

# **Monterey County**

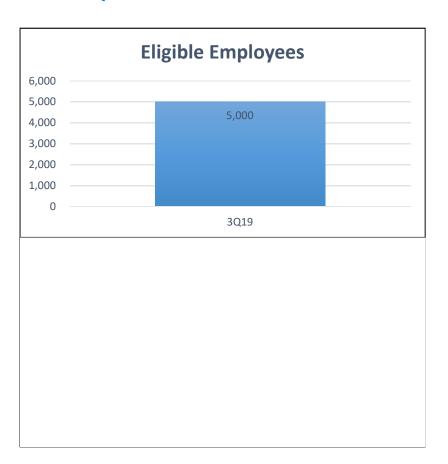
457 Deferred Compensation Plan

November 14, 2019



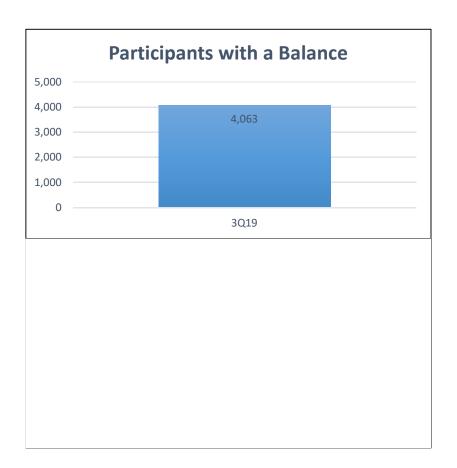
### Plan Statistics – 3Q19

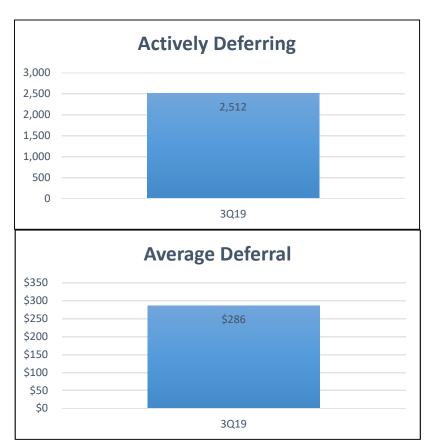






### Plan Statistics – 3Q19







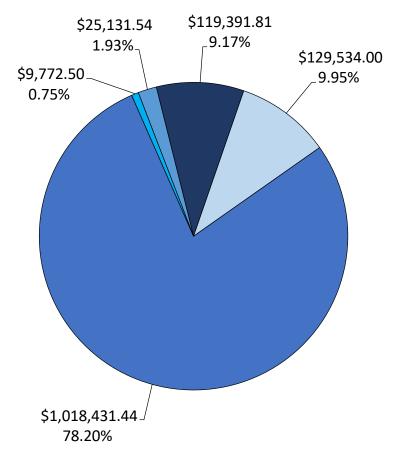
## Loan Activity – 3Q19

Quarter	Loans Initiated	General Purpose	Primary Residence	Loan Amount Issued	Average Loan Amount	Total Loan Balance	Loans Paid Off
	50	48	2	\$544,768	\$10,895	\$4,852,096	34
	35	35	0	\$326,981	\$9,342	\$4,537,205	21
	42	41	1	\$513,190	\$12,219	\$4,496,799	43
	54	52	2	\$828,790	\$15,348	\$4,815,194	40
	50	50	0	\$609,778	\$12,196	\$4,841,192	N/A

## Roth Activity – 3Q19

484	518	543	571	664
\$289,448	\$385,139	\$384,668	\$345,564	\$438,818
\$0	\$0	\$0	\$0	\$0
\$0	\$0	\$0	\$0	\$0
\$3,155,942	\$3,234,997	\$3,888,464	\$4,161,079	\$4,632,348

### Distributions – 3Q19



Total distributions for 3Q19: \$1,302,261.29

■ Death □ RMD ■ Termination ■ UE ■ In-Service (Rollover Sources)



