



# Gauging Success

PLAN REVIEW  
Sacramento 457, CA

As of December 31, 2018



# WELCOME

Our goal is to help you objectively evaluate your plan's performance and how it performed against other plans like yours. Since Nationwide Retirement Solutions is one of the largest 457 providers in the industry we are in the unique position of being able to compare your plan to many others.

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 additional improvement.

The "Peer Group" comparisons used in this report are based on NRS cases, within your state, with assets of:

**\$100 million - \$1 billion**

## Table of Contents

3	Executive Summary
4	Plan Participation
5	Plan Assets
6	Plan Contributions
7-8	Summary
9-21	Appendix

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# EXECUTIVE SUMMARY

## Plan Contribution Limits for 2018

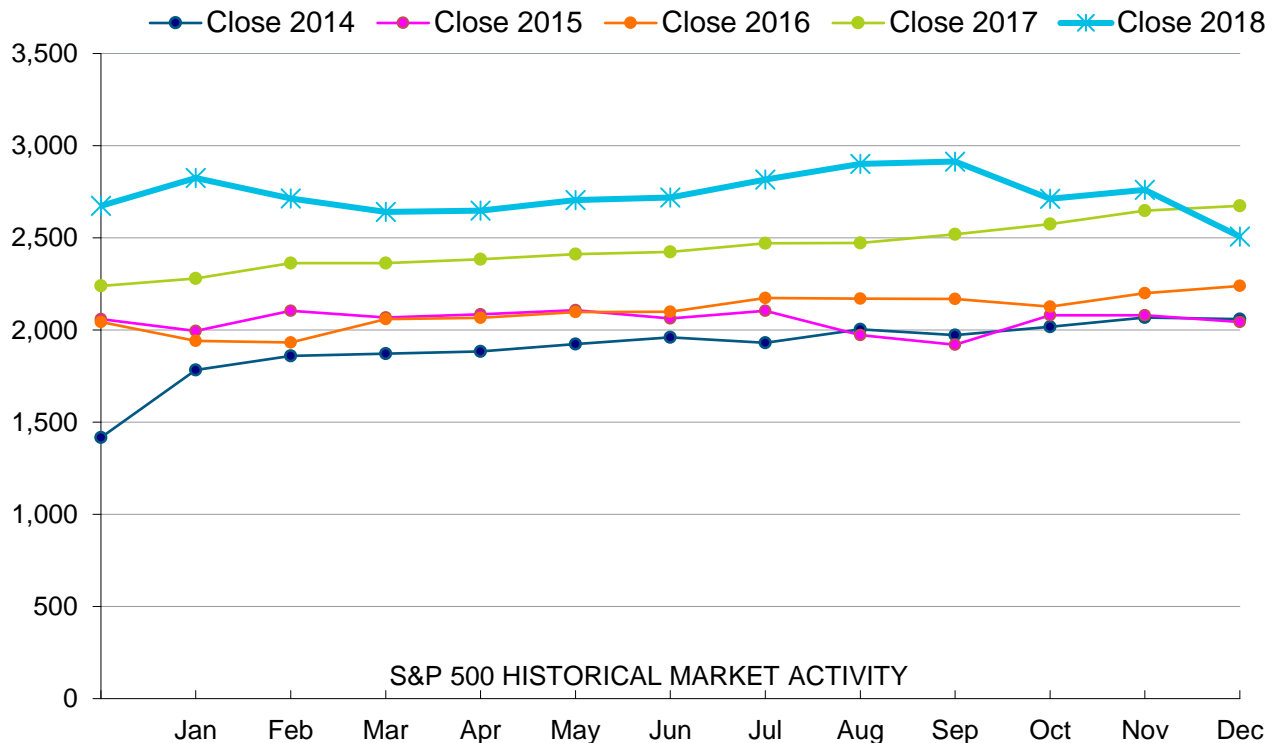
Regular Limit:	\$18,500
50+ Catch-Up:	\$24,500
3-Year Catch-Up:	\$37,000

## Quick Plan Facts

	Actual as of 12/31/18	% Chng from 1 year ago
Total Participant Count	4,471	4.0%
Total New Enrollments YTD Count	366	-47.9%
Total Plan Assets (millions)	\$365.61	-5.5%
Total Deferrals YTD (millions)	\$16.59	13.0%
Total Rollovers-In YTD (millions)	\$1.90	-59.1%
ProAccount Assets (millions)	\$84.50	19.3%
ProAccount Participant Count	1,332	24.5%

## Market Activity

S&P 500 CHANGE YTD: -6.2%



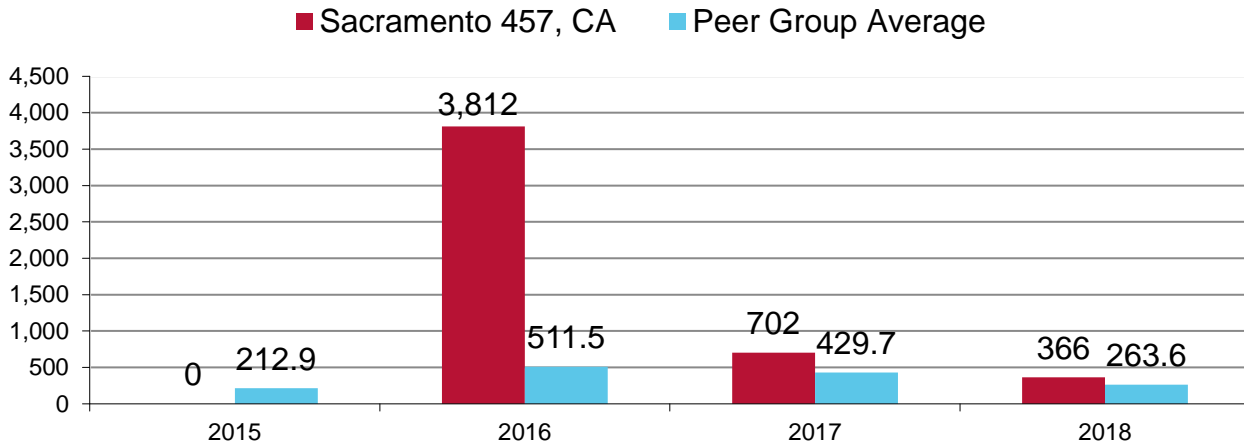
The 500 companies included in this index are selected by the S&P Index committee; a few of the mitigating factors are market size, industry representation and liquidity. This index is designed to be an overall indication of the United States stock market. The 500 securities represent approximately 75% of the total market value of all U.S. stocks.

