



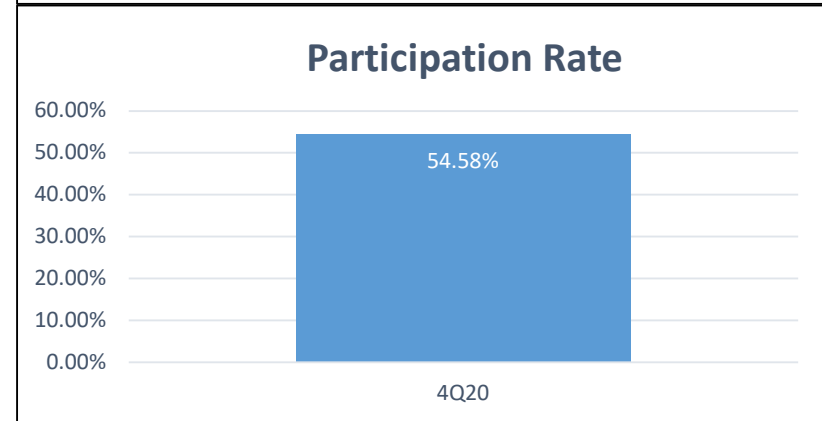
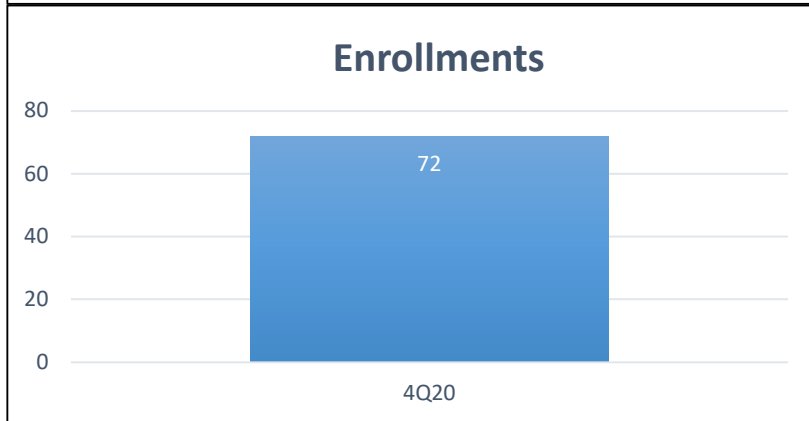
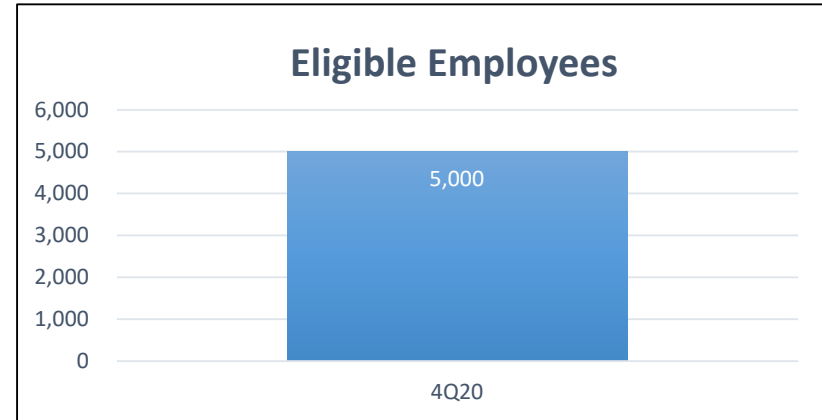
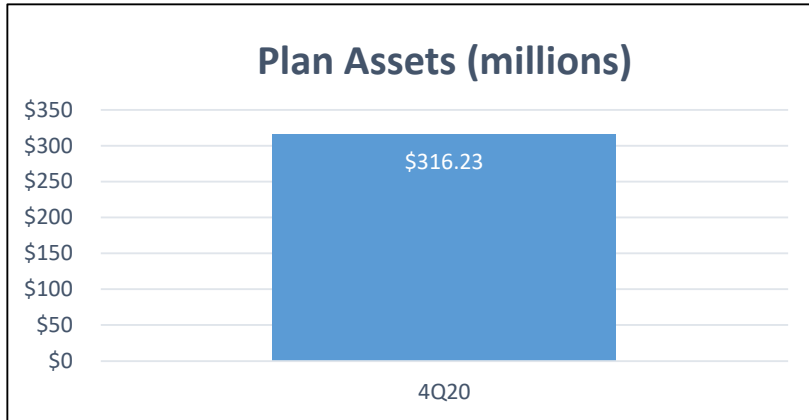
# Monterey County

