

## Plan Summary 940020-State of Vermont Defined Contribution Plan

## Plan Summary and Benchmark Trends

## Plan Demographics Summary

|  | $1 / 1 / 2018-$ <br> $3 / 31 / 2018$ |
| :---: | :---: |
| Total Participants* | 597 |
| Active Participants | 325 |
| Terminated Participants | 272 |
| Average Participant Balance | $\$ 111,277$ |
| Average Account Balance for Active Participants | $\$ 132,729$ |
| Median Participant Balance | $\$ 53,743$ |
| Median Participant Balance for Active Participants | $\$ 64,998$ |
| Participants Age 50 and Over | 337 |
| Total Assets for Participants Age 50 and Over | $\$ 53,170,603$ |
| Total Contributions | $\$ 496,996$ |
| Employee Contributions | $\$ 143,801$ |
| Employer Contributions | $\$ 353,195$ |
|  |  |
| Total Distributions |  |
| Percentage of Assets Distributed | $(\$ 863,058)$ |
|  | $1.3 \%$ |
| Total Participant Balances |  |
| *Participant(s) with an account balance greater than $\$ 0$. | $\$ 66,432,193$ |

## Plan Features

| GoalMaker | $3 / 31 / 2018$ |
| :--- | ---: |
| Plan Assets for Participants in GoalMaker | $\$ 1,625,557$ |
| \% of Plan Assets for GoalMaker Participants | $2.4 \%$ |
| \# of Participants in GoalMaker | 9 |
| Participation Rate in GoalMaker | $1.5 \%$ |
| Prudential \% of Participants in GoalMaker - As of $12 / 31 / 2017$ | $50.7 \%$ |
| Stable Value | $3 / 31 / 2018$ |
| Participation Rate in Stable Value | $4.4 \%$ |
| \% of Plan Assets in Stable Value | $0.9 \%$ |
| Prudential \% of Plan Assets in Stable Value - As of $12 / 31 / 2017$ | $24.5 \%$ |

## Participant Activity

| Call Center / Website Statistics | $1 / 1 / 2018-$ <br> $3 / 31 / 2018$ |
| :--- | ---: |
| Total Call Volume | 103 |
| Total Web Logins | 1,769 |

## Transaction Summary

| Transactions | $1 / 1 / 2018-$ <br>  <br>  <br>  |
| :--- | ---: |
| Total Enrollees* | 6 |
| Number of Participants with Transfers | 79 |
| Distributions | 23 |

*Number of participants that were enrolled into the plan within the reporting period. This can include those individuals who self enrolled or auto enrolled, if applicable on the plan. Rehires may not be included if their original enrollment date falls outside the reporting period.

Benchmark Trends - Plan Features

| Plan Features | Your Plan | Prudential Book of Business | $\begin{aligned} & \text { Industry } \\ & \text { Average* } \end{aligned}$ | Plan Sponsor <br> Survey 2017** | $\begin{aligned} & \text { Plan Sponsor } \\ & \text { Survey 2018** } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Auto Enrollment | No | 50.2\% | 29.2\% | 41.7\% | 41.3\% |
| Auto Enrollment Default Rate | NA | 3\% (48.0\% of Plans) | 30.8\% | 40.9\% | 40.7\% |
| Contribution Accelerator | No | 45.9\% | 16.3\% | 35.3\% | 33.6\% |
| GoalMaker® | Yes | 71.5\% | NA | NA | NA |
| Investment Options | 32.0 | 12.9 | 26.5 | 22.6 | 22.8 |
| IncomeFlex® | No | 25.4\% | 14.8\% | 3.6\% | 7.1\% |
| Loans | No | 63.5\% | 65.4\% | 79.3\% | 79.3\% |
| Plan Allows Roth | No | 25.6\% | 58.1\% | 65.2\% | 68.5\% |
| Plan Allows Catch-Up Contributions | No | 48.1\% | NA | NA | NA |

 The information is being presented by us solely in our role as the plan's service provider and/or record keeper.
 registered in many jurisdictions w orldw ide.

