



County of Fresno

Deferred Compensation Plan

1Q2022 Quarterly Dashboard

Nationwide Retirement Solutions

Jake Sours
Program Director

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Managing Director

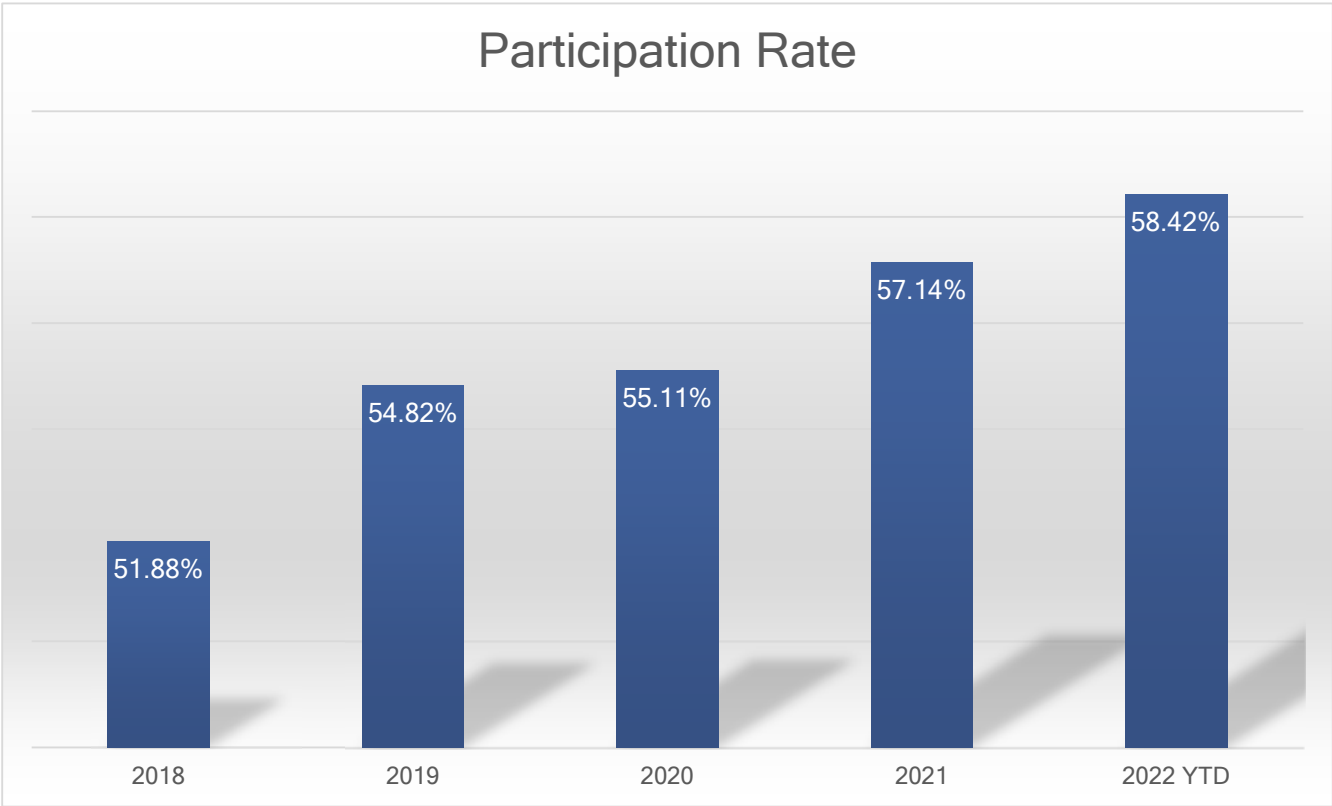
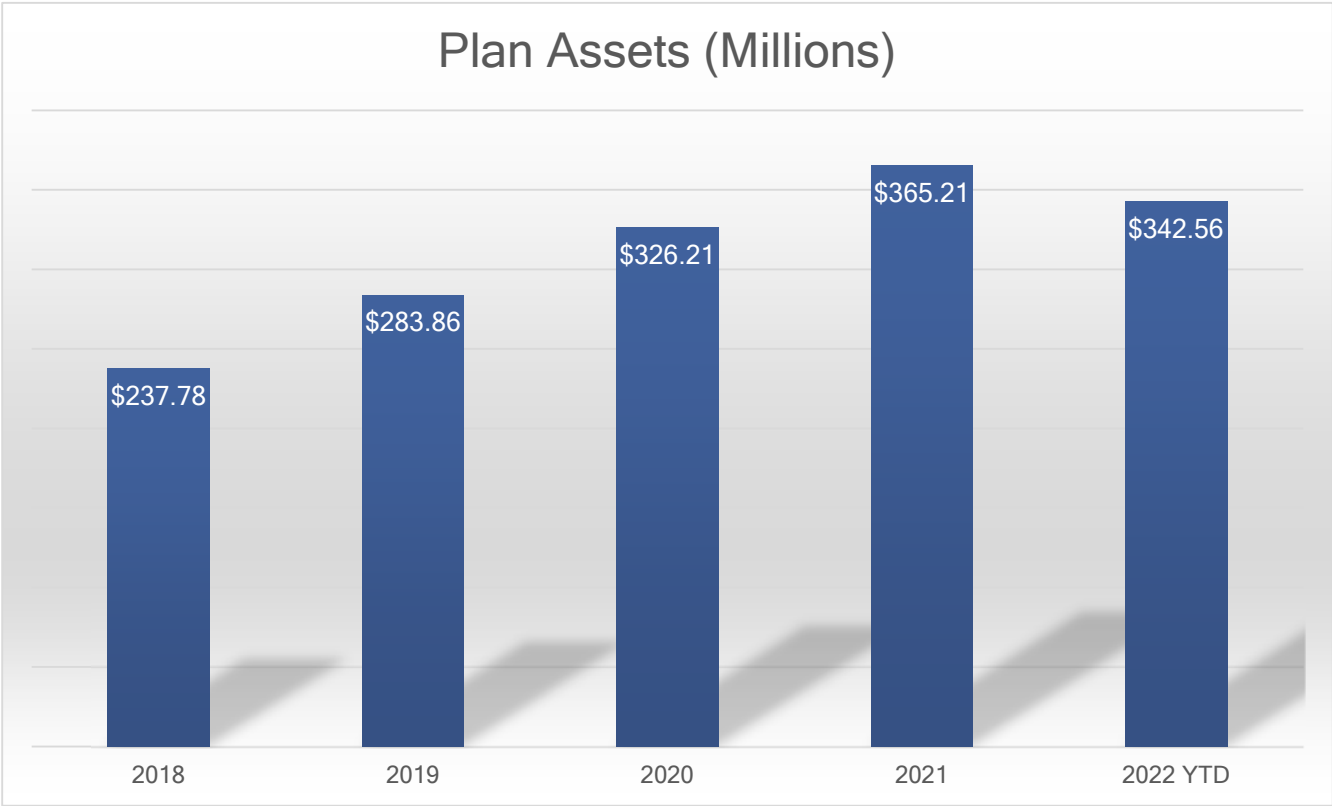


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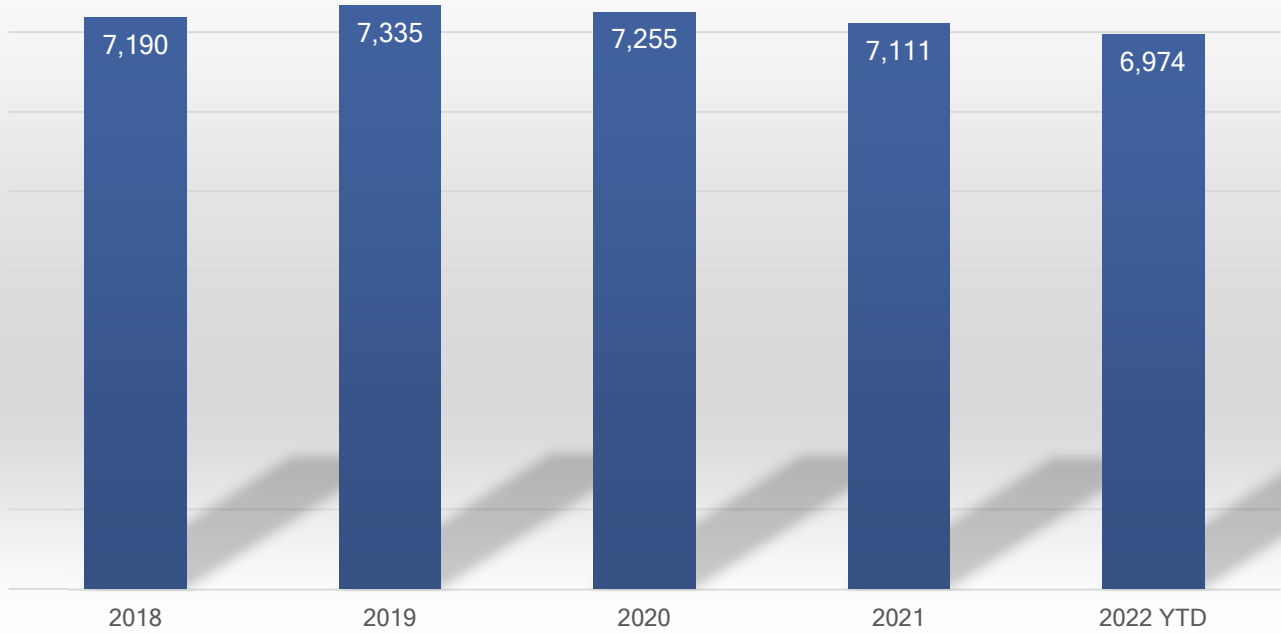
Section 1	Executive Summary
Section 2	Plan Health Report
Section 3	Explicit Asset Fee Summary
Section 4	Fee Normalization Calculation

