## City of Sacramento

2Q2021: Board Report



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Administration Report

## 2Q21: Balance Sheet

|  | 457 |  | 401(a) <br> Management |  | $\begin{gathered} \text { 401(a) } \\ \text { WCOE, L39 Supv } \end{gathered}$ |  | 401(a) <br> City Council |  | 401(a) <br> Sac Sierras Bldg |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Beginning Balance as of 4/01/2021 | \$ | 506,812,928 | \$ | 123,831,229 | \$ | 17,029,306 | \$ | 730,229 | \$ | 13,657 | \$ | 648,417,348 |
| RECEIPTS: |  |  |  |  |  |  |  |  |  |  |  |  |
| Contribs/Loans/Roll-ins | \$ | 9,308,580 | \$ | 2,555,834 | \$ | 345,873 | \$ | 21,132 | \$ | 13,472 | \$ | 12,244,891 |
| Int/Dividend | \$ | 897,406 | \$ | 256,221 | \$ | 30,321 | \$ | 1,600 | \$ | 17 | \$ | 1,185,564 |
| Fees | \$ | $(243,499)$ | \$ | $(54,714)$ | \$ | $(9,770)$ | \$ | (270) | \$ | (1) | \$ | $(308,255)$ |
|  | \$ | 9,962,487 | \$ | 2,757,341 | \$ | 366,423 | \$ | 22,462 |  |  | \$ | 13,122,200 |
| DISTRIBUTIONS: |  |  |  |  |  |  |  |  |  |  |  |  |
| Distributions/Loans/Roll-outs | \$ | 6,394,368 | \$ | 1,822,449 | \$ | 176,475 | \$ | - | \$ | - | \$ | 8,393,292 |
|  | \$ | 6,394,368 | \$ | 1,822,449 | \$ | 176,475 | \$ | - | \$ | - | \$ | 8,393,292 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gain/Loss | \$ | 28,207,725 | \$ | 6,935,069 | \$ | 911,689 | \$ | 39,971 | \$ | 843 | \$ | 36,095,299 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Schwab PCRA | \$ | 3,385,760 | \$ | 562,726 | \$ | 106,529 | \$ | - | \$ | - | \$ | 4,055,015 |
| Loan Balance | \$ | 5,985,423 | \$ | 1,527,064 | \$ | 284,453 | \$ | - | \$ | - | \$ | 7,796,940 |
| Total Balance as of 6/30/2021 | \$ | 547,959,956 | \$ | 133,790,980 | \$ | 18,521,925 | \$ | 792,662 | \$ | 14,500 | \$ | 701,093,509 |

## Historical Growth



457(b): Asset Growth*

*Does not include Loans and Schwab

457(b): Contributions \& Distributions

*Rolling 5 quarter average
***Including, but not limited to, Employee and Employer Contributions, Loan Principal Payments, Rollovers and Transfers In

457(b): Contributions Breakdown


457(b): Distribution Breakdown Dollar Amount*

*Does not include loans or internal plan to plan rollovers/transfers
City of Sacramento

## 457(b): Distribution Breakdown Transaction Amount


*Does not include loans or internal plan to plan rollovers/transfers
City of Sacramento

## 457 (b) Loan Activity




## 457(b) Loans Activity Summary



## 457(b) Transfers Out YTD

| Payee | Dollar Amount | \# of Participants |
| :--- | :---: | :---: |
| CHARLES SCHWAB \& CO INC | $\$ 1,047,989.63$ | 7 |
| DIRECTED TRUST COMPANY | $\$ 100,000.00$ | 1 |
| EDWARD JONES INVESTMENTS | $\$ 666,018.30$ | 6 |
| ETRADE SECURITIES LLC | $\$ 48,892.13$ | 1 |
| FIDELITY MANAGEMENT TRUST COMPANY | $\$ 1,511,077.73$ | 10 |
| FIIOC | $\$ 41,000.00$ | 1 |
| FORETHOUGHT LIFE INSURANCE COMPANY | $\$ 226,080.18$ | 1 |
| GOLDEN 1 CREDIT UNION | $\$ 10,952.45$ | 1 |
| LPL FINANCIAL LLC | $\$ 882,891.40$ | 2 |
| MORGAN STANLEY SMITH BARNEY LLC | $\$ 20,133.18$ | 2 |
| NATIONAL FINANCIAL SERVICES LLC | $\$ 316,500.55$ | 1 |
| NYLIAC | $\$ 32,068.59$ | 1 |
| PFS INVESTMENTS INC | $\$ 175,400.75$ | 1 |
| PROVIDENT TRUST GROUP LLC | $\$ 246,054.60$ | 1 |
| RELIANCE TRUST CO | $\$ 100,000.00$ | 1 |
| TD AMERITRADE CLEARING INC | $\$ 90,107.75$ | 1 |
| UBS FINANCIAL SERVICES INC | $\$ 64,954.44$ | 1 |
| UNKNOWN | $\$ 503,797.82$ | 1 |
| VANGUARD FIDUCIARY TRUST COMPANY | $\$ 99,765.43$ | 3 |
| VANTAGEPOINT TRANSFER AGENTS-457 | $\$ 6,781,501.49$ | 3 |
|  |  | 46 |

## 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



## 457(b) Website Device Usage



457(b) Participant Call Center


## Service Recap

## CITY OF SACRAMENTO SERVICE RECAP

NATIONWIDE RETIREMENT SOLUTIONS

## 6/30/2021

## Quick Plan Facts

|  | As of 6/30/2021 |
| :--- | :--- |
| Total Participant Count | 4,793 |
| New Enrollments YTD | 89 |
| Transfers/Rollovers into Plan YTD | $25=\$ 991 \mathrm{~K}$ |

## 1st Quarter Consultations, Meetings, and Site Visits

| Activity |  |
| :--- | :--- |
| Individual Consultations | 319 |
| Online Scheduling Appointments | 254 |
| Phone Appointments (Switched from <br> in person to virtual because of Shelter <br> in Place) 3/17-3/31 | 319 (same as Individual Consultations) |
| Group Meetings | 7 Meetings 187 Attendees |
| Unique Locations Visited | 0 |
| Site Visits | 0 |

## 2nd Quarter Education Campaigns/Flyers/Calls/Emails

4/5 Workshop Series Follow Up Emails 102 Emails
4/19 ROTH 457 goes Live
4/19 Emailed all worksite contacts regarding ROTH including PD and FIRE
WORKSHOPS:

4/27 Fire Stn 10B - Remote workshop by phone 6 attended
6/16 Fire Academy Class NEO
6/22 Fire Local 522 Office
6/24 Fire Local 522 Office
6/26 Fire Local 522 Office
6/28 Sac PD Academy Class NEO
7/30 Virtual Webinar ROTH 457 Intro

22 attended
15 attended
4 attended
4 attended
36 attended
100 attended

## 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 |  |  |
| :--- | ---: | :---: | :---: |
| April 457 | $\$ 13,028.78$ |  |  |
| April Management 401A | $\$ 3,163.57$ |  |  |
| April City Council 401A | $\$ 18.66$ |  |  |
| April Sierras 401A | $\$ 0.36$ |  |  |
| April WCOE 401A | $\$ 435.81$ |  |  |
| April Total | $\$ 16,647.18$ |  |  |
|  | $\$ 0.00$ |  |  |
| May 457 | $\$ 0.00$ |  |  |
| May Management 401A | $\$ 0.00$ |  |  |
| May City Council 401A | $\$ 0.00$ |  |  |
| May Sierras 401A | $\$ 0.00$ |  |  |
| May WCOE 401A | $\$ 0.00$ |  |  |
| May Total |  |  |  |
|  |  |  |  |
| June 457 | $\$ 26,947.81$ |  |  |
| June Management 401A | $\$ 6,579.70$ |  |  |
| June City Council 401A | $\$ 39.27$ |  |  |
| June Sierras 401A | $\$ 1.12$ |  |  |
| June WCOE 401A | $\$ 902.65$ |  |  |
| June Total | $\$ 34,470.55$ |  |  |
|  |  |  |  |
| Q2 2021 Revenue Total |  |  |  |

Fee Normalization Calculation

## Fee Normalization Calculation

Plan Sponsor Name: City of Sacramento 457
Plan ID: 0055515001

## IRS Code: 457

Report Period: 01-April 2021 to 30-June 2021

| Fund Name | Fund | Ticker | Bal End April | Bal End May | Bal End June | $\begin{aligned} & \text { Fund Rate } \\ & \text { April } \end{aligned}$ | Fund Rate May | Fund Rate June | $\begin{array}{\|l\|} \hline \text { Payment } \\ \text { Amount } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AmCent In Rtrmt R6 | NTV408 | ARDTX | 16,964,431.18 | 17,120,424.90 | 17,301,084.26 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent MdCap Val R6 | NTV398 | AMDVX | 10,062,198.07 | 10,157,803.75 | 10,536,313.51 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2025 R6 | NTV400 | ARWDX | 8,627,922.55 | 8,732,484.87 | 8,576,862.91 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2030 R6 | NTV401 | ARCUX | 11,311,155.86 | 10,679,638.37 | 10,670,259.11 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2035 R6 | NTV402 | ARLDX | 7,868,126.85 | 8,087,287.34 | 8,230,158.53 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2040 R6 | NTV403 | ARDUX | 9,294,935.13 | 9,083,270.89 | 9,255,636.71 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2045 R6 | NTV404 | ARDOX | 2,961,891.95 | 2,932,977.76 | 2,991,129.97 | 0.000\% | 0.000\% | 0.000\% | . 00 |
| AmCent OneChoice2050 R6 | NTV405 | ARFEX | 2,645,630.83 | 2,722,669.20 | 2,837,570.63 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2055 R6 | NTV406 | AREUX | 1,933,482.11 | 2,138,970.30 | 2,204,984.28 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2060 R6 | NTV407 | ARGDX | 1,926,357.03 | 1,785,186.61 | 1,941,483.44 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| BlkRk Glbl Alloc Inst | NTV390 | MALOX | 837,904.69 | 849,264.53 | 859,498.89 | 0.250\% | 0.250\% | 0.250\% | 523.28 |
| BIkRk iSMSCIEAFEIntIndlinst | NTV409 | MAllX | 23,936,288.52 | 24,785,834.67 | 24,896,331.21 | 0.050\% | 0.050\% | 0.050\% | 3,024.40 |
| Col Hi Yld Bd Inst2 | NTV391 | RSHRX | 7,329,162.07 | 7,592,240.19 | 7,697,824.46 | 0.100\% | 0.100\% | 0.100\% | 1,858.69 |
| Fid Contra K6 | NTV789 | FLCNX | 66,619,616.33 | 66,503,425.96 | 68,873,051.48 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| GdmnScs GlblCorFxdInc Inst | NTV393 | GSGLX | 4,862,210.11 | 5,025,507.75 | 5,046,680.61 | 0.050\% | 0.050\% | 0.050\% | 613.55 |
| GdmnScs LgCpGr Inshts Inst | NTV392 | GCGIX | 26,306,677.89 | 25,940,324.68 | 27,030,547.83 | 0.150\% | 0.150\% | 0.150\% | 9,779.93 |
| Invsco Devl Mkt R6 | NTV08X | ODVIX | 11,990,313.87 | 12,831,735.38 | 13,046,507.68 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Disc R6 | NTV412 | ODIIX | 11,628,582.74 | 11,013,613.82 | 11,114,017.70 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Opp Intl Gr R6 | NTV01X | OIGIX | 12,380,834.59 | 12,584,836.31 | 12,638,240.12 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| JPM SmCap Eq R5 | NTV09X | JSERX | 11,222,154.42 | 11,233,169.01 | 11,107,170.33 | 0.100\% | 0.100\% | 0.100\% | 2,758.18 |
| Loan Finance Charge | LXM001 | Loan | 5,924,451.95 | 5,849,268.02 | 5,985,423.00 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS MdCap Gr R6 | NTV411 | OTCKX | 27,052,694.61 | 26,435,332.65 | 27,101,466.95 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS Val R6 | NTV442 | MEIKX | 34,320,830.31 | 34,669,814.19 | 35,156,545.66 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW Bailard Int Eq R6 | NTV07U | NWHMX | 5,101,545.02 | 5,361,173.48 | 5,415,928.44 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW FIXED SACRAMENTO | NWG272 | Fixed | 102,967,846.35 | 103,843,050.51 | 103,233,634.93 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| PGIM Tti Rtn Bd Z | NTV395 | PDBZX | 27,981,530.75 | 29,137,410.63 | 29,561,572.56 | 0.250\% | 0.250\% | 0.250\% | 17,806.05 |
| PIMCO Inc Inst | NTV394 | PIMIX | 3,898,086.07 | 3,917,723.82 | 4,139,516.68 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Schwab Personal Choice Retirement Accour | SDM001 | SDO | 3,084,668.13 | 3,117,890.92 | 3,395,488.72 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| TIAACRF RealEst Sec Inst | NTV396 | TIREX | 11,687,144.42 | 11,584,769.23 | 11,825,060.42 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd 500 Index Fd AS | NTV135 | VFIAX | 49,509,926.29 | 49,735,643.63 | 51,654,263.12 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd Mid-Cap Idx Fd AS | NTV154 | VIMAX | 5,560,297.95 | 5,687,211.10 | 5,921,008.42 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd SmCap Val Indx Inst | NTV397 | vsilx | 6,921,776.03 | 7,405,542.26 | 7,724,421.72 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Total |  |  | 534,720,674.67 | 538,545,496.73 | 547,969,684.28 |  |  |  | 36,364.08 |

