29.65\% | 30.32\% | 23.33\% | 100.00\% |
| Total Contributions | \$14,180,381 | \$88,769,651 | \$126,677,694 | \$184,403,677 | \$137,946,683 | \$26,989,284 | \$578,967,369 |
| Rollovers In | \$264,312 | \$4,227,826 | \$7,821,026 | \$11,996,836 | \$17,049,656 | \$6,328,896 | \$47,688,551 |
| Total Distributions including: | (\$1,433,758) | (\$37,023,164) | (\$104,258,588) | (\$214,012,644) | (\$256,326,449) | (\$173,863,611) | (\$786,918,214) |
| Rollovers Out | $(\$ 204,913)$ | (\$5,539,603) | (\$17,112,728) | (\$57,839,080) | (\$123,250,010) | $(\$ 94,543,195)$ | (\$298,489,528) |
| Cash Distributions | (\$1,228,845) | (\$31,483,561) | (\$87,145,860) | (\$156,173,564) | (\$133,076,440) | (\$79,320,416) | (\$488,428,686) |
| Net Cash Flow | \$13,010,934 | \$55,974,312 | \$30,240,132 | (\$17,612,132) | (\$101,330,110) | (\$140,545,431) | (\$160,262,295) |
| Total Unique Participants | 6,778 | 42,135 | 54,061 | 69,936 | 58,533 | 32,673 | 264,116 |
| Avg. Account Balance | \$3,703 | \$11,532 | \$30,101 | \$54,294 | \$66,325 | \$91,439 | \$48,483 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80,721 |

> *Prudential's Defined Contribution book of business averages.

457 Plan Asset Allocation/Net Cash Flow October 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,833,430 | \$39,405,440 | \$120,207,439 | \$329,340,993 | \$496,023,894 | \$786,308,497 | \$1,773,119,692 |
| \% Assets | 0.10\% | 2.22\% | 6.78\% | 18.57\% | 27.97\% | 44.35\% | 100.00\% |
| Total Contributions | \$256,934 | \$2,324,186 | \$4,116,347 | \$6,760,231 | \$5,182,512 | \$1,412,148 | \$20,052,359 |
| Rollovers In | \$607 | \$133,353 | \$156,436 | \$1,131,299 | \$820,782 | \$901,584 | \$3,144,062 |
| Total Distributions including: | $(\$ 36,810)$ | $(\$ 783,033)$ | (\$1,261,273) | (\$2,726,654) | (\$5,938,756) | (\$10,964,447) | (\$21,710,972) |
| Rollovers Out | \$0 | $(\$ 106,739)$ | (\$256,990) | $(\$ 677,399)$ | (\$3,123,716) | (\$5,109,722) | $(\$ 9,274,566)$ |
| Cash Distributions | $(\$ 36,810)$ | $(\$ 676,294)$ | (\$1,004,283) | (\$2,049,255) | (\$2,815,040) | (\$5,854,724) | $(\$ 12,436,406)$ |
| Net Cash Flow | \$220,731 | \$1,674,506 | \$3,011,510 | \$5,164,877 | \$64,538 | (\$8,650,714) | \$1,485,449 |
| Total Unique Participants | 1,134 | 9,546 | 12,177 | 14,850 | 11,971 | 7,021 | 56,699 |
| Avg. Account Balance | \$1,617 | \$4,128 | \$9,872 | \$22,178 | \$41,435 | \$111,994 | \$31,273 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80,721 |