## Transfers Out – 3Q19

ALLIANZ LIFE INSURANCE COMPANY	\$27,338.54	1
ASCENSUS TRUST	\$122,187.00	1
CHARLES SCHWAB & CO INC	\$259,280.15	2
EDWARD JONES	\$84,427.48	2
FIDELITY MANAGEMENT TRUST COMPANY	\$757.45	1
GREAT AMERICAN LIFE INSURANCE CO	\$406,551.55	1
JP MORGAN SECURITIES LLC	\$1,046,895.04	1
RAYMOND JAMES & ASSOC INC	\$284,478.41	1
TD AMERITRADE	\$125,684.26	1
VANGUARD FIDUCIARY TRUST COMPANY	\$299,957.35	2



### MONTEREY COUNTY SERVICE RECAP

#### NATIONWIDE RETIREMENT SOLUTIONS

9/30/19

### **Quick Plan Facts**

	As of 9/30/19
Total Participant Count	4,063
Active Participants	2,512
New Enrollments 3 <sup>rd</sup> Quarter	122
One on One Consultations	497
Online Accounts	1,946
Total Plan Assets (millions)	\$267.36
Total Deferrals YTD (millions)	\$5.08
Total Rollovers-In (thousands)	\$931.67

### 2019 Education, Workshops and Counseling

	<u> </u>	
Date	Event/Activity	Results
May – June	Pre-transition meetings	Completed
July 2 <sup>nd</sup>	Plan Transitioned	Completed
August	Attend Benefit Fairs at various locations	Completed
August	Justin is attending New Employee Orientations and staff meetings for group meetings and workshops	Ongoing
October	Retiree Seminar – Benefits of the plan in retirement	Completed

### **Upcoming Education Campaigns**

Creating Your Retirement Readiness Report Benefits of Staying in the Plan Increasing Your Contributions

### **Local Nationwide Service Team**

Jake Sours – Program Director/916-708-1320/soursj1@nationwide.com

Justin Bryant – Retirement Specialist/831/200/5501/Justin.Bryant/Nationwide.com

# Monterey County, CA Nationwide® Retirement Readiness Report

Plan-level summary of all participants retirement readiness Q3 2019

The Monterey County Retirement Readiness Report helps you understand how prepared your participants are to reach their retirement goals. Nationwide has provided your participants with a personalized retirement readiness report, which includes their balance, pension, and Social Security benefits.

This plan-level report summarizes the progress your participants are making towards meeting their retirement goal. For more detailed plan information, access the Gauging Success report on your plan website.

### Plan Participants

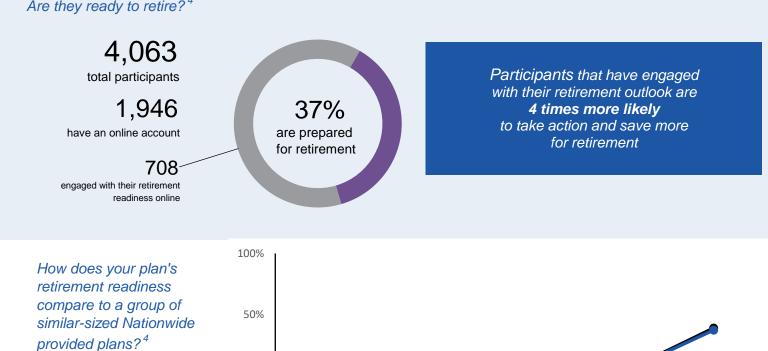
What is the status of all 4,063 participants enrolled in your plan?



### **Retirement Readiness**

How engaged are your participants?

Are they ready to retire?<sup>4</sup>



Q4 2018

Q1 2019

Q2 2019

Peer group of similar-sized plans

Monterey County

Q3 2019

0%

Q3 2018

<sup>&</sup>lt;sup>1</sup> Participant with a balance, "employed" status, and contributed in the last 3 months

<sup>&</sup>lt;sup>2</sup> Participant with a balance but no contribution in previous 3 months and no "payout" or "employed" status

<sup>&</sup>lt;sup>3</sup> Participant with a balance and "payout" status

<sup>&</sup>lt;sup>4</sup> These calculations are based on an 85% replacement ratio of pre-retirement income