# PLAN PARTICIPATION

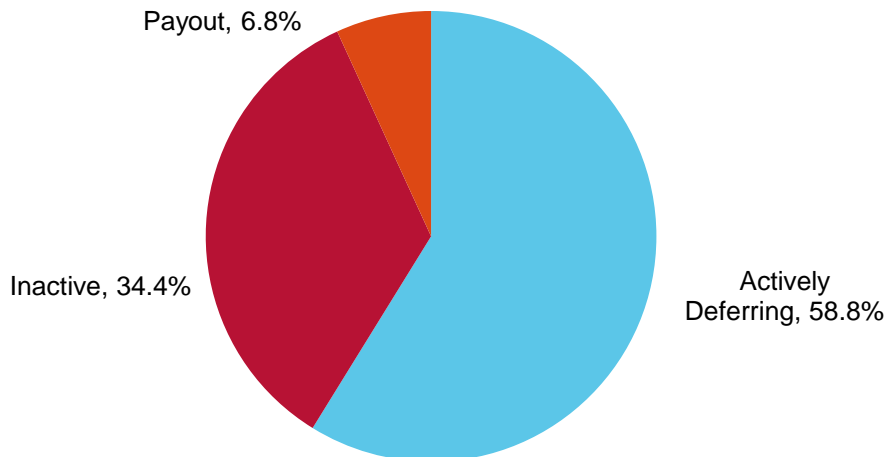
Participant Status	12/31/15	12/31/16	12/31/17	12/31/18	% Chng from 1 year ago
# of Participants Actively Deferring	0	2,399	2,532	2,629	3.8%
# of Inactive Participants*	0	1,412	1,538	1,536	-0.1%
# of Participants in Payout	0	1	230	306	33.0%
<b>Total Participants</b>	<b>0</b>	<b>3,812</b>	<b>4,300</b>	<b>4,471</b>	<b>4.0%</b>

\* Inactive participants are those with a balance, not deferring and not in payout

## New Participant Count



## Total Participants as of 12/31/18

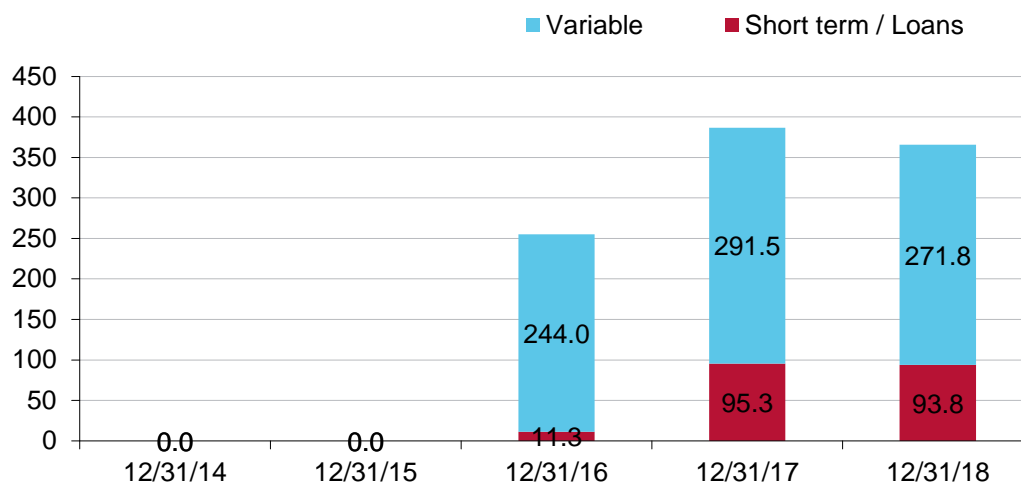


# PLAN ASSETS

## Total Plan Assets (Millions)

12/31/14	12/31/15	12/31/16	12/31/17	12/31/18	% Chng from 1 year ago
\$0.0	\$0.0	\$255.3	\$386.8	\$365.6	-5.5%

## Plan Assets Summary (Millions)



## Plan Assets by Investment Class (Millions)

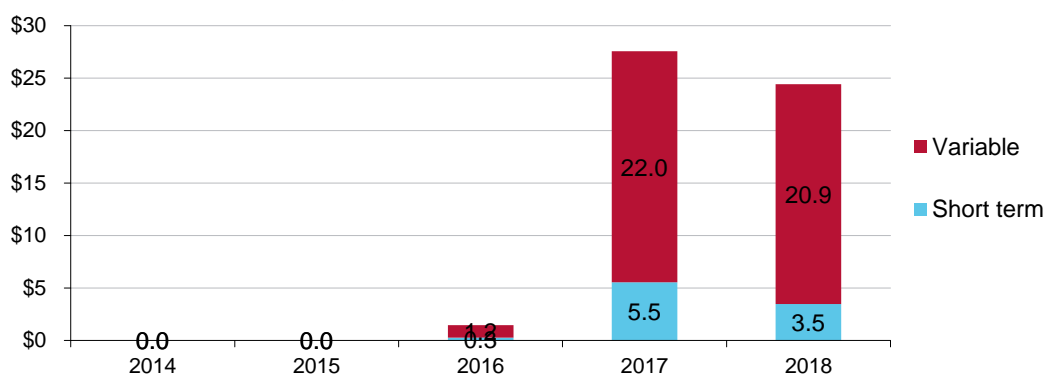
Investment Class	12/31/16	12/31/17	12/31/18	% of Total
Asset Allocation	\$63.42	\$57.30	\$50.82	13.9%
International	\$14.42	\$34.12	\$33.30	9.1%
Small Cap	\$15.92	\$20.10	\$19.74	5.4%
Mid Cap	\$23.30	\$29.89	\$28.82	7.9%
Large Cap	\$103.92	\$116.60	\$104.04	28.5%
Balanced	\$0.00	\$0.00	\$0.00	0.0%
Bonds	\$13.93	\$25.12	\$28.20	7.7%
Short term	\$4.05	\$88.40	\$87.40	23.9%
SDO	\$2.08	\$0.95	\$1.17	0.3%
Specialty	\$7.01	\$7.42	\$5.72	1.6%
Loan	\$7.27	\$6.90	\$6.40	1.8%
<b>Total</b>	<b>\$255.31</b>	<b>\$386.80</b>	<b>\$365.61</b>	<b>100.0%</b>

# PLAN CONTRIBUTIONS

## Total Contributions by Year (Millions)

	2014	2015	2016	2017	2018	% Chng from 1 year ago
Deferrals	\$0.0	\$0.0	\$1.0	\$14.7	\$16.6	13.0%
Rollovers-In	\$0.0	\$0.0	\$0.1	\$4.6	\$1.9	-59.1%
Other	\$0.0	\$0.0	\$0.3	\$8.2	\$5.9	-27.9%
<b>Total</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$1.4</b>	<b>\$27.6</b>	<b>\$24.4</b>	<b>-11.4%</b>

## Plan Contributions Summary (Millions)



## Plan Contributions by Investment Class (Thousands)

Investment Class	2016	2017	2018	% Total
Asset Allocation	\$480.94	\$6,527.26	\$5,850.42	24.0%
International	\$89.25	\$2,610.22	\$3,419.60	14.0%
Small Cap	\$64.60	\$1,307.64	\$1,391.66	5.7%
Mid Cap	\$97.74	\$2,525.64	\$2,235.41	9.2%
Large Cap	\$338.83	\$6,674.88	\$6,068.88	24.8%
Balanced	\$0.00	\$0.00	\$0.00	0.0%
Bonds	\$55.66	\$1,649.67	\$1,561.91	6.4%
Short term	\$281.62	\$5,540.56	\$3,482.07	14.3%
SDO	\$0.00	\$0.00	\$0.00	0.0%
Specialty	\$36.30	\$724.31	\$414.41	1.7%
Loan	\$0.00	\$0.00	\$0.00	0.0%
<b>Total</b>	<b>\$1,444.94</b>	<b>\$27,560.18</b>	<b>\$24,424.37</b>	<b>100.0%</b>

# IN SUMMARY

This report contains valuable information and insights about your plan. Now it is time to take action! Here are some suggestions to get you started:

1. Identify your top three areas of focus.
2. Consider which of the following suggestions would work best for your plan:

- Educational Workshops for your employees
- Additional 1-on-1 meetings with your Representative
- Benefit Fairs
- Open Enrollment
- Employer communication options  
(e.g. emails, staff meetings...)
- Other \_\_\_\_\_

3. Discuss your plan with your Nationwide Representative.

We look forward to working with you to bring even greater value to your employees through deferred compensation.

