

# GREAT-WEST 

FINANCIAL

Bright tomorrows begin today*

## QUARTERLY PLAN REVIEW

## Vermont State Teachers Retirement Plan

For the Period From October 1, 2014 to December 31, 2014

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## Plan Summary

## Total Assets

- Assets at December 31, 2014 \$62.25
- Less assets at September 30, $2014 \quad \$ 59.39$
- Asset change for the quarter \$2.86


## Asset Components

- Contributions for the quarter
\$2.49
- Less distributions for the quarter -\$0.87
- Net investment gain for the quarter \$1.24
- Asset change for the quarter \$2.86


## Plan Summary

- Plan assets were at $\$ 62.25$ million as of December 31,2014
- Plan assets grew by $\$ 2.86$ million (4.8\%) from October 1, 2014 to December 31, 2014
- Contributions were $\$ 2.49$ million from October 1, 2014 to December 31, 2014
- From October 1, 2014 to December 31, 2014 there were 2,129 participants


## Asset Growth



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## Assets by Asset Class



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## Percentage of Assets by Asset Class

| 403(b) Plan | Self Directed | Target <br> Date | Internat'\| | Small <br> Cap | $\begin{aligned} & \text { Mid } \\ & \text { Cap } \end{aligned}$ | $\begin{aligned} & \text { Large } \\ & \text { Cap } \end{aligned}$ | Specialty | Bond | Fixed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 10/1/2013 to 12/31/2013 | 0.6\% | 28.4\% | 10.9\% | 7.3\% | 8.8\% | 15.5\% | 3.3\% | 10.5\% | 14.6\% |
| 1/1/2014 to 3/31/2014 | 0.7\% | 28.8\% | 11.1\% | 7.5\% | 9.2\% | 15.2\% | 3.8\% | 10.7\% | 13.1\% |
| 4/1/2014 to 6/30/2014 | 0.6\% | 28.8\% | 11.3\% | 8.1\% | 8.5\% | 15.0\% | 2.9\% | 11.5\% | 13.1\% |
| 7/1/2014 to 9/30/2014 | 0.6\% | 29.0\% | 10.8\% | 7.4\% | 8.9\% | 15.2\% | 2.5\% | 12.5\% | 13.2\% |
| 10/1/2014 to 12/31/2014 | 0.6\% | 29.1\% | 10.7\% | 7.6\% | 8.8\% | 15.8\% | 3.1\% | 12.4\% | 12.0\% |

## Assets by Investment Options



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## Asset Distribution by Fund

| Active Participants: |  |
| :---: | ---: |
| $12 / 31 / 2013$ | $\mathbf{1 , 9 9 8}$ |
| $3 / 31 / 2014$ | $\mathbf{2 , 0 4 2}$ |
| 6/30/2014 | $\mathbf{2 , 0 6 1}$ |
| $9 / 30 / 2014$ | $\mathbf{2 , 1 0 2}$ |
| $12 / 31 / 2014$ | $\mathbf{2 , 1 2 9}$ |
|  |  |
| Average Account |  |
| Balance per Participant: |  |
| 12/31/2013 | $\mathbf{\$ 2 6 , 3 5 1}$ |
| 3/31/2014 | $\mathbf{\$ 2 7 , 1 2 6}$ |
| 6/30/2014 | $\mathbf{\$ 2 8 , 7 6 1}$ |
| $9 / 30 / 2014$ | $\mathbf{\$ 2 8 , 2 5 6}$ |
| $12 / 31 / 2014$ | $\mathbf{\$ 2 9 , 2 3 8}$ |
| Average Number of |  |
| Investment Options |  |
| per Participant: |  |
| 12/31/2013 | $\mathbf{3 . 7}$ |
| $3 / 31 / 2014$ | $\mathbf{3 . 8}$ |
| $6 / 30 / 2014$ | $\mathbf{3 . 8}$ |
| $9 / 30 / 2014$ | $\mathbf{3 . 8}$ |
| $12 / 31 / 2014$ | $\mathbf{3 . 9}$ |

Asset Class/Fund Name

## Self-Directed

Schw ab SDB Money Market Schw ab SDB Securities

## Target Date

T. Row e Price Retirement 2010 Fund T. Row e Price Retirement 2020 Fund T. Row e Price Retirement 2030 Fund T. Row e Price Retirement 2040 Fund T. Row e Price Retirement Balanced Fund

