



# Gauging Success

PLAN REVIEW  
Sample, USA

As of June 30, 2017



# WELCOME

Our goal is to help you objectively evaluate your plan's performance and how it performed against other plans like yours. Since Nationwide Retirement Solutions is one of the largest 457 providers in the industry we are in the unique position of being able to compare your plan to many others.

By comparing the current year information to previous years, you can see how your plan is performing, where your educational efforts are working, and what areas offer opportunities for additional improvement.

The "Peer Group" comparisons used in this report are based on NRS cases, within your state, with assets of:

**\$50 million - \$100 million**

## Table of Contents

3	Executive Summary
4	Plan Participation
5	Plan Assets
6	Plan Contributions
7-8	Summary
9-21	Appendix

Retirement Specialists are registered representatives of Nationwide Investment Services Corporation, member FINRA. The information they provide is for educational purposes only and is not legal, tax or investment advice.

Nationwide, the Nationwide N and Eagle, and Nationwide is on your side are service marks of Nationwide Mutual Insurance Company.

Nationwide Retirement Solutions, Inc. and Nationwide Life Insurance Company (collectively "Nationwide") have endorsement relationships with the National Association of Counties, the International Association of Fire Fighters-Financial Corporation and the National Association of Police Organizations. More information about the endorsement relationships may be found online at [www.nrsforu.com](http://www.nrsforu.com).

©2015 Nationwide.

# EXECUTIVE SUMMARY

## Plan Contribution Limits for 2017

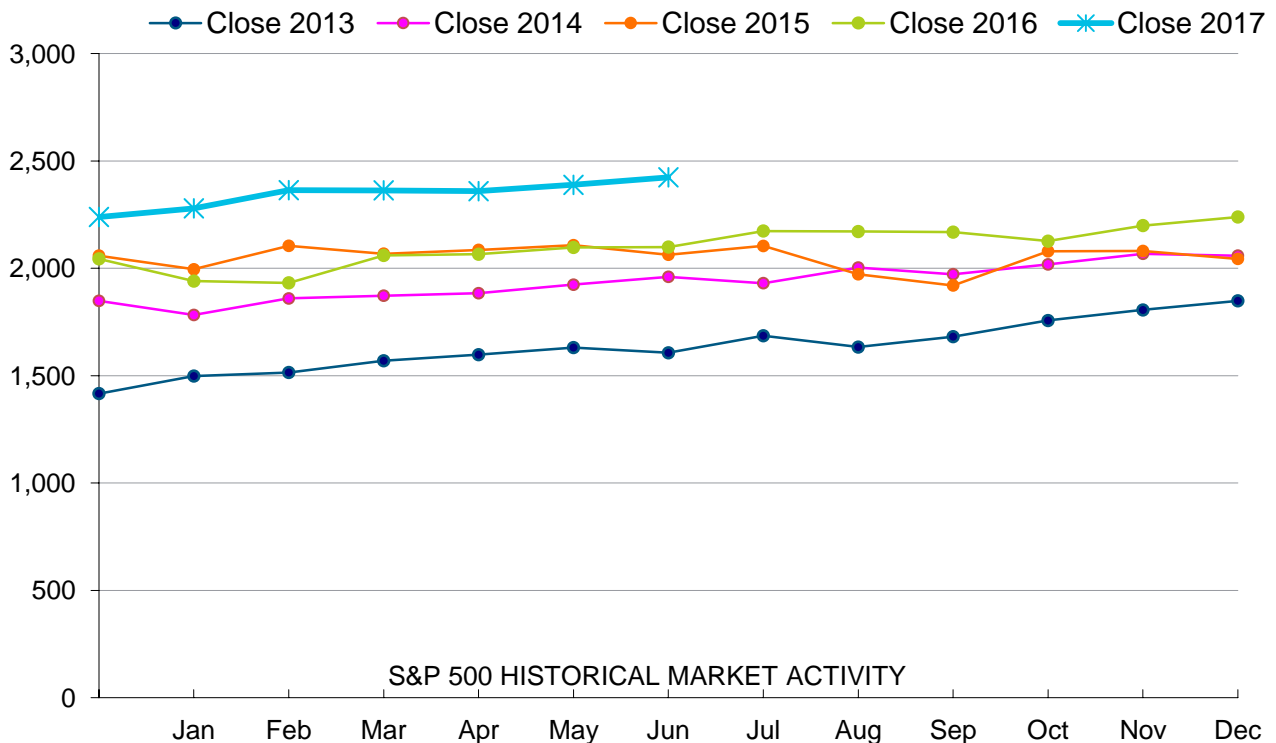
Regular Limit:	\$18,000
50+ Catch-Up:	\$24,000
3-Year Catch-Up:	\$36,000

## Quick Plan Facts

	Actual as of 06/30/17	% Chng from 1 year ago
Total Participant Count	1,588	1.9%
Total New Enrollments YTD Count	41	-14.6%
Total Plan Assets (millions)	\$91.55	18.0%
Total Deferrals YTD (millions)	\$2.12	15.4%
Total Rollovers-In YTD (millions)	\$1.23	4.5%
ProAccount Assets (millions)	\$9.58	11.9%
ProAccount Participant Count	221	2.8%

## Market Activity

S&P 500 CHANGE YTD: 8.2%



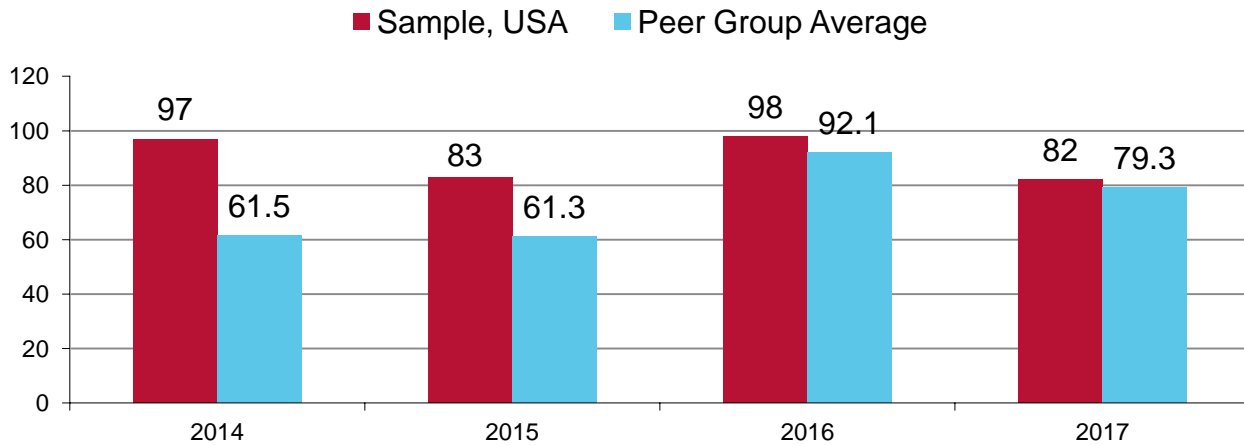
The 500 companies included in this index are selected by the S&P Index committee; a few of the mitigating factors are market size, industry representation and liquidity. This index is designed to be an overall indication of the United States stock market. The 500 securities represent approximately 75% of the total market value of all U.S. stocks.