Fee Normalization Calculation
Plan Sponsor Name: City of Sacramento Management 401A
Plan ID: 0055516001
IRS Code: 401A
Report Period: 01-April 2021 to 30-June 2021

| Fund Name | Fund | Ticker | Bal End April | Bal End May | Bal End June | $\begin{gathered} \text { Fund Rate } \\ \text { April } \end{gathered}$ | $\begin{gathered} \text { Fund Rate } \\ \text { May } \\ \hline \end{gathered}$ | Fund Rate June | $\begin{aligned} & \text { Payment } \\ & \text { Amount } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AmCent In Rtrmt R6 | NTV408 | ARDTX | 6,833,580.45 | 6,891,637.17 | 6,878,564.40 | 0.000\% | 0.000\% | 0.000\% | . 00 |
| AmCent MdCap Val R6 | NTV398 | AMDVx | 2,482,718.60 | 2,515,348.26 | 2,619,445.09 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2025 R6 | NTV400 | ARWDX | 3,033,417.86 | 3,077,999.62 | 3,088,218.41 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2030 R6 | NTV401 | ARCUX | 3,562,808.03 | 3,542,691.76 | 3,579,783.24 | 0.000\% | 0.000\% | 0.000\% | . 0 |
| AmCent OneChoice2035 R6 | NTV402 | ARLDX | 3,138,872.22 | 3,170,802.56 | 3,228,722.55 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2040 R6 | NTV403 | ARDUX | 2,238,736.12 | 2,284,716.21 | 2,355,912.23 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2045 R6 | NTV404 | ARDOX | 1,127,086.55 | 1,163,739.32 | 1,218,859.09 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2050 R6 | NTV405 | ARFEX | 1,530,245.42 | 1,562,001.88 | 1,614,643.24 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2055 R6 | NTV406 | AREUX | 1,004,707.62 | 1,026,382.40 | 1,029,155.60 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2060 R6 | NTV407 | ARGDX | 212,952.64 | 229,194.54 | 242,630.57 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| BlkRk Gllbl Alloc Inst | NTV390 | MALOX | 143,580.87 | 147,172.90 | 178,521.60 | 0.250\% | 0.250\% | 0.250\% | 96.62 |
| BlkRk iSMSCIEAFEIntIndlıst | NTV409 | MAllX | 5,784,966.64 | 6,016,029.87 | 6,005,835.65 | 0.050\% | 0.050\% | 0.050\% | 731.45 |
| Col Hi Yld Bd Inst2 | NTV391 | RSHRX | 1,915,194.83 | 1,972,920.24 | 2,019,694.45 | 0.100\% | 0.100\% | 0.100\% | 485.55 |
| Fid Contra K6 | NTV789 | FLCNX | 11,038,756.35 | 11,013,528.81 | 11,430,657.73 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| GdmnScs GlbiCorFxdlinc Inst | NTV393 | GSGLX | 1,464,779.63 | 1,525,344.37 | 1,554,816.23 | 0.050\% | 0.050\% | 0.050\% | 186.74 |
| GdmnScs LgCpGr Inshts Inst | NTV392 | GcGIX | 7,312,614.67 | 7,240,416.70 | 7,585,331.35 | 0.150\% | 0.150\% | 0.150\% | 2,731.10 |
| Invsco Devl Mkt R6 | NTV08X | ODVIX | 3,101,540.83 | 3,298,452.25 | 3,326,008.95 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Disc R6 | NTV412 | ODIIX | 2,418,073.05 | 2,073,831.91 | 2,057,274.79 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Opp Intl Gr R6 | NTV01X | OIGIX | 3,050,061.44 | 3,107,860.71 | 3,125,117.82 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| JPM SmCap Eq R5 | NTV09x | JSERX | 2,910,967.09 | 2,912,620.89 | 2,887,154.43 | 0.100\% | 0.100\% | 0.100\% | 715.87 |
| Loan Finance Charge | LXM001 | Loan | 1,522,977.54 | 1,520,482.20 | 1,527,064.41 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS MdCap Gr R6 | NTV411 | OTCKX | 5,486,340.07 | 5,390,334.40 | 5,573,806.16 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS Val R6 | NTV442 | MEIKX | 7,885,582.81 | 7,984,105.33 | 8,037,897.07 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW Bailard Int Eq R6 | NTV07U | NWHMX | 1,206,387.24 | 1,272,955.76 | 1,273,973.31 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW FIXED SACRAMENTO | NWG272 | Fixed | 17,324,094.37 | 17,605,586.80 | 17,745,345.03 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| PGIM Ttll Rtn Bd Z | NTV395 | PDBZX | 7,342,477.92 | 7,587,102.88 | 7,768,954.68 | 0.250\% | 0.250\% | 0.250\% | 4,663.65 |
| PIMCO Inc Inst | NTV394 | PIMIX | 1,527,570.02 | 1,542,224.38 | 1,552,326.79 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Schwab Personal Choice Retirement Accour | SDM001 | SDO | 403,848.60 | 452,503.04 | 565,486.17 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| TIAACRF RealEst Sec Inst | NTV396 | TIREX | 3,556,568.58 | 3,521,950.25 | 3,604,321.63 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd 500 Index Fd AS | NTV135 | VFIAX | 15,558,372.19 | 15,792,767.23 | 16,230,258.60 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd Mid-Cap Idx Fd AS | NTV154 | VIMAX | 1,561,573.28 | 1,603,269.37 | 1,645,747.36 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd SmCap Val Indx Inst | NTV397 | vsilx | 2,186,812.92 | 2,239,930.35 | 2,242,211.91 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Total |  |  | 129,868,266.45 | 131,285,904.36 | 133,793,740.54 |  |  |  | 9,610.98 |

Fee Normalization Calculation
Plan Sponsor Name: City of Sacramento City Council 401A
Plan ID: 0055517001
IRS Code: 401A
Report Period: 01-April 2021 to 30-June 2021

| Fund Name | Fund | Ticker | Bal End April | Bal End May | Bal End June | Fund Rate April | Fund Rate May | Fund Rate June | Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AmCent In Rtrmt R6 | NTV408 | ARDTX | 207,676.01 | 210,625.89 | 213,913.44 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent MdCap Val R6 | NTV398 | AMDVX | 5,957.59 | 5,954.81 | 6,093.31 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2025 R6 | NTV400 | ARWDX | 92,656.80 | 95,047.00 | 98,150.19 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2035 R6 | NTV402 | ARLDX | 103,323.24 | 105,453.64 | 108,388.47 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| BIkRk iSMSCIEAFEIntIndlnst | NTV409 | MAIIX | 24,877.99 | 25,611.59 | 25,847.36 | 0.050\% | 0.050\% | 0.050\% | 3.14 |
| Col Hi Yld Bd Inst2 | NTV391 | RSHRX | 9,096.21 | 9,529.78 | 9,654.12 | 0.100\% | 0.100\% | 0.100\% | 2.32 |
| Fid Contra K6 | NTV789 | FLCNX | 113,380.83 | 113,337.02 | 117,907.28 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| GdmnScs GlblCorFxdInc Inst | NTV393 | GSGLX | 7,193.47 | 7,603.07 | 7,678.83 | 0.050\% | 0.050\% | 0.050\% | 0.93 |
| GdmnScs LgCpGr Inshts Inst | NTV392 | GCGIX | 6,244.99 | 6,059.19 | 6,254.76 | 0.150\% | 0.150\% | 0.150\% | 2.30 |
| Invsco Devl Mkt R6 | NTV08X | ODVIX | 11,238.96 | 11,944.33 | 12,195.90 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Disc R6 | NTV412 | ODIIX | 3,986.54 | 3,923.42 | 4,004.04 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Opp Intl Gr R6 | NTV01X | OIGIX | 7,822.01 | 7,916.52 | 7,968.05 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS MdCap Gr R6 | NTV411 | OTCKX | 6,111.87 | 5,954.81 | 6,096.77 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS Val R6 | NTV442 | MEIKX | 20,183.22 | 20,000.22 | 20,565.10 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW Bailard Int Eq R6 | NTV07U | NWHMX | 3,932.61 | 4,062.79 | 4,131.69 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW FIXED SACRAMENTO | NWG272 | Fixed | 21,631.49 | 22,882.56 | 23,112.54 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| PGIM Ttl Rtn Bd Z | NTV395 | PDBZX | 28,902.17 | 30,551.40 | 30,964.07 | 0.250\% | 0.250\% | 0.250\% | 18.57 |
| TIAACRF RealEst Sec Inst | NTV396 | TIREX | 8,296.56 | 7,846.83 | 7,958.42 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd 500 Index Fd AS | NTV135 | VFIAX | 37,819.94 | 37,823.07 | 39,089.72 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd Mid-Cap Idx Fd AS | NTV154 | VIMAX | 19,087.08 | 19,438.02 | 20,076.98 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd SmCap Val Indx Inst | NTV397 | vSIIX | 21,873.00 | 22,460.79 | 22,611.12 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Total |  |  | 761,292.58 | 774,026.75 | 792,662.16 |  |  |  | 27.26 |