# YOUR PROVEN PARTNER

When you're one of the leaders in the industry, you're called to a higher standard. Nationwide's position as an industry leader stems from nearly 40 years in service to public sector retirement plan administrators like you.

Over the years, we have maintained our industry leadership position by being one of the top providers of record-keeping, sales and marketing services to public sector retirement plans in terms of number of clients served and range of assets under management. Here's why:

- Our average client tenure is 19 years
- We partner with more than 7,700 clients \* and have a 99% plan retention rate
- We provide education and service to more than 1.7 million participants \*
- We manage over \$89 billion in assets \*
- We have been featured in the top 10 most trusted companies for privacy by TRUSTe and Ponemon Institute *for the past nine years.*
- We offer recordkeeping, administration and investment products for:
  - 457(b) Deferred compensation plans serving city, county, special district and state employees
  - 401(a) and grandfathered 401(k) Defined employer-contribution plans serving city, county, special district and state employees
  - PEHP® Tax-free investment plan for post-employment health care expenses

Most importantly, *we are proud to serve you and your plan* through our representatives in the field and in our home office.

What does all this mean to you? Our tenure, our legacy, our service and our people make us uniquely qualified to handle your retirement plan needs. This **Gauging Success** report is just one of the ways that we work with you to understand both your needs as an administrator and your employees' needs for planning for their retirement.

\*As of 12/31/18



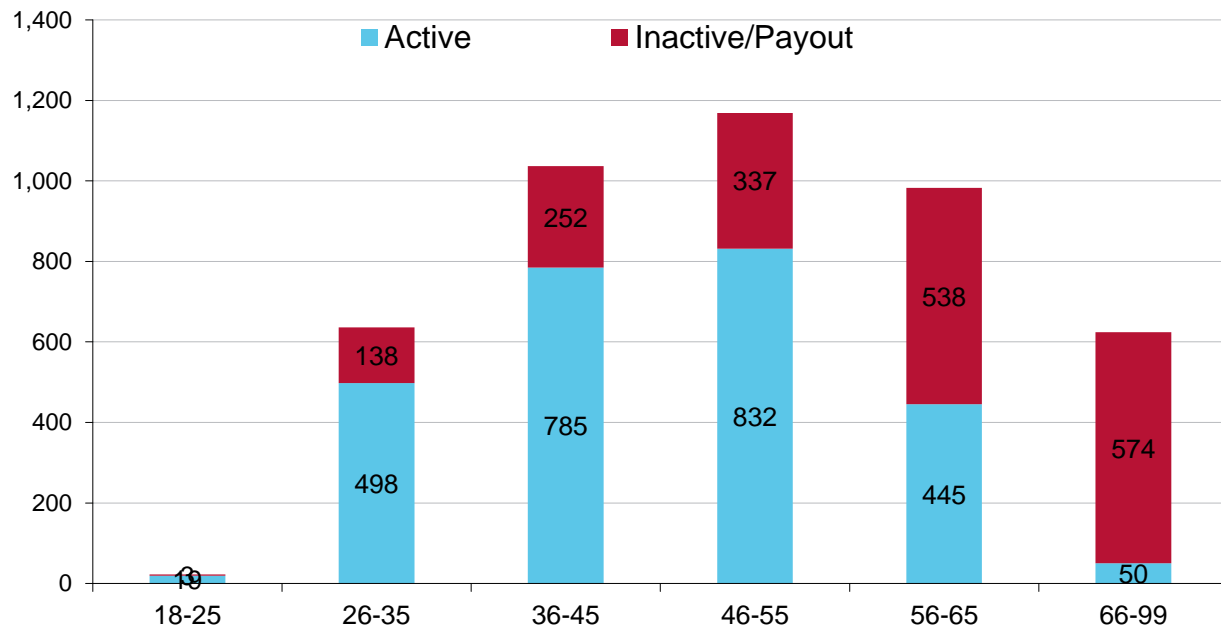
# APPENDIX

# PLAN PARTICIPATION

## Participant Counts by Age as of 12/31/18

Age Group	Total Participant Count	Male Participant Count	Female Participant Count	Actively Def Participant Count	Inactive / Payout Count
18-25	22	19	3	19	3
26-35	636	501	135	498	138
36-45	1,037	740	297	785	252
46-55	1,169	825	344	832	337
56-65	983	656	327	445	538
66-99	624	414	210	50	574
<b>Total</b>	<b>4,471</b>	<b>3,155</b>	<b>1,316</b>	<b>2,629</b>	<b>1,842</b>

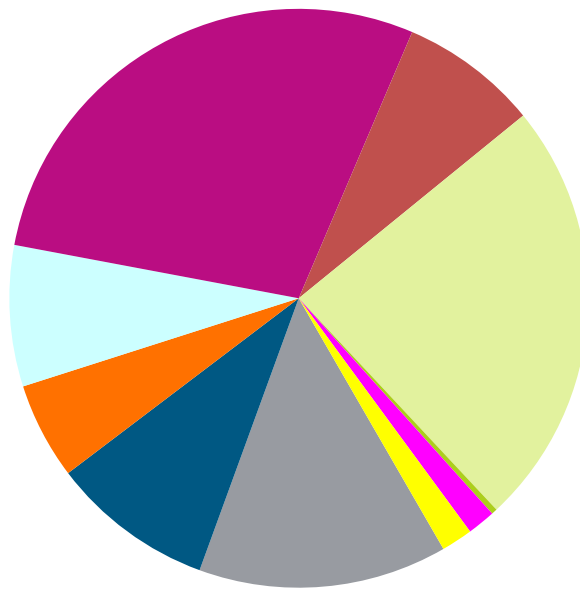
## Participant Counts by Age as of 12/31/18



# PLAN ASSETS

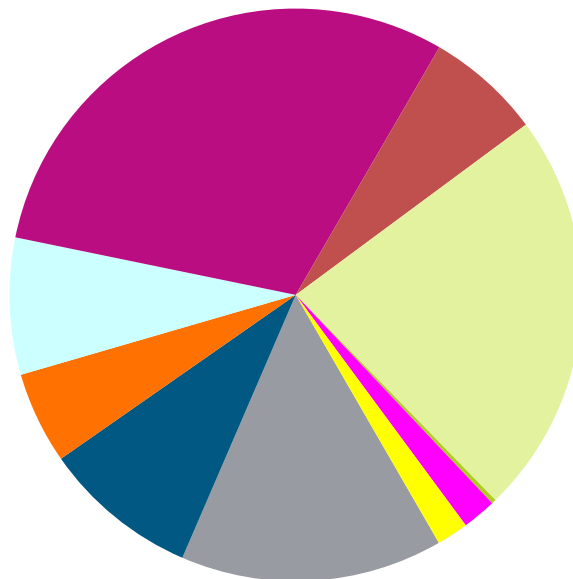
The use of asset allocation does not guarantee returns or insulate you from potential losses.

