

# City of Sacramento

4Q2020: Board Report



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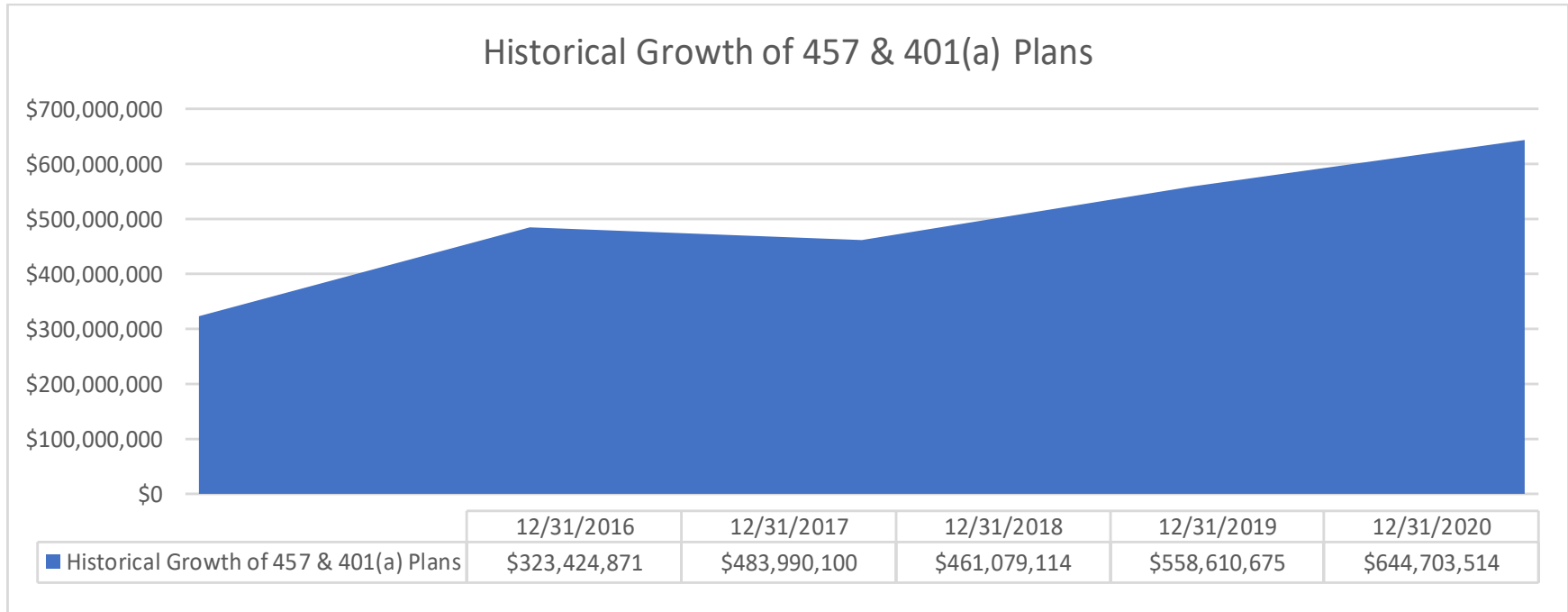
**Section 9: Your Dedicated Team**

# Administration Report

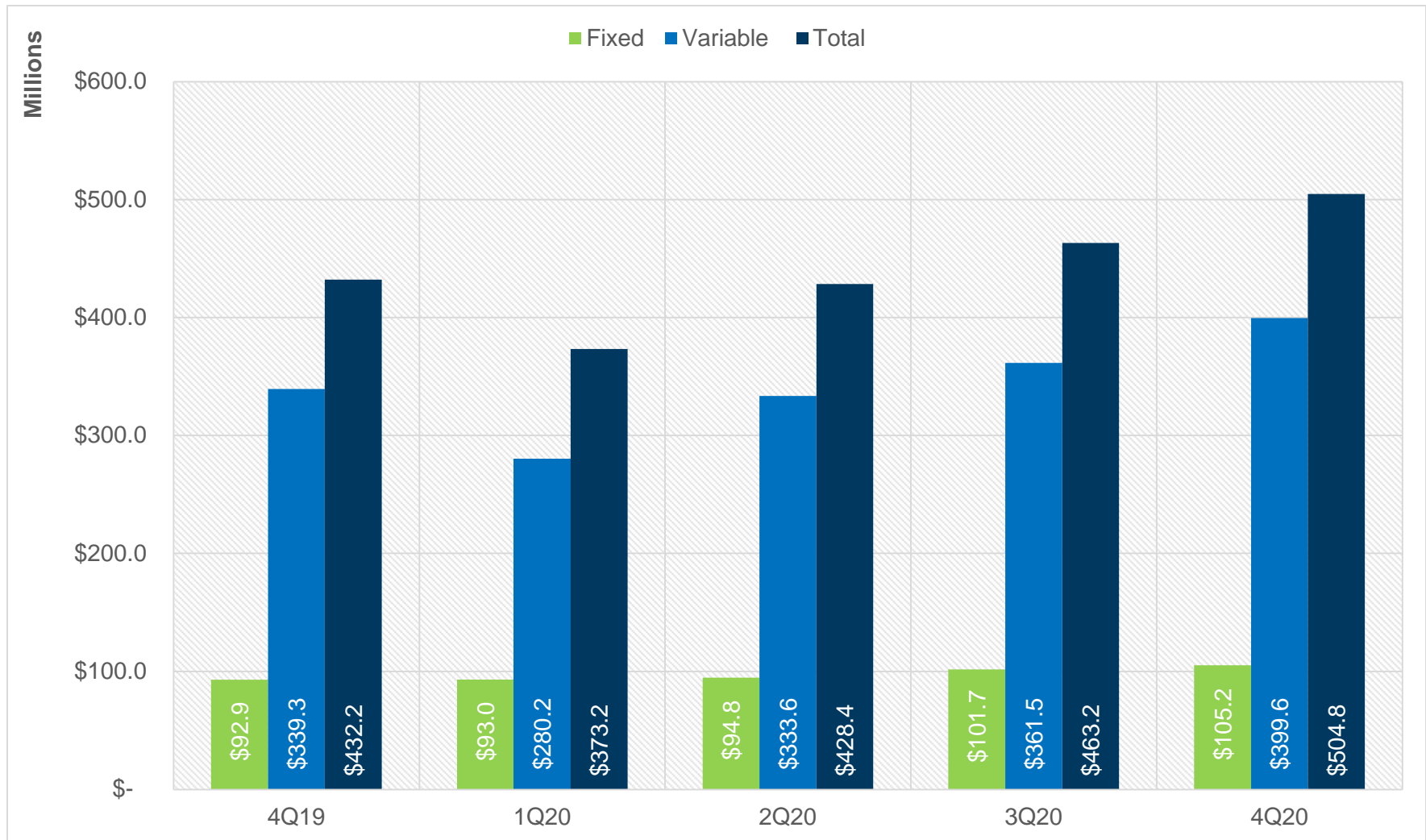
## 4Q20: Balance Sheet

|   | 457                   | 401(a)<br>Management  | 401(a)<br>WCOE, L39 Supv | 401(a)<br>City Council | Total                 |
|---|-----------------------|-----------------------|--------------------------|------------------------|-----------------------|
| <b>Beginning Balance as of 10/01/2020</b> | <b>\$ 454,953,964</b> | <b>\$ 108,854,150</b> | <b>\$ 15,074,611</b>     | <b>\$ 743,249</b>      | <b>\$ 579,625,974</b> |
| <b>RECEIPTS:</b>                          |                       |                       |                          |                        |                       |
| Contribs/Loans/Roll-ins                   | \$ 7,080,806          | \$ 2,204,980          | \$ 328,844               | \$ 20,941              | \$ 9,635,571          |
| Int/Dividend                              | \$ 10,145,171         | \$ 2,884,691          | \$ 448,179               | \$ 25,542              | \$ 13,503,583         |
| Fees                                      | \$ (192,315)          | \$ (47,044)           | \$ (8,737)               | \$ (252)               | \$ (248,348)          |
|   | <b>\$ 17,033,661</b>  | <b>\$ 5,042,627</b>   | <b>\$ 768,286</b>        | <b>\$ 46,231</b>       | <b>\$ 22,890,805</b>  |
| <b>DISTRIBUTIONS:</b>                     |                       |                       |                          |                        |                       |
| Distributions/Loans/Roll-outs             | \$ 6,205,504          | \$ 1,216,158          | \$ 190,388               | \$ -                   | \$ 7,612,050          |
|   | <b>\$ 6,205,504</b>   | <b>\$ 1,216,158</b>   | <b>\$ 190,388</b>        | <b>\$ -</b>            | <b>\$ 7,612,050</b>   |
| Gain/Loss                                 | \$ 30,627,229         | \$ 7,592,262          | \$ 1,040,300             | \$ 45,917              | \$ 39,305,709         |
| Schwab PCRA                               | \$ 2,539,365          | \$ 353,573            | \$ -                     | \$ -                   | \$ 2,892,937          |
| Loan Balance                              | \$ 5,856,767          | \$ 1,485,771          | \$ 257,599               | \$ -                   | \$ 7,600,137          |
| <b>Total Balance as of 12/31/2020</b>     | <b>\$ 504,805,484</b> | <b>\$ 122,112,224</b> | <b>\$ 16,950,408</b>     | <b>\$ 835,398</b>      | <b>\$ 644,703,514</b> |