Prudential's Book of Business averages are as of 12/31/2017
External Benchmark Source: PLANSPONSOR Defined Contribution Annual Survey
*Annual Survey, 2018 (Industry Specific Results) - Government - All Segments
**2017 Annual Survey, 2017 (Overall)
***2018 Annual Survey, 2018 (Overall)

Benchmark Trends - Participant Behavior

| Plan Features | Your Plan | Prudential Book of Business | $\begin{aligned} & \text { Industry } \\ & \text { Average* } \end{aligned}$ | Plan Sponsor <br> Survey 2017** | Plan Sponsor Survey 2018*** |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Participation Rate | 94.2\% | 70.4\% | 65.9\% | 78.5\% | 79.3\% |
| Average Contribution Rate (\%) | NA | 7.4\% | 6.6\% | 6.6\% | 6.6\% |
| Average Account Balance | \$111,277 | \$67,979 | \$63,814 | \$87,038 | \$97,903 |
| Median Account Balance | \$53,743 | \$68,666 | \$50,342 | \$65,000 | \$75,000 |
| \% of Plan Assets in Stable Value | 0.9\% | 24.5\% | NA | NA | NA |
| \% of Plan Assets in Day One Funds | NA | 1.1\% | NA | NA | NA |
| Average \# of Funds Held | 2.4 | 5.7 | 5.4 | 5.3 | 5.7 |
| \% of 55+ participants utilizing IncomeFlex | NA | 12.0\% | NA | NA | NA |
| \% of participants utilizing GoalMaker | 1.5\% | 50.7\% | NA | NA | NA |
| \% of participants have outstanding active loans | NA | 14.4\% | 13.6\% | 13.7\% | 13.0\% |
| Average Loan Balance | NA | \$7,536 | \$9,617 | \$9,495 | \$10,189 |


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Prudential's Book of Business averages are as of 12/31/2017
External Benchmark Source: PLANSPONSOR Defined Contribution Annual Survey
*Annual Survey, 2018 (Industry Specific Results) - Government - All Segments
**2017 Annual Survey, 2017 (Overall)
***2018 Annual Survey, 2018 (Overall)

## Plan Summary

## Asset Allocation/Net Activity By Age

## January 1, 2018 to March 31, 2018

|  | Less than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Total Participant Balances | \$10,539 | \$1,360,343 | \$4,762,158 | \$14,686,872 | \$29,130,104 | \$16,482,177 | \$66,432,193 |
| \% Assets | 0.0\% | 2.0\% | 7.2\% | 22.1\% | 43.8\% | 24.8\% | 100.0\% |
| Contributions | \$2,426 | \$48,204 | \$85,671 | \$138,581 | \$164,936 | \$57,178 | \$496,996 |
| Total (Contributions + Rollovers In) | \$2,426 | \$48,204 | \$85,671 | \$138,581 | \$164,936 | \$57,178 | \$496,996 |
| Cash Distributions | \$0 | \$0 | $(\$ 21,456)$ | $(\$ 10,019)$ | (\$235) | $(\$ 40,788)$ | $(\$ 72,499)$ |
| Rollovers Out | \$0 | $(\$ 53,144)$ | $(\$ 4,447)$ | $(\$ 81,013)$ | (\$594,779) | $(\$ 57,177)$ | $(\$ 790,560)$ |
| Total (Cash Distributions + Rollovers Out) | \$0 | (\$53,144) | $(\$ 25,904)$ | $(\$ 91,032)$ | $(\$ 595,014)$ | $(\$ 97,965)$ | (\$863,058) |
| Net Activity | \$2,426 | $(\$ 4,940)$ | \$59,768 | \$47,550 | $(\$ 430,078)$ | $(\$ 40,787)$ | (\$366,062) |
| Total Participants | 3 | 72 | 114 | 153 | 177 | 78 | 597 |
| Average Account Balance | \$3,513 | \$18,894 | \$41,773 | \$95,993 | \$164,577 | \$211,310 | \$111,277 |
| Median Account Balance | \$3,535 | \$13,201 | \$29,096 | \$70,293 | \$125,231 | \$153,956 | \$53,743 |
| Prudential Avg. Account Balance as of 12/31/2017 | \$3,047 | \$15,001 | \$42,701 | \$81,849 | \$111,172 | \$116,430 | \$67,979 |

## Retirement Readiness

## Participation Rate

## 1/1/2018-3/31/2018

| Total Eligible To Contribute Population | 1/1/2018-3/31/2018 |
| :---: | :---: |
| Contributing (A) | 325 |
| Enrolled Not Contributing (B) | 306 |
| Eligible Not Enrolled (C) | 19 |
|  |  |
|  |  |
| Participation Rate * |  |
| Prudential Book of Business 12/31/2017 | 1/1/2018-3/31/2018 |
| Plan Sponsor Survey 2018 - National Average | $70.4 \%$ |