## 457 Plan Asset Allocation/Net Cash Flow January 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$1,833,430 | \$39,405,440 | \$120,207,439 | \$329,340,993 | \$496,023,894 | \$786,308,497 | \$1,773,119,692 |
| \% Assets | 0.10\% | 2.22\% | 6.78\% | 18.57\% | 27.97\% | 44.35\% | 100.00\% |
| Total Contributions | \$1,021,824 | \$8,734,249 | \$15,492,516 | \$25,034,432 | \$19,834,742 | \$5,578,843 | \$75,696,606 |
| Rollovers In | \$16,332 | \$509,392 | \$722,064 | \$2,381,033 | \$2,140,239 | \$2,277,220 | \$8,046,280 |
| Total Distributions including: | $(\$ 98,175)$ | (\$2,542,784) | (\$4,436,032) | (\$10,527,761) | (\$26,074,203) | (\$35,784,242) | (\$79,463,197) |
| Rollovers Out | $(\$ 1,781)$ | $(\$ 552,287)$ | (\$1,037,740) | $(\$ 3,257,625)$ | (\$15,814,272) | (\$17,311,306) | (\$37,975,011) |
| Cash Distributions | $(\$ 96,395)$ | (\$1,990,497) | (\$3,398,292) | $(\$ 7,270,136)$ | (\$10,259,931) | (\$18,472,935) | (\$41,488,186) |
| Net Cash Flow | \$939,980 | \$6,700,857 | \$11,778,548 | \$16,887,703 | (\$4,099,221) | (\$27,928,178) | \$4,279,688 |
| Total Unique Participants | 1,134 | 9,546 | 12,177 | 14,850 | 11,971 | 7,021 | 56,699 |
| Avg. Account Balance | \$1,617 | \$4,128 | \$9,872 | \$22,178 | \$41,435 | \$111,994 | \$31,273 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80,721 |

*Prudential's Defined Contribution book of business averages.

403(b) Plan Asset Allocation/Net Cash Flow October 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$5,720 | \$1,724,084 | \$4,721,686 | \$9,057,802 | \$9,530,915 | \$1,976,839 | \$27,017,047 |
| \% Assets | 0.02\% | 6.38\% | 17.48\% | 33.53\% | 35.28\% | 7.32\% | 100.00\% |
| Total Contributions | \$2,830 | \$93,878 | \$192,530 | \$330,648 | \$281,985 | \$22,045 | \$923,916 |
| Rollovers In | \$0 | \$6,924 | \$2,420 | \$523 | \$0 | \$0 | \$9,868 |
| Total Distributions including: | \$0 | $(\$ 12,889)$ | $(\$ 42,443)$ | $(\$ 7,437)$ | $(\$ 69,598)$ | $(\$ 10,752)$ | $(\$ 143,118)$ |
| Rollovers Out | \$0 | $(\$ 11,489)$ | $(\$ 41,361)$ | $(\$ 1,952)$ | $(\$ 65,098)$ | \$0 | (\$119,900) |
| Cash Distributions | \$0 | (\$1,400) | (\$1,081) | $(\$ 5,485)$ | (\$4,500) | $(\$ 10,752)$ | $(\$ 23,218)$ |
| Net Cash Flow | \$2,830 | \$87,913 | \$152,507 | \$323,735 | \$212,387 | \$11,293 | \$790,666 |
| Total Unique Participants | 10 | 215 | 338 | 420 | 326 | 66 | 1,375 |
| Avg. Account Balance | \$572 | \$8,019 | \$13,969 | \$21,566 | \$29,236 | \$29,952 | \$19,649 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80,721 |

403(b) Plan Asset Allocation/Net Cash Flow January 1, 2020 to December 31, 2020

|  | Less Than 25 | 25-34 | 35-44 | 45-54 | 55-65 | 65+ | TOTAL |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Plan Assets | \$5,720 | \$1,724,084 | \$4,721,686 | \$9,057,802 | \$9,530,915 | \$1,976,839 | \$27,017,047 |
| \% Assets | 0.02\% | 6.38\% | 17.48\% | 33.53\% | 35.28\% | 7.32\% | 100.00\% |
| Total Contributions | \$6,601 | \$313,148 | \$602,428 | \$1,041,388 | \$898,548 | \$97,516 | \$2,959,630 |
| Rollovers In | \$0 | \$6,924 | \$102,075 | \$146,736 | \$402,445 | \$0 | \$658,180 |
| Total Distributions including: | \$0 | $(\$ 18,126)$ | $(\$ 80,370)$ | $(\$ 213,938)$ | $(\$ 222,868)$ | $(\$ 487,054)$ | (\$1,022,355) |
| Rollovers Out | \$0 | $(\$ 13,749)$ | $(\$ 55,716)$ | $(\$ 126,357)$ | $(\$ 138,473)$ | $(\$ 406,405)$ | $(\$ 740,700)$ |
| Cash Distributions | \$0 | $(\$ 4,377)$ | $(\$ 24,654)$ | $(\$ 87,580)$ | $(\$ 84,395)$ | $(\$ 80,649)$ | (\$281,655) |
| Net Cash Flow | \$6,601 | \$301,947 | \$624,134 | \$974,186 | \$1,078,125 | $(\$ 389,538)$ | \$2,595,456 |
| Total Unique Participants | 10 | 215 | 338 | 420 | 326 | 66 | 1,375 |
| Avg. Account Balance | \$572 | \$8,019 | \$13,969 | \$21,566 | \$29,236 | \$29,952 | \$19,649 |
| Prudential Participant Avg. Account Balance | \$3,940 | \$17,635 | \$49,972 | \$97,117 | \$136,242 | \$138,917 | \$80, 721 |