Executive Summary

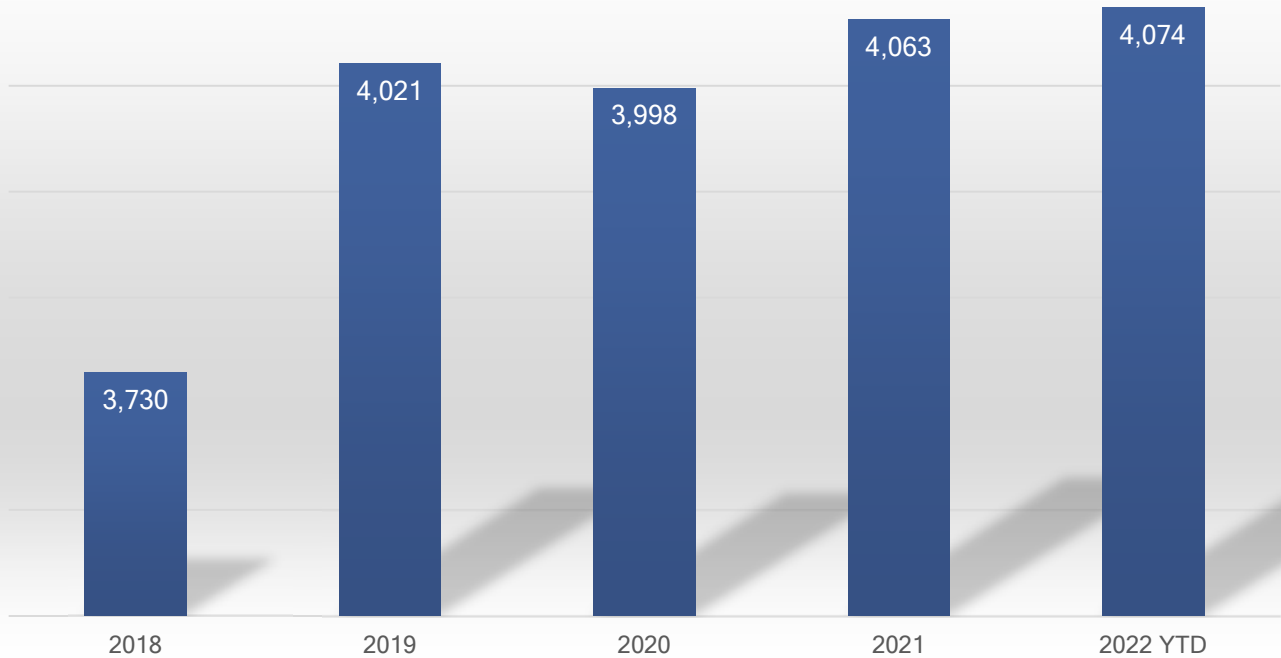
EXECUTIVE SUMMARY



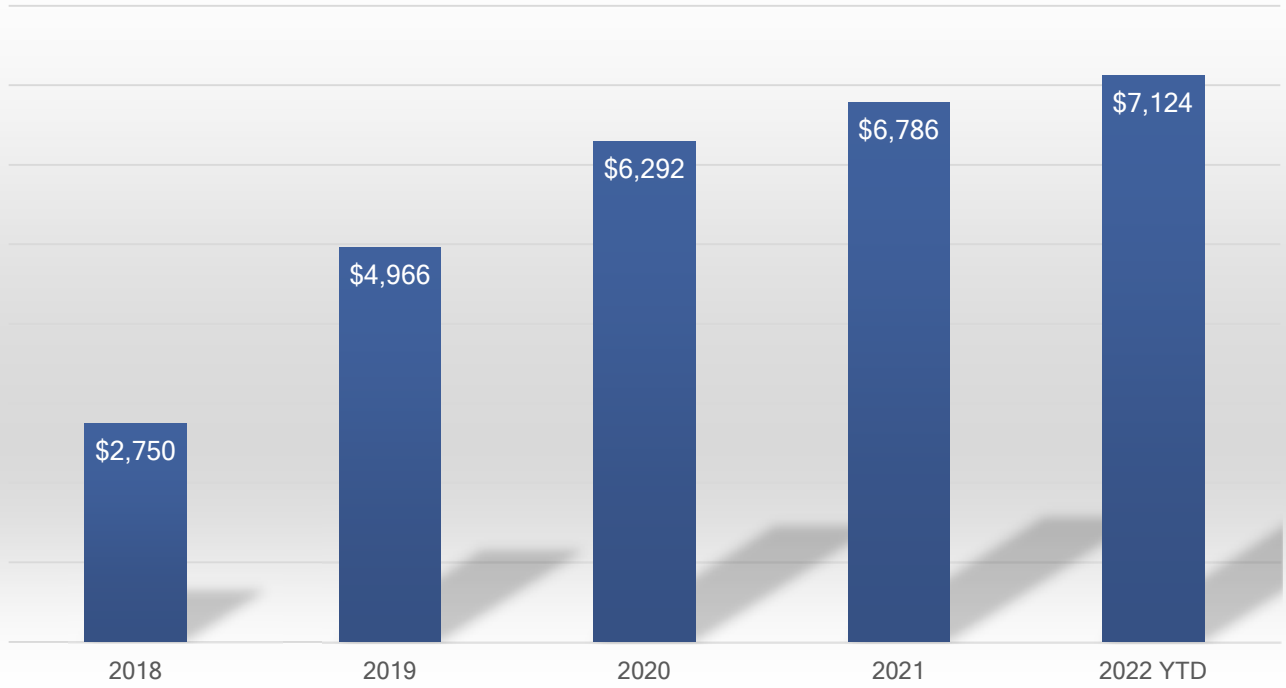
Eligible Employees



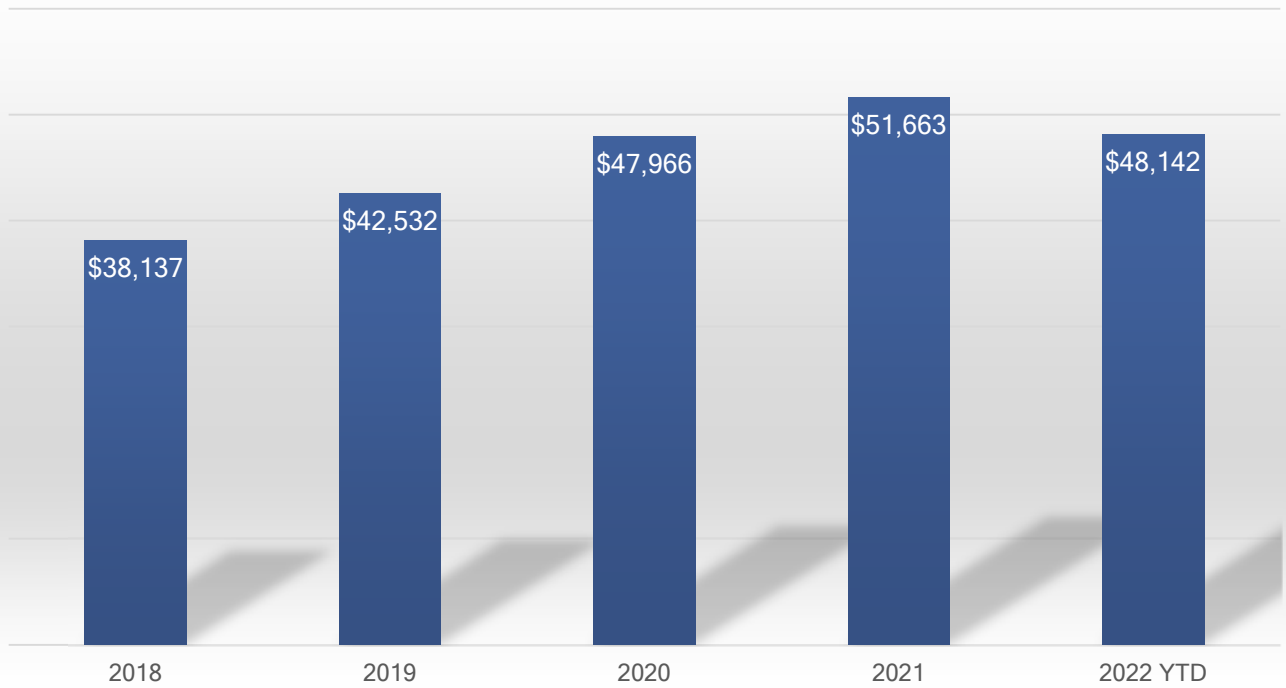
Actively Deferring Participants



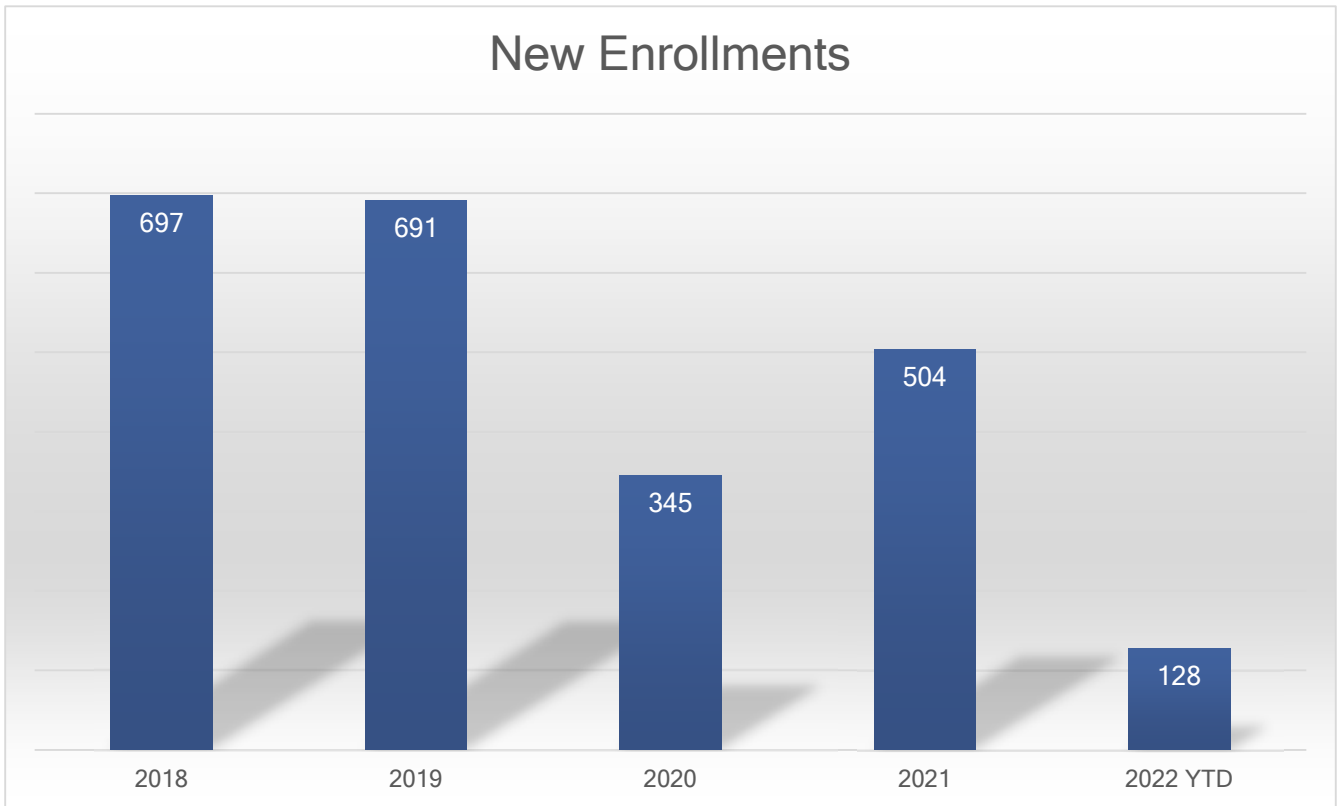
Average Annualized Deferral



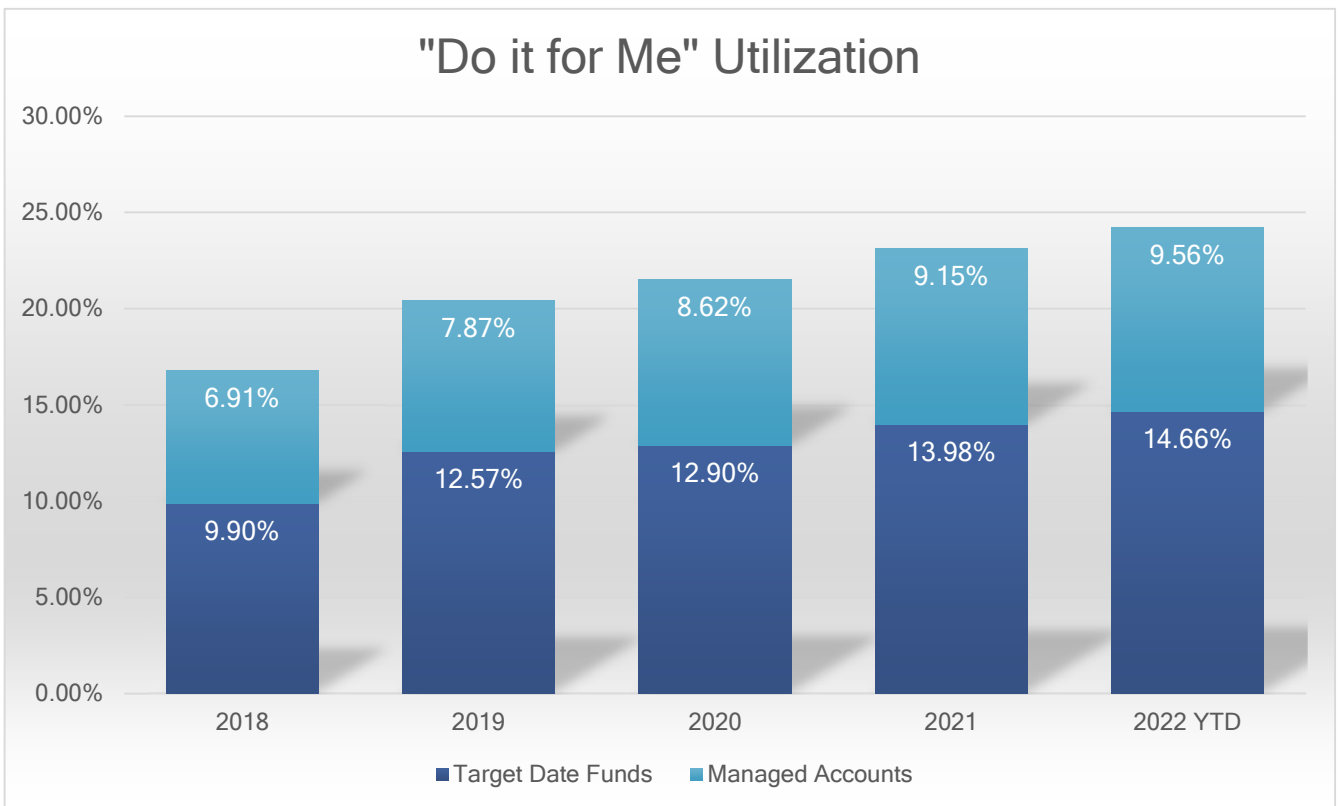
Average Account Balance



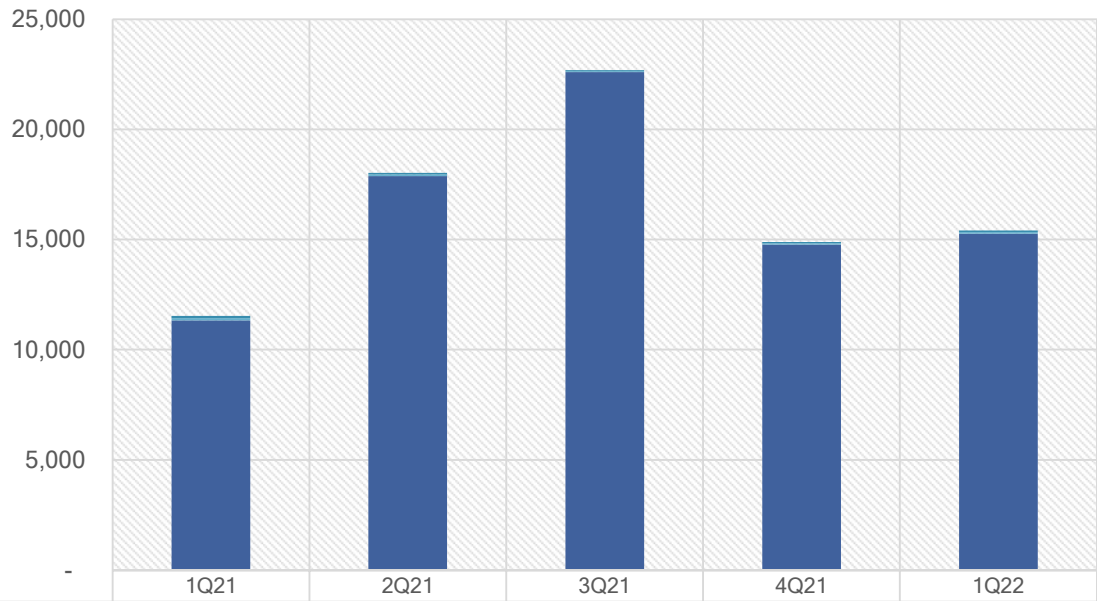
New Enrollments



"Do it for Me" Utilization