Fee Normalization Calculation
Plan Sponsor Name: City of Sacramento WCOE, L39 SUPV, And CONF Employees
Plan ID: 0055518001
IRS Code: 401A
Report Period: 01-April 2021 to 30-June 2021

| Fund Name | Fund | Ticker | Bal End April | Bal End May | Bal End June | Fund Rate April | Fund Rate May | Fund Rate June | Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AmCent In Rtrmt R6 | NTV408 | ARDTX | 500,326.69 | 506,130.88 | 511,807.21 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent MdCap Val R6 | NTV398 | AMDVX | 355,174.90 | 354,288.95 | 358,771.08 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2025 R6 | NTV400 | ARWDX | 410,914.53 | 408,649.17 | 414,080.38 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2030 R6 | NTV401 | ARCUX | 542,836.31 | 553,489.31 | 567,160.20 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2035 R6 | NTV402 | ARLDX | 894,903.15 | 899,967.30 | 892,098.28 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2040 R6 | NTV403 | ARDUX | 387,583.72 | 395,168.24 | 406,388.40 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2045 R6 | NTV404 | ARDOX | 242,794.00 | 250,534.41 | 262,539.12 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2050 R6 | NTV405 | ARFEX | 527,573.12 | 540,328.46 | 550,063.31 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2055 R6 | NTV406 | AREUX | 264,655.62 | 272,243.61 | 284,110.24 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2060 R6 | NTV407 | ARGDX | 105,542.55 | 110,294.96 | 117,604.38 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| BlkRk Glibl Alloc Inst | NTV390 | MALOX | 9,309.85 | 9,585.24 | 9,809.12 | 0.250\% | 0.250\% | 0.250\% | 5.90 |
| BlkRk iSMSCIEAFEIntIndInst | NTV409 | MAIIX | 880,634.42 | 897,621.14 | 907,525.34 | 0.050\% | 0.050\% | 0.050\% | 110.37 |
| Col Hi Yld Bd Inst2 | NTV391 | RSHRX | 242,306.33 | 250,812.46 | 259,674.68 | 0.100\% | 0.100\% | 0.100\% | 61.87 |
| Fid Contra K6 | NTV789 | FLCNX | 1,382,359.17 | 1,366,405.10 | 1,400,663.87 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| GdmnScs GlbICorFxdlnc Inst | NTV393 | GSGLX | 189,451.44 | 198,491.73 | 204,474.81 | 0.050\% | 0.050\% | 0.050\% | 24.34 |
| GdmnScs LgCpGr Inshts Inst | NTV392 | GCGIX | 731,738.85 | 717,964.47 | 751,159.03 | 0.150\% | 0.150\% | 0.150\% | 271.54 |
| Invsco Devl Mkt R6 | NTV08X | ODVIX | 456,778.61 | 481,812.84 | 492,962.48 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Disc R6 | NTV412 | ODIIX | 245,194.77 | 239,626.72 | 248,370.98 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Opp Intl Gr R6 | NTV01X | OIGIX | 442,150.95 | 447,019.62 | 452,113.76 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| JPM SmCap Eq R5 | NTV09X | JSERX | 502,753.68 | 500,455.39 | 495,286.79 | 0.100\% | 0.100\% | 0.100\% | 123.16 |
| Loan Finance Charge | LXM001 | Loan | 264,549.95 | 259,046.03 | 284,452.62 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS MdCap Gr R6 | NTV411 | OTCKX | 490,107.29 | 478,711.46 | 497,400.68 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS Val R6 | NTV442 | MEIKX | 1,212,950.25 | 1,207,867.44 | 1,230,066.69 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW Bailard Int Eq R6 | NTV07U | NWHMX | 239,323.37 | 247,607.54 | 249,829.05 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW FIXED SACRAMENTO | NWG272 | Fixed | 2,783,344.96 | 2,818,307.44 | 2,776,541.99 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| PGIM Ttil Rtn Bd Z | NTV395 | PDBZX | 908,986.76 | 947,562.71 | 973,523.24 | 0.250\% | 0.250\% | 0.250\% | 581.43 |
| PIMCO Inc Inst | NTV394 | PIMIX | 102,023.78 | 102,144.62 | 103,519.02 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Schwab Personal Choice Retirement Accour | SDM001 | SDO | 99,006.17 | 97,902.41 | 105,699.12 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| TIAACRF RealEst Sec Inst | NTV396 | TIREX | 397,249.00 | 383,230.25 | 393,597.06 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vingrd 500 Index Fd AS | NTV135 | VFIAX | 1,781,257.36 | 1,775,302.26 | 1,829,297.39 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd Mid-Cap Idx Fd AS | NTV154 | VIMAX | 155,422.85 | 157,824.39 | 161,681.40 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd SmCap Val Indx Inst | NTV397 | VSIIX | 321,813.17 | 326,848.18 | 328,823.31 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Total |  |  | 18,071,017.57 | 18,203,244.73 | 18,521,095.03 |  |  |  | 1,178.61 |

## Fee Normalization Calculation

Plan Sponsor Name: City of Sacramento Sierras Building and Cons Trades Council 401A
Plan ID: 0060528001

## IRS Code: 401A

Report Period: 01-April 2021 to 30-June 2021

| Fund Name | Fund | Ticker | Bal End April | Bal End May | Bal End June | Fund Rate April | Fund Rate May | Fund Rate June | Payment Amount |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AmCent MdCap Val R6 | NTV398 | AMDVX | 55.12 | 65.80 | 82.24 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2025 R6 | NTV400 | ARWDX | 1,792.36 | 2,164.58 | 2,619.92 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2030 R6 | NTV401 | ARCUX | 5,815.42 | 7,219.52 | 9,303.62 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2035 R6 | NTV402 | ARLDX | 5,027.34 | 6,059.26 | 7,592.38 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| AmCent OneChoice2040 R6 | NTV403 | ARDUX | 0.00 | 281.64 | 704.34 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| BIkRk Glbl Alloc Inst | NTV390 | MALOX | 268.38 | 272.02 | 271.78 | 0.250\% | 0.250\% | 0.250\% | 0.17 |
| BIkRk iSMSCIEAFEIntIndInst | NTV409 | MAIIX | 216.18 | 263.24 | 324.20 | 0.050\% | 0.050\% | 0.050\% | 0.03 |
| Col Hi Yld Bd Inst2 | NTV391 | RSHRX | 70.38 | 87.74 | 109.74 | 0.100\% | 0.100\% | 0.100\% | 0.03 |
| Fid Contra K6 | NTV789 | FLCNX | 395.92 | 414.94 | 460.48 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Fixed Assets 21 UFP | NPG258 | Fixed | 121.94 | 153.56 | 191.48 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| GdmnScs GlblCorFxdlnc Inst | NTV393 | GSGLX | 326.58 | 345.26 | 368.22 | 0.050\% | 0.050\% | 0.050\% | 0.04 |
| GdmnScs LgCpGr Inshts Inst | NTV392 | GCGIX | 75.66 | 87.74 | 110.12 | 0.150\% | 0.150\% | 0.150\% | 0.03 |
| Invsco Devl Mkt R6 | NTV08X | ODVIX | 123.28 | 153.56 | 191.38 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Disc R6 | NTV412 | ODIIX | 37.26 | 43.88 | 54.86 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Invsco Opp Intl Gr R6 | NTV01X | OIGIX | 72.78 | 87.74 | 108.06 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| JPM SmCap Eq R5 | NTV09X | JSERX | 524.56 | 627.58 | 771.18 | 0.100\% | 0.100\% | 0.100\% | 0.16 |
| MFS MdCap Gr R6 | NTV411 | OTCKX | 56.38 | 65.80 | 82.28 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| MFS Val R6 | NTV442 | MEIKX | 222.26 | 263.24 | 329.88 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW Bailard Int Eq R6 | NTV07U | NWHMX | 53.76 | 65.80 | 81.32 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| NW FIXED SACRAMENTO | NWG272 | Fixed | 52.30 | 65.82 | 82.06 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| PGIM Ttl Rtn Bd Z | NTV395 | PDBZX | 174.58 | 219.36 | 274.30 | 0.250\% | 0.250\% | 0.250\% | 0.14 |
| TIAACRF RealEst Sec Inst | NTV396 | TIREX | 76.80 | 87.74 | 109.06 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd 500 Index Fd AS | NTV135 | VFIAX | 1,197.86 | 1,438.18 | 1,821.46 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd Mid-Cap Idx Fd AS | NTV154 | VIMAX | 732.52 | 940.20 | 1,254.84 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Vngrd SmCap Val Indx Inst | NTV397 | VSIIX | 278.40 | 449.78 | 687.30 | 0.000\% | 0.000\% | 0.000\% | 0.00 |
| Total |  |  | 17,768.02 | 21,923.98 | 27,986.50 |  |  |  | 0.60 |

## Summary of all plans

|  | Bal End April | Bal End May | Bal End June | Total Payment <br> Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | $683,439,019.29$ | $688,830,596.55$ | $701,105,168.51$ | $47,181.53$ |

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.

## Service Level Agreements

| City of Sacramento |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Plan Administrator: Kim Lovell |  |  |  |  |  |  |
| Deliverable: | Service Level Agreement: | Penalty: | Frequency: | Q2: <br> Met/Failed | Q2: Penalty | Q2: 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 Q2 |
| 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 Q2 |
| 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: 7 group meetings in Q2 |
| 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: 319 individual meetings in Q2 |
| 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 4Q2021 |


| Total Enrollments (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 4Q2021 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | 98.40\% |
| 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 4Q2021 |
| Participant <br> 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 | 7/7/2021 |
| Participant <br> 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 | 7/7/2021 |
| 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 | 7/7/2021 |
| 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 4Q2021 |
|  |  |  |  | Total Q2 | \$0 |  |

## Schwab

## CITY OF SACRAMENTO 457

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

As of 6/30/2021

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

Plan Profile Information

| Plan Type | 457 B |
| :--- | ---: |
| Total PCRA Assets | $\$ 3,395,489$ |
| Total Funded PCRA Accounts | 31 |
| Total Roth Assets | $\mathrm{N} / \mathrm{A}$ |
| Total Funded Roth Accounts | $\mathrm{N} / \mathrm{A}$ |
| Total Advisor Managed PCRA Assets | $\$ 642,055$ |
| Total Advisor Managed Funded PCRA Accounts | 3 |
| PCRA Accounts Opened This Quarter | 1 |
| PCRA Assets In and Out This Quarter* | $\$ 271,711$ |
| Average PCRA Account Balance | $\$ 109,532$ |

## Assets and Accounts (Trailing 4 Quarters)





| Total Funded Accounts |
| :---: |
|  |
| Total Advisor Managed |
| Funded Accounts |

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Compliance number: 0517-ZGX6

## PCRA Participant Profile Information

Average Participant Age ..... 55
Percent Male Participants ..... 81\%
Percent Female Participants
Percent Female Participants ..... 19\% ..... 19\%
Total Assets by Category

| Cash Investments | $\$ 394,411$ |
| :--- | ---: |
| Equities | $\$ 1,614,258$ |
| ETFs | $\$ 831,126$ |
| Fixed Income | $\$ 0$ |
| Mutual Funds | $\$ 555,694$ |
| Other | $\$ 0$ |

## Average Positions Per Account

Cash Investments ..... 1.0
Equities ..... 5.7
ETFs ..... 1.7
Fixed Income ..... 0.0
Mutual Funds ..... 1.0
Other ..... 0.0
Total ..... 9.5
Average Trades Per Account
Equities ..... 8.1
ETFs ..... 3.2
Fixed Income ..... 0.0
Mutual Funds ..... 0.6
Other ..... 0.0
Total ..... 11.8