Sacramento 457, CA Asset Allocation as of 12/31/18



Asset Allocation	13.9%
International	9.1%
Small Cap	5.4%
Mid Cap	7.9%
Large Cap	28.5%
Balanced	0.0%
Bonds	7.7%
Short term	23.9%
SDO	0.3%
Specialty	1.6%
Loan	1.8%

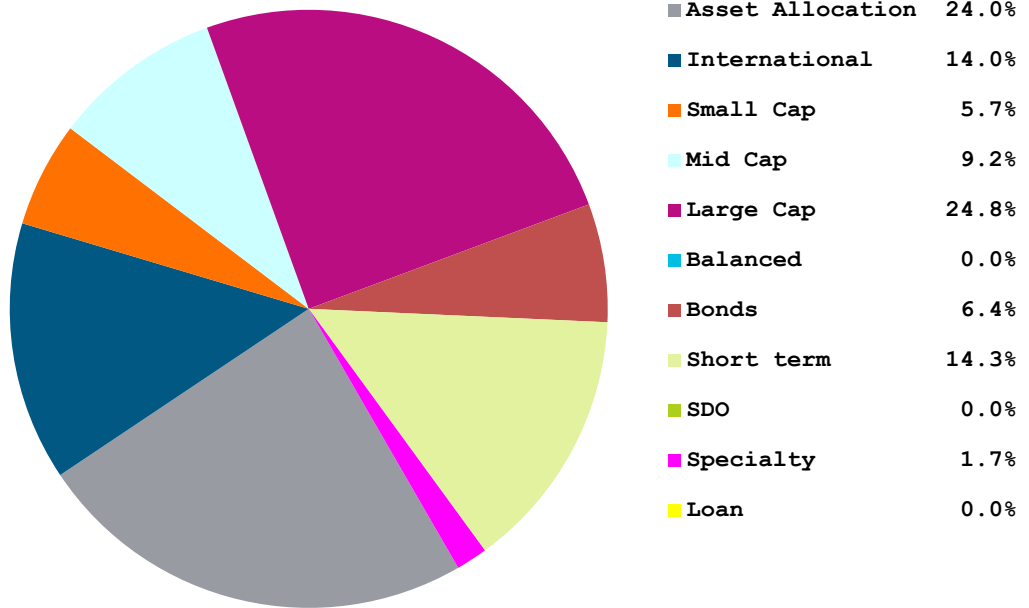
Sacramento 457, CA Asset Allocation as of 12/31/17



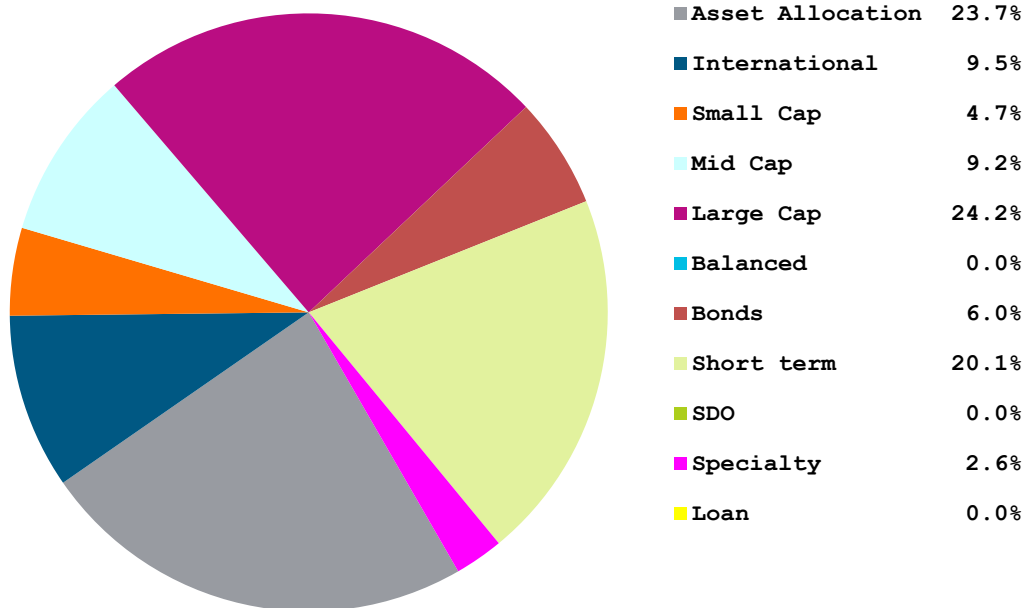
Asset Allocation	14.8%
International	8.8%
Small Cap	5.2%
Mid Cap	7.7%
Large Cap	30.1%
Balanced	0.0%
Bonds	6.5%
Short term	22.9%
SDO	0.2%
Specialty	1.9%
Loan	1.8%

# PLAN CONTRIBUTIONS

Sacramento 457, CA Contribution Allocation 2018



Sacramento 457, CA Contribution Allocation 2017



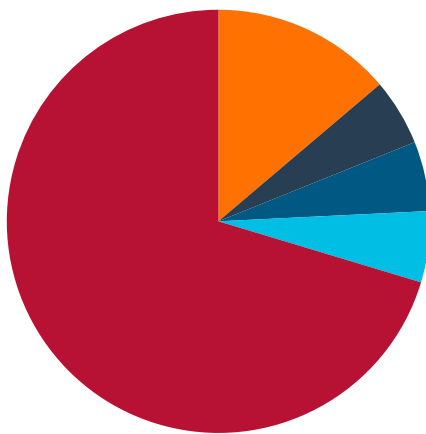
# PEER COMPARISONS

Your Peer Group is NRS cases, within your state, with assets of \$100 million - \$1 billion. The peer group consists of 13 NRS cases.