# PLAN PARTICIPATION

Participant Status	12/31/14	12/31/15	12/31/16	6/30/17	% Chng from 1 year ago
# of Participants Actively Deferring	660	685	728	744	5.7%
# of Inactive Participants*	796	800	805	797	-2.1%
# of Participants in Payout	35	39	41	47	17.5%
<b>Total Participants</b>	<b>1,491</b>	<b>1,524</b>	<b>1,574</b>	<b>1,588</b>	<b>1.9%</b>

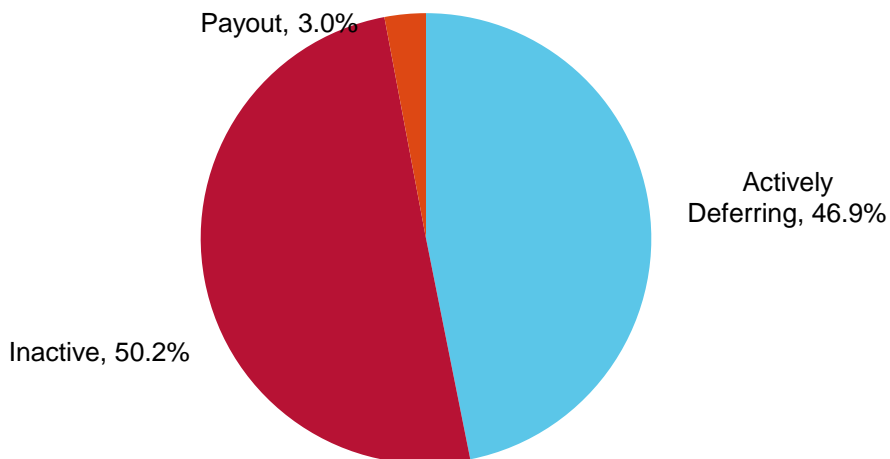
\* Inactive participants are those with a balance, not deferring and not in payout

## New Participant Count



2017 numbers are annualized

## Total Participants as of 06/30/17

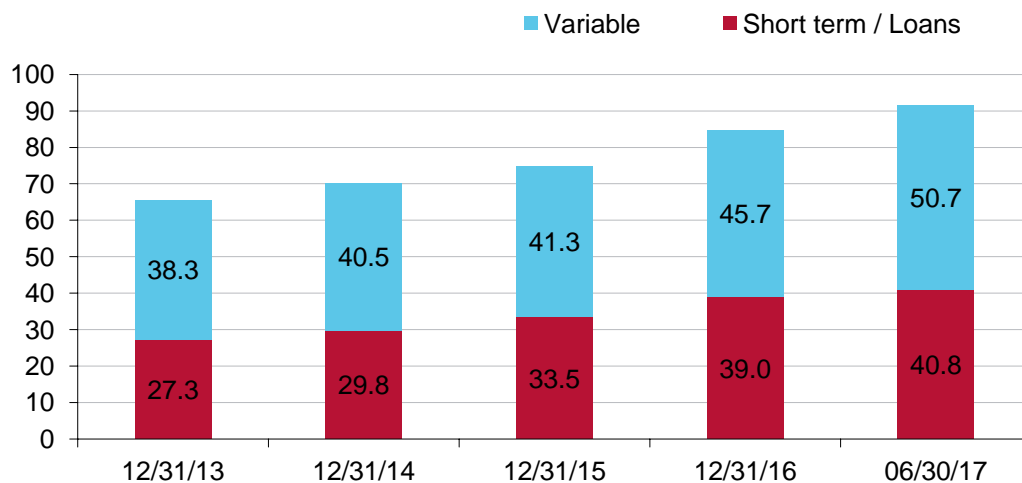


# PLAN ASSETS

## Total Plan Assets (Millions)

12/31/13	12/31/14	12/31/15	12/31/16	6/30/17	% Chng from 1 year ago
\$65.6	\$70.3	\$74.8	\$84.7	\$91.5	18.0%

## Plan Assets Summary (Millions)



## Plan Assets by Investment Class (Thousands)

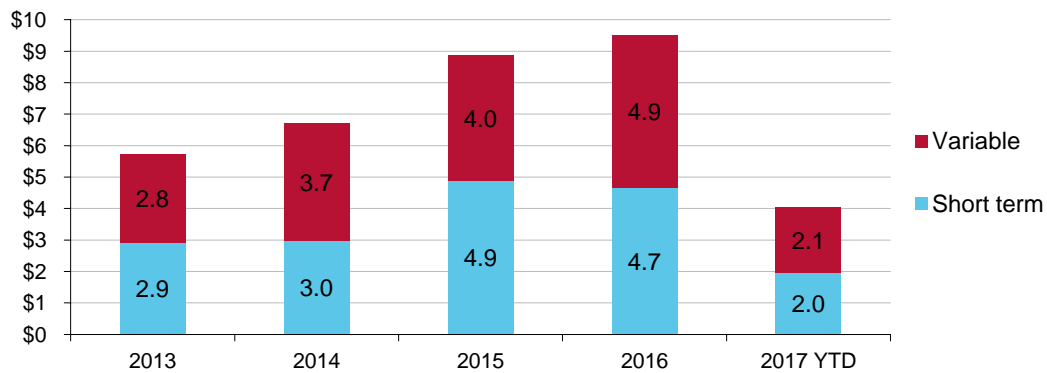
Investment Class	12/31/15	12/31/16	06/30/17	% of Total
Asset Allocation	\$4,549.12	\$5,203.63	\$5,610.77	6.1%
International	\$5,224.52	\$4,806.27	\$5,849.79	6.4%
Small Cap	\$4,078.28	\$4,183.52	\$4,329.32	4.7%
Mid Cap	\$2,487.57	\$2,828.74	\$2,872.85	3.1%
Large Cap	\$21,805.71	\$21,748.26	\$23,959.42	26.2%
Balanced	\$301.28	\$405.95	\$406.11	0.4%
Bonds	\$2,810.82	\$3,255.04	\$3,411.52	3.7%
Short term	\$31,788.40	\$37,269.59	\$38,861.02	42.4%
SDO	\$0.00	\$2,675.73	\$3,667.74	4.0%
Specialty	\$0.00	\$545.12	\$630.27	0.7%
Loan	\$1,748.87	\$1,748.01	\$1,950.78	2.1%
<b>Total</b>	<b>\$74,794.57</b>	<b>\$84,669.85</b>	<b>\$91,549.58</b>	<b>100.0%</b>

# PLAN CONTRIBUTIONS

## Total Contributions by Year (Millions)

	2013	2014	2015	2016	2017 YTD	% Chng from 1 year ago
Deferrals	\$3.0	\$3.3	\$4.0	\$4.1	\$2.1	15.4%
Rollovers-In	\$1.4	\$2.0	\$3.5	\$4.1	\$1.2	4.5%
Other	\$1.4	\$1.4	\$1.3	\$1.3	\$0.7	15.3%
<b>Total</b>	<b>\$5.7</b>	<b>\$6.7</b>	<b>\$8.9</b>	<b>\$9.5</b>	<b>\$4.0</b>	<b>11.8%</b>

## Plan Contributions Summary (Millions)



## Plan Contributions by Investment Class (Thousands)

Investment Class	2015	2016	2017 YTD	% Total
Asset Allocation	\$717.17	\$976.25	\$365.24	9.1%
International	\$605.82	\$598.22	\$309.21	7.7%
Small Cap	\$326.12	\$391.00	\$143.65	3.6%
Mid Cap	\$247.31	\$210.25	\$83.74	2.1%
Large Cap	\$1,746.25	\$2,346.29	\$952.38	23.6%
Balanced	\$30.38	\$13.91	\$8.71	0.2%
Bonds	\$305.26	\$311.71	\$156.81	3.9%
Short term	\$4,892.88	\$4,651.21	\$1,963.49	48.7%
SDO	\$0.00	\$0.00	\$0.00	0.0%
Specialty	\$0.00	\$19.46	\$48.41	1.2%
Loan	\$0.00	\$0.00	\$0.00	0.0%
<b>Total</b>	<b>\$8,871.20</b>	<b>\$9,518.30</b>	<b>\$4,031.63</b>	<b>100.0%</b>

# IN SUMMARY

This report contains valuable information and insights about your plan. Now it is time to take action! Here are some suggestions to get you started:

1. Identify your top three areas of focus.
2. Consider which of the following suggestions would work best for your plan:

- Educational Workshops for your employees
- Additional 1-on-1 meetings with your Representative
- Benefit Fairs
- Open Enrollment
- Employer communication options  
(e.g. emails, staff meetings...)
- Other \_\_\_\_\_

3. Discuss your plan with your Nationwide Representative.

We look forward to working with you to bring even greater value to your employees through deferred compensation.

