## PERA SmartSave

Deferred Compensation Plan

## Public Employees Retirement Association of New Mexico

4Q2019
Plan Service Review


## Pa rtic ipation Rate Summary

October7, 2019-December31, 2019


## Partic ipant Balance Summary

October7, 2019-December31, 2019 includesDeemed Loan


## Participantswith a Balance in a Single Investment

AsofDecember31, 2019


## Balance by Investment

AsofDecember31, 2019

| Investment | Investment Balance | Number of Participants | Average Balance | Average Age | Percentage of Plan Assets |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Vanguard Instl 500 Index Fund | \$96,450,028.93 | 3,680 | \$26,209.25 | 55.48 | 14.60\% |
| Vanguard Inflation Protected | \$5,180,365.38 | 663 | \$7,813.52 | 52.95 | 0.78\% |
| EuroPacific Growth Fund | \$10,012,926.48 | 1,141 | \$8,775.57 | 53.14 | 1.52\% |
| Invesco Global Real Estate Fun | \$2,195,397.82 | 409 | \$5,367.72 | 49.57 | 0.33\% |
| Principal MidCap Fund Institut | \$16,351,758.19 | 1,346 | \$12,148.41 | 52.64 | 2.48\% |
| Dodge \& Cox Stock Fund | \$32,967,870.54 | 2,171 | \$15,185.57 | 53.70 | 4.99\% |
| Principal Diversified Real Ass | \$417,359.98 | 120 | \$3,478.00 | 51.52 | 0.06\% |
| Templeton Global Bond Fund | \$2,561,078.07 | 376 | \$6,811.38 | 50.79 | 0.39\% |
| T. Rowe Price MidCap Equity Gr | \$34,590,682.26 | 2,314 | \$14,948.44 | 53.45 | 5.24\% |
| Oakmark Equity and Income Fund | \$20,312,307.17 | 1,730 | \$11,741.22 | 56.01 | 3.07\% |
| Vanguard Total Bond Market Ind | \$22,243,365.49 | 1,803 | \$12,336.86 | 53.22 | 3.37\% |
| Aberdeen Emerging Markets Equi | \$2,126,378.78 | 436 | \$4,877.02 | 49.81 | 0.32\% |
| DFA U.S. Small Cap Portfolio | \$11,792,848.44 | 1,899 | \$6,210.03 | 51.97 | 1.79\% |
| Vanguard Total Intl Stock Inde | \$6,371,536.83 | 779 | \$8,179.12 | 49.30 | 0.96\% |
| New Mexico Conservative Portfo | \$43,106,911.55 | 2,112 | \$20,410.47 | 54.96 | 6.52\% |
| New Mexico LifeCycle 2020 Port | \$4,042,336.62 | 302 | \$13,385.22 | 59.91 | 0.61\% |
| New Mexico LifeCycle 2025 Port | \$55,873,848.22 | 3,137 | \$17,811.24 | 52.71 | 8.46\% |
| New Mexico LifeCycle 2030 Port | \$6,162,429.28 | 743 | \$8,293.98 | 52.57 | 0.93\% |
| New Mexico LifeCycle 2035 Port | \$35,233,536.33 | 3,026 | \$11,643.60 | 46.06 | 5.33\% |
| New Mexico LifeCycle 2040 Port | \$5,319,658.32 | 897 | \$5,930.50 | 43.85 | 0.81\% |
| New Mexico LifeCycle 2045 Port | \$20,293,293.52 | 2,423 | \$8,375.28 | 40.09 | 3.07\% |
| New Mexico LifeCycle 2050 Port | \$3,952,738.50 | 1,155 | \$3,422.28 | 34.57 | 0.60\% |
| New Mexico LifeCycle 2055 Port | \$11,815,371.99 | 2,992 | \$3,948.99 | 30.36 | 1.79\% |
| New Mexico Stable Value Fund | \$132,291,686.70 | 5,928 | \$22,316.41 | 55.99 | 20.02\% |
| Fidelity Low-Priced Stock Fund | \$8,956,780.08 | 942 | \$9,508.26 | 52.46 | 1.36\% |
| Fidelity Contrafund | \$52,315,755.33 | 2,484 | \$21,061.09 | 54.25 | 7.92\% |
| Fidelity Diversified Internati | \$11,783,613.34 | 1,426 | \$8,263.40 | 54.63 | 1.78\% |
| Schwab Personal Choice Retirem | \$5,937,069.22 | 61 | \$97,329.00 | 59.69 | 0.90\% |


| Total Investment Balance: | $\mathbf{\$ 6 6 0 , 6 5 8 , 9 3 3 . 3 6}$ |
| :--- | ---: |
| Total Loan Fund: | $\$ 13,364,050.70$ |
| Total Deemed Loan: | $\mathbf{\$ 2 , 6 2 2 , 4 2 0 . 6 9}$ |
| Total Plan Assets: | $\$ 674,022,984.06$ |

## Partic ipantswith Balance by Number of Investments

## AsofDecember31, 2019

3.41\%
4.72\%
$0.55 \%$
$0.55 \%$
1.00\%
1.00\%
154\%
154\%
$3.31 \%$
$3.31 \%$
2.84\%
2.84\%232

| - 1 | 16548 |
| :--- | ---: |
| 2 | 2310 |
| 3 | 1097 |
| - | 793 |
| 4 | 659 |
| 5 | 770 |
| 6 | 358 |
| 7 | 232 |
| - | 127 |
| - | 337 |
| 9 | 23231 |