> *Prudential's Defined Contribution book of business averages.

## North Carolina Total Retirement Plans

## 401(k) Plan Retirement Preparation Analysis

| $10 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 7,786 |
| Unique Completions | 6,612 |
| Contribution Rate Increase | 854 |


| Since Inception for Currently Active Participants as of 12/31/2020 |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 69,103$ |
| Average Balance, Non-RIC Participant | $\$ 29,445$ |
| Average Contribution Rate, RIC Participant | $6.58 \%$ |
| Average Contribution Rate, Non-RIC Participant | $4.66 \%$ |
| Total Count of Participants with a RIC Gap | 59,672 |
| Average RIC Gap | $\$ 2,884$ |
| Total Count of Participants with a RIC surplus | 11,099 |
| Average RIC Surplus | $\$ 2,230$ |

Note - Due to market volatility and COVID, the numbers might be lower than prior quarters.

| $1 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 33,812 |
| Unique Completions | 29,338 |
| Contribution Rate Increase | 3,515 |

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. <br> Contribution Rate Increases - Total number of active/eligible participants that completed the retirement income calculator and increased their contribution rate. <br> Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total balance of active participants divided by the total count of active participants.

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

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

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

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

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

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

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

Please see page 3 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## 457 Plan Retirement Preparation Analysis

| $10 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 2,485 |
| Unique Completions | 2,099 |
| Contribution Rate Increase | 181 |

Since Inception for Currently Active Participants as of 12/31/2020

| Average Balance, RIC Participant | $\$ 29,286$ |
| :--- | ---: |
| Average Balance, Non-RIC Participant | $\$ 16,890$ |
| Average Contribution Rate, RIC Participant | $6.82 \%$ |
| Average Contribution Rate, Non-RIC Participant | $5.18 \%$ |
| Total Count of Participants with a RIC Gap | 14,045 |
| Average RIC Gap | $\$ 2,895$ |
| Total Count of Participants with a RIC surplus | 2,588 |
| Average RIC Surplus | $\$ 2,359$ |

Note - Due to market volatility and COVID, the numbers might be lower than prior quarters.

| $1 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 10,161 |
| Unique Completions | 8,677 |
| Contribution Rate Increase | 617 |

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

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

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

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

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

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

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

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

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

Participant - An individual who has enrolled in the plan and has a non-zero account balance.
North Carolina
Total Retirement Plans 401k | 457 | 403b


## North Carolina Total Retirement Plans

## 403(b) Plan Retirement Preparation Analysis

| $10 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 49 |
| Unique Completions | 39 |
| Contribution Rate Increase | 1 |


| Since Inception for Currently Active Participants as of $12 / 31 / 2020$ |  |
| :--- | ---: |
| Average Balance, RIC Participant | $\$ 31,580$ |
| Average Balance, Non-RIC Participant | $\$ 16,932$ |
| Average Contribution Rate, RIC Participant | $10.58 \%$ |
| Average Contribution Rate, Non-RIC Participant | $13.37 \%$ |
| Total Count of Participants with a RIC Gap | 212 |
| Average RIC Gap | $\$ 2,582$ |
| Total Count of Participants with a RIC surplus | 56 |
| Average RIC Surplus | $\$ 2,690$ |

Note - Due to market volatility and COVID, the numbers might be lower than prior quarters.

| $1 / 1 / 2020-12 / 31 / 2020$ |  |
| :--- | ---: |
| Total Retirement Income Calculator Completions | 169 |
| Unique Completions | 145 |
| Contribution Rate Increase | 3 |

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

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

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

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

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

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

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

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

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

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

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

Please see page 3 for important notes and disclaimers.