# YOUR PROVEN PARTNER

When you're one of the leaders in the industry, you're called to a higher standard. Nationwide's position as an industry leader stems from nearly 40 years in service to public sector retirement plan administrators like you.

Over the years, we have maintained our industry leadership position by being one of the top providers of record-keeping, sales and marketing services to public sector retirement plans in terms of number of clients served and range of assets under management. Here's why:

- Our average client tenure is 19 years
- We partner with more than 7,800 clients \* and have a 99% plan retention rate
- We provide education and service to more than 1.6 million participants \*
- We manage over \$85 billion in assets \*
- We have been featured in the top 10 most trusted companies for privacy by TRUSTe and Ponemon Institute *for the past nine years.*
- We offer recordkeeping, administration and investment products for:
  - 457(b) Deferred compensation plans serving city, county, special district and state employees
  - 401(a) and grandfathered 401(k) Defined employer-contribution plans serving city, county, special district and state employees
  - PEHP® Tax-free investment plan for post-employment health care expenses

Most importantly, *we are proud to serve you and your plan* through our representatives in the field and in our home office.

What does all this mean to you? Our tenure, our legacy, our service and our people make us uniquely qualified to handle your retirement plan needs. This **Gauging Success** report is just one of the ways that we work with you to understand both your needs as an administrator and your employees' needs for planning for their retirement.

\*As of 06/30/17



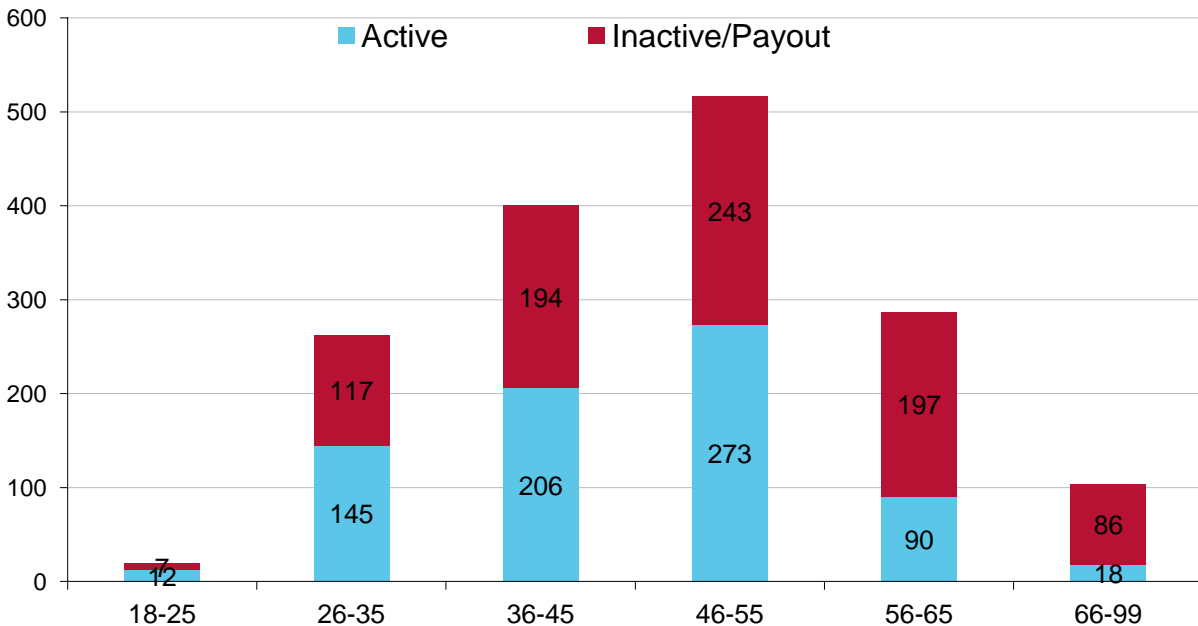
# APPENDIX

# PLAN PARTICIPATION

## Participant Counts by Age as of 06/30/17

Age Group	Total Participant Count	Male Participant Count	Female Participant Count	Actively Def Participant Count	Inactive / Payout Count
18-25	19	15	4	12	7
26-35	262	194	68	145	117
36-45	400	303	97	206	194
46-55	516	381	135	273	243
56-65	287	219	68	90	197
66-99	104	63	41	18	86
<b>Total</b>	<b>1,588</b>	<b>1,175</b>	<b>413</b>	<b>744</b>	<b>844</b>

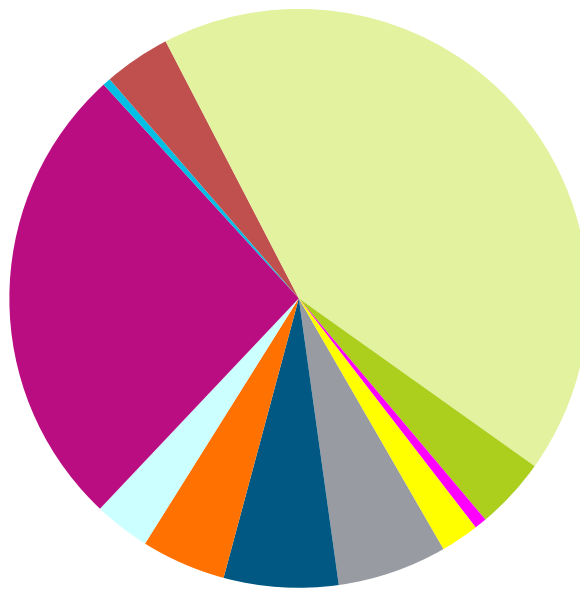
## Participant Counts by Age as of 06/30/17



# PLAN ASSETS

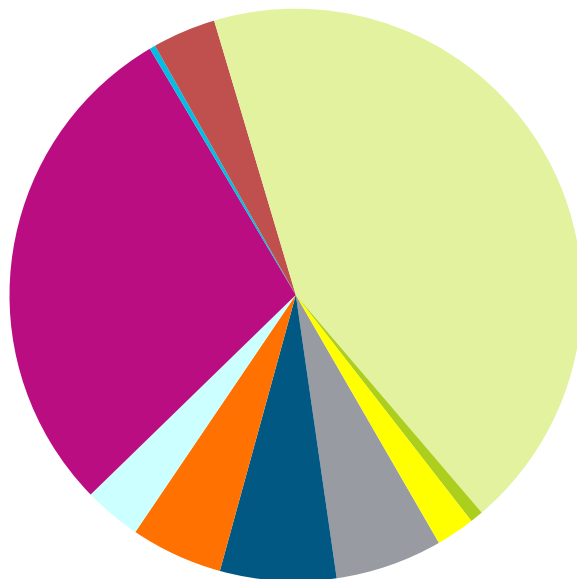
The use of asset allocation does not guarantee returns or insulate you from potential losses.