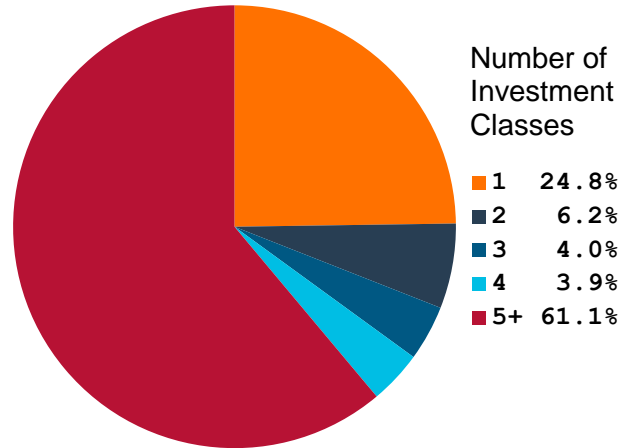
	Sacramento 457, CA	Peer Group	Recommended
Average # of asset classes	4.8	3.9	5.0
Average annualized deferrals	\$5,848	\$5,894	
Average assets	\$81,773	\$68,810	

## Asset Allocation Summary as of 12/31/18

percentage of participants by number of investment classes



Sacramento 457, CA



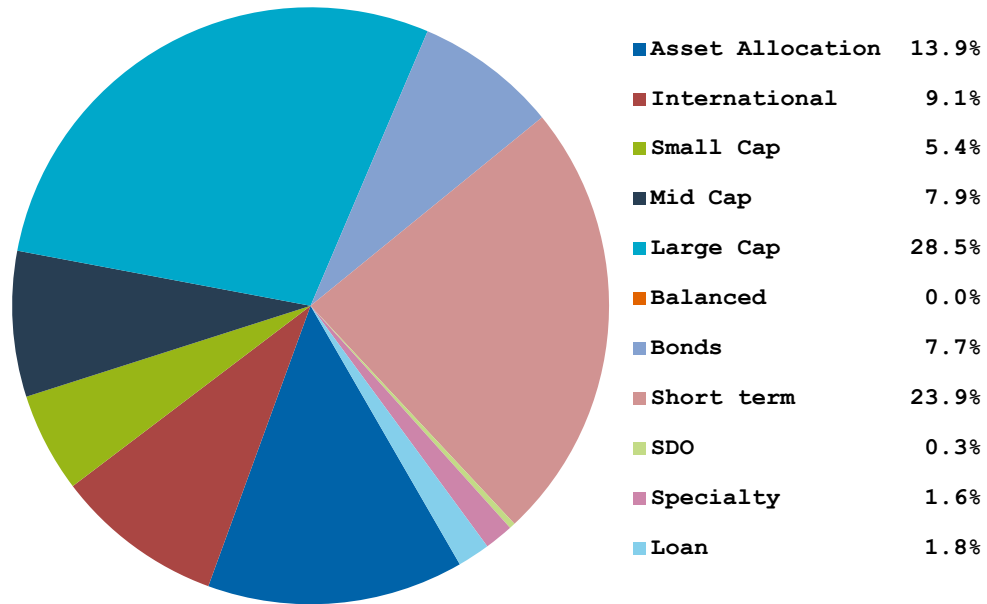
Peer Group

## Average Account Balance and Annualized Deferrals by Age Group as of 12/31/18

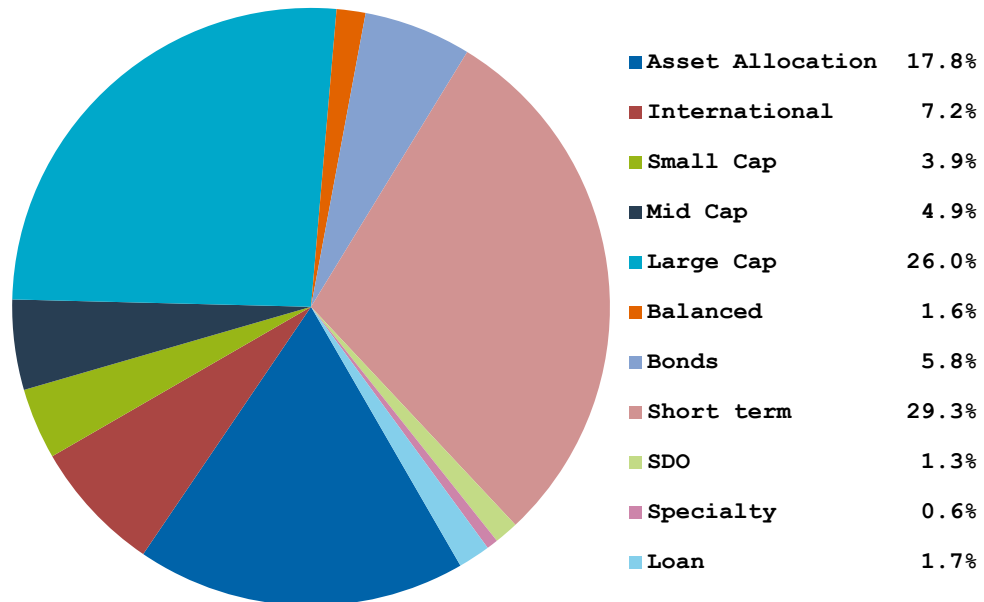
Age Group	Peer Group		Peer Group	
	Sacramento 457, CA	Sacramento 457, CA	Sacramento 457, CA	Sacramento 457, CA
	Account Balance		Annualized Deferrals	
18-25	\$7,033	\$4,569	\$2,215	\$2,629
26-35	\$7,948	\$10,541	\$3,970	\$3,721
36-45	\$46,426	\$34,014	\$5,625	\$4,820
46-55	\$102,403	\$71,314	\$6,686	\$6,443
56-65	\$121,339	\$103,124	\$6,816	\$8,092
66-99	\$117,414	\$116,406	\$6,875	\$10,046