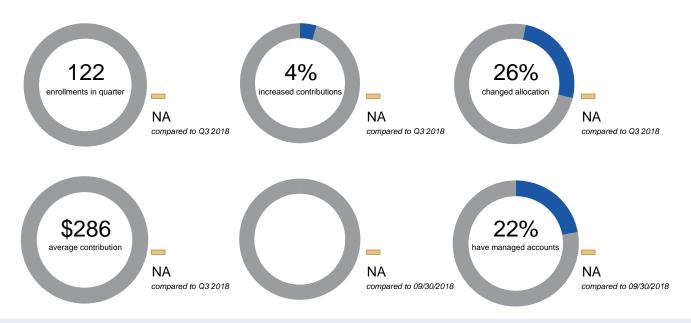


### **Monterey County, CA** Nationwide® Retirement Readiness Report

Plan-level summary of all participants retirement readiness Q3 2019

### **Account Activity**

What key activities are the 4,063 participants taking to educate themselves and increase their retirement readiness?



### **Top Opportunities**



#### Encourage online account usage

48% of participants have set up an online account. By establishing an online account, participants can access their personalized Retirement Readiness Report and take action to improve their readiness.



#### Encourage increased contributions

Small increases can really add up. By encouraging participants to increase their contribution, time and compounding may build momentum for their retirement readiness.



#### Encourage enrollment

One step towards improving an employee's financial well-being is ensuring all of your eligible employees are enrolled in a deferred compensation plan. Take this opportunity to promote the benefits of enrolling.



#### **Encourage ProAccount enrollment**

With Nationwide ProAccount, participants get the peace of mind that comes from professional investment management, periodic adjustments based on market conditions, and personalized asset allocation.



FOR PLAN SPONSOR AND CONSULTANT USE ONLY

Investment advice for Nationwide ProAccount is provided to plan participants by Nationwide Investment Advisors, LLC ("NIA"), an SEC-registered investment advisor. There is an additional fee for the Nationwide ProAccount managed account service.

Retirement specialists are registered representatives of Nationwide Investment Services Corporation, member FINRA.

Not a deposit \* Not FDIC or NCUSIF insured \* Not guaranteed by the institution \* Not insured by any federal government agency

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NRM-15148AO.2 (03/17)



# Gauging Success

### PLAN REVIEW Monterey County, CA

As of September 30, 2019



## **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:

\$100 million - \$1 billion

#### **Table of Contents**

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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.

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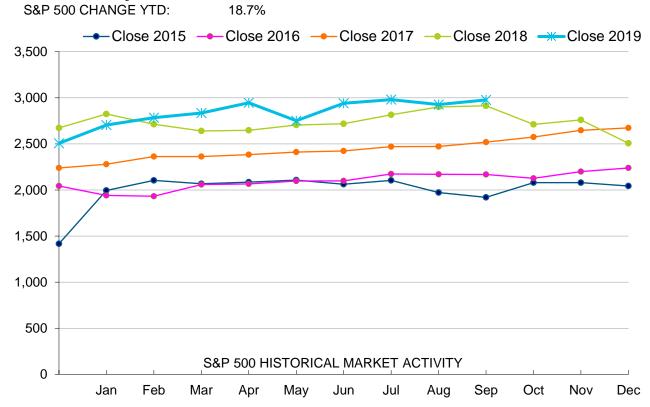
## **EXECUTIVE SUMMARY**

#### **Plan Contribution Limits for 2019**

Regular Limit: \$19,000 50+ Catch-Up: \$25,000 3-Year Catch-Up: \$38,000

Quick Plan Fac	cts	Actual as of 09/30/19	% Chng from 1 year ago
	Total Participant Count	4,063	NA
	Total New Enrollments YTD Count	122	NA
	Total Plan Assets (millions)	\$267.36	NA
	Total Deferrals YTD (millions)	\$5.08	NA
	Total Rollovers-In YTD (thousands)	\$931.67	NA
	ProAccount Assets (thousands)	\$37,588.10	NA
	ProAccount Participant Count	898	NA