Sample, USA Asset Allocation as of 06/30/17



■ Asset Allocation	6.1%
■ International	6.4%
■ Small Cap	4.7%
■ Mid Cap	3.1%
■ Large Cap	26.2%
■ Balanced	0.4%
■ Bonds	3.7%
■ Short term	42.4%
■ SDO	4.0%
■ Specialty	0.7%
■ Loan	2.1%

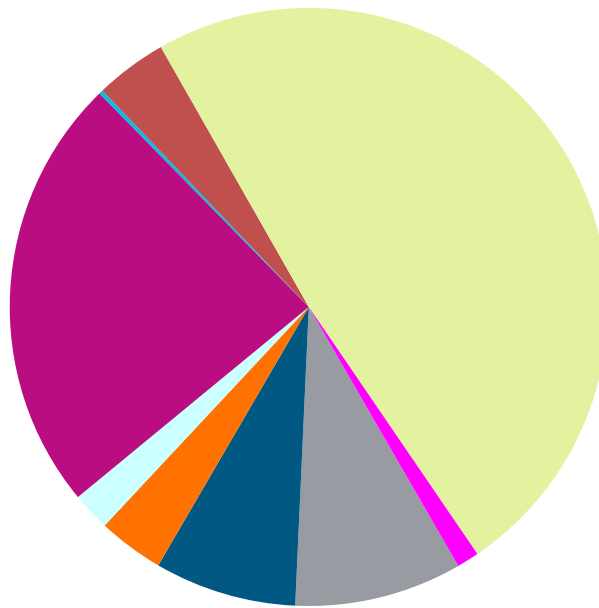
Sample, USA Asset Allocation as of 06/30/16



■ Asset Allocation	6.1%
■ International	6.6%
■ Small Cap	5.2%
■ Mid Cap	3.2%
■ Large Cap	28.8%
■ Balanced	0.3%
■ Bonds	3.6%
■ Short term	43.4%
■ SDO	0.7%
■ Specialty	0.0%
■ Loan	2.2%

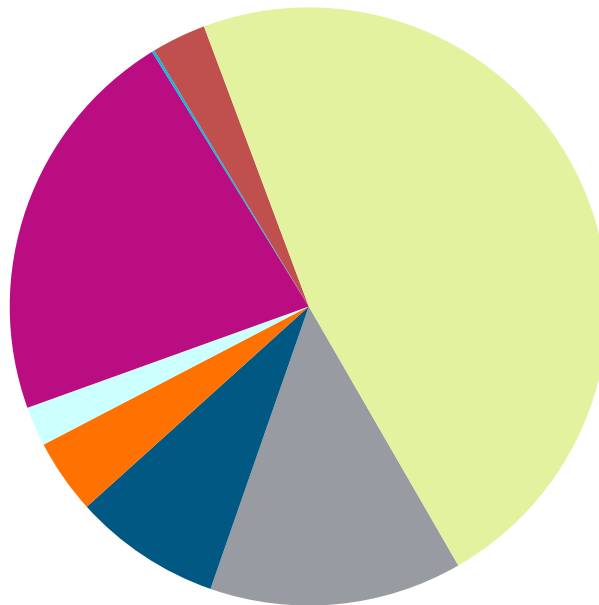
# PLAN CONTRIBUTIONS

Sample, USA Contribution Allocation 2017 YTD



Asset Allocation	9.1%
International	7.7%
Small Cap	3.6%
Mid Cap	2.1%
Large Cap	23.6%
Balanced	0.2%
Bonds	3.9%
Short term	48.7%
SDO	0.0%
Specialty	1.2%
Loan	0.0%

Sample, USA Contribution Allocation 2016 YTD



Asset Allocation	13.7%
International	8.0%
Small Cap	4.0%
Mid Cap	2.1%
Large Cap	21.7%
Balanced	0.1%
Bonds	2.9%
Short term	47.4%
SDO	0.0%
Specialty	0.0%
Loan	0.0%

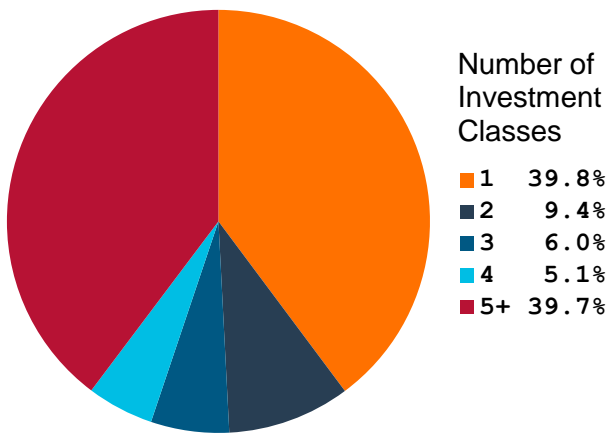
# PEER COMPARISONS

Your Peer Group is NRS cases, within your state, with assets of \$50 million - \$100 million. The peer group consists of 48 NRS cases.

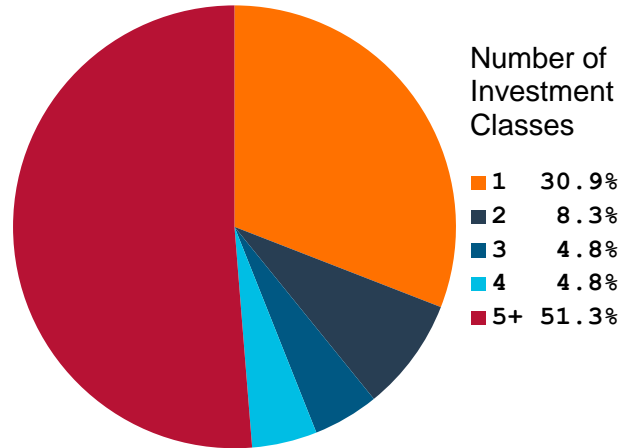
	Sample, USA	Peer Group	Recommended
Average # of asset classes	3.1	3.6	5.0
Average annualized deferrals	\$5,283	\$3,986	
Average assets	\$57,651	\$60,527	