## International

Vanguard Total Intl Stock Index Inv

Small-Cap
Vanguard Small-Cap Index Fund - Inv

Mid-Cap
Vanguard Mid Cap Index Ins

Large-Cap
Vanguard Institutional Index I

Specialty
Calvert Equity Portfolio A PIMCO Total Return III Instl

## Bond

Vanguard Total Bond Market Index Inv

## Fixed

Great-West Portfolio Fund

| 9/30/2014 |  |  | 12/31/2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Amount | Pct | Accts | Amount | Pct | Accts |
| 31,663 | 0.1\% | 4 | 26,817 | 0.0\% | 4 |
| 338,079 | 0.6\% | 5 | 351,718 | 0.6\% | 5 |
| 369,741 | 0.6\% |  | 378,534 | 0.6\% |  |
| 2,390,961 | 4.0\% | 79 | 2,489,412 | 4.0\% | 80 |
| 6,383,968 | 10.7\% | 221 | 6,733,744 | 10.8\% | 223 |
| 4,886,790 | 8.2\% | 208 | 5,185,682 | 8.3\% | 211 |
| 2,145,206 | 3.6\% | 142 | 2,266,482 | 3.6\% | 148 |
| 1,388,723 | 2.3\% | 125 | 1,410,742 | 2.3\% | 127 |
| 17,195,648 | 29.0\% |  | 18,086,062 | 29.1\% |  |
| 6,423,124 | 10.8\% | 1,182 | 6,640,043 | 10.7\% | 1,209 |
| 6,423,124 | 10.8\% |  | 6,640,043 | 10.7\% |  |
| 4,394,173 | 7.4\% | 1,202 | 4,741,261 | 7.6\% | 1,227 |
| 4,394,173 | 7.4\% |  | 4,741,261 | 7.6\% |  |
| 5,261,968 | 8.9\% | 1,229 | 5,485,293 | 8.8\% | 1,272 |
| 5,261,968 | 8.9\% |  | 5,485,293 | 8.8\% |  |
| 9,035,774 | 15.2\% | 1,189 | 9,832,139 | 15.8\% | 1,220 |
| 9,035,774 | 15.2\% |  | 9,832,139 | 15.8\% |  |
| 174,366 | 0.3\% | 27 | 306,050 | 0.5\% | 32 |
| 1,308,427 | 2.2\% | 877 | 1,598,105 | 2.6\% | 902 |
| 1,482,792 | 2.5\% |  | 1,904,155 | 3.1\% |  |
| 7,412,157 | 12.5\% | 1,202 | 7,725,772 | 12.4\% | 1,232 |
| 7,412,157 | 12.5\% |  | 7,725,772 | 12.4\% |  |
| 7,817,982 | 13.2\% | 357 | 7,453,671 | 12.0\% | 356 |
| 7,817,982 | 13.2\% |  | 7,453,671 | 12.0\% |  |
| 59,393,360 | 100.0\% |  | 62,246,931 | 100.0\% |  |

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## Contribution History



## Contribution by Asset Class



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## Percentage of Contributions by Asset Class

| 403(b) Plan | Target <br> Date | Internat'l | Small <br> Cap | Mid <br> Cap | Large <br> Cap | Specialty | Bond | Fixed |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $10 / 1 / 2013$ to $12 / 31 / 2013$ | $33.3 \%$ | $12.1 \%$ | $6.7 \%$ | $8.9 \%$ | $14.3 \%$ | $4.5 \%$ | $9.5 \%$ | $10.7 \%$ |
| $1 / 1 / 2014$ to $3 / 31 / 2014$ | $24.7 \%$ | $13.9 \%$ | $8.0 \%$ | $12.0 \%$ | $15.5 \%$ | $7.4 \%$ | $9.7 \%$ | $8.8 \%$ |
| $4 / 1 / 2014$ to $6 / 30 / 2014$ | $30.6 \%$ | $12.8 \%$ | $7.8 \%$ | $8.6 \%$ | $14.3 \%$ | $3.8 \%$ | $12.3 \%$ | $9.8 \%$ |
| $7 / 1 / 2014$ to $9 / 30 / 2014$ | $26.5 \%$ | $12.1 \%$ | $7.7 \%$ | $8.6 \%$ | $14.5 \%$ | $4.6 \%$ | $12.9 \%$ | $13.0 \%$ |
| $10 / 1 / 2014$ to $12 / 31 / 2014$ | $26.2 \%$ | $14.6 \%$ | $8.2 \%$ | $9.3 \%$ | $16.3 \%$ | $4.1 \%$ | $12.2 \%$ | $9.2 \%$ |

