# Annual Plan Review 

Wisconsin Deferred Compensation Program | 98971-01
For the period January 1, 2021 to December 31, 2021


Helping You Turn
Over a New
Retirement Leaf

## Table of Contents

## Executive Summary \& Plan Level Overviews

Participation and Contributions
Participant Fees and Recordkeeping Costs
Asset Allocation and Diversification
Benefit Distributions and Withdrawals
Participant Activity
Local Office
Empower Retirement Update

## The WDC in 2021 (\$ in Millions)

Total Assets

- Assets at December 31, 2021
\$7,293.19
- Less assets at December 31, 2020
- Asset change for the year

$$
\$ 6,477.20
$$

$\$ 815.99$

Asset Components

- Contributions* for the year \$243.79
- Less distributions for the year -\$357.89
- Net investment gain for the year $\underline{\$ 930.09}$
- Asset change for the year \$815.99


## Executive Summary

- Plan assets were at $\$ 7,293.19$ million as of December 31, 2021
- Plan assets grew by $\$ 815.99$ million (12.6\%) from January 1, 2021 to December 31, 2021
- Contributions were $\$ 243.79$ million from January 1, 2021 to December 31, 2021
- Participants with a balance as of December 31, 2021 was 67,927
- Average participant balance as of December 31, 2021 was $\$ 109,038.59$


## WDC Assets and Participation As of December 31, 2021



## Deferrals and Investment Income 2006-2021



## 2021 Total Contribution and Withdrawal Summary

The total amount of all plan participant rollovers, contributions and withdrawals made, by month, are reflected here.

Month
Jan 2021
Feb 2021
Mar 2021
Apr 2021
May 2021
Jun 2021
Jul 2021
Aug 2021
Sep 2021
Oct 2021
Nov 2021
Dec 2021

| Rollover |
| :---: |
| $\$ 2,829,220$ |

$\$ 3,222,135$
$\$ 4,706,356$
$\$ 3,496,246$
$\$ 2,364,769$
$\$ 2,465,121$
$\$ 1,749,187$
$\$ 2,080,250$
$\$ 3,790,926$
$\$ 2,832,231$
$\$ 2,458,616$
$\$ 6,846,604$

Payroll
Contributions Withdrawals
\$16,132,817 \$28,850,062
\$15,656,936 $\quad \$ 24,445,812$
\$16,085,749 \$28,957,826
\$20,222,284
\$13,975,133
\$18,310,725
\$19,102,089
\$15,378,485
\$16,296,495
\$16,760,736
\$15,696,477
\$20,952,688
\$47,736,500

## State and Local Participating Employers

|  | State | Local | Total |
| :--- | :---: | :---: | :---: |
| Beginning Employer Total | 1 | 955 | 956 |
| \# New Employers Added | 0 | 15 | 15 |
| \# Employers Discontinued | 0 | 0 | 0 |
| Ending Employer Total | 1 | 970 | 971 |

## 2021 WDC Overall Participant Population (Definitions)

Utilization $=$ Total number of eligible employees versus total number of participants with a balance regardless of employment status

Participation $=$ Total number of participants with a contribution in 2021 versus total number of participants with a balance regardless of employment status

Active $=$ Total number of participants with a contribution in 2021 versus total number of participants with a balance and without a termination date on file.

Eligible $=$ ETF report listing number of employees by WDC employer
Enrolled $=$ Participants with a balance as of $12 / 31 / 2021$

## 2021 WDC Overall Participant Population



Enrolled Employees Actively Contributing



Totals will be broken down on the next two slides
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## 2021 WDC Participant Population <br> (excluding UW/UWHC, School Districts and Technical Colleges)



Enrolled Employees Actively Contributing



State does not include UW/UWHC. Local does not include school districts and/or technical colleges. See next slide for details on these employers.

## 2021 WDC Participant Population - 403b Market





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## 2021 Participation - Age and Gender



| Participant Data |  |
| :--- | ---: |
| Total number of participants with an account balance: | 67,927 |
| Total number of male participants: | 33,559 |
| Total number of female participants: | 34,335 |
| Total number of Unspecified: | 5 |
| Total number of Non-Binary: | 8 |
| Overall average participant age: | 51.24 |
| Overall average age of Male participants: | 50.56 |
| Overall average age of Female participants: | 51.91 |
| Overall average age of Unspecified participants: | 69.80 |
| Overall average age of Non-Binary participants: | 47.12 |

## 2021 Average Participant Balance - All Participants

| Age | Female | Male | Non-binary | Unspeciffed | Average By Age |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $<30$ | $\$ 6,856.71$ | $\$ 9,680.56$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 8,471.64$ |
| $30-39$ | $\$ 20,504.52$ | $\$ 26,966.61$ | $\$ 62,096.56$ | $\$ 0.00$ | $\$ 23,962.60$ |
| $40-49$ | $\$ 53,096.91$ | $\$ 76,433.76$ | $\$ 299,729.63$ | $\$ 0.00$ | $\$ 64,558.08$ |
| $50-60$ | $\$ 107,859.56$ | $\$ 151,622.52$ | $\$ 186,205.27$ | $\$ 151,852.62$ | $\$ 128,595.54$ |
| $>60$ | $\$ 164,587.23$ | $\$ 223,975.28$ | $\$ 36,034.07$ | $\$ 352,813.53$ | $\$ 192,775.02$ |
| Average By Gender | $\$ 94,970.16$ | $\$ 123,378.37$ | $\$ 135,083.65$ | $\$ 272,429.17$ | $\$ 109,038.59$ |

Average by Age and Gender


Average By Gender


## 2021 Average Participant Balance - Contributing Participants

| Age | Female | Male | Non-binary | Unspecified | Average By Age |
| :--- | :---: | :---: | :---: | :---: | :---: |
| $<30$ | $\$ 8,023.90$ | $\$ 11,615.04$ | $\$ 0.00$ | $\$ 0.00$ | $\$ 10,158.36$ |
| $30-39$ | $\$ 24,184.39$ | $\$ 31,581.27$ | $\$ 62,096.56$ | $\$ 0.00$ | $\$ 28,348.67$ |
| $40-49$ | $\$ 61,283.77$ | $\$ 87,672.79$ | $\$ 299,729.63$ | $\$ 0.00$ | $\$ 75,011.15$ |
| $50-60$ | $\$ 120,177.16$ | $\$ 157,766.91$ | $\$ 186,205.27$ | $\$ 0.00$ | $\$ 138,002.44$ |
| $>60$ | $\$ 146,649.65$ | $\$ 232,416.67$ | $\$ 36,034.07$ | $\$ 0.00$ | $\$ 184,737.81$ |
| Average By Genc | $\$ 77,458.68$ | $\$ 95,911.50$ | $\$ 135,083.65$ | $\$ 0.00$ | $\$ 86,982.40$ |

Average by Age and Gender


Average by Gender


## New WDC Enrollments by Participant Age



## Participant Details

| Year | Average Balance | \# of Participants with a Balance |
| :---: | :---: | :---: |
| 2018 | $\$ 74,337$ | 63,841 |
| 2019 | $\$ 86,262$ | 65,939 |
| 2020 | $\$ 96,978$ | 66,790 |
| 2021 | $\$ 107,398$ | 67,927 |



## WDC Participant Annual Fee History



## WDC Participant Annual Fee History (\% of Balance)



## Participant Fees

- Participant administrative fees:

| Account Balance | Monthly Fee | = Annual Fees | \% of Balance (Approximate) |
| :---: | :---: | :---: | :---: |
| $\$ 1-\$ 5,000$ | $\$ 0$ | $\$ 0$ | $0.00 \%$ |
| $\$ 5,001-\$ 25,000$ | $\$ 1$ | $\$ 12$ | $0.04 \%$ |
| $\$ 25,001-\$ 50,000$ | $\$ 3.25$ | $\$ 39$ | $0.06 \%$ |
| $\$ 50,001-\$ 100,000$ | $\$ 6.50$ | $\$ 78$ | $0.06 \%$ |
| $\$ 100,001-\$ 150,000$ | $\$ 8.50$ | $\$ 102$ | $0.05 \%$ |
| $\$ 150,001-\$ 250,000$ | $\$ 11.75$ | $\$ 141$ | $0.04 \%$ |
| Over $\$ 250,000$ (ex. $\$ 250,001$ ) | $\$ 17.50$ | $\$ 210$ | $0.08 \%$ |
| $\$ 500,000$ | $\$ 17.50$ | $\$ 210$ | $0.04 \%$ |

- Optional advisory services:

| Participant Account Balance | Annual Managed Account Fee |
| :---: | :---: |
| Up to $\$ 100,000$ | $0.45 \%$ |
| Next $\$ 150,000$ | $0.35 \%$ |
| Next $\$ 150,000$ | $0.25 \%$ |
| Greater than $\$ 400,000$ | $0.15 \%$ |

## Fund Operating Expenses

Expense Summary
12/31/2021

| Name | Expense Ratio | $\begin{gathered} \text { Annual } \\ \text { Expense per } \\ \$ 1000 \end{gathered}$ |
| :---: | :---: | :---: |
| American Funds EuroPacific Gr R6 | 0.46 | \$4.60 |
| Cat: Foreign Large Growth | 1.07 |  |
| Blackrock EAFE Equity Index Fund W | 0.04 | \$0.40 |
| Cat: Foreign Large Blend Index | 0.40 |  |
| DFA U.S. Micro Cap | 0.44 | \$4.40 |
| Cat: Small Blend | 1.02 |  |
| Blackrock Russell 2000 Index Fd | 0.03 | \$0.30 |
| Cat: Small Cap Blend Index | 0.40 |  |
| T. Rowe Price Instl Mid-Cap Equity Gr | 0.61 | \$6.10 |
| Cat: Mid Growth | 1.07 |  |
| Blackrock Mid Cap Equity Index Fund W | 0.02 | \$0.20 |
| Cat: Mid Cap Blend Index | 0.42 |  |
| Calvert US Large Cap Core Rspnb Idx R6 | 0.19 | \$1.90 |
| Cat: Socially Resp Large Cap | 0.93 |  |
| Fidelity Contrafund Commingled Pool Cl 2 | 0.38 | \$3.80 |
| Cat: Large Growth | 0.98 |  |
| Vanguard Institutional 500 Index Trust | 0.01 | \$0.10 |
| Cat: Large Cap Blend Index | 0.44 |  |
| American Beacon Bridgeway Lg Cap Val | 0.55 | \$5.50 |
| Cat: Large Value | 0.93 |  |
| Stable Value Fund | 0.28 | \$2.80 |
| Cat: Stable Value | 0.68 |  |
| Dodge \& Cox Income | 0.42 | \$4.20 |
| Cat: Interm. Core-Plus Bond | 0.75 |  |