## 457 Deferred Compensation Plan

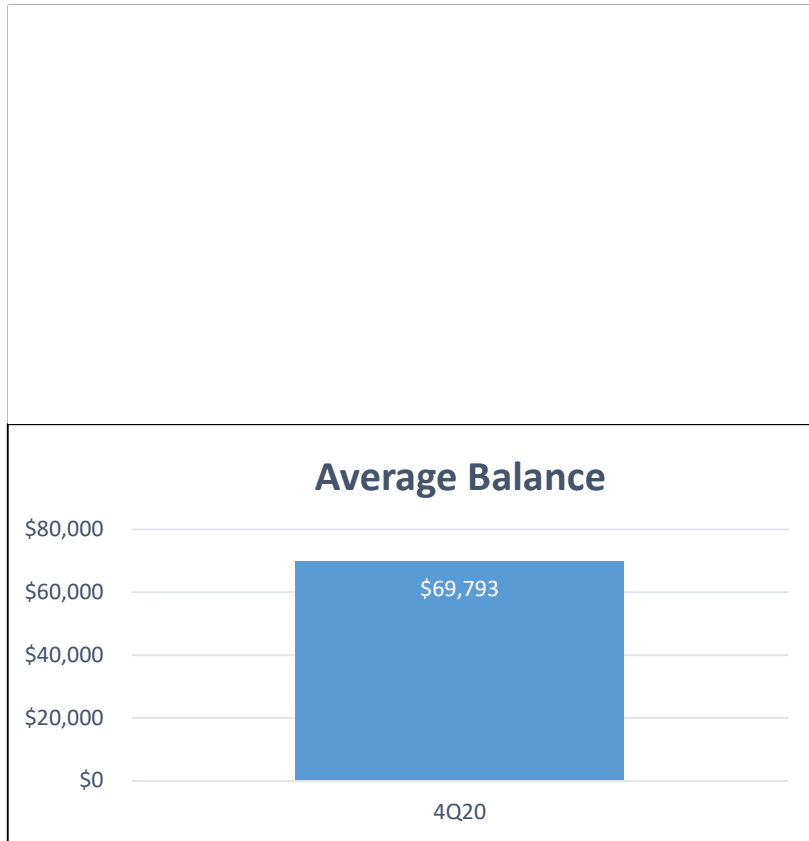
February 17, 2021



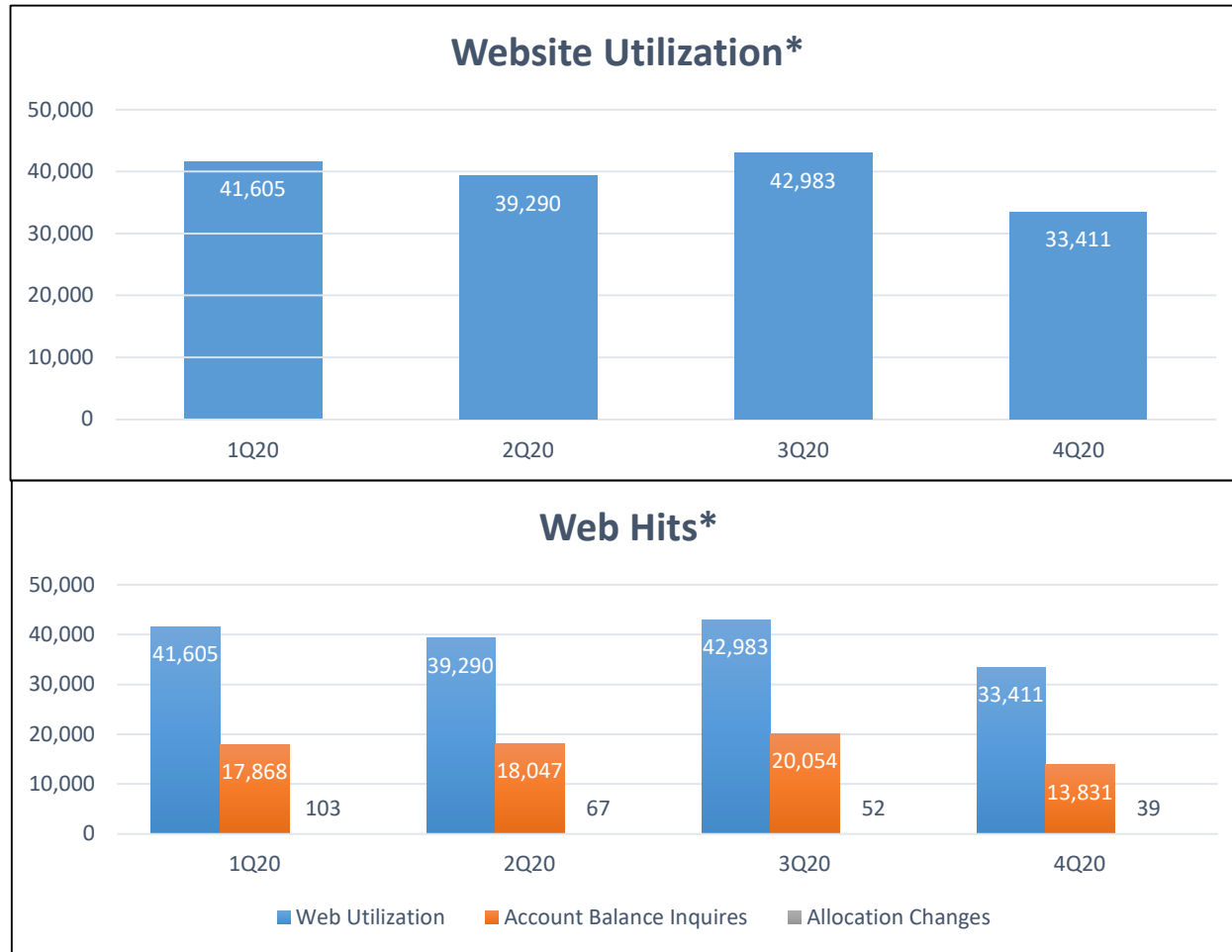
## Plan Statistics – 4Q20



## Plan Statistics – 4Q20



## Plan Statistics – 4Q20



\*Web Utilization represents total web hits for the quarter. Web Hits represents total hits for the listed categories.

