



*Wisconsin Deferred Compensation Program*

# 2012 Annual Statistical Report

For the calendar year ending December 31, 2012





## The WDC in 2012 (\$ in millions)

### Total Assets

<b>Assets at December 31, 2012</b>	<b>\$3,022.75</b>
<b>Less assets at December 31, 2011</b>	<b><u>\$2,688.52</u></b>
<b>Asset change for the year</b>	<b>\$334.23</b>

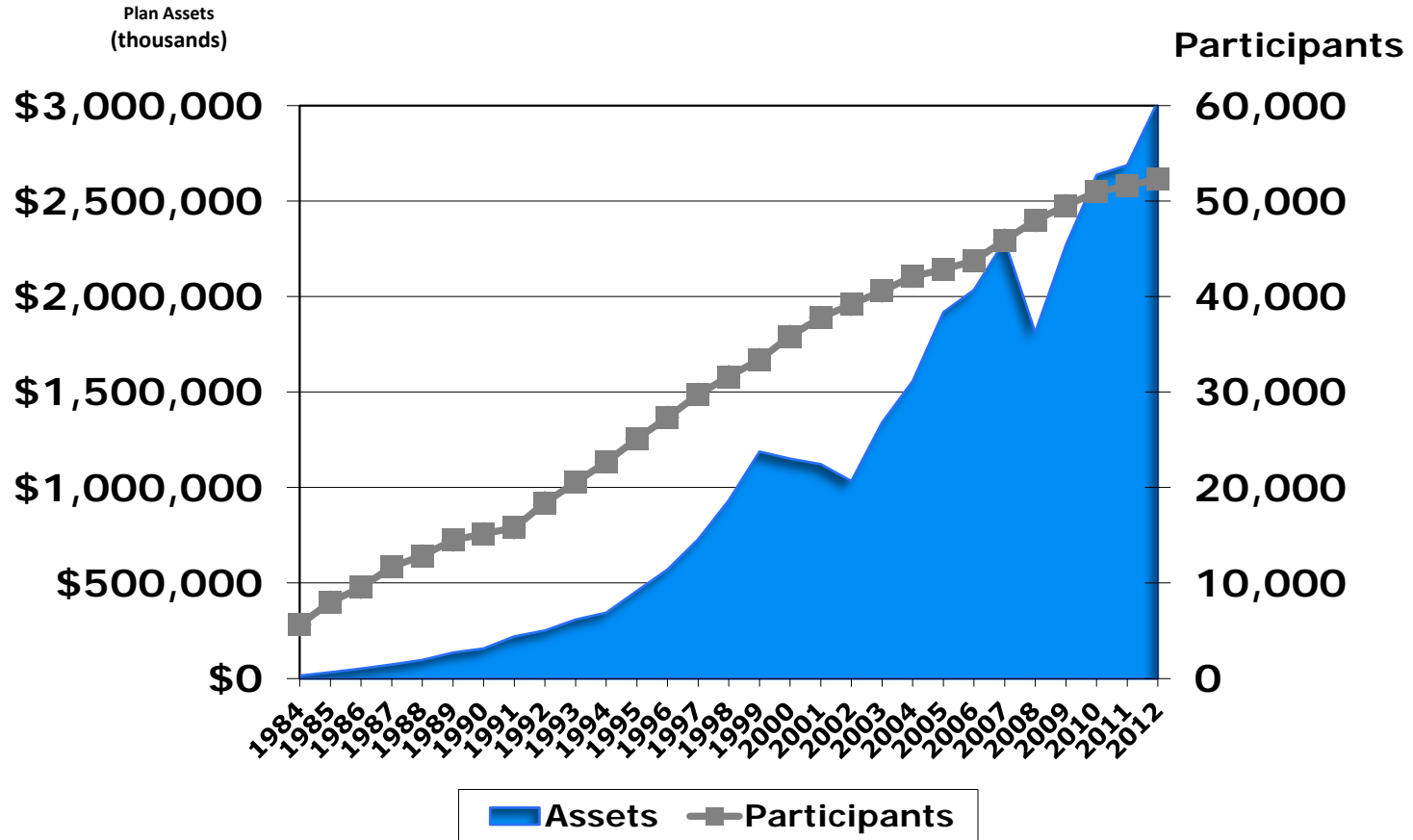
### Asset Components

<b>Contributions for the year</b>	<b>\$150.14</b>
<b>Less distributions for the year</b>	<b>-\$122.59</b>
<b>Net investment gain for the year</b>	<b><u>\$306.68</u></b>
<b>Asset change for the year</b>	<b>\$334.23</b>



# WDC Assets and Participation

## As of December 31, 2012



\*2005 data is as of transition on 11/30/05.

\*\*2006 data begins new recordkeeping of in-force accounts vs. total.



# 2012 State and Local Participating Employers

	<u>State</u>	<u>Local</u>	<u>Total</u>
Beginning Balance	1	861	862
# New Employers Added	0	11	11
# Employers Discontinued	0	0	0
Ending Balance	1	872	873

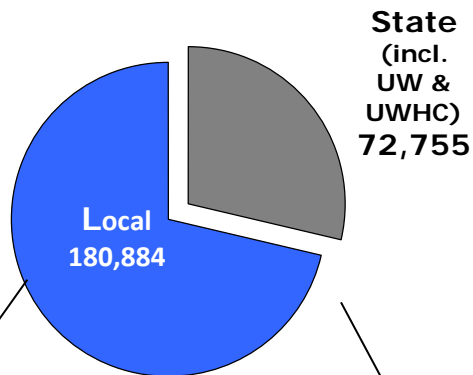




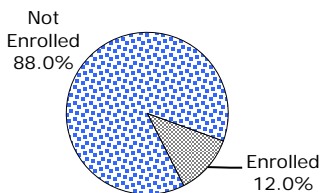
# 2012 WDC Participant Population

## Eligible Public Employees vs. Enrolled

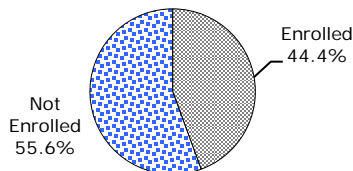
### Total Eligible



### % of Enrolled Local

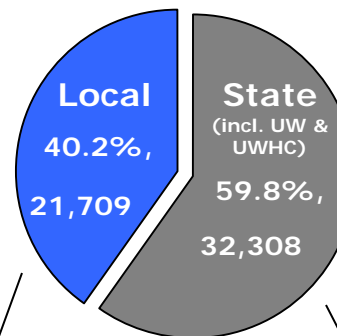


### % of Enrolled State

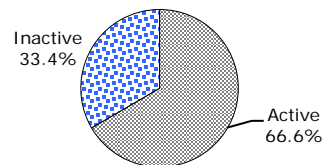


## Enrolled vs. Active

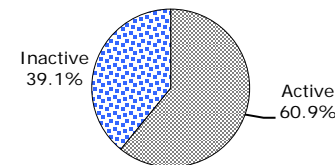
### Total Enrolled\*



### % Active Local



### % Active State

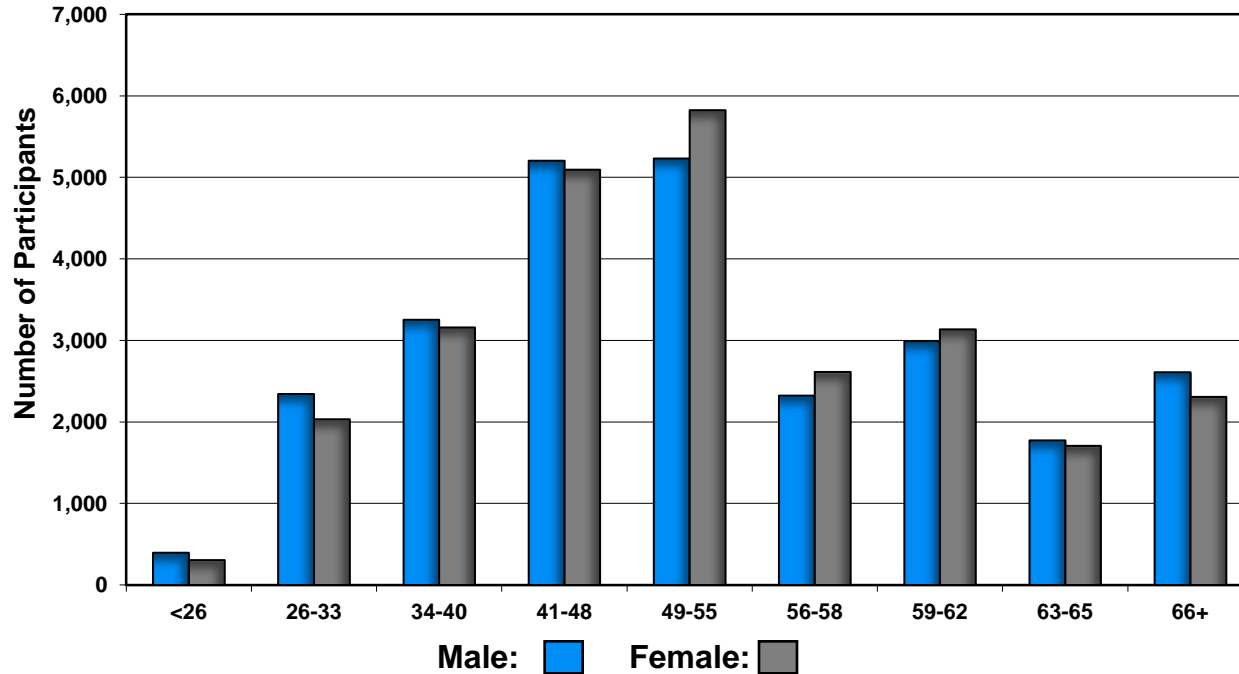


ETF generated a report of # of eligible employees 4/17/13.

\*Enrolled = participants with a balance from 1/1/12 to 12/31/12.