# PEER COMPARISONS

Sacramento 457, CA Asset Allocation as of 12/31/18

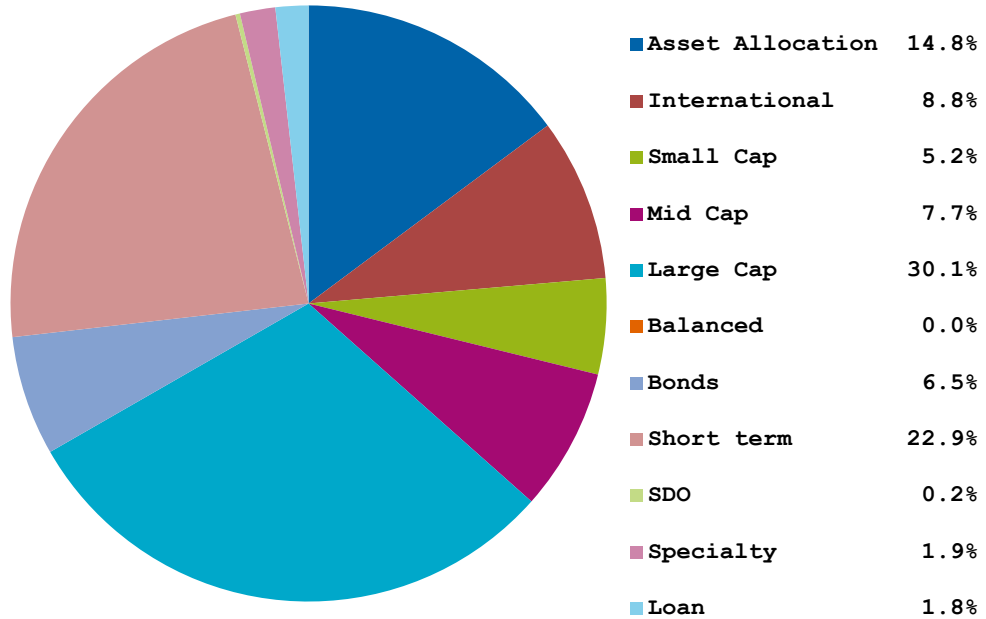


Peer Group Asset Allocation as of 12/31/18

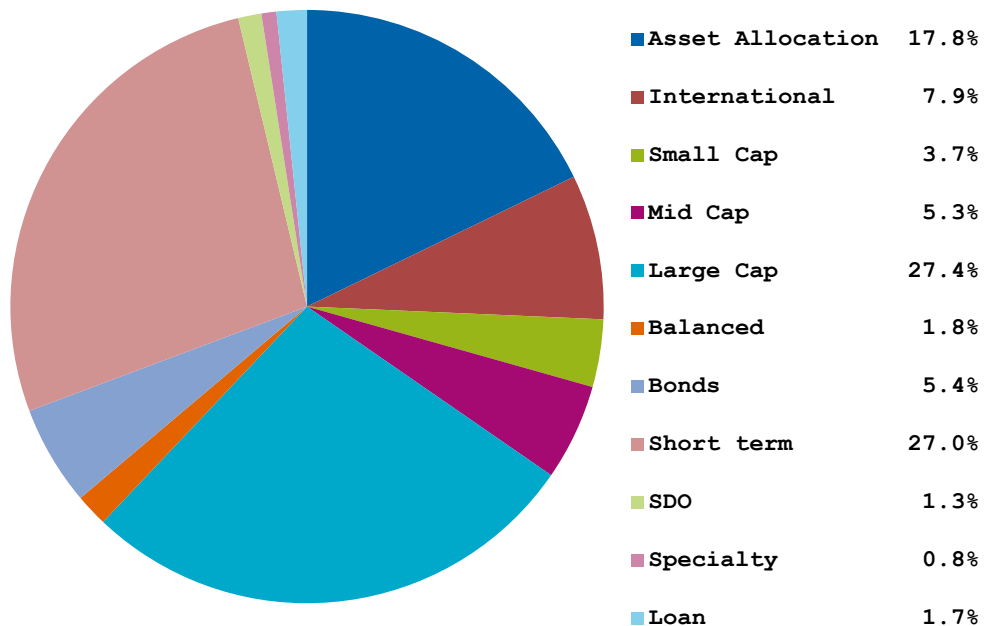


# PEER COMPARISONS

Sacramento 457, CA Asset Allocation as of 12/31/17

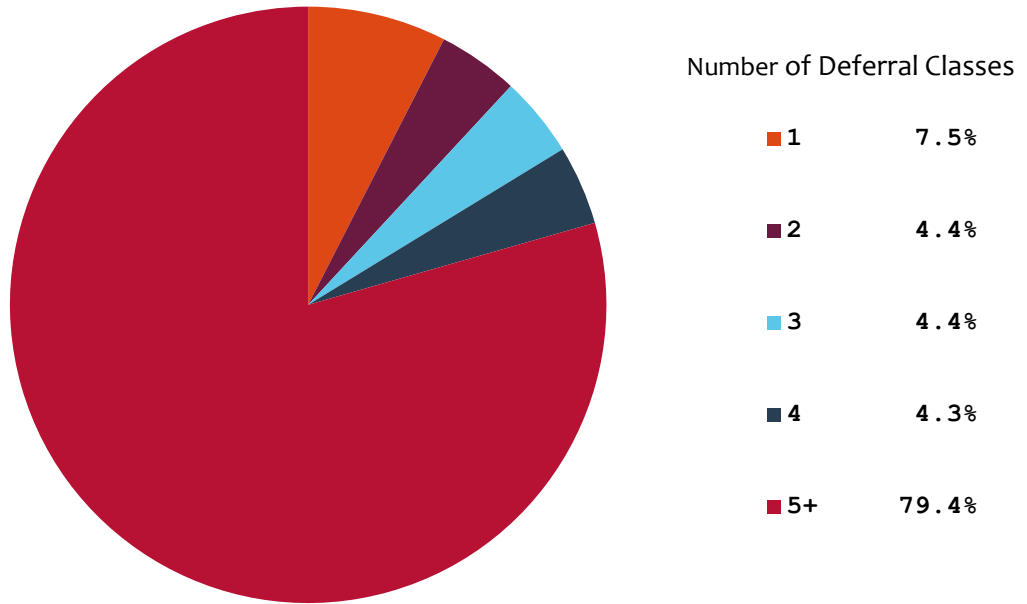


Peer Group Asset Allocation as of 12/31/17

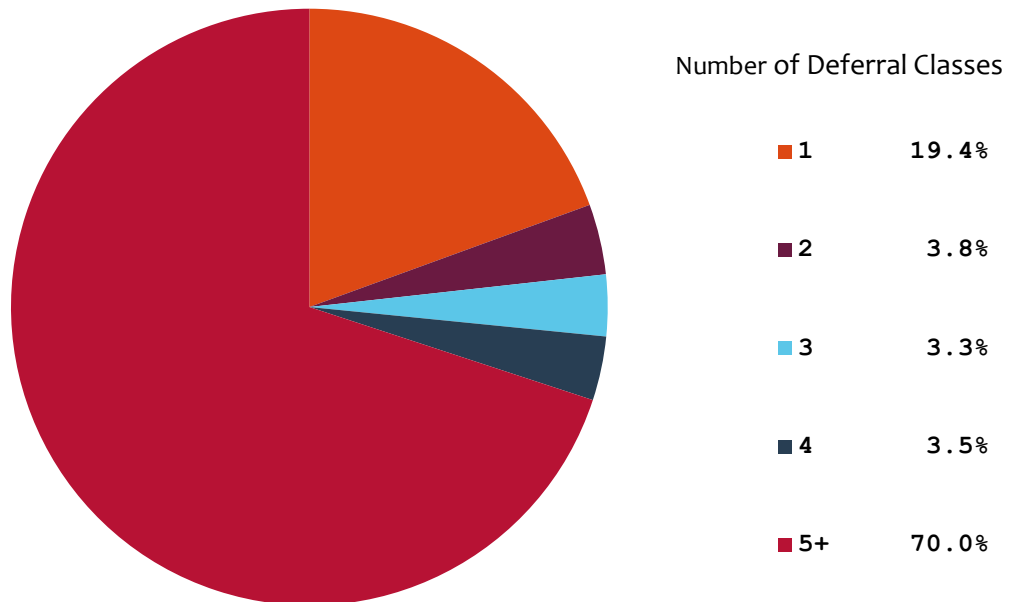


# PEER COMPARISONS

*Deferral allocation summary: percentage of participants by number of deferral investment classes*  
Sacramento 457, CA 2018