# Historical Growth

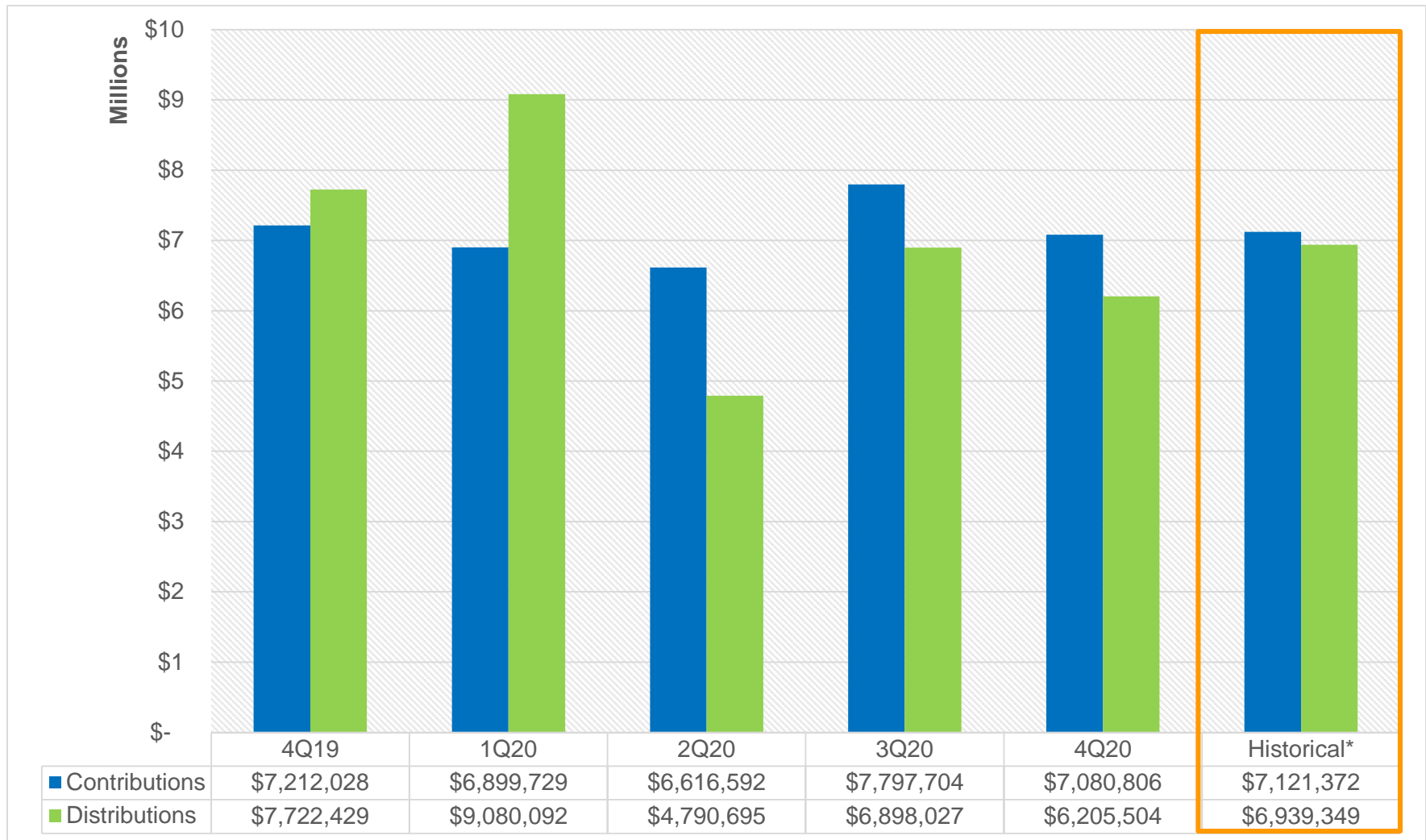


# 457(b): Asset Growth\*



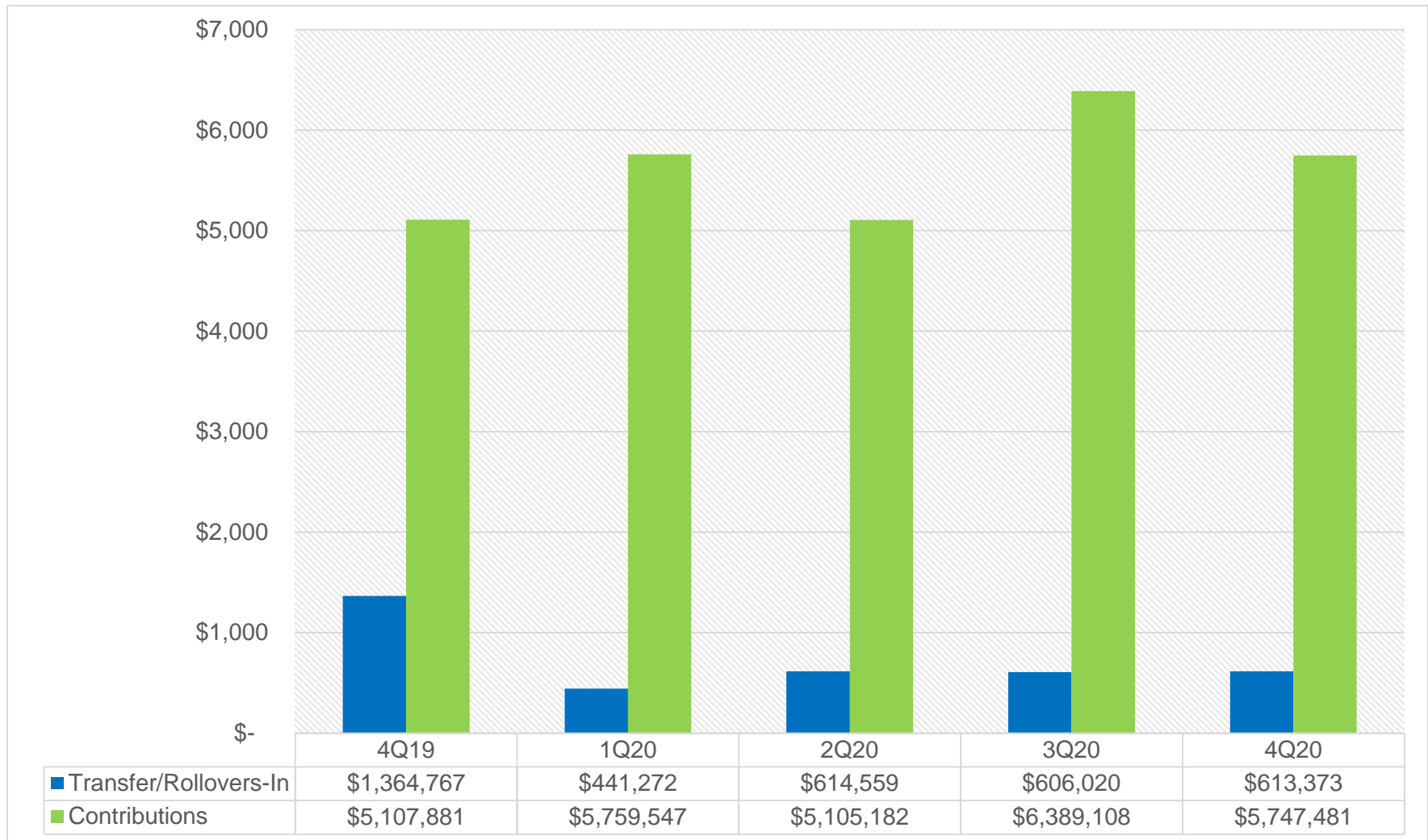
\*Does not include Loans and Schwab

## 457(b): Contributions & Distributions



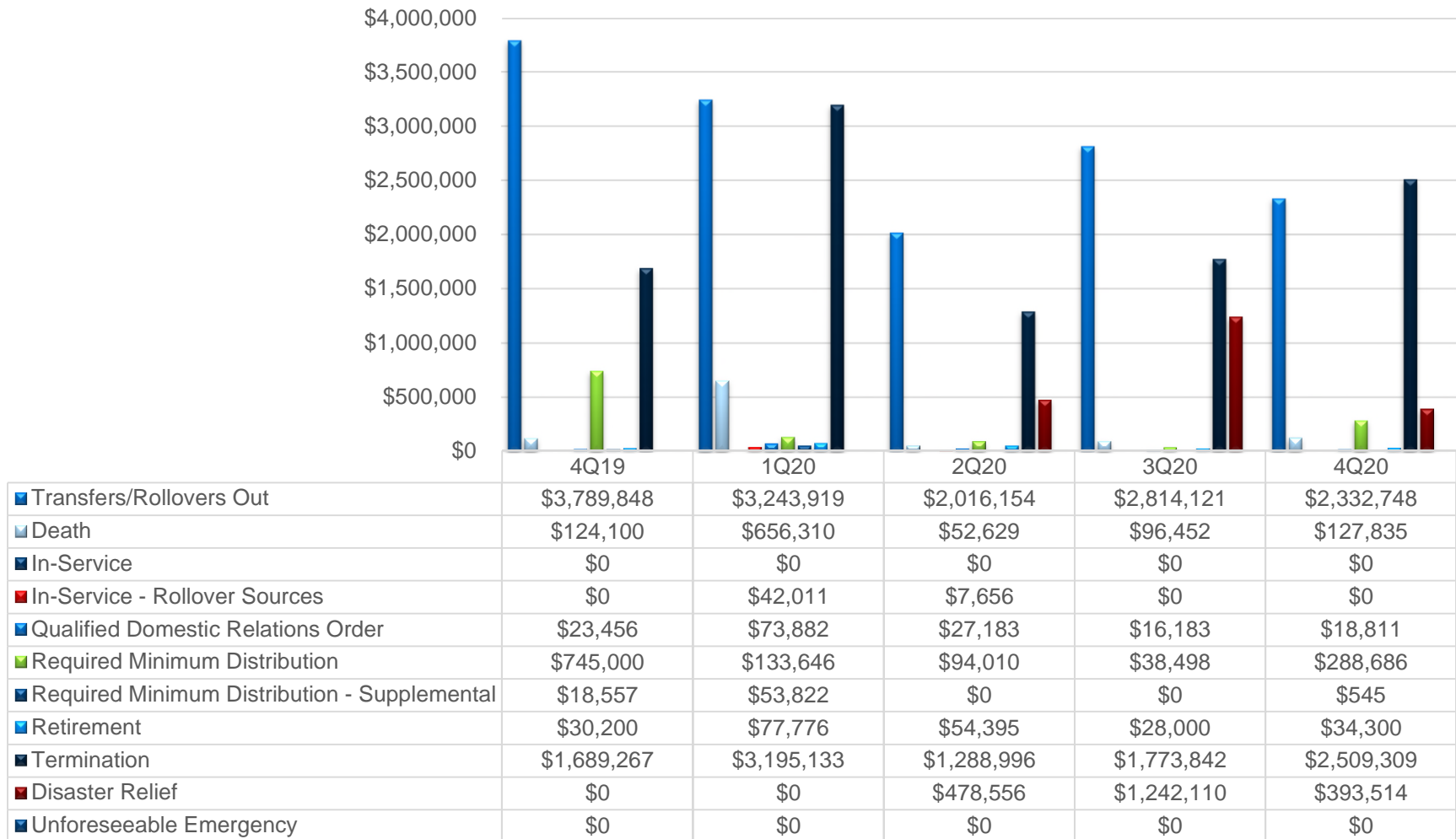
\*Rolling 5 quarter average

## 457(b): Contributions Breakdown



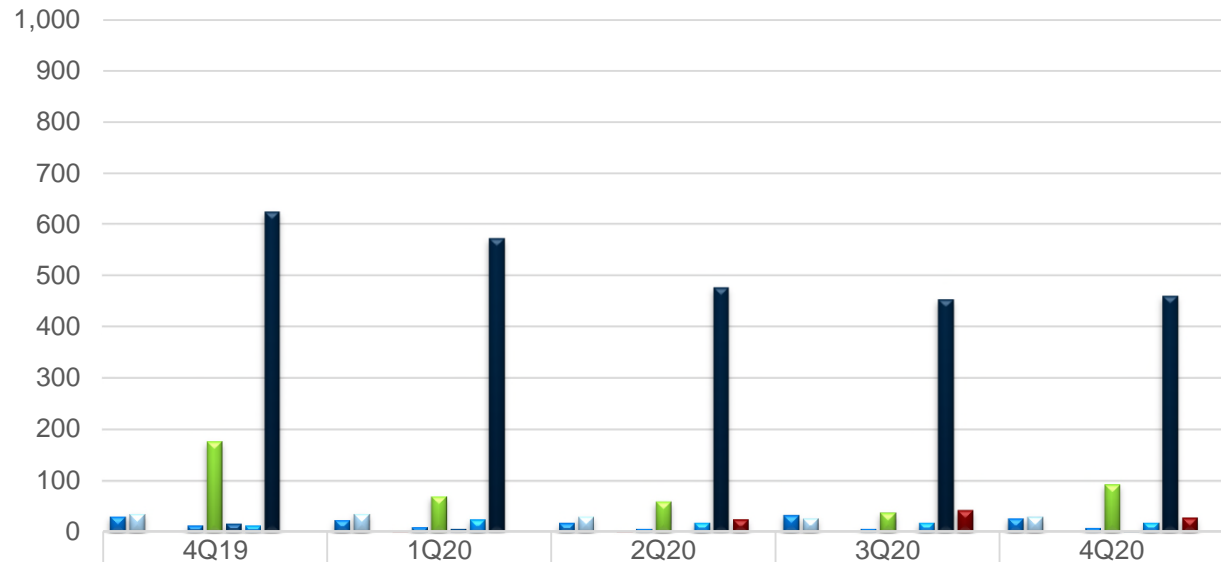


## 457(b): Distribution Breakdown Dollar Amount\*



\*Does not include loans or internal plan to plan rollovers/transfers

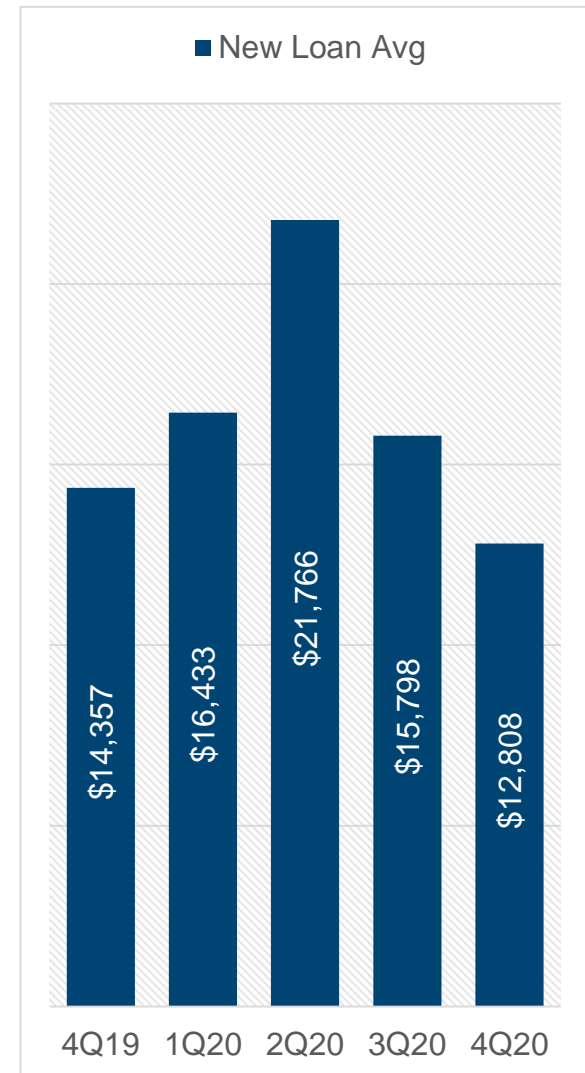
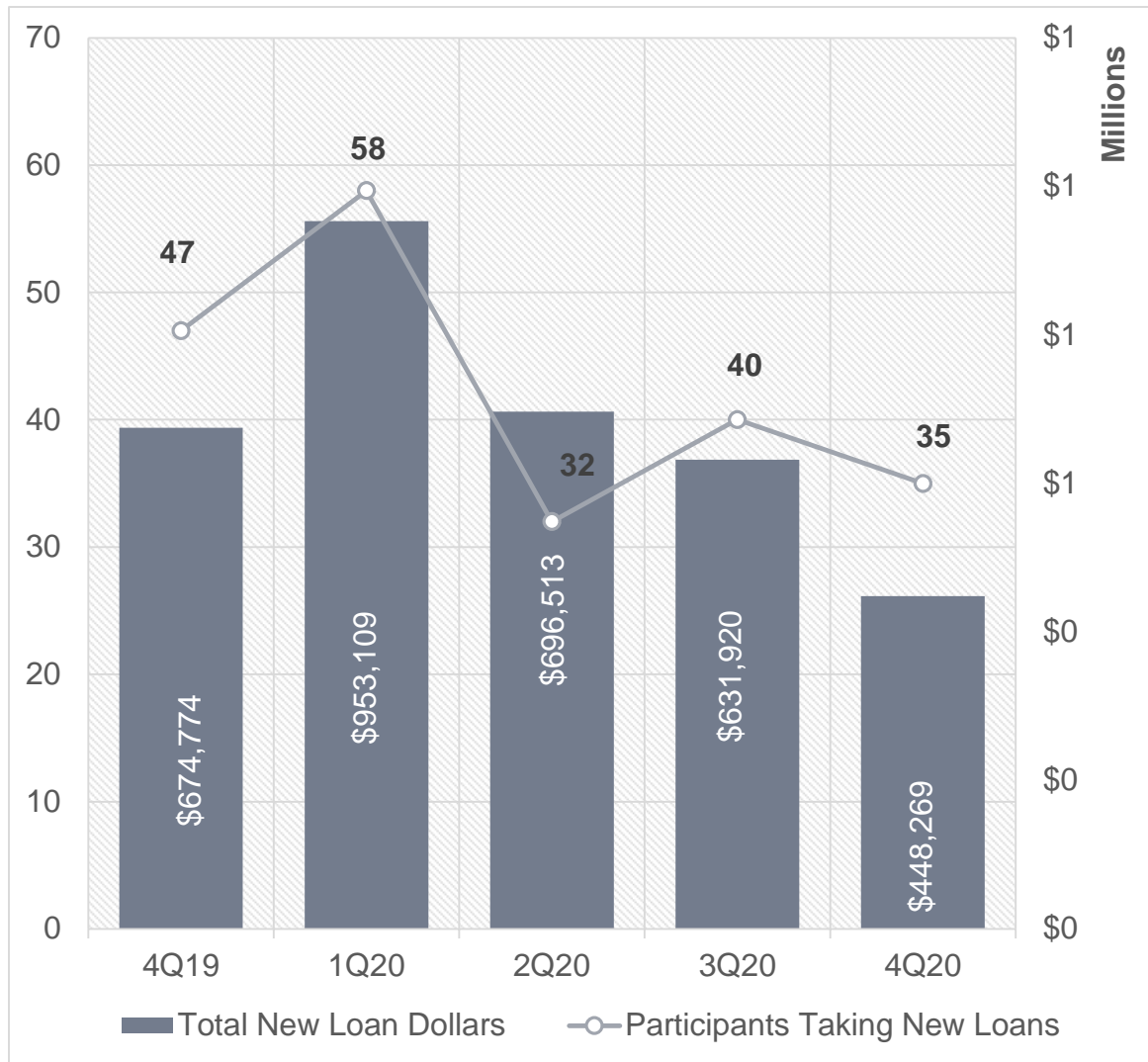
## 457(b): Distribution Breakdown Transaction Amount



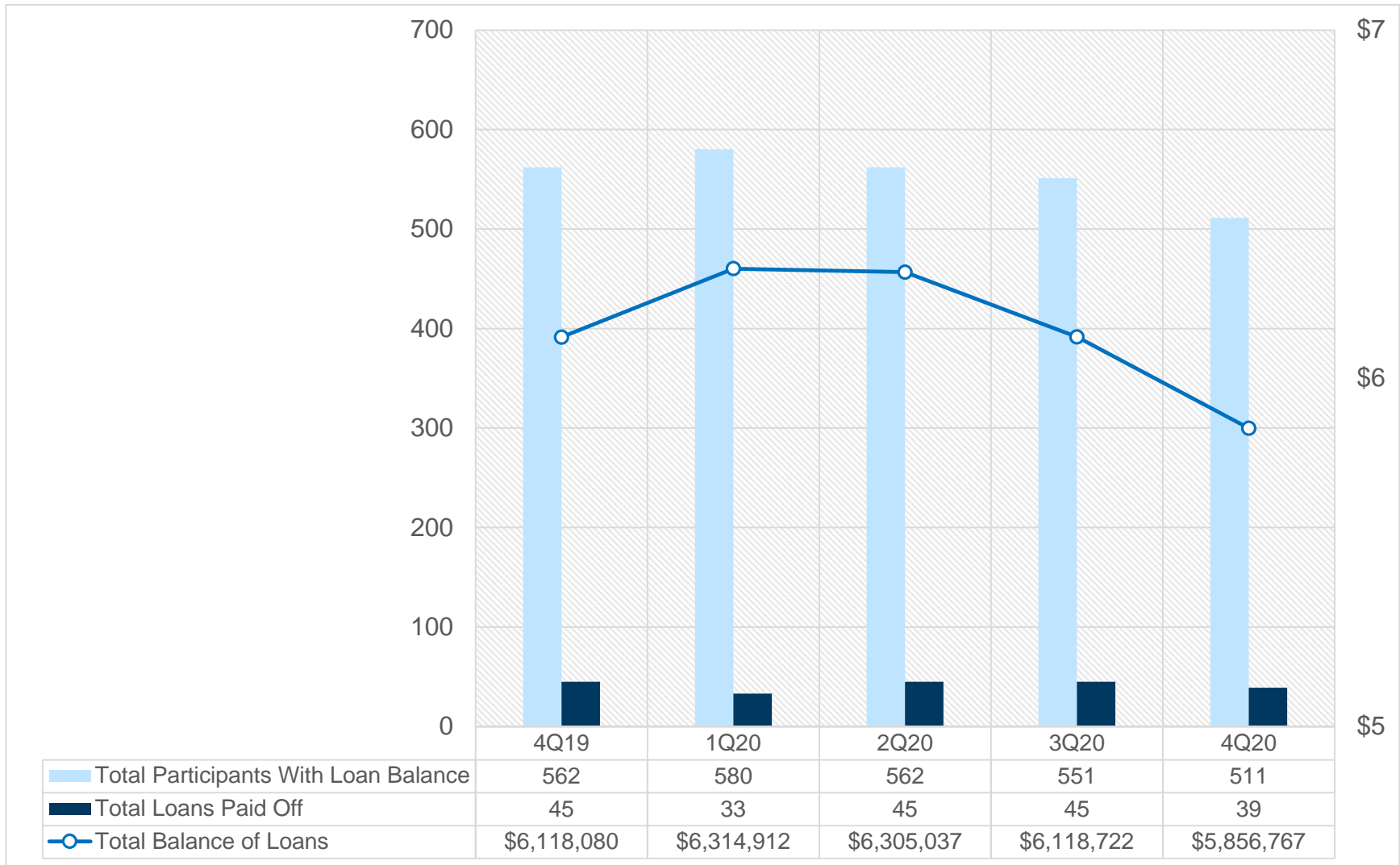
|  | 4Q19 | 1Q20 | 2Q20 | 3Q20 | 4Q20 |
|--|------|------|------|------|------|
| Transfers/Rollovers Out                      | 31   | 24   | 18   | 33   | 27   |
| Death  | 36   | 36   | 31   | 27   | 30   |
| In-Service                                   | 0    | 0    | 0    | 0    | 0    |
| In-Service - Rollover Sources                | 0    | 1    | 1    | 0    | 0    |
| Qualified Domestic Relations Order           | 13   | 10   | 7    | 7    | 9    |
| Required Minimum Distribution                | 177  | 70   | 60   | 38   | 93   |
| Required Minimum Distribution - Supplemental | 17   | 7    | 0    | 0    | 1    |
| Retirement                                   | 13   | 25   | 19   | 19   | 19   |
| Termination                                  | 624  | 572  | 476  | 453  | 460  |
| Disaster Relief                              | 0    | 0    | 25   | 43   | 28   |
| Unforeseeable Emergency                      | 0    | 0    | 0    | 0    | 0    |