# 2012 Participation – Age and Gender



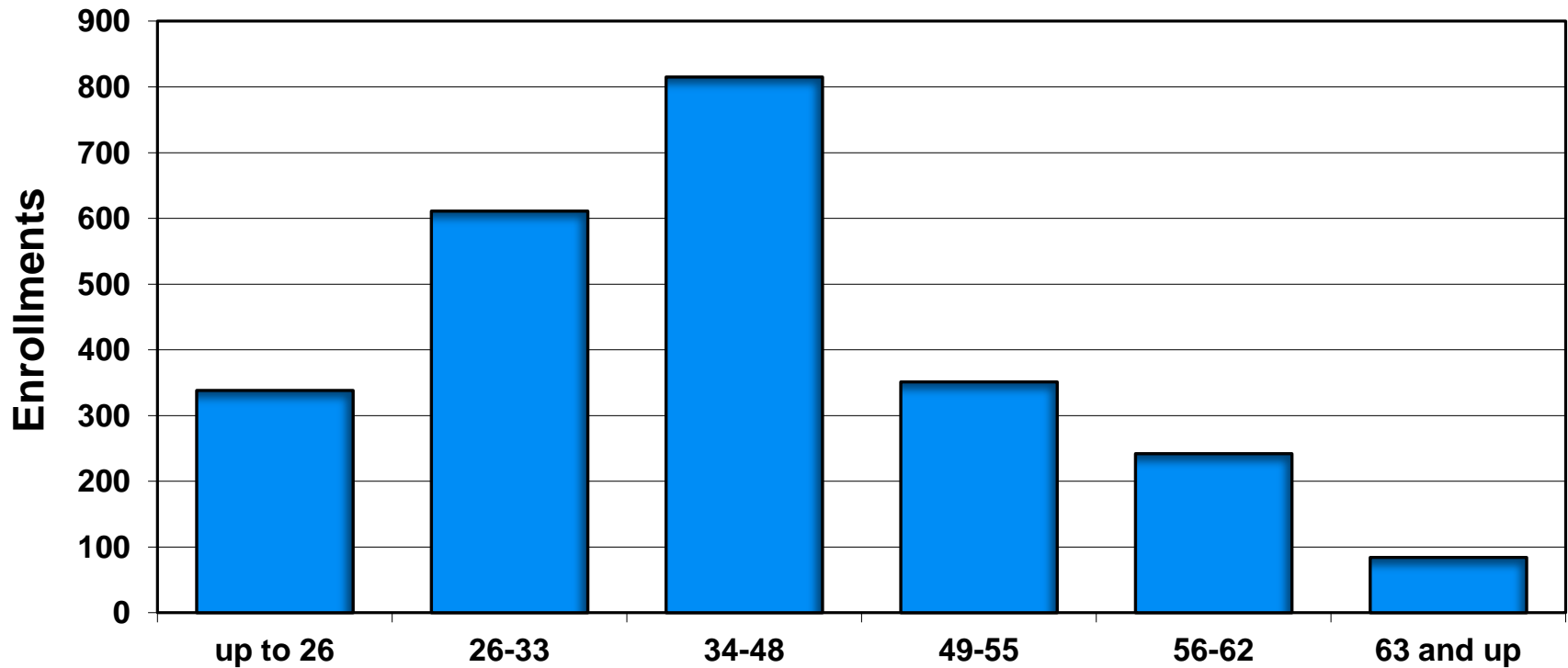
Participant Data	
Total number of participants with an account balance:	52,314
Total number of male participants:	26,136
Total number of female participants:	26,178
Overall average participant age:	50.53
Overall average age of male participants:	50.36
Overall average age of female participants:	50.70

For the purpose of this slide, a participant is defined as an individual with an account balance as of December 31, 2012.



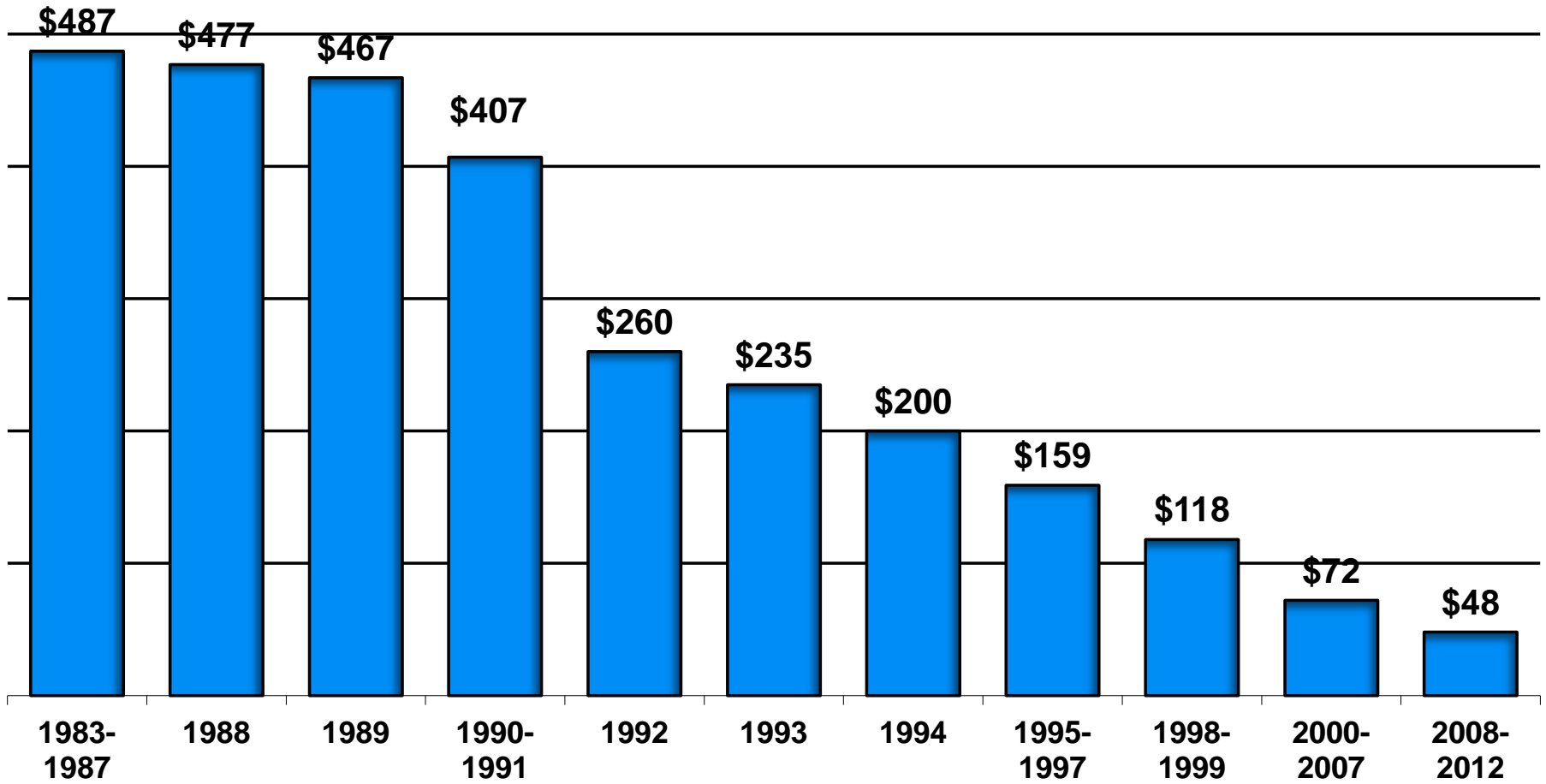
# New WDC Enrollments by Participant Age

**2012**





# WDC Participant Annual Fee Reduction History

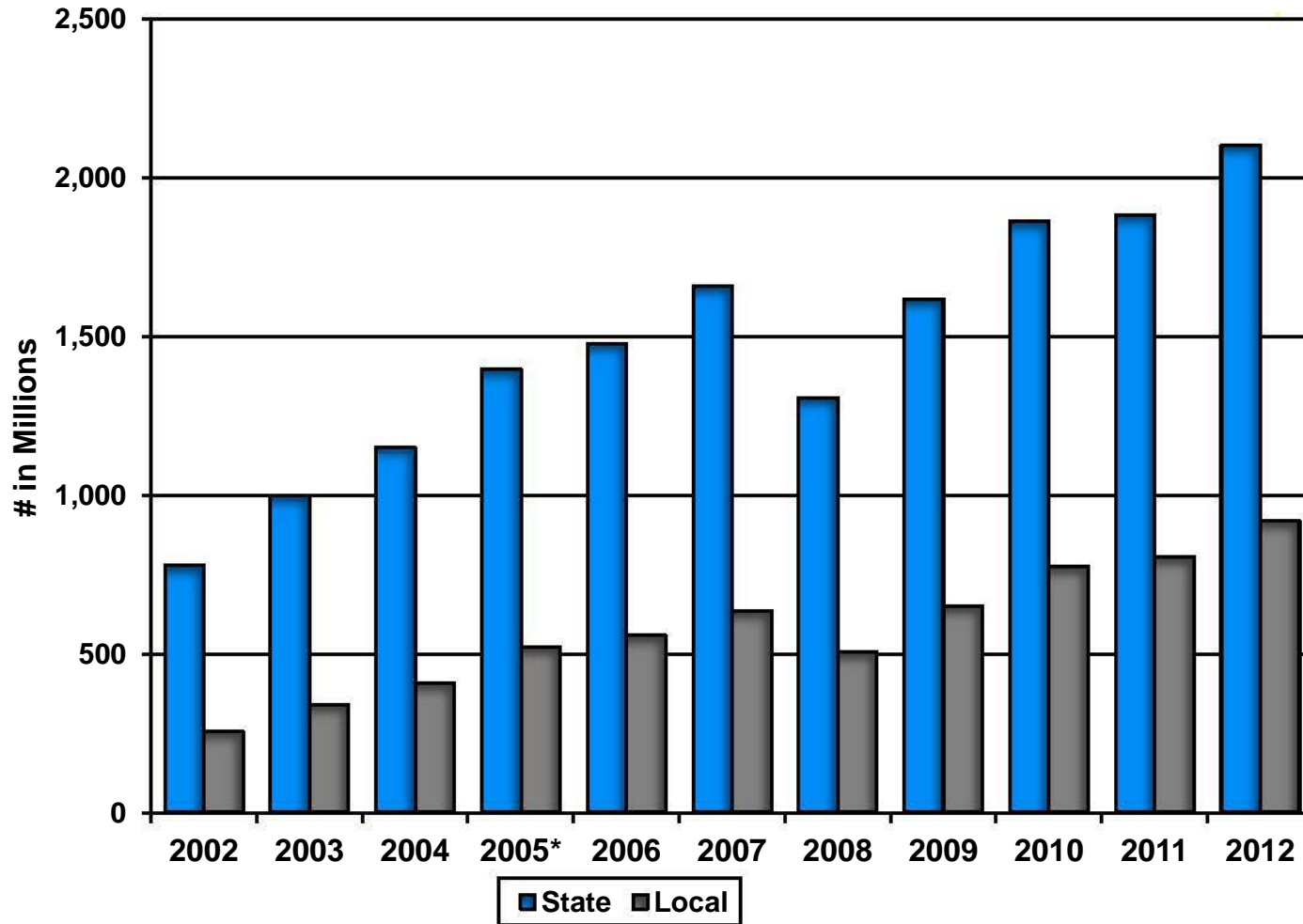


\* Example participant fees based on \$50,000 account balance.