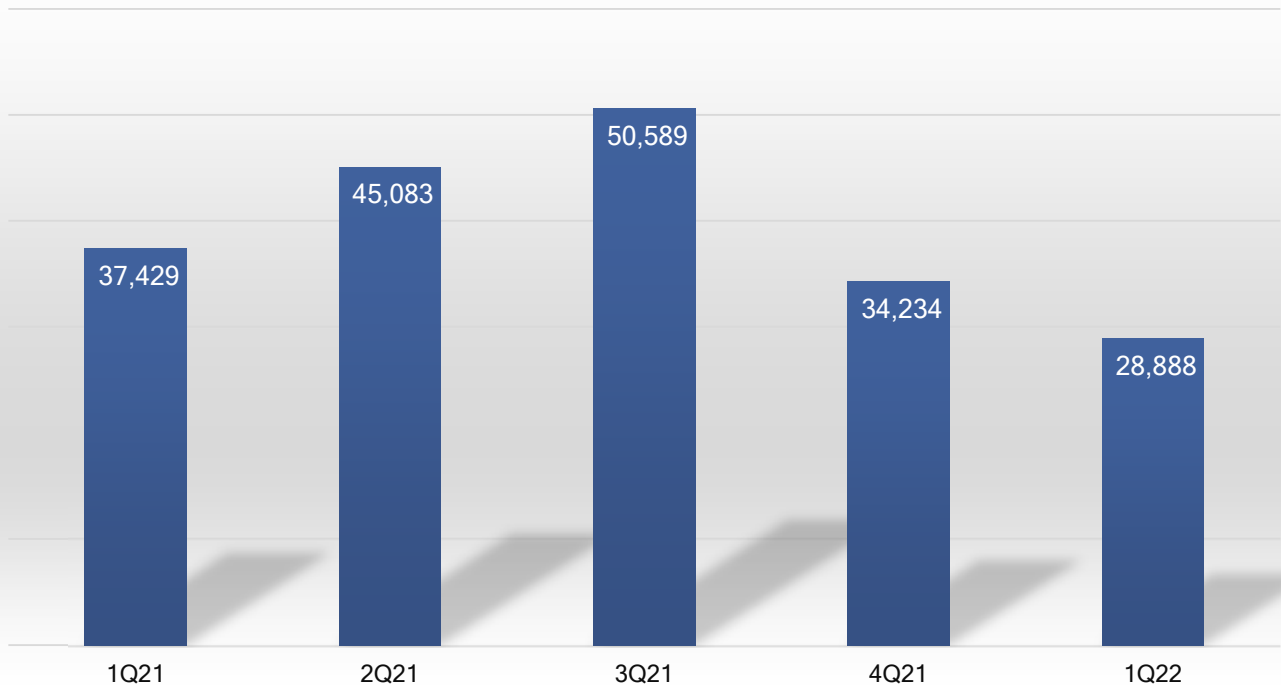


Web Activities by Category



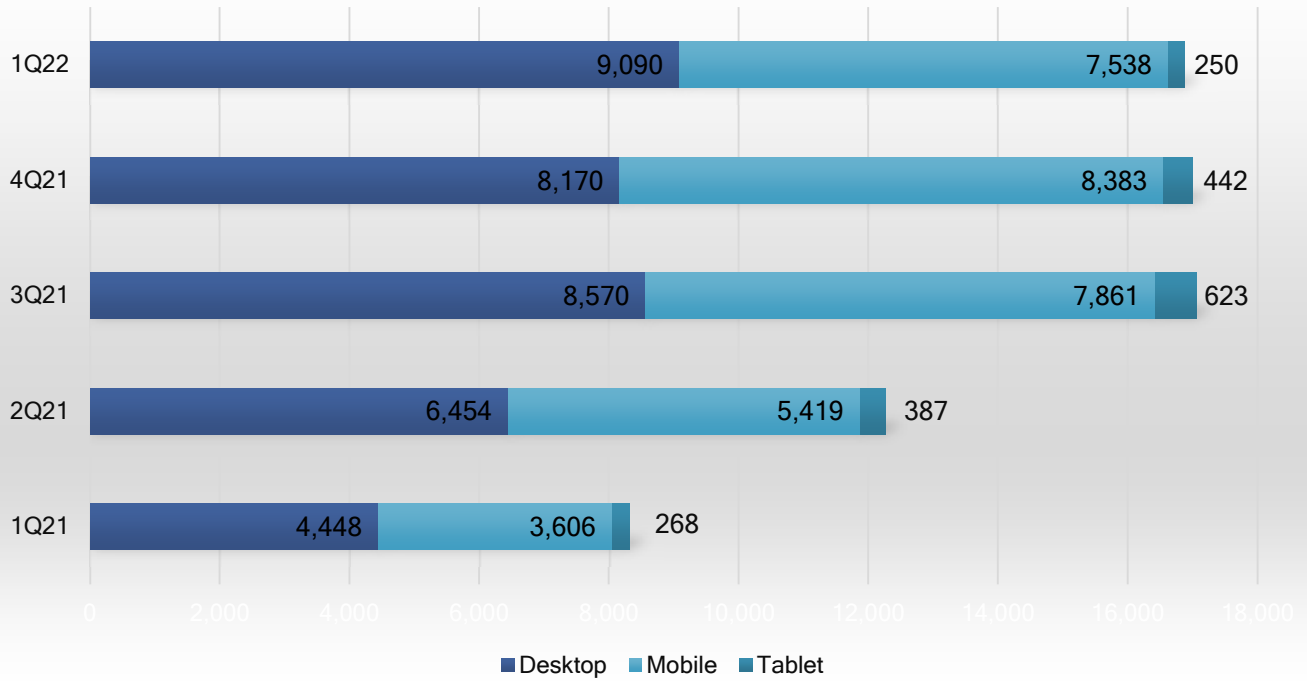
■ Exchanges	100	73	52	54	70
■ Allocation Changes	95	73	40	50	82
■ Account Balance Inquires	11,330	17,871	22,593	14,773	15,257

Web Utilization¹

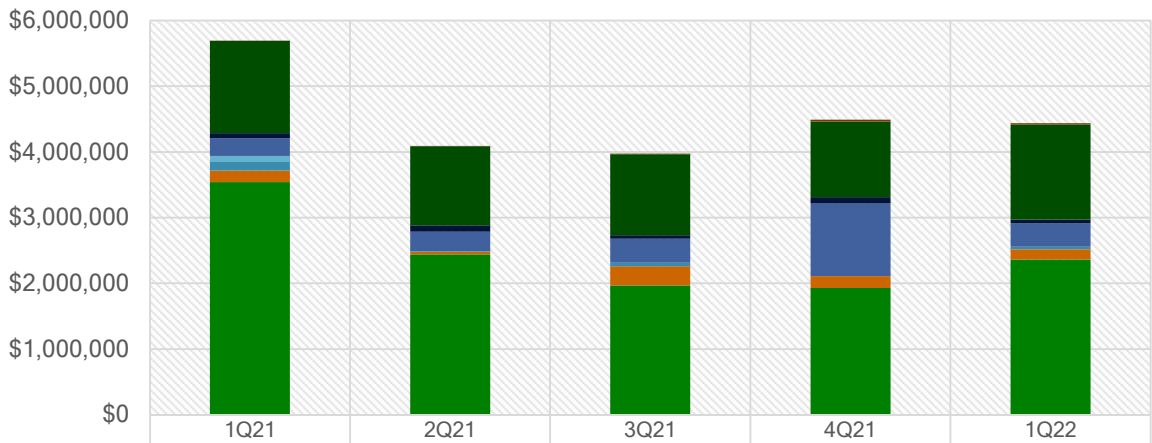


¹Web Utilization represents total web hits for the quarter

Devices

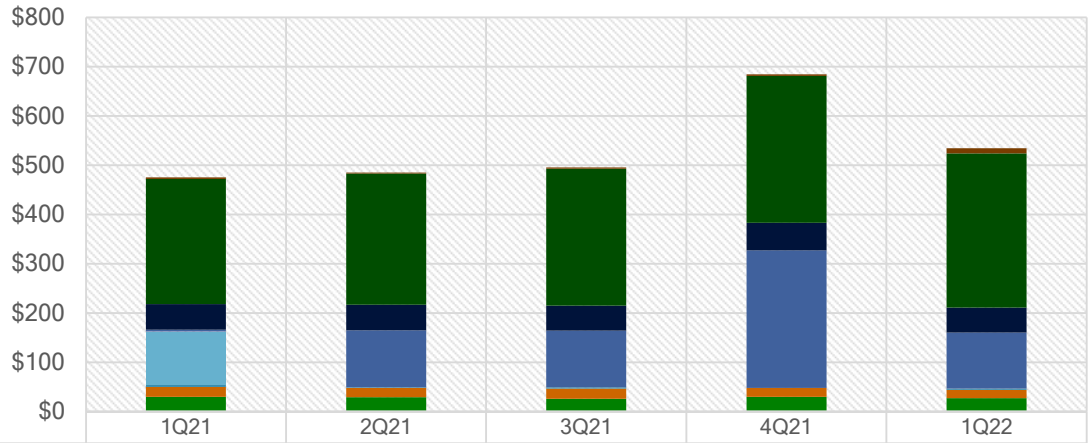


Distributions Amount



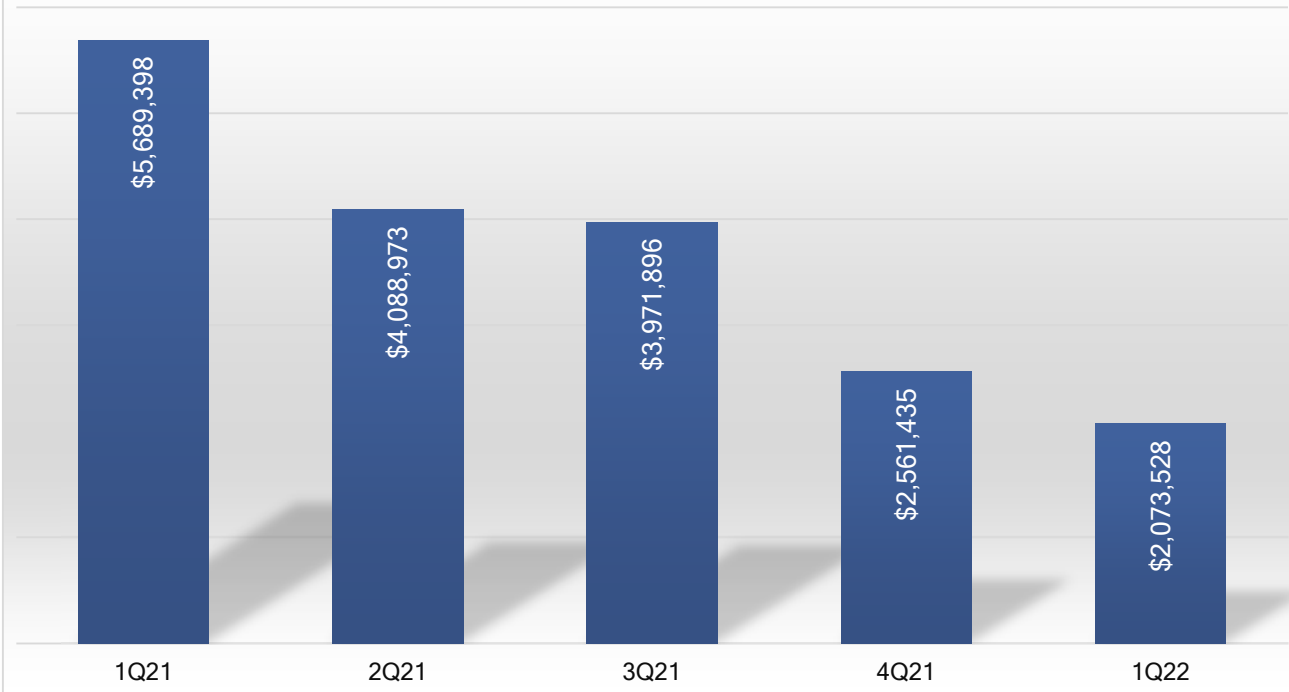
	1Q21	2Q21	3Q21	4Q21	1Q22
UE	\$3,217	\$1,531	\$5,897	\$30,727	\$20,459
Termination	\$1,401,123	\$1,204,347	\$1,234,004	\$1,148,591	\$1,444,109
Retirement	\$76,685	\$94,734	\$55,011	\$95,900	\$58,612
RMD	\$270,055	\$297,671	\$361,728	\$1,104,908	\$357,471
QDRO	\$90,000	\$0	\$0	\$0	\$0
In-Service	\$130,847	\$10,000	\$53,713	\$0	\$37,901
Death	\$177,753	\$39,187	\$291,151	\$181,308	\$154,975
Rollovers/Transfers Out	\$3,539,718	\$2,441,503	\$1,970,392	\$1,928,483	\$2,363,099