## Asset Allocation Summary as of 06/30/17

percentage of participants by number of investment classes



Sample, USA



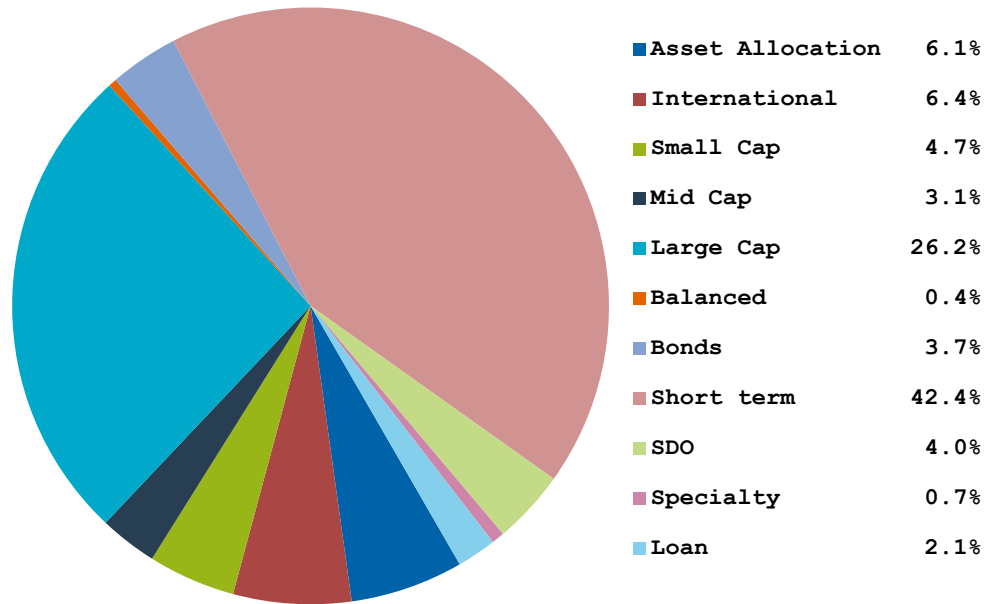
Peer Group

## Average Account Balance and Annualized Deferrals by Age Group as of 06/30/17

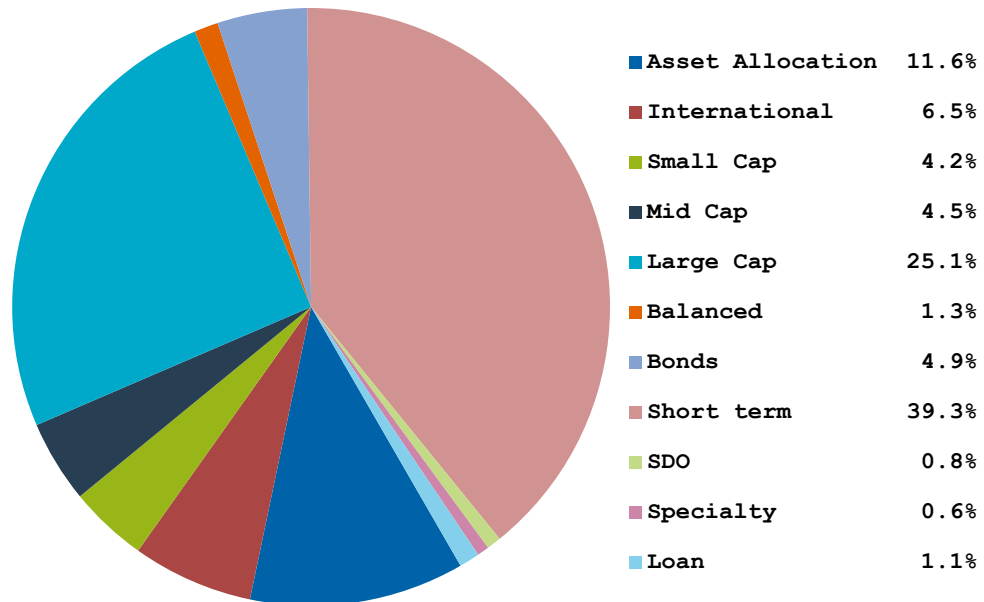
Age Group	Sample, USA		Peer Group	
	Account Balance	Annualized Deferrals	Account Balance	Annualized Deferrals
18-25	\$9,362	\$3,146	\$4,166	\$2,188
26-35	\$17,396	\$11,561	\$3,988	\$2,613
36-45	\$28,273	\$31,719	\$4,249	\$3,272
46-55	\$71,679	\$61,898	\$5,644	\$4,279
56-65	\$105,631	\$90,677	\$8,244	\$5,458
66-99	\$78,868	\$102,815	\$7,986	\$7,467