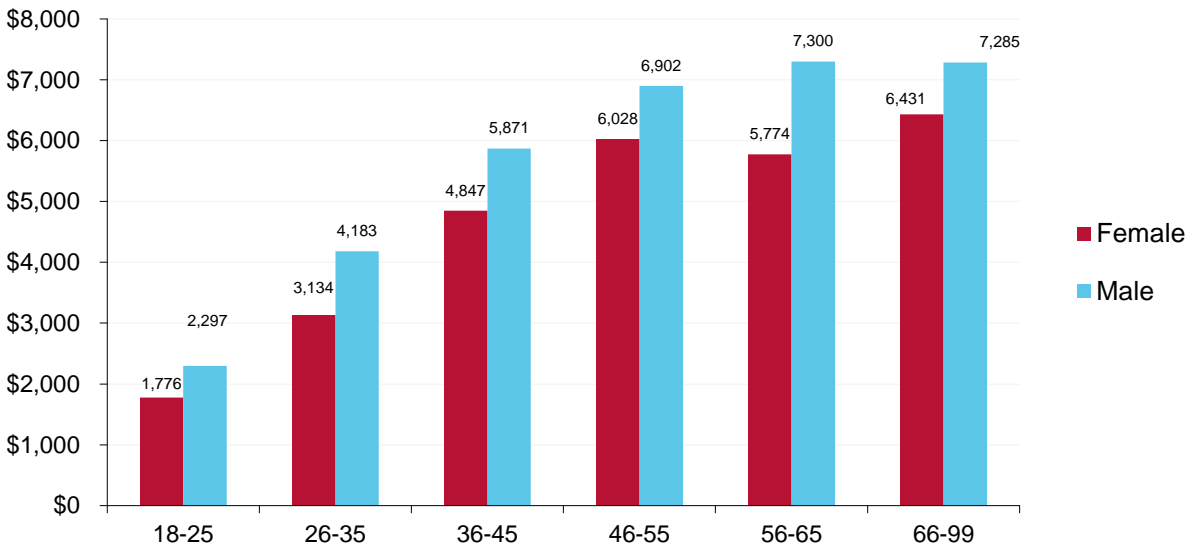
Peer Group 2018



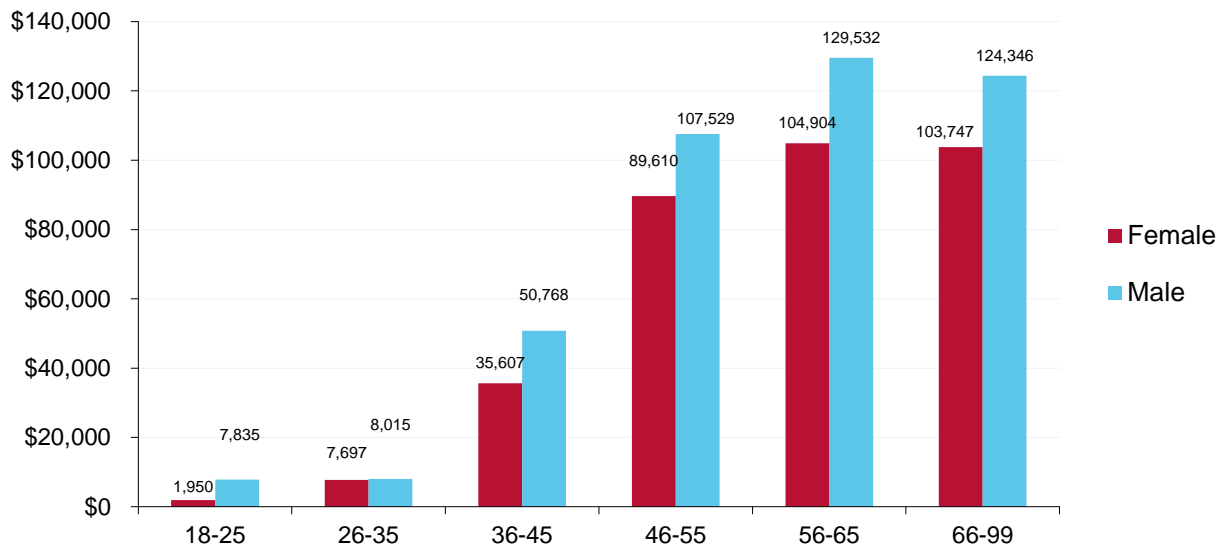


# PARTICIPANT DEMOGRAPHICS

## Male/Female Average Deferrals by Age

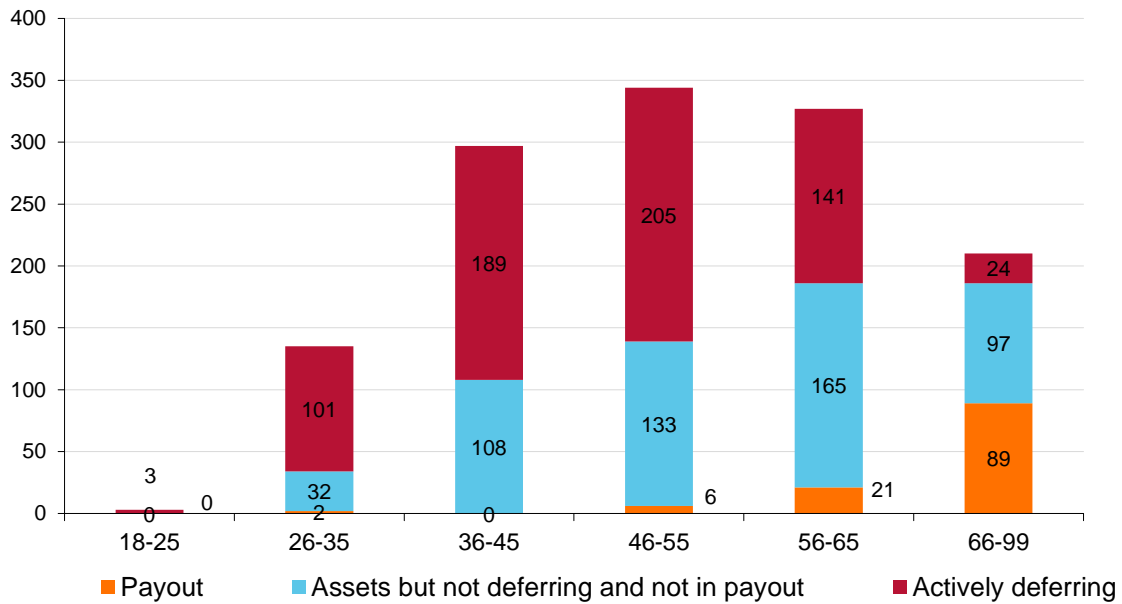


## Male/Female Average Account Balance by Age as of 12/31/18

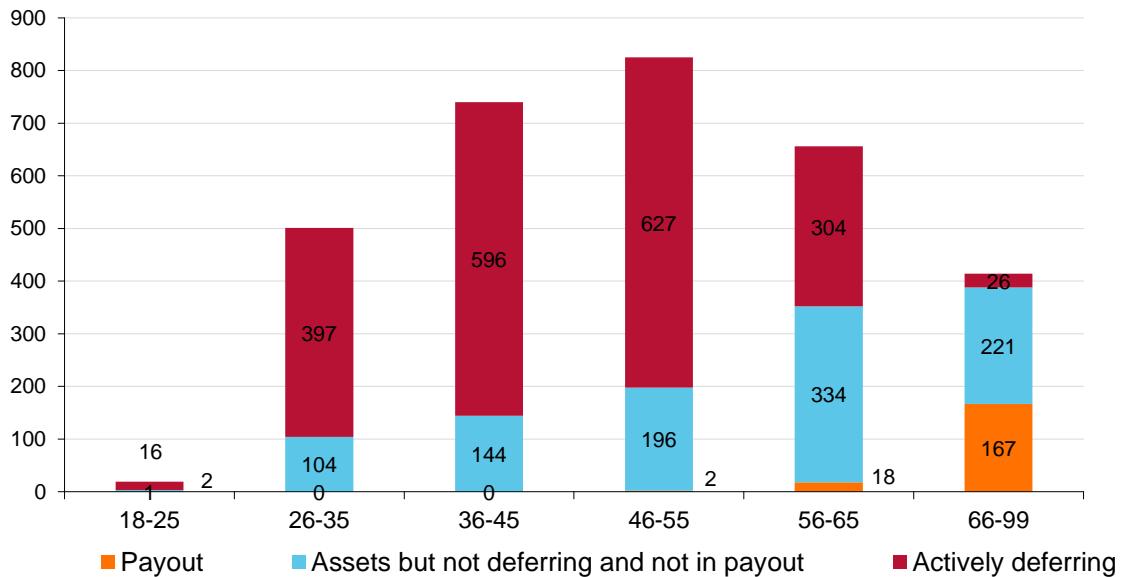


# PARTICIPANT DEMOGRAPHICS

## Female Participant Count by Age and Status as of 12/31/18



## Male Participant Count by Age and Status as of 12/31/18



# PLAN ASSETS

as of 12/31/18

Fund	Asset Value	% of Assets	Count / % of Participants	
<b>Asset Allocation</b>				
American Century Investments One Choice 2020 Portfolio - Class R6	7,497,604.15	2.1%	112	2.5%
American Century Investments One Choice 2025 Portfolio - Class R6	7,775,864.03	2.1%	151	3.4%
American Century Investments One Choice 2030 Portfolio - Class R6	10,660,446.59	2.9%	210	4.7%
American Century Investments One Choice 2035 Portfolio - Class R6	6,535,189.40	1.8%	194	4.3%
American Century Investments One Choice 2040 Portfolio - Class R6	6,197,353.28	1.7%	238	5.3%
American Century Investments One Choice 2045 Portfolio - Class R6	1,278,655.40	0.3%	190	4.2%
American Century Investments One Choice 2050 Portfolio - Class R6	806,679.99	0.2%	169	3.8%
American Century Investments One Choice 2055 Portfolio - Class R6	429,833.79	0.1%	114	2.5%
American Century Investments One Choice 2060 Portfolio - Class R6	331,027.02	0.1%	52	1.2%
American Century Investments One Choice In Retirement Portfolio - Class R6	9,132,060.81	2.5%	193	4.3%
BlackRock Global Allocation Fund - Institutional Class	173,640.16	0.0%	23	0.5%
<b>Sub-Total Asset Allocation</b>	<b>50,818,354.62</b>	<b>13.9%</b>		
<b>Bonds</b>				
Columbia High Yield Bond Fund Class R5	6,459,387.49	1.8%	1,500	33.5%
Goldman Sachs Global Income Fund - Institutional Class	315,319.29	0.1%	26	0.6%
PGIM Total Return Bond Fund - Class Z	16,858,779.67	4.6%	1,637	36.6%
PIMCO Income Fund: Institutional Class	4,561,617.25	1.2%	642	14.4%
<b>Sub-Total Bonds</b>	<b>28,195,103.70</b>	<b>7.7%</b>		
<b>International</b>				
iShares MSCI EAFE International Index Fund - Institutional Shares	10,613,278.54	2.9%	1,648	36.9%
Nationwide Baird International Equities Fund - R6 Class	1,495,743.69	0.4%	238	5.3%
Oppenheimer Developing Markets I	7,446,672.35	2.0%	1,457	32.6%
Oppenheimer International Growth I	13,747,055.41	3.8%	1,639	36.7%
<b>Sub-Total International</b>	<b>33,302,749.99</b>	<b>9.1%</b>		
<b>Large Cap</b>				
Fidelity Contrafund K6	41,457,107.51	11.3%	2,158	48.3%
Goldman Sachs Large Cap Growth Insights Fund - Institutional Class	14,493,968.15	4.0%	1,782	39.9%
MFS Value Fund - Class R6	19,119,627.80	5.2%	1,891	42.3%