## Number of Participants

## Balances by Status

AsofDecember31, 2019 (Deemed loanincuded)


|  | <21 | 21-30 | 31-40 | 41-50 | 51-60 | 61-70 | 71+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Active | \$59,256.81 | \$7,399,230.72 | \$40,713,873.82 | \$92,567,735.83 | \$134,387,824.66 | \$104,372,218.55 | \$6,498,253.85 | \$385,998,394.24 |
| Terminated | \$4,114.72 | \$492,781.10 | \$2,649,830.00 | \$15,646,858.13 | \$72,172,665.11 | \$113,433,274.03 | \$86,247,486.92 | \$290,647,010.01 |
| Total | \$63,371.53 | \$7,892,011.82 | \$43,363,703.82 | \$108,214,593.96 | \$206,560,489.77 | \$217,805,492.58 | \$92,745,740.77 | \$676,645,404.25 |

## Digital Engagement



## Partic ipant Engagement - Q419

31\% of Plan participants have engaged (calls, mobile, web) since October 2019 26\% of Plan participants have digitally engaged since October 2019


## Digital Engagement - Q419

## myOrangeMoney Loans

## 219 participants used loan guidance

108 (49\%) participants used loan guidance and did not take a loan

111 (51\%) participants used loan guidance and went on to take a loan

1 participants skipped loan guidance

1 (100\%) participants skipped loan guidance and did not take a loan

On the road to retirement, taking out a loan can cause a few bumps along the way.


## Digital Engagement- Q419

## myOrangeMoney Engagement

$9 \%$ of participants took action after using myOrangeMoney

- 2 participants are saving an average of $\$ 218$ more per pay period:
- 1 participant changed allocations
- 1 participant rolled money into the Plan

| Activity | \# of Participants |
| :--- | :---: |
| Logged in with access to <br> myOrangeMoney | 6,391 |
| Viewed myOrangeMoney | $108(2 \%)$ |
| Engaged with myOrangeMoney | $22(20 \%)$ |
| Took action using myOrangeMoney | $2(9 \%)$ |



## Outreach Meeting Activity



|  | $\mathbf{4 Q 1 8}$ | $\mathbf{1 Q 1 9}$ | $\mathbf{2 Q 1 9}$ | $\mathbf{4 Q 1 9}$ |
| :--- | :---: | :---: | :---: | :---: |
| Total Group Meetings | 190 | 228 | 229 | 144 |
| Total Attendance at Group Meetings | 2,351 | 1,634 | 2,918 | 2,465 |
| Total Individual Meetings | 465 | 481 | 475 | 678 |

# Outreach Meeting Activity 

| Week Ending | Entity/Agency | Department | Location | Rep | Group Attendees | One/One |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10/04/2019 | San Juan County | Benefits Fair | Farmington | Day | 183 | 0 |
| 10/04/2019 | City of Farmington | Fire Stations | Farmington | Day | 8 | 0 |
| 10/04/2019 | City of Farmington | Fire Stations | Farmington | Day | 0 | 6 |
| 10/04/2019 | San Juan County | Adminstration | Aztec | Day | 4 | 0 |
| 10/04/2019 | San Juan County | Adminstration | Aztec | Day | 0 | 5 |
| 10/04/2019 | City of Portales | Joint PERA | Portales | Lium | 23 | 4 |
| 10/04/2019 | City of Clovis | Joint PERA | Clovis | Lium | 27 | 3 |
| 10/04/2019 | Department of Public Safety | State Police | Clovis | Lium | 6 | 2 |
| 10/04/2019 | Curry County | Administration | Clovis | Lium | 2 | 0 |
| 10/04/2019 | Taxation and Revenue Department | Motor Vehicle Division | Clovis | Lium | 2 | 0 |
| 10/04/2019 | DeBaca County | Administration | Ft. Sumner | Lium | 2 | 1 |
| 10/04/2019 | Village of Ft. Sumner | Village Hall | Ft. Sumner | Lium | 3 | 1 |
| 10/04/2019 | City of Albuquerque |  | Albuquerque | Lium | 2 | 0 |
| 10/04/2019 | Bernalillo County |  | Albuquerque | Lium | 0 | 1 |
| 10/11/2019 | Santa Fe County | NEO | Santa Fe | Day | 7 | 0 |
| 10/11/2019 | City of Santa Fe | NEO | Santa Fe | Day | 11 | 0 |
| 10/11/2019 | NM Dept of Health | NEO | Santa Fe | Day | 6 | 0 |
| 10/11/2019 | City of Albuquerque | Benefits fair | Albuquerque | Lium | 4 | 0 |
| 10/11/2019 | Department of Health | New Employee Orientation | Albuquerque | Lium | 6 | 0 |
| 10/11/2019 | Central NM College | Benefits fair | Albuquerque | Lium | 34 | 5 |
| 10/11/2019 | City of Albuquerque | Retirement Seminar | Albuquerque | Lium | 33 | 3 |
| 10/11/2019 | Albuquerque Public Schools | Benefits fair | Albuquerque | Lium | 100 | 5 |
| 10/11/2019 | City of Albuquerque | Fire Station 13 | Albuquerque | Lium | 8 | 1 |
| 10/18/2019 | NM Dept of Transportation | Maintence Yard | Taos County | Day | 5 | 0 |
| 10/18/2019 | NM Dept of Transportation | Maintence Yard | Taos County | Day | 0 | 3 |
| 10/18/2019 | Town of Taos | Staff | Taos | Day | 9 | 0 |
| 10/18/2019 | Town of Taos | Staff | Taos | Day | 0 | 4 |
| 10/18/2019 | Taos County | Staff | Taos | Day | 11 | 0 |
| 10/18/2019 | Taos County | Staff | Taos | Day | 0 | 2 |
| 10/18/2019 | Office of African American Affairs |  | Albuquerque | Lium | 5 | 0 |
| 10/18/2019 | Bernalillo County | New Employee Orientation | Albuquerque | Lium | 28 | 6 |
| 10/18/2019 | City of Albuquerque | Fire Station 13 | Albuquerque | Lium | 4 | 2 |
| 10/18/2019 | Village of Los Lunas | Joint PERA AM | Albuquerque | Lium | 11 | 4 |