# PEER COMPARISONS

Sample, USA Asset Allocation as of 06/30/17

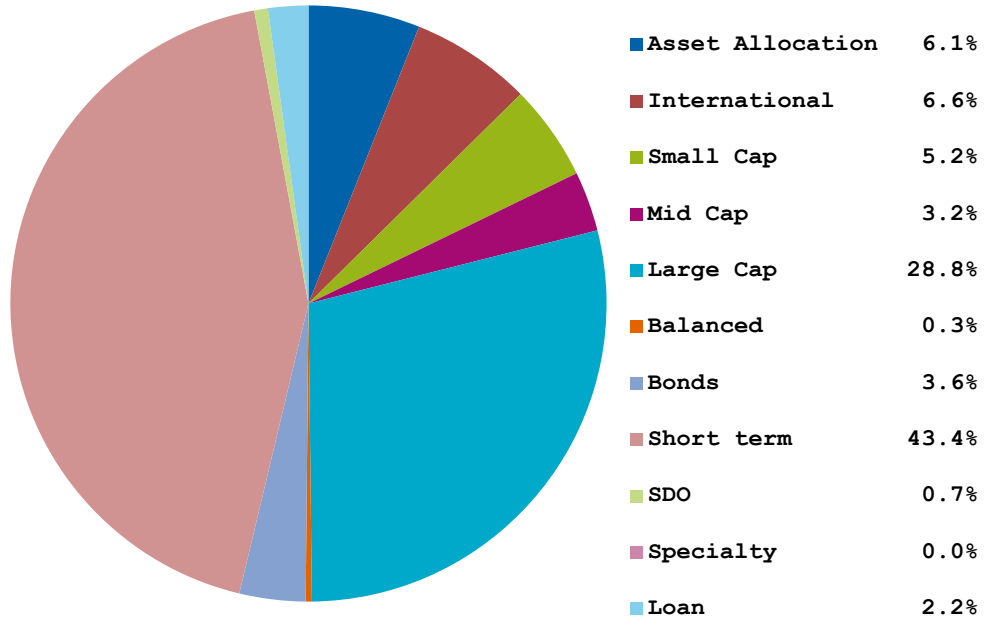


Peer Group Asset Allocation as of 06/30/17

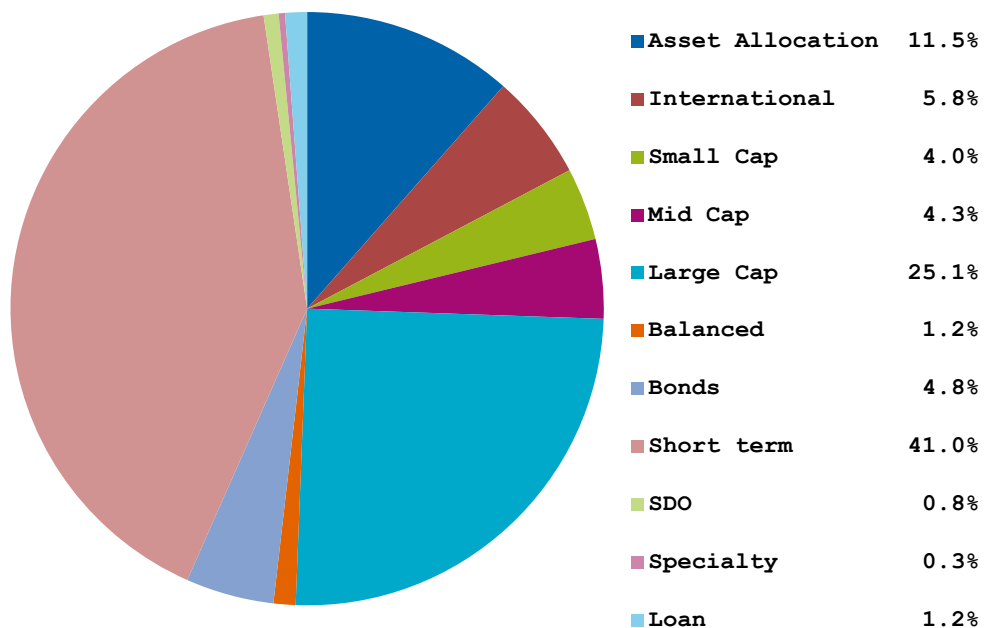


# PEER COMPARISONS

Sample, USA Asset Allocation as of 06/30/16

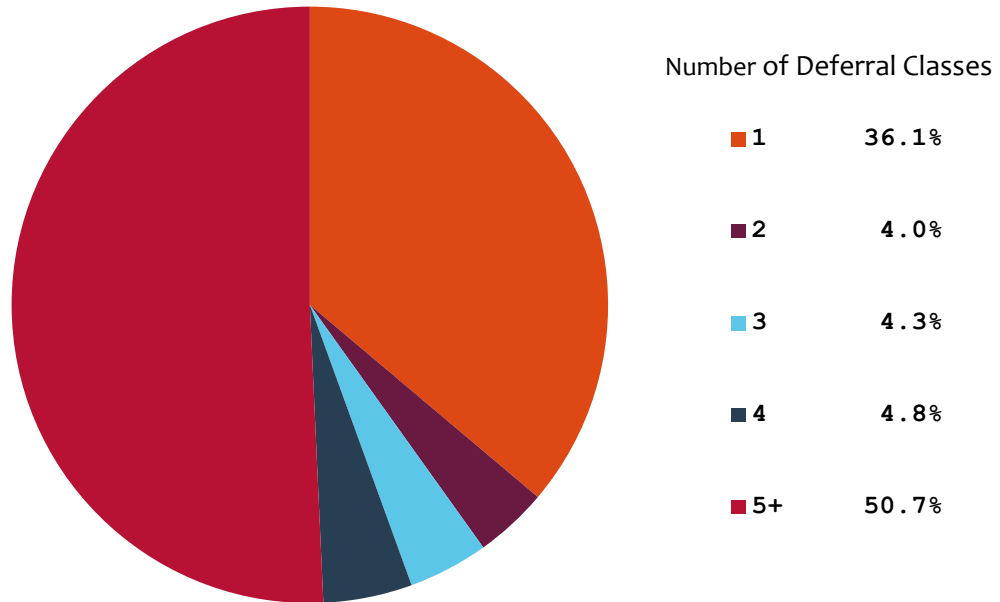


Peer Group Asset Allocation as of 06/30/16

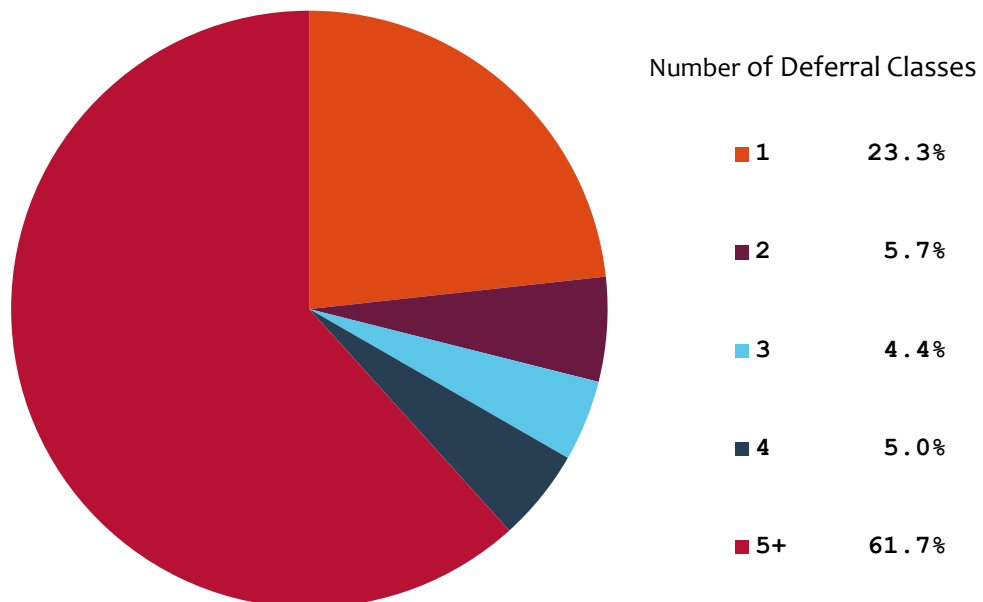


# PEER COMPARISONS

*Deferral allocation summary: percentage of participants by number of deferral investment classes*  
Sample, USA 2017 YTD