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

| 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 | \$72,450 | 13.78\% |
| VANGUARD DIVIDEND GROWTH INV | Large Capitalization Stock Funds | VDIGX | N | \$61,746 | 11.74\% |
| LAUDUS U.S. LARGE CAP GROWTH FUND | Large Capitalization Stock Funds | LGILX | Y | \$42,273 | 8.04\% |
| AMERICAN CENTURY SELECT INV | Large Capitalization Stock Funds | TWCIX | Y | \$27,351 | 5.20\% |
| AMG YACKTMAN FOCUSED N | Large Capitalization Stock Funds | YAFFX | Y | \$26,349 | 5.01\% |
| TCW SELECT EQUITIES N | Large Capitalization Stock Funds | TGCNX | Y | \$20,454 | 3.89\% |
| BROWN ADVISORY SUSTAINABLE GROWTH INV | Large Capitalization Stock Funds | BIAWX | Y | \$20,015 | 3.81\% |
| PFG FDLT INS AM\&EQ IDX STR R | Large Capitalization Stock Funds | PFFFX | Y | \$19,705 | 3.75\% |
| PFG FDLT INS AM\&EQ SCTR STR R | Large Capitalization Stock Funds | PFFSX | Y | \$18,480 | 3.51\% |
| PFG JP MORGAN TACTICAL MODERATE STRAT R | Hybrid Funds | PFJDX | Y | \$17,720 | 3.37\% |
| Top 10 Fund Families |  |  |  |  |  |
| Name | \$MF Assets |  |  |  | \%MF Assets |
| T ROWE PRICE | \$88,515 |  |  |  | 16.83\% |
| VANGUARD | \$78,873 |  |  |  | 15.00\% |
| LAUDUS FUNDS | \$42,273 |  |  |  | 8.04\% |
| AMERICAN CENTURY | \$27,351 |  |  |  | 5.20\% |
| AMG FUNDS | \$26,349 |  |  |  | 5.01\% |
| TCW | \$20,454 |  |  |  | 3.89\% |
| BROWN/IA | \$20,015 |  |  |  | 3.81\% |
| DFA | \$16,792 |  |  |  | 3.19\% |
| SCHWAB | \$14,691 |  |  |  | 2.79\% |
| PROFUNDS | \$12,793 |  |  |  | 2.43\% |

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Compliance number: 0517-ZGX6

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

| Top 10 Equity Holdings |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Name | Category | Symbol |  | \$EQ Assets | \%EQ Assets |
| UNITED AIRLINES HLDGS | Industrials | UAL |  | \$134,176 | 8.31\% |
| AMC ENTERTAINMENT CLASS A | Communication Services | AMC |  | \$113,700 | 7.04\% |
| CHURCHILL CAPITAL CO UTS EXP | Other | CVIIU |  | \$110,110 | 6.82\% |
| PALANTIR TECHNOLOGIES INCLASS A | Information Technology | PLTR |  | \$104,886 | 6.50\% |
| A T \& TINC | Communication Services | T |  | \$103,431 | 6.41\% |
| CANGO INC FUNSPONSORED ADR | Consumer Discretionary | CANG |  | \$83,850 | 5.19\% |
| NIO INC FSPONSORED ADR | Consumer Discretionary | NIO |  | \$58,520 | 3.63\% |
| NVIDIA CORP FORWARD SPLIT | Information Technology | NVDA |  | \$49,889 | 3.09\% |
| TILRAY INC | Health Care | TLRY |  | \$34,696 | 2.15\% |
| CHURCHILL CAPITAL IV CORCORP ACT | Other | CCIV |  | \$29,541 | 1.83\% |
| Top 10 ETF Holdings |  |  |  |  |  |
| Name | Category | Symbol | OS* | \$ETF Assets | \%ETF Assets |
| VANGUARD INTERMEDIATE TERM COR ETF | US FI | VCIT | N | \$100,109 | 12.04\% |
| GLOBAL X SUPERDIVIDEND ETF | International Equity | SDIV | N | \$97,780 | 11.76\% |
| FIDELITY MSCI INFOR TECHINDX ETF IV | Sector | FTEC | N | \$58,070 | 6.99\% |
| VANGUARD DIVIDEND APPRECIATIO ETF IV | US Equity | VIG | N | \$47,408 | 5.70\% |
| INVESCO QQQ TRUST | US Equity | QQQ | N | \$46,910 | 5.64\% |
| SCHWAB US DIVIDEND EQUITY ETF | US Equity | SCHD | N | \$34,029 | 4.09\% |
| SPDR S\&P 500 HIGH DIVIDEND ETF IV | US Equity | SPYD | N | \$30,117 | 3.62\% |
| ISHARES CORE S\&P 500 ETF IV | US Equity | IVV | N | \$29,235 | 3.52\% |
| VANGUARD REAL ESTATE ETF IV | Sector | VNQ | N | \$28,908 | 3.48\% |
| VANGUARD S\&P 500 ETF IV | US Equity | VOO | N | \$28,105 | 3.38\% |

[^2]
## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

Market Value Allocation - All Assets (Quarter over Quarter)

6/30/2021


3/31/2021


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 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

Market Value Allocation - Mutual Funds (Quarter over Quarter)

6/30/2021


3/31/2021


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 by Sector - Mutual Funds (3-Month Period Ending 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021



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 by Sector - Equities (3-Month Period Ending 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

Market Value Allocation - ETF (Quarter over Quarter)

6/30/2021


3/31/2021


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 by Sector - ETF (3-Month Period Ending 6/30/2021)


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The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO 457 as of 6/30/2021

Average Monthly Trades Per Account (3-Month Period Ending 6/30/2021)


Trading Channel Mix (Month over Month)


# CITY OF SACRAMENTO MGMT 401A 

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

As of 6/30/2021

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

## Plan Profile Information

Plan Type
Money Purchase
Total PCRA Assets \$565,486

Total Funded PCRA Accounts8
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 ..... 1
PCRA Assets In and Out This Quarter* ..... \$51,915
Average PCRA Account Balance ..... \$70,686

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## PCRA Participant Profile Information

Average Participant Age ..... 53
Percent Male Participants ..... 89\%
Percent Female Participants ..... 11\%
Total Assets by Category
Cash Investments ..... \$52,179
Equities ..... \$344,777
Fixed Income ..... \$0
Mutual Funds ..... \$105,290
Average Positions Per Account
Cash Investments ..... 1.0
Equities ..... 1.9
ETFs ..... 0.6
Fixed Income ..... 0.0
Mutual Funds ..... 0.4
Other ..... 0.0
Total ..... 3.9
Average Trades Per Account
Equities ..... 3.9
ETFs ..... 2.9
Fixed Income ..... 0.0
Mutual Funds ..... 0.1
Other ..... 0.0
Total ..... 6.9

# The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021 

| Top 10 Mutual Fund Holdings** |  |  |  |  |  |
| :--- | :--- | :---: | :---: | ---: | ---: |
| Name | Category | Symbol | OS* | \$MF Assets | \%MF Assets |
| TIAA-CREF EQUITY INDEX RETAIL | Large Capitalization Stock Funds | TINRX | Y | $\$ 58,708$ | $55.76 \%$ |
| PROFUNDS BANKS ULTRASECTOR INV | Specialized Funds | BKPIX | Y | $\$ 39,926$ | $37.92 \%$ |
| VANGUARD ENERGY INV | Specialized Funds | VGENX | N | $\$ 6,655$ | $6.32 \%$ |

## Top 10 Fund Families

## Name

TIAA-CREF
PROFUNDS
VANGUARD

## \$MF Assets

\$58,708
\$39,926
\$6,655
\%MF Assets
55.76\%
37.92\%
6.32\%

[^8]*OS = OneSource, no-load, no transaction fee
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Compliance number: 0517-ZGX6

## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

| Top 10 Equity Holdings |  |  |  |  |
| :--- | :--- | :--- | :---: | ---: |
| Name |  | Category | Symbol | \$EQ Assets |
| AMC ENTERTAINMENT | CLASS | A | Communication Services | AMC |

## Top 10 ETF Holdings

| Name | Category | Symbol | OS* | \$ETF Assets | \%ETF Assets |
| :--- | :--- | :---: | :---: | :---: | :---: |
| SELECT STR FINANCIAL | SELECT S ETF IV | Sector | XLF | N | $\$ 29,352$ |
| SPDR S\&P DIVIDEND ETF IV | US Equity | SDY | N | $\mathbf{4 6 . 4 1 \%}$ |  |
| SELECT SECTOR INDUSTRIALSPDR ETF IV | Sector | XLI | N | $\$ 12,228$ |  |
| DIREXION DAILY ENERGY BULL 2X SHARES | Leveraged/lnverse | ERX | N | $19.34 \%$ |  |
| JPMORGAN U.S. MOMENTUM FACTOR ETF | US Equity | JMOM | N | $\$ 7,063$ |  |

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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

Market Value Allocation - All Assets (Quarter over Quarter)

6/30/2021


3/31/2021


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 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

Market Value Allocation - Mutual Funds (Quarter over Quarter)


6/30/2021


Large C apitalization
Stock Funds
$55.76 \%$

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 by Sector - Mutual Funds (3-Month Period Ending 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021


63.87\%

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Net Flow by Sector - Equities (3-Month Period Ending 6/30/2021)


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## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

Market Value Allocation - ETF (Quarter over Quarter)

6/30/2021


3/31/2021


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Net Flow by Sector - ETF (3-Month Period Ending 6/30/2021)


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The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021


Trading Channel Mix (Month over Month)


## The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF SACRAMENTO MGMT 401A as of 6/30/2021

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 shortterm 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.

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## Your Dedicated Team

## Your Dedicated Team

## Plan Sponsor Experience



## Participant Experience

Rick Watson,
Retirement Specialist rick.watson@nationwide.com 916-633-0010


Nationwide ${ }^{\circ}$

## PLAN HEALTH REPORT

CITY OF SACRAMENTO DEFERRED COMPENSATION PLAN

as of 06/30/2021



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.

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Participant demographics ..... 5
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Retirement readiness ..... 9
Assets \& fund details ..... 10
Balance details ..... 13
Opportunities ..... 17

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## EXECUTIVE SUMMARY

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$538,588,773 | 6.00\% | 26.00\% |
| Total Participant Count | 4,793 | 0.15\% | 0.74\% |
| Total New Enrollments YTD Count | 108 | 56.52\% | -35.71\% |
| Total Deferrals YTD | \$13,433,321 | 127.00\% | 24.00\% |
| Total Rollovers-In YTD | \$2,343,960 | 88.00\% | 109.00\% |
| ProAccount Participant Count | 1,675 | 2.13\% | 6.96\% |
| ProAccount Assets | \$166,595,867 | 8.00\% | 38.00\% |

## EXECUTIVE SUMMARY

## 457 Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 06/30/2021)
\$547,959,956



How are they saving \& investing?