## Outreach Meeting Activity cont.

| 10/18/2019 | Village of Los Lunas | Joint PERA PM | Albuquerque | Lium | 8 | 2 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10/18/2019 | City of Albuquerque |  | Albuquerque | Lium | 3 | 7 |
| 10/18/2019 | Bernalillo County | Benefits fair | Albuquerque | Lium | 4 | 1 |
| 10/18/2019 | Dona Ana, County of | Admin | Las Cruces | Miller | 20 | 20 |
| 10/18/2019 | Health, NM Dept of | Regional Office | Las Cruces | Miller | 15 | 18 |
| 10/25/2019 | Santa Fe County | NEO | Santa Fe | Day | 8 | 0 |
| 10/25/2019 | City of Santa Fe | NEO | Santa Fe | Day | 10 | 0 |
| 10/25/2019 | City of Farmington | Staff | Farmington | Day | 5 | 0 |
| 10/25/2019 | City of Farmington | Staff | Farmington | Day | 8 | 0 |
| 10/25/2019 | City of Farmington | Staff | Farmington | Day | 12 | 0 |
| 10/25/2019 | City of Farmington | Staff | Farmington | Day | 0 | 3 |
| 10/25/2019 | NM Human Services Dept | Staff | Farmington | Day | 7 | 0 |
| 10/25/2019 | NM Human Services Dept | Staff | Farmington | Day | 0 | 2 |
| 10/25/2019 | NM Dept of Health - BHI | Staff | Las Vegas | Day | 0 | 4 |
| 10/25/2019 | NM Dept of Health - BHI | NEO | Las Vegas | Day | 13 | 0 |
| 10/25/2019 | City of Albuquerque | National Save for Ret Week | Albuquerque | Lium | 5 | 2 |
| 10/25/2019 | City of Albuquerque | National Save for Ret Week | Albuquerque | Lium | 6 | 2 |
| 10/25/2019 | Bernalillo County |  | Albuquerque | Lium | 0 | 3 |
| 10/25/2019 | Department of Transportation | Milan | Milan | Lium | 2 | 0 |
| 10/25/2019 | McKinley County | Human Resources | Gallup | Lium | 3 | 1 |
| 10/25/2019 | City of Albuquerque | Benefits fair | Albuquerque | Lium | 700 | 14 |
| 10/25/2019 | Las Cruces-City of | Admin | Las Cruces | Miller | 32 | 15 |
| 11/01/2019 | NM Dept of Transportation | Staff | Santa Fe | Day | 9 | 0 |
| 11/01/2019 | NM Dept of Transportation | Staff | Santa Fe | Day | 14 | 0 |
| 11/01/2019 | NM Dept of Transportation | Maintence Yard | Wagon Mound | Day | 4 | 0 |
| 11/01/2019 | NM Dept of Transportation | Maintence Yard | Wagon Mound | Day | 0 | 1 |
| 11/01/2019 | Colfax Miner's Medical Center | Hospital | Raton | Day | 0 | 9 |
| 11/01/2019 | Colfax Miner's Medical Center | Long Term Care | Raton | Day | 0 | 3 |
| 11/01/2019 | Rio Arriba County | Staff | Espanola | Day | 0 | 2 |
| 11/01/2019 | Rio Arriba County | Staff | Espanola | Day | 12 | 0 |
| 11/01/2019 | Administrative Office of the Courts | Metro Court Conference | Albuquerque | Lium | 52 | 0 |
| 11/01/2019 | Administrative Office of the Courts | Metro Court Conference | Albuquerque | Lium | 23 | 0 |
| 11/01/2019 | City of Albuquerque |  | Albuquerque | Lium | 0 | 2 |
| 11/01/2019 | Bernalillo County |  | Albuquerque | Lium | 0 | 2 |