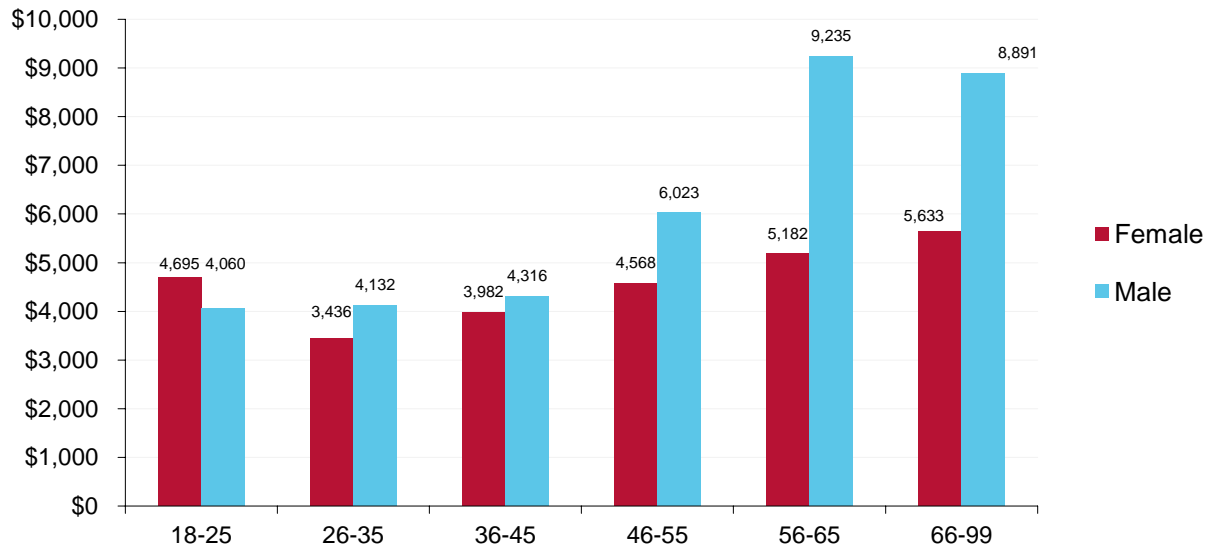
Peer Group 2017 YTD



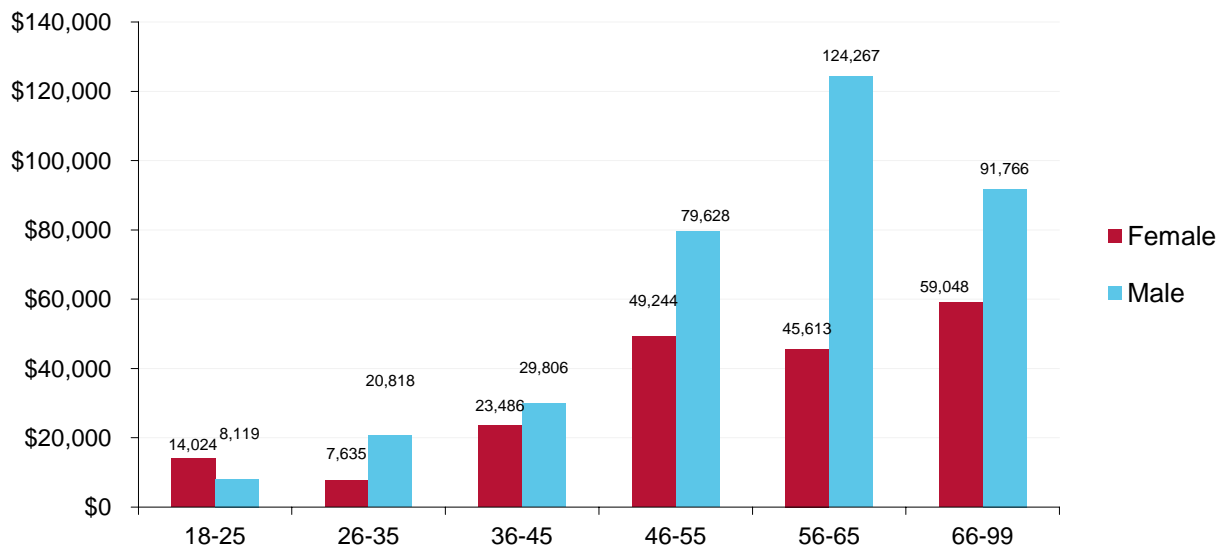


# PARTICIPANT DEMOGRAPHICS

## Male/Female Average Deferrals by Age

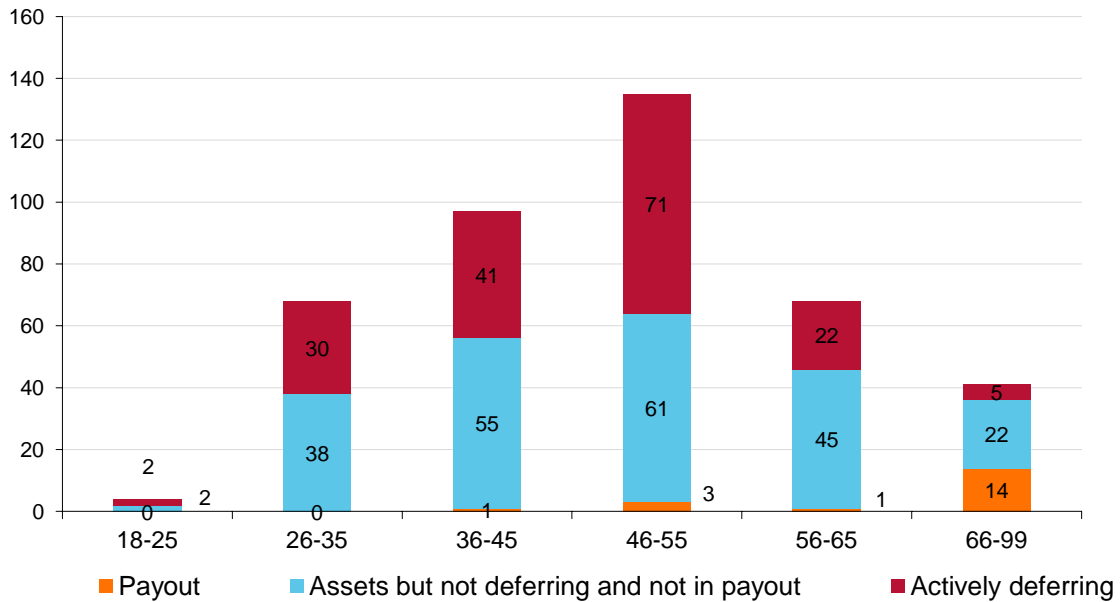


## Male/Female Average Account Balance by Age as of 06/30/17

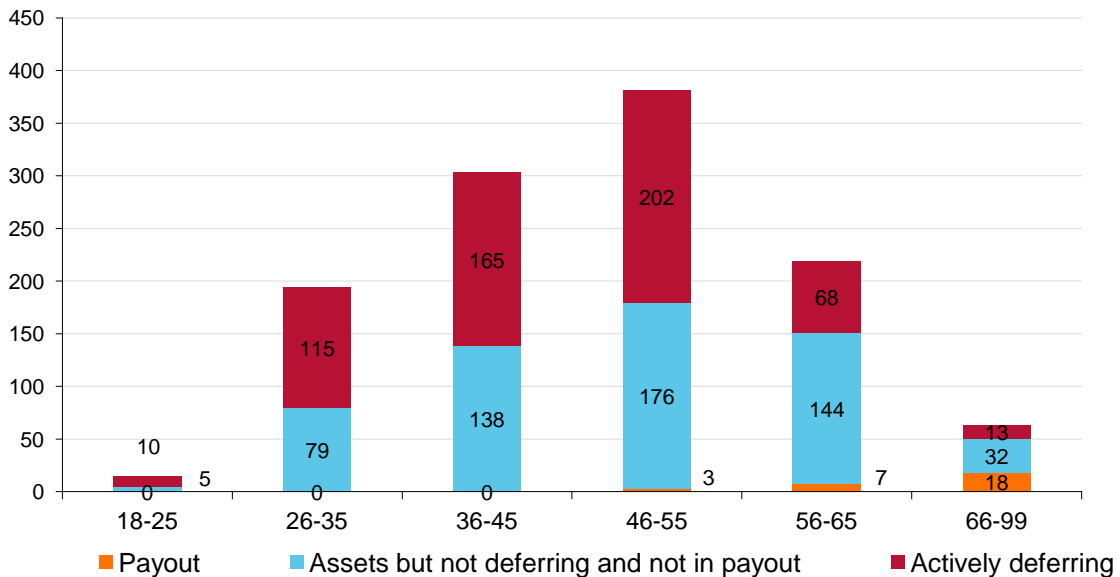


# PARTICIPANT DEMOGRAPHICS

**Female Participant Count by Age and Status as of 06/30/17**



**Male Participant Count by Age and Status as of 06/30/17**



# PLAN ASSETS

as of 06/30/17

Fund	Asset Value	% of Assets	Count / % of Participants	
<b>Asset Allocation</b>				
Nationwide Destination 2015 Fund - Institutional Service Class	14,874.12	0.0%	3	0.2%
Nationwide Destination 2020 Fund - Institutional Service Class	30,644.35	0.0%	4	0.3%
Nationwide Destination 2025 Fund - Institutional Service Class	322,566.40	0.4%	12	0.8%
Nationwide Destination 2030 Fund - Institutional Service Class	279,584.45	0.3%	11	0.7%
Nationwide Destination 2035 Fund - Institutional Service Class	373,140.02	0.4%	16	1.0%
Nationwide Destination 2040 Fund - Institutional Service Class	106,727.72	0.1%	14	0.9%
Nationwide Destination 2045 Fund - Institutional Service Class	81,005.79	0.1%	6	0.4%
Nationwide Destination 2050 Fund - Institutional Service Class	20,806.99	0.0%	2	0.1%
Nationwide Destination 2055 Fund - Institutional Service Class	58,537.51	0.1%	7	0.4%
Nationwide Destination 2060 Fund - Institutional Service Class	6,004.86	0.0%	6	0.4%
Nationwide Investor Destinations Aggressive Fund: Service Class	1,081,382.44	1.2%	106	6.7%
Nationwide Investor Destinations Conservative Fund: Service Class	151,257.29	0.2%	28	1.8%
Nationwide Investor Destinations Moderate Fund: Service Class	1,660,853.30	1.8%	74	4.7%
Nationwide Investor Destinations Moderately Aggressive Fund: Service Class	1,271,710.73	1.4%	68	4.3%
Nationwide Investor Destinations Moderately Conservative Fund: Service Class	151,669.69	0.2%	22	1.4%
<b>Sub-Total Asset Allocation</b>	<b>5,610,765.66</b>	<b>6.1%</b>		
<b>Balanced</b>				
The Income Fund of America(R), Inc.	406,106.71	0.4%	40	2.5%
<b>Sub-Total Balanced</b>	<b>406,106.71</b>	<b>0.4%</b>		
<b>Bonds</b>				
Nationwide Bond Index Fund	426,067.87	0.5%	148	9.3%
Nationwide HighMark Bond Fund Institutional Service Class	697,775.76	0.8%	237	14.9%
PIMCO Foreign Bond Fund (U.S. Dollar-Hedged) - Class A	344,027.29	0.4%	226	14.2%
PIMCO Total Return Fund	714,635.01	0.8%	89	5.6%
Waddell & Reed Advisors High Income Bond Fund	1,229,012.05	1.3%	162	10.2%
<b>Sub-Total Bonds</b>	<b>3,411,517.98</b>	<b>3.7%</b>		
<b>International</b>				
Invesco International Growth Fund - Class R5	1,253,828.99	1.4%	270	17.0%

**Please consider the funds' investment objectives, risks, and charges and expenses carefully before investing. The prospectus contains this and other important information about the investment company. Read the prospectus carefully before investing. Prospectuses may be obtained from your plan's website or by calling your plan's toll-free customer service phone number.**

The use of diversification and asset allocation as part of an overall investment strategy does not assure a profit or protect against loss in a declining market.

Asset allocation funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of the asset allocation fund itself, you are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.

# PLAN ASSETS

as of 06/30/17

Fund	Asset Value	% of Assets	Count / % of Participants	
MFS International Value Fund - Class R3	2,243,386.97	2.5%	337	21.2%
Nationwide International Index Fund	504,548.42	0.6%	102	6.4%
New World Fund(SM) - Class R4	481,401.23	0.5%	229	14.4%
Oppenheimer Global Fund	1,366,621.23	1.5%	137	8.6%
<b><u>Sub-Total International</u></b>	<b>5,849,786.84</b>	<b>6.4%</b>		
<b>Large Cap</b>				
American Century Growth Fund	1,240,194.99	1.4%	129	8.1%
American Century Value Fund	1,855,958.33	2.0%	329	20.7%
Dreyfus S&P 500 Index Fund	1,257,475.10	1.4%	87	5.5%