\*Does not include loans or internal plan to plan rollovers/transfers

# 457 (b) Loan Activity

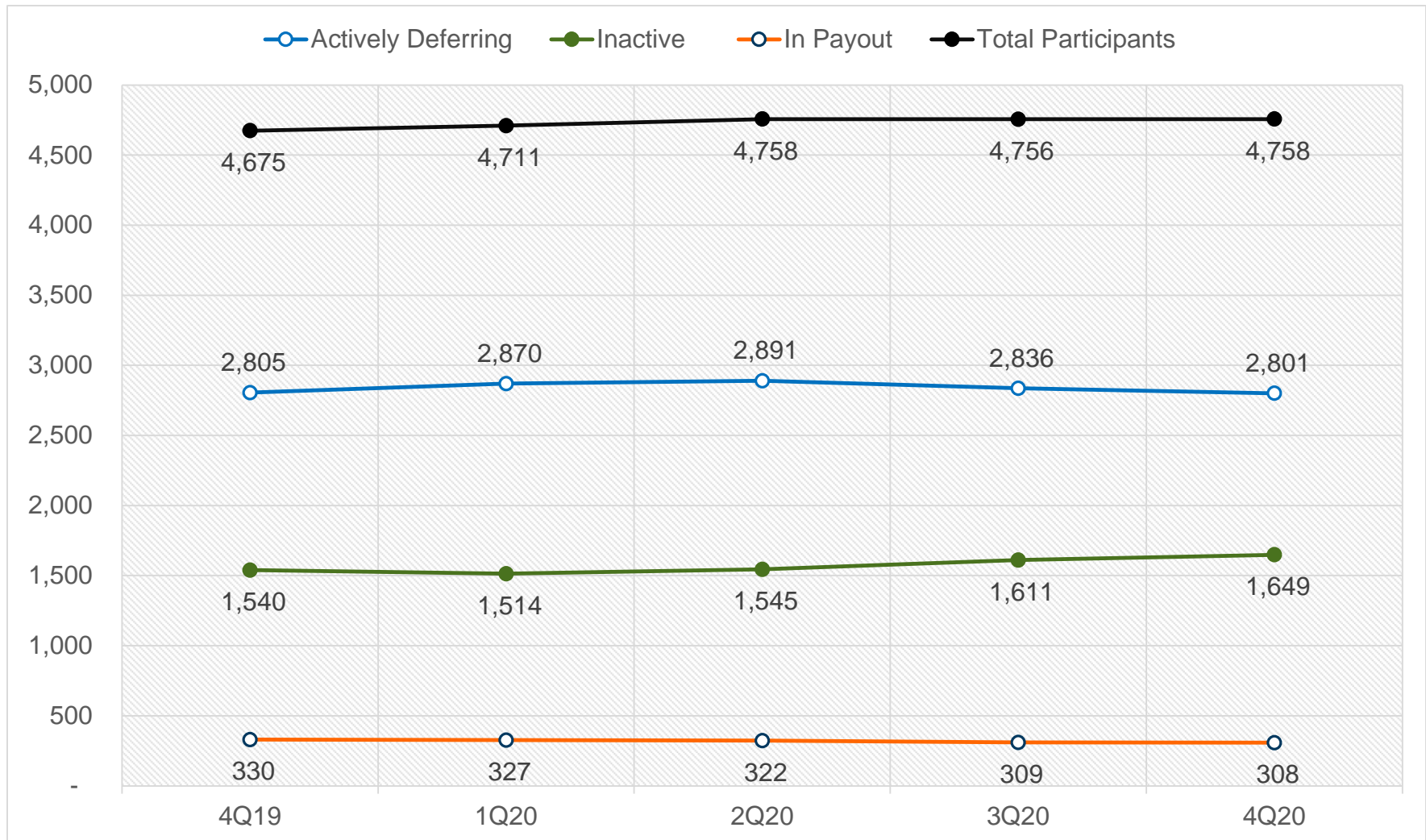


# 457(b) Loans Activity Summary



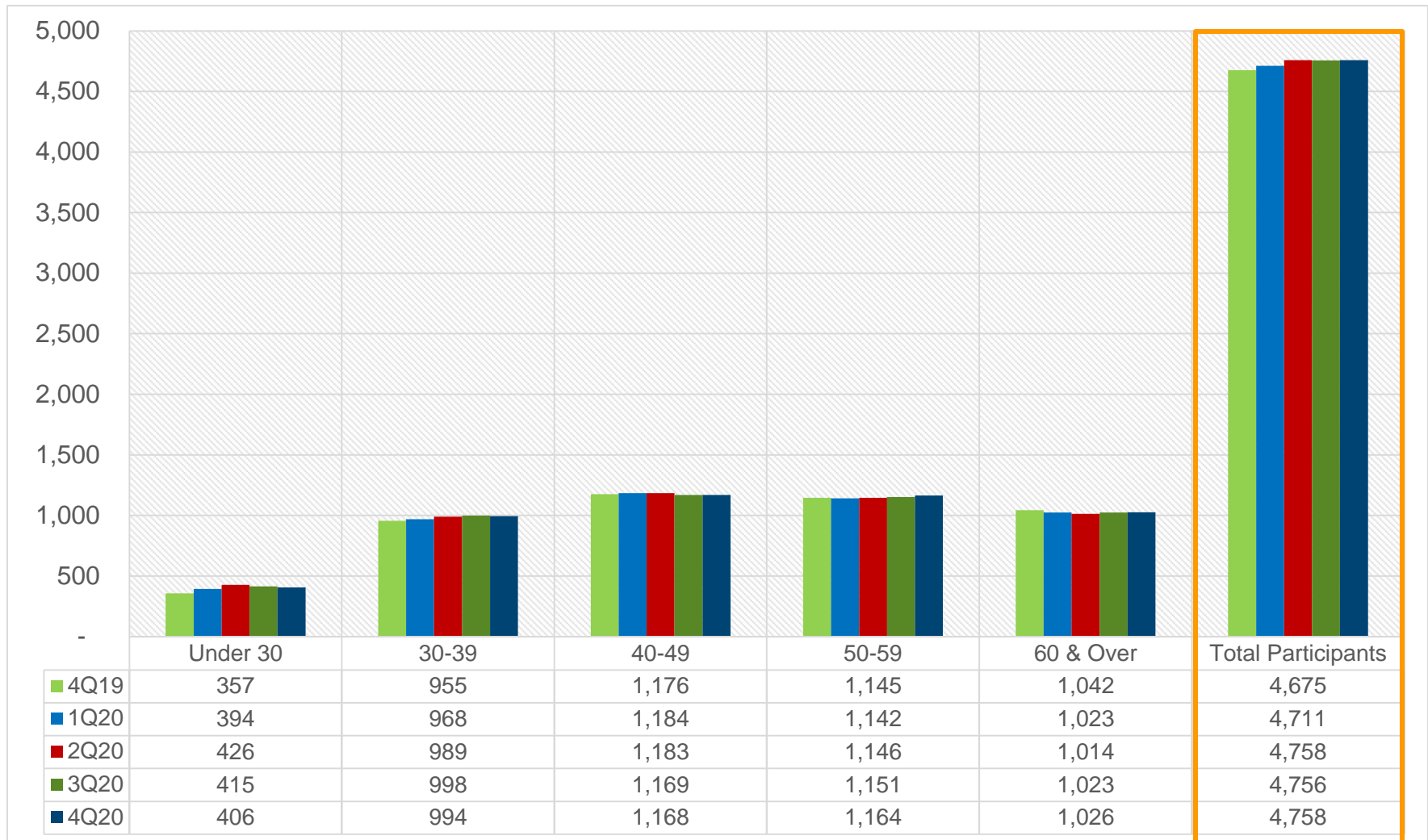
# Plan Demographics

# 457(b) Participation Summary

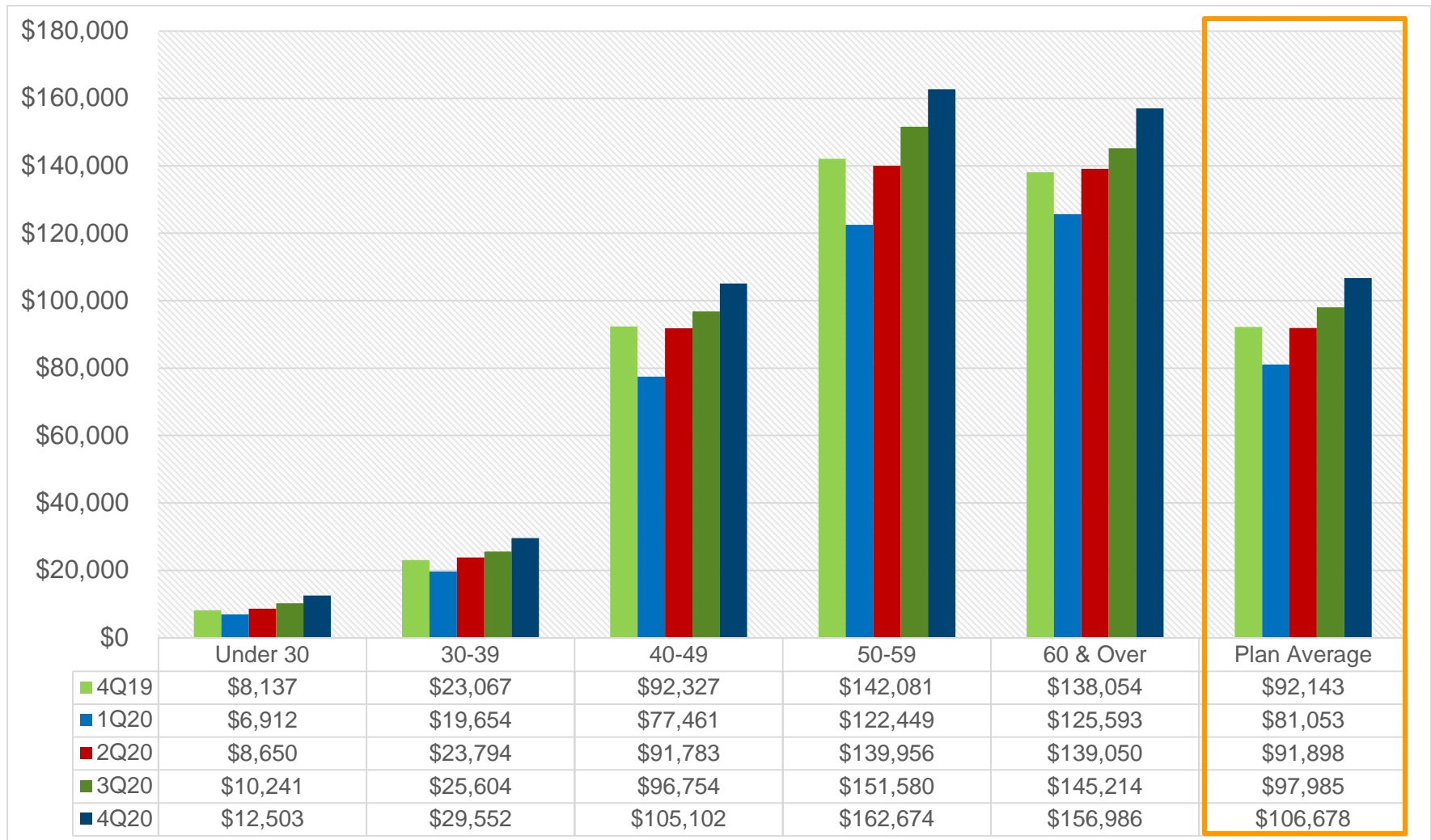


“Inactive” refers to a participant who is not contributing but not in payout

## 457(b) Participant Count by Age Group



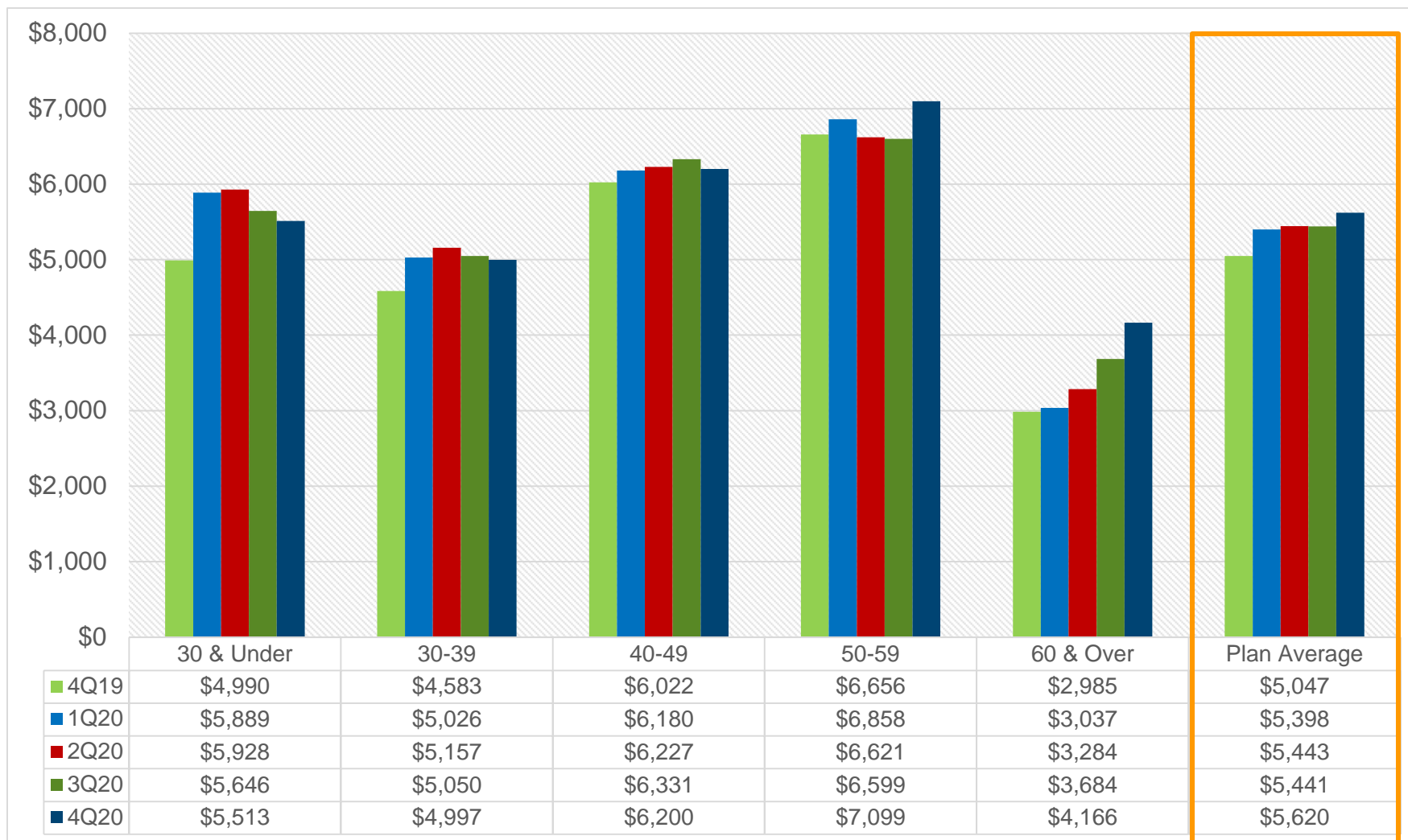
## 457(b) Average Account Balance by Age Group



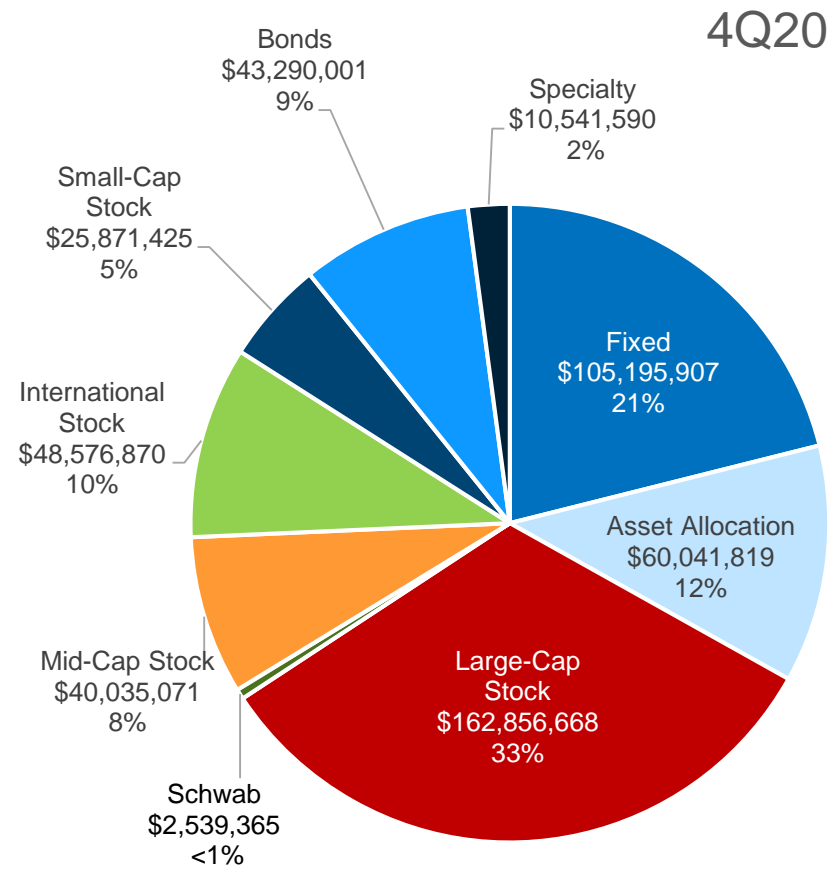
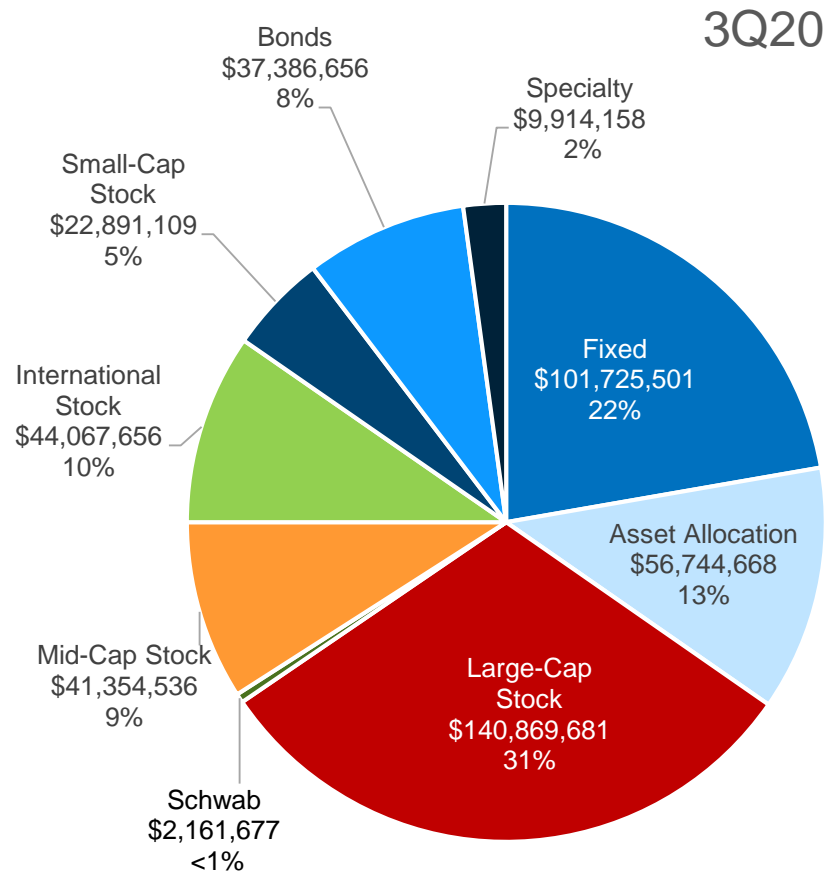
\*Includes Loan Principal Amount and Loan Default Principal Amount



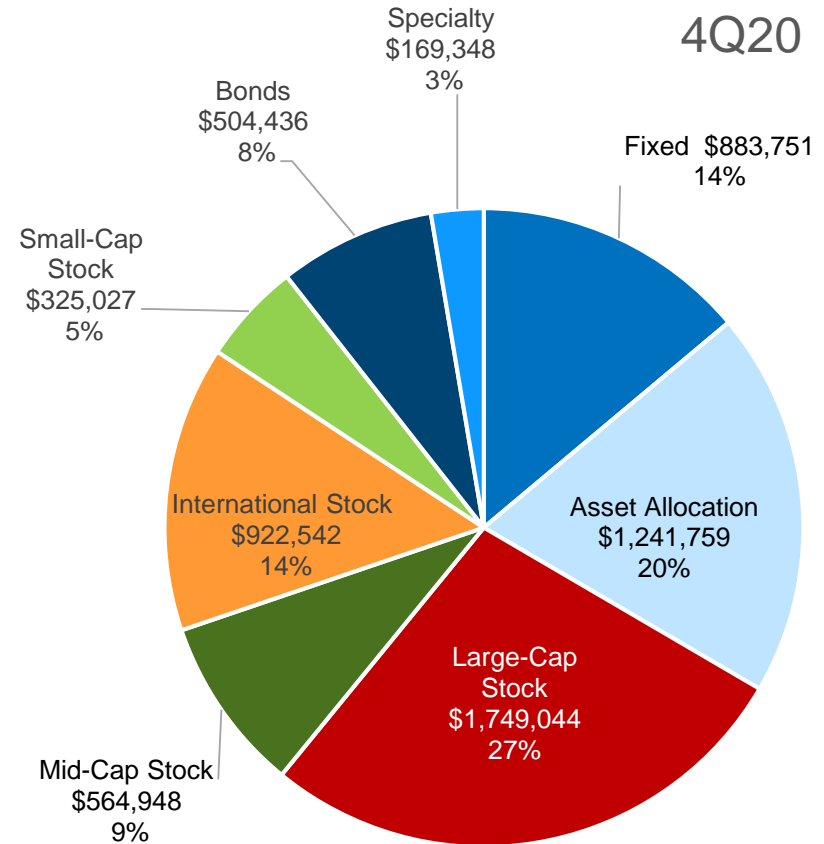
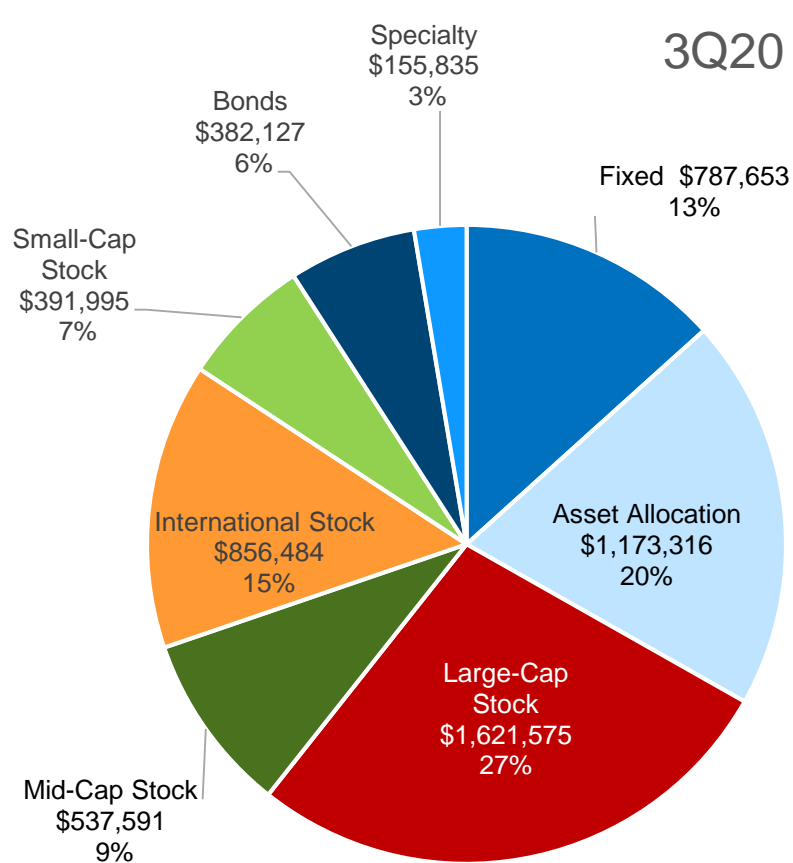
## 457(b) Average Annualized Participant Contribution by Age Group