## Outreach Meeting Activity cont.

| 11/01/2019 | Town of Moriarty | Town Hall | Albuquerque | Lium | 6 | 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/01/2019 | Torrance County | Human Resources | Estancia | Lium | 3 | 1 |
| 11/01/2019 | Town of Estancia | Town Hall | Estancia | Lium | 3 | 0 |
| 11/01/2019 | Estancia Solid Waste Authority |  | Estancia | Lium | 3 | 1 |
| 11/01/2019 | City of Albuquerque | Pollution Control | Albuquerque | Lium | 5 | 1 |
| 11/01/2019 | City of Albuquerque | Fire Station 6 | Albuquerque | Lium | 2 | 0 |
| 11/01/2019 | Las Cruces-City of | Fire | Las Cruces | Miller | 12 | 6 |
| 11/01/2019 | Las Cruces-City of | Police | Las Cruces | Miller | 10 | 5 |
| 11/01/2019 | Las Cruces-City of | Police Substation | Las Cruces | Miller | 5 | 5 |
| 11/01/2019 | Corrections-NM Dept of | Southern Facility | Las Cruces | Miller | 0 | 30 |
| 11/01/2019 | Las Cruces-City of | Utilities | Las Cruces | Miller | 8 | 8 |
| 11/01/2019 | Dona Ana, County of | Detention | Las Cruces | Miller | 0 | 23 |
| 11/01/2019 | District Attorney-Admin Office | 3rd Judicial District | Las Cruces | Miller | 17 | 12 |
| 11/01/2019 | Alamogordo, City of | Administration | Alamogordo | Miller | 6 | 9 |
| 11/08/2019 | Santa Fe County | NEO | Santa Fe | Day | 6 | 0 |
| 11/08/2019 | City of Santa Fe | NEO | Santa Fe | Day | 4 | 0 |
| 11/08/2019 | NM State Auditor's Office | Staff | Santa Fe | Day | 21 | 0 |
| 11/08/2019 | City of Santa Fe | Staff | Santa Fe | Day | 0 | 3 |
| 11/08/2019 | NM Dept of Health - BHI | NEO | Las Vegas | Day | 16 | 0 |
| 11/08/2019 | Bernalillo County |  | Albuquerque | Lium | 3 | 1 |
| 11/08/2019 | City of Albuquerque |  | Albuquerque | Lium | 0 | 3 |
| 11/08/2019 | Department of Game and Fish |  | Albuquerque | Lium | 0 | 1 |
| 11/08/2019 | Taxation and Revenue Department | New Employee Orientation | Albuquerque | Lium | 4 | 0 |
| 11/08/2019 | Department of Health | Public Health | Albuquerque | Lium | 2 | 0 |
| 11/08/2019 | Transportation, NM Dept of | DOT-District 1 LC Patrol | Las Cruces | Miller | 16 | 14 |
| 11/08/2019 | Transportation, NM Dept of | DOT-District 1 Office | Deming | Miller | 14 | 7 |
| 11/08/2019 | Engineer, Office of the State | Administration | Deming | Miller | 7 | 2 |
| 11/08/2019 | Las Cruces-City of | Benefits Fair | Las Cruces | Miller | 200 | 15 |
| 11/08/2019 | Luna, County of | Administration | Deming | Miller | 5 | 5 |
| 11/15/2019 | NM Dept of Health | NEO | Santa Fe | Day | 11 | 0 |
| 11/15/2019 | NM State Police | Staff | Las Vegas | Day | 8 | 0 |
| 11/15/2019 | McKinley County | Roads | Gallup | Lium | 11 | 3 |
| 11/15/2019 | Department of Health | New Employee Orientation | Albuquerque | Lium | 6 | 1 |
| 11/15/2019 | Office of African American Affairs | New Employee Orientation | Albuquerque | Lium | 2 | 0 |

## Outreach Meeting Activity cont.

| 11/15/2019 | McKinley County | Sheriff | Gallup | Lium | 0 | 3 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/15/2019 | McKinley County | Adult Detention | Gallup | Lium | 0 | 4 |
| 11/15/2019 | McKinley County | Administration | Gallup | Lium | 5 | 7 |
| 11/15/2019 | PERA | Retirement Seminar | Albuquerque | Lium | 3 | 2 |
| 11/15/2019 | Workforce Solutions |  | Albuquerque | Lium | 3 | 13 |
| 11/15/2019 | Elephant Butte Irrigation District | Administration | Las Cruces | Miller | 3 | 3 |
| 11/15/2019 | Engineer, Office of the State | Administration | Las Cruces | Miller | 10 | 8 |
| 11/15/2019 | Court-3rd Judicial District | Administration | Las Cruces | Miller | 4 | 4 |
| 11/15/2019 | Blind \& Visually Impaired, School of | Administration | Alamogordo | Miller | 4 | 4 |
| 11/15/2019 | Public Safety, Dept of | State Police Office | Alamogordo | Miller | 0 | 5 |
| 11/22/2019 | Santa Fe County | NEO | Santa Fe | Day | 6 | 0 |
| 11/22/2019 | City of Santa Fe | NEO | Santa Fe | Day | 13 | 0 |
| 11/22/2019 | 8th Judicial Court | Staff | Taos | Day | 15 | 0 |
| 11/22/2019 | 8th Judicial Court | Staff | Taos | Day | 0 | 5 |
| 11/22/2019 | City of Espanola | Staff | Espanola | Day | 0 | 2 |
| 11/22/2019 | City of Albuquerque | Fire Station 12 | Albuquerque | Lium | 3 | 0 |
| 11/22/2019 | Department of Transportation |  | Milan | Lium | 13 | 21 |
| 11/22/2019 | Bernalillo County | Pre-retirement Seminar | Albuquerque | Lium | 23 | 6 |
| 11/22/2019 | Bernalillo County | New Employee Orientation | Albuquerque | Lium | 26 | 0 |
| 11/22/2019 | Children Youth and Families Dept | Lamberton | Albuquerque | Lium | 4 | 1 |
| 11/22/2019 | Taxation and Revenue Department | Motor Vehicle Division | Albuquerque | Lium | 0 | 2 |
| 11/22/2019 | City of Albuquerque |  | Albuquerque | Lium | 3 | 2 |
| 11/22/2019 | Children, Youth \& Families | Juvenile Probation | Las Cruces | Miller | 4 | 4 |
| 11/22/2019 | Human Services Dept | Child Enforcement | Las Cruces | Miller | 3 | 3 |
| 11/22/2019 | Eddy, County of | Assessors | Artesia | Miller | 2 | 2 |
| 11/22/2019 | Eddy, County of | Treasurers | Artesia | Miller | 3 | 3 |
| 11/22/2019 | Eddy, County of | Roads | Artesia | Miller | 12 | 7 |
| 11/22/2019 | Eddy, County of | Roads | Carlsbad | Miller | 15 | 9 |
| 11/22/2019 | Eddy, County of | Clerks | Carlsbad | Miller | 3 | 3 |
| 11/22/2019 | Eddy, County of | DWI | Carlsbad | Miller | 2 | 2 |
| 11/22/2019 | Eddy, County of | Fire Service | Carlsbad | Miller | 6 | 5 |
| 11/22/2019 | Eddy, County of | Sheriff | Carlsbad | Miller | 3 | 3 |
| 11/22/2019 | Eddy, County of | Administration | Carlsbad | Miller | 7 | 7 |
| 11/22/2019 | Eddy, County of | Detention | Carlsbad | Miller | 0 | 8 |