WHAT YOUR PARTICIPANTS ARE CONTRIBUTING
(as of 06/30/2021)

AVERAGE ACCOUNT BALANCE \$112,370
2020

AVERAGE CONTRIBUTION
$\$ 286$


How many participants are prepared for retirement

| $\square$ Online engagement |  |
| :--- | :--- |
| (as of 06/30/2021) |  |
| TOTAL ENROLLED <br> PARTICIPANTS | ENROLLED PARTICIPANTS WITH AN <br> ONLINE ACCOUNT |
| 4,793 | 3,441 |
|  |  |
|  |  |
|  |  |



## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan



NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
108

ONLINE ENROLLMENTS ${ }^{3}$
(Calendar year to date)
52 out of 108

ENROLLMENT TRENDS (BY QUARTER) ${ }^{4}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{4}$


[^14]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

## (9) <br> Enrolled participant data ${ }^{5}$ <br> (as of 06/30/2021)



Actively Deferring 2,879

Under $30 \square$ 30-39 $\quad$ 40-4950-59

Payout
312

|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Under 30 | 110 | 52 | 172 | 22 | 13 | 26 | 1 | 0 | 0 |
| 30-39 | 393 | 181 | 219 | 115 | 57 | 33 | 0 | 1 | 0 |
| 40-49 | 621 | 198 | 93 | 135 | 128 | 21 | 0 | 1 | 0 |
| 50-59 | 426 | 184 | 54 | 280 | 163 | 8 | 21 | 13 | 0 |
| 60+ | 102 | 54 | 20 | 386 | 209 | 6 | 181 | 92 | 2 |

[^15]
## What your participants are contributing



AVERAGE CONTRIBUTION ${ }^{1}$ PER PAY
(as of 06/30/2021)
\$286


## AVERAGE CONTRIBUTION BY YEAR

2016201720182020

## Balances \& contributions by age \& gender

(as of 06/30/2021)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$18,860 | \$12,223 | \$13,158 | \$9,053 | \$4,196 | \$6,573 |
| 30-39 | \$38,921 | \$34,018 | \$14,817 | \$7,704 | \$4,480 | \$4,950 |
| 40-49 | \$135,923 | \$73,154 | \$30,793 | \$9,824 | \$5,404 | \$5,186 |
| 50-59 | \$193,246 | \$151,243 | \$40,043 | \$12,251 | \$6,756 | \$5,951 |
| 60+ | \$176,617 | \$148,007 | \$97,687 | \$4,997 | \$3,768 | \$11,698 |

[^16]
## What your participants are contributing

6\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

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

2021 IRS limits
Regular Limit \$19,500
50+ Catch Up \$6,500
3-Year Catch Up \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 06/30/2021)
```

NUMBER OF ASSET CLASSES


## ASSET DIVERSIFICATION ${ }^{2}$

(as of 06/30/2021)

AVG. \# ASSET CLASSES
5.2

PEER GROUP
4.6

RECOMMENDED
5

## ProAccount

(as of 06/30/2021)

TOTAL PROACCOUNT BALANCE \$166,595,867

PARTICIPANTS WITH PROACCOUNT
1,675
out of 4,793 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$99,460

Schwab Personal Choice Retirement Account
(as of 06/30/2021)

[^17]
## How many participants are prepared for retirement



Online engagement
(as of 06/30/2021)
TOTAL ENROLLED
PARTICIPANTS
4,793
ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
3,441

。

## Retirement readiness

(as of 06/30/2021)

$$
\begin{aligned}
& \text { PARTICIPANTS WITH A } \\
& \text { RETIREMENT GOAL } 1 \\
& 2,503
\end{aligned}
$$

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


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.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$38,436,374.42 | \$40,035,071.11 | \$43,558,788.88 | 7.9\% |
| Large cap | \$128,544,590.87 | \$162,856,668.28 | \$182,714,408.09 | 33.3\% |
| Bonds | \$35,428,288.58 | \$43,290,000.97 | \$46,445,594.31 | 8.5\% |
| SDO | \$1,698,826.66 | \$2,539,364.88 | \$3,385,760.08 | 0.6\% |
| Specialty | \$10,088,923.60 | \$10,541,589.66 | \$11,825,060.42 | 2.2\% |
| Loan | \$6,306,147.04 | \$5,856,767.29 | \$5,985,423.00 | 1.1\% |
| Asset allocation | \$57,937,035.30 | \$60,041,819.03 | \$64,868,668.73 | 11.8\% |
| International | \$44,464,367.86 | \$48,576,870.39 | \$55,997,007.45 | 10.2\% |
| Small cap | \$24,351,248.85 | \$25,871,424.75 | \$29,945,609.75 | 5.5\% |
| Fixed assets and cash | \$92,898,049.95 | \$105,195,907.15 | \$103,233,634.93 | 18.8\% |
| Total | \$440,153,853.13 | \$504,805,483.51 | \$547,959,955.64 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$2,090,294.67 | \$2,279,012.59 | \$1,031,975.09 | 6.7\% |
| Large cap | \$6,038,627.12 | \$6,559,459.01 | \$4,131,801.58 | 26.7\% |
| Bonds | \$1,510,744.32 | \$1,683,817.83 | \$1,155,397.24 | 7.5\% |
| Specialty | \$526,735.17 | \$657,156.39 | \$384,639.87 | 2.5\% |
| Asset allocation | \$5,350,438.64 | \$5,824,163.73 | \$3,895,312.91 | 25.2\% |
| International | \$3,318,994.43 | \$3,574,596.37 | \$2,196,340.30 | 14.2\% |
| Small cap | \$1,475,329.69 | \$1,439,278.40 | \$686,709.37 | 4.4\% |
| Fixed assets and cash | \$2,787,867.13 | \$3,259,057.66 | \$1,996,986.42 | 12.9\% |
| Total | \$23,099,031.17 | \$25,276,541.98 | \$15,479,162.78 | 100\% |

## ASSET \& FUND DETAILS

## 2021

## (b) Asset allocation

(as of 06/30/2021)


## Asset allocation

(as of $12 / 31 / 2020$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $7.9 \%$ | $5.6 \%$ | $2.4 \%$ |
| Large cap | $32.3 \%$ | $19.6 \%$ | $12.7 \%$ |
| Balanced | $0.0 \%$ | $1.6 \%$ | $0.0 \%$ |
| Bonds | $8.6 \%$ | $4.2 \%$ | $4.3 \%$ |
| Short term | $0.0 \%$ | $2.1 \%$ | $0.0 \%$ |
| SDO | $0.5 \%$ | $0.1 \%$ | $0.4 \%$ |
| Specialty | $2.1 \%$ | $0.6 \%$ | $1.5 \%$ |
| Loan | $1.2 \%$ | $0.0 \%$ | $1.1 \%$ |
| Asset allocation | $11.9 \%$ | $12.9 \%$ | $-1.0 \%$ |
| International | $9.6 \%$ | $5.6 \%$ | $4.0 \%$ |
| Small cap | $5.1 \%$ | $3.2 \%$ | $2.0 \%$ |
| Fixed assets and cash | $20.8 \%$ | $44.6 \%$ | $-23.8 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 06/30/2021)

| Money source | Current value |
| :--- | ---: |
| Participant assets | $\$ 547,959,955.64$ |
| Salary Reduction | $\$ 510,533,982.92$ |
| Rollover (Pre-Tax) | $\$ 18,614,591.28$ |
| Rollover 457 | $\$ 9,320,380.21$ |
| Roth Contribution | $\$ 81,635.20$ |
| Roth Rollover | $\$ 35,637.40$ |
| Roth Rollover 457 | $\$ 2,545.55$ |
| Loan balance | $\$ 5,985,423.00$ |
| SDO balance | $\$ 3,385,760.08$ |
| Total plan assets | $\$ 547,959,955.64$ |

## BALANCE DETAILS

## Loan Details

(as of 06/30/2021)

| Loan type | Number of loans | Principal value |
| :--- | :---: | :---: |
| General purpose loan | 488 | $\$ 5,143,568.91$ |
| Primary residence loan | 51 | $\$ 841,854.09$ |
| Total | 539 | $\$ 5,985,423.00$ |

## Contributions and transfers/rollovers-in

(as of 06/30/2021)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 13,433,320.62$ |
| Transfers/Rollovers-ln | $\$ 2,045,842.16$ |
| Total | $\mathbf{\$ 1 5 , 4 7 9 , 1 6 2 . 7 8 ~}$ |

(ㅇ) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

## 이 Balance activity by year

Change in balance from last year


|  | 2016 | 2017 | 2018 | 2019 | 2 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total balance | $\$ 245,957,936.09$ | $\$ 378,946,318.81$ | $\$ 358,032,179.77$ | $\$ 432,148,879.43$ | $\$ 496,409,351.34$ |

## 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 4 x 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.

# PLAN HEALTH REPORT <br> CITY OF SACRAMENTO CITY COUNCIL 401(a) <br> as of 06/30/2021 



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.

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## EXECUTIVE SUMMARY

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$792,662 | 9.00\% | 17.00\% |
| Total Participant Count | 13 | --- | 8.33\% |
| Total New Enrollments YTD Count | 2 | --- | --- |
| Total Deferrals YTD | \$39,500 | 115.00\% | 9.00\% |
| Total Rollovers-In YTD | \$0 | --- | --- |
| ProAccount Participant Count | 3 | --- | 200.00\% |
| ProAccount Assets | \$199,724 | 8.00\% | 31.00\% |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 06/30/2021)
\$792,662


How many participants are prepared for retirement

Online engagement
(as of 06/30/2021)

TOTAL ENROLLED PARTICIPANTS

13

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

7

## Retirement readiness

(as of 06/30/2021)

PARTICIPANTS WITH A RETIREMENT GOAL

4

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

13

## (5) <br> NEW ENROLLMENTS ${ }^{2}$ <br> (Calendar year to date) <br> 2

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^18]
## PARTICIPANT DEMOGRAPHICS

How participants are engaged in the plan

## © Enrolled participant data ${ }^{4}$

(as of 06/30/2021)

Actively Deferring
9


Under 30
30-3940-4950-59
60+
Inactive
4


| Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Under 30 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $30-39$ | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 |
| $40-49$ | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| $50-59$ | 1 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |
| $60+$ | 4 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 |



9

Inactive
4

Payout
0

[^19]
## What your participants are contributing



## Balances \& contributions by age \& gender

(as of 06/30/2021)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 30-39 | \$0 | \$0 | \$4,468 | \$0 | \$0 | \$0 |
| 40-49 | \$64,923 | \$75,430 | \$0 | \$8,272 | \$8,272 | \$0 |
| 50-59 | \$92,888 | \$0 | \$0 | \$2,299 | \$0 | \$0 |
| 60+ | \$60,785 | \$0 | \$0 | \$9,100 | \$0 | \$0 |

${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 0.5$ million - $\$ 5$ million.

## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTICIPANTS WITH AUTOMATCC CONTRIBUTION INCREASE
(Calendar year to date)

## 2021 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 06/30/2021)
```

NUMBER OF ASSET CLASSES

| $\square 1$ | $15.4 \%$ |
| :---: | :---: |
| $\square 2$ | $0.0 \%$ |
| 3 | $0.0 \%$ |
| 4 | $7.7 \%$ |
| $5+$ | $76.9 \%$ |

## ASSET DIVERSIFICATION ${ }^{2}$

(as of 06/30/2021)

AVG. \# ASSET CLASSES
4.8

PEER GROUP
4.0

RECOMMENDED
5

## ProAccount

(as of 06/30/2021)

TOTAL PROACCOUNT BALANCE \$199,724

PARTICIPANTS WITH PROACCOUNT
out of 13 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$66,575

[^20]
## How many participants are prepared for retirement



Online engagement
(as of 06/30/2021)
TOTAL ENROLLED
PARTICIPANTS
13
ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
7


Retirement readiness
(as of 06/30/2021)
PARTICIPANTS WITH A RETIREMENT GOAL ${ }^{1}$
4

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


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.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$36,334.13 | \$42,246.08 | \$32,267.06 | 4.1\% |
| Large cap | \$137,094.13 | \$188,282.82 | \$183,816.86 | 23.2\% |
| Bonds | \$33,642.42 | \$43,697.07 | \$48,297.02 | 6.1\% |
| Specialty | \$22,868.81 | \$26,689.67 | \$7,958.42 | 1.0\% |
| Asset allocation | \$328,665.43 | \$438,613.31 | \$420,452.10 | 53.0\% |
| International | \$41,646.20 | \$42,384.20 | \$50,143.00 | 6.3\% |
| Small cap | \$29,532.94 | \$32,551.60 | \$26,615.16 | 3.4\% |
| Fixed assets and cash | \$19,780.67 | \$20,932.94 | \$23,112.54 | 2.9\% |
| Total | \$649,564.73 | \$835,397.69 | \$792,662.16 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :--- | ---: | ---: | ---: | ---: |
| Mid cap | $\$ 4,348.38$ | $\$ 4,525.88$ | $\$ 1,750.05$ | $4.4 \%$ |
| Large cap | $\$ 11,059.25$ | $\$ 4,935.02$ | $\$ 3,926.26$ | $9.9 \%$ |
| Bonds | $\$ 0.00$ | $\$ 0.00$ | $\$ 311.58$ | $0.8 \%$ |
| Specialty | $\$ 2,372.02$ | $\$ 2,453.31$ | $\$ 254.60$ | $0.6 \%$ |
| Asset allocation | $\$ 53,793.82$ | $\$ 61,850.31$ | $\$ 29,000.22$ | $73.4 \%$ |
| International | $\$ 790.46$ | $\$ 827.06$ | $\$ 2,640.85$ | $6.7 \%$ |
| Small cap | $\$ 3,557.64$ | $\$ 3,708.11$ | $\$ 1,495.65$ | $3.8 \%$ |
| Fixed assets and cash | $\$ 0.00$ | $\$ 0.00$ | $\$ 120.62$ | $0.3 \%$ |
| Total | $\$ 75,921.57$ | $\$ 78,299.69$ | $\$ 39,499.83$ |  |