Distributions Count



	1Q21	2Q21	3Q21	4Q21	1Q22
■ UE	3	2	2	3	10
■ Termination	254	266	278	298	313
■ Retirement	52	52	51	56	51
■ RMD	4	116	115	279	113
■ QDRO	107	0	0	0	0
■ In-Service	5	1	2	0	3
■ Death	20	19	21	18	17
■ Rollovers/Transfers Out	30	29	26	30	27

Total Distributions



Year to Date Rollovers & Transfers Out

Payee	Number of Participants	External Transfer Out 1/1/22 to 3/31/22
ASSETMARK TRUST COMPANY	1	\$ 2,119.96
CAPITAL BANK AND TRUST COMPANY	1	\$ 28,374.37
CHARLES SCHWAB & CO INC	1	\$ 2,262.90
EDWARD JONES INVESTMENTS	1	\$ 605.54
EMPOWER RETIREMENT	1	\$ 5,439.34
FIDELITY MANAGEMENT TRUST COMPANY	2	\$ 297,397.78
JP MORGAN SECURITIES LLC	1	\$ 17,999.81
LPL FINANCIAL LLC	2	\$ 379,800.05
MERRILL LYNCH PIERCE FENNER & SMITH INC	2	\$ 609,006.26
TD AMERITRADE INSTITUTIONAL	4	\$ 801,978.32
THRIFT SAVINGS PLAN	1	\$ 26,991.58
UNITED LIFE INSURANCE COMPANY	1	\$ 37,092.96
UNKNOWN	2	\$ 45,835.35
WELLS FARGO CLEARING SERVICES LLC	1	\$ 60,627.98
TOTAL	21	\$ 2,315,532.20

Plan Health Report

PLAN HEALTH REPORT

COUNTY OF FRESNO CA

as of 03/31/2022



We value your partnership and the opportunity to offer a competitive, effective retirement plan to your participants. Through diligent work and thought leadership, we'll help you grow your plan and help your participants prepare for and live in retirement. This report includes balance information, participant demographics, contribution highlights and retirement readiness numbers. Together, we can use this information to help your participants achieve greater financial wellness.

Our goal is to help you objectively evaluate your Plan's performance and how it performs against other plans like yours. Since Nationwide Retirement Solutions is one of the largest retirement plan providers in the industry, we are uniquely positioned to compare your Plan to many others of similar asset size. 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 improvement. The "Peer Group" comparisons used in this report are based on cases with assets of: \$100 million - \$1 billion.

Thank you for your valued business. We look forward to helping improve retirement readiness for your participants.

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Quick plan facts

(as of 03/31/2022)

Metric	Current value	%Change from last quarter	%Change from last year
Participant Core Assets	\$336,416,579	-6.00%	3.00%
Total Participant Count	7,115	0.65%	4.33%
Total New Enrollments YTD Count	128	-17.42%	60.00%
Total Deferrals YTD	\$4,139,269	-75.00%	9.00%
Total Rollovers-In YTD	\$199,286	-72.00%	232.00%
ProAccount Participant Count	757	2.16%	8.45%
ProAccount Assets	\$32,745,492	-2.00%	12.00%

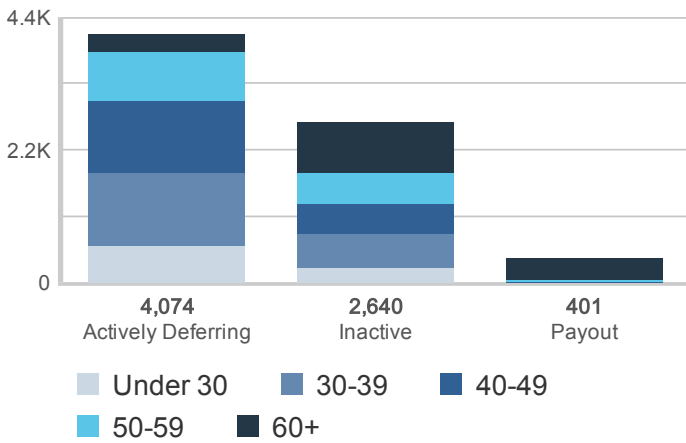
457 Plan Summary

\$ TOTAL PARTICIPANT ACCOUNT BALANCE
(as of 03/31/2022)
\$342,563,671



How many are participating?

ENROLLED PARTICIPANTS
(as of 03/31/2022)
7,115

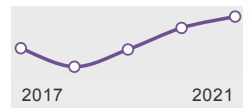


NEW ENROLLMENTS
(Calendar year to date)
128

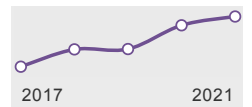
How are they saving & investing?

WHAT YOUR PARTICIPANTS ARE CONTRIBUTING
(as of 03/31/2022)

AVERAGE ACCOUNT BALANCE
\$48,142



AVERAGE CONTRIBUTION
\$274



How many participants are prepared for retirement

Online engagement
(as of 03/31/2022)

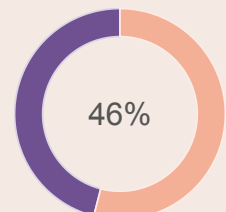
TOTAL ENROLLED PARTICIPANTS
7,115

ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT
4,280

Retirement readiness
(as of 03/31/2022)

PARTICIPANTS WITH A RETIREMENT GOAL
2,525

PARTICIPANTS 'ON TRACK' FOR RETIREMENT



PARTICIPANT DEMOGRAPHICS

How participants are engaged in the plan



ENROLLED PARTICIPANTS ¹
(as of 03/31/2022)

7,115



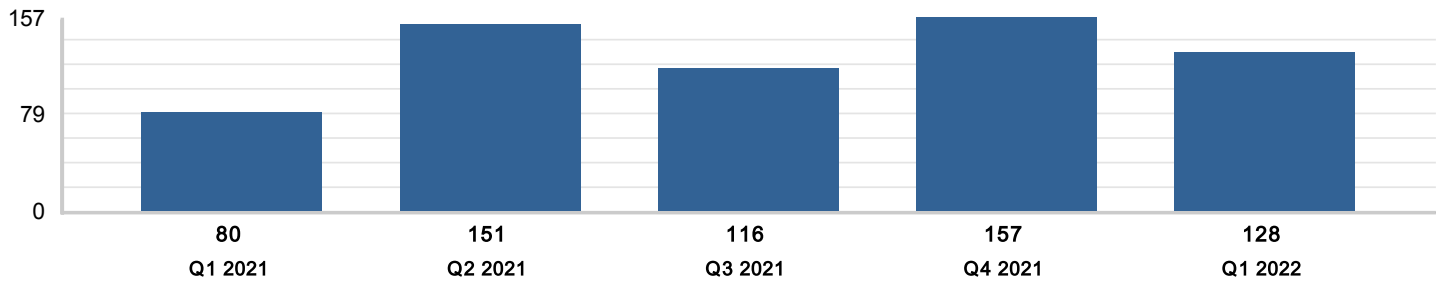
NEW ENROLLMENTS ²
(Calendar year to date)

128

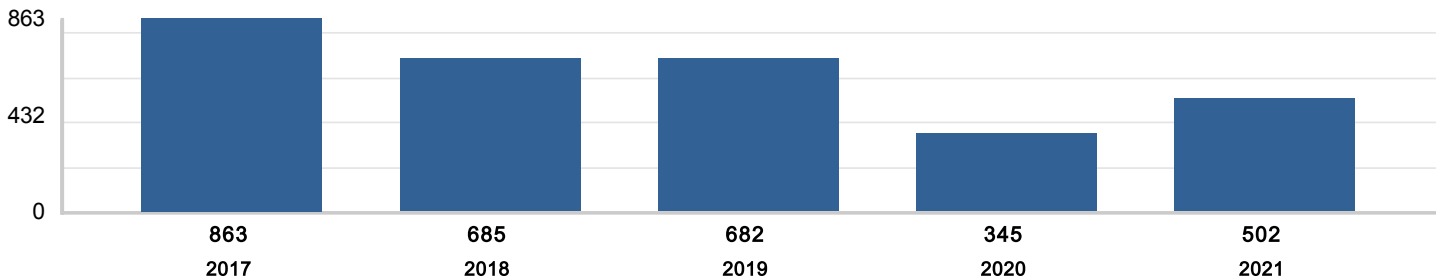
ONLINE ENROLLMENTS ³
(Calendar year to date)

17 out of 128

ENROLLMENT TRENDS (BY QUARTER) ⁴



ENROLLMENT TRENDS (BY YEAR) ⁴



¹ Total number of enrolled participants in this plan.

² Participants who open and close their account within the calendar year, will not be counted in year-to-date enrollment numbers.

³ The number of online enrollments out of new enrollments.

⁴ Total number of participants enrolled by quarter or by year.