# WDC Participant Asset Growth 2002 - 2012

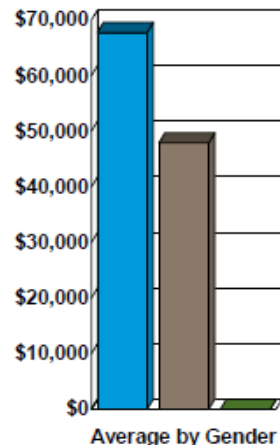
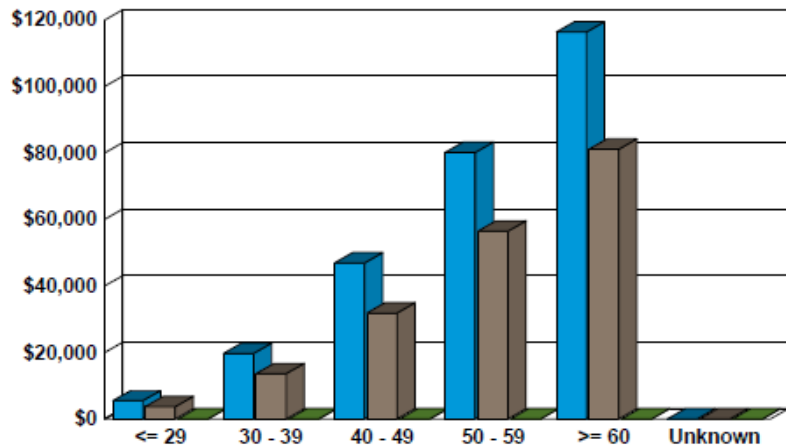


\*2005 data is as of transition on 11/30/05.



# 2012 Average WDC Account Balance

## Average Account Balance - All Participants As of 12/31/2012

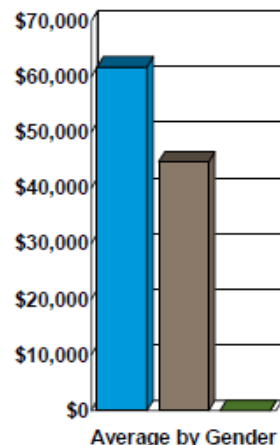
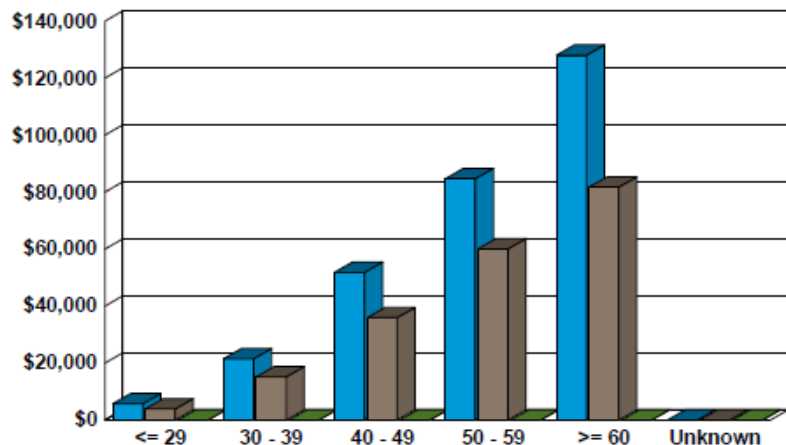


Age	Male	Female	Unknown
<=29	\$5,462	\$3,730	\$0
30 - 39	\$19,751	\$13,640	\$0
40 - 49	\$46,913	\$31,882	\$0
50 - 59	\$80,143	\$56,486	\$0
>=60	\$116,375	\$81,162	\$0
Unknown	\$0	\$0	\$0

### Average Account Balance

Your participants have an average balance of approximately **\$57,798** in this plan.

## Average Account Balance - Contributing Participants As of 12/31/2012

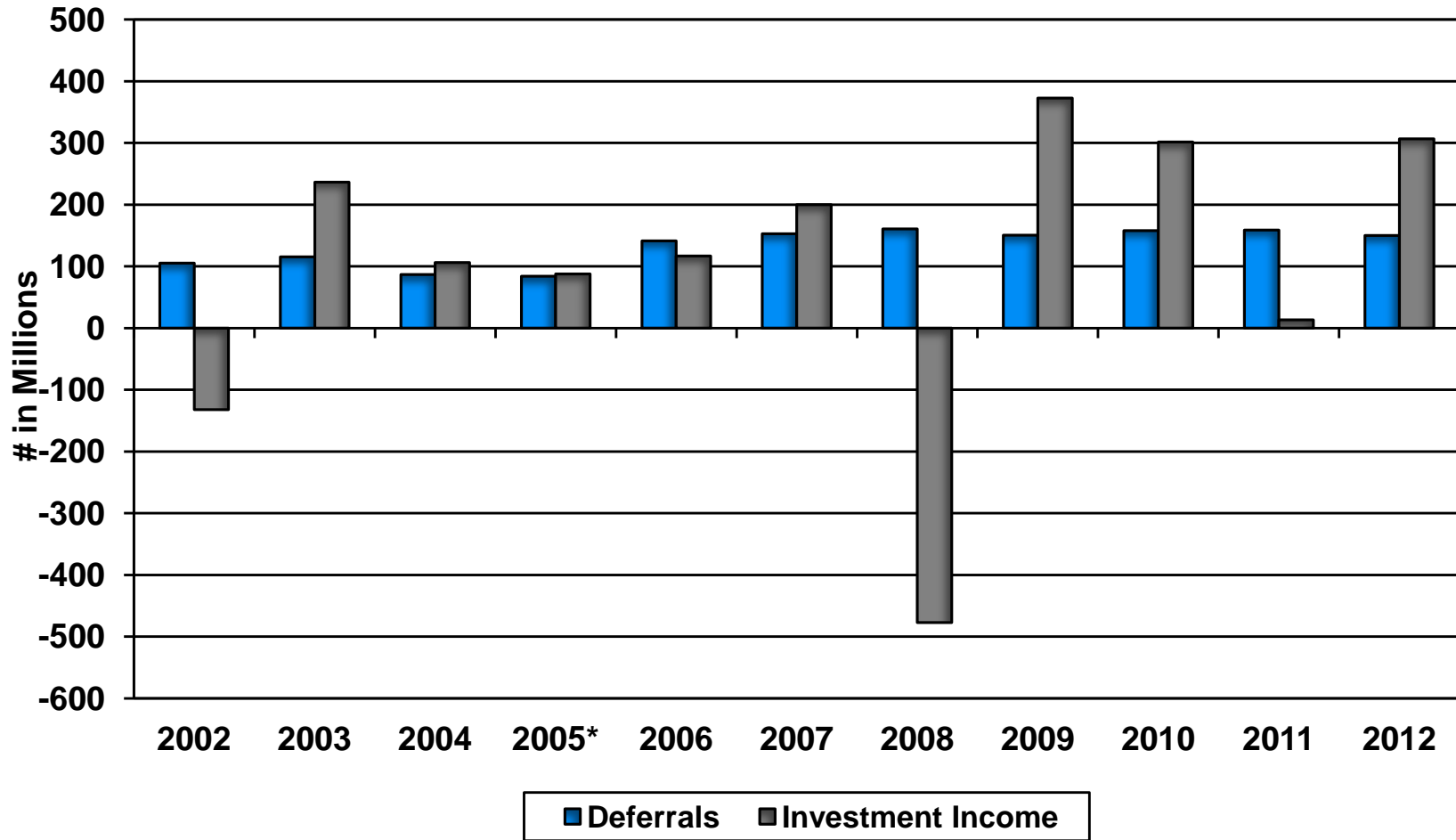


Age	Male	Female	Unknown
<=29	\$5,706	\$3,956	\$0
30 - 39	\$21,527	\$15,138	\$0
40 - 49	\$51,845	\$35,936	\$0
50 - 59	\$84,775	\$60,091	\$0
>=60	\$128,080	\$81,781	\$0
Unknown	\$0	\$0	\$0

■ Male     
 ■ Female     
 ■ Unknown



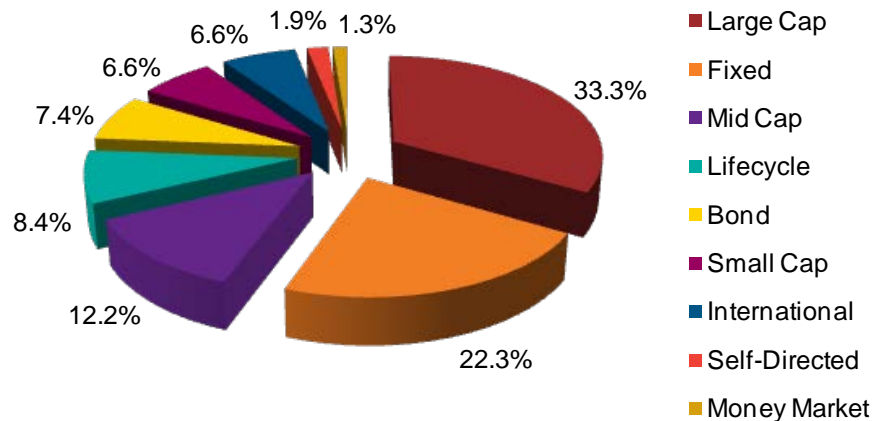
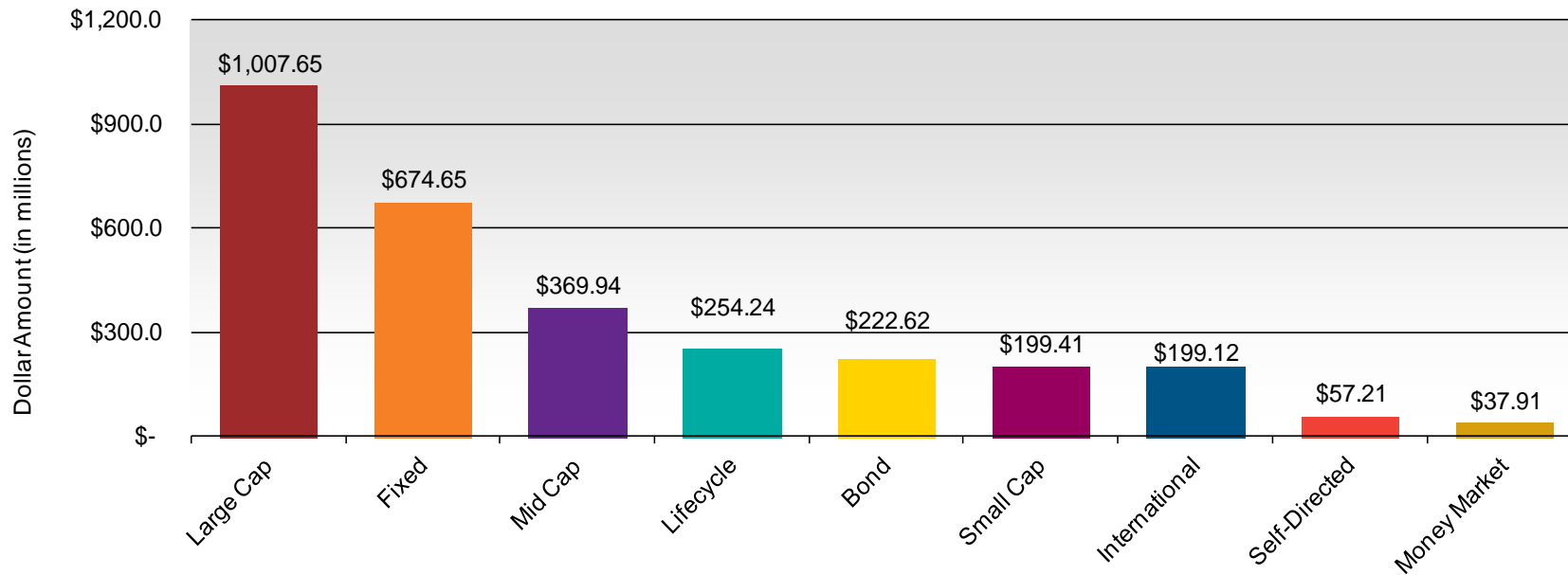
# Deferrals and Investment Income 2002 - 2012



\*2005 data is as of 11/30/05 per previous record keeper.