## ASSET \& FUND DETAILS

## 2021

## (b) <br> Asset allocation

(as of 06/30/2021)


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $4.1 \%$ | $4.6 \%$ | $-0.6 \%$ |
| Large cap | $23.2 \%$ | $19.8 \%$ | $3.4 \%$ |
| Balanced | $0.0 \%$ | $1.1 \%$ | $0.0 \%$ |
| Bonds | $6.1 \%$ | $6.7 \%$ | $-0.6 \%$ |
| Short term | $0.0 \%$ | $2.5 \%$ | $0.0 \%$ |
| $\square$ SDO | $0.0 \%$ | $0.8 \%$ | $0.0 \%$ |
| Specialty | $1.0 \%$ | $1.5 \%$ | $-0.5 \%$ |
| $\square$ Loan | $0.0 \%$ | $0.0 \%$ | $0.0 \%$ |
| Asset allocation | $53.0 \%$ | $22.3 \%$ | $30.8 \%$ |
| International | $6.3 \%$ | $7.7 \%$ | $-1.3 \%$ |
| Small cap | $3.4 \%$ | $4.0 \%$ | $-0.6 \%$ |
| Fixed assets and cash | $2.9 \%$ | $28.9 \%$ | $-26.0 \%$ |
| Fixed Indexed Annuity | $0.0 \%$ | $0.1 \%$ | $0.0 \%$ |

2020

## Asset allocation

(as of $12 / 31 / 2020$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $5.1 \%$ | $5.3 \%$ | $-0.2 \%$ |
| Large cap | $22.5 \%$ | $19.9 \%$ | $2.6 \%$ |
| Balanced | $0.0 \%$ | $1.4 \%$ | $0.0 \%$ |
| Bonds | $5.2 \%$ | $6.8 \%$ | $-1.6 \%$ |
| Short term | $0.0 \%$ | $2.4 \%$ | $0.0 \%$ |
| SDO | $0.0 \%$ | $0.7 \%$ | $0.0 \%$ |
| Specialty | $3.2 \%$ | $1.5 \%$ | $1.7 \%$ |
| $\square$ Loan |  |  |  |
| $\square$ Asset allocation | $0.0 \%$ | $0.0 \%$ | $0.0 \%$ |
| International | $52.5 \%$ | $20.5 \%$ | $32.0 \%$ |
| Small cap | $5.1 \%$ | $7.0 \%$ | $-1.9 \%$ |
| Fixed assets and cash | $3.9 \%$ | $4.3 \%$ | $-0.4 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 06/30/2021)

| Money source | Current value |
| :--- | ---: |
| Participant assets | $\$ 792,662.16$ |
| Rollover (Pre-Tax) | $\$ 0.00$ |
| Employer Money Purchase | $\$ 387,273.91$ |
| Mandatory Employee Pre-Tax | $\$ 405,388.25$ |
| Total plan assets | $\$ 792,662.16$ |

## BALANCE DETAILS

## Contributions and transfers/rollovers-in

(as of 06/30/2021)

| Type | Year to date |
| :--- | ---: |
| Contributions | $\$ 39,499.83$ |
| Transfers/Rollovers-ln | $\$ 0.00$ |
| Total | $\$ 39,499.83$ |

(1) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

## 앙 <br> Balance activity by year

Change in balance from last year


|  | 2016 | 2017 | 2018 | 2019 |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total balance | $\$ 564,909.28$ | $\$ 515,635.99$ | $\$ 544,029.18$ | $\$ 649,564.73$ | $\$ 835,397.69$ |

## 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 4 x 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.

## PLAN HEALTH REPORT

# CITY OF SACRAMENTO MANAGEMENT 401(a) 

as of 06/30/2021



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.

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## EXECUTIVE SUMMARY

Quick plan facts
(as of 06/30/2021)

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$131,701,190 | 6.00\% | 30.00\% |
| Total Participant Count | 1,156 | -0.17\% | 0.61\% |
| Total New Enrollments YTD Count | 28 | 86.67\% | -30.00\% |
| Total Deferrals YTD | \$4,057,778 | 142.00\% | 22.00\% |
| Total Rollovers-In YTD | \$153,415 | 10.00\% | -48.00\% |
| ProAccount Participant Count | 363 | 1.11\% | 5.83\% |
| ProAccount Assets | \$39,647,341 | 8.00\% | 41.00\% |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 06/30/2021)
\$133,790,980



| HOW are they saving \& investing? |
| :---: |
| WHAT YOUR PARTICIPANTS ARE <br> CONTRIBUTING <br> (as of 06/30/2021) |
| AVERAGE ACCOUNT BALANCE |
| $\$ 113,928$ |

How many participants are prepared for retirement

Online engagement
(as of 06/30/2021)

## TOTAL ENROLLED

 PARTICIPANTS1,156

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

916


## Retirement readiness

(as of 06/30/2021)

PARTICIPANTS WITH A RETIREMENT GOAL

659

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

1,156


NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
28

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^21]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

## (9) <br> Enrolled participant data ${ }^{4}$ <br> (as of 06/30/2021)



Actively Deferring 685

Under 30 - 30-39
40-49
-
50-59
60+

Payout
45

|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Under 30 | 5 | 6 | 15 | 0 | 5 | 1 | 0 | 0 |
| $30-39$ | 39 | 63 | 55 | 8 | 12 | 16 | 0 | 0 |
| $40-49$ | 91 | 77 | 52 | 30 | 37 | 11 | 0 | 0 |
| $50-59$ | 103 | 89 | 34 | 64 | 47 | 4 | 0 | 0 |
| $60+$ | 28 | 23 | 5 | 112 | 77 | 2 | 0 | 0 |

[^22]
## What your participants are contributing



## Balances \& contributions by age \& gender

(as of 06/30/2021)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$18,741 | \$15,011 | \$15,097 | \$0 | \$2,137 | \$0 |
| 30-39 | \$42,628 | \$44,705 | \$30,559 | \$9,169 | \$8,684 | \$5,064 |
| 40-49 | \$110,389 | \$99,993 | \$28,503 | \$11,364 | \$10,111 | \$11,767 |
| 50-59 | \$197,907 | \$126,947 | \$75,357 | \$12,157 | \$10,260 | \$13,441 |
| 60+ | \$163,802 | \$137,614 | \$35,111 | \$11,571 | \$8,504 | \$0 |

${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 100$ million - $\$ 1$ billion.

## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTIIIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE
(Calendar year to date)

## 2021 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 06/30/2021)
```

NUMBER OF ASSET CLASSES


ASSET DIVERSIFICATION ${ }^{2}$
(as of 06/30/2021)

AVG. \# ASSET CLASSES
5.3

PEER GROUP
5.0

RECOMMENDED
5

## ProAccount

(as of 06/30/2021)

TOTAL PROACCOUNT BALANCE \$39,647,341

PARTICIPANTS WITH PROACCOUNT
out of 1,156 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$109,221

Schwab Personal Choice Retirement Account
(as of 06/30/2021)

[^23]
## How many participants are prepared for retirement



Online engagement
(as of 06/30/2021)