* Participation Rate is calculated by $A(A+B+C) \quad$ Contributing Enrolled Not Contributing Eligible Not Enrolled


## Definitions:

Contributing - Count of participants who are active/eligible and a contribution was received to an employee source (w ithin the reporting period).
Enrolled Not Contributing - An individual who is enrolled in the plan, but did not have a contribution to an employee source (within the reporting period).
Eligible Not Enrolled - An individual who meets the requirements to join the plan, but has not enrolled in the plan (as of close of business on the last business day of the period).

Due to rounding, pie chart may not equal 100\%

## Retirement Income Calculator (RIC) Analysis

| 1/1/2018-3/31/2018 |  |
| :---: | :---: |
| Total Retirement Income Calculator Completions | 40 |
| Unique Completions | 29 |
| Contribution Rate Increase | 0 |
| Since Inception for Currently Active Participants as of 3/31/2018 |  |
| Average Balance, RIC Participant | \$272,851 |
| Average Balance, Non-RIC Participant | \$121,052 |
| Average Contribution Rate, RIC Participant | 0.00\% |
| Average Contribution Rate, Non-RIC Participant | 0.00\% |
| Total Count of Participants w ith a RIC Gap | 15 |
| Average RIC Gap | \$4,621 |
| Total Count of Participants w ith a RIC Surplus | 10 |
| Average RIC Surplus | \$2,564 |
| Average Income Replacement, RIC Participant | 0\% |
| Average Income Replacement, Non-RIC Participant | 0\% |

Total Retirement Income Calculator Completions - Number of RIC completions for the given time period. If a single participant completed the RIC multiple times within the given time period, they would be counted multiple times.
Unique Completions: Total number of unique active/eligibles that completed the retirement income calculator during the reporting period
Contribution Rate Increases: Total number of active/eligibles that completed the retirement income calculator and increased their contribution rate.
Average Balance RIC Participant - For participants who have a balance greater than $\$ 0$ that have previously completed the RIC - The total balance of active participants divided by the total count of active participants
Average Balance Non-RIC Participant - For participants who have a balance greater than $\$ 0$ that have NOT previously completed the RIC - The total balance of active participants divided by the total count of active participants
Average Contribution Rate RIC Participant - For participants who have completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average Contribution Rate Non RIC Participant - For participants who have NOT completed the RIC - The total of all contribution rates (\%) for active participants who have completed the RIC divided by the number of active participants that have completed the RIC who have non-zero contribution rates.
Average Income Replacement, RIC Participant - Calculated by summing the income replacement percentages of all active, eligible \& suspended participants who have completed the RIC divided by the total count of all those active, eligible \& suspended participants that have completed the RIC. Individuals not enrolled in the plan are excluded from the calculation.
Average Income Replacement, Non- RIC Participant - Calculated by summing the income replacement percentages of all active, eligible \& suspended participants who have not completed the RIC divided by the total count of all those active, eligible \& suspended participants that have completed the RIC. Individuals not enrolled in the plan are excluded from the calculation.
Participant - An individual who has enrolled in the plan and has a non-zero account balance.
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## Plan Activity