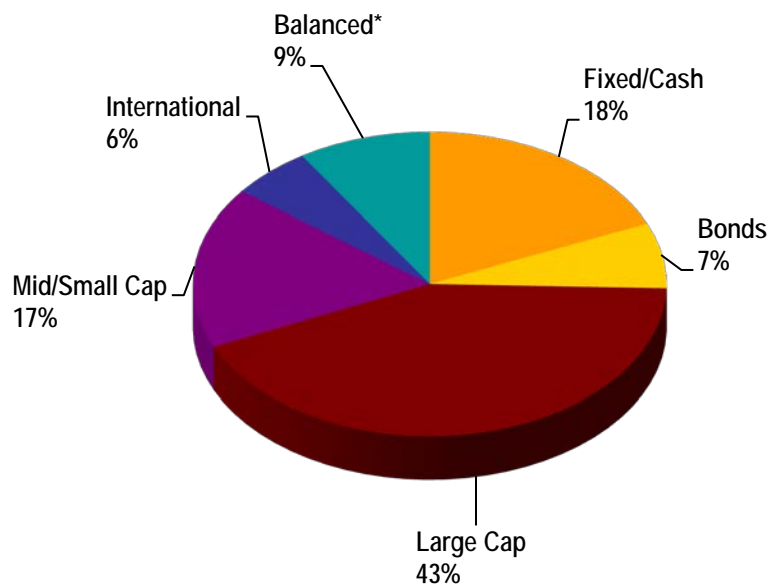
# 2012 Assets by Asset Class



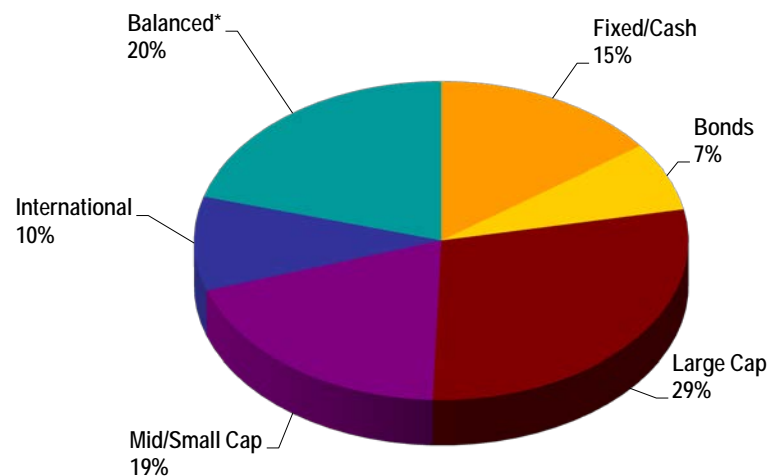


# Participant Deferrals by Asset Class 2002 vs. 2012

2002



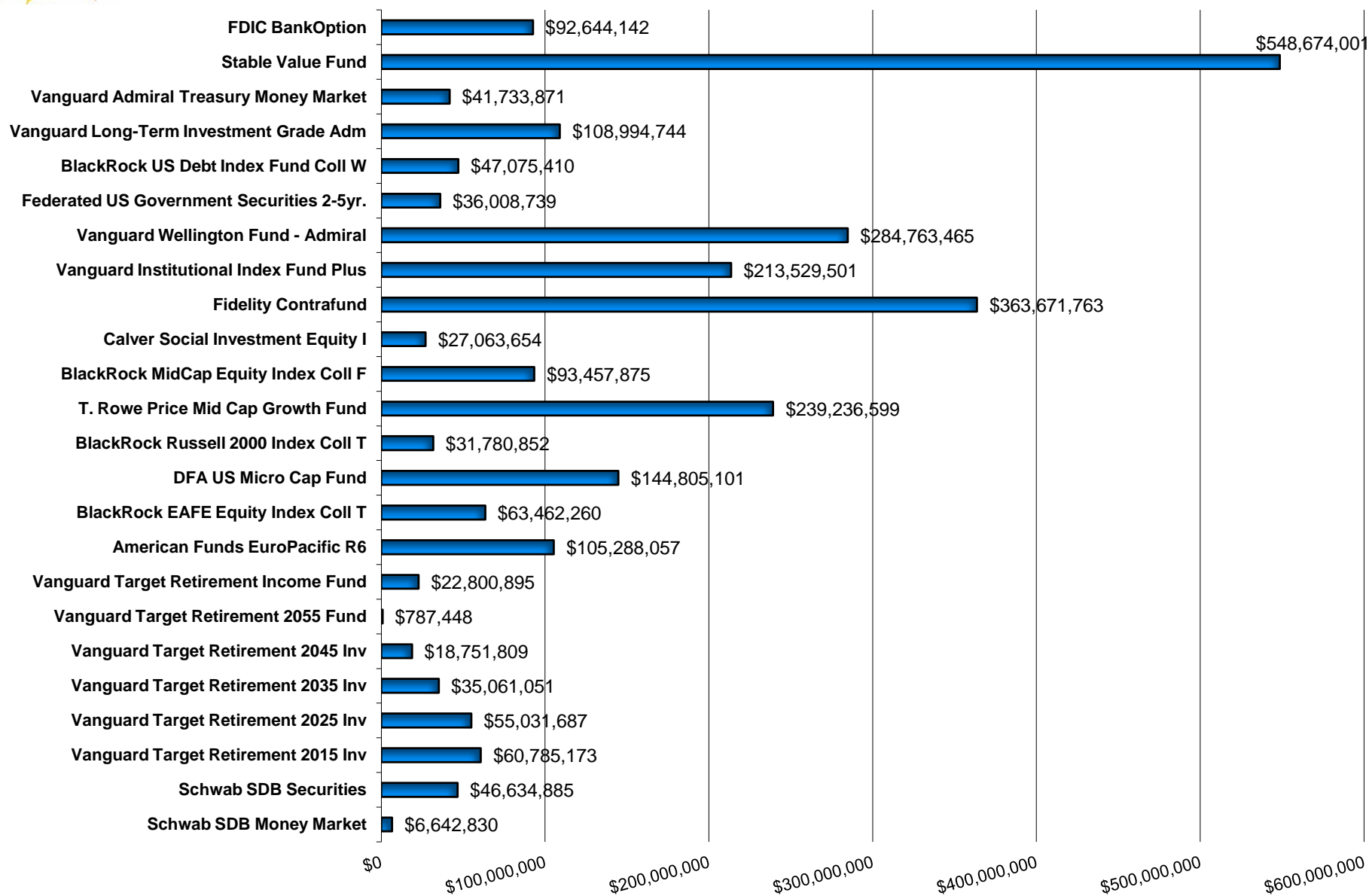
2012



\*Balanced represents only the lifecycle funds in 2012; In 2002, these funds were not offered and Balanced represents the Vanguard Wellington Fund.



# 2012 Assets by Investment Option

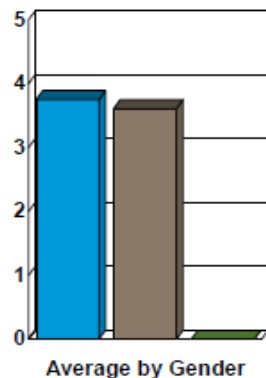
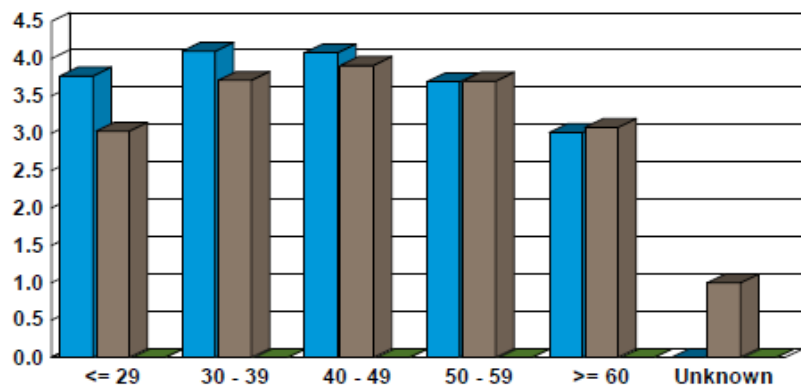




# 2012 Number of Investment Options

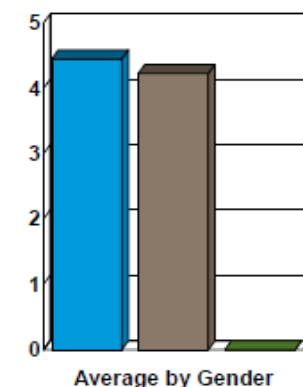
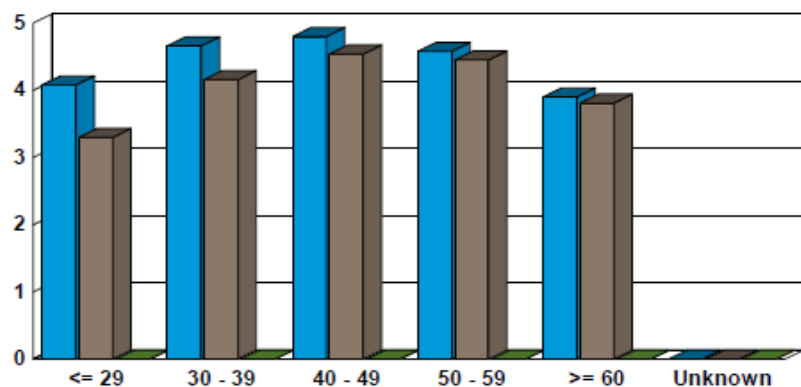
The number of investment options that plan participants direct contributions, as well as the number of investment options where balances are held in plan participant accounts, is shown here, by age and gender.