Fidelity Contrafund	6,071,557.45	6.6%	314	19.8%
Invesco Growth and Income Fund - Class A	2,179,740.53	2.4%	395	24.9%
Nationwide Fund - Institutional Service Class	1,766,461.87	1.9%	324	20.4%
Nationwide Growth Fund Institutional Service Class	40,644.96	0.0%	10	0.6%
Nationwide Large Cap Growth Portfolio	1,643,337.10	1.8%	173	10.9%
Nationwide S & P 500 Index Fund	2,133,607.94	2.3%	303	19.1%
Neuberger Berman Equity Funds(R) - Socially Responsive Fund	1,299,662.53	1.4%	276	17.4%
T.Rowe Price Growth Stock Fund	2,815,078.23	3.1%	404	25.4%
The Growth Fund of America(R), Inc.	1,655,701.71	1.8%	103	6.5%
<b><u>Sub-Total Large Cap</u></b>	<b>23,959,420.74</b>	<b>26.2%</b>		
<b>Loan</b>				
Loan Outstanding Principal Balance	1,950,780.82	2.1%	240	15.1%
<b><u>Sub-Total Loan</u></b>	<b>1,950,780.82</b>	<b>2.1%</b>		
<b>Mid Cap</b>				
JPMorgan Mid Cap Value Fund	1,121,689.51	1.2%	120	7.6%
Nationwide Mid Cap Market Index Fund	975,346.58	1.1%	98	6.2%
Wells Fargo Discovery Fund - Administrative Class	775,810.92	0.8%	98	6.2%
<b><u>Sub-Total Mid Cap</u></b>	<b>2,872,847.01</b>	<b>3.1%</b>		

## SDO

***Please consider the funds' investment objectives, risks, and charges and expenses carefully before investing. The prospectus contains this and other important information about the investment company. Read the prospectus carefully before investing. Prospectuses may be obtained from your plan's website or by calling your plan's toll-free customer service phone number.***

The use of diversification and asset allocation as part of an overall investment strategy does not assure a profit or protect against loss in a declining market.

Asset allocation funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of the asset allocation fund itself, you are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.

# PLAN ASSETS

as of 06/30/17

<b>Fund</b>	<b>Asset Value</b>	<b>% of Assets</b>	<b>Count / % of Participants</b>	
Schwab Personal Choice Retirement Account	3,667,744.98	4.0%	21	1.3%
<b><u>Sub-Total SDO</u></b>	<b>3,667,744.98</b>	<b>4.0%</b>		
<b>Short Term Investments</b>				
Federated U.S. Government Securities Fund: 2-5 Years	275,476.45	0.3%	58	3.7%
Fixed Assets	832,055.02	0.9%	233	14.7%
Morley Stable Value Retirement Fund - DCVA	209,579.72	0.2%	32	2.0%
Nationwide Fixed Account	35,733,978.95	39.0%	778	49.0%
Nationwide Government Money Market Fund Prime Shares	1,809,928.65	2.0%	240	15.1%
<b><u>Sub-Total Short Term Investments</u></b>	<b>38,861,018.79</b>	<b>42.4%</b>		
<b>Small Cap</b>				
Nationwide Small Cap Index Fund	401,766.06	0.4%	52	3.3%
Nationwide Small Company Growth Fund Institutional Service Class	1,656,893.47	1.8%	167	10.5%
Nationwide US Small Cap Value Fund - Institutional Service Class	631,681.58	0.7%	270	17.0%
Nationwide Variable Insurance Trust: Nationwide Multi-Manager NVIT Small Cor	102,919.92	0.1%	25	1.6%
Neuberger Berman Equity Trust(R) - Genesis Fund	1,536,062.74	1.7%	121	7.6%
<b><u>Sub-Total Small Cap</u></b>	<b>4,329,323.77</b>	<b>4.7%</b>		
<b>Specialty</b>				
Cohen & Steers Real Estate Securities Fund, Inc. - Class A	630,271.49	0.7%	230	14.5%
<b><u>Sub-Total Specialty</u></b>	<b>630,271.49</b>	<b>0.7%</b>		
<b>Total</b>	<b>91,549,584.79</b>			

***Please consider the funds' investment objectives, risks, and charges and expenses carefully before investing. The prospectus contains this and other important information about the investment company. Read the prospectus carefully before investing. Prospectuses may be obtained from your plan's website or by calling your plan's toll-free customer service phone number.***

The use of diversification and asset allocation as part of an overall investment strategy does not assure a profit or protect against loss in a declining market.

Asset allocation funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of the asset allocation fund itself, you are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.