## Contributions by Fund

| INVESTMENT OPTIONS | 1/1/2018-3/31/2018 | \% |
| :---: | :---: | :---: |
| FIDELTY ADVISOR FREEDOM 2050 Z6 | \$67,443 | 13.6\% |
| FIDELTY ADVISOR FREFDOM 2030 Z6 | \$59,033 | 11.9\% |
| FIDELTY ADVISOR FREFDOM 2020 Z6 | \$57,772 | 11.6\% |
| FIDEITY ADVISOR FREEDOM 2035 Z6 | \$41,704 | 8.4\% |
| FIDEITY ADVISOR FREEDOM 2040 Z6 | \$40,908 | 8.2\% |
| FIDELTY 500 INDEX INSTITUTIONAL | \$29,915 | 6.0\% |
| FIDELTY ADVISOR FREEDOM 2025 Z6 | \$26,460 | 5.3\% |
| FIDELIT ADVISOR FREEDOM 2045 Z6 | \$24,328 | 4.9\% |
| STATE OF VERMONT STABLE VALUE | \$15,205 | 3.1\% |
| FIDEITY BLUE CHIP GROWTH K6 | \$13,021 | 2.6\% |
| FIDEITY LOW-PRICED STOCK K6 | \$10,951 | 2.2\% |
| AMERICAN FUNDS AMERICAN BALANCED R6 | \$10,681 | 2.2\% |
| FIDELTY EXTENDED MARKET INDEX PREMIUM | \$10,324 | 2.1\% |
| FIDELTY DIVIDEND GROWTH K | \$9,473 | 1.9\% |
| DOMIN IMPACT EQUITY R | \$9,435 | 1.9\% |
| VANGUARD TOTAL BOND MARKET INDEX I | \$8,742 | 1.8\% |
| PIMCO TOTAL RETURN INSTL | \$8,102 | 1.6\% |
| FIDELTY SMALL CAP DISCOVERY | \$7,524 | 1.5\% |
| SA/T. ROWE PRICE EQUITY INCOME STRATEGY | \$7,317 | 1.5\% |
| FIDELTY INTERNATIONAL DISCOVERY K | \$7,165 | 1.4\% |
| FIDELTY ADVISOR FREEDOM 2010 Z6 | \$5,542 | 1.1\% |
| VANGUARD BALANCED INDEX I | \$5,267 | 1.1\% |
| FIDELTY ADVISOR FREEDOM 2015 Z6 | \$5,118 | 1.0\% |
| VANGUARD TOTAL INTL STOCK INDEX I | \$4,921 | 1.0\% |
| JANUS HENDERSON TRITON N | \$4,033 | 0.8\% |
| FIDELTY PURITANK | \$2,178 | 0.4\% |
| COLUMBIA ACORN INTERNATIONAL INST3 | \$1,924 | 0.4\% |
| FIDELTY ADVISOR FREEDOM INCOME Z6 | \$1,265 | 0.3\% |
| PIMCO TOTAL RETURN ESG INSTITUTIONAL | \$1,242 | 0.3\% |
| Total Assets Contributed | \$496,996 | 100.0\% |

State of Vermont

## Interfund Transfers

1/1/2018 to 3/31/2018

| INVESTMENT OPTIONS | IN | OUT | NET |
| :---: | :---: | :---: | :---: |
| FIDEITY LOW-PRICED STOCK K6 | \$2,117,682 | $(\$ 6,972)$ | \$2,110,710 |
| FIDEIIT BLUE CHIP GROWTH K6 | \$1,418,091 | (\$11) | \$1,418,080 |
| STATE OF VERMONT STABLE VALUE | \$571,663 | $(\$ 3,183)$ | \$568,480 |
| FIDEITY ADVISOR FREEDOM INCOME Z6 | \$325,147 | \$0 | \$325,147 |
| VANGUARD TOTAL BOND MARKET INDEX I | \$306,894 | $(\$ 12,073)$ | \$294,821 |
| VANGUARD TOTAL INTL STOCK INDEX I | \$256,322 | (\$468) | \$255,853 |
| SA/T. ROWE PRICE EQUITY INCOME STRATEGY | \$135,600 | $(\$ 3,314)$ | \$132,286 |
| JANUS HENDERSON TRITON N | \$89,618 | $(\$ 1,241)$ | \$88,377 |
| AMERICAN FUNDS AMERICAN BALANCED R6 | \$50,000 | \$0 | \$50,000 |
| FIDEITY ADVISOR FREEDOM 2035 Z6 | \$4,409 | \$0 | \$4,409 |
| DOMIN IMPACT EQUITY R | \$960 | \$0 | \$960 |
| FIDEITY ADVISOR FREFDOM 2040 Z6 | \$116 | $(\$ 1,116)$ | $(\$ 1,001)$ |
| FIDEITY EXTENDED MARKET INDEX PREMIUM | \$2,707 | $(\$ 5,603)$ | $(\$ 2,896)$ |
| FIDEITY DIVIDEND GROWTH K | \$0 | $(\$ 4,224)$ | $(\$ 4,224)$ |
| FIDEITY ADVISOR FREFDOM 2050 Z6 | \$0 | $(\$ 12,388)$ | $(\$ 12,388)$ |
| VANGUARD BALANCED INDEX I | \$0 | $(\$ 17,834)$ | $(\$ 17,834)$ |
| COLUMBIA ACORN INTERNA TIONAL INST3 | \$0 | $(\$ 18,151)$ | $(\$ 18,151)$ |
| PAX GLOBAL ENVIRONMENTAL MRKTS INSTL | \$0 | $(\$ 21,314)$ | $(\$ 21,314)$ |
| FIDEITY INTERNATIONAL DISCOVERY K | \$763 | $(\$ 28,450)$ | $(\$ 27,687)$ |
| FIDEITY 500 INDEX INSTITUTIONAL | \$61,805 | $(\$ 118,413)$ | $(\$ 56,608)$ |
| FIDEITY SMALL CAP DISCOVERY | \$0 | $(\$ 83,780)$ | (\$83,780) |
| FIDEITY ADVISOR FREEDOM 2045 Z6 | \$0 | $(\$ 96,698)$ | $(\$ 96,698)$ |
| FIDEITY MANAGED INCOME PORTFOLIO | \$0 | $(\$ 116,255)$ | $(\$ 116,255)$ |
| PIMCO TOTAL RETURN ESG INSTITUTIONAL | \$0 | $(\$ 156,177)$ | $(\$ 156,177)$ |
| PIMCO TOTAL RETURN INSTL | \$0 | $(\$ 169,235)$ | $(\$ 169,235)$ |
| FIDEITY ADVISOR FREFDOM 2030 Z6 | \$0 | (\$171,118) | (\$171,118) |
| FIDEETY ADVISOR FREEDOM 2025 Z6 | \$970 | (\$251,549) | (\$250,578) |
| FIDEITY ADVISOR FREFDOM 2010 Z6 | \$0 | (\$325,147) | $(\$ 325,147)$ |
| FIDEITY ADVISOR FREFDOM 2020 Z6 | \$0 | (\$411,409) | (\$411,409) |
| FIDEITY BLUE CHIP GROWTH K | \$0 | (\$1,264,029) | (\$1,264,029) |
| FIDEITY LOW-PRICED STOCK K | \$0 | (\$2,042,595) | (\$2,042,595) |
| TOTAL | \$5,342,747 | (\$5,342,747) | \$0 |