## North Carolina Total Retirement Plans

## Participant Service Center Statistics

| 401(k), 457 \& 403(b) Quarterly Participant Service Center Statistics |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | 4Q 2017 | 4Q 2018 | 4Q 2019 | 4Q 2020 |
| Service Center Calls | 37,445 | 46,105 | 56,859 | 41,938 |
| Service Percentage | $88 \%$ | $67 \%$ | $81 \%$ | $81 \%$ |
| Average Speed to Answer (seconds) | 8 sec | 23 sec | 17 sec | 43 sec |
| Abandon Percentage | $0.2 \%$ | $0.8 \%$ | $0.6 \%$ | $1.7 \%$ |


| 401(k), 457 \&403(b) YTD Participant Service Center Statistics |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: |
|  | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ |
| Service Center Calls | 148,836 | 173,908 | 230,861 | 166,464 |
| Service Percentage | $80 \%$ | $80 \%$ | $70 \%$ | $63 \%$ |
| Average Speed to Answer (seconds) | 19 sec | 14 sec | 32 sec | 37 sec |
| Abandon Percentage | $0.8 \%$ | $0.4 \%$ | $1.2 \%$ | $1.3 \%$ |

## North Carolina Total Retirement Plans

## Retirement Security Education Information

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

| Meeting Activity | October 2020 | November 2020 | December 2020 | 4Q 2020 |
| :--- | :---: | :---: | :---: | :---: |
| Group Meetings - Number of Meetings | 171 | 100 | 68 | $\mathbf{3 3 9}$ |
| Group Meetings - Number of Attendees | 6,124 | 1,895 | 2,831 | 10,850 |
| Individual Meetings - Number of Meetings | 2,128 | 1,744 | 1,263 | 5,135 |
| Employer Meetings | 317 | 235 | 182 | 734 |
| Total On-Site Visits | 0 | 0 | 0 | 0 |
| Total Meeting Attendees | 8,252 | 3,639 | 4,094 | 15,985 |


| 401(k), 457 \& 403(b) YTD Retirement Security Education Team Activity |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Meeting Activity | 1Q 2020 | 2Q 2020 | 3Q 2020 | 4Q 2020 | YTD 2020 |
| Group Meetings - Number of Meetings | 618 | 202 | 305 | 339 | 1,464 |
| Group Meetings - Number of Attendees | 13,253 | 4,537 | 7,354 | 10,850 | 35,994 |
| Individual Meetings - Number of Meetings | 6,125 | 4,182 | 4,896 | 5,135 | 20,338 |
| Employer Meetings | 1,008 | 938 | 899 | 734 | 3,579 |
| Total On-Site Visits | 1,072 | 0 | 0 | 0 | 1,072 |
| Total Meeting Attendees | 19,378 | 8,719 | 12,250 | 15,985 | 56,332 |

North Carolina

## North Carolina Total Retirement Plans

Retirement Security Education Information - Enrollment Activity by Quarter


## Employers Adopting the 401(k) Plan in 2020

## Charter Schools

Healthy Start Academy

## Other

Beaufort County ABC Board ColFax Fire Department
Elizabeth City-Pasquotank County TDA
Greene County Public Library
Hendersonville ABC Board
Toe River Health District
Town of Sunset Beach ABC Board

Employers Adopting the 403(b) Plan in 2020

## Community College

College of the Albemarle Forsyth Tech Community College

Schools
Harnett County Schools

## North Carolina Total Retirement Plans

## Employers Adopting the 457 Plan in 2020

County<br>Catawba County

# Community College <br> Forsyth Tech Community College 

## Municipalities

City of Eden
Town of Bryson City
Town of Carthage
Town of China Grove
Town of Denton
Town of East Spencer
Town of Highlands
Town of Mills River
Town of Waynesville