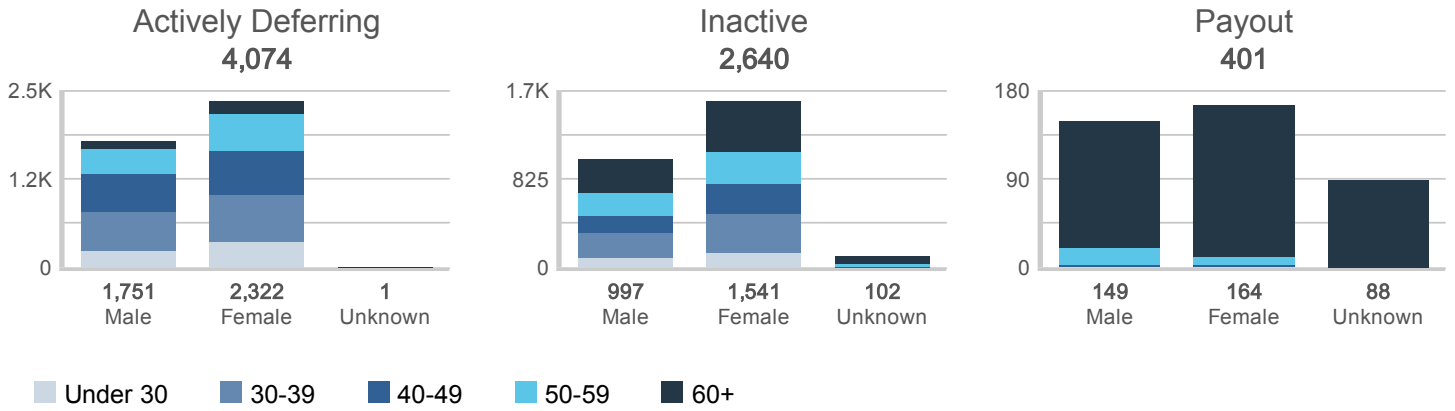
PARTICIPANT DEMOGRAPHICS

How participants are engaged in the plan



Enrolled participant data⁵

(as of 03/31/2022)



Actively Deferring
4,074

Inactive
2,640

Payout
401

	Actively Deferring (4,074)			Inactive (2,640)			Payout (401)		
	Male	Female	Unknown	Male	Female	Unknown	Male	Female	Unknown
Under 30	234	353	1	91	144	2	1	1	0
30 - 39	554	672	0	221	347	1	1	1	0
40 - 49	540	625	0	174	292	10	0	0	0
50 - 59	329	498	0	202	292	27	18	10	0
60+	94	174	0	309	466	62	129	152	88

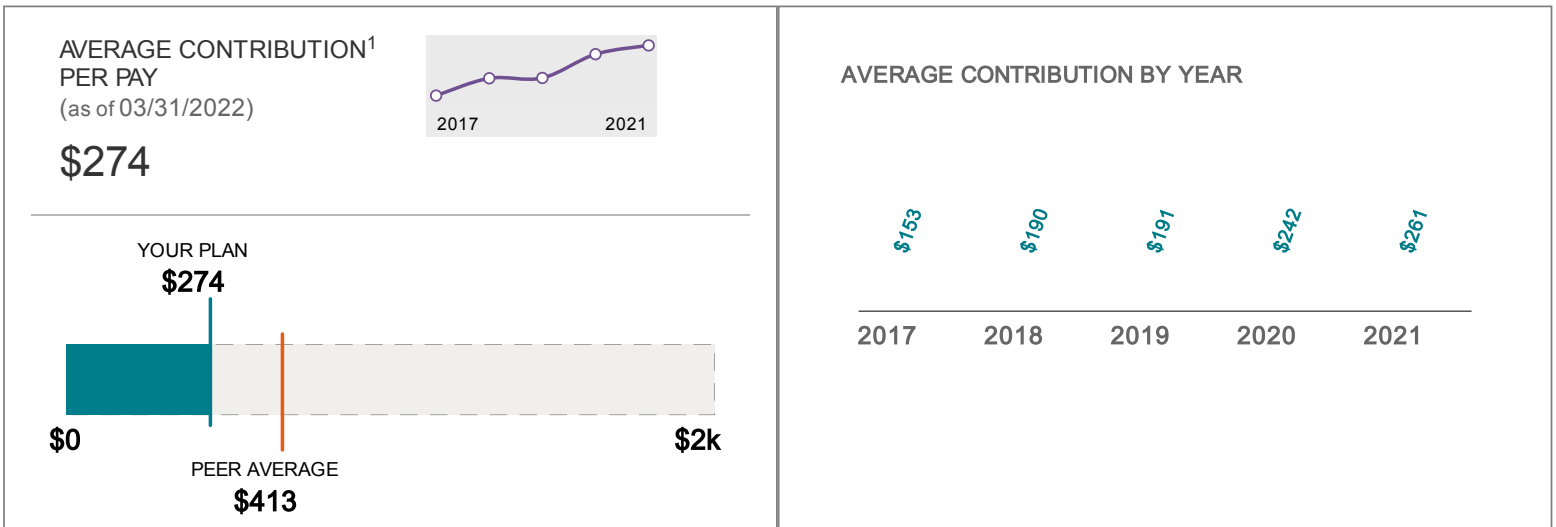
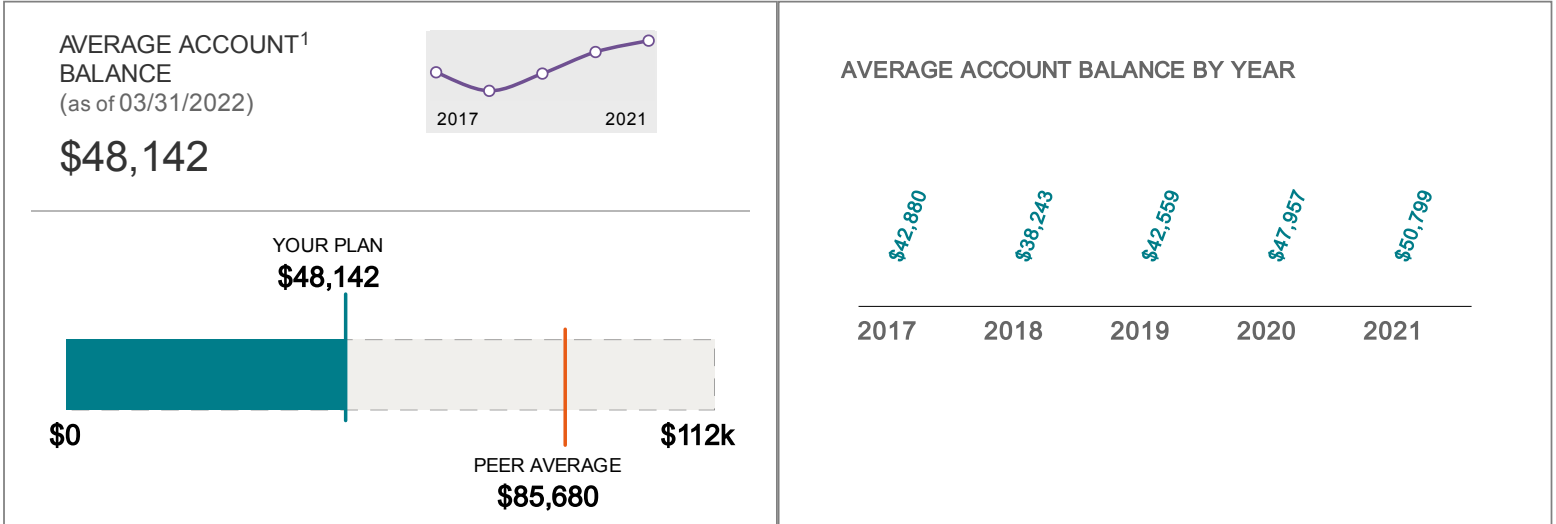
⁵ Actively deferring - Participants with a balance, a contribution in the past 30 days and a status of employed.

Inactive - Participants with a balance, no contribution in the past 30 days and no status of payout.

Payout - Participants with a balance and a status of payout.

CONTRIBUTIONS & INVESTMENTS

What your participants are contributing



Balances & contributions by age & gender

(as of 03/31/2022)

	Average account balance			Average annualized contributions		
	Male	Female	Unknown	Male	Female	Unknown
Under 30	\$6,921	\$2,900	\$8,209	\$3,158	\$1,660	\$2,364
30 - 39	\$13,929	\$8,461	\$29,041	\$3,872	\$2,787	\$0
40 - 49	\$45,178	\$21,178	\$18,255	\$5,920	\$3,762	\$156
50 - 59	\$95,018	\$61,759	\$46,926	\$15,373	\$4,520	\$50
60+	\$140,014	\$98,143	\$82,801	\$23,614	\$13,740	\$55

¹A peer group consists of NRS plans with similar assets. This peer group comparison includes cases with \$100 million - \$1 billion.

CONTRIBUTION & INVESTMENTS

What your participants are contributing

7% PARTICIPANTS WITH INCREASED CONTRIBUTIONS
(Calendar year to date)

3% PARTICIPANTS WITH AUTOMATIC CONTRIBUTION INCREASE
(Calendar year to date)

2022 IRS limits

Regular Limit \$20,500

50+ Catch Up \$6,500

3-Year Catch Up \$20,500

How your participants are invested

ASSET ALLOCATION ¹ (as of 03/31/2022)

NUMBER OF ASSET CLASSES

1	14.3%
2	5.8%
3	4.4%
4	3.3%
5+	72.3%



ASSET DIVERSIFICATION ² (as of 03/31/2022)

AVG. # ASSET CLASSES

4.6

PEER GROUP

4.6

RECOMMENDED

5



ProAccount

(as of 03/31/2022)

TOTAL PROACCOUNT BALANCE

\$32,745,492

PARTICIPANTS WITH PROACCOUNT

757

out of 7,115 total enrolled participants

AVG ACCOUNT BALANCE WITH PROACCOUNT

\$43,257

¹ Percentage of participants by number of investment classes.

² Average number of asset classes - Average number of asset classes in which participants are invested.

Peer group - Average number of asset classes in which this peer group (cases with \$100 million - \$1 billion) is invested.

Recommended number of asset classes - The number of asset classes in which a participant should be invested for ideal diversification.