## Plan Summary

## Participant Distribution Statistics

|  | Amount of Withdrawals Taken | \# of Withdrawals |
| :---: | :---: | :---: |
| Distribution Type | 1/1/2018 - <br> 3/31/2018 | $\begin{aligned} & 1 / 1 / 2018- \\ & 3 / 31 / 2018 \end{aligned}$ |
| Termination | \$773,547 | 13 |
| Death Distribution | \$57,949 | 1 |
| Required Minimum Distribution | \$24,512 | 4 |
| Installment Payment | \$7,050 | 5 |
| Grand Total | \$863,058 | 23 |


| 1/1/2018-3/31/2018 |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount of Withdraw als Taken |  |  | \# of Withdraw als |  |  |
| Distribution Sub-Type | Age < 50 | Age > $=50$ | Total | Age < 50 | Age > $=50$ | Total |
| Rollover | \$115,540 | \$675,020 | \$790,560 | 4 | 5 | 9 |
| Cash | \$31,475 | \$41,023 | \$72,499 | 3 | 11 | 14 |
| Grand Total | \$147,015 | \$716,043 | \$863,058 | 7 | 16 | 23 |

Termination - A withdraw al that is taken when the participant is active and terminating from employment or is already in a 'Terminated' status.
Death Distribution - Distribution taken by a beneficiary. This could include required minimum distributions, installment payments, etc.
Required Minimum Distribution - Minimum amounts that a participant must withdraw annually upon reaching a certain age or retirement. This would exclude any beneficiary or QDRO accounts. Installment Payment - An Installment distribution is a payment option that disburses funds over time (i.e. monthly, quarterly, yearly).