## Asset-Weighted Average Expense Ratio: 0.22\%

| Name | Annual |  |
| :---: | :---: | :---: |
| Vanguard Wellington Adm | Anpense <br> Expense per |  |
| Cat: Moderate Allocation | 0.16 | $\$ 1.60$ |
| Vanguard Target Retirement 2055 Inv | 1.04 |  |
| Cat: Target Date 2050+ | 0.07 | $\$ 0.70$ |
| Vanguard Target Retirement 2045 Inv | 0.71 |  |
| Cat: Target Date 2041-2045 | 0.07 | $\$ 0.70$ |
| Vanguard Target Retirement 2035 Inv | 0.71 |  |
| Cat: Target Date 2031-2035 | 0.70 | $\$ 0.70$ |
| Vanguard Target Retirement 2025 Inv | 0.07 | $\$ 0.70$ |
| Cat: Target Date 2021-2025 | 0.67 |  |
| Vanguard Target Retirement 2015 Inv | 0.07 | $\$ 0.70$ |
| Cat: Target Date 2011-2015 | 0.59 |  |
| Vanguard Target Retirement Income Inv | 0.07 | $\$ 0.70$ |
| Cat: Retirement Income | 0.69 |  |
| Vanguard Long-Term Invmt-Grade Adm | 0.12 | $\$ 1.20$ |
| Cat: Long Term Bond | 0.52 | $\$ 0.30$ |
| Blackrock US Debt Index | 0.03 | $\$ 0.3$ |
| Cat: Intermediate Bond Index | 0.28 |  |
| Vanguard Adm Money Market | 0.09 | $\$ 0.90$ |
| Average US Taxable Money Market Fund | 0.43 |  |

* The Dodge \& Cox Income Fund shares revenue back to the plan's participants, which is not reflected in the expense ratios above. The expense ratio of the fund including this reimbursement would be $0.32 \%$ annually.


## Annual Administrative Fee

## 2010 - 2017 Administrative Services Agreement:

- If total participant growth is less than $1 \%$, the Annual Administrative Fee will remain the same as the prior year;
- If total participant growth is greater than $1 \%$, but less than $3 \%$, the Annual Administrative Fee will increase by $2.7 \%$; in addition,
- Should Plan objectives as defined in the annual Plan Enhancement Program be accomplished, the Annual Administrative Fee will increase by an additional $0.3 \%$ in the following year, for a total increase of 3.0\%.
- If total participant growth is equal to or greater than $3 \%$, the Annual Administrative Fee will increase by $3 \%$; in addition,
- Should Plan objectives as defined in the annual Plan Enhancement Program be accomplished, the Annual Administrative Fee will increase by an additional $0.7 \%$ in the following year, for a total increase of $3.7 \%$.


## 2018 - 2022 Administrative Services Agreement:

1. If total PARTICIPANT growth is less than $1.0 \%$, the Annual Administrative Fee will remain the same as the prior year;
2. If total PARTICIPANT growth is greater than $1.0 \%$, but less than $3.0 \%$, the Annual Administrative Fee will increase by 3.5\%; in addition,
a. Should PLAN objectives as defined in the annual STRATEGIC PARTNERSHIP PLAN be accomplished, the Annual Administrative Fee will increase by an additional $0.50 \%$ in the following year, for a total increase of $4.0 \%$.
3. If total PARTICIPANT growth is equal to or greater than $3.0 \%$, the Annual Administrative Fee will increase by $4.0 \%$; in addition,
a. Should PLAN objectives as defined in the annual STRATEGIC PARTNERSHIP PLAN be accomplished, the Annual Administrative Fee will increase by an additional $1.0 \%$ in the following year, for a total increase of $5.0 \%$.

## WDC Annual Recordkeeping Fee History



WDC Participant Asset Growth 2006-2021


## Contribution History

$\$ 300$


## Contributions by Fund - State




## Contributions by Fund - Local

|  |  |
| :--- | ---: |
|  |  |
| Contributing | Participants: |
| $12 / 31 / 2017$ | $\mathbf{1 5 , 9 7 8}$ |
| $12 / 31 / 2018$ | $\mathbf{1 6 , 6 3 9}$ |
| $12 / 31 / 2019$ | $\mathbf{1 6 , 9 3 3}$ |
| $12 / 31 / 2020$ | $\mathbf{1 6 , 8 4 3}$ |
| $12 / 31 / 2021$ | $\mathbf{1 7 , 0 7 3}$ |
|  |  |
| Average Annual |  |
| Contributions per Participant: |  |
| 12/31/2017 | $\$ 5,022$ |
| $12 / 31 / 2018$ | $\$ 7,058$ |
| $12 / 31 / 2019$ | $\$ 5,516$ |
| $12 / 31 / 2020$ | $\$ 5,030$ |
| $12 / 31 / 2021$ | $\$ 5,775$ |
|  |  |
| Average Number of |  |
| Investment Options |  |
| per Participant: |  |
| $12 / 31 / 2017$ | $\mathbf{4 . 9}$ |
| $12 / 31 / 2018$ | $\mathbf{6 . 7}$ |
| $12 / 31 / 2019$ | $\mathbf{7 . 6}$ |
| $12 / 31 / 2020$ | $\mathbf{6 . 3}$ |
| $12 / 31 / 2021$ | $\mathbf{6 . 5}$ |
|  |  |



## Contributions by Fund - Combined




## Average Number of Investment Option Allocations for New Accounts as of 12/31/2021

| Average of New Account Fund Allocation |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age | Male | Female | Non-binary | Unspecified | Average by Age |
| $<30$ | 6 | 6 | 0 | 0 | 6 |
| $30-39$ | 5 | 5 | 5 | 0 | 5 |
| $40-49$ | 6 | 5 | 3 | 0 | 5 |
| $50-60$ | 5 | 5 | 6 | 1 | 5 |
| $>60$ | 4 | 4 | 1 | 0 | 4 |
| Average By Gender | $\mathbf{5}$ | $\mathbf{5}$ | $\mathbf{3}$ | $\mathbf{1}$ | $\mathbf{5}$ |

Average of New Account Fund Allocation by Age and Gender


Average of New Account Fund Allocation by Gender


## Average Number of Investment Option Allocations for Existing Accounts as of 12/31/2021

| Average of Active Funds |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Age | Male | Female | Non-binary | Unspecified | Average by Age |
| $<30$ | 6 | 6 | 0 | 0 | 6 |
| $30-39$ | 6 | 5 | 5 | 0 | 5 |
| $40-49$ | 6 | 5 | 3 | 0 | 6 |
| $50-60$ | 6 | 6 | 7 | 2 | 6 |
| $>60$ | 5 | 5 | 1 | 5 | 5 |
| Average By Gender | $\mathbf{6}$ | $\mathbf{5}$ | $\mathbf{3}$ | $\mathbf{1}$ | $\mathbf{5}$ |




## Percentage of Contributions by Asset Class

| 457 (State) | Self <br> Directed | Target <br> Date | International | Small <br> Cap | Mid <br> Cap | Large <br> Cap | Balanced | Bond | Money <br> Market |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1 / 1 / 2017$ to $12 / 31 / 2017$ | $0.9 \%$ | $29.7 \%$ | $8.9 \%$ | $5.4 \%$ | $12.3 \%$ | $26.3 \%$ | $0.0 \%$ | $6.9 \%$ | $0.4 \%$ |
| $1 / 1 / 2018$ to $12 / 31 / 2018$ | $0.7 \%$ | $30.9 \%$ | $9.0 \%$ | $5.1 \%$ | $11.6 \%$ | $26.3 \%$ | $0.0 \%$ | $7.0 \%$ | $0.6 \%$ |
| $1 / 1 / 2019$ to $12 / 31 / 2019$ | $1.5 \%$ | $30.6 \%$ | $9.2 \%$ | $4.6 \%$ | $12.0 \%$ | $25.3 \%$ | $0.0 \%$ | $7.8 \%$ | $0.6 \%$ |
| $1 / 1 / 2020$ to $12 / 31 / 2020$ | $0.9 \%$ | $30.7 \%$ | $10.1 \%$ | $3.9 \%$ | $11.7 \%$ | $25.0 \%$ | $0.0 \%$ | $8.0 \%$ | $0.7 \%$ |
| $1 / 1 / 2021$ to $12 / 31 / 2021$ | $1.0 \%$ | $29.7 \%$ | $10.6 \%$ | $5.0 \%$ | $11.7 \%$ | $26.8 \%$ | $0.0 \%$ | $7.5 \%$ | $0.5 \%$ |