```
TOTAL ENROLLED PARTICIPANTS
1,156
ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
916
```

$\checkmark$

Retirement readiness
(as of 06/30/2021)

> PARTICIPANTS WITH A RETIREMENT GOAL 1

659 RETIREMENT ${ }^{2}$

PARTICIPANTS 'ON TRACK' FOR


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.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$9,200,315.29 | \$9,255,421.12 | \$9,838,998.61 | 7.4\% |
| Large cap | \$30,532,073.19 | \$37,619,539.02 | \$43,284,144.75 | 32.4\% |
| Bonds | \$9,426,268.07 | \$11,795,761.34 | \$12,895,792.15 | 9.6\% |
| SDO | \$308,627.95 | \$353,572.58 | \$562,725.62 | 0.4\% |
| Specialty | \$2,700,243.78 | \$3,134,825.73 | \$3,604,321.63 | 2.7\% |
| Loan | \$1,710,856.82 | \$1,485,770.90 | \$1,527,064.41 | 1.1\% |
| Asset allocation | \$18,926,975.38 | \$22,749,134.30 | \$23,415,010.93 | 17.5\% |
| International | \$10,477,759.90 | \$12,252,767.11 | \$13,730,935.73 | 10.3\% |
| Small cap | \$6,031,026.80 | \$6,121,120.87 | \$7,186,641.13 | 5.4\% |
| Fixed assets and cash | \$14,476,121.41 | \$17,344,311.41 | \$17,745,345.03 | 13.3\% |
| Total | \$103,790,268.59 | \$122,112,224.38 | \$133,790,979.99 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$641,613.04 | \$578,529.82 | \$239,114.12 | 5.8\% |
| Large cap | \$1,724,714.53 | \$1,712,268.93 | \$964,420.91 | 23.4\% |
| Bonds | \$602,296.94 | \$535,241.76 | \$305,818.95 | 7.4\% |
| Specialty | \$186,500.89 | \$187,668.18 | \$94,687.15 | 2.3\% |
| Asset allocation | \$2,936,983.00 | \$2,710,093.56 | \$1,600,001.00 | 38.9\% |
| International | \$991,741.13 | \$892,957.74 | \$465,934.74 | 11.3\% |
| Small cap | \$465,134.40 | \$379,263.52 | \$181,920.46 | 4.4\% |
| Fixed assets and cash | \$611,653.34 | \$738,732.54 | \$261,659.71 | 6.4\% |
| Total | \$8,160,637.27 | \$7,734,756.05 | \$4,113,557.04 | 100\% |

## ASSET \& FUND DETAILS

## 2021

## (4) Asset allocation

(as of 06/30/2021)


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $7.4 \%$ | $8.5 \%$ | $-1.1 \%$ |
| Large cap | $32.4 \%$ | $27.5 \%$ | $4.9 \%$ |
| Balanced | $0.0 \%$ | $2.3 \%$ | $0.0 \%$ |
| Bonds | $9.6 \%$ | $4.8 \%$ | $4.8 \%$ |
| Short term | $0.0 \%$ | $3.3 \%$ | $0.0 \%$ |
| SDO | $0.4 \%$ | $1.4 \%$ | $-1.0 \%$ |
| Specialty | $2.7 \%$ | $0.5 \%$ | $2.2 \%$ |
| Loan | $1.1 \%$ | $0.2 \%$ | $1.0 \%$ |
| Asset allocation | $17.5 \%$ | $29.7 \%$ | $-12.2 \%$ |
| International | $10.3 \%$ | $6.4 \%$ | $3.9 \%$ |
| Small cap | $5.4 \%$ | $6.2 \%$ | $-0.9 \%$ |
| Fixed assets and cash | $13.3 \%$ | $9.3 \%$ | $4.0 \%$ |

2020

## (4) Asset allocation

(as of $12 / 31 / 2020$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $7.6 \%$ | $8.1 \%$ | $-0.5 \%$ |
| Large cap | $30.8 \%$ | $26.3 \%$ | $4.5 \%$ |
| Balanced | $0.0 \%$ | $2.2 \%$ | $0.0 \%$ |
| Bonds | $9.7 \%$ | $4.8 \%$ | $4.8 \%$ |
| Short term | $0.0 \%$ | $3.8 \%$ | $0.0 \%$ |
| SDO | $0.3 \%$ | $1.7 \%$ | $-1.4 \%$ |
| Specialty | $2.6 \%$ | $0.4 \%$ | $2.1 \%$ |
| Loan | $1.2 \%$ | $0.2 \%$ | $1.0 \%$ |
| Asset allocation | $18.6 \%$ | $29.8 \%$ | $-11.2 \%$ |
| International | $10.0 \%$ | $5.8 \%$ | $4.2 \%$ |
| Small cap | $5.0 \%$ | $6.0 \%$ | $-1.0 \%$ |
| Fixed assets and cash | $14.2 \%$ | $10.7 \%$ | $3.5 \%$ |

## BALANCE DETAILS

## \$ <br> Total account balance <br> (as of 06/30/2021)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\mathbf{\$ 1 3 3 , 7 9 0 , 9 7 9 . 9 9}$ |
| Rollover (Pre-Tax) | $\$ 7,439,562.85$ |
| Rollover 457 | $\$ 268,866.47$ |
| Employer Money Purchase | $\$ 54,977,671.93$ |
| Mandatory Employee Pre-Tax | $\$ 68,157,264.96$ |
| After-Tax Contribution | $\$ 816,144.62$ |
| After-Tax Rollover | $\$ 41,679.13$ |
| Loan balance | $\$ 1,527,064.41$ |
| SDO balance | $\$ 562,725.62$ |
| Total plan assets | $\$ 133,790,979.99$ |

## BALANCE DETAILS

## Loan Details

(as of 06/30/2021)

| Loan type | Number of loans | Principal value |
| :--- | :---: | :---: |
| General purpose loan | 178 | $\$ 1,287,080.73$ |
| Primary residence loan | 11 | $\$ 239,983.68$ |
| Total | 189 | $\$ 1,527,064.41$ |

## Contributions and transfers/rollovers-in

(as of 06/30/2021)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 4,057,778.18$ |
| Transfers/Rollovers-In | $\$ 55,778.86$ |
| Total | $\$ 4,113,557.04$ |

(1) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

Balance activity by year

Change in balance from last year


|  | 2016 | 2017 | 2018 | 2019 | 2020 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total balance | $\$ 58,798,841.05$ | $\$ 83,430,994.67$ | $\$ 81,427,304.48$ | $\$ 101,770,783.82$ | $\$ 120,272,880.90$ |

## 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 4 x 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.

## PLAN HEALTH REPORT

SACRAMENTO SIERRAS BLDNG AND CONS TRDS COUNCIL 401(a) PLN


Nationwide

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: less than $\$ 0.5$ million.

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

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## EXECUTIVE SUMMARY

 Quick plan facts
(as of 06/30/2021)

| Metric | Current value | \%Change from last quarter | \%Change from last year |
| :---: | :---: | :---: | :---: |
| Participant Core Assets | \$27,987 | 105.00\% | --- |
| Total Participant Count | 12 | 9.09\% | --- |
| Total New Enrollments YTD Count | 12 | 9.09\% | --- |
| Total Deferrals YTD | \$27,077 | 99.00\% | --- |
| Total Rollovers-In YTD | \$0 | --- | --- |
| ProAccount Participant Count | 1 | --- | --- |
| ProAccount Assets | \$2,736 | 94.00\% | --- |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 06/30/2021)

## \$27,987

How are they saving \& investing?


WHAT YOUR PARTICIPANTS ARE
CONTRIBUTING
(as of 06/30/2021)

AVERAGE ACCOUNT BALANCE $\$ 2,332$

AVERAGE CONTRIBUTION
\$0

How many participants are prepared for retirement

Online engagement
(as of 06/30/2021)

TOTAL ENROLLED PARTICIPANTS

12

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

8


## Retirement readiness

(as of 06/30/2021)
PARTICIPANTS WITH A RETIREMENT GOAL

8

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## How participants are engaged in the plan

12


NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
12

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$

Information not available at this time.
Check back again later.

[^24]
## How participants are engaged in the plan

## 8 Enrolled participant data ${ }^{4}$ <br> (as of 06/30/2021)



[^25]
## What your participants are contributing

| AVERAGE ACCOUNT |  |
| :--- | :--- |
| BALANCE <br> (as of 06/30/2021) <br> $\$ 2,332$ | AVERAGE ACCOUNT BALANCE BY YEAR |

AVERAGE CONTRIBUTION ${ }^{1}$
PER PAY
(as of 06/30/2021)
\$0


## AVERAGE CONTRIBUTION BY YEAR

This information will be available after a minimum of 2 years of data are collected.

## Balances \& contributions by age \& gender

(as of 06/30/2021)

${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with less than $\$ 0.5$ million.

## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTICIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE
(Calendar year to date)

## 2021 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 06/30/2021)
```

NUMBER OF ASSET CLASSES

| 1 | $0.0 \%$ |
| :---: | :---: |
| 2 | $0.0 \%$ |
| 3 | $16.7 \%$ |
| 4 | $0.0 \%$ |
| $5+$ | $83.3 \%$ |

## ASSET DIVERSIFICATION ${ }^{2}$

(as of 06/30/2021)

AVG. \# ASSET CLASSES
5.0

PEER GROUP
3.6

RECOMMENDED
5

## ProAccount

(as of 06/30/2021)

TOTAL PROACCOUNT BALANCE \$2,736

PARTICIPANTS WITH PROACCOUNT
out of 12 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$2,736

[^26]
## How many participants are prepared for retirement



Online engagement
(as of 06/30/2021)

## TOTAL ENROLLED PARTICIPANTS

12

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
8


## Retirement readiness

(as of 06/30/2021)

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


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

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :--- | :--- | :--- | :--- | :--- |
| Mid cap | --- | -- | $\$ 1,419.36$ | $5.1 \%$ |
| Large cap | --- | -- | $\$ 2,721.94$ | $9.7 \%$ |
| Bonds | --- | -- | $\$ 752.26$ | $2.7 \%$ |
| Specialty | --- | -- | $\$ 109.06$ | $0.4 \%$ |
| Asset allocation | --- | -- | $\$ 20,492.04$ | $73.2 \%$ |
| International | --- | $\$ 704.96$ | $2.5 \%$ |  |
| Small cap | --- | -- | $\$ 1,513.34$ | $5.4 \%$ |
| Fixed assets and cash | --- | -- | $\$ 273.54$ | $1.0 \%$ |
| Total | $\$ 0.0$ | $\mathbf{-}$ |  |  |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | --- | --- | \$714.16 | 2.6\% |
| Large cap | --- | --- | \$1,171.40 | 4.3\% |
| Bonds | --- | --- | \$315.34 | 1.2\% |
| Specialty | --- | --- | \$70.10 | 0.3\% |
| Asset allocation | --- | --- | \$23,228.98 | 85.8\% |
| International | --- | --- | \$453.58 | 1.7\% |
| Small cap | --- | --- | \$948.36 | 3.5\% |
| Fixed assets and cash | --- | --- | \$175.14 | 0.6\% |
| Total | - | - | \$27,077.06 | 100\% |

## ASSET \& FUND DETAILS

## 2021

## (8) Asset allocation

(as of 06/30/2021)

|  | ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :---: | :---: | :---: | :---: | :---: |
|  | - Mid cap | 5.1\% | 3.9\% | 1.2\% |
|  | Large cap | 9.7\% | 20.4\% | -10.6\% |
|  | $\square$ Balanced | 0.0\% | 2.6\% | 0.0\% |
| - | $\square$ Bonds | 2.7\% | 4.7\% | -2.0\% |
|  | $\square$ Short term | 0.0\% | 2.7\% | 0.0\% |
|  | $\square$ SDO | 0.0\% | 1.9\% | 0.0\% |
|  | - Specialty | 0.4\% | 1.1\% | -0.7\% |
|  | - Loan | 0.0\% | 0.2\% | 0.0\% |
|  | $\square$ Asset allocation | 73.2\% | 30.7\% | 42.5\% |
|  | - International | 2.5\% | 5.3\% | -2.8\% |
|  | - Small cap | 5.4\% | 2.4\% | 3.0\% |
|  | $\square$ Fixed assets and cash | 1.0\% | 23.9\% | -22.9\% |
|  | $\square$ Fixed Indexed Annuity | 0.0\% | 0.1\% | 0.0\% |

(as of $12 / 31 / 2020$ )

No data available for this year. More data will be available as the plan matures.

## BALANCE DETAILS

## \$ Total account balance <br> (as of 06/30/2021)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\mathbf{\$ 2 7 , 9 8 6 . 5 0}$ |
| Employer Money Purchase | $\$ 13,993.25$ |
| Mandatory Employee Pre-Tax | $\$ 13,993.25$ |
| Total plan assets | $\mathbf{\$ 2 7 , 9 8 6 . 5 0}$ |

## BALANCE DETAILS

## Contributions and transfers/rollovers-in

(as of 06/30/2021)

| Type | Year to date |
| :--- | ---: |
| Contributions | $\$ 27,077.06$ |
| Transfers/Rollovers-ln | $\$ 0.00$ |
| Total | $\mathbf{\$ 2 7 , 0 7 7 . 0 6}$ |

This information will be available after a minimum
of 2 quarters of data are collected.

This information will be available after a minimum of 2 years of data are collected.

## Top opportunities to improve plan health

## Encourage enrollment

Are you happy with your participation rate? Schedule an enrollment workshop today

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Those who engage in their online account are 4 x more likely to save more for retirement

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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

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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.

## PLAN HEALTH REPORT

CITY OF SAC WCOE, L39 SUPV, AND CONF EMPLOYEES as of 06/30/2021


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: \$5 million - $\$ 20$ million.

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

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## EXECUTIVE SUMMARY

| Metric | Current value | \%Change from <br> last quarter | \%Change from <br> last year |
| :--- | ---: | ---: | ---: |
| Participant Core Assets | $\$ 18,130,943$ | $6.00 \%$ | $29.00 \%$ |$|$| ( |
| :--- |
| Total Participant Count |
| Total New Enrollments YTD Count |

## EXECUTIVE SUMMARY

## 401(a) Plan Summary

TOTAL PARTICIPANT ACCOUNT BALANCE (as of 06/30/2021)
\$18,521,925


How are they saving \& investing?