**Please consider the funds' investment objectives, risks, and charges and expenses carefully before investing. The prospectus contains this and other important information about the investment company. Read the prospectus carefully before investing. Prospectuses may be obtained from your plan's website or by calling your plan's toll-free customer service phone number.**

The use of diversification and asset allocation as part of an overall investment strategy does not assure a profit or protect against loss in a declining market.

Asset allocation funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of the asset allocation fund itself, you are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.

# PLAN ASSETS

as of 12/31/18

<b>Fund</b>	<b>Asset Value</b>	<b>% of Assets</b>	<b>Count / % of Participants</b>	
Vanguard 500 Index Fund - Admiral Shares	28,964,734.81	7.9%	2,062	46.1%
<b><u>Sub-Total Large Cap</u></b>	<b>104,035,438.27</b>	<b>28.5%</b>		
<b>Loan</b>				
Loan Outstanding Principal Balance	6,404,644.80	1.8%	593	13.3%
<b><u>Sub-Total Loan</u></b>	<b>6,404,644.80</b>	<b>1.8%</b>		
<b>Mid Cap</b>				
American Century Mid Cap Value Fund - Class R6	8,885,635.82	2.4%	1,655	37.0%
MFS Mid Cap Growth Fund - Class R6	13,465,796.02	3.7%	483	10.8%
Vanguard Mid-Cap Index Fund - Admiral Shares	6,467,053.86	1.8%	1,534	34.3%
<b><u>Sub-Total Mid Cap</u></b>	<b>28,818,485.70</b>	<b>7.9%</b>		
<b>SDO</b>				
Schwab Personal Choice Retirement Account	1,168,291.51	0.3%	22	0.5%
<b><u>Sub-Total SDO</u></b>	<b>1,168,291.51</b>	<b>0.3%</b>		
<b>Short Term Investments</b>				
Nationwide Fixed Fund	87,404,133.05	23.9%	2,505	56.0%
<b><u>Sub-Total Short Term Investments</u></b>	<b>87,404,133.05</b>	<b>23.9%</b>		
<b>Small Cap</b>				
JPMorgan Small Cap Equity R5	12,916,690.62	3.5%	1,849	41.4%
Oppenheimer Discovery Fund - Class I	4,791,288.87	1.3%	1,372	30.7%
Vanguard(R) Small-Cap Value Index Fund - Institutional Shares	2,032,506.57	0.6%	151	3.4%
<b><u>Sub-Total Small Cap</u></b>	<b>19,740,486.06</b>	<b>5.4%</b>		
<b>Specialty</b>				
TIAA-CREF Real Estate Securities Fund - Institutional Class	5,717,428.38	1.6%	1,635	36.6%
<b><u>Sub-Total Specialty</u></b>	<b>5,717,428.38</b>	<b>1.6%</b>		

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The use of diversification and asset allocation as part of an overall investment strategy does not assure a profit or protect against loss in a declining market.

Asset allocation funds are designed to provide diversification and asset allocation across several types of investments and asset classes, primarily by investing in underlying funds. Therefore, in addition to the expenses of the asset allocation fund itself, you are indirectly paying a proportionate share of the applicable fees and expenses of the underlying funds.

# PLAN ASSETS

as of 12/31/18

**Fund**

**Asset Value      % of Assets      Count / % of Participants**

---

**Total**

**365,605,116.08**

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