How many participants are prepared for retirement

Online engagement

(as of 03/31/2022)

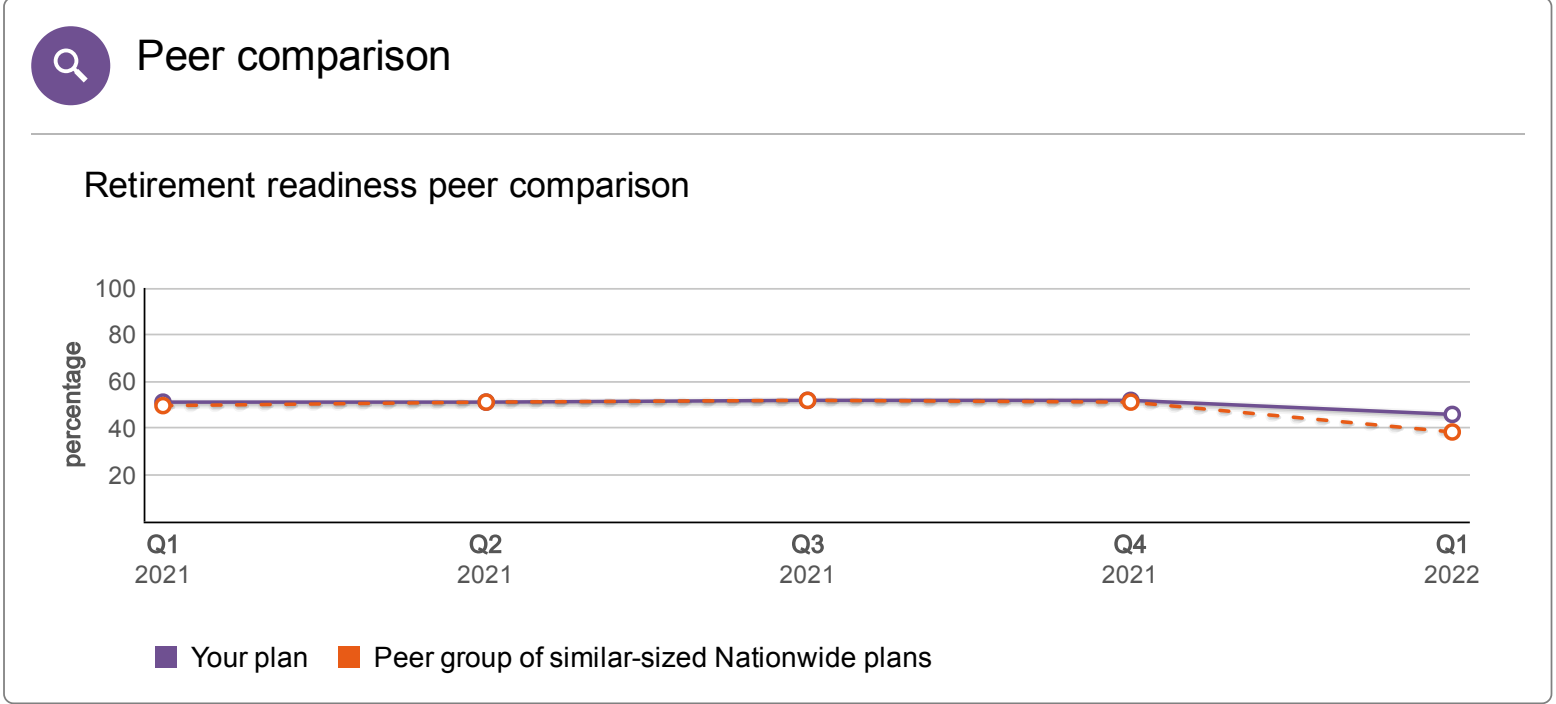
<p>TOTAL ENROLLED PARTICIPANTS</p> <p style="font-size: 24px; font-weight: bold;">7,115</p>	<p>ENROLLED PARTICIPANTS WITH AN ONLINE ACCOUNT</p> <p style="font-size: 24px; font-weight: bold;">4,280</p>
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Retirement readiness

(as of 03/31/2022)

<p>PARTICIPANTS WITH A RETIREMENT GOAL ¹</p> <p style="font-size: 24px; font-weight: bold;">2,525</p>	<p>PARTICIPANTS 'ON TRACK' FOR RETIREMENT ²</p> <div style="text-align: center; margin-top: 20px;"> <p style="font-size: 24px; font-weight: bold;">46%</p> </div>
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Participants who actively review their online account and use their retirement outlook tools are 4 times more likely to take action and save more for retirement.



NRM-17390AO

¹ Participants with a retirement goal from My Interactive Retirement Planner®.
² Participants with a retirement goal from My Interactive Retirement Planner® and a retirement readiness score of "on track" (.915 or higher).

\$ Asset class totals

Asset class	2020	2021	2022 YTD	% of total
Mid cap	\$18,258,901.71	\$21,955,754.15	\$20,038,991.24	5.8%
Large cap	\$137,887,387.01	\$158,038,679.21	\$141,805,856.36	41.4%
Bonds	\$17,653,644.57	\$18,356,194.18	\$17,294,667.46	5.0%
Specialty	\$5,472,955.69	\$6,415,023.12	\$6,452,424.40	1.9%
Loan	\$6,337,407.94	\$6,111,535.22	\$6,147,091.79	1.8%
Asset allocation	\$41,257,465.58	\$50,188,368.99	\$49,316,223.22	14.4%
International	\$18,402,159.97	\$20,947,024.24	\$19,668,535.16	5.7%
Small cap	\$12,107,622.12	\$15,159,845.21	\$13,741,733.85	4.0%
Fixed assets and cash	\$68,836,539.66	\$68,034,517.25	\$68,098,147.45	19.9%
Total	\$326,214,084.25	\$365,206,941.57	\$342,563,670.93	100%

\$ Total contributions by asset class

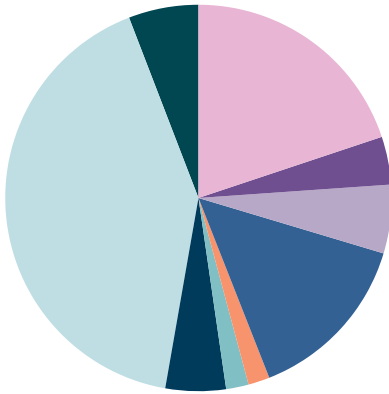
Asset class	2020	2021	2022 YTD	% of total
Mid cap	\$885,558.50	\$822,617.84	\$201,032.33	4.6%
Large cap	\$3,865,117.32	\$3,960,966.34	\$840,150.67	19.4%
Bonds	\$759,183.13	\$832,803.33	\$201,376.99	4.6%
Specialty	\$522,372.41	\$671,764.17	\$79,860.30	1.8%
Asset allocation	\$5,702,886.76	\$6,458,576.35	\$2,022,819.23	46.6%
International	\$1,195,792.06	\$1,299,754.43	\$330,282.54	7.6%
Small cap	\$686,629.41	\$655,754.80	\$183,408.33	4.2%
Fixed assets and cash	\$2,563,173.96	\$2,815,008.70	\$479,625.08	11.1%
Total	\$16,180,713.55	\$17,517,245.96	\$4,338,555.47	100%

2022



Asset allocation

(as of 03/31/2022)



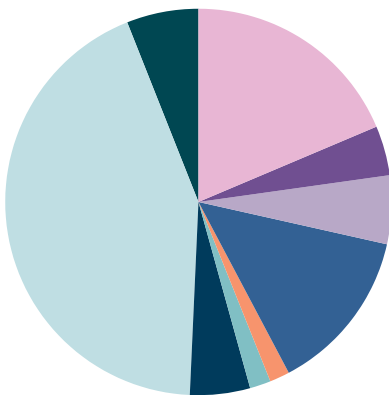
ASSET CLASS	YOUR PLAN	PEER GROUP	DIFFERENCE
Mid cap	5.8%	5.2%	0.7% ●
Large cap	41.4%	19.8%	21.6% ●
Balanced	0.0%	1.6%	-1.6% ●
Bonds	5.0%	3.5%	1.5% ●
Short term	0.0%	2.0%	0.0%
SDO	0.0%	0.1%	0.0%
Specialty	1.9%	0.8%	1.1% ●
Loan	1.8%	0.0%	1.8% ●
Asset allocation	14.4%	11.9%	2.5% ●
International	5.7%	5.0%	0.8% ●
Small cap	4.0%	2.9%	1.1% ●
Fixed assets and cash	19.9%	47.1%	-27.3% ●
Fixed Indexed Annuity	0.0%	0.0%	0.0%

2021



Asset allocation

(as of 12/31/2021)



ASSET CLASS	YOUR PLAN	PEER GROUP	DIFFERENCE
Mid cap	6.0%	5.6%	0.4% ●
Large cap	43.3%	20.6%	22.6% ●
Balanced	0.0%	1.8%	-1.8% ●
Bonds	5.0%	3.7%	1.3% ●
Short term	0.0%	2.0%	0.0%
SDO	0.0%	0.1%	0.0%
Specialty	1.8%	0.7%	1.0% ●
Loan	1.7%	0.0%	1.6% ●
Asset allocation	13.7%	11.0%	2.7% ●
International	5.7%	5.3%	0.4% ●
Small cap	4.2%	3.1%	1.1% ●
Fixed assets and cash	18.6%	46.1%	-27.5% ●
Fixed Indexed Annuity	0.0%	0.0%	0.0%

BALANCE DETAILS



Total account balance

(as of 03/31/2022)

Money source	Current value
Participant assets	\$342,563,670.93
Rollover Repayment Event Related	\$5,082.21
Salary Reduction	\$323,159,049.39
Rollover (Pre-Tax)	\$9,279,403.10
Rollover 457	\$1,952,402.32
Roth Contribution	\$1,780,499.20
Roth Rollover	\$166.48
Roth Rollover 457	\$7,341.83
Salary Reduction IRR	\$232,634.61
Loan balance	\$6,147,091.79
Total plan assets	\$342,563,670.93

BALANCE DETAILS



Loan Details

(as of 03/31/2022)

Loan type	Number of loans	Principal value
Active loans		
General purpose loan	711	\$4,686,598.95
Primary residence loan	43	\$553,257.62
Defaulted loans*		
General purpose loan	154	\$888,664.28
Primary residence loan	3	\$18,570.94
Total	911	\$6,147,091.79

* Default amounts are included in Beginning and Ending Balance



Contributions and transfers/rollovers-in

(as of 03/31/2022)

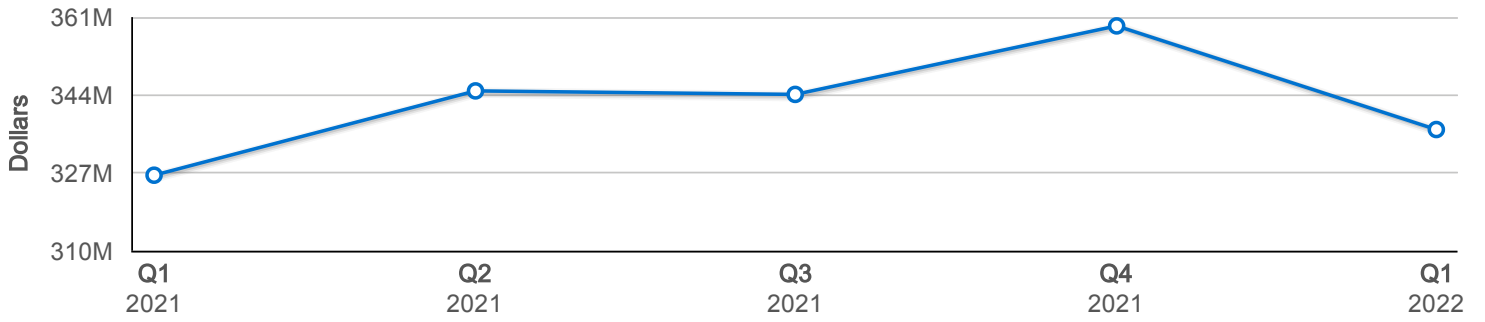
Type	Year to date
Contributions	\$4,139,269.24
Transfers/Rollovers-In	\$199,286.23
Total	\$4,338,555.47