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## Loan Activity – 4Q20

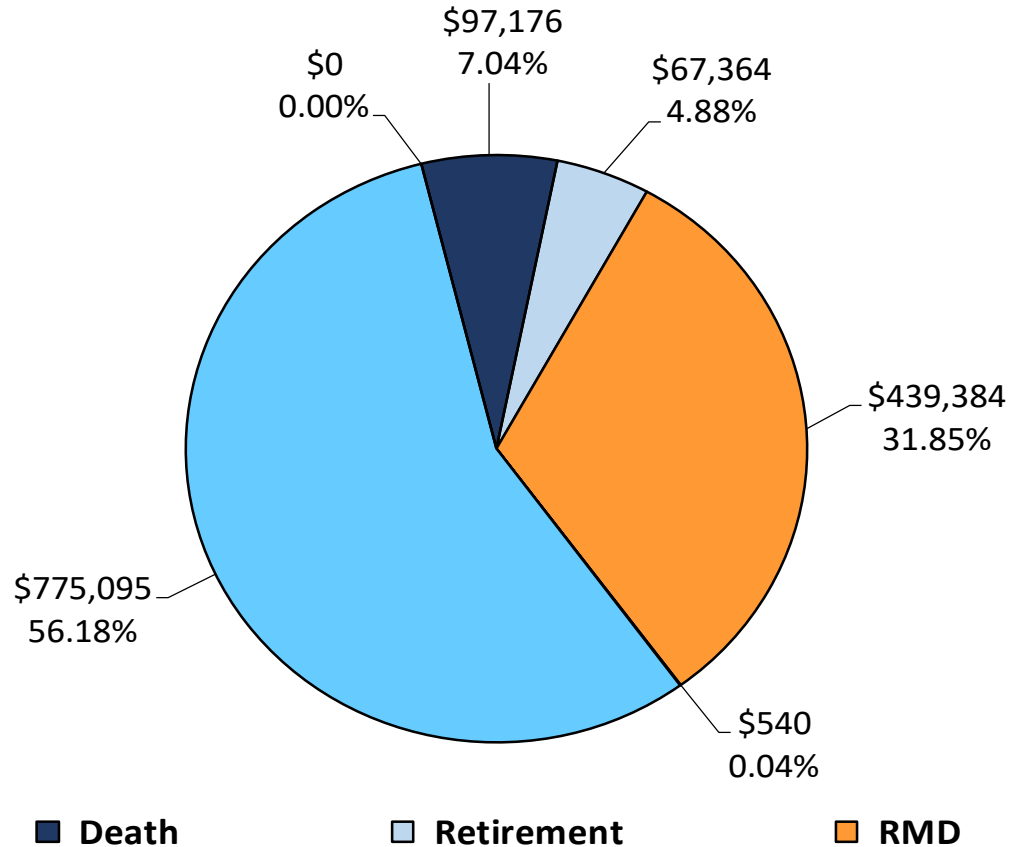
	42	41	1	\$513,190	\$12,219	\$4,496,799
	54	52	2	\$828,790	\$15,348	\$4,815,194
	50	50	0	\$609,778	\$12,196	\$4,841,192
	51	50	1	\$583,754	\$11,446	\$4,738,027
	52	50	2	\$883,627	\$16,993	\$4,971,638
	28	27	1	\$485,620	\$17,344	\$4,837,290
	53	53	0	\$852,141	\$16,078	\$5,150,827
	35	34	1	\$351,620	\$10,046	\$4,959,575

## Roth Activity – 4Q20

	543	571	660	553	601	624	685	711
	\$384,668	\$345,564	\$438,818	\$494,914	\$461,175	\$539,875	\$525,614	\$644,387
	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	\$0	\$0	\$0	\$4,223	\$2,236	\$4,505	\$4,535	\$4,577
	\$3,888,464	\$4,161,079	\$4,632,348	\$5,312,284	\$4,908,017	\$6,069,938	\$6,692,095	\$8,022,572

---

## Distributions – 4Q20\*



Total distributions for 4Q20: \$1,379,558.17

\*97 participants received CARES Act distributions in 2020, in the amount of \$1,764,143.

## Transfers Out – 4Q20

CHARLES SCHWAB & CO INC	\$25,941.83	1
EDWARD JONES TRUST CO	\$308,101.31	2
FIDELITY MANAGEMENT TRUST COMPANY	\$93,016.17	3
JP MORGAN SECURITIES LLC	\$109,004.64	1
LPL FINANCIAL LLC	\$54,096.26	1
MERRILL LYNCH PIERCE FENNER & SMITH	\$127,209.90	1
PERSHING LLC	\$222,700.76	3
RAYMOND JAMES & ASSOC INC	\$50,964.42	1
RBC CAPITAL MARKETS LLC	\$112,815.13	1
SYMETRA LIFE INSURANCE CO	\$109,506.08	1
TD AMERITRADE INSTITUTIONAL	\$84,630.64	1
ESCHEATMENT	\$45,834.10	2
VANGUARD FIDUCIARY TRUST COMPANY	\$739,593.26	3
WELLS FARGO CLEARING SERVICES LLC	\$58,058.42	1



# PLAN HEALTH REPORT

MONTEREY COUNTY 457B DEFERRED COMPENSATION PLAN

as of 12/31/2020



# WELCOME

We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. 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 improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: \$100 million - \$1 billion.

Thank you for your valued business. We look forward to helping improve retirement readiness for your participants.

## TABLE OF CONTENTS

Welcome		2
Executive summary		3
Participant demographics		5
Contributions & investments		7
Retirement readiness		9
Assets & fund details		10
Balance details		13
Opportunities		17

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## Quick plan facts

(as of 12/31/2020)

Metric	Current value	%Change from last quarter	%Change from last year
Participant Core Assets	\$302,849,645	10.00%	14.00%
Total Participant Count	4,410	0.92%	5.93%
Total New Enrollments YTD Count	395	22.29%	-90.38%
Total Deferrals YTD	\$21,743,215	37.00%	84.00%
Total Rollovers-In YTD	\$2,521,782	50.00%	-99.00%
ProAccount Participant Count	1,175	3.25%	18.21%
ProAccount Assets	\$55,681,694	16.00%	33.00%