### **Market Activity**



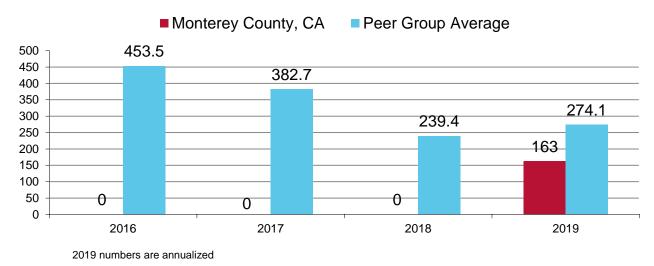
The 500 companies included in this index are selected by the S&P Index committee; a few of the mitigating factors are market size, industry representation and liquidity. This index is designed to be an overall indication of the United States stock market. The 500 securities represent approximately 75%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

## PLAN PARTICIPATION

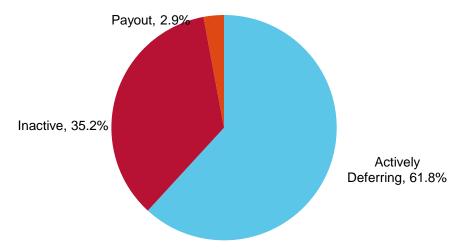
Partici	pant Status	12/31/16	12/31/17	12/31/18	9/30/19	% Chng from 1 year ago
	# of Participants Actively Deferring	0	0	0	2,512	NA
	# of Inactive Participants*	0	0	0	1,432	NA
	# of Participants in Payout	0	0	0	119	NA
	Total Participants	0	0	0	4,063	NA

<sup>\*</sup> Inactive participants are those with a balance, not deferring and not in payout

### **New Participant Count**



### Total Participants as of 09/30/19

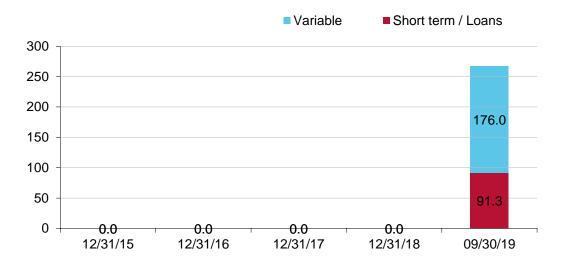


## PLAN ASSETS

### **Total Plan Assets (Millions)**

					% Ching Ironi
12/31/15	12/31/16	12/31/17	12/31/18	9/30/19	1 year ago
\$0.0	\$0.0	\$0.0	\$0.0	\$267.4	NA

### **Plan Assets Summary (Millions)**



### **Plan Assets by Investment Class (Millions)**

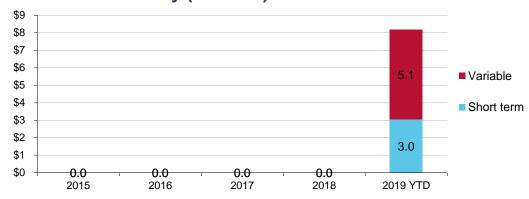
Investment Class	12/31/17	12/31/18	09/30/19	% of Total
Asset Allocation	\$0.00	\$0.00	\$45.46	17.0%
International	\$0.00	\$0.00	\$18.26	6.8%
Small Cap	\$0.00	\$0.00	\$9.10	3.4%
Mid Cap	\$0.00	\$0.00	\$29.85	11.2%
Large Cap	\$0.00	\$0.00	\$49.34	18.5%
Balanced	\$0.00	\$0.00	\$0.00	0.0%
Bonds	\$0.00	\$0.00	\$18.17	6.8%
Short term	\$0.00	\$0.00	\$86.74	32.4%
SDO	\$0.00	\$0.00	\$5.83	2.2%
Specialty	\$0.00	\$0.00	\$0.00	0.0%
Loan	\$0.00	\$0.00	\$4.61	1.7%
Total	\$0.00	\$0.00	\$267.36	100.0%

## PLAN CONTRIBUTIONS

### **Total Contributions by Year (Millions)**

						% Chng from 1 year
	2015	2016	2017	2018	2019 YTD	ago
Deferrals	\$0.0	\$0.0	\$0.0	\$0.0	\$5.1	NA
Rollovers-In	\$0.0	\$0.0	\$0.0	\$0.0	\$0.9	NA
Other	\$0.0	\$0.0	\$0.0	\$0.0	\$2.2	NA
Total	\$0.0	\$0.0	\$0.0	\$0.0	\$8.2	NA