## Other

Beaufort County ABC Board
ColFax Fire Department
Davidson County ABC
Toe River Health District
Town of Sunset Beach ABC Board
Wingate ABC Board

## Charter Schools

Global Scholars Academy Guilford Preparatory Academy Healthy Start Academy

Schools
Perquimans County School
Person County Schools

North Carolina

## North Carolina Total Retirement Plans

## Employers Adopting the 457 Plan in 2020

| 457 Additions |  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Employer Type | $\mathbf{2 0 1 7}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 2 0}$ | \# of <br> Eligible |  |  |
| CHARTER SCHOOL | 4 | 3 | 4 | 3 | 2,127 |  |  |
| COMMUNITY COLLEGE | 1 | 2 | 2 | 1 | 15,759 |  |  |
| COUNTY | 5 | 4 | 1 | 1 | 39,287 |  |  |
| MUNICIPAL | 9 | 21 | 7 | 9 | 18,643 |  |  |
| OTHER | 9 | 6 | 6 | 6 | 5,392 |  |  |
| SCHOOL | 4 | 3 | 4 | 2 | 136,356 |  |  |

## North Carolina Total Retirement Plans

## 401(k) Employers Making Changes in 2020

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

Beaufort County ABC Board added a 2\% Employer Contribution across the board.
Greene County Public Library added a $50 \%$ match up to $2 \%$. Hendersonville ABC Board added a match up to $3 \%$.
Pleasant Garden Fire Department added a match up to 3\%.
Richmond County added a 0.5\% Employer Match in addition to their current 5\% Across the Board Employer Contributions.
South Granville Water and Sewer added a match up to 1\%.
Town of Carolina Shores added a match up to 5\%.
Town of Sunset Beach ABC Board added a match up to 3\%.

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

Albemarle Regional Health Services increased their Employer Contribution from 4\% to 5\% across the board.
Town of Archer Lodge increased their Employer Contribution from 5\% to 6\% across the board.
Town of Four Oaks increased their Employer Match from 1\% to 4\%.
Town of Rutherfordton increased their Employer Contribution from 3.5\% to 4\% across the board.
Trillium Health Resources increased their Employer Match from 3\% to 4\%.

1 ale F.Folwal, CPA


## North Carolina Total Retirement Plans

## 401(k) Employers Making Changes in 2020

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

Foothills Health District has changed their Employer Match of $\$ 60$ to an Employer Match of $1 \%$.
Sandhills Center has changed their Employer Contribution of 3\% to an Employer Match of 3\%.
Town of Mills River has changed their Employer Contribution from a 4\% match to an Employer Contribution of 5\% across the board.

## 457 Employers Making Changes in 2020

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

Beaufort County ABC Board added an Employer Contribution of 2\% across the board.
Catawba County added a 1\% Employer Match and a 1\% Employer Contribution across the board.
Davidson County ABC added an Employer Match up to 3\%.
Global Scholars Academy added an Employer Match up to a 3\%.
Guilford Preparatory Academy added an Employer Match up to a 3\%.
Pleasant Garden Fire Department added a match up to 3\%.

## North Carolina Total Retirement Plans

## Employers Adopting Contribution Accelerator in 2020

## County

Alamance County - 401(k)
Burke County - 401(k), 457

## Charter Schools

Global Scholars Academy - 457
Guilford Preparatory Academy - 457
Healthy Start Academy Charter School - 401(k), 457

## Schools

Person County Schools - 401(k), 457, 403(b)

## Municipalities

City of Asheville - 401(k)
City of Oxford - 401(k), 457
Town of Butner - 401(k), 457
Town of Oakboro - 401(k)
Town of Wilson's Mills - 401(k), 457
Village of Misenheimer - 401(k), 457