# 457(b) Assets by Asset Class



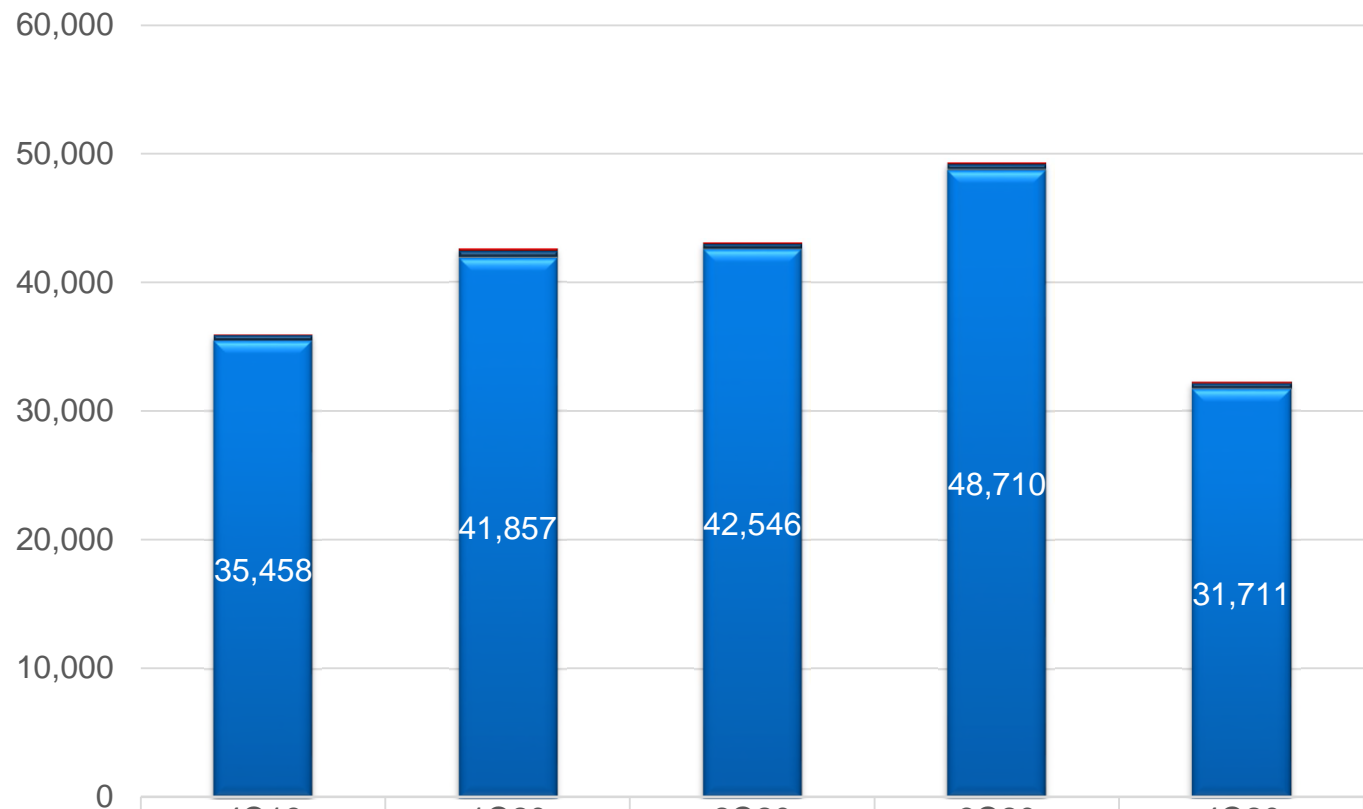
# 457(b) Contributions by Asset Class



\*Does not include Loans and Rollovers In

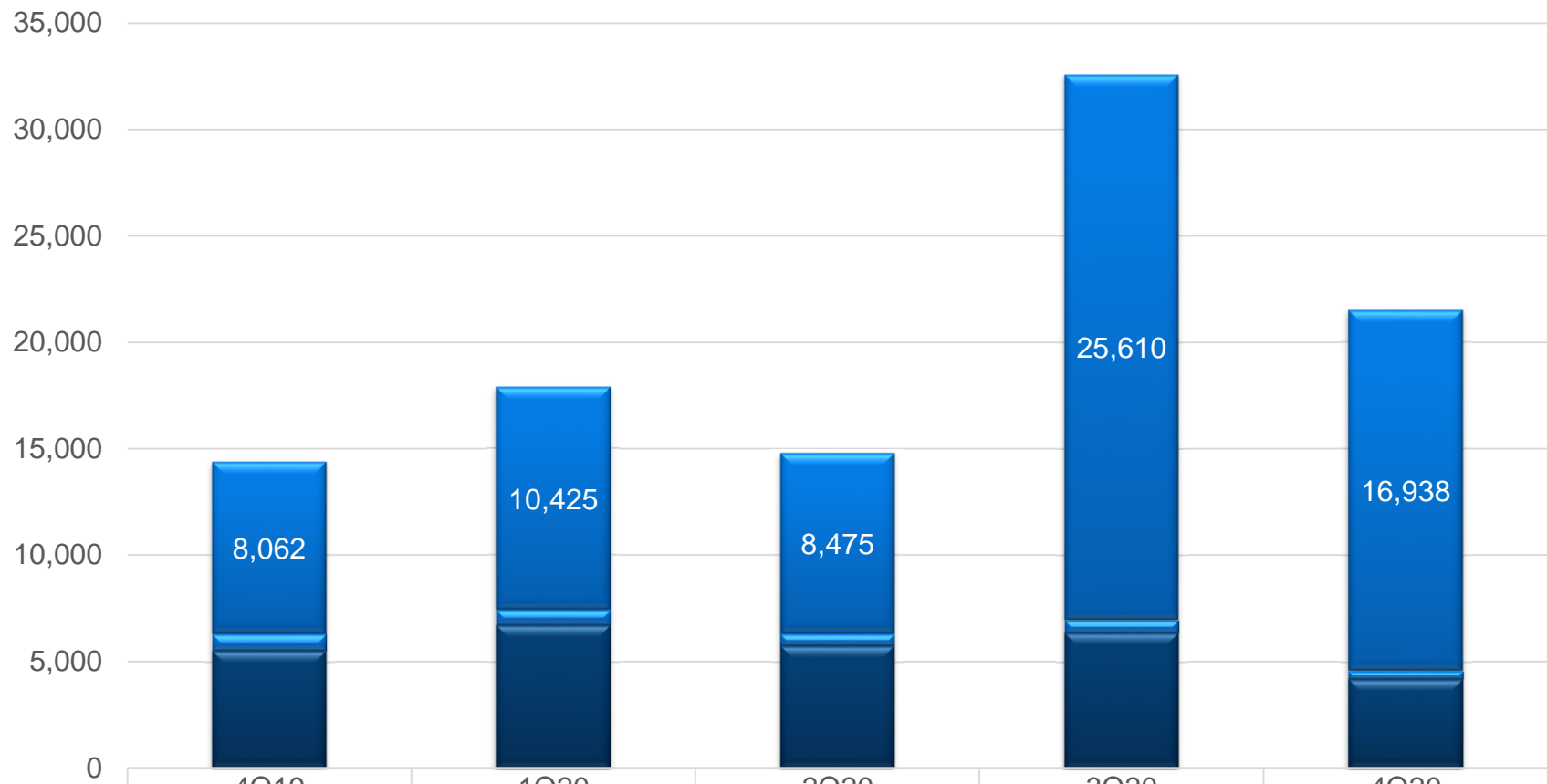
# Participant Experience

## 457(b) Participant Website Usage



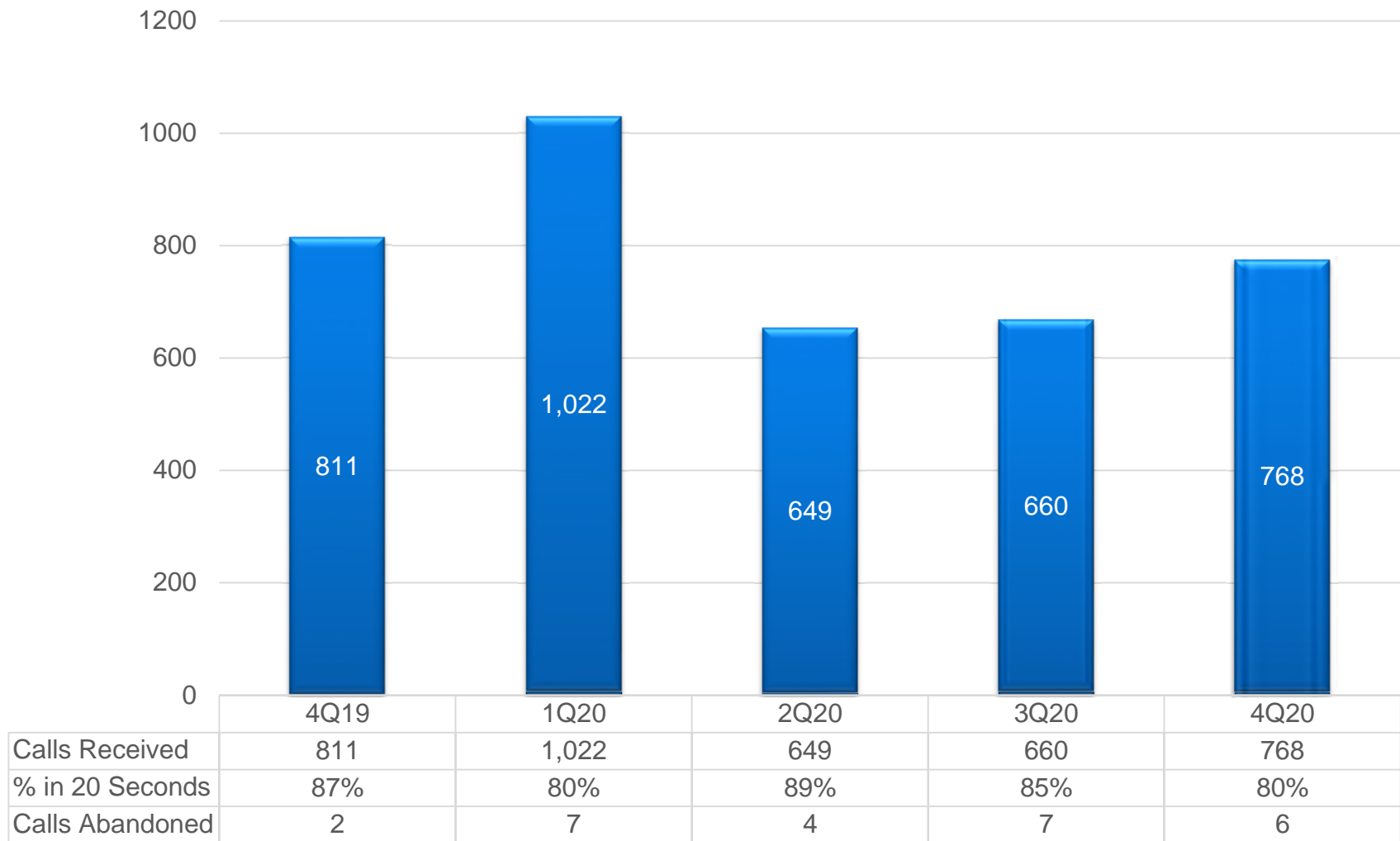
|                             | 4Q19   | 1Q20   | 2Q20   | 3Q20   | 4Q20   |
|-----------------------------|--------|--------|--------|--------|--------|
| Exchange Completed          | 54     | 200    | 110    | 149    | 133    |
| Deferral Change Completed   | 377    | 436    | 330    | 357    | 344    |
| Allocation Change Completed | 53     | 107    | 79     | 104    | 76     |
| Account Balance Inquiry     | 35,458 | 41,857 | 42,546 | 48,710 | 31,711 |

## 457(b) Website Device Usage



|         | 4Q19  | 1Q20   | 2Q20  | 3Q20   | 4Q20   |
|---------|-------|--------|-------|--------|--------|
| Desktop | 8,062 | 10,425 | 8,475 | 25,610 | 16,938 |
| Tablet  | 776   | 722    | 546   | 589    | 361    |
| Mobile  | 5,531 | 6,716  | 5,755 | 6,376  | 4,200  |

## 457(b) Participant Call Center



# Service Recap



# CITY OF SACRAMENTO SERVICE RECAP

NATIONWIDE RETIREMENT SOLUTIONS

12/31/2020

## Quick Plan Facts

|                                   | As of 12/31/2020 |
|-----------------------------------|------------------|
| Total Participant Count           | 4758             |
| New Enrollments YTD               | 240              |
| Transfers/Rollovers into Plan YTD | 81 = \$2,275,223 |

## 4th Quarter Consultations, Meetings, and Site Visits

| Activity  | Result                                 |
|---|--|
| Individual Consultations  | 337                                    |
| Online Scheduling Appointments  | 158                                    |
| Phone Appointments (Switched from in person to virtual because of Shelter in Place) 3/17 - 3/31 | 337 (same as Individual Consultations) |
| Group Meetings  | 12 Meetings = 146 Participants         |
| Unique Locations Visited  | 0                                      |
| Site Visits   | 0                                      |
| Retirement Readiness Reports (MIRP)   | 41                                     |

## 4<sup>th</sup> Quarter Education Campaigns/Flyers/Calls/Emails

No Beneficiary on File EMAILED 38

No Beneficiary on File CALLS 66

As of December 31, accounts without beneficiaries decreased by 341 for 2020

\*WEBINAR SERIES: The NorCal Retirement Specialist Team hosted two sets of webinars over the fourth quarter. One per week for 5 weeks.

Topics were:

Retirement 101 // Retirement Myths // Women & Retirement // Risk vs Reward // Online Planning Tools

## Local Nationwide Service Team

Rick Watson – Retirement Specialist/916-633-0010/ [rick.watson@nationwide.com](mailto:rick.watson@nationwide.com)

John Steggell – Managing Director/310-245-7436/ [steggj2@nationwide.com](mailto:steggj2@nationwide.com)

Jake Sours – Program Director/916-708-1320/ [soursj1@nationwide.com](mailto:soursj1@nationwide.com)



# Explicit Asset Fee Summary

## 1079 - Explicit Asset Fee Report

**Accounting Group:** 21  
**Plan Sponsor Name:** CITY OF SACRAMENTO  
**Plan Name:** CITY OF SACRAMENTO  
**Plan ID:** 0055515-001/0055516-001/0055517-001/0055518-001  
**IRS Code:** Summary of all plans  
**Payee:** NRS

|                              | NRS Fee Amount     |
|------------------------------|--------------------|
| October 457                  | \$11,454.90        |
| October Management 401A      | \$2,746.11         |
| October City Council 401A    | \$18.77            |
| October WCOE 401A            | \$377.27           |
| <b>October Total</b>         | <b>\$14,597.05</b> |
|                              |                    |
| November 457                 | \$11,896.37        |
| November Management 401A     | \$2,863.37         |
| November City Council 401A   | \$19.75            |
| November WCOE 401A           | \$395.99           |
| <b>November Total</b>        | <b>\$15,175.48</b> |
|                              |                    |
| December 457                 | \$12,672.89        |
| December Management 401A     | \$3,064.46         |
| December City Council 401A   | \$21.25            |
| December WCOE 401A           | \$421.01           |
| <b>December Total</b>        | <b>\$16,179.61</b> |
|                              |                    |
| <b>Q4 2020 Revenue Total</b> | <b>\$45,952.14</b> |

# Fee Normalization Calculation

**Fee Normalization Calculation**  
**Plan Sponsor Name: CITY OF SACRAMENTO 457**  
**Plan ID: 0055515001**  
**IRS Code: 457**  
**Report Period: 01-Oct-2020 to 31-Dec-2020**

| Fund Name  | Fund   | Ticker | 10/31/2020<br>Account<br>Value | 11/30/2020<br>Account<br>Value | 12/31/2020<br>Account<br>Value | Oct-2020<br>Annual Fund<br>Srcv Fee Rate | Nov-2020<br>Annual Fund<br>Srcv Fee Rate | Dec-2020<br>Annual Fund<br>Srcv Fee Rate | 4Q2020 Fund<br>Service Fee<br>Payment Amount |
|--|--------|--------|--------------------------------|--------------------------------|--------------------------------|--|--|--|--|
| American Century Investments One Choice 2025 Portfolio - Class R6          | NTV400 | ARW DX | \$7,101,626                    | \$7,808,652                    | \$7,989,817                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2030 Portfolio - Class R6          | NTV401 | ARCUX  | \$11,275,971                   | \$11,632,247                   | \$11,114,904                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2035 Portfolio - Class R6          | NTV402 | ARLDX  | \$6,958,375                    | \$7,563,844                    | \$7,749,730                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2040 Portfolio - Class R6          | NTV403 | ARDUX  | \$7,577,456                    | \$8,272,324                    | \$8,595,134                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2045 Portfolio - Class R6          | NTV404 | ARDOX  | \$2,015,411                    | \$2,210,543                    | \$2,319,652                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2050 Portfolio - Class R6          | NTV405 | ARFEX  | \$1,988,489                    | \$2,247,176                    | \$2,404,434                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2055 Portfolio - Class R6          | NTV406 | AREUX  | \$1,353,418                    | \$1,533,369                    | \$1,648,570                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2060 Portfolio - Class R6          | NTV407 | ARGDX  | \$1,436,445                    | \$1,412,746                    | \$1,541,680                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX  | \$15,115,274                   | \$15,838,943                   | \$16,152,920                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Mid Cap Value Fund - Class R6                             | NTV398 | AMDVX  | \$11,579,722                   | \$13,097,272                   | \$9,088,739                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| BlackRock Global Allocation Fund - Institutional Class                     | NTV390 | MALOX  | \$231,792                      | \$206,675                      | \$524,978                      | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$203  |
| Columbia High Yield Bond Fund Class R5                                     | NTV391 | RSHRX  | \$8,172,508                    | \$8,460,323                    | \$7,199,180                    | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$1,995                                      |
| Fidelity Contrafund K6   | NTV789 | FLCNX  | \$56,457,278                   | \$61,327,528                   | \$62,018,149                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class          | NTV393 | GSG LX | \$863,659                      | \$947,742                      | \$4,762,311                    | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$277  |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class         | NTV392 | GCGIX  | \$22,314,967                   | \$24,653,558                   | \$24,459,271                   | 0.150%                                   | 0.150%                                   | 0.150%                                   | \$8,974                                      |
| Invesco Developing Markets Fund - Class R6                                 | NTV08X | ODVIX  | \$7,972,847                    | \$8,893,963                    | \$9,924,005                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Discovery Fund - Class R6  | NTV412 | ODIIX  | \$10,466,891                   | \$12,355,368                   | \$10,434,608                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Oppenheimer International Growth Fund - Class R6                   | NTV01X | OIGIX  | \$19,321,236                   | \$21,935,150                   | \$11,618,408                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| iShares MSCI EAFE International Index Fund - Institutional Shares          | NTV409 | MAIIX  | \$13,622,817                   | \$15,573,382                   | \$22,306,426                   | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$2,160                                      |
| JPMorgan Small Cap Equity R5   | NTV09X | JSERX  | \$10,571,417                   | \$11,950,507                   | \$10,103,519                   | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$2,731                                      |
| Loan   | LXM001 |        | \$6,118,347                    | \$6,024,380                    | \$5,856,767                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Mid Cap Growth Fund - Class R6   | NTV411 | OTCKX  | \$18,490,669                   | \$20,435,049                   | \$26,199,247                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Value Fund - Class R6  | NTV442 | MEIKX  | \$21,910,288                   | \$24,484,652                   | \$30,528,079                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Baird International Equities Fund - R6 Class                    | NTV07U | NWHMX  | \$1,365,468                    | \$1,511,260                    | \$4,728,032                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Fixed Fund  | NWG272 |        | \$104,713,406                  | \$104,168,585                  | \$105,195,907                  | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| PGIM Total Return Bond Fund - Class Z                                      | NTV395 | PDBZX  | \$22,612,681                   | \$23,481,672                   | \$27,254,364                   | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$15,371                                     |
| PIMCO Income Fund: Institutional Class                                     | NTV394 | PIMIX  | \$5,876,237                    | \$6,031,026                    | \$4,074,147                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Schwab Personal Choice Retirement Account                                  | SDM001 |        | \$2,140,240                    | \$2,352,316                    | \$2,540,690                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| TIAA-CREF Real Estate Securities Fund - Institutional Class                | NTV396 | TIREX  | \$9,201,495                    | \$9,821,406                    | \$10,541,590                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard 500 Index Fund - Admiral Shares                                   | NTV135 | VFIAX  | \$35,836,123                   | \$39,409,820                   | \$45,851,170                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard Mid-Cap Index Fund - Admiral Shares                               | NTV154 | VIMAX  | \$10,253,218                   | \$11,684,568                   | \$4,747,085                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares              | NTV397 | VSII X | \$2,185,449                    | \$2,629,670                    | \$5,333,297                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| <b>Total</b>   |        |        | <b>\$457,101,220</b>           | <b>\$489,955,717</b>           | <b>\$504,806,809</b>           |  |  |  | <b>\$31,711</b>                              |

The information contained on this report is confidential and proprietary to Nationwide Retirement Solutions. It is therefore not subject to disclosure to a third party via the Freedom of Information Act or any other means

**Fee Normalization Calculation**

**Plan Sponsor Name: CITY OF SACRAMENTO MANAGEMENT 401A**

**Plan ID: 0055516001**

**IRS Code: 401A**

**Report Period: 01-Oct-2020 to 31-Dec-2020**

| Fund Name  | Fund   | Ticker | 10/31/2020<br>Account<br>Value | 11/30/2020<br>Account<br>Value | 12/31/2020<br>Account<br>Value | Oct-2020<br>Annual Fund<br>Srcv Fee Rate | Nov-2020<br>Annual Fund<br>Srcv Fee Rate | Dec-2020<br>Annual Fund<br>Srcv Fee Rate | 4Q2020 Fund<br>Service Fee<br>Payment Amount |
|--|--------|--------|--------------------------------|--------------------------------|--------------------------------|--|--|--|--|
| American Century Investments One Choice 2025 Portfolio - Class R6          | NTV400 | ARW DX | \$2,848,543                    | \$3,038,803                    | \$3,104,822                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2030 Portfolio - Class R6          | NTV401 | ARCUX  | \$3,374,024                    | \$3,640,977                    | \$3,707,700                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2035 Portfolio - Class R6          | NTV402 | ARLDX  | \$2,597,951                    | \$2,747,350                    | \$2,870,236                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2040 Portfolio - Class R6          | NTV403 | ARDUX  | \$1,781,352                    | \$1,958,811                    | \$2,055,147                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2045 Portfolio - Class R6          | NTV404 | ARDOX  | \$870,329                      | \$934,786                      | \$962,373                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2050 Portfolio - Class R6          | NTV405 | ARFEX  | \$1,155,810                    | \$1,331,211                    | \$1,436,018                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2055 Portfolio - Class R6          | NTV406 | AREUX  | \$674,975                      | \$762,179                      | \$819,825                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2060 Portfolio - Class R6          | NTV407 | ARGDX  | \$128,119                      | \$148,380                      | \$164,095                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX  | \$6,946,518                    | \$7,342,077                    | \$7,471,347                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Mid Cap Value Fund - Class R6                             | NTV398 | AMDVX  | \$2,802,130                    | \$3,346,398                    | \$2,444,874                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| BlackRock Global Allocation Fund - Institutional Class                     | NTV390 | MALOX  | \$95,493                       | \$144,132                      | \$157,572                      | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$83   |
| Columbia High Yield Bond Fund Class R5                                     | NTV391 | RSHRX  | \$2,213,855                    | \$2,261,264                    | \$1,889,605                    | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$533  |
| Fidelity Contrafund K6   | NTV789 | FLCNX  | \$9,372,658                    | \$10,232,521                   | \$10,079,220                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class          | NTV393 | GSLGX  | \$268,212                      | \$429,941                      | \$1,470,765                    | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$91   |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class         | NTV392 | GCGIX  | \$5,946,527                    | \$6,678,420                    | \$6,627,804                    | 0.150%                                   | 0.150%                                   | 0.150%                                   | \$2,419                                      |
| Invesco Developing Markets Fund - Class R6                                 | NTV08X | ODVIX  | \$2,196,842                    | \$2,448,369                    | \$2,719,718                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Discovery Fund - Class R6  | NTV412 | ODIIX  | \$1,978,729                    | \$2,292,697                    | \$1,804,225                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Oppenheimer International Growth Fund - Class R6                   | NTV01X | OIGIX  | \$4,488,150                    | \$5,086,754                    | \$2,900,883                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| iShares MSCI EAFE International Index Fund - Institutional Shares          | NTV409 | MAIIX  | \$3,425,344                    | \$3,946,184                    | \$5,483,238                    | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$539  |
| JPMorgan Small Cap Equity R5   | NTV09X | JSERX  | \$2,699,050                    | \$2,918,029                    | \$2,570,593                    | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$686  |
| Loan   | LXM001 |        | \$1,504,133                    | \$1,502,274                    | \$1,485,771                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Mid Cap Growth Fund - Class R6   | NTV411 | OTCKX  | \$3,579,920                    | \$3,926,455                    | \$5,379,325                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Value Fund - Class R6  | NTV442 | MEIKX  | \$5,165,779                    | \$5,636,837                    | \$7,046,112                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Bailard International Equities Fund - R6 Class                  | NTV07U | NWHMX  | \$377,368                      | \$428,447                      | \$1,148,929                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Fixed Fund  | NWG272 |        | \$17,803,026                   | \$17,366,292                   | \$17,344,311                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| PGIM Total Return Bond Fund - Class Z                                      | NTV395 | PDBZX  | \$5,786,791                    | \$6,004,903                    | \$6,968,828                    | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$3,931                                      |
| PIMCO Income Fund: Institutional Class                                     | NTV394 | PIMIX  | \$1,996,285                    | \$1,960,920                    | \$1,466,563                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Schwab Personal Choice Retirement Account                                  | SDM001 |        | \$314,813                      | \$337,056                      | \$353,072                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard 500 Index Fund - Admiral Shares                                   | NTV135 | VFIAX  | \$11,049,488                   | \$12,188,313                   | \$13,866,403                   | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard Mid-Cap Index Fund - Admiral Shares                               | NTV154 | VIMAX  | \$2,651,480                    | \$3,069,372                    | \$1,431,222                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares              | NTV397 | VSIX   | \$740,811                      | \$938,887                      | \$1,746,303                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| <b>Total</b>   |        |        | <b>\$109,603,889</b>           | <b>\$117,944,579</b>           | <b>\$122,111,724</b>           |  |  |  | <b>\$8,282</b>                               |