**Average Number of Investment Option Allocations for New Contributions As of 12/31/2012**



Age	Male	Female	Unknown
<=29	4	3	0
30 - 39	4	4	0
40 - 49	4	4	0
50 - 59	4	4	0
>=60	3	3	0
Unknown	0	1	0

**Average Number of Investment Options for Existing Account Balances As of 12/31/2012**

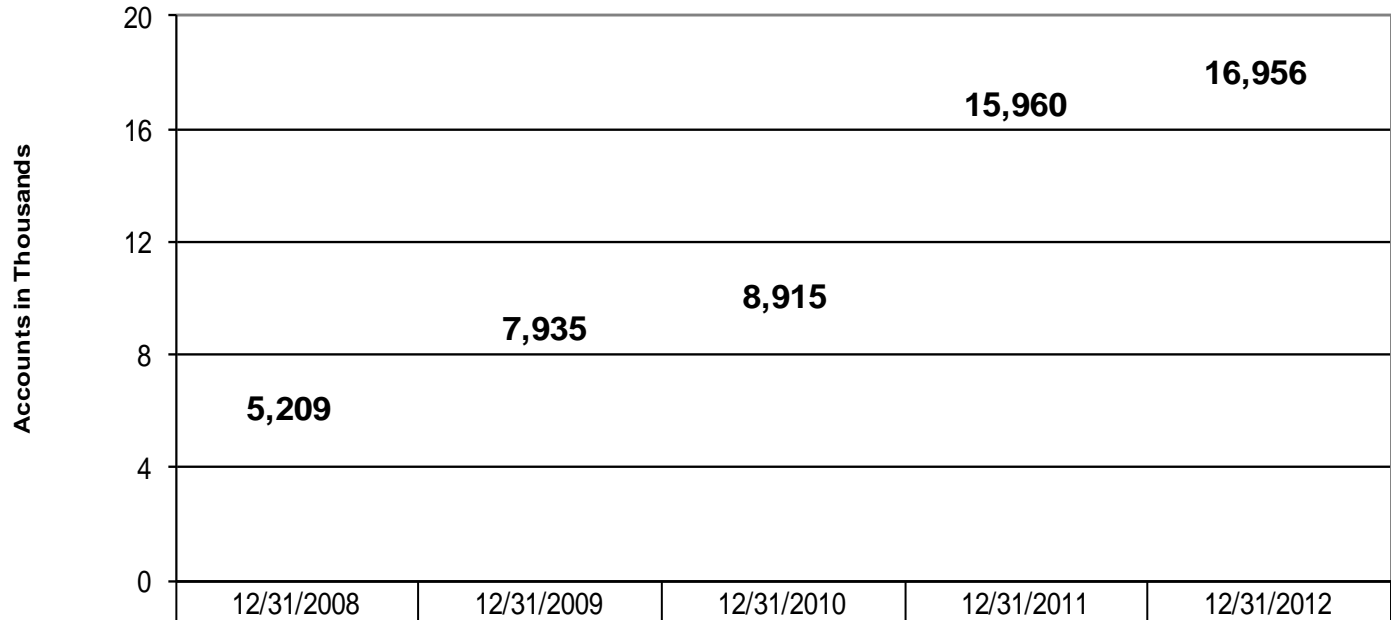


Age	Male	Female	Unknown
<=29	4	3	0
30 - 39	5	4	0
40 - 49	5	5	0
50 - 59	5	4	0
>=60	4	4	0
Unknown	0	0	0

■ Male     
 ■ Female     
 ■ Unknown



# Lifecycle Fund Use by Number of Participants

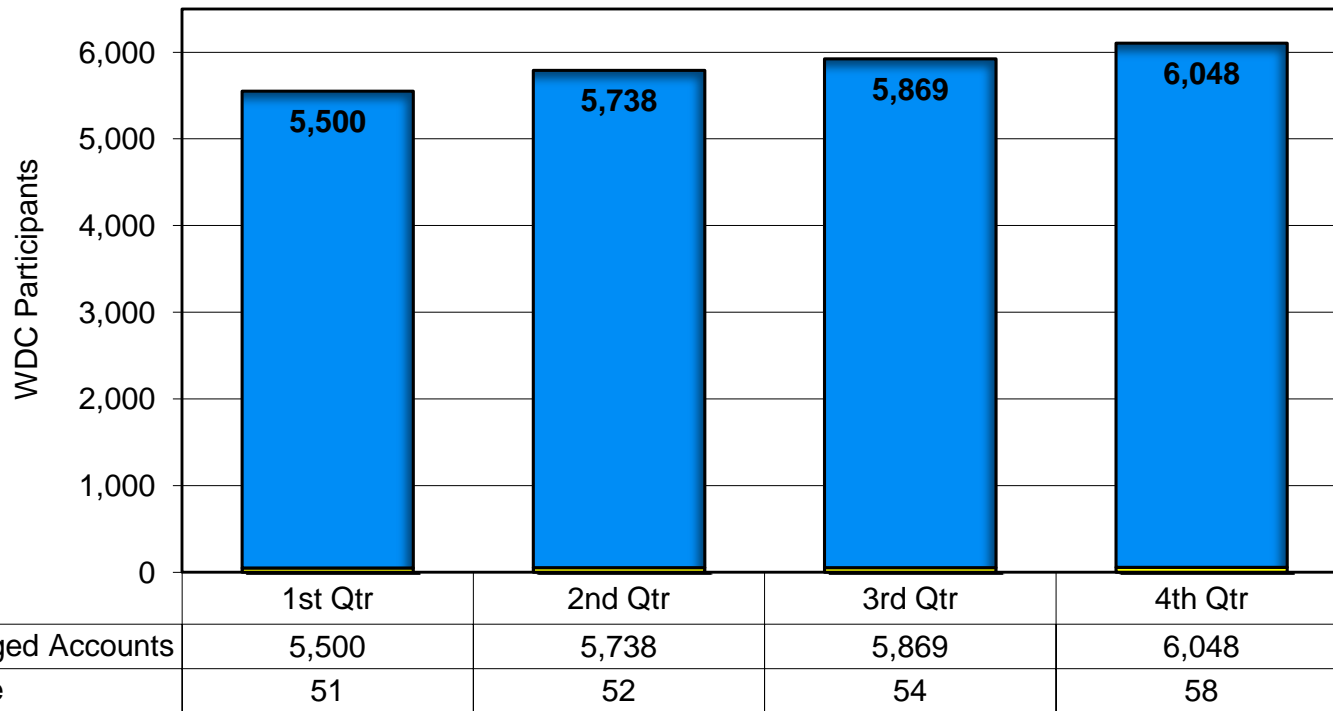


	12/31/2008	12/31/2009	12/31/2010	12/31/2011	12/31/2012
■ Vanguard Target Retirement Income Inv	357	517	605	1,049	1,193
■ Vanguard Target Retirement 2055 Inv	0	0	0	153	379
■ Vanguard Target Retirement 2045 Inv	1,132	1,474	1,779	3,206	3,426
■ Vanguard Target Retirement 2035 Inv	1,358	2,036	2,245	4,098	4,308
■ Vanguard Target Retirement 2025 Inv	1,424	2,296	2,541	4,512	4,699
■ Vanguard Target Retirement 2015 Inv	938	1,612	1,745	2,942	2,951





# 2012 Reality Investing<sup>®</sup> Usage



Available to WDC participants since July 2008



## WDC Self-Directed Brokerage Account Usage

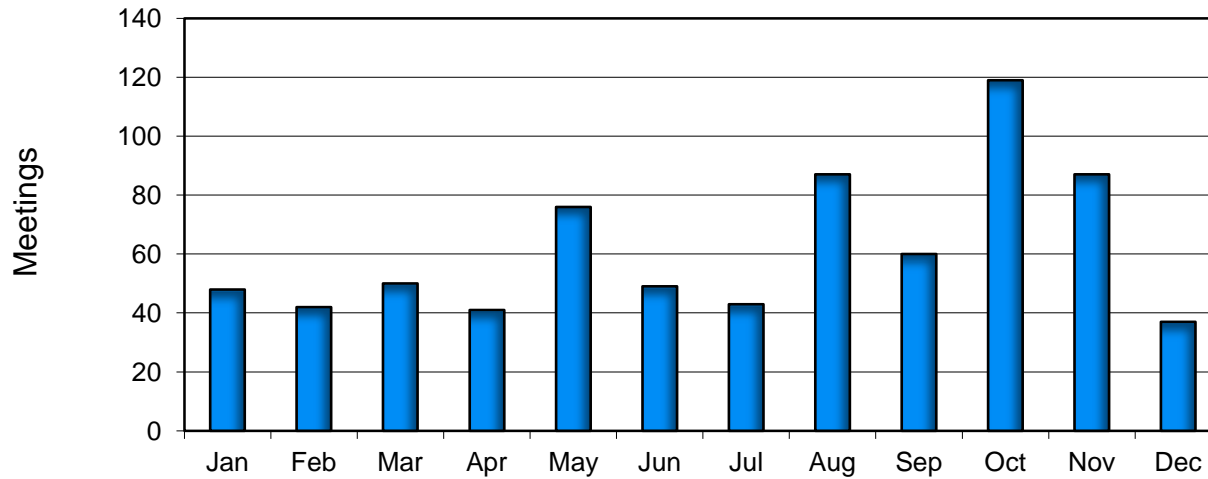
As of December 31, 2012:

- 1.9% of participants in self-directed option via Schwab
- 988 total accounts at Schwab
  - 648, or 46.8% were in the Schwab money market
  - 735, or 53.1% were using Schwab mutual fund options
- \$57.21 million total balance at Schwab
  - \$6.58 million in Schwab money market
  - \$50.62 million in Schwab mutual funds
- Average WDC Schwab self-directed account balance was \$57,901.81