WHAT YOUR PARTICIPANTS ARE
CONTRIBUTING
(as of 06/30/2021)

AVERAGE ACCOUNT BALANCE
\$24,078


AVERAGE CONTRIBUTION
\$118


How many participants are prepared for retirement


Online engagement
(as of 06/30/2021)

TOTAL ENROLLED PARTICIPANTS

753

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT

536


## Retirement readiness

(as of 06/30/2021)
PARTICIPANTS WITH A RETIREMENT GOAL

399

PARTICIPANTS 'ON TRACK' FOR RETIREMENT


## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

753


NEW ENROLLMENTS ${ }^{2}$
(Calendar year to date)
39

ENROLLMENT TRENDS (BY QUARTER) ${ }^{3}$


ENROLLMENT TRENDS (BY YEAR) ${ }^{3}$


[^27]
## PARTICIPANT DEMOGRAPHICS

## How participants are engaged in the plan

## (9) <br> Enrolled participant data ${ }^{4}$

(as of 06/30/2021)


|  | Actively Deferring |  |  | Inactive |  |  | Payout |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 385 |  |  | 357 |  |  | 11 |  |  |
|  | Male | Female | Unknown | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | 6 | 10 | 18 | 4 | 8 | 5 | 0 | 0 | 0 |
| 30-39 | 25 | 27 | 45 | 19 | 38 | 15 | 0 | 0 | 0 |
| 40-49 | 40 | 31 | 31 | 42 | 36 | 8 | 0 | 0 | 0 |
| 50-59 | 46 | 45 | 24 | 47 | 52 | 4 | 0 | 0 | 0 |
| 60+ | 16 | 13 | 8 | 42 | 35 | 2 | 8 | 2 | 1 |

[^28]
## What your participants are contributing



## Balances \& contributions by age \& gender

(as of 06/30/2021)

|  | Average account balance |  |  | Average annualized contributions |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Male | Female | Unknown | Male | Female | Unknown |
| Under 30 | \$7,100 | \$5,766 | \$3,796 | \$2,038 | \$2,933 | \$1,449 |
| 30-39 | \$12,855 | \$11,138 | \$9,192 | \$3,576 | \$2,718 | \$0 |
| 40-49 | \$32,382 | \$18,818 | \$14,804 | \$3,537 | \$2,729 | \$3,646 |
| 50-59 | \$42,527 | \$35,088 | \$6,589 | \$3,476 | \$3,072 | \$0 |
| 60+ | \$39,876 | \$25,658 | \$6,957 | \$3,141 | \$2,270 | \$5,857 |

[^29]
## What your participants are contributing

0\%
PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

0\% PARTIIIPANTS WITH AUTOMATC CONTRIBUTION INCREASE
(Calendar year to date)

## 2021 IRS limits

Regular Limit \$19,500

## How your participants are invested

```
ASSET ALLOCATION 1
(as of 06/30/2021)
```

NUMBER OF ASSET CLASSES


ASSET DIVERSIFICATION ${ }^{2}$
(as of 06/30/2021)

## 5.4

PEER GROUP
4.2

RECOMMENDED
5

## ProAccount

(as of 06/30/2021)

TOTAL PROACCOUNT BALANCE \$6,909,079

PARTICIPANTS WITH PROACCOUNT

AVG ACCOUNT BALANCE WITH PROACCOUNT
\$26,989

Schwab Personal Choice Retirement Account
(as of 06/30/2021)

[^30]
## How many participants are prepared for retirement



Online engagement
(as of 06/30/2021)
TOTAL ENROLLED
PARTICIPANTS
PARTICIPANTS
753
ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
536


Retirement readiness
(as of 06/30/2021)
PARTICIPANTS WITH A RETIREMENT GOAL ${ }^{1}$
399

PARTICIPANTS 'ON TRACK' FOR RETIREMENT ${ }^{2}$


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.

## Q Peer comparison

Retirement readiness peer comparison


## NRM-17390AO

${ }^{1}$ Participants with a retirement goal from My Interactive Retirement Planner®.
${ }^{2}$ Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (. 915 or higher).

## ASSET \& FUND DETAILS

## \$ Asset class totals

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$943,318.45 | \$944,811.06 | \$1,017,853.16 | 5.5\% |
| Large cap | \$3,673,303.07 | \$4,759,759.66 | \$5,211,186.98 | 28.1\% |
| Bonds | \$1,042,015.15 | \$1,452,486.35 | \$1,541,191.75 | 8.3\% |
| SDO | --- | --- | \$106,529.22 | 0.6\% |
| Specialty | \$297,849.99 | \$358,226.79 | \$393,597.06 | 2.1\% |
| Loan | \$290,220.48 | \$257,599.23 | \$284,452.62 | 1.5\% |
| Asset allocation | \$3,086,275.22 | \$3,555,251.47 | \$4,015,660.64 | 21.7\% |
| International | \$1,736,267.24 | \$1,888,092.84 | \$2,102,430.63 | 11.4\% |
| Small cap | \$944,953.72 | \$875,864.85 | \$1,072,481.08 | 5.8\% |
| Fixed assets and cash | \$2,245,333.52 | \$2,858,316.00 | \$2,776,541.99 | 15.0\% |
| Total | \$14,259,536.84 | \$16,950,408.25 | \$18,521,925.13 | 100\% |

## ASSET \& FUND DETAILS

## \$ Total contributions by asset class

| Asset class | 2019 | 2020 | 2021 YTD | \% of total |
| :---: | :---: | :---: | :---: | :---: |
| Mid cap | \$64,346.24 | \$60,504.22 | \$28,560.22 | 3.7\% |
| Large cap | \$181,270.28 | \$248,798.14 | \$126,242.74 | 16.2\% |
| Bonds | \$77,799.99 | \$79,517.07 | \$49,286.63 | 6.3\% |
| Specialty | \$19,741.70 | \$20,179.34 | \$12,786.53 | 1.6\% |
| Asset allocation | \$887,720.87 | \$517,425.06 | \$412,293.88 | 52.9\% |
| International | \$130,915.99 | \$115,882.85 | \$73,987.86 | 9.5\% |
| Small cap | \$62,070.11 | \$59,764.25 | \$23,588.27 | 3.0\% |
| Fixed assets and cash | \$112,673.26 | \$100,403.95 | \$53,136.56 | 6.8\% |
| Total | \$1,536,538.44 | \$1,202,474.88 | \$779,882.69 | 100\% |

## ASSET \& FUND DETAILS

## 2021

## (b) Asset allocation

(as of 06/30/2021)

|  | ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :---: | :---: | :---: | :---: | :---: |
|  | - Mid cap | 5.5\% | 5.4\% | 0.1\% |
|  | Large cap | 28.1\% | 19.2\% | 8.9\% |
|  | $\square$ Balanced | 0.0\% | 1.5\% | 0.0\% |
|  | - Bonds | 8.3\% | 4.5\% | 3.9\% |
|  | - Short term | 0.0\% | 2.1\% | 0.0\% |
|  | $\square$ SDO | 0.6\% | 0.6\% | 0.0\% |
|  | $\square$ Specialty | 2.1\% | 1.3\% | 0.8\% |
|  | $\square$ Loan | 1.5\% | 0.0\% | 1.5\% |
|  | - Asset allocation | 21.7\% | 33.4\% | -11.8\% |
|  | $\square$ International | 11.4\% | 6.7\% | 4.7\% |
|  | - Small cap | 5.8\% | 3.9\% | 1.9\% |
|  | $\square$ Fixed assets and cash | 15.0\% | 21.2\% | -6.2\% |
|  | $\square$ Fixed Indexed Annuity | 0.0\% | 0.0\% | 0.0\% |

2020

## 8 <br> Asset allocation

(as of $12 / 31 / 2020$ )


| ASSET CLASS | YOUR PLAN | PEER GROUP | DIFFERENCE |
| :--- | ---: | ---: | ---: |
| $\square$ Mid cap | $5.6 \%$ | $4.9 \%$ | $0.7 \%$ |
| Large cap | $28.1 \%$ | $19.5 \%$ | $8.6 \%$ |
| Balanced | $0.0 \%$ | $1.3 \%$ | $0.0 \%$ |
| $\square$ Bonds | $8.6 \%$ | $4.6 \%$ | $4.0 \%$ |
| Short term | $0.0 \%$ | $2.3 \%$ | $0.0 \%$ |
| $\square$ SDO | $0.0 \%$ | $0.5 \%$ | $0.0 \%$ |
| Specialty | $2.1 \%$ | $1.2 \%$ | $0.9 \%$ |
| Loan | $1.5 \%$ | $0.0 \%$ | $1.5 \%$ |
| Asset allocation | $21.0 \%$ | $33.6 \%$ | $-12.6 \%$ |
| International | $11.1 \%$ | $6.3 \%$ | $4.8 \%$ |
| Small cap | $5.2 \%$ | $3.4 \%$ | $1.8 \%$ |
| Fixed assets and cash | $16.9 \%$ | $22.4 \%$ | $-5.6 \%$ |

## BALANCE DETAILS

## \$ Total account balance <br> (as of 06/30/2021)

| Money source | Current value |
| :--- | :---: |
| Participant assets | $\mathbf{\$ 1 8 , 5 2 1 , 9 2 5 . 1 3}$ |
| Rollover (Pre-Tax) | $\$ 2,059,387.76$ |
| Employer Money Purchase | $\$ 8,197,068.74$ |
| Mandatory Employee Pre-Tax | $\$ 7,871,653.81$ |
| After-Tax Contribution | $\$ 2,832.98$ |
| Loan balance | $\$ 284,452.62$ |
| SDO balance | $\$ 106,529.22$ |
| Total plan assets | $\mathbf{\$ 1 8 , 5 2 1 , 9 2 5 . 1 3}$ |

## BALANCE DETAILS

## Loan Details

(as of 06/30/2021)

| Loan type | Number of loans | Principal value |
| :--- | :---: | :---: |
| General purpose loan | 60 | $\$ 273,862.23$ |
| Primary residence loan | 2 | $\$ 10,590.39$ |
| Total | $\mathbf{6 2}$ | $\mathbf{\$ 2 8 4 , 4 5 2 . 6 2}$ |

## Contributions and transfers/rollovers-in

(as of 06/30/2021)

| Type | Year to date |
| :--- | :---: |
| Contributions | $\$ 654,443.50$ |
| Transfers/Rollovers-In | $\$ 125,439.19$ |
| Total | $\mathbf{\$ 7 7 9 , 8 8 2 . 6 9}$ |

(ㅇ) Balance activity by quarter

Change in balance from last quarter


## BALANCE DETAILS

Balance activity by year

Change in balance from last year


|  | 2016 | 2017 | 2018 | 2019 | 2020 |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Total balance | $\$ 6,910,961.40$ | $\$ 10,679,785.43$ | $\$ 10,520,106.12$ | $\$ 13,969,316.36$ | $\$ 16,692,809.02$ |

## 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 4 x 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.


[^0]:    * Assets In and Out includes contributions and distributions.

[^1]:    **Top 10 Mutual Funds does not include Money Market Funds.
    *OS = OneSource, no-load, no transaction fee

[^2]:    *OS = OneSource, no transaction fee

[^3]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^4]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^5]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^6]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^7]:    * Assets In and Out includes contributions and distributions.

[^8]:    **Top 10 Mutual Funds does not include Money Market Funds.

[^9]:    *OS = OneSource, no transaction fee

[^10]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^11]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^12]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^13]:    Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

[^14]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ The number of online enrollments out of new enrollments.
    ${ }^{4}$ Total number of participants enrolled by quarter or by year.

[^15]:    ${ }^{5}$ 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.

[^16]:    ${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 100$ million - $\$ 1$ billion.

[^17]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ 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.

[^18]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^19]:    ${ }^{5}$ 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

[^20]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ 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 $\$ 0.5$ million - $\$ 5$ million) is invested.
    Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

[^21]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^22]:    ${ }^{5}$ 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.

[^23]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ 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.

[^24]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^25]:    ${ }^{5}$ 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.

[^26]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ 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 less than $\$ 0.5$ million) is invested.
    Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

[^27]:    ${ }^{1}$ Total number of enrolled participants in this plan.
    ${ }^{2}$ Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.
    ${ }^{3}$ Total number of participants enrolled by quarter or by year.

[^28]:    ${ }^{5}$ 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

[^29]:    ${ }^{1}$ A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with $\$ 5$ million - $\$ 20$ million.

[^30]:    ${ }^{1}$ Percentage of participants by number of investment classes.
    ${ }^{2}$ 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 $\$ 5$ million - $\$ 20$ million) is invested.
    Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