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**Fee Normalization Calculation**

**Plan Sponsor Name: CITY OF SACRAMENTO CITY COUNCIL 401A**

**Plan ID: 0055517001**

**IRS Code: 401A**

**Report Period: 01-Oct-2020 to 31-Dec-2020**

| Fund Name  | Fund   | Ticker | 10/31/2020<br>Account<br>Value | 11/30/2020<br>Account<br>Value | 12/31/2020<br>Account<br>Value | Oct-2020<br>Annual<br>Fund | Nov-2020<br>Annual<br>Fund | Dec-2020<br>Annual<br>Fund | 4Q2020 Fund<br>Service Fee<br>Payment Amount |
|--|--------|--------|--------------------------------|--------------------------------|--------------------------------|----------------------------|----------------------------|----------------------------|--|
| American Century Investments One Choice 2025 Portfolio - Class R6          | NTV400 | ARW DX | \$96,817                       | \$104,560                      | \$109,545                      | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| American Century Investments One Choice 2035 Portfolio - Class R6          | NTV402 | ARLDX  | \$58,336                       | \$63,503                       | \$66,379                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| American Century Investments One Choice 2040 Portfolio - Class R6          | NTV403 | ARDUX  | \$59,206                       | \$64,847                       | \$67,862                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| American Century Investments One Choice 2050 Portfolio - Class R6          | NTV405 | ARFEX  | \$0                            | \$0                            | \$96                           | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX  | \$175,465                      | \$187,659                      | \$194,732                      | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| American Century Mid Cap Value Fund - Class R6                             | NTV398 | AMDVX  | \$20,696                       | \$23,579                       | \$20,493                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Columbia High Yield Bond Fund Class R5                                     | NTV391 | RSHRX  | \$8,152                        | \$8,456                        | \$8,786                        | 0.100%                     | 0.100%                     | 0.100%                     | \$2  |
| Fidelity Contrafund K6   | NTV789 | FLCNX  | \$118,265                      | \$127,842                      | \$130,495                      | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class          | NTV393 | GSGLX  | \$0                            | \$0                            | \$6,918                        | 0.000%                     | 0.000%                     | 0.050%                     | \$0  |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class         | NTV392 | GCGIX  | \$6,252                        | \$6,813                        | \$5,397                        | 0.150%                     | 0.150%                     | 0.150%                     | \$2  |
| Invesco Developing Markets Fund - Class R6                                 | NTV08X | ODVIX  | \$8,026                        | \$8,908                        | \$8,960                        | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Invesco Discovery Fund - Class R6  | NTV412 | ODIIX  | \$6,344                        | \$7,080                        | \$3,645                        | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Invesco Oppenheimer International Growth Fund - Class R6                   | NTV01X | OIGIX  | \$15,585                       | \$17,529                       | \$7,262                        | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| iShares MSCI EAFE International Index Fund - Institutional Shares          | NTV409 | MAIIX  | \$14,588                       | \$16,831                       | \$22,570                       | 0.050%                     | 0.050%                     | 0.050%                     | \$2  |
| JPMorgan Small Cap Equity R5   | NTV09X | JSERX  | \$12,260                       | \$14,177                       | \$11,270                       | 0.100%                     | 0.100%                     | 0.100%                     | \$3  |
| MFS Mid Cap Growth Fund - Class R6   | NTV411 | OTCKX  | \$0                            | \$0                            | \$5,484                        | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| MFS Value Fund - Class R6  | NTV442 | MEIKX  | \$11,020                       | \$12,297                       | \$17,720                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Nationwide Baillard International Equities Fund - R6 Class                 | NTV07U | NWHMX  | \$0                            | \$0                            | \$3,592                        | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Nationwide Fixed Fund  | NWG272 |        | \$21,358                       | \$21,394                       | \$20,933                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| PGIM Total Return Bond Fund - Class Z                                      | NTV395 | PDBZX  | \$22,874                       | \$23,443                       | \$27,993                       | 0.250%                     | 0.250%                     | 0.250%                     | \$16   |
| PIMCO Income Fund: Institutional Class                                     | NTV394 | PIMIX  | \$4,918                        | \$5,049                        | \$0                            | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| TIAA-CREF Real Estate Securities Fund - Institutional Class                | NTV396 | TIREX  | \$23,277                       | \$25,180                       | \$26,690                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Vanguard 500 Index Fund - Admiral Shares                                   | NTV135 | VFIAX  | \$25,137                       | \$28,085                       | \$34,671                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Vanguard Mid-Cap Index Fund - Admiral Shares                               | NTV154 | VIMAX  | \$19,678                       | \$22,526                       | \$16,270                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares              | NTV397 | VSIIK  | \$10,809                       | \$12,927                       | \$17,637                       | 0.000%                     | 0.000%                     | 0.000%                     | \$0  |
| <b>Total</b>   |        |        | <b>\$739,062</b>               | <b>\$802,685</b>               | <b>\$835,398</b>               |                            |                            |                            | <b>\$26</b>                                  |

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**Fee Normalization Calculation**

Plan Sponsor Name: CITY OF SAC WCOE, L39 SUPV, AND CONF EMPLOYEES  
 Plan ID: 0055518001  
 IRS Code: 401A  
 Report Period: 01-Oct-2020 to 31-Dec-2020

| Fund Name  | Fund   | Ticker | 10/31/2020<br>Account<br>Value | 11/30/2020<br>Account<br>Value | 12/31/2020<br>Account<br>Value | Oct-2020<br>Annual Fund<br>Srcv Fee Rate | Nov-2020<br>Annual Fund<br>Srcv Fee Rate | Dec-2020<br>Annual Fund<br>Srcv Fee Rate | 4Q2020 Fund<br>Service Fee<br>Payment Amount |
|--|--------|--------|--------------------------------|--------------------------------|--------------------------------|--|--|--|--|
| American Century Investments One Choice 2025 Portfolio - Class R6          | NTV400 | ARW DX | \$350,331                      | \$380,252                      | \$393,398                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2030 Portfolio - Class R6          | NTV401 | ARCUX  | \$662,449                      | \$714,888                      | \$519,532                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2035 Portfolio - Class R6          | NTV402 | ARLDX  | \$739,656                      | \$803,263                      | \$828,650                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2040 Portfolio - Class R6          | NTV403 | ARDUX  | \$316,879                      | \$345,326                      | \$347,323                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2045 Portfolio - Class R6          | NTV404 | ARDOX  | \$179,417                      | \$201,819                      | \$213,650                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2050 Portfolio - Class R6          | NTV405 | ARFEX  | \$279,757                      | \$322,241                      | \$346,146                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2055 Portfolio - Class R6          | NTV406 | AREUX  | \$247,883                      | \$279,146                      | \$298,558                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice 2060 Portfolio - Class R6          | NTV407 | ARGDX  | \$69,595                       | \$80,085                       | \$88,229                       | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Investments One Choice In Retirement Portfolio - Class R6 | NTV408 | ARDTX  | \$522,499                      | \$553,515                      | \$516,729                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| American Century Mid Cap Value Fund - Class R6                             | NTV398 | AMDVX  | \$429,232                      | \$492,486                      | \$315,766                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| BlackRock Global Allocation Fund - Institutional Class                     | NTV390 | MALOX  | \$2,551                        | \$2,835                        | \$3,037                        | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$2  |
| Columbia High Yield Bond Fund Class R5                                     | NTV391 | RSHRX  | \$269,161                      | \$286,339                      | \$237,975                      | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$66   |
| Fidelity Contrafund K6   | NTV789 | FLCNX  | \$1,202,965                    | \$1,294,582                    | \$1,287,127                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Goldman Sachs Global Core Fixed Income Fund - Institutional Class          | NTV393 | GSGLX  | \$8,202                        | \$8,387                        | \$184,625                      | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$9  |
| Goldman Sachs Large Cap Growth Insights Fund - Institutional Class         | NTV392 | GCGIX  | \$633,198                      | \$687,621                      | \$672,545                      | 0.150%                                   | 0.150%                                   | 0.150%                                   | \$250  |
| Invesco Developing Markets Fund - Class R6                                 | NTV08X | ODVIX  | \$293,724                      | \$334,574                      | \$379,115                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Discovery Fund - Class R6  | NTV412 | ODIIX  | \$259,974                      | \$297,982                      | \$193,948                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Invesco Oppenheimer International Growth Fund - Class R6                   | NTV01X | OIGIX  | \$840,730                      | \$958,460                      | \$443,536                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| iShares MSCI EAFE International Index Fund - Institutional Shares          | NTV409 | MAIIX  | \$464,048                      | \$544,230                      | \$838,610                      | 0.050%                                   | 0.050%                                   | 0.050%                                   | \$77   |
| JPMorgan Small Cap Equity R5   | NTV09X | JSERX  | \$488,651                      | \$559,877                      | \$481,693                      | 0.100%                                   | 0.100%                                   | 0.100%                                   | \$128  |
| Loan   | LXM001 |        | \$210,358                      | \$225,533                      | \$257,599                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Mid Cap Growth Fund - Class R6   | NTV411 | OTCKX  | \$263,311                      | \$289,998                      | \$473,829                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| MFS Value Fund - Class R6  | NTV442 | MEIKX  | \$805,808                      | \$911,509                      | \$1,194,886                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Bailard International Equities Fund - R6 Class                  | NTV07U | NWHMX  | \$82,451                       | \$93,409                       | \$226,831                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Nationwide Fixed Fund  | NWG272 |        | \$2,736,792                    | \$2,517,862                    | \$2,858,316                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| PGIM Total Return Bond Fund - Class Z                                      | NTV395 | PDBZX  | \$722,345                      | \$752,618                      | \$940,316                      | 0.250%                                   | 0.250%                                   | 0.250%                                   | \$506  |
| PIMCO Income Fund: Institutional Class                                     | NTV394 | PIMIX  | \$155,762                      | \$165,538                      | \$89,570                       | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| TIAA-CREF Real Estate Securities Fund - Institutional Class                | NTV396 | TIREX  | \$288,523                      | \$318,726                      | \$358,227                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard 500 Index Fund - Admiral Shares                                   | NTV135 | VFIAX  | \$1,174,280                    | \$1,450,299                    | \$1,605,202                    | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard Mid-Cap Index Fund - Admiral Shares                               | NTV154 | VIMAX  | \$395,039                      | \$456,059                      | \$155,216                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| Vanguard(R) Small-Cap Value Index Fund - Institutional Shares              | NTV397 | VSIIIX | \$71,906                       | \$84,995                       | \$200,224                      | 0.000%                                   | 0.000%                                   | 0.000%                                   | \$0  |
| <b>Total</b>   |        |        | <b>\$15,167,476</b>            | <b>\$16,414,454</b>            | <b>\$16,950,408</b>            |  |  |  | <b>\$1,039</b>                               |

**Summary of all Plans**

|              | 10/31/2020<br>Account<br>Value | 11/30/2020<br>Account<br>Value | 12/31/2020<br>Account<br>Value | 4Q2020 Fund<br>Service Fee<br>Payment |
|--------------|--------------------------------|--------------------------------|--------------------------------|---------------------------------------|
| <b>Total</b> | <b>\$582,611,647</b>           | <b>\$625,117,435</b>           | <b>\$644,704,339</b>           | <b>\$41,057</b>                       |

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# Service Level Agreements

City of Sacramento

Plan Administrator: Kim Lovell

| Deliverable:                       | Service Level Agreement:   | Penalty:   | Frequency: | Q4:<br>Met/Failed | Q4:<br>Penalty | Q4: Comments   |
|------------------------------------|--|--|------------|-------------------|----------------|--|
| Annual Satisfaction Survey         | Nationwide will conduct an annual participant satisfaction survey  | \$2,500 1st year / \$5,000 annually for subsequent years | Annual     | Met               | \$0            | Survey scheduled for Q4                                  |
| Annual Satisfaction Survey Results | Nationwide will analyze survey results, provide executive summary and recommended actions annually.  | \$2,500 1st year / \$4,000 for subsequent years          | Annual     | Met               | \$0            | Survey scheduled for Q4                                  |
| On-Site Group Meetings             | Nationwide will conduct 150 group meetings annually for Plan's employees. The 150 meeting count will be revisited annually with the Plan to determine appropriateness.                           | \$2,500 1st year / \$4,000 for subsequent years          | Annual     | Met               | \$0            | Annual Requirement: 12 group meetings in Q4              |
| Individual Meetings                | Nationwide will conduct 3,000 individual meetings annually for Plan's employees. The 3,000 meeting count will be revisited annually with the Plan to determine appropriateness.                  | \$2,500 1st year / \$4,000 for subsequent years          | Annual     | Met               | \$0            | Annual Requirement: 337 individual meetings in Q4        |
| New Hire Enrollments               | Nationwide will commit to enroll 50% of new hires into the 457(b) plan annually. This deliverable is contingent upon receiving new hire census data from the Plan in order to track and measure. | \$2,500 1st year / \$4,000 for subsequent years          | Annual     | Met               | \$0            | Annual requirement; NRS has met this standard for 4Q2020 |

|   |  |   |           |                 |            |  |
|---|--|---|-----------|-----------------|------------|--|
| Total Enrollments<br>(new hires and existing employees) | Nationwide will commit to increase new enrollments into the 457(b) plan to 185 annually. The 185 enrollment threshold is based on historic Plan data provided by the Plan and will be revisited annually with the Plan based on hiring trends within the City. | \$2,500 1st year / \$4,000 for subsequent years   | Annual    | Met             | \$0        | Annual requirement; NRS has met this standard for 4Q2020 |
| Participant Services                                    | Nationwide will answer 75% of participant calls to the service center within 20 seconds annually.  | \$2,500 1st year / \$5,000 for subsequent years   | Annual    | Met             | \$0        | 89.65%   |
| Plan Sponsor Services                                   | Managing Director, Program Director and/or Relationship Consultant will respond to Plan Sponsor calls and return calls within one business day.  | \$2,500 1st year / \$4,000 for subsequent years   | Annual    | Met             | \$0        | Annual requirement; NRS has met this standard for 4Q2020 |
| Participant Statements - Online                         | Nationwide will post quarterly participant statements to the website within 15 business days of the quarter end date.  | Up to \$2,500 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met             | \$0        | 1/8/2020   |
| Participant Statements - Mail                           | Nationwide will mail quarterly participant statements (not enrolled in e-Delivery) within 15 business days of the quarter end date.  | Up to \$2,500 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met             | \$0        | 1/8/2020   |
| Plan Sponsor Statements - Online                        | Nationwide will post quarterly Plan Sponsor statements to the website within 30 business days of the quarter end date.   | Up to \$2,500 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met             | \$0        | 1/8/2020   |
| Plan Reports  | Nationwide will provide quarterly reports to the Plan within 45 business days of the quarter end date.   | Up to \$2,500 1st year (\$625 a quarter) / \$4,000 for subsequent years (\$1,000 a quarter) paid annually | Quarterly | Met             | \$0        | Confirmed NRS has met this standard for 4Q2020           |
|   |  |   |           | <b>Total Q4</b> | <b>\$0</b> |  |

Schwab



CITY OF SACRAMENTO 457

Schwab Personal Choice  
Retirement Account (PCRA)  
Quarterly Report

As of 12/31/2020

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 12/31/2020

## Plan Profile Information

|  |             |
|--|-------------|
| Plan Type                                  | 457B        |
| Total PCRA Assets                          | \$2,540,690 |
| Total Funded PCRA Accounts                 | 28          |
| Total Roth Assets                          | N/A         |
| Total Funded Roth Accounts                 | N/A         |
| Total Advisor Managed PCRA Assets          | \$472,703   |
| Total Advisor Managed Funded PCRA Accounts | 2           |
| PCRA Accounts Opened This Quarter          | 3           |
| PCRA Assets In and Out This Quarter*       | \$138,749   |
| Average PCRA Account Balance               | \$90,739    |

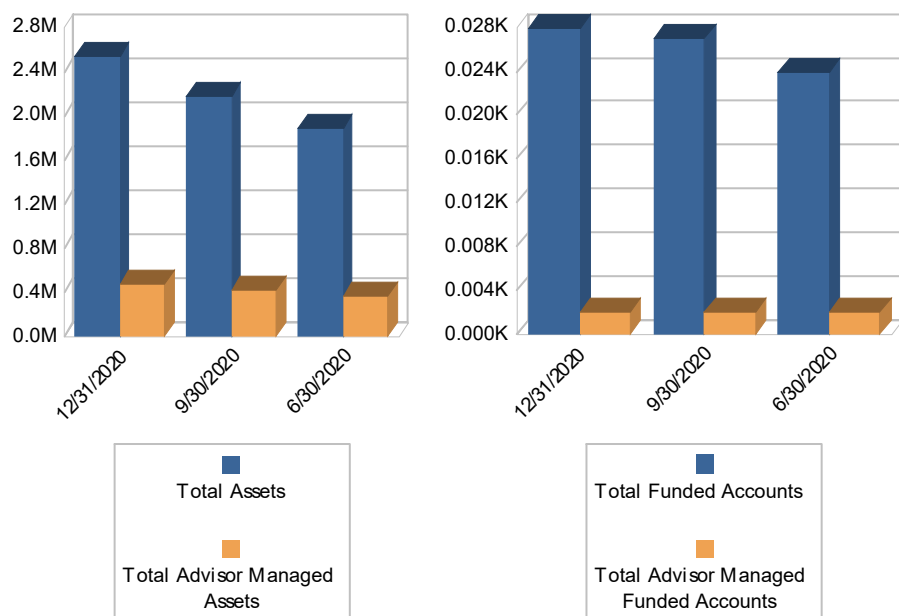
## PCRA Participant Profile Information

|                             |     |
|-----------------------------|-----|
| Average Participant Age     | 56  |
| Percent Male Participants   | 83% |
| Percent Female Participants | 17% |

## Total Assets by Category

|                  |           |
|------------------|-----------|
| Cash Investments | \$655,121 |
| Equities         | \$691,265 |
| ETFs             | \$652,644 |
| Fixed Income     | \$0       |
| Mutual Funds     | \$541,661 |
| Other            | \$0       |

## Assets and Accounts (Trailing 4 Quarters)



## Average Positions Per Account

|                  |     |
|------------------|-----|
| Cash Investments | 1.0 |
| Equities         | 2.3 |
| ETFs             | 1.3 |
| Fixed Income     | 0.0 |
| Mutual Funds     | 1.0 |
| Other            | 0.0 |
| Total            | 5.7 |

## Average Trades Per Account

|              |      |
|--------------|------|
| Equities     | 4.8  |
| ETFs         | 5.3  |
| Fixed Income | 0.0  |
| Mutual Funds | 0.5  |
| Other        | 0.0  |
| Total        | 10.5 |

\* Assets In and Out includes contributions and distributions.