## Outreach Meeting Activity cont.

| 11/22/2019 | Public Safety, Dept of | Office | Las Cruces | Miller | 0 | 7 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11/29/2019 | Las Cruces-City of | Utilities | Las Cruces | Miller | 2 | 2 |
| 11/29/2019 | Las Cruces-City of | Police | Las Cruces | Miller | 2 | 2 |
| 12/06/2019 | Santa Fe County | NEO | Santa Fe | Day | 10 | 0 |
| 12/06/2019 | NM Dept of Public Safety | Retirees | Santa Fe | Day | 26 | 0 |
| 12/06/2019 | City of Farmington | Fire Stations | Farmington | Day | 0 | 8 |
| 12/06/2019 | City of Farmington | Police Dept | Farmington | Day | 0 | 5 |
| 12/06/2019 | San Juan County | Staff | Aztec | Day | 7 | 0 |
| 12/06/2019 | San Juan County | Staff | Aztec | Day | 0 | 5 |
| 12/06/2019 | NM Dept of Health | Staff | Farmington | Day | 14 | 0 |
| 12/06/2019 | NM Dept of Health | Staff | Farmington | Day | 0 | 4 |
| 12/06/2019 | City of Albuquerque |  | Albuquerque | Lium | 0 | 8 |
| 12/06/2019 | Torrance County | Benefits fair | Estancia | Lium | 13 | 5 |
| 12/06/2019 | Administrative Office of the Courts | metropolitan Court | Albuquerque | Lium | 0 | 12 |
| 12/06/2019 | Lovington, City of | Police | Lovington | Miller | 3 | 3 |
| 12/06/2019 | Lovington, City of | Administration | Lovington | Miller | 2 | 2 |
| 12/06/2019 | Lovington, City of | Fire | Lovington | Miller | 5 | 4 |
| 12/06/2019 | Hobbs, City of | Utilities | Hobbs | Miller | 9 | 5 |
| 12/06/2019 | Hobbs, City of | Administration | Hobbs | Miller | 0 | 11 |
| 12/06/2019 | Human Services Dept | ISD | Las Cruces | Miller | 3 | 3 |
| 12/06/2019 | Children, Youth \& Families | Juvenile Probation | Deming | Miller | 8 | 2 |
| 12/06/2019 | Human Services Dept | Administration | Deming | Miller | 3 | 3 |
| 12/13/2019 | NM General Services Dept | Staff | Santa Fe | Day | 0 | 3 |
| 12/13/2019 | NM Dept of Health | NEO | Santa Fe | Day | 12 | 0 |
| 12/13/2019 | NM Tax \& Revenue Dept | NEO | Santa Fe | Day | 11 | 0 |
| 12/13/2019 | Bernalillo County |  | Albuquerque | Lium | 0 | 3 |
| 12/13/2019 | Torrance County |  | Estancia | Lium | 2 | 1 |
| 12/13/2019 | Alb Bernalillo County Water Utility | Water Reclamation AM | Albuquerque | Lium | 18 | 2 |
| 12/13/2019 | Alb Bernalillo County Water Utility | Water Reclamation PM | Albuquerque | Lium | 10 | 1 |
| 12/13/2019 | Department of Health | New Employee Orientation | Albuquerque | Lium | 6 | 0 |
| 12/13/2019 | City of Albuquerque |  | Albuquerque | Lium | 0 | 4 |
| 12/13/2019 | City of Gallup | City Hall AM | Gallup | Lium | 20 | 8 |
| 12/13/2019 | City of Gallup | City Hall PM | Gallup | Lium | 17 | 7 |
| 12/13/2019 | Alb Bernalillo County Water Utility | Water Reclamation AM | Albuquerque | Lium | 15 | 2 |