### **Plan Contributions Summary (Millions)**



### **Plan Contributions by Investment Class (Thousands)**

Investment Class	2017	2018	2019 YTD	% Total
Asset Allocation	\$0.00	\$0.00	\$2,046.31	25.0%
International	\$0.00	\$0.00	\$648.61	7.9%
Small Cap	\$0.00	\$0.00	\$257.12	3.1%
Mid Cap	\$0.00	\$0.00	\$636.88	7.8%
Large Cap	\$0.00	\$0.00	\$1,021.80	12.5%
Balanced	\$0.00	\$0.00	\$0.00	0.0%
Bonds	\$0.00	\$0.00	\$532.53	6.5%
Short term	\$0.00	\$0.00	\$3,033.40	37.1%
SDO	\$0.00	\$0.00	\$0.00	0.0%
Specialty	\$0.00	\$0.00	\$0.00	0.0%
Loan	\$0.00	\$0.00	\$0.00	0.0%
Total	\$0.00	\$0.00	\$8,176.66	100.0%

## **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 7,700 clients \* and have a 99% plan retention rate
- We provide education and service to more than 1.7 million participants \*
- We manage over \$101 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.

<sup>\*</sup>As of 09/30/19

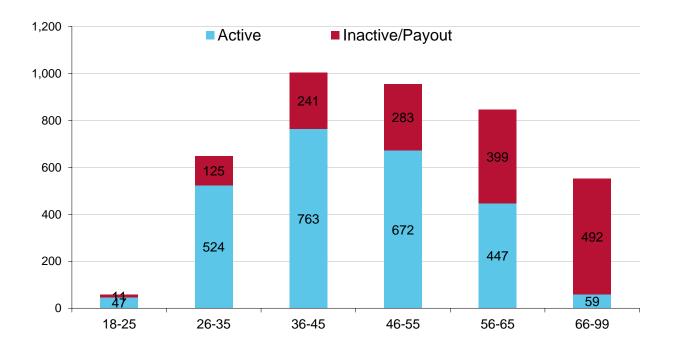
# APPENDIX

## PLAN PARTICIPATION

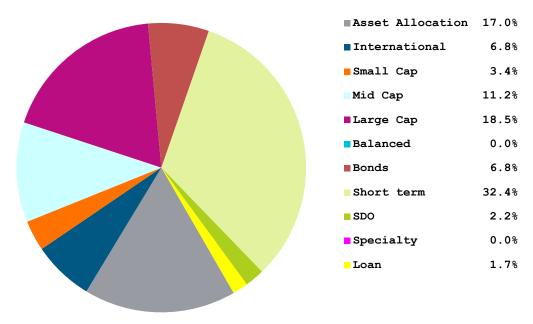
### Participant Counts by Age as of 09/30/19

Age Group	Total Participant Count	Male Participant Count	Female Participant Count	Actively Def Participant Count	Inactive / Payout Count
18-25	58	26	32	47	11
26-35	649	219	430	524	125
36-45	1,004	305	699	763	241
46-55	955	301	654	672	283
56-65	846	277	569	447	399
66-99	551	224	327	59	492
Total	4,063	1,352	2,711	2,512	1,551

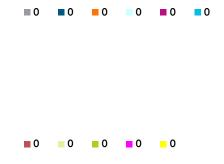
### Participant Counts by Age as of 09/30/19



#### Monterey County, CA Asset Allocation as of 09/30/19

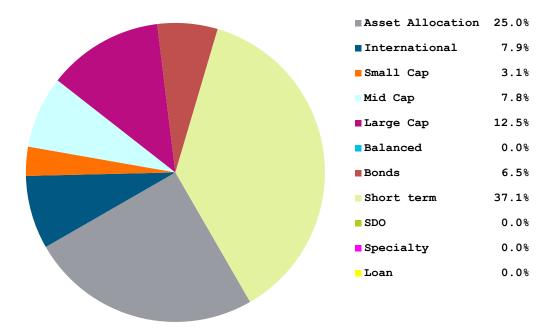


Monterey County, CA Asset Allocation as of 09/30/18

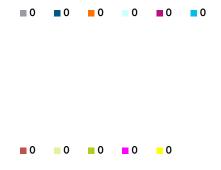


## PLAN CONTRIBUTIONS

### **Monterey County, CA Contribution Allocation 2019 YTD**



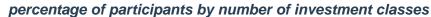
Monterey County, CA Contribution Allocation 2018 YTD