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO 457 as of 12/31/2020

### Top 10 Mutual Fund Holdings\*\*

| Name                                  | Category                         | Symbol | OS* | \$MF Assets | %MF Assets |
|---------------------------------------|----------------------------------|--------|-----|-------------|------------|
| T. ROWE PRICE BLUE CHIP GROWTH        | Large Capitalization Stock Funds | TRBCX  | Y   | \$64,372    | 12.97%     |
| VANGUARD DIVIDEND GROWTH INV          | Large Capitalization Stock Funds | VDIGX  | N   | \$55,578    | 11.20%     |
| LAUDUS U.S. LARGE CAP GROWTH FUND     | Large Capitalization Stock Funds | LGILX  | Y   | \$37,416    | 7.54%      |
| SCHWAB S&P 500 INDEX FD               | Large Capitalization Stock Funds | SWPPX  | Y   | \$28,178    | 5.68%      |
| AMERICAN CENTURY SELECT INV           | Large Capitalization Stock Funds | TWCIX  | Y   | \$24,224    | 4.88%      |
| AMG YACKTMAN FOCUSED N                | Large Capitalization Stock Funds | YAFFX  | Y   | \$23,418    | 4.72%      |
| BROWN ADVISORY SUSTAINABLE GROWTH INV | Large Capitalization Stock Funds | BIAWX  | Y   | \$17,621    | 3.55%      |
| TCW SELECT EQUITIES N                 | Large Capitalization Stock Funds | TGCNX  | Y   | \$17,603    | 3.55%      |
| PFG FDLT INS AM&EQ IDX STR R          | Large Capitalization Stock Funds | PFFFX  | Y   | \$17,514    | 3.53%      |
| PFG MFS AGGRESSIVE GWTH STRAT R       | International                    | PFSMX  | Y   | \$16,905    | 3.41%      |

### Top 10 Fund Families

| Name               | \$MF Assets | %MF Assets |
|--------------------|-------------|------------|
| VANGUARD           | \$80,437    | 16.20%     |
| T ROWE PRICE       | \$78,649    | 15.84%     |
| SCHWAB             | \$38,203    | 7.70%      |
| LAUDUS FUNDS       | \$37,416    | 7.54%      |
| AMERICAN CENTURY   | \$24,224    | 4.88%      |
| AMG FUNDS          | \$23,418    | 4.72%      |
| BROWN/IA           | \$17,621    | 3.55%      |
| TCW                | \$17,603    | 3.55%      |
| FRANKLIN TEMPLETON | \$15,211    | 3.06%      |
| FIDELITY           | \$6,653     | 1.34%      |

\*\*Top 10 Mutual Funds does not include Money Market Funds.

\*OS = OneSource, no-load, no transaction fee.

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO 457 as of 12/31/2020

### Top 10 Equity Holdings

| Name                     | Category               | Symbol | \$EQ Assets | %EQ Assets |
|--------------------------|------------------------|--------|-------------|------------|
| TESLA INC                | Consumer Discretionary | TSLA   | \$55,748    | 8.06%      |
| UNITED AIRLINES HLDGS    | Industrials            | UAL    | \$49,089    | 7.10%      |
| N I O INC FSPONSORED ADR | Consumer Discretionary | NIO    | \$44,256    | 6.40%      |
| NVIDIA CORP              | Information Technology | NVDA   | \$35,162    | 5.09%      |
| STONECO LTD FCLASS A     | Information Technology | STNE   | \$35,079    | 5.07%      |
| L3HARRIS TECHNOLOGIES IN | Industrials            | LHX    | \$28,353    | 4.10%      |
| HOME DEPOT INC           | Consumer Discretionary | HD     | \$26,562    | 3.84%      |
| BARRICK GOLD CORP F      | Materials              | GOLD   | \$26,197    | 3.79%      |
| PFIZER INC               | Health Care            | PFE    | \$23,927    | 3.46%      |
| MEDTRONIC PLC F          | Health Care            | MDT    | \$23,428    | 3.39%      |

### Top 10 ETF Holdings

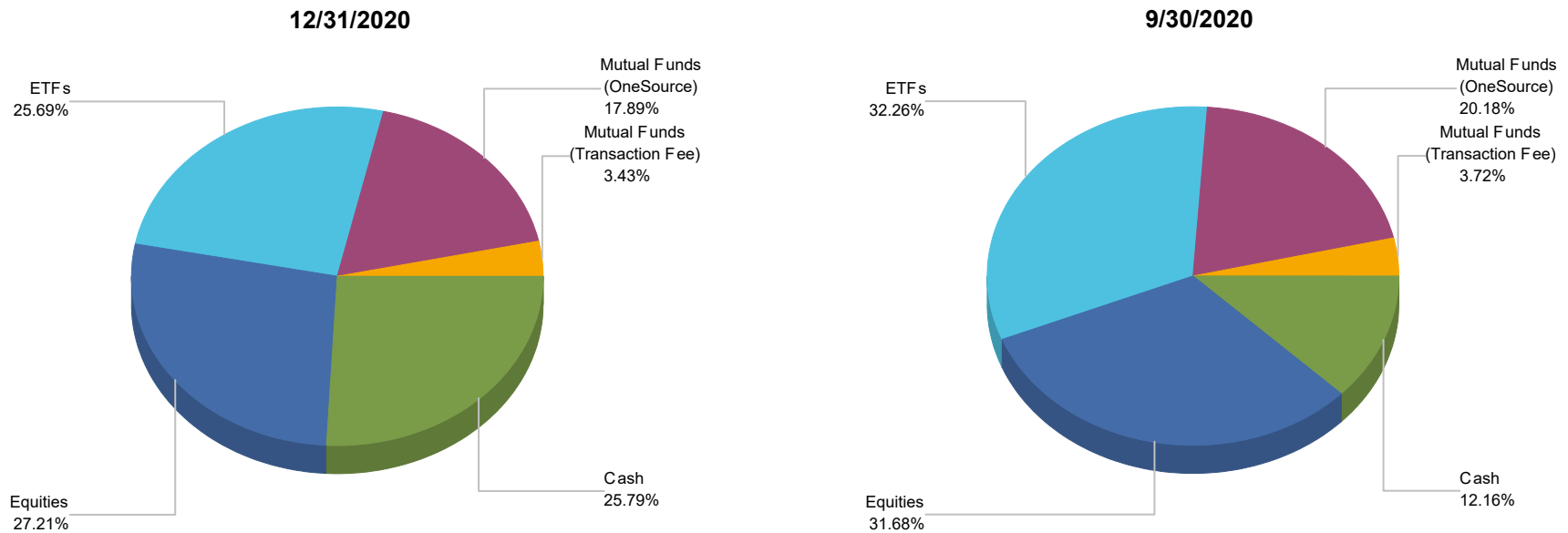
| Name                               | Category             | Symbol | OS* | \$ETF Assets | %ETF Assets |
|------------------------------------|----------------------|--------|-----|--------------|-------------|
| VANGUARD INTERMEDIATE TERM COR ETF | US FI                | VCIT   | N   | \$102,288    | 15.67%      |
| FIDELITY MSCI INFOR TECHINDX ETF   | Sector               | FTEC   | N   | \$51,523     | 7.89%       |
| INVESCO QQQ TRUST                  | US Equity            | QQQ    | N   | \$44,539     | 6.82%       |
| VANECK VECTORS GOLD MINERS ETF     | Sector               | GDX    | N   | \$39,622     | 6.07%       |
| VANGUARD DIVIDEND APPRECIATION ETF | US Equity            | VIG    | N   | \$37,125     | 5.69%       |
| SCHWAB US DIVIDEND EQUITY ETF      | US Equity            | SCHD   | N   | \$28,863     | 4.42%       |
| VANGUARD FTSE ALL WORLD EX US ETF  | International Equity | VEU    | N   | \$28,750     | 4.41%       |
| VANGUARD S&P 500 ETF               | US Equity            | VOO    | N   | \$24,462     | 3.75%       |
| SPDR S&P 500 HIGH DIVIDEND ETF     | US Equity            | SPYD   | N   | \$24,092     | 3.69%       |
| VANGUARD ENERGY ETF                | Sector               | VDE    | N   | \$23,889     | 3.66%       |

\*OS = OneSource, no transaction fee.



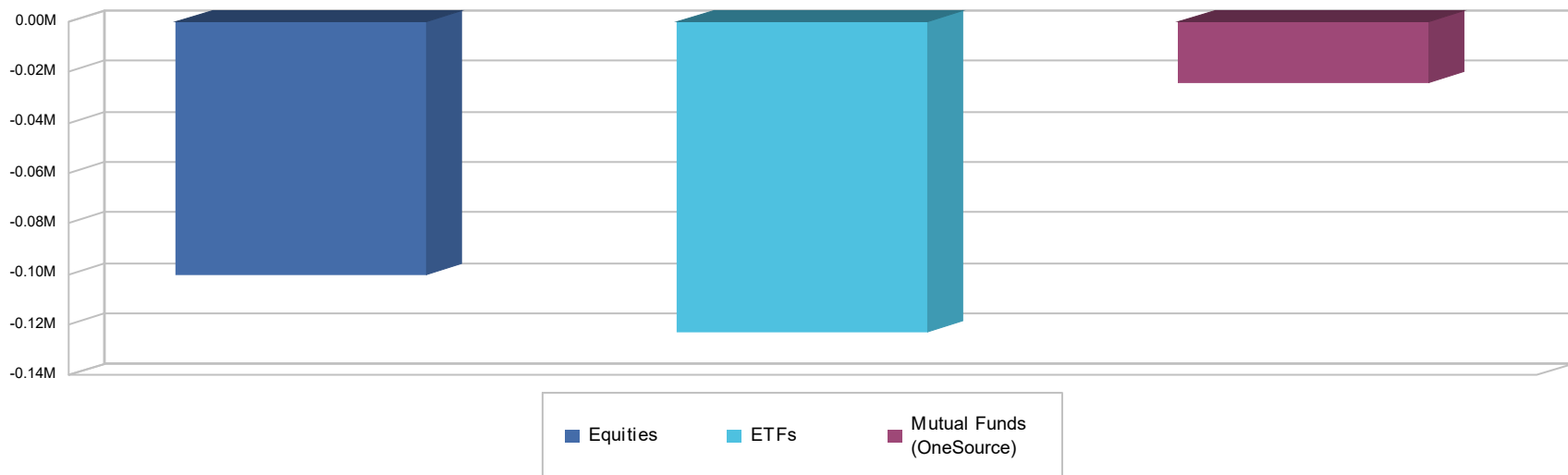
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 12/31/2020

## Market Value Allocation - All Assets (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

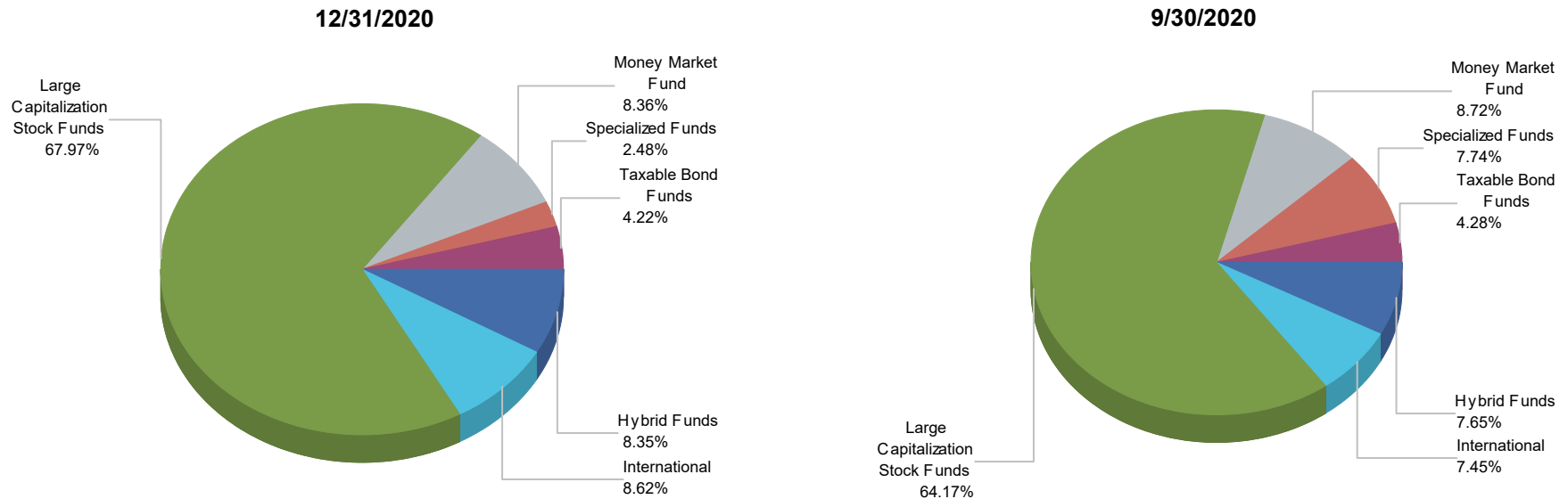
## Net Flow - All Non-Cash Assets (3-Month Period Ending 12/31/2020)



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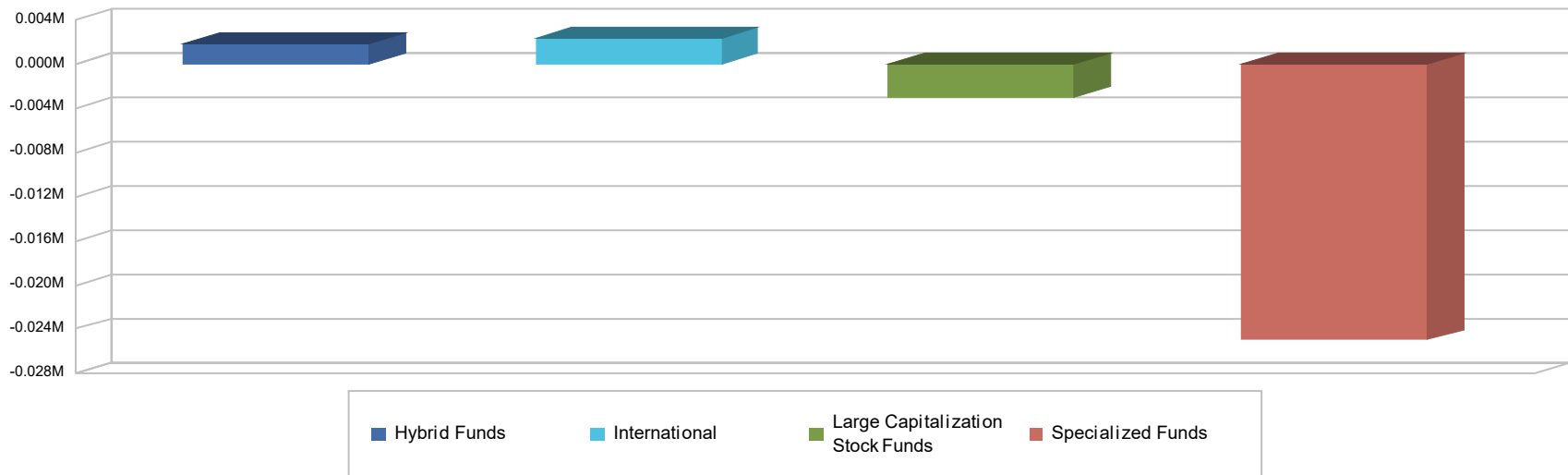
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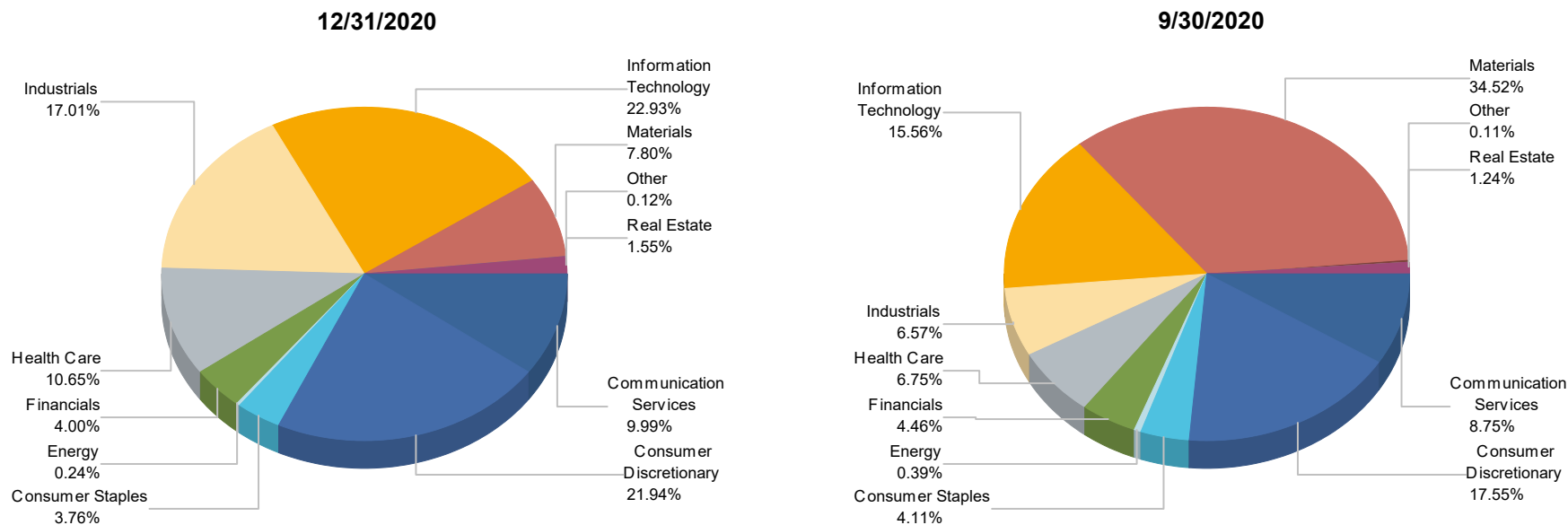
## Net Flow by Sector - Mutual Funds (3-Month Period Ending 12/31/2020)



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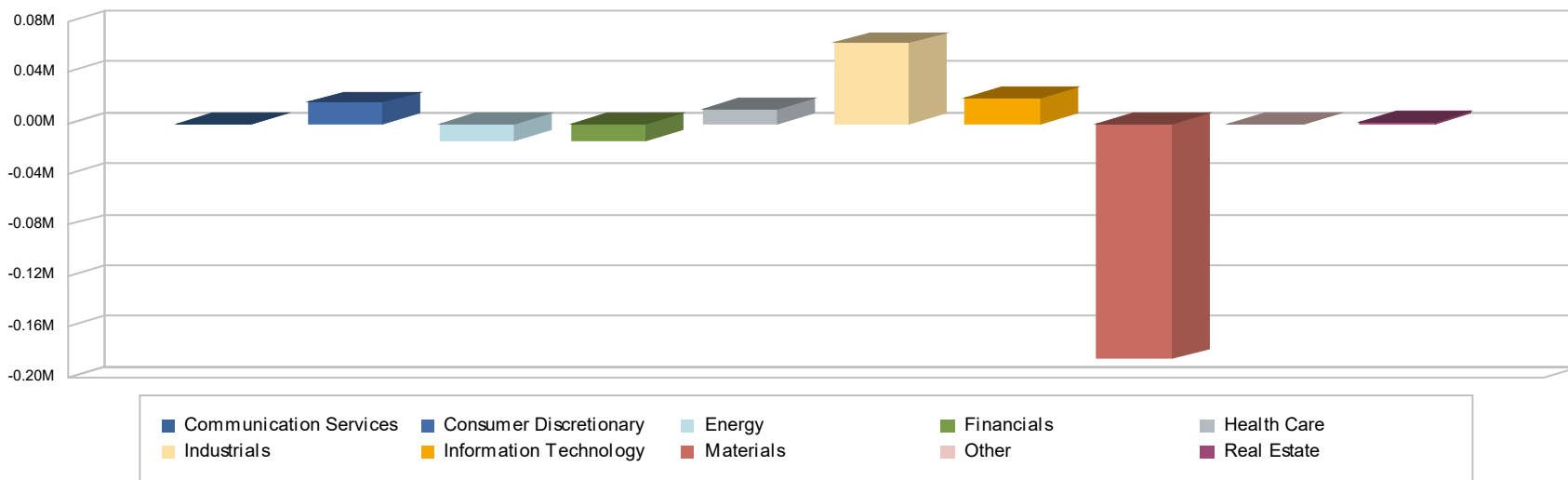
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 12/31/2020