## Participant Transaction Statistics

|  | $\begin{gathered} \text { 1/1/2018 - } \\ 3 / 31 / 2018 \end{gathered}$ |
| :---: | :---: |
| Call Center |  |
| Unique Callers | 71 |
| Total Call Volume | 103 |
| Participant Website |  |
| Unique Web Logins | 247 |
| Total Web Logins | 1,769 |
| Call Center Reas on Category | $\begin{gathered} 1 / 1 / 2018- \\ 3 / 31 / 2018 \\ \hline \end{gathered}$ |
| Account Explanations | 33 |
| Allocations and Exchanges | 2 |
| Contributions | 1 |
| Disbursements | 35 |
| Enrollments | 0 |
| Forms | 2 |
| Fund Information | 3 |
| Hardships | 0 |
| IFX | 1 |
| IVR or Web Assistance | 13 |
| Loans | 0 |
| Payment Questions | 0 |
| Plan Explanations | 3 |
| Status of Research | 2 |
| Tax Information | 1 |
| Website Processing | 7 |
| Total | 103 |

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## Investment Diversification



## Asset Allocation

| Asset Class | Your Plan Assets as of $3 / 31 / 2018$ | Your Plan \% as of $3 / 31 / 2018$ |
| :--- | ---: | ---: |
| Stable Value | $\$ 584,644$ | $0.9 \%$ |
| Fixed Income | $\$ 6,768,670$ | $10.2 \%$ |
| Balanced | $\$ 32,838,349$ | $49.4 \%$ |
| Large Cap Stock | $\$ 15,513,288$ | $23.4 \%$ |
| Mid Cap Stock | $\$ 4,979,850$ | $7.5 \%$ |
| Small Cap Stock | $\$ 2,795,164$ | $4.2 \%$ |
| International Stock | $\$ 2,182,681$ | $3.3 \%$ |
| Global Stock | $\$ 769,547$ | $1.2 \%$ |
| Total Participant Balances | $\$ 66,432,193$ | $100.0 \%$ |

## Fund Utilization By Age as of March 31, 2018

|  | Less than 25 | 25-34 | 35-44 | 45-54 | 55-64 | 65+ | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Participants Invested in Only One Fund | 2 | 58 | 61 | 68 | 66 | 24 | 279 |
| Average \# of Funds per Participant | 5.3 | 1.5 | 2.1 | 2.4 | 2.8 | 2.9 | 2.4 |
| Prudential Participants Avg. \# of Funds per Participant as of 12/31/2017 | 6.4 | 6.3 | 6.0 | 5.8 | 5.5 | 4.1 | 5.7 |
| \% of Plan Assets in Stable Value | 0.4\% | 0.0\% | 0.1\% | 0.4\% | 1.3\% | 0.8\% | 0.9\% |
| Prudential \% of Plan Assets in Stable Value as of 12/31/2017 | 11.6\% | 9.9\% | 11.9\% | 17.0\% | 28.4\% | 45.7\% | 24.5\% |

## Utilization by Fund

as of March 31, 2018

| INVESTMENT OPTIONS | Balance | \# of Ppts | Ppts Using as Sole Investment |
| :---: | :---: | :---: | :---: |
| FIDEITY ADVISOR FREEDOM 2020 Z6 | \$8,743,687 | 90 | 35 |
| FIDEETY 500 INDEX INSTTUUTIONAL | \$7,342,249 | 107 | 10 |
| FIDEITY ADVISOR FREEDOM 2030 Z6 | \$5,202,108 | 100 | 36 |
| FIDEITY ADVISOR FREEDOM 2035 Z6 | \$3,405,570 | 69 | 21 |
| FIDEITY EXTENDED MARKET INDEX PREMIUM | \$2,959,288 | 71 | 2 |
| FIDEITY MANAGED INCOME PORTFOLIO | \$2,861,809 | 70 | 8 |
| AMERICAN FUNDS AMERICAN BALANCED R6 | \$2,691,349 | 36 | 4 |
| FIDEITY ADVISOR FREFDOM 2025 Z6 | \$2,628,462 | 55 | 19 |
| DOMIN IMPACT EQUTY R | \$2,545,836 | 45 | 3 |
| FIDEITY DNIDEND GROWTH K | \$2,460,903 | 50 | 1 |
| FIDEITY ADVISOR FREFDOM 2040 Z6 | \$2,379,505 | 64 | 31 |
| FIDEITY ADVISOR FREEDOM 2010 Z6 | \$2,130,266 | 17 | 4 |
| PIMCO TOTAL RETURN INSTL | \$2,071,888 | 51 | 1 |
| FIDEITY LOW-PRICED STOCK K6 | \$2,020,561 | 49 | 1 |
| FIDEITY INTERNATIONAL DISCOVERY K | \$1,945,310 | 60 | 1 |
| FIDEITY SMALL CAP DISCOVERY | \$1,931,672 | 60 | 0 |
| FIDEITY ADVISOR FREEDOM 2015 Z6 | \$1,546,524 | 27 | 6 |
| FIDEITY ADVISOR FREEDOM 2045 Z6 | \$1,490,853 | 63 | 27 |
| VANGUARD TOTAL BOND MARKET INDEXI | \$1,483,237 | 37 | 1 |
| FIDEITY BLUE CHIP GROWTH K6 | \$1,473,158 | 43 | 0 |
| SAIT. ROWE PRICE EQUITY INCOME STRATEGY | \$1,470,545 | 44 | 1 |
| FIDEITY ADVISOR FREEDOM $2050 \mathrm{z6}$ | \$1,269,084 | 88 | 61 |
| JANUS HENDERSONTRITON | \$863,492 | 36 | 0 |
| VANGUARD TOTAL INTL STOCK INDEX I | \$704,756 | 32 | 0 |
| STATE OF VERMONT STABLEVALUE | \$584,644 | 26 | 1 |
| FIDEITY ADVISOR FREEDOM INCOMEZ6 | \$504,548 | 5 | 3 |
| VANGUARD BALANCED INDEXI | \$476,061 | 17 | 1 |
| FIDEITY ADVISOR FREEDOM 2005 Z6 | \$370,333 | 3 | 0 |
| PIMCO TOTAL RETURN ESG INSTTUUTIONAL | \$351,736 | 12 | 0 |
| COLUMBIA ACORN INTERNATIONAL INST3 | \$237,370 | 11 | 0 |
| FIDEITY PURITANK | \$220,598 | 6 | 1 |
| PAX GLOBAL ENVIRONMENTAL MRKTS INSTL | \$64,791 | 3 | 0 |
| Total | \$66,432,193 |  |  |