## Contributions by Investment Option



## Contributions by Fund

| Contributing Participants: |  |
| :---: | :---: |
| 12/31/2013 | 1,527 |
| 3/31/2014 | 1,570 |
| 6/30/2014 | 1,560 |
| 9/30/2014 | 1,540 |
| 12/31/2014 | 1,542 |
| Average |  |
| Contributions per Participant: |  |
| 12/31/2013 | \$1,531 |
| 3/31/2014 | \$1,724 |
| 6/30/2014 | \$1,777 |
| 9/30/2014 | \$1,287 |
| 12/31/2014 | \$1,616 |
| Average Number of Investment Options per Participant: |  |
|  |  |
| 12/31/2013 | 3.7 |
| 3/31/2014 | 3.7 |
| 6/30/2014 | 3.8 |
| 9/30/2014 | 3.9 |
| 12/31/2014 | 3.9 |



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## Plan Participation



## Benefit Payment Distribution

|  | 7/1/2014 to 9/30/2014 |  |  | 10/1/2014 to 12/31/2014 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | Pct | Count | Amount | Pct | Count |
| Full Withdrawals |  |  |  |  |  |  |
| Contract Exchange | 0 | 0.0\% | 0 | 144,192 | 16.5\% | 2 |
| Separation of Service | 925,772 | 92.4\% | 24 | 554,388 | 63.4\% | 16 |
| Total Full Withdrawals: | 925,772 | 92.4\% | 24 | 698,580 | 79.9\% | 18 |
| Partial Withdrawals |  |  |  |  |  |  |
| Age 59½ | 13,318 | 1.3\% | 1 | 1,639 | 0.2\% | 1 |
| Contribution Exchange | 0 | 0.0\% | 0 | 12,756 | 1.5\% | 2 |
| In Service | 14,668 | 1.5\% | 2 | 8,019 | 0.9\% | 1 |
| In Service - Retirement Age | 4,500 | 0.4\% | 1 | 0 | 0.0\% | 0 |
| Loan | 3,039 | 0.3\% | 1 | 15,500 | 1.8\% | 3 |
| Minimum Distribution | 1,611 | 0.2\% | 1 | 0 | 0.0\% | 0 |
| Separation of Service | 26,803 | 2.7\% | 2 | 117,039 | 13.4\% | 4 |
| Service Credit | 3,687 | 0.4\% | 1 | 13,368 | 1.5\% | 1 |
| Total Partial Withdrawals: | 67,626 | 6.8\% | 9 | 168,321 | 19.2\% | 12 |
| Periodic Payments |  |  |  |  |  |  |
| Minimum Distribution | 1,234 | 0.1\% | 3 | 905 | 0.1\% | 4 |
| Retirement | 6,900 | 0.7\% | 1 | 6,900 | 0.8\% | 1 |
| Total Periodic Payments: | 8,134 | 0.8\% | 4 | 7,805 | 0.9\% | 5 |
|  | 1,001,532 | 100.0\% | 37 | 874,706 | 100.0\% | 35 |

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## AdvisedAssetsGroup

## Service Utilization by Number of Participants



## AdvisedAssetsGroup

## Service Utilization by Assets



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## Total Plan Field Activity For Supervisory Union

| Field | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | YTD Totals |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Activity | 2014 | 2014 | 2014 | 2014 | (01/01/14-12/31/14) |
| Group Meetings | 5 | 15 | 20 | 6 | 46 |
| Total Attendants | 30 | 68 | 303 | 50 | 451 |
| Total Appointments | 161 | 254 | 138 | 116 | 669 |
| New Enrollments | 24 | 35 | 29 | 10 | 98 |
| New Enrollments Annualized Contributions | \$106,400 | \$143,875 | \$102,976 | \$41,950 | \$395,201 |
| Increases by AE | 21 | 28 | 43 | 23 | 115 |
| Increases by AE Annualized Contributions | \$12,935 | \$72,814 | \$67,980 | \$77,620 | \$231,349 |
| Managed Account Participants - New | 16 | 10 | 7 | 5 | 38 |
| Roll Ins | \$565,565 | \$279,863 | \$148,614 | \$290,288 | \$1,284,330 |

## DISCLOSURES

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