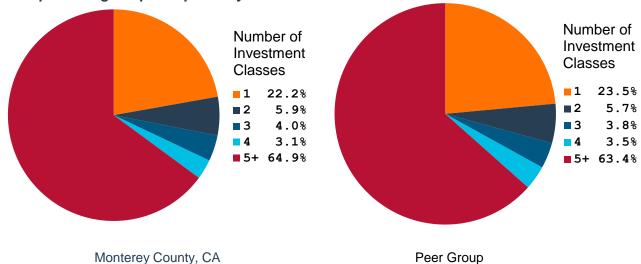


Your Peer Group is NRS cases, within your state, with assets of \$100 million - \$1 billion. The peer group consists of 15 NRS cases.

	Monterey County, CA	Peer Group	Recommended
Average # of asset classes	3.9	4.0	5.0
Average annualized deferrals	\$6,582	\$6,076	
Average assets	\$65,803	\$73,449	

### Asset Allocation Summary as of 09/30/19

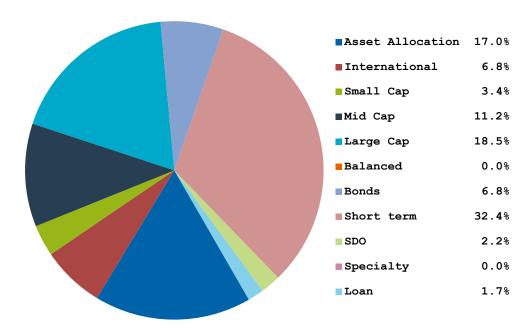




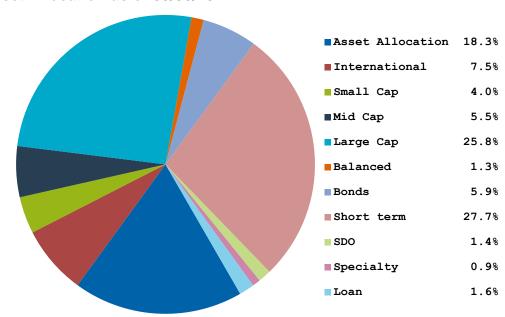
### Average Account Balance and Annualized Deferrals by Age Group as of 09/30/19

Age Group	Monterey County, CA	Peer Group	Monterey County, CA	Peer Group	
	Account Bala	ince	Annualized Deferrals		
18-25	\$4,114	\$5,326	\$3,961	\$3,313	
26-35	\$11,789	\$14,438	\$4,465	\$4,151	
36-45	\$33,694	\$42,362	\$5,380	\$5,220	
46-55	\$71,031	\$85,504	\$7,221	\$6,962	
56-65	\$107,752	\$114,338	\$9,766	\$8,802	
66-99	\$120,954	\$127,247	\$11,594	\$10,755	

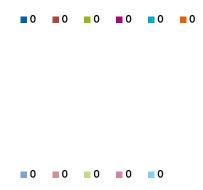
### Monterey County, CA Asset Allocation as of 09/30/19



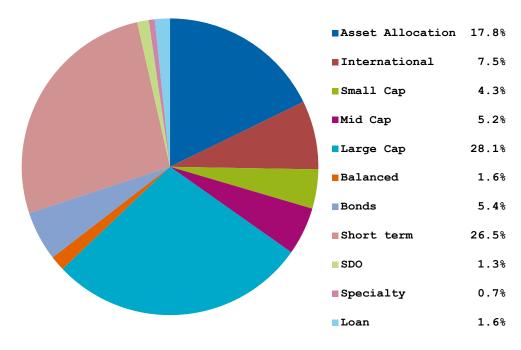
#### Peer Group Asset Allocation as of 09/30/19