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## Investment Utilization

as of March 31, 2018


[^1]GoalMaker ${ }^{\circledR}$ Participation as of 3/31/2018

|  | $3 / 31 / 2018$ |
| :--- | ---: |
| Plan Assets for Participants in GoalMaker | $\$ 1,625,557$ |
| \# of Participants in GoalMaker | 9 |
| Participation Rate in GoalMaker | $1.5 \%$ |
| $\%$ of Plan Assets for GoalMaker Participants | $2.4 \%$ |

## Percentage of Assets by GoalMaker $®$ Participation Portfolio As of $3 / 31 / 2018$



| Participant Age Range | Conservative |  | Moderate |  | Aggressive |  | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Active/Suspended | Terminated | Active/Suspended | Terminated | Active/Suspended | Terminated |  |
| Less than 25 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 25-34 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 | \$0 |
| 35-44 | \$0 | \$0 | \$36,387 | \$0 | \$0 | \$59,896 | \$96,282 |
| 45-54 | \$0 | \$0 | \$231,104 | \$0 | \$123,236 | \$0 | \$354,340 |
| 55-64 | \$277,972 | \$0 | \$245,648 | \$0 | \$212,793 | \$137,876 | \$874,290 |
| $65+$ | \$0 | \$0 | \$300,645 | \$0 | \$0 | \$0 | \$300,645 |
| Total | \$277,972 | \$0 | \$813,783 | \$0 | \$336,030 | \$197,772 | \$1,625,557 |

## 0.0\%

average contribution rate (\%) for active GoalMaker participants
Due to rounding, pie chart may not equal 100\%

### 0.1 Years

average length of time GoalMaker participants have been enrolled in GoalMaker

## 1.5\%

GoalMaker participation rate for those who actively elected GoalMaker

Assets and contributions reflect actual participant account balances and do not include outstanding loan balances, forfeitures, and / or expense account assets.
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Prudential's Book of Business averages are as of 12/31/2017.

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[^0]:    Definitions:
    Unique Callers - The number of individuals that spoke to a Participant Service Center Representative during the reporting period (e.g., If the same individual called five times during the reporting period, they would only be counted once).
    Total Call Volume - The number of calls to a Participant Service Center Representative during the reporting period (e.g., If the same individual called five times during the reporting period, they would be counted five times).
    Unique Web Logins - The number of individuals that logged into the Participant Website during the reporting period (e.g., If the same individual logged-in five times during the reporting period, they would only be counted once).
    Total Web Logins - The number of logins to the Participant Website during the reporting period (e.g., If the same individual logged-in five times during the reporting period, they would be counted five times).

[^1]:    Due to rounding, bar graph may not equal 100\%