| 457 (Local) | Self <br> Directed | Target <br> Date | International | Small <br> Cap | Mid <br> Cap | Large <br> Cap | Balanced | Bond | Money <br> Market |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1 / 1 / 2017$ to $12 / 31 / 2017$ | $0.5 \%$ | $32.4 \%$ | $9.3 \%$ | $5.4 \%$ | $12.3 \%$ | $25.1 \%$ | $0.0 \%$ | $6.6 \%$ | $0.2 \%$ |
| $1 / 1 / 2018$ to $12 / 31 / 2018$ | $0.3 \%$ | $28.2 \%$ | $9.0 \%$ | $4.3 \%$ | $10.1 \%$ | $28.6 \%$ | $0.0 \%$ | $6.3 \%$ | $0.2 \%$ |
| $1 / 1 / 2019$ to $12 / 31 / 2019$ | $0.4 \%$ | $30.3 \%$ | $10.4 \%$ | $4.3 \%$ | $13.2 \%$ | $25.1 \%$ | $0.0 \%$ | $7.8 \%$ | $0.6 \%$ |
| $1 / 1 / 2020$ to $12 / 31 / 2020$ | $0.4 \%$ | $30.5 \%$ | $11.5 \%$ | $4.0 \%$ | $12.9 \%$ | $23.7 \%$ | $0.0 \%$ | $7.9 \%$ | $0.9 \%$ |
| $1 / 1 / 2021$ to $12 / 31 / 2021$ | $0.5 \%$ | $31.1 \%$ | $12.1 \%$ | $4.2 \%$ | $11.7 \%$ | $25.3 \%$ | $0.0 \%$ | $8.0 \%$ | $0.4 \%$ |


| Combined | Self <br> Directed | Target <br> Date | International | Small <br> Cap | Mid <br> Cap | Large <br> Cap | Balanced | Bond | Money <br> Market |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $1 / 1 / 2017$ to $12 / 31 / 2017$ | $0.7 \%$ | $30.8 \%$ | $9.1 \%$ | $5.4 \%$ | $12.3 \%$ | $25.8 \%$ | $0.0 \%$ | $6.8 \%$ | $0.3 \%$ |
| $1 / 1 / 2018$ to $12 / 31 / 2018$ | $0.5 \%$ | $29.5 \%$ | $9.0 \%$ | $4.7 \%$ | $10.8 \%$ | $27.4 \%$ | $0.0 \%$ | $6.6 \%$ | $0.4 \%$ |
| $1 / 1 / 2019$ to $12 / 31 / 2019$ | $1.0 \%$ | $30.5 \%$ | $9.7 \%$ | $4.4 \%$ | $12.5 \%$ | $25.2 \%$ | $0.0 \%$ | $7.8 \%$ | $0.6 \%$ |
| $1 / 1 / 2020$ to $12 / 31 / 2020$ | $0.7 \%$ | $30.6 \%$ | $10.7 \%$ | $4.0 \%$ | $12.2 \%$ | $24.5 \%$ | $0.0 \%$ | $8.0 \%$ | $0.8 \%$ |
| $1 / 1 / 2021$ to $12 / 31 / 2021$ | $0.8 \%$ | $30.2 \%$ | $11.2 \%$ | $4.7 \%$ | $11.7 \%$ | $26.2 \%$ | $0.0 \%$ | $7.7 \%$ | $0.5 \%$ |

## Participant Deferrals by Asset Class 2016 vs. 2021




## Contributions by Investment Option



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## Contributions by Asset Class



Number of Accounts by Annual Regular Contributions

2021


This graph represents the number of accounts that received contributions throughout the year within the dollar thresholds.

## Contribution Analysis - Age \& Gender

Total Payroll Contributions from 1/1/2021 to 12/31/2021





## Contribution Analysis - Non-contributing by Age \& Gender

Percentage of Participants with an Account Balance and No Current Paycheck Contributions During the Period


Number of Participants with an Account Balance and No Current Paycheck Contributions During the Period


There were not any participants with an account balance and no current paycheck contributions who identified their gender as non-binary
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## Asset History

| Date | Assets | \% Change <br> from <br> Prior Year | Participants | Average <br> Account <br> Balance |
| :---: | :---: | :---: | :---: | :---: |
| 2006 | $\$ 2,034,891,308$ | $0.00 \%$ | 45,317 | $\$ 44,903$ |
| 2007 | $\$ 2,294,721,276$ | $12.77 \%$ | 47,330 | $\$ 48,483$ |
| 2008 | $\$ 1,813,547,455$ | $-20.97 \%$ | 49,313 | $\$ 36,776$ |
| 2009 | $\$ 2,269,948,658$ | $25.17 \%$ | 50,809 | $\$ 44,676$ |
| 2010 | $\$ 2,637,352,211$ | $16.19 \%$ | 52,383 | $\$ 50,347$ |
| 2011 | $\$ 2,688,523,341$ | $1.94 \%$ | 53,368 | $\$ 50,377$ |
| 2012 | $\$ 3,022,746,326$ | $12.43 \%$ | 54,017 | $\$ 55,959$ |
| 2013 | $\$ 3,648,377,685$ | $20.70 \%$ | 55,271 | $\$ 66,009$ |
| 2014 | $\$ 3,924,564,290$ | $7.57 \%$ | 57,530 | $\$ 68,218$ |
| 2015 | $\$ 4,007,282,679$ | $2.11 \%$ | 60,034 | $\$ 66,750$ |
| 2016 | $\$ 4,298,283,503$ | $7.26 \%$ | 62,030 | $\$ 69,294$ |
| 2017 | $\$ 4,986,966,588$ | $16.02 \%$ | 63,744 | $\$ 78,234$ |
| 2018 | $\$ 4,744,802,021$ | $-4.86 \%$ | 66,153 | $\$ 71,725$ |
| 2019 | $\$ 5,686,392,236$ | $19.84 \%$ | 68,266 | $\$ 83,298$ |
| 2020 | $\$ 6,477,202,372$ | $29.88 \%$ | 68,842 | $\$ 94,088$ |
| 2021 | $\$ 7,293,186,643$ | $12.60 \%$ | 70,211 | $\$ 103,875$ |

NOTE: For purposes of this slide, a participant is defined as an individual with an account balance at any time during the given year and will not correspond to any year-end participant counts represented elsewhere in this report.

All of these figures are re-run each year, and due to the return of excess contributions, account corrections, etc., the numbers may vary slightly from the previous year's annual reports.

## Percentage of Assets by Asset Class

| 457 (State) | Self Directed | Target Date | International | Small Cap | Mid <br> Cap | Large Cap | Balanced | Bond | Money Market | Fixed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1/1/2017 to 12/31/2017 | 1.5\% | 11.8\% | 6.4\% | 6.6\% | 14.3\% | 36.1\% | 0.0\% | 6.7\% | 0.6\% | 15.9\% |
| 1/1/2018 to 12/31/2018 | 1.4\% | 12.5\% | 6.0\% | 5.8\% | 13.5\% | 35.4\% | 0.0\% | 7.2\% | 0.8\% | 17.5\% |
| 1/1/2019 to 12/31/2019 | 1.4\% | 13.1\% | 6.4\% | 5.4\% | 14.6\% | 35.6\% | 0.0\% | 7.8\% | 0.8\% | 15.0\% |
| 1/1/2020 to 12/31/2020 | 1.4\% | 13.3\% | 6.9\% | 4.7\% | 13.8\% | 35.7\% | 0.0\% | 8.1\% | 1.0\% | 15.1\% |
| 1/1/2021 to 12/31/2021 | 1.4\% | 14.0\% | 6.6\% | 5.4\% | 13.7\% | 37.5\% | 0.0\% | 7.6\% | 0.7\% | 13.0\% |
| 457 (Local) | Self Directed | Target Date | International | Small Cap | Mid <br> Cap | Large Cap | Balanced | Bond | Money <br> Market | Fixed |
| 1/1/2017 to 12/31/2017 | 1.1\% | 15.6\% | 7.3\% | 6.7\% | 15.1\% | 33.4\% | 0.0\% | 6.7\% | 0.4\% | 13.8\% |
| 1/1/2018 to 12/31/2018 | 1.1\% | 16.5\% | 6.9\% | 5.8\% | 13.9\% | 32.7\% | 0.0\% | 7.4\% | 0.5\% | 15.2\% |
| 1/1/2019 to 12/31/2019 | 1.0\% | 16.8\% | 7.4\% | 5.2\% | 15.4\% | 32.6\% | 0.0\% | 7.9\% | 0.4\% | 13.2\% |
| 1/1/2020 to 12/31/2020 | 1.1\% | 17.3\% | 8.1\% | 4.6\% | 14.4\% | 33.1\% | 0.0\% | 8.0\% | 0.5\% | 12.9\% |
| 1/1/2021 to 12/31/2021 | 1.1\% | 18.0\% | 7.8\% | 5.2\% | 14.0\% | 34.2\% | 0.0\% | 7.9\% | 0.5\% | 11.4\% |


| Combined | Self Directed | Target Date | International | Small Cap | Mid <br> Cap | Large <br> Cap | Balanced | Bond | Money Market | Fixed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1/1/2017 to 12/31/2017 | 1.3\% | 13.0\% | 6.7\% | 6.7\% | 14.6\% | 35.2\% | 0.0\% | 6.7\% | 0.5\% | 15.2\% |
| 1/1/2018 to 12/31/2018 | 1.3\% | 13.8\% | 6.3\% | 5.8\% | 13.6\% | 34.5\% | 0.0\% | 7.3\% | 0.7\% | 16.7\% |
| 1/1/2019 to 12/31/2019 | 1.2\% | 14.4\% | 6.8\% | 5.3\% | 14.9\% | 34.6\% | 0.0\% | 7.8\% | 0.7\% | 14.4\% |
| 1/1/2020 to 12/31/2020 | 1.3\% | 14.7\% | 7.3\% | 4.7\% | 14.0\% | 34.9\% | 0.0\% | 8.0\% | 0.8\% | 14.3\% |
| 1/1/2021 to 12/31/2021 | 1.3\% | 15.4\% | 7.0\% | 5.3\% | 13.8\% | 36.4\% | 0.0\% | 7.7\% | 0.6\% | 12.5\% |