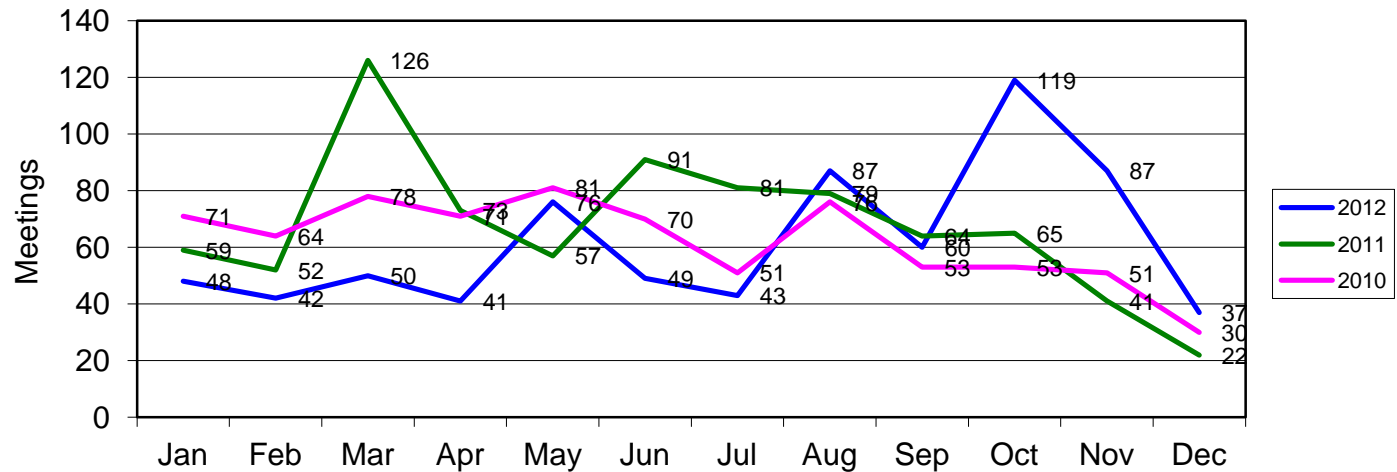


# Number of Group Meetings

2012



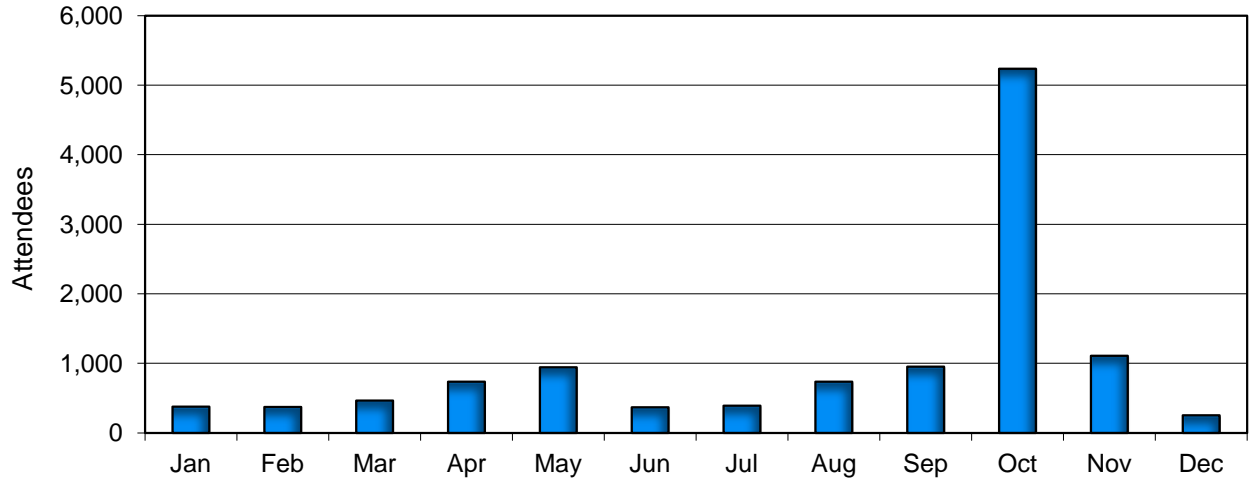
Monthly - 3 Year History



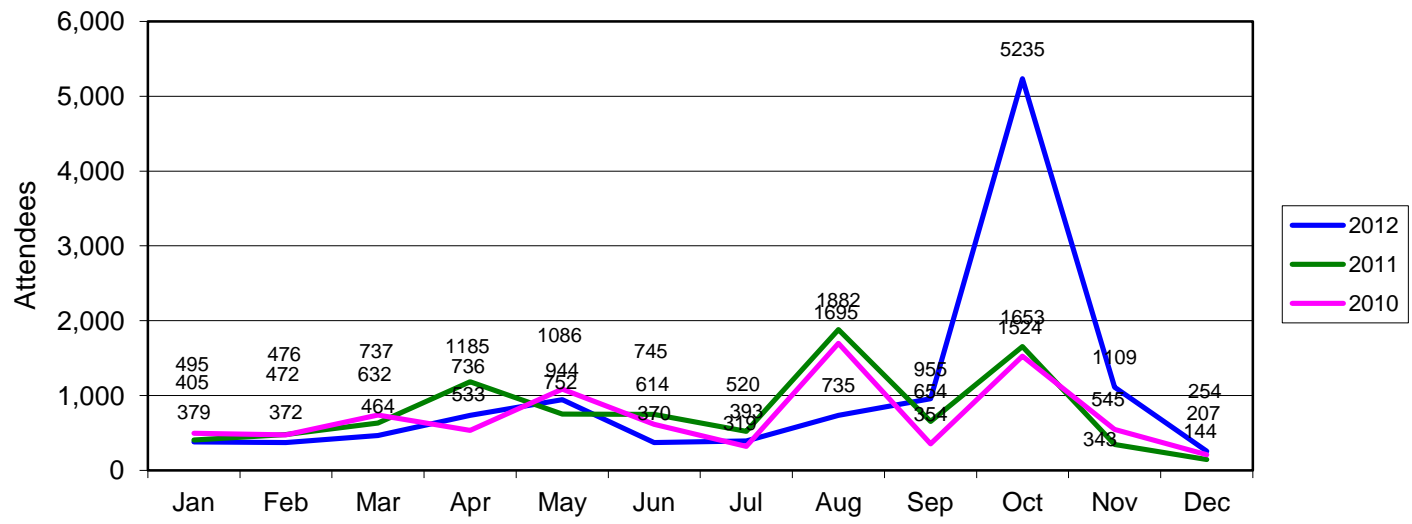


# Number of Attendees at Group Meetings

2012



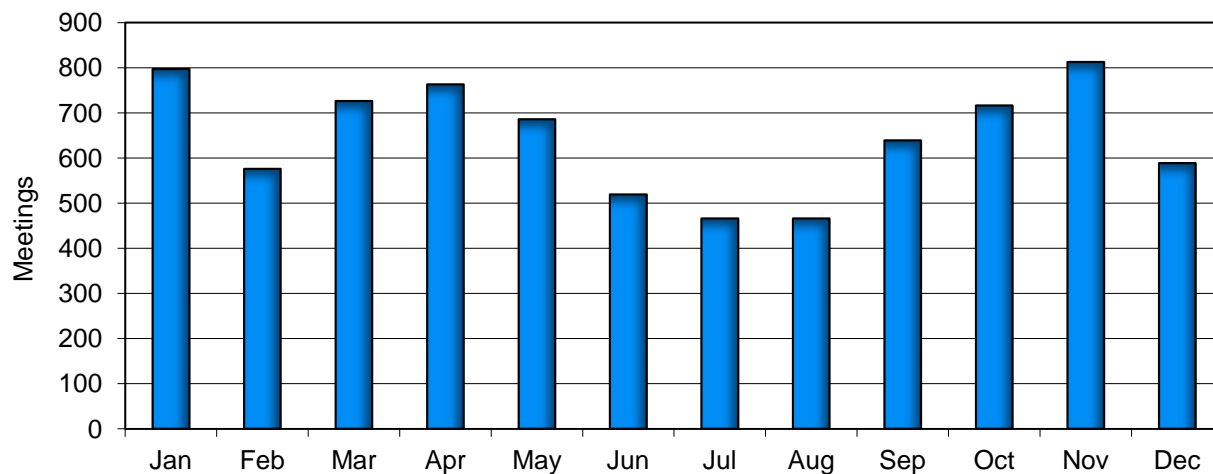
Monthly - 3 Year History



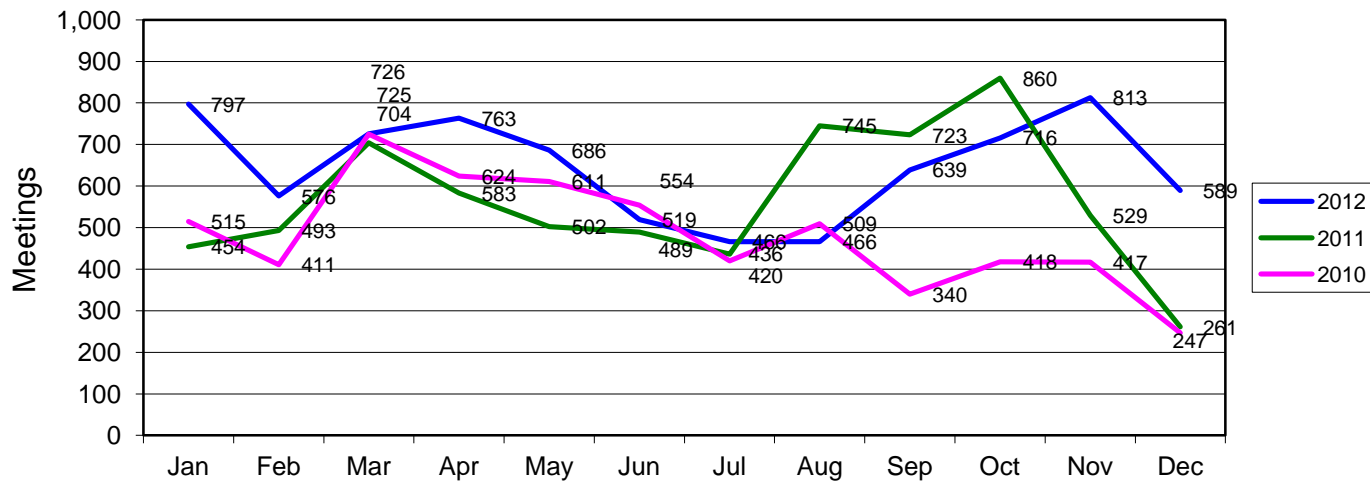