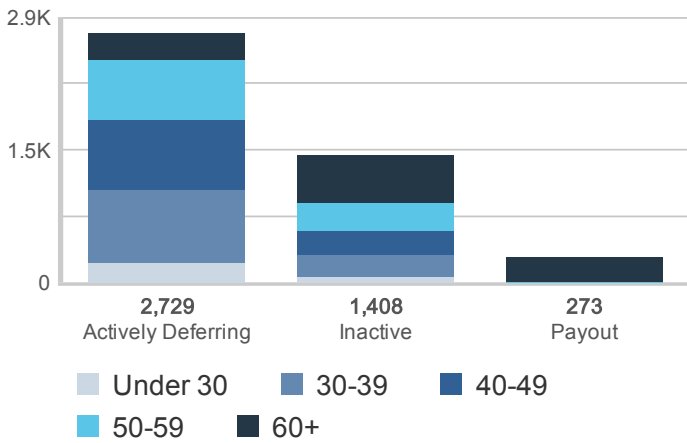
## 457 Plan Summary

**\$ TOTAL PARTICIPANT ACCOUNT BALANCE**  
(as of 12/31/2020)  
**\$316,232,943**



### How many are participating?

**ENROLLED PARTICIPANTS**  
(as of 12/31/2020)  
**4,410**



**NEW ENROLLMENTS**  
(Calendar year to date)  
**395**

### How are they saving & investing?

**WHAT YOUR PARTICIPANTS ARE CONTRIBUTING**  
(as of 12/31/2020)

**AVERAGE ACCOUNT BALANCE**  
**\$69,793**



**AVERAGE CONTRIBUTION**  
**\$303**



### How many participants are prepared for retirement

**Online engagement**  
(as of 12/31/2020)

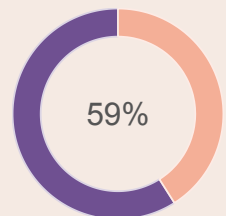
TOTAL ENROLLED PARTICIPANTS  
**4,410**

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT  
**3,006**

**Retirement readiness**  
(as of 12/31/2020)

PARTICIPANTS WITH A RETIREMENT GOAL  
**1,624**

PARTICIPANTS 'ON TRACK' FOR RETIREMENT



# PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan



ENROLLED PARTICIPANTS <sup>1</sup>  
(as of 12/31/2020)

4,410



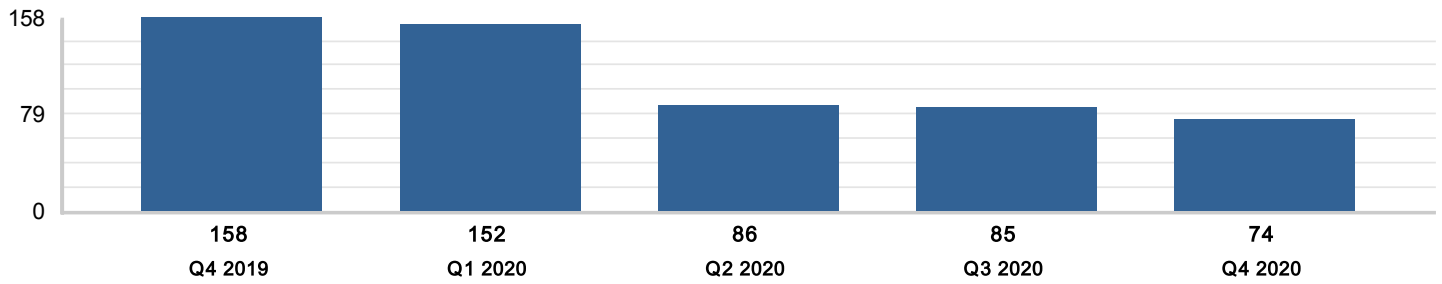
NEW ENROLLMENTS <sup>2</sup>  
(Calendar year to date)

395

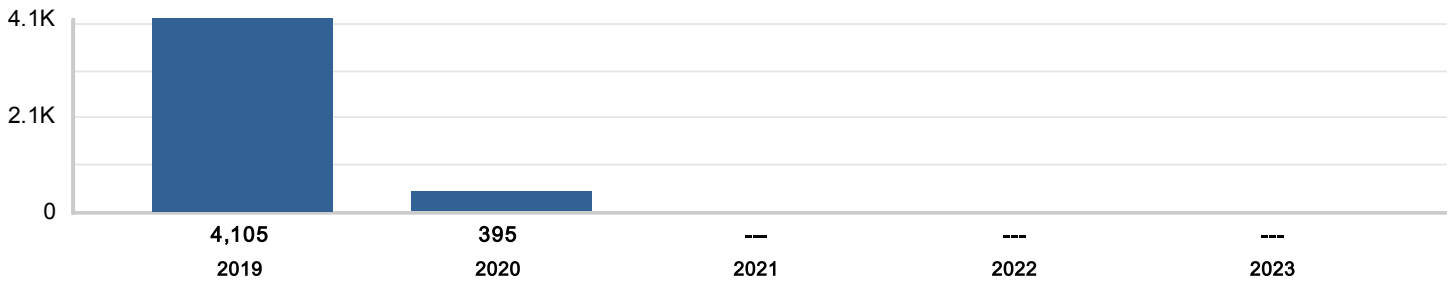
ONLINE ENROLLMENTS <sup>3</sup>  
(Calendar year to date)

298 out of 395

ENROLLMENT TRENDS (BY QUARTER) <sup>4</sup>



ENROLLMENT TRENDS (BY YEAR) <sup>4</sup>



<sup>1</sup> Total number of enrolled participants in this plan.

<sup>2</sup> Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.

<sup>3</sup> The number of online enrollments out of new enrollments.

<sup>4</sup> Total number of participants enrolled by quarter or by year.