[^0]
## Asset Distribution - State

| Active Participants: |  |
| :---: | :---: |
| 12/31/2017 | 37,708 |
| 12/31/2018 | 38,580 |
| 12/31/2019 | 39,727 |
| 12/31/2020 | 39,874 |
| 12/31/2021 | 40,343 |
| Average Account |  |
| Balance per Participant: |  |
| 12/31/2017 | \$89,151 |
| 12/31/2018 | \$81,778 |
| 12/31/2019 | \$94,470 |
| 12/31/2020 | \$107,108 |
| 12/31/2021 | \$118,878 |
| Average Number of |  |
| Investment Options |  |
| per Participant: |  |
| 12/31/2017 | 4.5 |
| 12/31/2018 | 4.9 |
| 12/31/2019 | 5.3 |
| 12/31/2020 | 5.2 |
| 12/31/2021 | 5.1 |



## Asset Distribution - Local




## Asset Distribution - Combined

|  |  |
| :--- | ---: |
|  |  |
| Total Active Accounts: |  |
| $12 / 31 / 2017$ | $\mathbf{6 3 , 8 2 3}$ |
| $12 / 31 / 2018$ | $\mathbf{6 6 , 1 8 0}$ |
| $12 / 31 / 2019$ | $\mathbf{6 8 , 2 7 0}$ |
| $12 / 31 / 2020$ | $\mathbf{6 8 , 8 4 2}$ |
| $12 / 31 / 2021$ | $\mathbf{7 0 , 2 1 1}$ |
|  |  |
| Average Account |  |
| Balance per Account: |  |
| $12 / 31 / 2017$ | $\mathbf{\$ 7 8 , 1 2 2}$ |
| $12 / 31 / 2018$ | $\mathbf{\$ 7 1 , 6 9 3}$ |
| $12 / 31 / 2019$ | $\mathbf{\$ 8 3 , 2 9 2}$ |
| $12 / 31 / 2020$ | $\mathbf{\$ 9 4 , 0 8 8}$ |
| $12 / 31 / 2021$ | $\mathbf{\$ 1 0 3 , 8 7 5}$ |
|  |  |
| Average Number of |  |
| Investment Options |  |
| per Account: |  |
| $12 / 31 / 2017$ | $\mathbf{4 . 6}$ |
| $12 / 31 / 2018$ | $\mathbf{5 . 0}$ |
| $12 / 31 / 2019$ | $\mathbf{5 . 3}$ |
| $12 / 31 / 2020$ | $\mathbf{5 . 2}$ |
| $12 / 31 / 2021$ | $\mathbf{5 . 3}$ |
|  |  |


| Asset Class/Fund Name | 12/31/2020 |  |  | 12/31/2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |
| Self-Directed |  |  |  |  |  |  |
| Schwab SDB Sweep Program | 7,479,895 | 0.1\% | 532 | 7,034,638 | 0.1\% | 509 |
| Schwab SDB Sweep Program Roth | 393,496 | 0.0\% | 66 | 836,501 | 0.0\% | 83 |
| Schwab SDB Securities | 71,779,167 | 1.1\% | 526 | 81,397,385 | 1.1\% | 527 |
| Schwab SDB Securities Roth | 2,998,446 | 0.0\% | 67 | 3,428,666 | 0.0\% | 84 |
|  | 82,651,005 | 1.3\% |  | 92,697,190 | 1.3\% |  |
| Target Date |  |  |  |  |  |  |
| Vanguard Target Retirement 2015 Trust I | 127,932,661 | 2.0\% | 2,691 | 131,622,907 | 1.8\% | 2,561 |
| Vanguard Target Retirement 2025 Trust I | 314,212,266 | 4.9\% | 6,222 | 363,420,750 | 5.0\% | 6,177 |
| Vanguard Target Retirement 2035 Trust I | 237,332,009 | 3.7\% | 6,809 | 291,246,490 | 4.0\% | 6,973 |
| Vanguard Target Retirement 2045 Trust I | 150,593,039 | 2.3\% | 6,474 | 190,214,836 | 2.6\% | 6,698 |
| Vanguard Target Retirement 2055 Trust I | 52,843,037 | 0.8\% | 4,286 | 71,725,225 | 1.0\% | 4,643 |
| Vanguard Target Retirement Inc Trust I | 69,041,839 | 1.1\% | 1,836 | 73,752,060 | 1.0\% | 1,844 |
|  | 951,954,851 | 14.7\% |  | 1,121,982,267 | 15.4\% |  |
| International |  |  |  |  |  |  |
| American Funds EuroPacific Gr R6 | 233,241,599 | 3.6\% | 27,153 | 243,666,073 | 3.3\% | 28,294 |
| BlackRock EAFE Equity Index F | 239,656,329 | 3.7\% | 23,234 | 268,852,813 | 3.7\% | 24,550 |
|  | 472,897,928 | 7.3\% |  | 512,518,887 | 7.0\% |  |
| Small-Cap |  |  |  |  |  |  |
| DFA US Micro Cap I | 212,503,864 | 3.3\% | 21,238 | 262,697,474 | 3.6\% | 10,588 |
| BlackRock Russell 2000 Index Fund M | 90,967,674 | 1.4\% | 7,028 | 123,273,269 | 1.7\% | 20,926 |
|  | 303,471,538 | 4.7\% |  | 385,970,743 | 5.3\% |  |
| Mid-Cap |  |  |  |  |  |  |
| BlackRock Mid Cap Equity Index - Coll F | 267,222,978 | 4.1\% | 24,718 | 317,252,045 | 4.3\% | 26,036 |
| T. Rowe Price Instl Mid-Cap Equity Gr | 638,777,053 | 9.9\% | 33,053 | 689,653,446 | 9.5\%. | 33,776 |
|  | 906,000,031 | 14.0\% |  | 1,006,905,491 | 13.8\% |  |
| Large-Cap |  |  |  |  |  |  |
| Vanguard Wellington Adm | 568,701,231 | 8.8\% | 29,353 | 621,995,246 | 8.5\% | 23,959 |
| American Beacon Bridgwy Lg Cp Val I CIT | 18,767,982 | 0.3\% | 14,921 | 26,059,257 | 0.4\% | 17,692 |
| Vanguard Institutional 500 Index Trust | 705,636,895 | 10.9\% | 30,503 | 894,179,456 | 12.3\% | 32,136 |
| Fidelity Contrafund Commingled Pool Cl 2 | 879,397,614 | 13.6\% | 16,771 | 1,005,386,588 | 13.8\% | 16,211 |
| Calvert US Large Cap Core Resp Index R6 | 84,985,607 | 1.3\% | 3,416 | 107,077,073 | 1.5\% | 3,530 |
|  | 2,257,489,329 | 34.9\% |  | 2,654,697,619 | 36.4\% |  |
| Bond |  |  |  |  |  |  |
| Vanguard Long-Term Investment Grade Adm | 187,115,245 | 2.9\% | 15,196 | 172,028,081 | 2.4\% | 15,034 |
| BlackRock US Debt Index M | 234,115,105 | 3.6\% | 21,720 | 228,494,568 | 3.1\% | 22,880 |
| Dodge \& Cox Income Fund | 98,630,894 | 1.5\% | 16,087 | 163,190,675 | 2.2\% | 16,799 |
|  | 519,861,245 | 8.0\% |  | 563, $\overline{713}, \overline{3} \mathbf{2 4}$ | 7.7\% |  |
| Money Market |  |  |  |  |  |  |
| Vanguard Treasury Money Market Inv | 54,449,047 | 0.8\% | 6,320 | 45,088,727 | 0.6\% | 6,072 |
|  | 54,449,047 | 0.8\% |  | 45,088,727 | 0.6\% |  |
| Fixed |  |  |  |  |  |  |
| Stable Value Fund | 780,008,089 | 12.0\% | 29,369 | 779,937,899 | 10.7\% | 28,800 |
| FDIC Bank Option | 148,419,310 | 2.3\% | 6,938 | 129,674,497 | 1.8\% | 4,742 |
|  | 928,427,398 | 14.3\% |  | 909,612,396 | 12.5\% |  |
|  | 6,477,202,372 | 100.0\% |  | 7,293,186,643 | 100.0\% |  |

## Assets by Investment Option



## Assets by Asset Class



Number of Accounts by Account Balance


## Asset Allocation by Age (As of 12/31/2021)

## Summary

Age Range: Under 26


|  |  | ASSET CLASS NAME | BALANCE | \% OF TOTAL |
| :---: | :---: | :---: | :---: | :---: |
|  |  | Asset Allocation | \$1,435,339.54 | 24.0\% |
|  |  | Balanced | \$89,976.39 | 1.5\% |
|  |  | Bond | \$137,574.25 | 2.3\% |
|  |  | Brokerage | \$48,775.53 | 0.8\% |
|  |  | Fixed | \$37,813.35 | 0.6\% |
| - Asset Allocation | 24.0\% | International | \$1,403,042.29 | 23.5\% |
|  | 2.3\% | Large Cap | \$1,666,270.27 | 27.9\% |
| -interational | 23.5\% | Mid Cap | \$841,309.16 | 14.1\% |
| ${ }^{-1}$ | 14.1\% | Money Market | \$5,666.50 | 0.1\% |
| - Money Market | 51. 5.1\% 100.0\% | Small Cap | \$317,342.94 | 5.3\% |


| Total: | $\$ 5,983,110.22$ | $100.0 \%$ |
| :---: | :---: | :---: |

Age Range: 26-33


Number of Participants With Balances: 7,304

BALANCE
\% OF TOTAL

| ASSET CLASS NAME | BALANCE | $\%$ OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 37,033,829.39$ | $38.3 \%$ |
| Balanced | $\$ 1,250,742.47$ | $1.3 \%$ |
| Bond | $\$ 2,170,536.54$ | $2.2 \%$ |
| Brokerage | $\$ 218,989.72$ | $0.2 \%$ |
| Fixed | $\$ 667,558.15$ | $0.7 \%$ |
| International | $\$ 16,630,568.41$ | $17.2 \%$ |
| Large Cap | $\$ 22,641,293.25$ | $23.4 \%$ |
| Mid Cap | $\$ 11,300,163.06$ | $11.7 \%$ |
| Money Market | $\$ 117,677.90$ | $0.1 \%$ |
| Small Cap | $\$ 4,792,891.05$ | $5.0 \%$ |