# Individual Counseling Sessions

2012

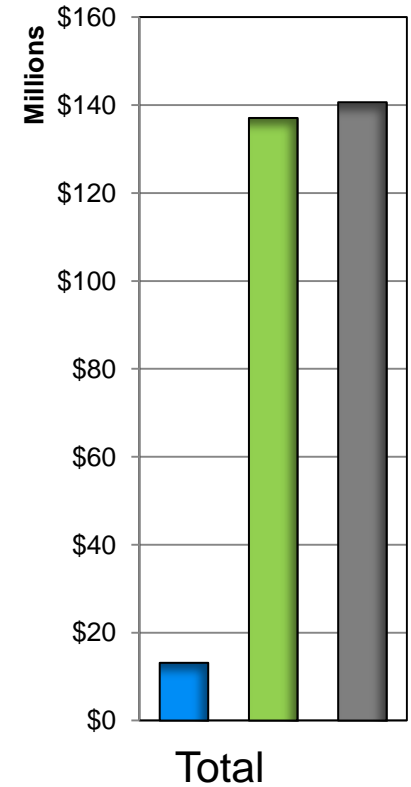
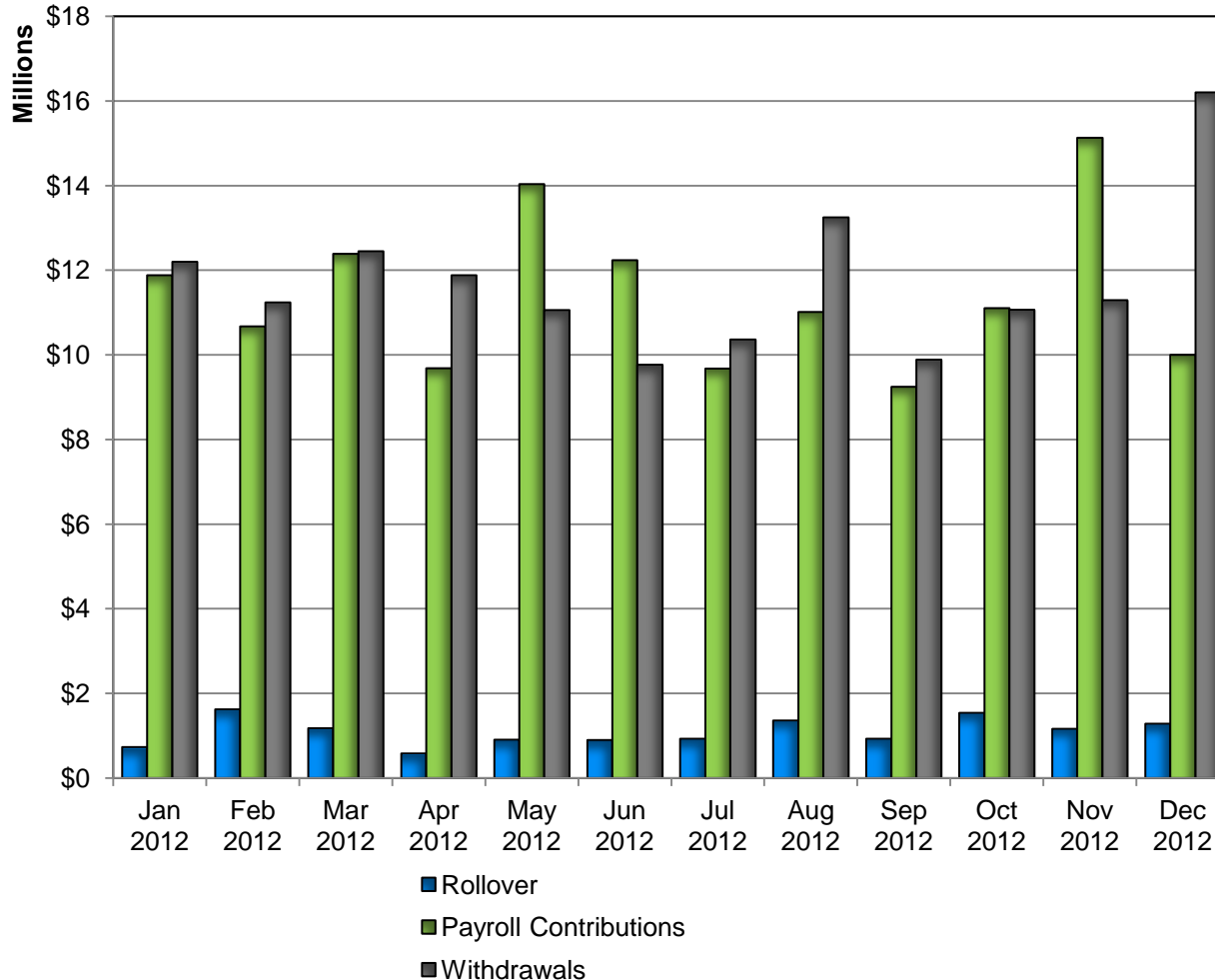


Monthly - 3 Year History



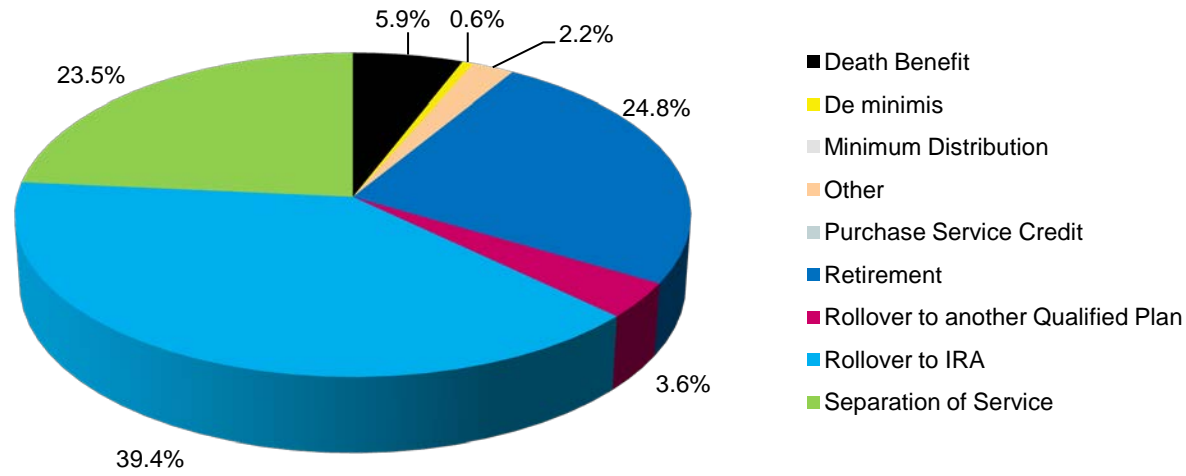
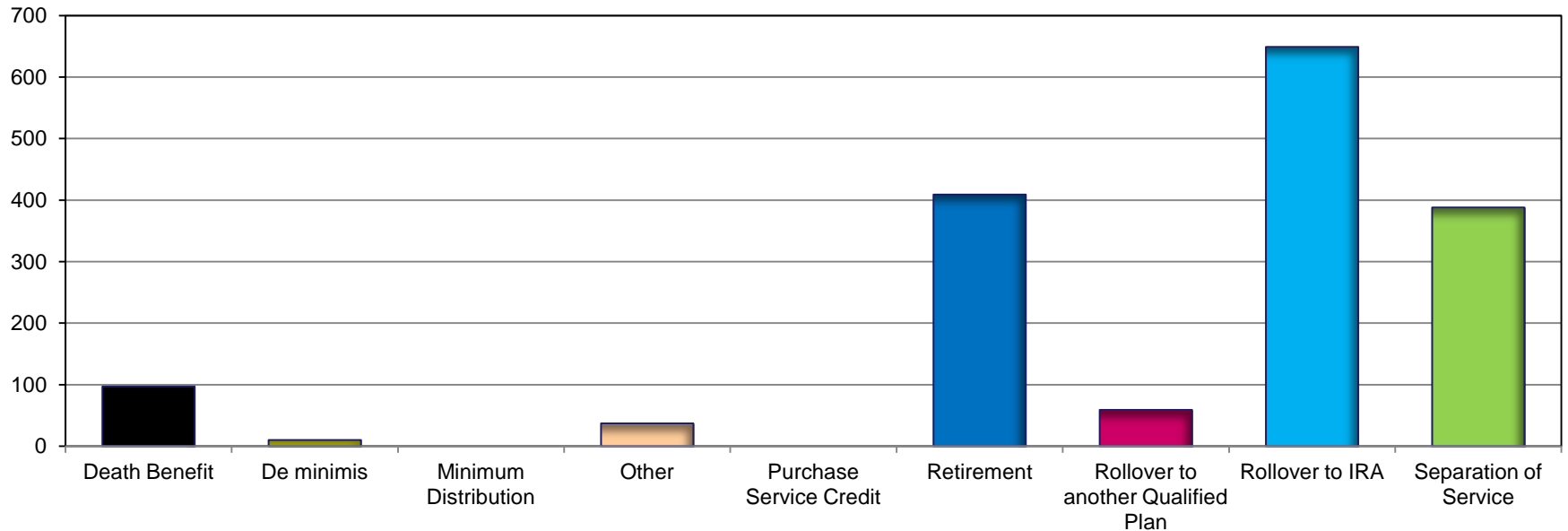


# 2012 Total Contribution and Withdrawal Summary





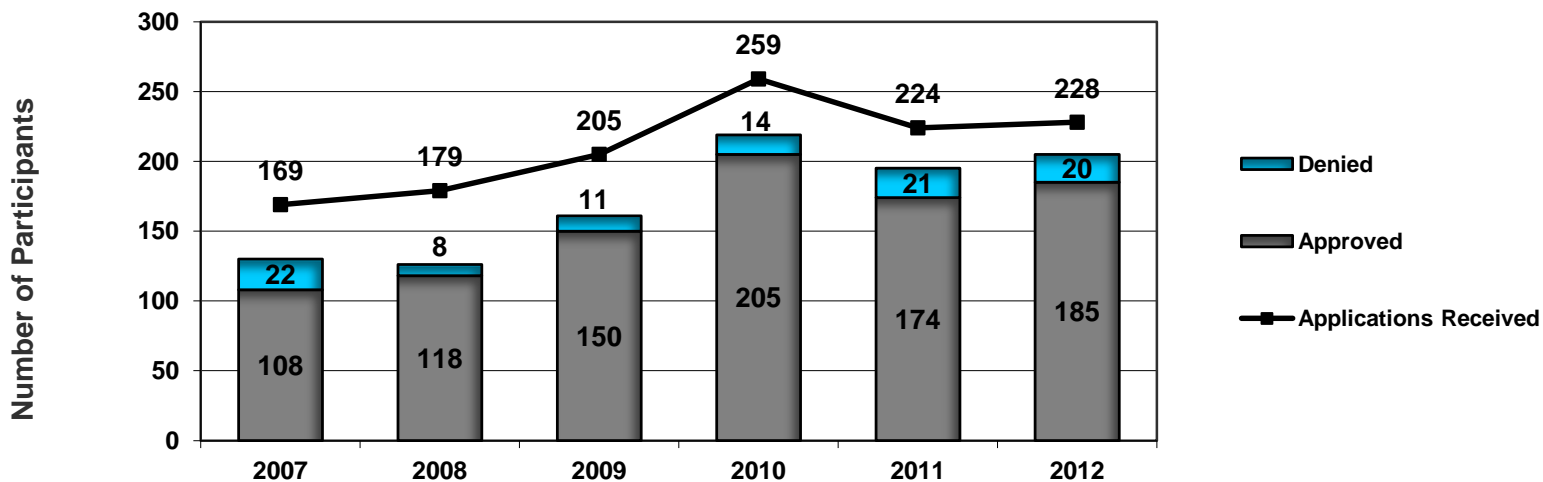
# 2012 Full Account Distribution by Reason