## Outreach Meeting Activity cont.

| 12/13/2019 | Alb Bernalillo County Water Utility | Water Reclamation PM | Albuquerque | Lium | 22 | 4 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 12/13/2019 | Lincoln, County of | Administration | Carrizozo | Miller | 0 | 9 |
| 12/13/2019 | Lincoln, County of | Roads | Capitan | Miller | 2 | 2 |
| 12/20/2019 | Santa Fe County | NEO | Santa Fe | Day | 7 | 0 |
| 12/20/2019 | City of Santa Fe | NEO | Santa Fe | Day | 16 | 0 |
| 12/20/2019 | NM Dept of Transportation | Staff | Santa Fe | Day | 0 | 5 |
| 12/20/2019 | City of Santa Fe | Fire Stations | Santa Fe | Day | 0 | 7 |
| 12/20/2019 | NM Dept of Health BHI | NEO | Las Vegas | Day | 10 | 0 |
| 12/20/2019 | NM Dept of Health BHI | Staff | Las Vegas | Day | 0 | 6 |
| 12/20/2019 | NM Dept of Transportation | Staff | Pecos | Day | 0 | 4 |
| 12/20/2019 | City of Albuquerque | Fire Station 6 | Albuquerque | Lium | 4 | 1 |
| 12/20/2019 | Bernalillo County | Assessor | Albuquerque | Lium | 0 | 1 |
| 12/20/2019 | Environment | office | Las Cruces | Miller | 8 | 2 |
| 12/20/2019 | Workforce Solutions, NM Dept of | Administration | Las Cruces | Miller | 0 | 5 |
| 12/20/2019 | Transportation, NM Dept of | DOT-District 1 Patrol | Anthony | Miller | 11 | 9 |
| 12/20/2019 | Public Safety, Dept of | Port of Entry | Anthony | Miller | 3 | 3 |
| 12/20/2019 | Health, NM Dept of | Public | Anthony | Miller | 5 | 5 |
| 12/20/2019 | Health, NM Dept of | Public | Sunland Park | Miller | 4 | 4 |
| 12/20/2019 | Public Defender Dept | Administration | Las Cruces | Miller | 7 | 2 |
| 12/20/2019 | Aging \& Long Term Services | Administration | Las Cruces | Miller | 9 | 2 |
| 12/27/2019 | Santa Fe County | NEO | Santa Fe | Day | 6 | 0 |
| 12/27/2019 | City of Albuquerque |  | Albuquerque | Lium | 0 | 4 |
| 12/27/2019 | Bernalillo County |  | Albuquerque | Lium | 0 | 3 |

## Participant Senvices



## Partic ipant Contact Summary

## October7, 2019-December31, 2019



## Cə\| CenterA A tivity october7,2019-December31,2019



|  | Call <br> Volume | Average Speed <br> of Answer <br> (Seconds) | Average Call <br> Length <br> (Minutes) | Number of <br> Abandoned <br> Calls | Percentage of <br> Abandoned <br> Calls |
| :---: | :---: | :---: | :---: | :---: | :---: |
| October 2019 | 3,513 | 12 | 6.23 | 24 | $.01 \%$ |
| November 2019 | 1,874 | 61 | 6.68 | 64 | $.03 \%$ |
| December 2019 | 1,704 | 33 | 6.67 | 36 | $.02 \%$ |

## Partic ipa nt Web Activity octber:2019:Pecember32,2019



## Paperless Transactions by Channel

AsofDecember31, 2019


## Pa perless Transactions Volume

AsofDecember31, 2019

| Paperless Transaction Description | Transaction Volume |
| :--- | ---: |
| Address Change | 47 |
| Banking Information | 475 |
| Beneficiary Election | 272 |
| Bonus Contribution | 0 |
| Catch-up Contribution | 0 |
| Contribution Rate Change | 1,074 |
| Contribution Rate Escalator | 9 |
| Dividend Election | 0 |
| Document/Package Request | 116 |
| Fund to Fund Transfer | 211 |
| In-service Withdrawal | 232 |
| Investment Election Change | 266 |
| Investment Reallocation | 205 |
| Rebalance Election | 23 |
| Loan Repayment ACH Election | 247 |
| New Loans Issued | 252 |
| Online Loan Payoff via ACH | 75 |
| Termination Distribution | 240 |

Enrollments for the Period: 127

## 



## Transaction Processed Summary

AsofDecember31, 2019

| Transactions | Transaction Volume |
| :--- | ---: |
| Contributions | 91,538 |
| Rebalance Transfers | 177 |
| Loan Repayment | 4,994 |
| Loans Re-amortized | 0 |
| Dividend Pass-Throughs | 0 |
| Dividend Reinvestments | 21,227 |
| Fee Deductions | 382 |
| Installment Distributions via Check | 420 |
| Installment Distributions via ACH | 913 |
| Forced Deminimus Distributions | 0 |
| Required Minimum Distributions | $\mathbf{2 0 7}$ |
| Forced Default Rollover Distributions | 0 |
| Total: | $\mathbf{1 1 9 , 8 5 8}$ |

## Voya Retirement Advisors, ШС Summary

|  | October 2019 | November 2019 | December 2019 |
| :---: | :---: | :---: | :---: |
| Total participants eligible for advice | 22,832 | 22,874 | 22,945 |
| Advisor Service Activity |  |  |  |
| \# Participants with a balance that have used the VRA Services | 426 | 594 | 707 |
| \% Participants with a balance that have used the VRA Services | 1.87\% | 2.60\% | 3.08\% |
| VRA Advisor Calls | 79 | 128 | 161 |
| Online Advice Adopters | 222 | 258 | 303 |
| Professional Management Members | 125 | 208 | 243 |
|  |  |  |  |
| Monthly VRA Investment Advisor Activity |  |  |  |
| Calls | 79 | 49 | 33 |
| Received a Retirement Plan | - | - | - |
| Processed a Transaction | - | - | - |
|  |  |  |  |
| Monthly Online Activity |  |  |  |
| New Adopters | 220 | 40 | 44 |
| Received Forecast | 184 | 37 | 40 |
| Received Advice Online | 82 | 36 | 39 |
|  |  |  |  |
| Professional Management Activity |  |  |  |
| Net Activity | 125 | 83 | 35 |
| Total Members | 125 | 208 | 243 |
| Total Members Assets | \$ 7,220,583 | \$ 12,289,791 | \$ 13,271,692 |
| Average Member Balance | \$ 57,765 | \$ 59,086 | \$ 54,616 |