## Asset Allocation by Age (As of 12/31/2021)

## Age Range: 34-40



Number of Participants With Balances: 8,905

Age Range: 41-48


Number of Participants With Balances: 11,147

| ASSET CLASS NAME | BALANCE | $\%$ OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 94,547,940.47$ | $35.9 \%$ |
| Balanced | $\$ 5,885,690.27$ | $2.2 \%$ |
| Bond | $\$ 9,260,612.41$ | $3.5 \%$ |
| Brokerage | $\$ 1,535,137.37$ | $0.6 \%$ |
| Fixed | $\$ 6,235,524.82$ | $2.4 \%$ |
| International | $\$ 36,006,419.12$ | $13.7 \%$ |
| Large Cap | $\$ 63,055,942.53$ | $24.0 \%$ |
| Mid Cap | $\$ 32,338,128.10$ | $12.3 \%$ |
| Money Market | $\$ 509,066.31$ | $0.2 \%$ |
| Small Cap | $\$ 13,874,219.29$ | $5.3 \%$ |
|  |  |  |
|  |  |  |
|  |  |  |


| ASSET CLASS NAME | BALANCE | $\%$ OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 174,446,968.41$ | $25.0 \%$ |
| Balanced | $\$ 32,309,918.20$ | $4.6 \%$ |
| Bond | $\$ 38,284,869.70$ | $5.5 \%$ |
| Brokerage | $\$ 8,175,800.43$ | $1.2 \%$ |
| Fixed | $\$ 29,073,631.73$ | $4.2 \%$ |
| International | $\$ 75,159,073.50$ | $10.8 \%$ |
| Large Cap | $\$ 182,235,902.21$ | $26.1 \%$ |
| Mid Cap | $\$ 109,242,046.76$ | $15.7 \%$ |
| Money Market | $\$ 1,619,000.95$ | $0.2 \%$ |
| Small Cap | $\$ 46,995,524.59$ | $6.7 \%$ |



## Asset Allocation by Age (As of 12/31/2021)

## Age Range: 49-55



| ASSET CLASS NAME | BALANCE | \% OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 229,728,200.29$ | $17.8 \%$ |
| Balanced | $\$ 89,566,876.84$ | $6.9 \%$ |
| Bond | $\$ 108,040,940.45$ | $8.4 \%$ |
| Brokerage | $\$ 22,703,353.22$ | $1.8 \%$ |
| Fixed | $\$ 91,107,161.22$ | $7.1 \%$ |
| International | $\$ 108,671,493.90$ | $8.4 \%$ |
| Large Cap | $\$ 359,072,214.40$ | $27.8 \%$ |
| Mid Cap | $\$ 199,223,586.01$ | $15.4 \%$ |
| Money Market | $\$ 6,334,117.60$ | $0.5 \%$ |
| Small Cap | $\$ 76,717,969.93$ | $5.9 \%$ |


| Total: | $\$ 1,291,165,913.86$ | $100.0 \%$ |
| :---: | :---: | :---: |

Age Range: 56-58


| ASSET CLASS NAME | BALANCE | \% OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 106,548,598.44$ | $15.3 \%$ |
| Balanced | $\$ 58,111,390.52$ | $8.4 \%$ |
| Bond | $\$ 69,176,624.01$ | $10.0 \%$ |
| Brokerage | $\$ 10,672,811.11$ | $1.5 \%$ |
| Fixed | $\$ 72,773,627.65$ | $10.5 \%$ |
| International | $\$ 51,772,443.13$ | $7.5 \%$ |
| Large Cap | $\$ 182,834,685.55$ | $26.3 \%$ |
| Mid Cap | $\$ 100,934,443.72$ | $14.5 \%$ |
| Money Market | $\$ 4,379,361.68$ | $0.6 \%$ |
| Small Cap | $\$ 37,636,834.45$ | $5.4 \%$ |

[^1]
## Asset Allocation by Age (As of 12/31/2021)

## Age Range: 59-62



Number of Participants With Balances: 6,567

Age Range: 63-65


Number of Participants With Balances: 4,289

| ASSET CLASS NAME | BALANCE | $\%$ OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 161,194,569.61$ | $16.0 \%$ |
| Balanced | $\$ 86,436,044.22$ | $8.6 \%$ |
| Bond | $\$ 95,669,907.51$ | $9.5 \%$ |
| Brokerage | $\$ 13,576,007.01$ | $1.3 \%$ |
| Fixed | $\$ 126,465,687.62$ | $12.5 \%$ |
| International | $\$ 65,141,402.86$ | $6.5 \%$ |
| Large Cap | $\$ 268,184,597.05$ | $26.6 \%$ |
| Mid Cap | $\$ 135,838,825.20$ | $13.5 \%$ |
| Money Market | $\$ 7,553,451.05$ | $0.8 \%$ |
| Small Cap | $\$ 49,394,748.23$ | $4.9 \%$ |
|  |  |  |
|  |  |  |
|  |  |  |


| ASSET CLASS NAME | BALANCE | \% OF TOTAL |
| :--- | ---: | ---: |
| Asset Allocation | $\$ 106,700,971.23$ | $14.0 \%$ |
| Balanced | $\$ 70,169,958.00$ | $9.2 \%$ |
| Bond | $\$ 70,857,881.07$ | $9.3 \%$ |
| Brokerage | $\$ 10,671,856.91$ | $1.4 \%$ |
| Fixed | $\$ 112,310,985.57$ | $14.7 \%$ |
| International | $\$ 46,690,964.33$ | $6.1 \%$ |
| Large Cap | $\$ 202,715,224.24$ | $26.6 \%$ |
| Mid Cap | $\$ 99,823,709.56$ | $13.1 \%$ |
| Money Market | $\$ 4,580,768.85$ | $0.6 \%$ |
| Small Cap | $\$ 38,451,382.24$ | $5.0 \%$ |


| Total: | $\$ 762,973,702.00$ | $100.0 \%$ |
| :---: | :---: | :---: |

## Asset Allocation by Age (As of 12/31/2021)

## Age Range: Over 65




## Target Date Funds by Number of Participants



Two different TDF products are represented due to the fund change in 2018, and they have been combined for illustrative purposes only.

## Target Date Funds by Assets



Two different TDF products are represented due to the fund change in 2018, and they have been combined for illustrative purposes only.

## 2021 Empower Advisory Services Usage



## WDC Self-Directed Brokerage Account Usage

As of December 31, 2021:
$-1.27 \%$ of participants in self-directed option via Schwab
$-1,203$ total accounts at Schwab - 660 individual participants
-592 , or $49.2 \%$ were in the Schwab money market
-611, or $50.8 \%$ were using Schwab mutual fund options

- $\$ 92.6$ million total balance at Schwab
- $\$ 7.8$ million in Schwab money market
- $\$ 84.8$ million in Schwab mutual funds
-Average WDC Schwab self-directed balance per participant was $\$ 140,450.29$