## Other

Alamance Community Fire Department - 401(k)
Beaufort County ABC Board - 401(k), 457
ColFax Fire Department - 401(k), 457
Foothills Health District - 401(k)
Hendersonville ABC Board - 401(k), 457
Pleasant Garden Fire Department - 401(k), 457
Skyland Volunteer Fire Department - 401(k), 457
Toe River Health District - 401(k), 457

## North Carolina Total Retirement Plans

## Notes

## North Carolina Total Retirement Plans

## Notes

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

## Communication Accomplishments 4Q 2020

## Communication Accomplishments 4Q 2020

## 24/7/365 Themed Enrollment Campaign

- 3 target audiences $=87 \mathrm{~K}$
- Delivered both postcard and email
- Employer email




Communication Accomplishments 4Q 2020
Targeted Emails to Nearing Retirees

- October - 196 delivered
- November - 716 delivered
- December - 712 delivered

Quarterly Signature Newsletter

- 132,544 mailed


## Quarterly Statement Message

- 273,902 total statements


Communication Accomplishments 4Q 2020
COVID Managing Day-to-Day Finances ppt

## Website Updates



- Meet Your Counselor page
- Choose Investments page

2021 Contribution Limits Updates

- Plan Comparison Flyer



## Signature Newsletter 4Q 2020



## A Message from Treasurer Folwell



## Good News - Good News - Good News

 There will be a $10 \%$ reduction in recordkeeping fees for the next two years.Another year has passed and, for many of us, it was a year of defining experiences. The health crisis quickly impacted economic stability in our homes and communities. And, as keeper of the public purse, it's important to let you know that our state is financially secure because of the conservative management of the state's finances by the North Carolina General Assembly, as well as previous state treasurers.
Part of supporting those that teach, protect and otherwise serve is making sure we offer diversified options up to and through retirement.

The NC Supplemental Retirement Plans (Plans) benefit from active oversight by the Board of Trustees (Board) and Department of State Treasurer (DST) staff. This means you have a team of people working in participants' best interests, lowering fees and costs, and providing value through cost-effective investment choices, useful tools and relevant resources. Our efforts have not gone unrecognized and the Plans, Board and staff received the 2020 NAGDCA Leadership Award for Plan Design \& Administration. Moving into 2021, our positive relationship with Prudential has resulted in a renewed contract with lower fees. There will be a $10 \%$ reduction in Prudential's recordkeeping fees for the next two years.

## Signature N E W SLETTER

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



$4^{\text {TH }}$ QUARTER 2020

It is a good idea to make sure that you are taking advantage of all the options your employer has elected to offer. This may include an employer match, Contribution Accelerator or pre- and post- tax retirement savings. I encourage you to maximize your savings and consider using tools found in your secure account at NCPlans.prudential.com.

As a public servant in North Carolina who participates in the NC 401(k) Plan, the NC 457 Plan and /or the NC 403(b) Program, YOU DON'T HAVE TO WITHDRAW YOUR MONEY from the Plans or move it to an IRA when you retire or leave public service, ever! You can keep your money in the Plans and continue to benefit from the Plans' investments, oversight, and tools - up to and through retirement. You can even move money into the Plans from similar retirement plans offered by your previous employers. And, your beneficiary - whether your spouse, child, or other individual - is often able to remain in the Plans after receiving your account.

Continue to save for your retirement and all the best health and happiness in the New Year.

Thank you for your service.

Sincerely,

## Tha 1 Bancon

Dale R. Folwell, CPA
State Treasurer of North Carolina

## Don't lose sight of tomorrow while focusing on today

Managing the family's finances can often be challenging, but it's particularly true this year. In this issue of Signature Newsletter, we give you some great tips on how to get a handle on your day-to-day finances. Visit the plans' website, NCPlans.prudential.com, for additional tools and resources. We also encourage you to log in to your account to explore the Retirement Income Calculator (RIC) and see how a few small changes can make a big difference.

## Managing Your Day-to-day Finances in Today's Challenging Times

2020 has been a year like no other. Despite its challenges, here are some ideas to help you cope:

- Track spending and manage debt: Create a budget to help you manage financial stress.
- Curb impulse purchases: Carefully consider every purchase.
- Talk to your family about the need to cut expenses.
- Contact lenders if you'll be late paying: Ask for a better rate or a manageable repayment plan.
- Request refunds for pre-planned vacations.
- Review your credit report for accuracy: Your credit score plays an important role in future major purchases.


