

# Monterey County

## Request for Proposal for 457 Recordkeeping

### Summary of Finalist Interviews and Comparison

<u>Empower</u>	<u>Nationwide</u>	<u>Voya</u>
<p>Recordkeeping Fee: 0.0025% (2.5 Basis Points)</p> <p>Fixed Account Option: Custom Stable Value (Current Yield 1.85% Q3-18)</p> <p>Education Days: 175</p> <p>Strengths:</p> <ul style="list-style-type: none"><li>• Incumbent (no transition)</li><li>• Rep (Ed Lopez)</li><li>• Strong Retirement planning online (Retirement Income Score)</li></ul>	<p>Recordkeeping Fee: 0.0025% (2.5 Basis Points)</p> <p>Fixed Account Option: General Account (Current Yield 2.25% Q3-18)</p> <p>Education Days: 200</p> <p>Strengths:</p> <ul style="list-style-type: none"><li>• Technology (integration with Pension)</li><li>• Education (with Nationwide Institute classes, eg. Social Security &amp; CFP level planning)</li><li>• \$25,000 performance guarantee.</li><li>• Did their homework (presentation was very customized)</li></ul>	<p>Recordkeeping Fee: 0.0025% (2.5 Basis Points)</p> <p>Fixed Account Option: General Account (Current Yield 2.25% Q3-18)</p> <p>Education Days: 180</p> <p>Strengths:</p> <ul style="list-style-type: none"><li>• CA presence (CALSTRS Provider)</li><li>• Technology (integration with Pension)</li></ul>