## Market Value Allocation - Equities (Quarter over Quarter)



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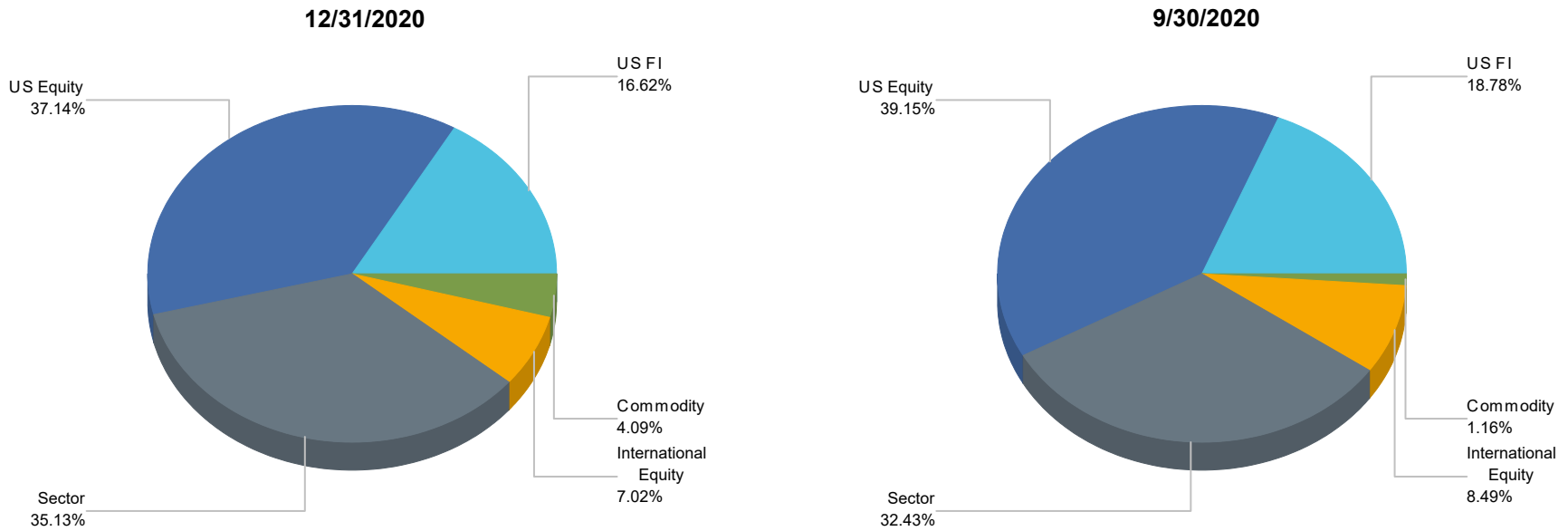
## Net Flow by Sector - Equities (3-Month Period Ending 12/31/2020)



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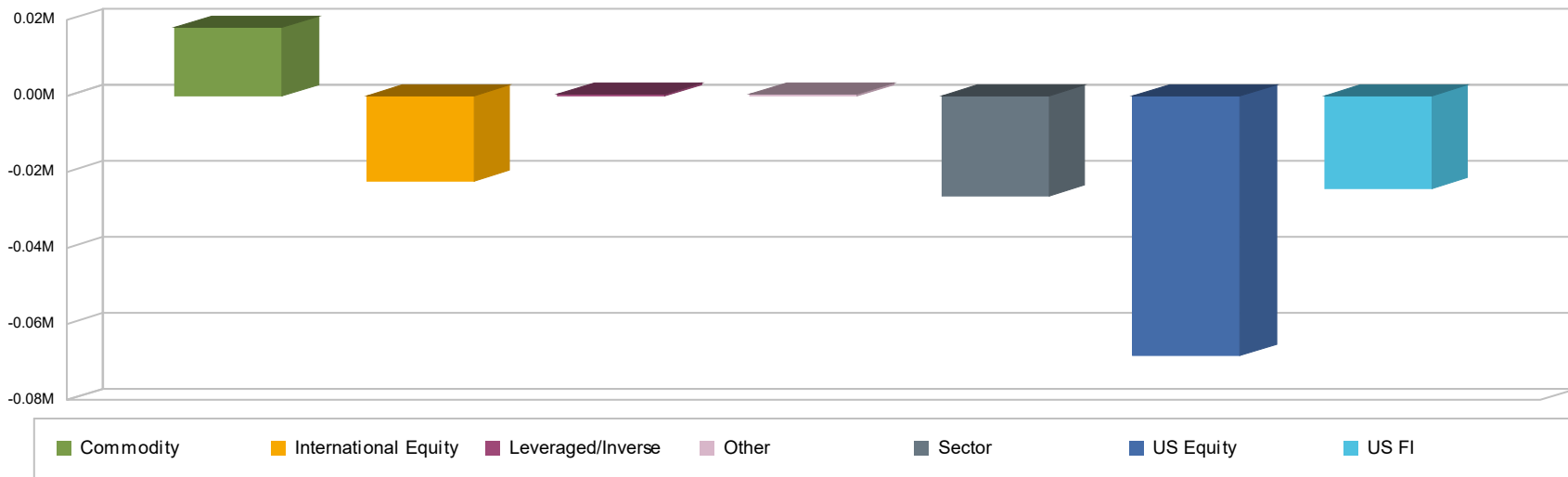
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 12/31/2020

## Market Value Allocation - ETF (Quarter over Quarter)



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## Net Flow by Sector - ETF (3-Month Period Ending 12/31/2020)

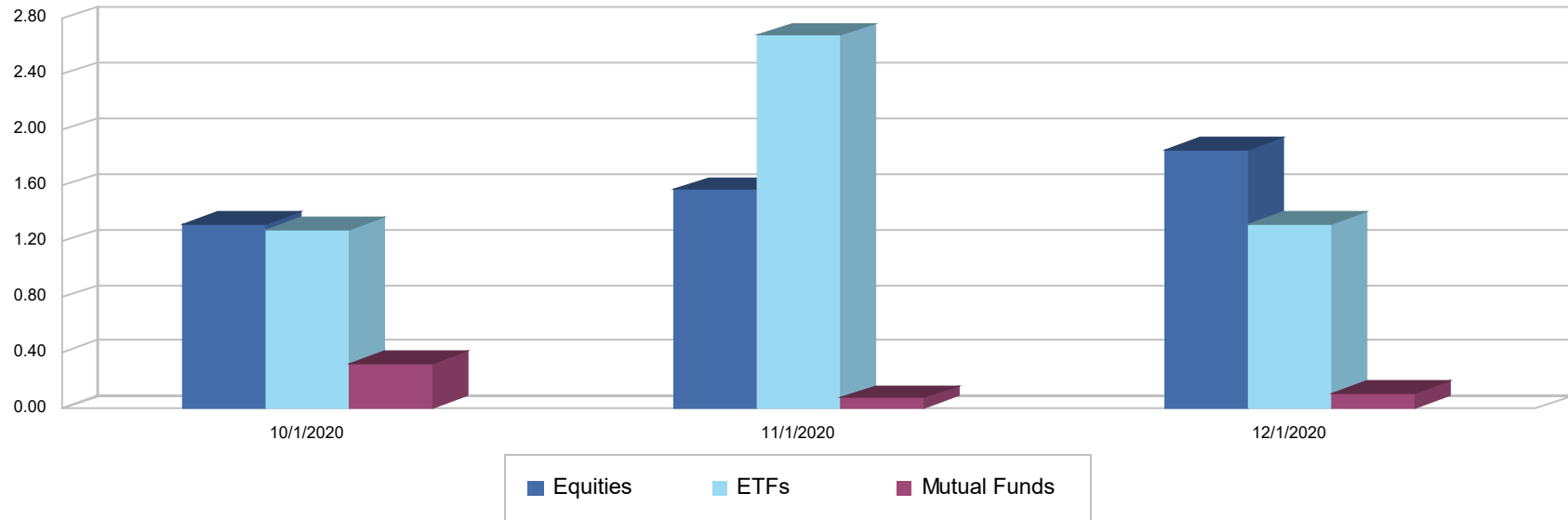


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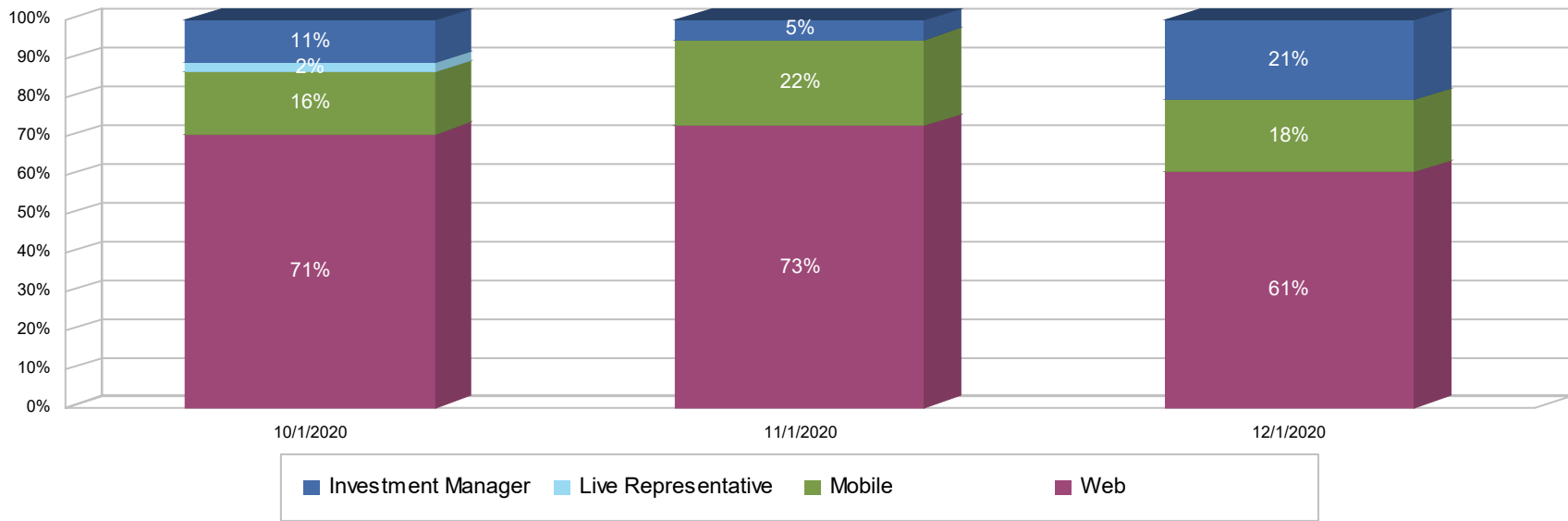
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO 457 as of 12/31/2020

### Average Monthly Trades Per Account (3-Month Period Ending 12/31/2020)



### Trading Channel Mix (Month over Month)



# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 12/31/2020

## Important Disclosures

Schwab Personal Choice Retirement Account (PCRA) is offered through Charles Schwab & Co., Inc. (Member SIPC), the registered broker/dealer, which also provides other brokerage and custody services to its customers.

For participants who utilize the Personal Choice Retirement Account (PCRA), the following fees and conditions may apply: Schwab's short-term redemption fee of \$49.95 will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource® service (and certain other funds with no transaction fee) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

Trades in no-load mutual funds available through Mutual Funds OneSource service (including Schwab Funds) as well as certain other funds, are available without transaction fees when placed through schwab.com or our automated phone channels. Schwab reserves the right to change the funds we make available without transaction fees and to reinstate fees on any funds. Funds are also subject to management fees and expenses.

Charles Schwab & Co., Inc., member SIPC, receives remuneration from fund companies for record keeping, shareholder services and other administrative services for shares purchased through its Mutual Fund OneSource service. Schwab also may receive remuneration from transaction fee fund companies for certain administrative services.

This material is for institutional use only.

The information contained herein is obtained from third-party sources and believed to be reliable, but its accuracy or completeness is not guaranteed. This report is for informational purposes only and is not a solicitation, or a recommendation that any particular investor should purchase or sell any particular security.



# CITY OF SACRAMENTO MGMT 401A

## Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 12/31/2020

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO MGMT 401A as of 12/31/2020

### Plan Profile Information

|  |                |
|--|----------------|
| Plan Type                                  | Money Purchase |
| Total PCRA Assets                          | \$353,072      |
| Total Funded PCRA Accounts                 | 7              |
| Total Roth Assets                          | N/A            |
| Total Funded Roth Accounts                 | N/A            |
| Total Advisor Managed PCRA Assets          | \$0            |
| Total Advisor Managed Funded PCRA Accounts | 0              |
| PCRA Accounts Opened This Quarter          | 0              |
| PCRA Assets In and Out This Quarter*       | -\$1,000       |
| Average PCRA Account Balance               | \$50,439       |

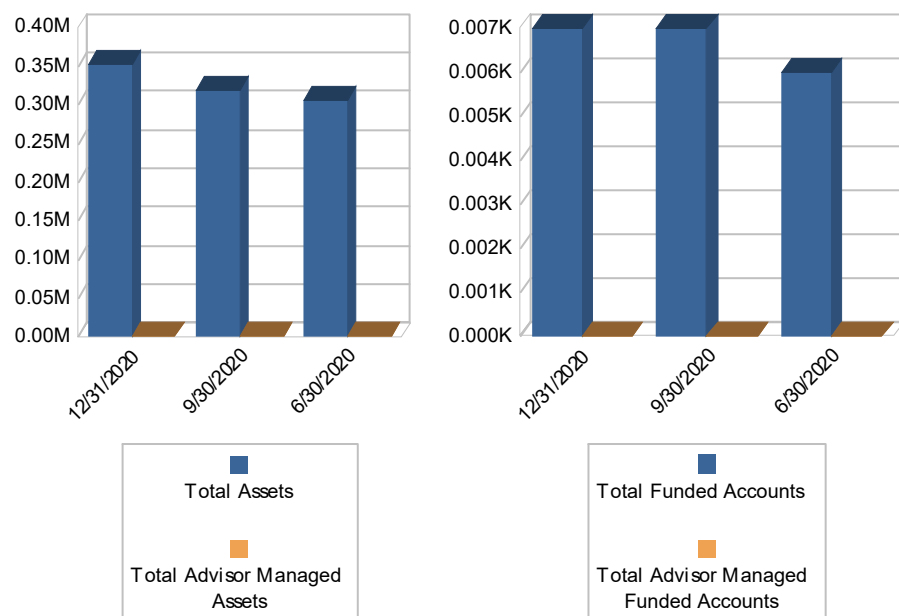
### PCRA Participant Profile Information

|                             |     |
|-----------------------------|-----|
| Average Participant Age     | 57  |
| Percent Male Participants   | 86% |
| Percent Female Participants | 14% |

### Total Assets by Category

|                  |           |
|------------------|-----------|
| Cash Investments | \$90,255  |
| Equities         | \$72,874  |
| ETFs             | \$76,182  |
| Fixed Income     | \$0       |
| Mutual Funds     | \$113,760 |
| Other            | \$0       |

### Assets and Accounts (Trailing 4 Quarters)



### Average Positions Per Account

|                  |     |
|------------------|-----|
| Cash Investments | 1.0 |
| Equities         | 2.0 |
| ETFs             | 1.0 |
| Fixed Income     | 0.0 |
| Mutual Funds     | 0.4 |
| Other            | 0.0 |
| Total            | 4.4 |

### Average Trades Per Account

|              |      |
|--------------|------|
| Equities     | 2.1  |
| ETFs         | 11.0 |
| Fixed Income | 0.0  |
| Mutual Funds | 0.6  |
| Other        | 0.0  |
| Total        | 13.7 |

\* Assets In and Out includes contributions and distributions.



# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO MGMT 401A as of 12/31/2020

### Top 10 Mutual Fund Holdings\*\*

| Name                          | Category                         | Symbol | OS* | \$MF Assets | %MF Assets |
|-------------------------------|----------------------------------|--------|-----|-------------|------------|
| TIAA-CREF EQUITY INDEX RETAIL | Large Capitalization Stock Funds | TINRX  | Y   | \$51,066    | 89.98%     |
| VANGUARD ENERGY INV           | Specialized Funds                | VGENX  | N   | \$5,687     | 10.02%     |

### Top 10 Fund Families

| Name      | \$MF Assets | %MF Assets |
|-----------|-------------|------------|
| TIAA-CREF | \$51,066    | 89.98%     |
| VANGUARD  | \$5,687     | 10.02%     |

\*\*Top 10 Mutual Funds does not include Money Market Funds.

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# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

## CITY OF SACRAMENTO MGMT 401A as of 12/31/2020

### Top 10 Equity Holdings

| Name                       | Category               | Symbol | \$EQ Assets | %EQ Assets |
|----------------------------|------------------------|--------|-------------|------------|
| APPLE INC                  | Information Technology | AAPL   | \$42,424    | 58.22%     |
| NEW RESIDENTIAL INVE REIT  | Financials             | NRZ    | \$9,226     | 12.66%     |
| ADVANCED MICRO DEVIC       | Information Technology | AMD    | \$9,171     | 12.58%     |
| MAIN STREET CAPITAL        | Financials             | MAIN   | \$2,270     | 3.11%      |
| COHEN AND STEERS INFRAST   | Other                  | UTF    | \$1,883     | 2.58%      |
| SOLAREEDGE TECH            | Information Technology | SEDG   | \$1,596     | 2.19%      |
| FIVERR INTERNTNL LTD F     | Consumer Discretionary | FVRR   | \$1,366     | 1.87%      |
| FASTLY INC                 | Information Technology | FSLY   | \$1,311     | 1.80%      |
| ZEBRA TECHNOLOGIES CLASS A | Information Technology | ZBRA   | \$1,153     | 1.58%      |
| GAMING & LEISURE PPT REIT  | Real Estate            | GLPI   | \$903       | 1.24%      |

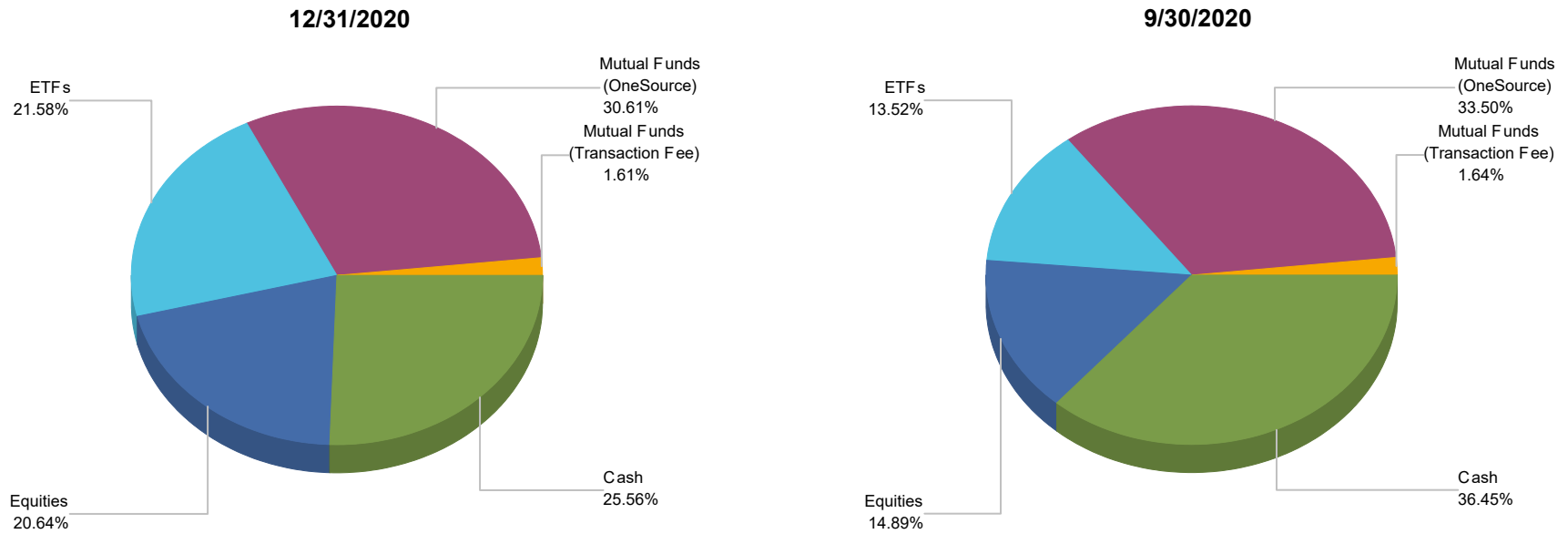
### Top 10 ETF Holdings

| Name                                 | Category             | Symbol | OS* | \$ETF Assets | %ETF Assets |
|--------------------------------------|----------------------|--------|-----|--------------|-------------|
| ARK INNOVATION ETF                   | US Equity            | ARKK   | N   | \$54,651     | 71.74%      |
| VANECK VECTORS SEMICONDUCTOR ETF     | Sector               | SMH    | N   | \$10,921     | 14.34%      |
| ISHARES EMERGING MARKETSDIV ETF      | International Equity | DVYE   | N   | \$7,446      | 9.77%       |
| SPDR FUND MATERIALS SELECT SECTR ETF | Sector               | XLB    | N   | \$1,170      | 1.54%       |
| ISHARES NASDAQ BIOTECHNOLOGY ETF     | Sector               | IBB    | N   | \$1,061      | 1.39%       |
| ISHARES SILVER TRUST ETF             | Commodity            | SLV    | N   | \$934        | 1.23%       |

\*OS = OneSource, no transaction fee.