## Benefit Payment Distribution - Combined

| Distribution Method \& Reason | 1/1/2020 to 12/31/2020 |  |  | 1/1/2021 to 12/31/2021 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Pct | Count | Amount | Pct | Count |
| Full Withdrawals Benefit Payment | 52,897 | 0.0\% | 13 | 97,145 | 0.0\% | 6 |
| Death | 13,822,111 | 5.3\% | 162 | 20,642,482 | 5.8\% | 214 |
| External Transfer | 541,474 | 0.2\% | 4 | 3,890,584 | 1.1\% | 18 |
| QDRO | 2,107,967 | 0.8\% | 38 | 3,313,154 | 0.9\% | 40 |
| Retirement | 50,543,424 | 19.5\% | 503 | 85,220,201 | 23.8\% | 608 |
| Separation of Service | 74,912,059 | 28.9\% | 1,177 | 89,995,034 | 25.1\% | 1,275 |
| Total Full Withdrawals: | 141,979,931 | 54.8\% | 1,897 | 203,158,600 | $56.8 \%$ | 2,161 |
| Partial Withdrawals |  |  |  |  |  |  |
| Age 59 1/2 | 10,000 | 0.0\% | 1 | 9,543,622 | 2.7\% | 104 |
| Benefit Payment | 8,692 | 0.0\% | 3 | 45,813 | 0.0\% | 10 |
| Death | 1,004,327 | 0.4\% | 56 | 1,897,410 | 0.5\% | 124 |
| DeMinimus | 7,911 | 0.0\% | 3 | 1,843 | 0.0\% | 1 |
| In-Plan Roth Transfer | 931,509 | 0.4\% | 32 | 2,120,376 | 0.6\% | 52 |
| In-Plan Roth In-Service | 50,000 | 0.0\% | 1 | 1,667 | 0.0\% | 1 |
| Excess Deferral - In Year | 21,112 | 0.0\% | 6 | 18,229 | 0.0\% | 5 |
| Excess Deferral - Principal | 92,385 | 0.0\% | 35 | 14,072 | 0.0\% | 15 |
| Excess Deferral - Interest | 18,704 | 0.0\% | 35 | 2,566 | 0.0\% | 15 |
| External Transfer | 493,905 | 0.2\% | 11 | 5,516,424 | 1.5\% | 44 |
| Grace MDR | 114,542 | 0.0\% | 20 | 0 | 0.0\% | 0 |
| Hardship | 264,837 | 0.1\% | 39 | 381,844 | 0.1\% | 70 |
| Ineligible Client | 0 | 0.0\% | 0 | 39,719 | 0.0\% | 1 |
| 701/2 In-Service | 1,445,412 | 0.6\% | 9 | 741,843 | 0.2\% | 7 |
| In-Service ROMT | 1,463,420 | 0.6\% | 35 | 2,175,376 | 0.6\% | 51 |
| In-Service Retirement Age | 0 | 0.0\% | 0 | 189,707 | 0.1\% | 1 |
| Min Distr | 801,143 | 0.3\% | 103 | 2,401,367 | 0.7\% | 210 |
| QDRO | 500,935 | 0.2\% | 18 | 422,937 | 0.1\% | 19 |
| Retirement | 27,829,845 | 10.7\% | 1,018 | 31,611,142 | 8.8\% | 1,220 |
| Virus Relief | 12,965,367 | 5.0\% | 699 | 0 | 0.0\% | 0 |
| Separation of Service | 29,559,667 | 11.4\% | 1,088 | 40,659,664 | 11.4\% | 1,150 |
| Service Credit | 670,873 | 0.3\% | 33 | 569,509 | 0.2\% | 24 |
| Total Partial Withdrawals: | 78,254,586 | 30.2\% | 3,245 | 98,355,130 | 27.5\% | 3,124 |
| Periodic Payments |  |  |  |  |  |  |
| Beneficiary Payment $701 / 2$ In-Service | $1,900,139$ 62,600 | 0.7\% $0.0 \%$ | 204 | $2,675,775$ 34,400 | 0.7\% | 237 3 |
| Death | 110,583 | 0.0\% | 3 | 136,896 | 0.0\% | 4 |
| Minimum Distribution | 17,310,934 | 6.7\% | 2,503 | 32,050,556 | 9.0\% | 3,344 |
| QDRO | 69,872 | 0.0\% | 8 | 90,850 | 0.0\% | 10 |
| Retirement | 19,413,983 | 7.5\% | 1,852 | 21,241,449 | 5.9\% | 1,874 |
| In-Service Roll over Money type | 56,300 | 0.0\% | 4 | 147,900 | 0.0\% | 4 |
| Total Periodic Payments: | 38,924,411 | 15.0\% | $\overline{4}, \overline{579}$ | 56,377,827 | 15.8\% | 5,476 |
|  | 259,158,928 | 100.0\% | 9,721 | 357,891,556 | 100.0\% | 10,761 |

## Benefit Payment History

| Date | Benefit <br> Distributions | Total Participants Receiving Benefits | Average Benefit Per Participant |
| :---: | :---: | :---: | :---: |
| 2006 | \$74,804,784.76 | 4,986 | \$15,002.97 |
| 2007 | \$88,769,760.71 | 5,038 | \$17,620.04 |
| 2008 | \$74,796,857.69 | 4,941 | \$15,138.00 |
| 2009 | \$66,868,334.36 | 4,503 | \$14,849.73 |
| 2010 | \$92,021,041.97 | 5,228 | \$17,601.58 |
| 2011 | \$120,798,412.12 | 6,175 | \$19,562.50 |
| 2012 | \$122,592,172.32 | 6,246 | \$19,627.31 |
| 2013 | \$136,831,904.78 | 6,712 | \$20,386.16 |
| 2014 | \$153,888,582.65 | 7,410 | \$20,767.69 |
| 2015 | \$171,206,700.23 | 7,875 | \$21,740.53 |
| 2016 | \$198,112,731.53 | 8,532 | \$23,219.96 |
| 2017 | \$219,961,443.43 | 9,464 | \$23,241.91 |
| 2018 | \$274,871,307.10 | 10,467 | \$26,260.75 |
| 2019 | \$275,975,240.44 | 10,842 | \$25,454.27 |
| 2020 | \$259,158,928.28 | 9,721 | \$26,659.70 |
| 2021 | \$357,891,555.86 | 10,761 | \$33,258.21 |

## 2021 Distributions by Reason



Other includes: Excess deferrals corrected in the same year, In-plan Roth conversions, and de minimis distributions
57 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY.

## 2021 Distributions by Reason Continued

## DISTRIBUTIONS

| $1 / 1 / 2021$ to $12 / 31 / 2021$ | $\frac{\text { Number }}{10,761}$ | Amount | \% Rolled Over or <br> Transferred |
| :--- | :---: | :---: | :---: |
| $1 / 1 / 2020$ to $12 / 31 / 2020$ | 9,721 | $\$ 357,891,556$ | $65.51 \%$ <br> $1 / 1 / 2019$ to $12 / 31 / 2019$ |
| 12,837 | $\$ 259,158,928$ | $58.91 \%$ |  |

Common Distribution Reasons
As of 12/31/2021


## Retirement Solutions Group Interactions

| 98971-01 | 2021 |  |  |
| :--- | :---: | :---: | :---: |
| Participant Actions | \% assets | Assets | Participants |
| Average Account Balance |  | $\$ 116,713$ |  |
| Average Rollover Balance |  | $\$ 123,844$ |  |
| Allocation Of Total Assets |  | $\$ 732,722,457$ | 6,278 |
| Stay in Plan | $63 \%$ | $\$ 459,044,551$ | 1,775 |
| Cash Outs | $6 \%$ | $\$ 42,708,516$ | 2,638 |
| Rollovers to Empower IRA | $2 \%$ | $\$ 15,714,260$ | 98 |
| Rollovers to Empower Plan | $0.5 \%$ | $\$ 3,456,445$ | 93 |
| Average Roll In Balance |  | $\$ 29,200$ |  |
| Total Roll ins |  | $\$ 38,748,530$ | 1,327 |

## Distributions (From 1/1/2021 to 12/31/2021)

Full Withdrawal Rollover Summary by Top Providers by Number of Participants


Full Withdrawal Rollover Summary by Top Providers by Dollars
Top Ten Rollovers By Dollar





Hardships (From 1/1/2021 to 12/31/2021)


Average Hardship Withdrawals (in Dollars)


FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY

## Hardship History

Number of Hardship Applications and Status


## Website Activity



## Website Statistics

| The State of Wisconsin Deferred Compensation Board 98971-01 - Web \& App Stats |  |  |  |  |  |  |  |  |  | 1 Jan -31 Dec 2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| App Stats |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Totals |
| Unique Users | 798 | 1,117 | 976 | 1,145 | 1,040 | 1,045 | 1,100 | 1,161 | 1,181 | 2,990 | 4,707 | 4,734 | 8,233 |
| Unique Ppts | 782 | 798 | 942 | 1,107 | 1,014 | 1,032 | 1,098 | 1,144 | 1,157 | 2,416 | 2,577 | 2,122 | 5,588 |
| Sessions | 4,265 | 4,675 | 7,395 | 8,759 | 7,013 | 7,304 | 7,432 | 8,028 | 6,945 | 13,951 | 24,677 | 25,139 | 125,362 |
| Sessions/User | 5.3 | 4.2 | 7.6 | 7.6 | 6.7 | 7.0 | 6.8 | 6.9 | 5.9 | 4.7 | 5.2 | 5.3 | 15.2 |
| Screenviews | 32,163 | 29,519 | 43,033 | 63,659 | 52,063 | 52,015 | 47,993 | 48,562 | 46,320 | 109,743 | 196,694 | 202,347 | 924,111 |
| Screens/Session | 7.5 | 6.3 | 5.8 | 7.3 | 7.4 | 7.1 | 6.5 | 6.0 | 6.7 | 7.9 | 8.0 | 8.0 | 7.4 |
| Web Stats |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Totals |
| Unique Users | 24,881 | 19,417 | 19,604 | 25,086 | 17,401 | 17,200 | 21,120 | 17,788 | 16,297 | 19,671 | 13,913 | 12,983 | 151,403 |
| Unique Ppts | 18,098 | 13,885 | 13,658 | 17,863 | 12,547 | 12,235 | 15,178 | 12,371 | 11,887 | 15,127 | 10,835 | 10,268 | 39,240 |
| Sessions | 61,132 | 52,557 | 55,634 | 64,850 | 49,966 | 47,591 | 55,621 | 53,252 | 48,078 | 53,991 | 45,450 | 39,405 | 627,516 |
| Sessions/User | 2.5 | 2.7 | 2.8 | 2.6 | 2.9 | 2.8 | 2.6 | 3.0 | 3.0 | 2.7 | 3.3 | 3.0 | 4.1 |
| Pageviews | 467,329 | 362,335 | 366,747 | 452,178 | 316,638 | 311,423 | 348,758 | 318,790 | 294,933 | 372,011 | 301,723 | 271,875 | 4,184,740 |
| Pageviews/ Session | 7.6 | 6.9 | 6.6 | 7.0 | 6.3 | 6.5 | 6.3 | 6.0 | 6.1 | 6.9 | 6.6 | 6.9 | 6.7 |
| Avg. Session Duration | 07:19 | 06:40 | 06:02 | 06:53 | 06:07 | 06:05 | 05:24 | 05-03 | 04:44 | 05:14 | 05:15 | 05:57 | 05:56 |

64 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY.