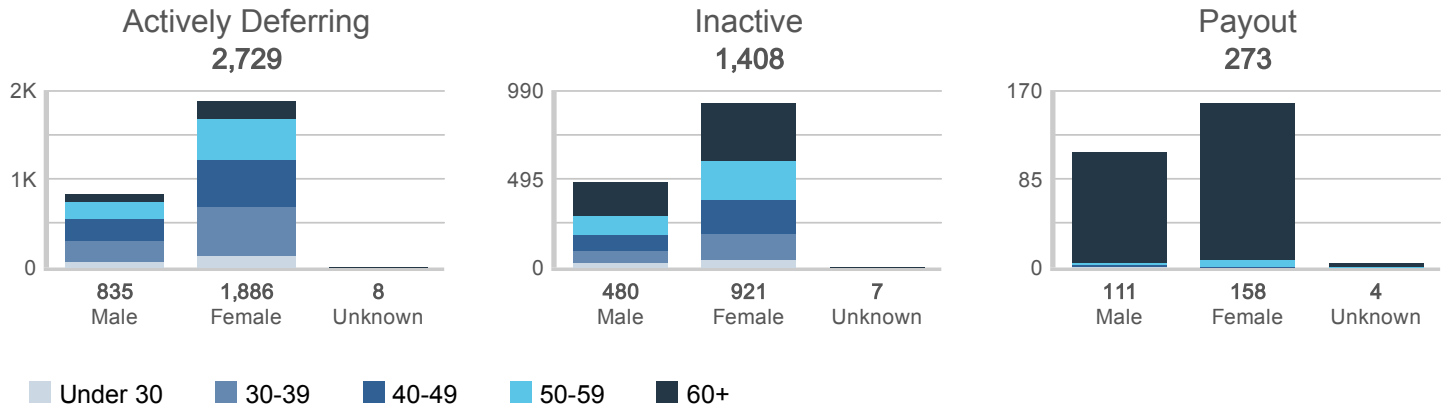
# PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan



### Enrolled participant data<sup>5</sup>

(as of 12/31/2020)



**Actively Deferring**  
2,729

**Inactive**  
1,408

**Payout**  
273

	Actively Deferring			Inactive			Payout		
	Male	Female	Unknown	Male	Female	Unknown	Male	Female	Unknown
Under 30	77	139	2	23	40	0	1	0	0
30 - 39	240	545	4	71	155	2	1	1	0
40 - 49	237	546	2	90	179	1	0	0	0
50 - 59	198	460	0	107	221	0	3	7	1
60+	83	196	0	189	326	4	106	150	3

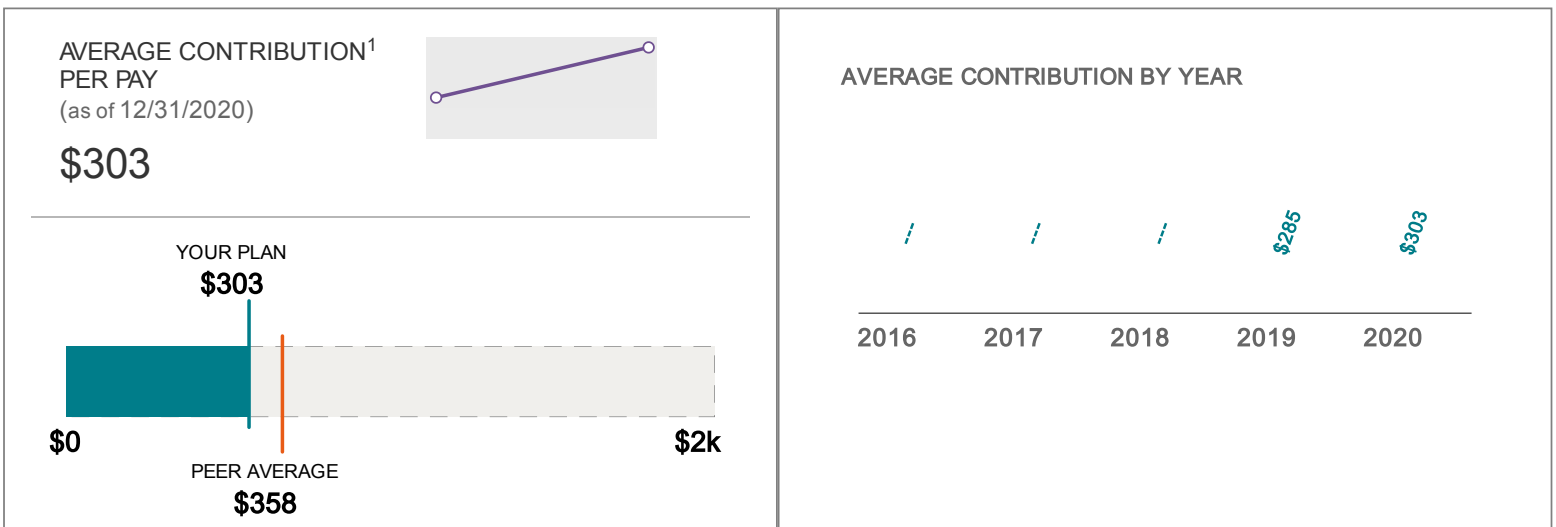
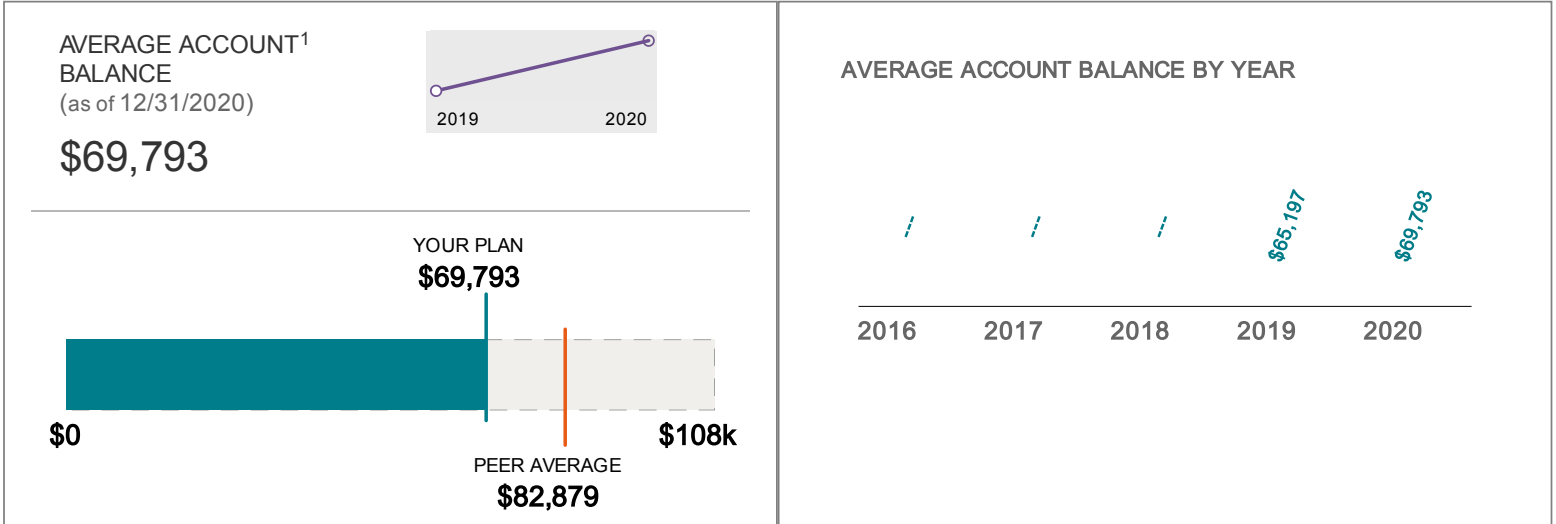
<sup>5</sup> Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed.

Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout.

Payout - Participants with a balance and a status of payout.

# CONTRIBUTIONS & INVESTMENTS

## What your participants are contributing



## Balances & contributions by age & gender

(as of 12/31/2020)

	Average account balance			Average annualized contributions		
	Male	Female	Unknown	Male	Female	Unknown
Under 30	\$13,509	\$5,808	\$3,271	\$5,363	\$3,828	\$2,600
30 - 39	\$27,962	\$20,491	\$7,951	\$7,766	\$5,381	\$15,179
40 - 49	\$62,584	\$47,443	\$7,990	\$8,132	\$6,561	\$13,821
50 - 59	\$111,801	\$86,059	\$39,115	\$10,704	\$7,916	\$0
60+	\$147,547	\$114,777	\$110,043	\$9,734	\$10,858	\$0

<sup>1</sup>A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with \$100 million - \$1 billion.

# CONTRIBUTION & INVESTMENTS

## What your participants are contributing

**7%** PARTICIPANTS WITH INCREASED CONTRIBUTIONS  
(Calendar year to date)

**2%** PARTICIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE  
(Calendar year to date)

### 2020 IRS limits

Regular Limit \$19,500

50+ Catch Up \$6,500

3-Year Catch Up \$19,500

## How your participants are invested

### ASSET ALLOCATION <sup>1</sup> (as of 12/31/2020)

#### NUMBER OF ASSET CLASSES

1	20.1%
2	5.0%
3	3.2%
4	2.5%
5+	69.2%



### ASSET DIVERSIFICATION <sup>2</sup> (as of 12/31/2020)

#### AVG. # ASSET CLASSES

4.6

#### PEER GROUP

4.5

#### RECOMMENDED

5



### ProAccount

(as of 12/31/2020)

#### TOTAL PROACCOUNT BALANCE

**\$55,681,694**

#### PARTICIPANTS WITH PROACCOUNT

**1,175**

*out of 4,410 total enrolled participants*

#### AVG ACCOUNT BALANCE WITH PROACCOUNT

**\$47,389**



### Schwab Personal Choice Retirement Account

(as of 12/31/2020)

#### Number of accounts

65

#### Balance

**\$8,423,723**

<sup>1</sup> Percentage of participants by number of investment classes.

<sup>2</sup> Average number of asset classes - Average number of asset classes in which participants are invested.

Peer group - Average number of asset classes in which this peer group (cases with \$100 million - \$1 billion) is invested.

Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.



## How many participants are prepared for retirement



### Online engagement

(as of 12/31/2020)

TOTAL ENROLLED PARTICIPANTS

4,410

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

3,006



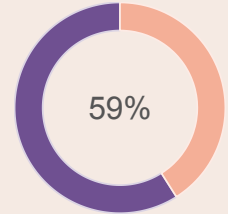
### Retirement readiness

(as of 12/31/2020)

PARTICIPANTS WITH A RETIREMENT GOAL <sup>1</sup>

1,624

PARTICIPANTS 'ON TRACK' FOR RETIREMENT <sup>2</sup>

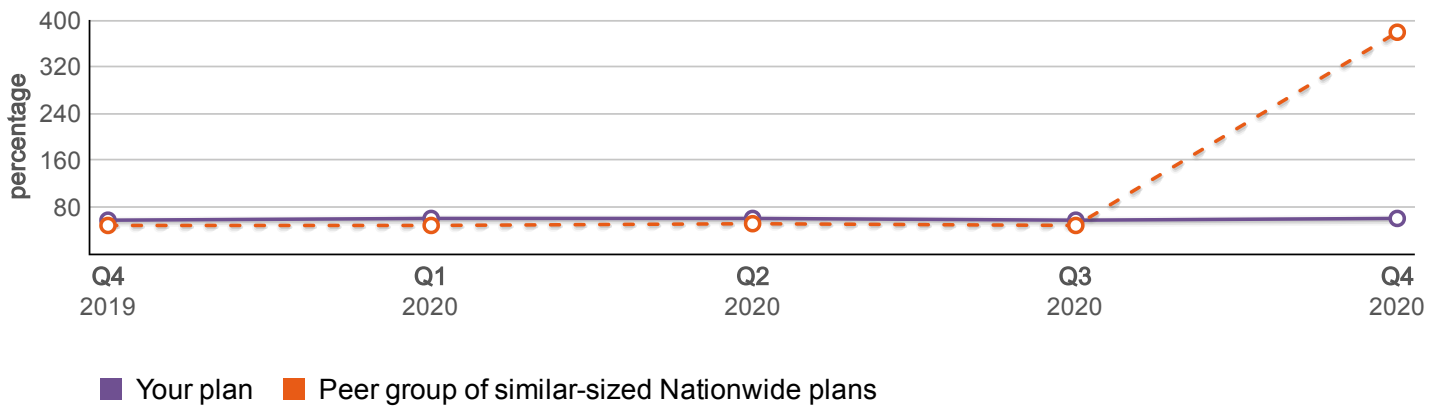


Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.