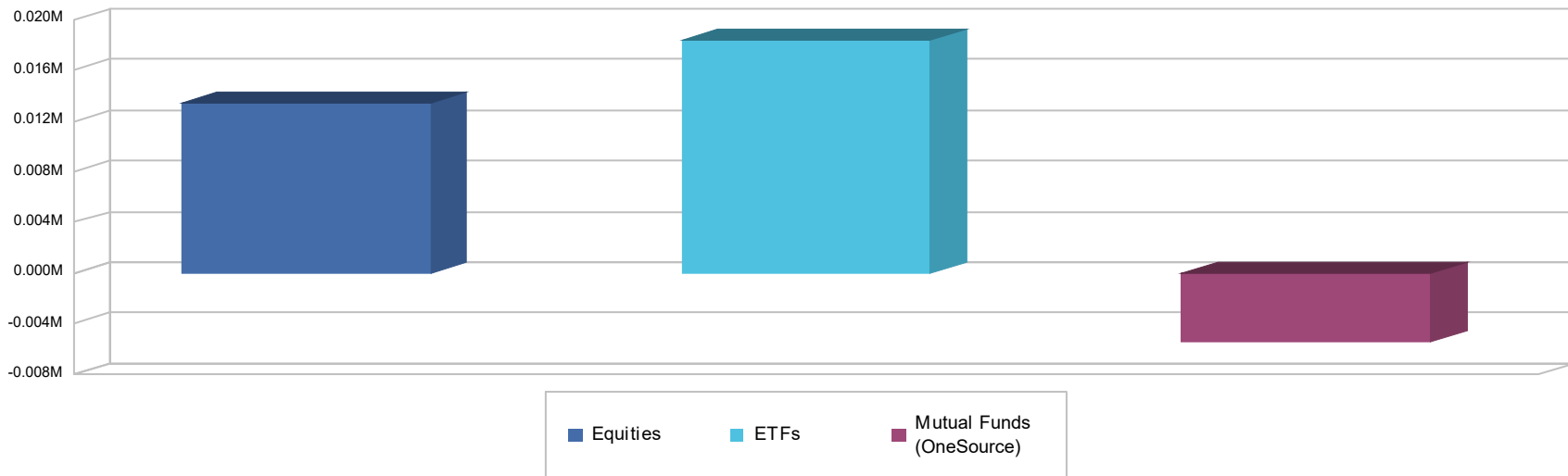
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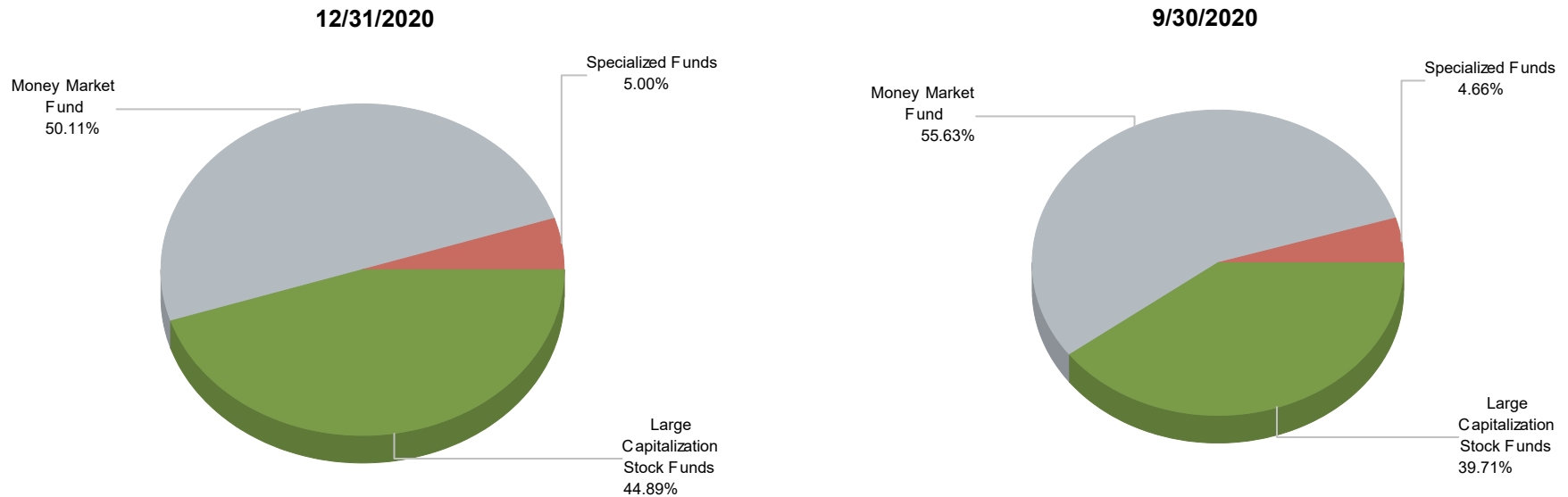
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## Market Value Allocation - Mutual Funds (Quarter over Quarter)



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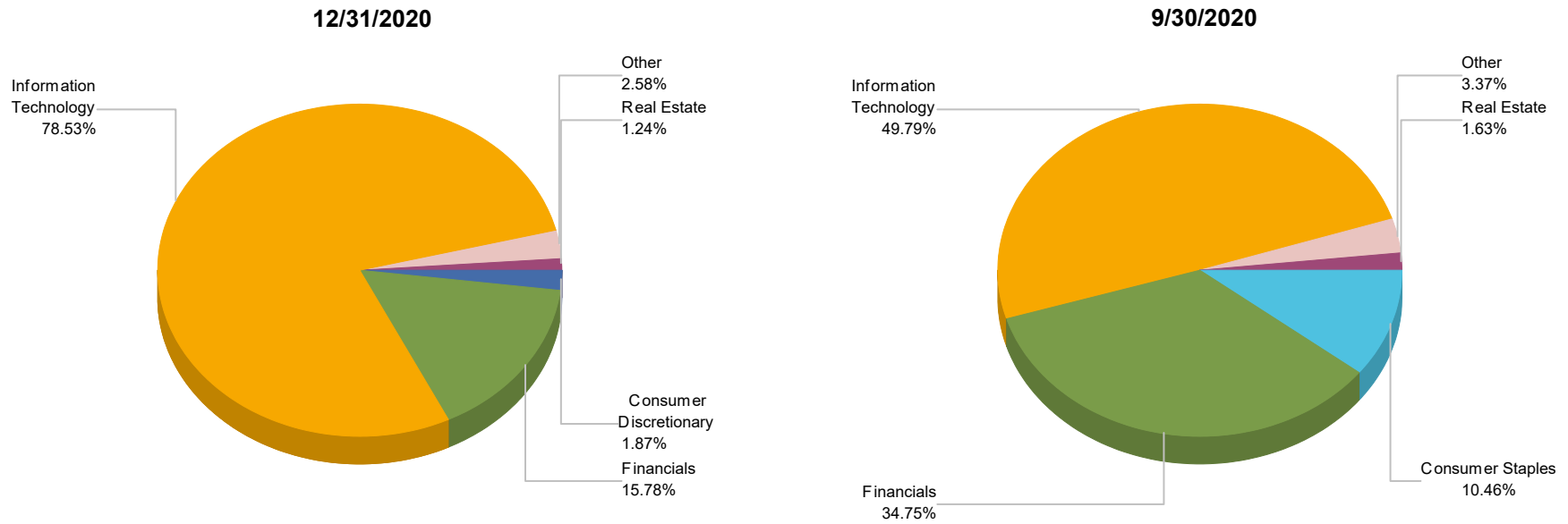
## Net Flow by Sector - Mutual Funds (3-Month Period Ending 12/31/2020)



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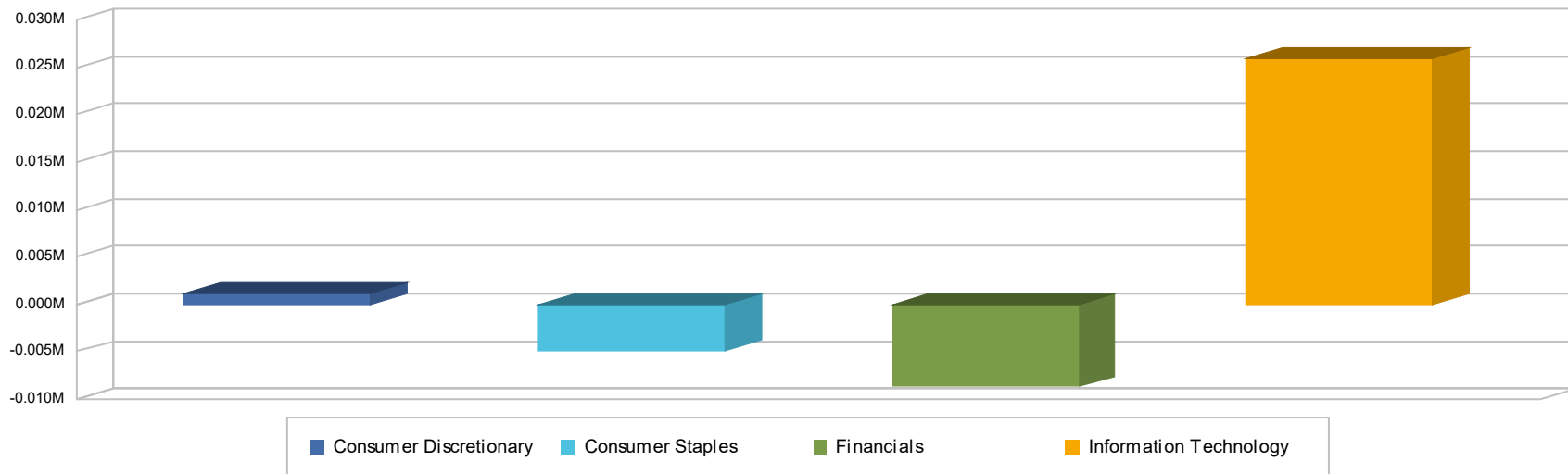
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 12/31/2020

## Market Value Allocation - Equities (Quarter over Quarter)



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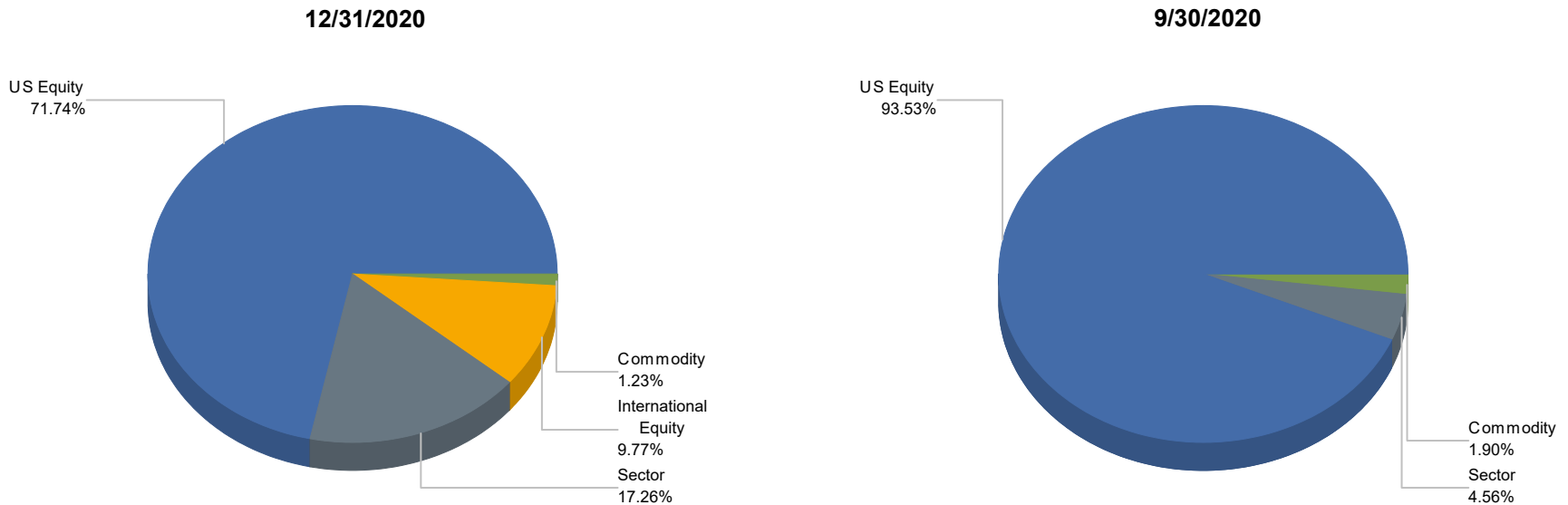
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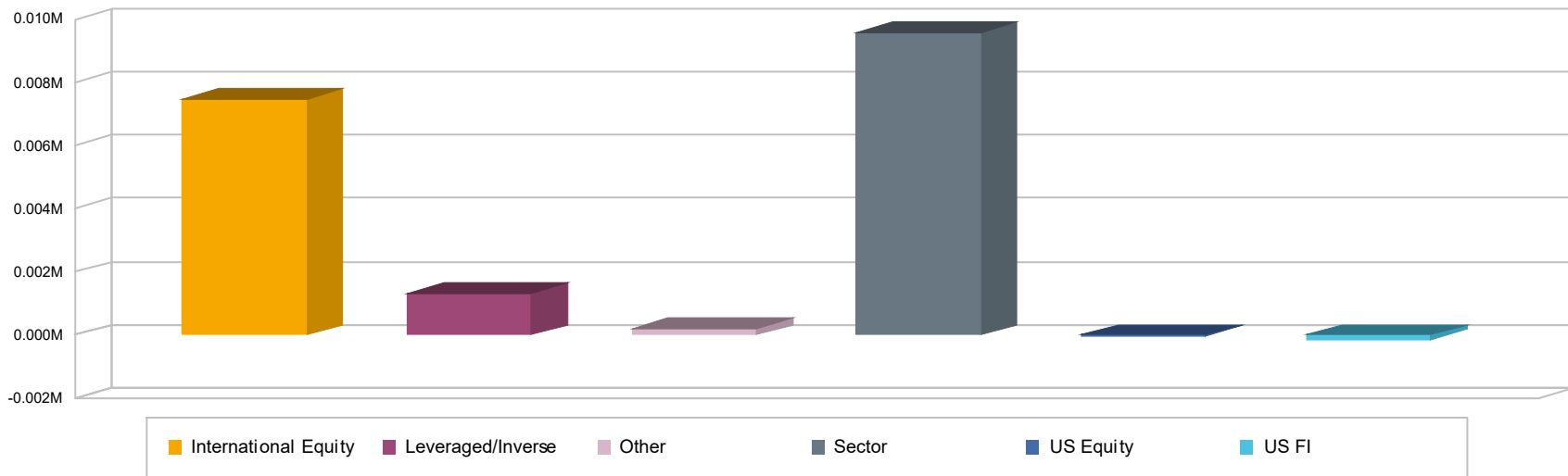
# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 12/31/2020

## Market Value Allocation - ETF (Quarter over Quarter)



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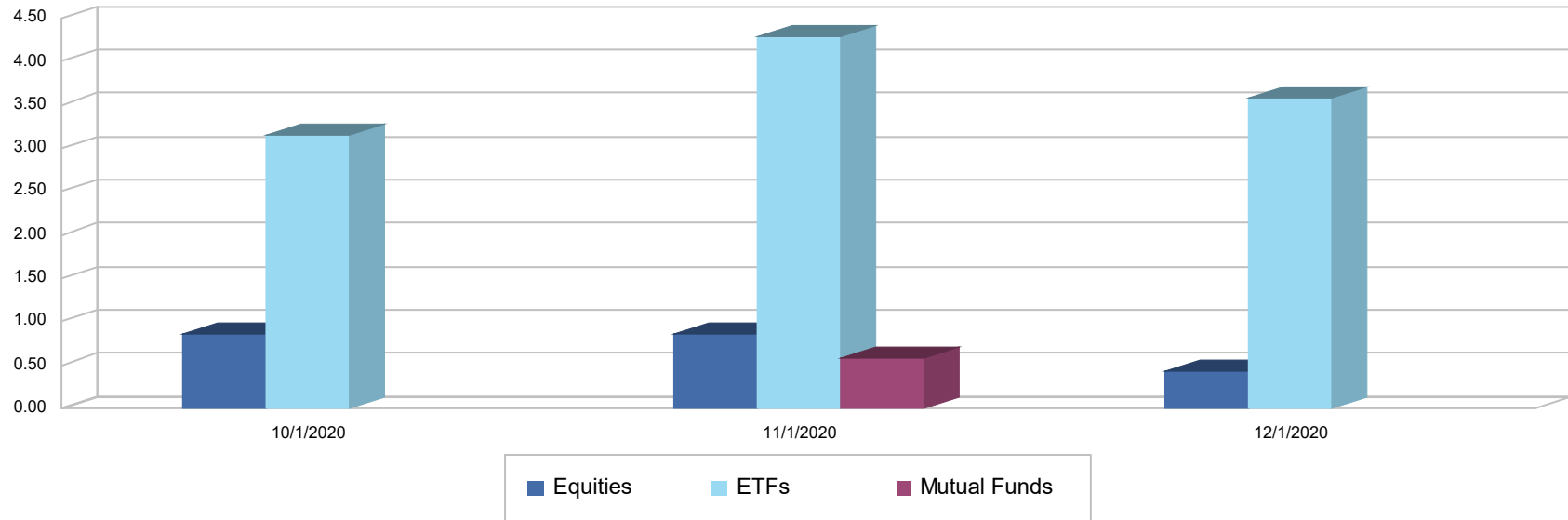
## Net Flow by Sector - ETF (3-Month Period Ending 12/31/2020)



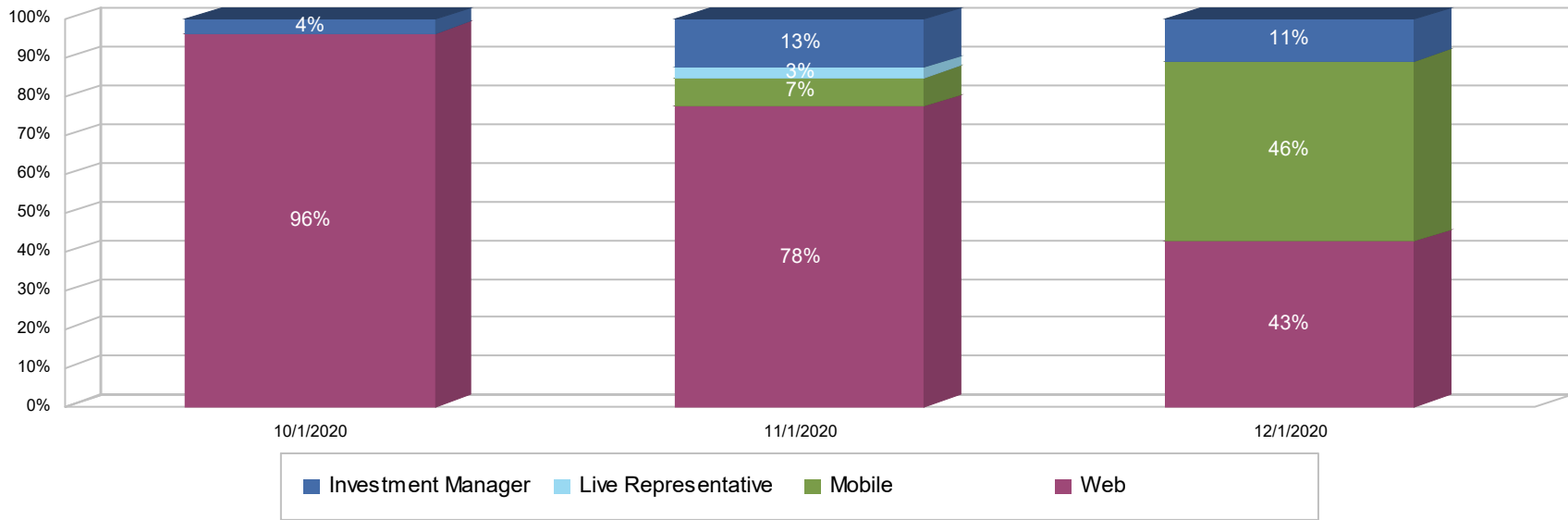
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## Average Monthly Trades Per Account (3-Month Period Ending 12/31/2020)



## Trading Channel Mix (Month over Month)



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Your Dedicated Team

# Your Dedicated Team

## Plan Sponsor Experience

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