## Website Statistics Cont.

| The State of Wisconsin Deferred Compensation Board 98971-01- Web \& App Stats |  |  |  |  |  |  |  |  |  | 1 Jan -31 Dec 2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Web Pageviews |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Q1 |  |  | Q2 | $20$ |  | Q3 |  |  |  |  | Grand Total |
| Bagapath | Jan | Fab | Mar | Apr | May | Jun | Jut | Aug | Sep | Oct | Nov | Dec |  |
| /login | 103,797 | 85,491 | 88,874 | 106,691 | 76,434 | 72,639 | 60,290 | 75,558 | 65,985 | 77,534 | 63,399 | 57,624 | 954,316 |
| /homa/projected-incoma/retiramam-income | 82,064 | 64,949 | 63,516 | 80,743 | 57,446 | 56,161 | 64,015 | 58.205 | 50,926 | 59,344 | 49,077 | 42,412 | 728.858 |
| $/ \mathrm{mfa} /$ activationCodubeliveryOptions | 34,352 | 27,476 | 28,499 | 36,122 | 25,615 | 29,210 | 22,142 | 24,908 | 20,062 | 25,152 | 17,828 | 18,097 | 316,463 |
| /mfalverifycodo | 34,049 | 27,415 | 28,482 | 35,974 | 25,181 | 28,997 | 28,912 | 24,898 | 20,030 | 24,947 | 17,732 | 17,990 | 314,607 |
| /accounta/asceumt/actount-details | 32,476 | 24,579 | 22,736 | 25,648 | 17,733 | 16,433 | 20,161 | 19.391 | 20,017 | 28,943 | 27,123 | 21,547 | 276,787 |
| /accounts/ascoumt/feat/balarte//account-everview-do | 20,364 | 17,053 | 18,148 | 19,966 | 14,848 | 13,251 | 17,288 | 17,756 | 20,121 | 29,902 | 28. 199 | 18,817 | 235,713 |
| /accounta/accoum/my-contributions | 2,003 | 6,225 | 6,030 | 6,900 | 5,307 | 5,814 | 5,248 | 4,823 | 4,670 | 5,673 | 4,854 | 5.746 | 70,383 |
| /accounts/account/rate-sf-raturn | 7,677 | 5,847 | 5,880 | 6,904 | 4,268 | 4,643 | 5,281 | 4,871 | 4,029 | 5.428 | 4,695 | 4,845 | 64,368 |
| /prafile | 6,122 | 4,498 | 3,825 | 5,323 | 4,271 | 3,667 | 3,828 | 3,206 | 2.946 | 3.593 | 2,699 | 2.506 | 46,478 |
| /ecrounta/actoump/beneficiary | 5,787 | 4,276 | 4,401 | 4,591 | 2,998 | 2,879 | 3,212 | 3,152 | 3.104 | 3.998 | 3,239 | 3.015 | 44,652 |
| /accounts/acceunt/ingfaek/balance/asset-allocation | 3,9e2 | 3,436 | 3,686 | 4,077 | 3,140 | 2,677 | 3,666 | 4,027 | 3,591 | 3,907 | 3,750 | 3.554 | 43,493 |
| /accounta/overvias. | 2,452 | 1,865 | 2,372 | 2,921 | 2,804 | 2,667 | 4,510 | 3,658 | 3.691 | 4,024 | 4,160 | 3.502 | 38,666 |
| /accounts/ascoumt/distribution/landing | 3,828 | 3,049 | 2,652 | 2,529 | 3,114 | 2,928 | 3,025 | 3,029 | 2,201 | 2.759 | 3.572 | 3.805 | 36,491 |
| /hama/prejected-incama/how-do-i-cempare | 3,124 | 2,183 | 2,184 | 5,387 | 1,927 | 2,088 | 2.988 | 2,314 | 2,229 | 2,520 | 1,784 | 1,603 | 30,331 |
| /accounty/actount/feat/imesstmant-line-up/Fund-liat-- | 2,916 | 2,468 | 2,644 | 2,70a | 2,186 | 1,756 | 1.989 | 1,761 | 1,636 | 2,033 | 2,199 | 2,169 | 26,465 |
| /accounts/actoum/investment-sptions/allocatioms/s. | 1,476 | 1,009 | 921 | 1,098 | 1,004 | 2,647 | 2,844 | 2,569 | 2,545 | 3,057 | 2,848 | 3,051 | 25,139 |
| /accounta/login | 3,250 | 2,524 | 2,450 | 3,127 | 1,883 | 1,740 | 2,006 | 1,839 | 1,753 | 2,003 | 1,482 | 51 | 24,838 |
| /acrounts/accoump/documents-atatemernts | 4,743 | 2,904 | 2,015 | 3,205 | 1,288 | 1,174 | 2,258 | 1,296 | 1,009 | 2,111 | 1,050 | 1,000 | 24,133 |
| /accounta/actoum//investment-options/change-imven | 4,059 | 2,973 | 2,707 | 3,029 | 2,132 | 1,819 | 2,034 | 1,746 | 1,271 | 343 | 284 | 258 | 22,665 |
| /hama/prajected-incoma/wocial-security | 1,997 | 1,506 | 1,504 | 3.891 | 2,197 | 1,750 | 1,824 | 1,496 | 1.445 | 1.643 | 1,0es | 981 | 21,309 |
| /loginitel $\mathrm{p} / \mathrm{c}$ ctivationCadabeliveryOptions | 2,723 | 1,759 | 1,651 | 2,641 | 1,429 | 1,349 | 1,852 | 1,406 | 1,266 | 1,788 | 1,177 | 1,063 | 20,104 |
| /ecrounta/waliness | 2,509 | 1,798 | 1,725 | 2,873 | 1,541 | 1,432 | 1,644 | 1,453 | 1,291 | 1,684 | 1,068 | 1,030 | 20,048 |
| /logintelp/verifycode | 2,704 | 1,739 | 1,643 | 2,651 | 1,415 | 1,328 | 1,807 | 1,398 | 1,263 | 1.798 | 1,153 | 1,062 | 19,261 |
| /accountw/accoumt/contribution | 2,387 | 1,596 | 1,547 | 1,838 | 1,654 | 1,726 | 1.436 | 1,229 | 1,188 | 1,458 | 1,303 | 1,705 | 19,067 |
| /account-racovery | 2,554 | 1,603 | 1,526 | 2,515 | 1,344 | 1,269 | 1,712 | 1,285 | 1,186 | 1,736 | 1.070 | 1,026 | 18,826 |
| /accounta/accoumt/beneficiary/add | 2,189 | 1,623 | 1,759 | 1,754 | 1,239 | 1,112 | 1,300 | 1,246 | 1,399 | 1,931 | 1,408 | 1,333 | 18,297 |
| /ganaric-arrar | 3,004 | 1,041 | 1,221 | 1,747 | 788 | 1,233 | 1,621 | 1,408 | 920 | 1,220 | 1,141 | 1,067 | 16,411 |
| /accounts/guidance/ellocationa/salection | 2,531 | 1,675 | 1,369 | 1,509 | 993 | 940 | 969 | 888 | 762 | 1,027 | 847 | 833 | 14,343 |
| /loginhasession | 1.193 | 1,220 | 1,879 | 2,157 | 1,814 | 1,222 | 903 | 841 | 698 | 848 | 515 | 573 | 13,863 |
| /acrounty/acteume/distribution/types | 1,249 | 911 | 908 | 882 | 1,500 | 1,435 | 1.261 | 1,156 | 847 | 906 | 927 | 1,190 | 13,152 |