## Peer comparison

### Retirement readiness peer comparison



NRM-17390AO

<sup>1</sup> Participants with a retirement goal from My Interactive Retirement Planner®.

<sup>2</sup> Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (.915 or higher).

 Asset class totals

Asset class	2018	2019	2020 YTD	% of total
Mid cap	---	\$31,425,883.46	\$29,059,993.84	9.2%
Large cap	---	\$51,605,235.10	\$68,850,986.43	21.8%
Bonds	---	\$19,130,870.08	\$20,473,858.45	6.5%
SDO	---	\$6,236,036.48	\$8,423,723.15	2.7%
Loan	---	\$4,791,086.34	\$4,959,575.32	1.6%
Asset allocation	---	\$49,267,446.33	\$59,248,250.61	18.7%
International	---	\$19,744,145.00	\$22,826,412.28	7.2%
Small cap	---	\$9,134,678.81	\$9,904,661.15	3.1%
Fixed assets and cash	---	\$86,315,118.55	\$92,485,481.78	29.2%
<b>Total</b>	<b>\$0.00</b>	<b>\$277,650,500.15</b>	<b>\$316,232,943.01</b>	<b>100%</b>

 Total contributions by asset class

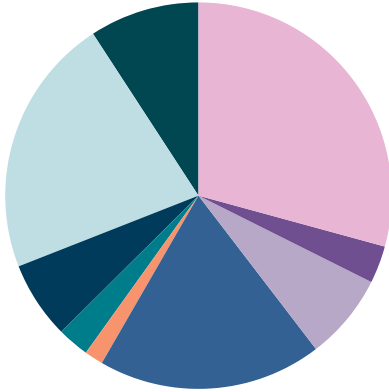
Asset class	2018	2019	2020 YTD	% of total
Mid cap	---	\$32,075,863.71	\$1,844,999.77	7.7%
Large cap	---	\$49,840,265.57	\$4,233,301.84	17.7%
Bonds	---	\$15,693,634.57	\$2,009,511.59	8.4%
Asset allocation	---	\$51,675,874.15	\$8,061,365.09	33.7%
International	---	\$16,959,682.86	\$2,375,024.20	9.9%
Small cap	---	\$8,950,218.87	\$768,027.15	3.2%
Fixed assets and cash	---	\$91,719,628.07	\$4,594,658.27	19.2%
<b>Total</b>	<b>—</b>	<b>\$266,915,167.80</b>	<b>\$23,886,887.91</b>	<b>100%</b>

2020



## Asset allocation

(as of 12/31/2020)



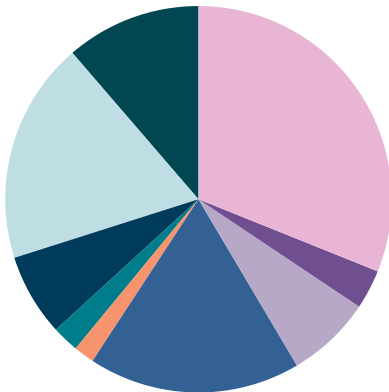
ASSET CLASS	YOUR PLAN	PEER GROUP	DIFFERENCE
Mid cap	9.2%	5.5%	3.7% ●
Large cap	21.8%	19.7%	2.1% ●
Balanced	0.0%	1.6%	0.0%
Bonds	6.5%	4.2%	2.2% ●
Short term	0.0%	2.1%	0.0%
SDO	2.7%	0.1%	2.6% ●
Specialty	0.0%	0.6%	0.0%
Loan	1.6%	0.0%	1.5% ●
Asset allocation	18.7%	12.9%	5.8% ●
International	7.2%	5.6%	1.6% ●
Small cap	3.1%	3.2%	0.0%
Fixed assets and cash	29.2%	44.6%	-15.4% ●

2019



## Asset allocation

(as of 12/31/2019)



ASSET CLASS	YOUR PLAN	PEER GROUP	DIFFERENCE
Mid cap	11.3%	5.0%	6.3% ●
Large cap	18.6%	18.9%	-0.3% ●
Balanced	0.0%	1.6%	0.0%
Bonds	6.9%	4.1%	2.8% ●
Short term	0.0%	2.1%	0.0%
SDO	2.2%	0.0%	2.2% ●
Specialty	0.0%	0.6%	0.0%
Loan	1.7%	0.0%	1.7% ●
Asset allocation	17.7%	15.0%	2.8% ●
International	7.1%	5.5%	1.6% ●
Small cap	3.3%	3.2%	0.1% ●
Fixed assets and cash	31.1%	43.8%	-12.7% ●

# BALANCE DETAILS



## Total account balance

(as of 12/31/2020)

Money source	Current value
<b>Participant assets</b>	<b>\$316,232,943.01</b>
Salary Reduction	\$280,689,037.57
Rollover (Pre-Tax)	\$10,884,751.64
Rollover (Pre-Tax) IRR 2016	\$2,739.42
Rollover 457	\$3,202,755.91
Roth Contribution	\$8,022,572.36
Roth Rollover	\$32,268.57
Roth Rollover 457	\$4,576.57
Salary Reduction IRR	\$10,942.50
Loan balance	\$4,959,575.32
SDO balance	\$8,423,723.15
<b>Total plan assets</b>	<b>\$316,232,943.01</b>