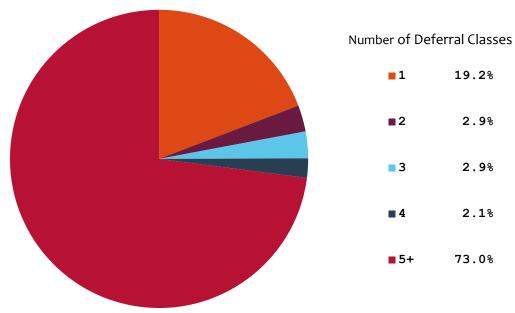
Monterey County, CA Asset Allocation as of 09/30/18



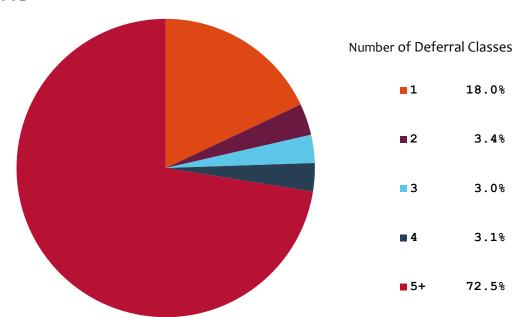
#### Peer Group Asset Allocation as of 09/30/18



Deferral allocation summary: percentage of participants by number of deferral investment classes Monterey County, CA 2019 YTD