## Website Statistics Cont.

| The State of Wisconsin Deferred Compensation Board 98971-01- Web \& App Stats |  |  |  |  |  |  |  |  |  | 1 tan -31 Dece 2021 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| App Screenviews |  |  |  |  |  |  |  |  |  |  |  |  |  |
| firabaseScraen | Q1 |  |  | $Q 2$ |  |  | Q3 |  |  | Q4 |  |  | Grand <br> Total |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  | Jan | Feb | Mar | Agr | May | Jun | Jul | Aug | Sep | Oct | Nav | Dac |  |
| Menu : Primary | 10,323 | 9,544 | 15,921 | 21,651 | 21,312 | 21,843 | 16,850 | 16,566 | 16,003 | 32,735 | 66,864 | 71,040 | 320,742 |
| Legin | 4,939 | 5,003 | 2.504 | 12,152 | 9,756 | 9,982 | 10,129 | 10,608 | 9,333 | 19,141 | 31,633 | 32,443 | 164,623 |
| Menu: Man | 3,624 | 3,212 | 4.298 | 6,340 | 3,911 | 3,622 | 4.104 | 4,129 | 3,895 | 9,956 | 17,121 | 18,045 | 82,257 |
| Mama ListViens | 106 | 170 | 226 | 2,145 | 3,769 | 3,919 | 3.974 | 4.290 | 3,763 | 6,906 | 11,595 | 11,860 | 52,808 |
| MEA - Werity Codo | 876 | 707 | 1,081 | 2,069 | 1,183 | 1,203 | 1,104 | 1,000 | 922 | 4,256 | 6.070 | 5,192 | 25,663 |
| Balance | 1,458 | 1,427 | 1,625 | 1,924 | 1,101 | 1,161 | 1,146 | 1,228 | 1,082 | 2,859 | 4,943 | 5,216 | 25,180 |
| AccoumtOvervien | 1,762 | 1,701 | 1.556 | 1,614 | 833 | 834 | 822 | 983 | 906 | 2,651 | 5,004 | 4,989 | 23,655 |
| Menu : Account | 76 | 107 | 81 | 1,319 | 1,517 | 1,432 | 1,537 | 1,594 | 1,391 | 3,153 | 5,169 | 5,691 | 23.067 |
| MFA-Raquent Code | 695 | 598 | 969 | 1.936 | 1,118 | 1,172 | 1,022 | 936 | 844 | 3,254 | 4,919 | 4,622 | 22.085 |
| AccountSummary | 83 | 75 | 99 | 392 | 682 | 742 | 778 | 918 | 8022 | 2,022 | 3,782 | 3,642 | 14,037 |
| Profile | 682 | 538 | 704 | 1,675 | 811 | 658 | 580 | 483 | 509 | 1,645 | 2,436 | 2,0es | 12,807 |
| Contrieutions-Liat | 514 | 420 | 494 | 726 | 444 | 376 | 419 | 447 | 551 | 985 | 1,891 | 2,232 | 9,499 |
| Tramsaction History | 513 | 369 | 499 | 664 | 354 | 455 | 451 | 387 | 385 | 954 | 1,546 | 2,820 | 9,387 |
| My Ifresitments |  | 76 | 582 | 720 | 386 | 321 | 369 | 478 | 438 | 1,326 | 2,268 | 2,349 | 9,313 |
| Rate of raturn | 378 | 361 | 497 | 682 | 403 | 398 | 429 | 426 | 391 | 1,009 | 1,704 | 1,742 | 8,420 |
| Statements and Does | 333 | 264 | 312 | 322 | 180 | 143 | 249 | 206 | 185 | 719 | 1,285 | 1,135 | 5,334 |
| App Icon Salection View |  |  |  |  |  |  |  |  | 700 | 1,635 | 1,694 | 937 | 4,966 |
| Account Leok Up | 181 | 166 | 189 | 391 | 230 | 252 | 231 | 216 | 177 | 728 | 1,126 | 1,003 | 4,8820 |
| Withariwals Landing | 240 | 209 | 234 | 295 | 224 | 177 | 211 | 237 | 174 | 557 | 1,034 | 983 | 4,579 |
| Terms of Use | 207 | 130 | 153 | 194 | 102 | 86 | 123 | 103 | 108 | 1,162 | 1,419 | 774 | 4.561 |
| Contriautions-RateSeloction | 181 | 149 | 134 | 261 | 152 | 131 | 153 | 139 | 208 | 323 | 687 | 800 | 3,318 |
| Man info |  | 39 | 209 | 343 | 180 | 121 | 147 | 164 | 157 | 323 | 803 | 725 | 3,211 |
| Allocations-Change irvestmants | 129 | 97 | 100 | 133 | 72 | 59 | 61 | 55 | 118 | 491 | 1,002 | 804 | 3,121 |
| MyCantributiens | 130 | 124 | 83 | 147 | 75 | 93 | 79 | 101 | 125 | 341 | 851 | 900 | 3,059 |
| Buset Password-Account Recewary | 144 | 89 | 125 | 262 | 136 | 146 | 148 | 117 | 92 | 446 | 711 | 591 | 3,007 |
| Allocations - Chaica Pape | 146 | 94 | 84 | 143 | 61 | 59 | 56 | 51 | 102 | 427 | 211 | 696 | 2,830 |
| RatuOfReturn | 127 | 171 | 128 | 178 | 103 | 95 | 107 | 136 | 131 | 339 | 596 | 608 | 2,719 |
| TramsactionHistory | 127 | 103 | 129 | 132 | 93 | 76 | 66 | 93 | 67 | 295 | 557 | 914 | 2,637 |
| Pre-login Bulletins | 35 | 29 | 35 | 96 | 214 | 86 | 54 | 6 | 83 | 204 | 742 | 974 | 2,558 |
| Mylnvestmants | 106 | 125 | 35 | 97 | 107 | 82 | 96 | 110 | 92 | 405 | 608 | 667 | 2,533 |
| Baneficiaries - Lixt | 116 | 86 | 113 | 152 | 107 | 76 | 111 | 84 | 87 | 378 | 646 | 529 | 2,485 |
| Investmemt Lineup Landing | 133 | 118 | 116 | 165 | 97 | 60 | 68 | 45 | 82 | 234 | 411 | 454 | 2,033 |
| Baiance over time-Datails | 98 | 122 | 130 | 109 | 76 | 89 | 98 | 81 | 55 | 187 | 415 | 443 | 1,903 |
| Butirement income FAQ - Livt | 104 | 88 | 63 | 146 | 47 | 30 | 77 | 68 | 48 | 269 | 494 | 379 | 1,813 |
| Contriutions-Split Selaction | 102 | 82 | 77 | 141 | 89 | 53 | 93 | 74 | 94 | 166 | 322 | 414 | 1,707 |
| Transaction History-Dividend Dutails | 143 | 28 | 51 | 127 | 36 | 105 | 55 | 43 | 34 | 72 | 116 | 842 | 1,653 |
| Manage Eark Accounta - Entry Viow | 131 | 83 | 84 | 132 | 59 | 50 | 41 | 63 | 57 | 232 | 353 | 326 | 1,621 |
| Allotations - Build Partfolio | 155 | 97 | 95 | 115 | 55 | 60 | 56 | 42 | 58 | 161 | 350 | 325 | 1,570 |
| Beneficiaries | 38 | 45 | 36 | 62 | $31$ | 33 | 18 | 34 | 56 | 250 | 583 | 357 | 1,553 |
| Enathenoinstinthwumante | 5 |  | 30 | ce. | Ar | ne | $E 7$ | an | 3 A | ane | mor | ** |  |

## Website Statistics Cont.



## Call Statistics

Transactions Jan-21 Feb-21 Mar-21 Apr-21 May-21 Jun-21 Jul-21 Aug-21 Sep-21 Oct-21 Nov-21 Dec-21 TOTAL

| VRS Usage |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Totals |  |  |  |  |  |  |  |  |  |  |  |  |  |
| CSR Roll | 2,099 | 2,064 | 1,803 | 1,889 | 1,566 | 1,529 | 1,666 | 1,777 | 1,393 | 46 | 182 | 292 | 16,306 |
| Total Inquiries \& Updates | 710 | 641 | 579 | 507 | 309 | 286 | 361 | 359 | 285 | 375 | 986 | 1,018 | 6,416 |
| Distinct Users | 1,920 | 1,884 | 1,628 | 1,735 | 1,458 | 1,409 | 1,516 | 1,531 | 1,280 | 166 | 353 | 371 | 15,251 |
| Total Calls | 3,629 | 3,470 | 3,298 | 3,261 | 2,688 | 2,708 | 2,937 | 3,001 | 2,359 | 380 | 930 | 954 | 29,615 |
| Inquiries |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Inq Acct Bal | 135 | 89 | 91 | 65 | 63 | 55 | 60 | 64 | 51 | 329 | 746 | 732 | 2,480 |
| Inq Alloc | 3 | 2 | 2 | 0 | 0 | 0 | 0 | 1 | 1 | 3 | 9 | 8 | 29 |
| Inq Rates | 0 | 1 | 1 | 0 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 | 5 |
| Inq Tran Hist | 3 | 5 | 1 | 1 | 0 | 2 | 3 | 4 | 5 | 0 | 1 | 2 | 27 |
| Inq Uval | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 3 |
| Form Request | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 9 | 13 | 16 | 38 |
| Withdraw al | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 20 | 49 | 73 |
| Total Inquiries | 141 | 97 | 97 | 66 | 64 | 58 | 63 | 69 | 59 | 345 | 789 | 807 | 2,655 |
| Updates |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Change Passcode | 569 | 544 | 482 | 441 | 243 | 228 | 298 | 290 | 226 | 30 | 197 | 211 | 3,759 |
| Fund To Fund Trf | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| Rebalancer | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Updates | 569 | 544 | 482 | 441 | 245 | 228 | 298 | 290 | 226 | 30 | 197 | 211 | 3,761 |

Reduced count from October is due to the change in the phone system and increased hold times as previously reported.
68 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY.

## Number of Group Meetings

Monthly - 3 Year History



## Number of Attendees at Group Meetings



70 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY.

## Type of Individual Meetings




| ■Account Review/Asset Allocation |
| :---: |
| - Miscellaneous |
| -Enrollment |
| -Rollover Discussion |
| - Contribution Restart/Increase/Catch-up |
| -Distribution Options |

71 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY.

## Individual Counseling Sessions

Monthly - 3 Year History



## Empower Retirement Update

## Government Relationships

Empower has one of the strongest track records in the industry on renewing existing client relationships and adding new client relationships. Attached is a list of just a few of those recently renewed or new relationships we have formed.

## Renewed Relationships:

- State of Wisconsin
- Santa Barbara County - California
- County of Tulare - California
- Boise Police Department - Idaho
- City of Hastings - Nebraska


## New Relationships:

- Colorado PERA - Colorado
- Washington Suburban Sanitary Comm. - Washington
- City of Mountain View - California
- City of Littleton - Colorado
- Washtenaw County - Michigan
- We've also had extensions for the following clients -
- City of Austin - Texas
- State of Oklahoma
- State of Alabama
- Town of Greenwich - Connecticut


## Current Ratings

## Financial strength

## Ratings

Great-West Financial ${ }^{\circledR}$ has a history of strong performance, even in challenging economic climates. The following ratings represent the opinions of the rating agencies regarding the financial strength of our primary insurance company, Great-West Life \& Annuity Insurance Company, and our ability to meet ongoing obligations to our policyholders:

| GWL\&A | Financial Ratings ${ }^{1}$ |  |
| :--- | :--- | :--- |
| AA3 of NY | Aas | Standard \& Poor's Ratings Services <br> Financial Strength: Very strong <br> (second highest of nine categories) |
| AA | AA | Moody's Investors Service <br> Financial strength: Excellent <br> (second highest of nine categories) |
| A+ Fitch Ratings |  |  |
| Financial strength: Very strong |  |  |
| (second highest of nine categories) |  |  |

[^2]
## Five Year Financial Rating History

|  | Fitch | Moody's | S\&P | A.M. Best |
| :---: | :---: | :---: | :---: | :---: |
| 2021 | AA | Aa3 | AA | A+ |
| 2020 | AA | Aa3 | AA | A+ |
| 2019 | AA | Aa3 | AA | A+ |
| 2018 | AA | Aa3 | AA | A+ |
| 2017 | AA | Aa3 | AA | A+ |

## Disclosures

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Helping You Turn
Over a New
Retirement Leaf


[^0]:    39 FOR FINANCIAL PROFESSIONAL AND PLAN SPONSOR USE ONLY

[^1]:    Number of Participants With Balances: 5,037

[^2]:    ${ }^{1}$ These ratings are subject to change and do not pertain to any offered product or any affiliates or subsidiaries.