# BALANCE DETAILS



## Loan Details

(as of 12/31/2020)

Loan type	Number of loans	Principal value
<b>Active loans</b>		
General purpose loan	459	\$4,217,138.09
Primary residence loan	29	\$463,656.32
<b>Defaulted loans*</b>		
General purpose loan	63	\$278,780.91
<b>Total</b>	<b>551</b>	<b>\$4,959,575.32</b>

\* Default amounts are included in Beginning and Ending Balance



## Contributions and transfers/rollovers-in

(as of 12/31/2020)

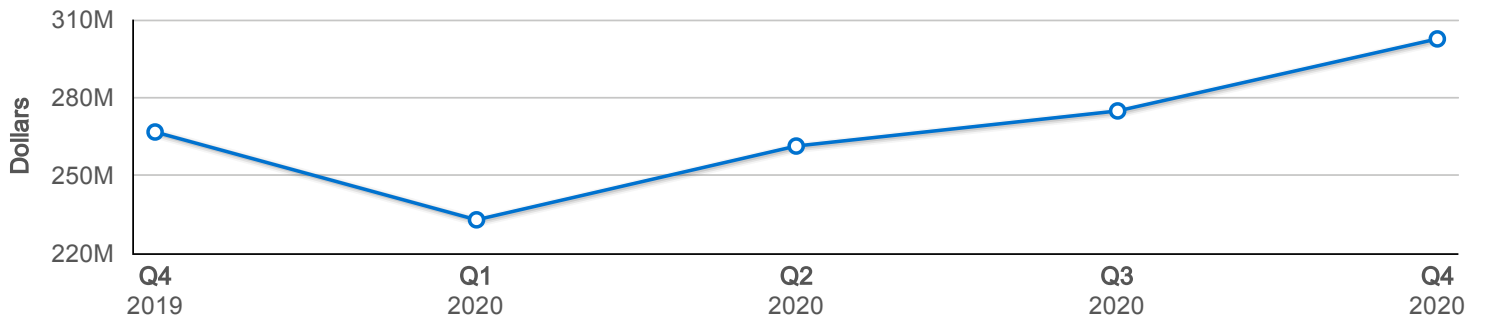
Type	Year to date
Contributions	\$21,743,215.31
Transfers/Rollovers-In	\$2,143,672.60
<b>Total</b>	<b>\$23,886,887.91</b>



## Balance activity by quarter

Change in balance from last quarter

▲ 10.1%  
FROM LAST QUARTER

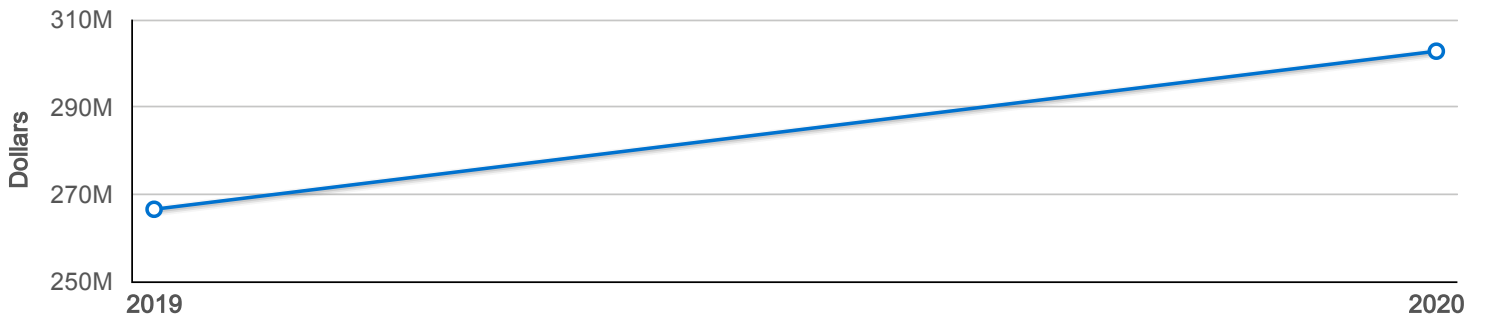




## Balance activity by year

Change in balance from last year

▲ 13.6%  
FROM LAST YEAR



	2016	2017	2018	2019	2020
Total balance				\$266,623,377.33	\$302,849,644.54



## Top opportunities to improve plan health

- ✓ **Encourage enrollment**  
Are you happy with your participation rate? Schedule an enrollment workshop today
- ✓ **Suggest online account usage**  
Those who engage in their online account are 4x more likely to save more for retirement
- ✓ **Propose contribution increases**  
Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
- ✓ **Discuss the benefits of Nationwide ProAccount**  
How participants are invested can play a big role in their retirement health

## Additional opportunities

### How participants are engaged in the plan

- ✓ **Are your participants in the correct status based on their age?**  
Check in with participants who may not be in the correct status.

### What your participants are contributing

- ✓ **Starting to save early is one of the best ways to prepare for retirement.**  
Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.
- ✓ **Are your female participants actively contributing?**  
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women & Investing tools can help.
- ✓ **Incremental increases can go a long way.**  
Let your participants know how having an automatic annual contribution increase can help them reach their retirement goal.
- ✓ **Work with your Nationwide Retirement Specialist to help manage your loans.**
- ✓ **Are those closer to retirement aware of catch-up contributions?**  
Let your participants know that catch-up contributions may help them reach their goal.

### How your participants are invested

- ✓ **Are participants diversified enough?**  
Call your Nationwide retirement specialist and discuss your participants' asset diversification.

### How many participants are prepared for retirement

- ✓ **How many participants are getting close to retirement?**  
Talk with your participants about which payout strategies may benefit them the most.