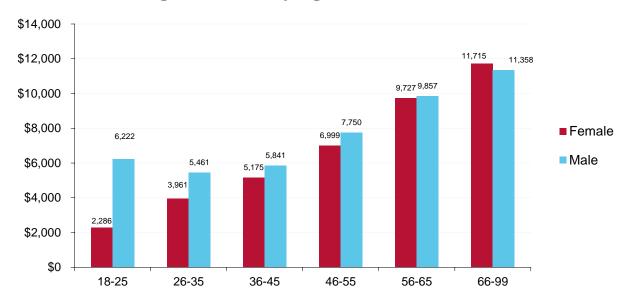


#### Peer Group 2019 YTD

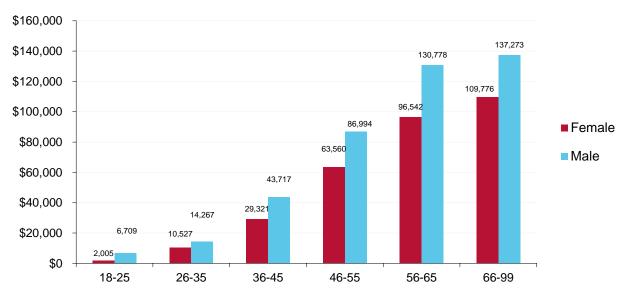


## PARTICIPANT DEMOGRAPHICS

### Male/Female Average Deferrals by Age

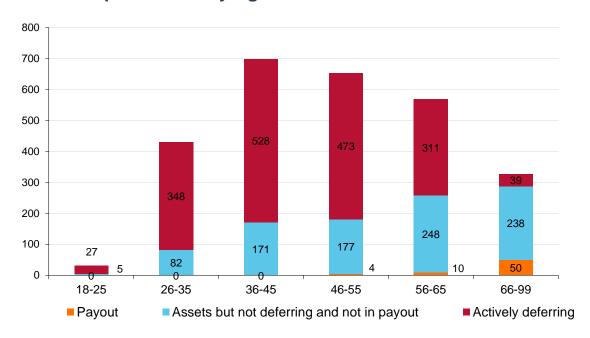


### Male/Female Average Account Balance by Age as of 09/30/19

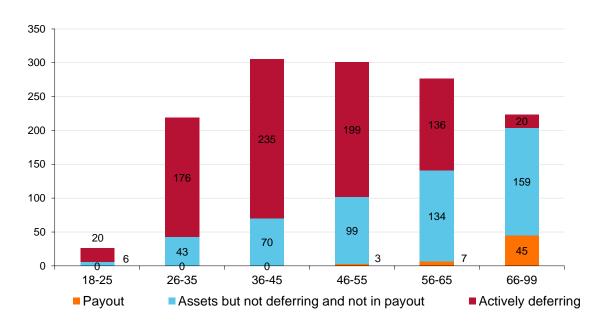


## PARTICIPANT DEMOGRAPHICS

### Female Participant Count by Age and Status as of 09/30/19



### Male Participant Count by Age and Status as of 09/30/19



## PLAN ASSETS

as of 09/30/19		% of	Count / % of	
Fund	<b>Asset Value</b>	Assets	<b>Participants</b>	
Asset Allocation				
Vanguard Target Retirement 2015 Fund - Investor Shares	2,502,156.64	0.9%	118	2.9%
Vanguard Target Retirement 2020 Fund - Investor Shares	676,881.91	0.3%	24	0.6%
Vanguard Target Retirement 2025 Fund - Investor Shares	16,160,240.33	6.0%	582	14.3%
Vanguard Target Retirement 2030 Fund - Investor Shares	390,464.18	0.1%	27	0.7%
Vanguard Target Retirement 2035 Fund - Investor Shares	10,232,939.82	3.8%	436	10.7%
Vanguard Target Retirement 2040 Fund - Investor Shares	33,919.04	0.0%	19	0.5%
Vanguard Target Retirement 2045 Fund - Investor Shares	3,379,955.46	1.3%	260	6.4%
Vanguard Target Retirement 2050 Fund - Investor Shares	206,256.22	0.1%	25	0.6%
Vanguard Target Retirement 2055 Fund - Investor Shares	1,328,179.14	0.5%	232	5.7%
Vanguard Target Retirement 2060 Fund - Investor Shares	8,121,196.00	3.0%	287	7.1%
Vanguard Target Retirement Income Inv	2,423,194.66	0.9%	97	2.4%
Sub-Total Asset Allocation	45,455,383.40	17.0%		
Bonds				
Fidelity U.S. Bond Index Fund	7,899,243.27	3.0%	992	24.4%
Sterling Capital Total Return Bond Fund – Class R6	10,275,291.98	3.8%	1,241	30.5%
Sub-Total Bonds	18,174,535.25	6.8%	•	
International				
EuroPacific Growth Fund(R) - Class R6	10,257,807.61	3.8%	1,307	32.2%
Fidelity Total International Index Fund	2,859,874.38	1.1%	729	17.9%
Hartford Schroders International Multi-Cap Value Fund - Class SDR	5,137,910.11	1.9%	912	22.4%
Sub-Total International	18,255,592.10	6.8%		
Large Cap				
DFA U.S. Large Cap Value Portfolio - Institutional Class	9,411,934.38	3.5%	1,188	29.2%
Fidelity 500 Index Fund	28,836,418.17	10.8%	1,595	39.3%
T. Rowe Price Institutional Large-Cap Growth Fund	11,094,532.23	4.1%	1,201	29.6%
Sub-Total Large Cap	49,342,884.78	18.5%	1,201	20.070
THE PERSON NAMED IN COLUMN TO SERVICE OF THE PERSON NAMED IN COLUMN TO SERVICE	10,012,004.70	10.070		

Loan

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 09/30/19 <b>Fund</b>	Asset Value	% of Assets	Count / % of Participants	
Loan Outstanding Principal Balance	4,607,596.03	1.7%	540	13.3%
Sub-Total Loan	4,607,596.03	1.7%		
Mid Cap				
Fidelity Mid Cap Index Fund	6,432,568.78	2.4%	1,184	29.1%
MFS Mid Cap Growth Fund - Class R6	5,759,811.04	2.2%	1,133	27.9%
Wells Fargo Special Mid Cap Value Fund - Class R6	17,655,410.02	6.6%	1,393	34.3%
Sub-Total Mid Cap	29,847,789.84	11.2%		
SDO				
Schwab Personal Choice Retirement Account	5,828,263.79	2.2%	63	1.6%
Sub-Total SDO	5,828,263.79	2.2%		
Short Term Investments				
Nationwide Fixed Fund	86,739,827.74	32.4%	1,637	40.3%
Sub-Total Short Term Investments	86,739,827.74	32.4%		
Small Cap				
DFA U.S. Targeted Value Portfolio - Institutional Class	2,338,692.30	0.9%	981	24.1%
Fidelity Small Cap Index Fund	3,460,345.43	1.3%	963	23.7%
Hood River Small-Cap Growth Fund - Retirement Shares	3,305,854.25	1.2%	269	6.6%
Sub-Total Small Cap	9,104,891.98	3.4%		

Total 267,356,764.91

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.