Balance activity by quarter

Change in balance from last quarter

▼ -6.3%
FROM LAST QUARTER

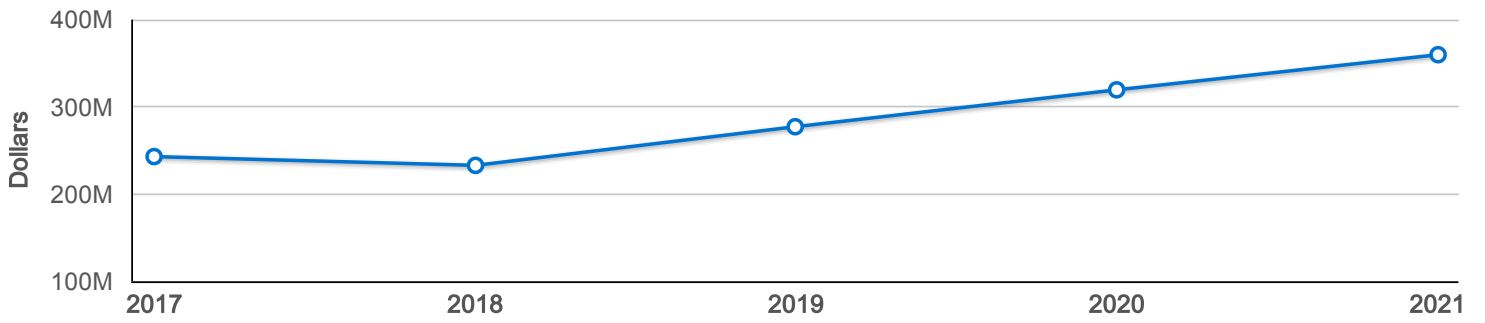




Balance activity by year

Change in balance from last year

▲ 12.3%
FROM LAST YEAR



	2017	2018	2019	2020	2021
Total balance	\$243,210,743.20	\$232,681,219.20	\$277,848,504.34	\$319,876,676.31	\$359,095,406.35

Top opportunities to improve plan health

- ✓ **Encourage enrollment**
Are you happy with your participation rate? Schedule an enrollment workshop today
- ✓ **Suggest online account usage**
Those who engage in their online account are 4x more likely to save more for retirement
- ✓ **Propose contribution increases**
Anything can help. Talk with your participants about the benefits of saving now for a better tomorrow
- ✓ **Discuss the benefits of Nationwide ProAccount**
How participants are invested can play a big role in their retirement health

Additional opportunities

How participants are engaged in the plan

- ✓ **Are your participants in the correct status based on their age?**
Check in with participants who may not be in the correct status.

What your participants are contributing

- ✓ **Starting to save early is one of the best ways to prepare for retirement.**
Contact your Nationwide representative to schedule a workshop with your participants under the age of 30 to help them understand the benefits of saving more now.
- ✓ **Are your female participants actively contributing?**
Host a workshop for women eligible and enrolled in your plan. Nationwide's Women & Investing tools can help.
- ✓ **Incremental increases can go a long way.**
Let your participants know how having an automatic annual contribution increase can help them reach their retirement goal.
- ✓ **Work with your Nationwide Retirement Specialist to help manage your loans.**
- ✓ **Are those closer to retirement aware of catch-up contributions?**
Let your participants know that catch-up contributions may help them reach their goal.

How your participants are invested

- ✓ **Are participants diversified enough?**
Call your Nationwide retirement specialist and discuss your participants' asset diversification.

How many participants are prepared for retirement

- ✓ **How many participants are getting close to retirement?**
Talk with your participants about which payout strategies may benefit them the most.

Explicit Asset Fee Summary

EXPLICIT ASSET FEE SUMMARY

	Plan Sponsor Fee Amount	NRS Fee Amount
January	\$22,921.74	\$28,652.18
February	\$20,359.14	\$25,450.26
March	\$22,838.54	\$28,550.60
1Q2022 Revenue Total	\$66,119.42	\$82,653.04

Fee Normalization Calculation

FEE NORMALIZATION CALCULATION

Fund Name	Fund	Ticker	1/31/2022 Account Value	2/28/2022 Account Value	3/31/2022 Account Value	Jan-2022 Annual Fund Svc Fee Rate	Feb-2022 Annual Fund Svc Fee Rate	Mar-2022 Annual Fund Svc Fee Rate	1Q2022 Fund Service Fee Payment Amount
Alger Small Cap Focus Fund - Class Y	NTVB27	AOFYX	\$0	\$0	\$7,206,504	0.000%	0.000%	0.000%	\$0
Alger Spectra Fund - Class Y	NTVB24	ASPYX	\$57,968,542	\$56,616,017	\$57,149,955	0.000%	0.000%	0.000%	\$0
BlackRock EAFE Equity Index Fund T	NTV194	BLKAX	\$4,901,874	\$4,745,969	\$0	0.000%	0.000%	0.000%	\$0
BlackRock Equity Index Fund M	NTV195	BLKBX	\$64,856,136	\$62,520,827	\$64,423,136	0.000%	0.000%	0.000%	\$0
BlackRock Mid Capitalization Equity Index Fund M	NTV196	BLKCX	\$11,699,104	\$11,819,805	\$11,884,282	0.000%	0.000%	0.000%	\$0
BlackRock Russell 2000 Index Fund M	NTV197	BLKDX	\$4,449,523	\$4,362,584	\$4,356,093	0.000%	0.000%	0.000%	\$0
BlackRock US Debt Index Fund W	NTV198	BLKEX	\$8,543,135	\$8,291,270	\$8,366,943	0.000%	0.000%	0.000%	\$0
Columbia Dividend Income Fund - Institutional 3 Class	NTV264	CDDYX	\$20,540,146	\$19,805,327	\$20,232,765	0.000%	0.000%	0.000%	\$0
Columbia Small Cap Value Fund II - Institutional 3 Class	NTVE75	CRRYX	\$0	\$0	\$2,179,138	0.000%	0.000%	0.000%	\$0
Fidelity Advisor Real Estate Income Fund - Institutional Class	NTV265	FRIRX	\$2,584,047	\$2,466,186	\$2,516,866	0.250%	0.250%	0.250%	\$1,556
Franklin Utilities Fund - Class R6	NTV266	FUFRX	\$3,626,280	\$3,600,054	\$3,935,559	0.000%	0.000%	0.000%	\$0
Fresno County Stable Value Fund	NTG004	Fixed	\$68,253,142	\$68,645,003	\$68,098,147	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2015 Trust	NTV354	GWLFY	\$4,067,706	\$4,025,917	\$4,007,530	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2020 Trust	NTVA03	XX180	\$10,327	\$197,581	\$200,300	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2025 Trust	NTV355	GWLGX	\$13,222,612	\$13,071,587	\$12,975,158	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2030 Trust	NTVA04	XX181	\$1,645,000	\$1,633,878	\$1,826,274	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2035 Trust	NTV356	GWLHX	\$10,329,290	\$10,264,935	\$11,073,897	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2040 Trust	NTVA05	XX182	\$197,095	\$194,884	\$80,106	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2045 Trust	NTV357	ZZ153	\$10,535,595	\$10,486,496	\$10,733,520	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2050 Trust	NTVA06	XX183	\$210,074	\$211,740	\$212,591	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2055 Trust	NTV358	GWLJX	\$7,960,030	\$7,955,260	\$8,186,774	0.000%	0.000%	0.000%	\$0
Great-West Lifetime 2060 Trust	NTVD17	XX293	\$14,835	\$17,610	\$20,069	0.000%	0.000%	0.000%	\$0
Invesco Developing Markets Fund - Class R6	NTV08X	ODVIX	\$2,825,090	\$2,731,266	\$2,721,183	0.000%	0.000%	0.000%	\$0
Janus Henderson Small Cap Value Fund - Class N	NTV269	JDSNX	\$1,991,590	\$2,004,676	\$0	0.000%	0.000%	0.000%	\$0
Loan Outstanding Principal Balance	LXM001	Loan	\$5,216,638	\$5,209,592	\$5,239,857	0.000%	0.000%	0.000%	\$0
Metropolitan West Funds - Total Return Bond Fund - Plan Class	NTV381	MWTSX	\$7,250,759	\$7,124,413	\$7,106,529	0.000%	0.000%	0.000%	\$0
Nicholas Limited Edition Fund - Institutional Class	NTV268	NCLEX	\$7,145,519	\$7,053,787	\$0	0.000%	0.000%	0.000%	\$0
T. Rowe Price Mid-Cap Growth Fund - I Class	NTV981	RPTIX	\$8,043,978	\$8,049,895	\$8,154,709	0.000%	0.000%	0.000%	\$0
T. Rowe Price Overseas Stock Fund - I Class	NTV509	TROIX	\$12,892,427	\$12,305,811	\$12,258,837	0.000%	0.000%	0.000%	\$0
Vanguard Developed Markets Index Fund - Admiral Shares	NTV370	VTMGX	\$0	\$0	\$4,688,516	0.000%	0.000%	0.000%	\$0
Vanguard Total International Bond Index Fund - Admiral Shares	NTV668	VTABX	\$1,867,841	\$1,828,614	\$1,821,196	0.000%	0.000%	0.000%	\$0
Total			\$342,848,335	\$337,240,984	\$341,656,436				\$1,556

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