## Asset Analysis

## Asset Class Summa ry

## AsofDecember31, 2019



## Asset Class Summary

Asof December31, 2019

|  |  | Percentage of <br> Asset Class |
| :--- | ---: | ---: |
| Total Assets |  |  |

## Asset Class Balances by Age Group

AsofDecember31, 2019


## Tra nsfer Activity by Investment

## Asof December31, 2019



## TransferActivity by Investment

## Asof December31, 2019

| Investment Name | Transfers In | Transfers Out | Net |
| :---: | :---: | :---: | :---: |
| Aberdeen Emerging Markets Equity Fun | \$107,820.65 | (\$245,715.05) | -\$137,894.40 |
| DFA U.S. Small Cap Portfolio | \$340,744.35 | (\$565,783.92) | -\$225,039.57 |
| Dodge \& Cox Stock Fund | \$454,723.57 | (\$1,381,794.62) | -\$927,071.05 |
| EuroPacific Growth Fund | \$71,610.55 | (\$348,318.18) | -\$276,707.63 |
| Fidelity Contrafund | \$1,293,950.74 | (\$2,520,228.07) | -\$1,226,277.33 |
| Fidelity Diversified International | \$141,311.86 | (\$324,443.58) | -\$183,131.72 |
| Fidelity Low-Priced Stock Fund | \$191,281.29 | (\$254,388.24) | -\$63,106.95 |
| Invesco Global Real Estate Fund | \$353,377.44 | (\$180,154.59) | \$173,222.85 |
| New Mexico Conservative Portfolio | \$1,718,924.54 | (\$1,314,867.44) | \$404,057.10 |
| New Mexico LifeCycle 2020 Portfolio | \$323,659.72 | (\$291,092.64) | \$32,567.08 |
| New Mexico LifeCycle 2025 Portfolio | \$341,514.47 | (\$948,274.07) | -\$606,759.60 |
| New Mexico LifeCycle 2030 Portfolio | \$460,985.68 | (\$184,086.69) | \$276,898.99 |
| New Mexico LifeCycle 2035 Portfolio | \$214,416.20 | (\$940,411.17) | -\$725,994.97 |
| New Mexico LifeCycle 2040 Portfolio | \$47,825.87 | (\$137,691.37) | -\$89,865.50 |
| New Mexico LifeCycle 2045 Portfolio | \$54,291.65 | (\$693,098.42) | -\$638,806.77 |
| New Mexico LifeCycle 2050 Portfolio | \$46,177.55 | (\$48,872.37) | -\$2,694.82 |
| New Mexico LifeCycle 2055 Portfolio | \$35,730.59 | (\$310,469.61) | -\$274,739.02 |
| New Mexico Stable Value Fund | \$1,881,451.07 | (\$4,173,373.45) | -\$2,291,922.38 |
| Oakmark Equity and Income Fund | \$148,447.35 | (\$736,064.85) | -\$587,617.50 |
| Principal Diversified Real Asset Fun | \$13,086.79 | (\$10,462.53) | \$2,624.26 |
| Principal MidCap Fund Institutional | \$1,397,988.12 | ( $\$ 644,982.33$ ) | \$753,005.79 |
| Schwab Personal Choice Retirement Ac | \$430,484.02 | (\$37,284.49) | \$393,199.53 |
| T. Rowe Price MidCap Equity Growth F | \$371,494.96 | (\$1,578,921.50) | -\$1,207,426.54 |
| Templeton Global Bond Fund | \$34,538.10 | (\$277,891.48) | -\$243,353.38 |
| Vanguard Inflation Protected Sec Fd | \$606,592.54 | (\$253,520.53) | \$353,072.01 |
| Vanguard Instl 500 Index Fund | \$2,986,291.97 | (\$1,300,843.02) | \$1,685,448.95 |
| Vanguard Total Bond Market Index Fun | \$3,659,935.05 | (\$504,067.81) | \$3,155,867.24 |
| Vanguard Total Intl Stock Index Fd | \$2,880,219.14 | (\$404,273.81) | \$2,475,945.33 |
|  | \$20,608,875.83 | (\$20,611,375.83) | (\$2,500.00) |