## Make saving a priority

- Automate your savings.
- Redirect expense savings into your supplemental retirement plan account.
- Use the Retirement Income Calculator to help you learn how you could benefit from saving more.


## Putting market downturns in perspective

Headlines can make it difficult to keep the long-term perspective in mind.


Source: PGIM Investments, "Guide to Navigating Uncertain Markets," 2020.

Timeline

This is a hypothetical example and does not represent the returns of any specific investment product. Past performance is no guarantee of future returns.

## Vanguard Fund in the NC 403(b) Program Now Offers Lower Fees

On Oct. 1, 2020, the Vanguard 500 Index Fund Admiral Shares investment option moved to a lower-fee share class, the Vanguard Institutional Index Fund Institutional Shares. As a result, the investment management fee dropped from $0.04 \%$ to $0.035 \%$. Both funds track the S\&P 500® Index.

Money invested in the Admiral Shares class was automatically moved into the Institutional Share Class.

## Are you nearing retirement?

What do you know that former public employees didn't know when they retired?

In 2016, the NC 401(k) and NC 457 Plans surveyed over 11,000 former public servants who took either partial or full withdrawals from the plan(s) after retirement.

Discover the benefits of keeping your money in the plans - even after you retire

The plans offer:

- A strong-performing, competitively priced fund lineup*
- Thorough investment oversight by Board of Trustees
- Integration with the state's pension system through the Transfer Benefit



## Survey results:

responded "Yes" when asked whether they had confidence in the plans' oversight
responded "No" when asked If they knew they could roll money into their plan account
responded "Yes" when asked if they were aware of the NC supplemental retirement plans' competitive fees
*Source: BenchmarkDC Executive Summary for North Carolina Supplemental Retirement Plans (for the five years ending Dec. 31, 2018), CEM Benchmarking, Inc., located at myNCRetirement.com > Governance > Boards of Trustees And Committees >Boards and Committees Meeting Archives > Supplemental Retirement Board of Trustees Meeting - 09/19/2019.

## DEFINING TERMS

## Proactive Account Protection

Ensuring that personal and confidential information remains private and secure is a critical concern among retirement savers. There are steps you can take to protect your accounts, your identity and your confidential information.

Be sure to keep your accounts secure by:

- Completing online registration for accounts in the NC 401(k) Plan, NC 457 Plan, and NC 403(b) Program using a strong user ID and password
- Establishing challenge questions
- Changing your passwords frequently and immediately changing a password if there is any security concern
- Monitoring account communications and your balances
- Keeping passwords, PINs, and account numbers confidential
- Regularly checking your accounts to validate the accuracy of transactions

- Regularly checking your accounts for correct profile information, such as address, date of birth, email address, and phone number
- Reviewing statements and confirmations promptly (These notices are Prudential Retirement's way of letting participants know what actions have been taken on their behalf)
- Immediately contacting Prudential Retirement ${ }^{\circledR}$, at $\mathbf{8 6 6 - N C P l a n s ~ ( 8 6 6 - 6 2 7 - 5 2 6 7 ) , ~ i f ~ t h e r e ~ i s ~ s u s p i c i o u s ~ a c c o u n t ~}$ activity OR if another service provider notifies you that personal information has been compromised



## PRUDENTIAL RETIREMENT®

Investors should consider the fund's investment objectives, risks, charges and expenses before investing. The prospectus, and if available the summary prospectus, contains complete information about the investment options available through your plan. Please call 866-NCPlans (866-627-5267) for a free prospectus and if available, a summary prospectus that contains this and other information about our mutual funds. You should read the prospectus and the summary prospectus, if available, carefully before investing. It is possible to lose money when investing in securities.
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.

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



## Thank you



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## Thank you


[^0]:    *Includes Rollovers

[^1]:    North Carolina Total Retirement Plans 401k 457 | 403b

[^2]:    Number of Distributions do not include Deemed Distributions or Loan Defaults/Offsets

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