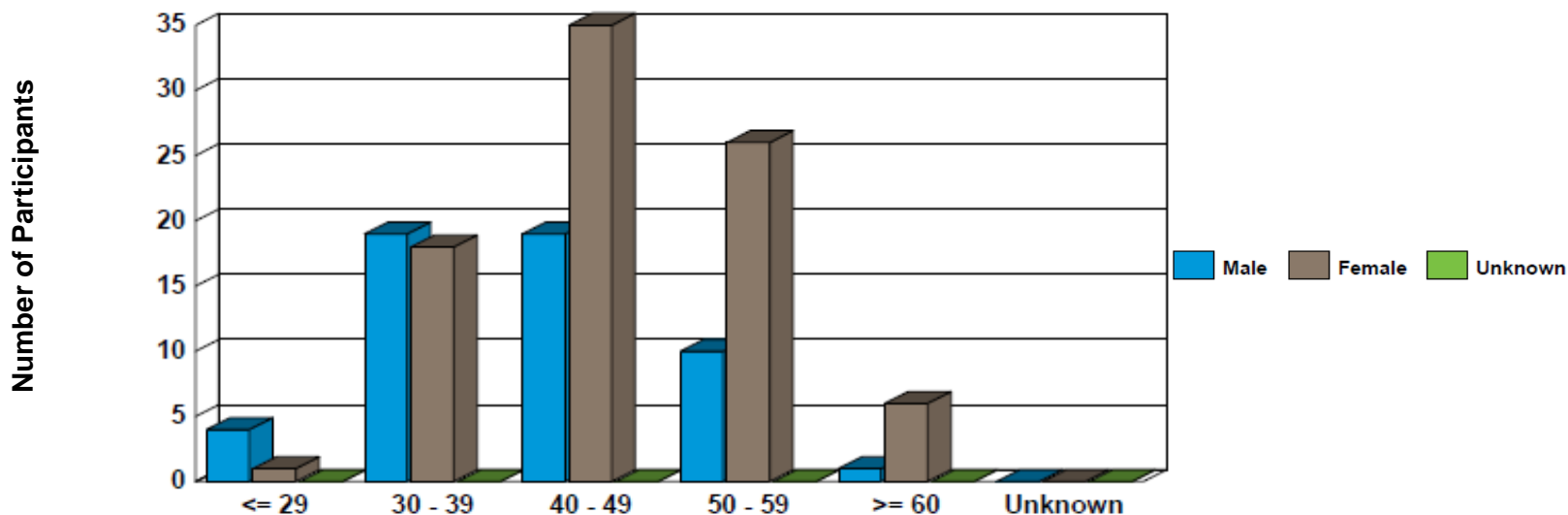


# 2012 WDC Participant Hardships

## Number of Hardship Applications and Status



## Approved Hardships by Gender and Age

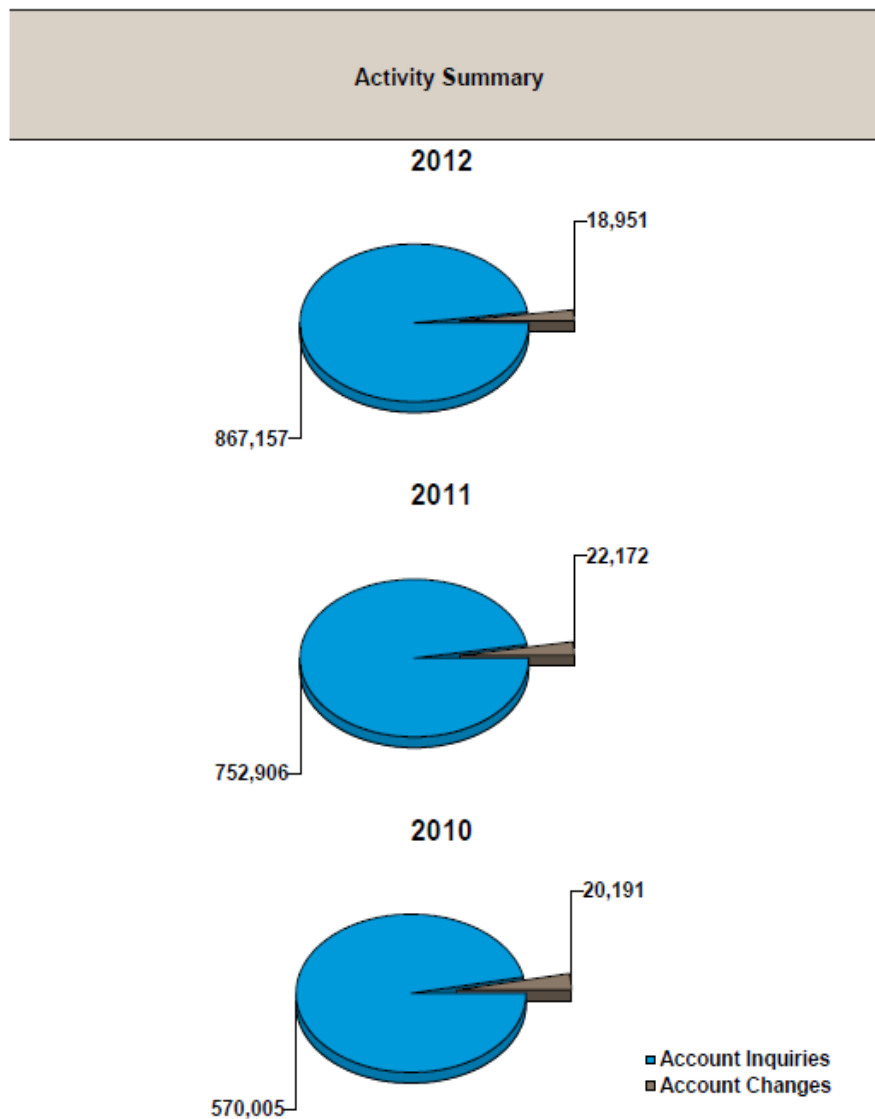






# Website Activity 2010 - 2012

Activity Detail	01/01/2010 to 12/31/2010	01/01/2011 to 12/31/2011	01/01/2012 to 12/31/2012
<b>Totals</b>			
Average Distinct Users	7,192	7,463	7,335
Total Logins	412,354	454,800	459,289
<b>Account Inquiries</b>			
Account Balance	90,820	131,960	154,921
Account Summary	46,654	91,471	112,914
Allocations	31	22	7
Asset Allocation	18,618	29,832	39,613
Balance Comparison	71,707	70,973	63,967
Disbursement Summary	3	20	0
Electronic Statements	23,356	22,968	22,393
Fund Returns	554	550	462
Fund Values	27,054	31,715	29,543
Investment Overview	8,186	8,498	6,819
Personal Rate of Return	150,899	139,947	137,542
Statement on Demand	46,834	51,351	51,907
Transaction History	85,289	173,599	247,069
<b>Totals</b>	<b>570,005</b>	<b>752,906</b>	<b>867,157</b>
<b>Account Changes</b>			
Allocations	3,305	3,373	2,650
Beneficiary	967	984	1,163
Deferral	6,031	6,851	6,180
Dollar Cost Average	47	26	10
Fund Transfers	6,460	7,239	5,876
Rebalancer	1,317	1,445	1,046
Registration	2,064	2,254	2,026
<b>Totals</b>	<b>20,191</b>	<b>22,172</b>	<b>18,951</b>





# KeyTalk<sup>®</sup> Activity 2010 - 2012

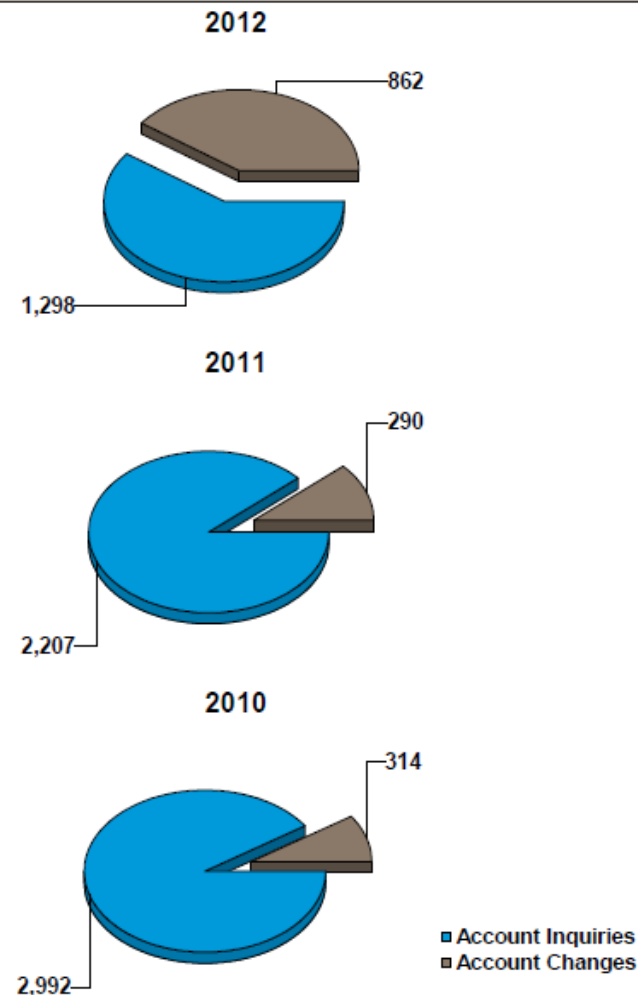
Activity Detail	01/01/2010 to 12/31/2010	01/01/2011 to 12/31/2011	01/01/2012 to 12/31/2012
-----------------	--------------------------------	--------------------------------	--------------------------------

<u>Totals</u>			
Average Distinct Users	462	856	1,316
Opt to Client Service Representative	2,539	6,860	14,133
Total Calls	18,062	24,316	31,126

<u>Account Inquiries</u>			
Account Balance	2,452	1,694	852
Allocations	56	167	269
Dollar Cost Average	64	27	0
Fund Values	191	170	71
Interest Rates	169	87	9
Loans	0	0	1
Request Statements	0	1	6
Transaction History	60	61	90
<b>Totals</b>	<b>2,992</b>	<b>2,207</b>	<b>1,298</b>

<u>Account Changes</u>			
Allocations	30	23	32
Deferrals	166	200	775
Fund Transfers	117	57	31
Rebalancer	1	10	24
<b>Totals</b>	<b>314</b>	<b>290</b>	<b>862</b>

Activity Summary
------------------





*Wisconsin Deferred Compensation Program*

**Questions?**

**Thank You**