## Withdrawalsand Distributions by Investment

AsofDecember31, 2019

| Investment Name | Withdrawals | Termination |
| :--- | ---: | ---: |
| Aberdeen Emerging Markets Equity Fun | $\$ 8,326.60$ | $\$ 56,961.64$ |
| DFA U.S. Small Cap Portfolio | $\$ 35,723.42$ | $\$ 181,674.85$ |
| Dodge \& Cox Stock Fund | $\$ 102,459.70$ | $\$ 904,203.52$ |
| EuroPacific Growth Fund | $\$ 36,062.35$ | $\$ 332,329.58$ |
| Fidelity Contrafund | $\$ 146,235.91$ | $\$ 726,226.44$ |
| Fidelity Diversified International | $\$ 34,340.72$ | $\$ 97,468.38$ |
| Fidelity Low-Priced Stock Fund | $\$ 7,672.42$ | $\$ 99,056.69$ |
| Invesco Global Real Estate Fund | $\$ 8,802.15$ | $\$ 13,441.10$ |
| New Mexico Conservative Portfolio | $\$ 109,907.70$ | $\$ 698,715.75$ |
| New Mexico LifeCycle 2020 Portfolio | $\$ 2.02$ | $\$ 76,926.34$ |
| New Mexico LifeCycle 2025 Portfolio | $\$ 86,753.06$ | $\$ 291,633.34$ |
| New Mexico LifeCycle 2030 Portfolio | $\$ 7,695.29$ | $\$ 56,959.15$ |
| New Mexico LifeCycle 2035 Portfolio | $\$ 210,313.51$ | $\$ 223,286.65$ |
| New Mexico LifeCycle 2040 Portfolio | $\$ 2,975.43$ | $\$ 34,086.89$ |
| New Mexico LifeCycle 2045 Portfolio | $\$ 87,269.72$ | $\$ 178,768.57$ |
| New Mexico LifeCycle 2050 Portfolio | $\$ 1,452.32$ | $\$ 33,100.94$ |
| New Mexico LifeCycle 2055 Portfolio | $\$ 122,925.47$ | $\$ 49,167.72$ |
| New Mexico Stable Value Fund | $\$ 342,678.93$ | $\$ 1,737,307.36$ |
| Oakmark Equity and Income Fund | $\$ 20,005.70$ | $\$ 551,129.61$ |
| Principal Diversified Real Asset Fun | $\$ 99.01$ | $\$ 343.26$ |
| Principal MidCap Fund Institutional | $\$ 24,381.08$ | $\$ 450,185.04$ |
| Schwab Personal Choice Retirement Ac | $\$ 0.00$ | $\$ 0.00$ |
| T. Rowe Price MidCap Equity Growth F | $\$ 78,557.64$ | $\$ 736,601.35$ |
| Templeton Global Bond Fund | $\$ 3,021.41$ | $\$ 106,261.67$ |
| Transamerica Life | $\$ 0.00$ | $\$ 0.00$ |
| Vanguard Inflation Protected Sec Fd | $\$ 27,663.54$ | $\$ 41,471.13$ |
| Vanguard Instl 500 Index Fund | $\$ 253,266.96$ | $\$ 1,384,927.00$ |
| Vanguard Total Bond Market Index Fun | $\$ 48,808.37$ | $\$ 575,667.85$ |
| Vanguard Total Intl Stock Index Fd | $\$ 96,093.59$ | $\$ 6,945.43$ |
|  | $\$ 9,704,847.25$ |  |

## Withdrawal and Distribution Breakdown



## Quarterly Fee Reconciliation

| REVENUES | 1Q2019 | 2Q2019 | 3Q2019 | 4Q2019 |
| :---: | :---: | :---: | :---: | :---: |
| PARTICIPANT REVENUES |  |  |  |  |
| Asset / Admin Fee Amount Collected* | \$308,398.78 |  |  |  |
| Asset / Admin Fee Amount Collected ${ }^{* *}$ |  | \$303,811.41 | \$299,059.34 |  |
| Asset / Admin Fee Amount Collected ${ }^{* * *}$ |  |  |  | \$337,585.20 |
|  |  |  |  |  |
| PRODUCT PROVIDER REVENUES |  |  |  |  |
| Total Product Provider Revenues | \$30,815.41 | \$31,936.08 | \$31,462.60 | \$31,000.00 |
|  |  |  |  |  |
| GRAND TOTAL REVENUES | \$30,815.41 | \$335,747.49 | \$330,521.94 | \$368,585.20 |
|  |  |  |  |  |
| PAYMENTS |  |  |  |  |
| Voya Recordkeeping Fee |  |  |  |  |
| Participants |  |  |  |  |
| Per Participant Fee | \$13.00 | \$13.00 | \$13.00 | \$12.701359 |
| Number of Participants collected from | 21946 | 22214 | 22403 | 22091 |
| Total Recordkeeping Fee | \$285,298.00 | \$288,782.00 | \$291,239.00 | \$280,585.71 |
|  |  |  |  |  |
| MEKETA CONSULTING FEE | \$21,250.00 | \$21,250.00 | \$21,250.00 | \$22,500.00 |
|  |  |  |  |  |
| PERA PAYMENT FOR EXPENSES | \$20,500.00 | \$26,600.00 | \$22,035.83 | \$30,000.00 |
|  |  |  |  |  |
| GRAND TOTAL PAYMENT | \$327,048.00 | \$336,632.00 | \$334,524.83 | \$333,085.71 |

[^0]
## Important disclosure

## Not FDIC/NCUA/NCUSIF Insured • Not a Deposit of a Bank/Credit Union• May Lose Value •

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[^0]:    ${ }^{*}$ Nationwide Asset/Admin adjustment began 3rd qu 2018. Admin fee of $\$ 8.50$ per quarter and a basis point fee of $13.5(.135 \%)$ not to exceed $\$ 17.50$ per quarter per participant.
    ${ }^{* *}$ Nationwide Asset/Admin adjustment began lst qtr 2019. Admin fee of $\$ 9.00$ per quarter and a basis point fee of $13.5(.135 \%)$ not to exceed $\$ 17.00$ per quarter per participant.
    **Voya recordkeeping began 4th qtr 2019.

