



State of Vermont Defined Contribution Plan 940020 Plan Summary

Presented by: Gabriel D'Ulisse
Vice President and Managing Director

As of: **June 30, 2018**

*Report contains information up through
the last business day of the period end.*

Plan Summary and Benchmark Trends

Plan Demographics Summary

	1/1/2018- 3/31/2018	4/1/2018- 6/30/2018
Total Participants*	597	601
Active Participants	325	321
Terminated Participants	272	280
Average Participant Balance	\$111,277	\$112,680
Average Account Balance for Active Participants	\$132,729	\$136,490
Median Participant Balance	\$53,743	\$53,071
Median Participant Balance for Active Participants	\$64,998	\$69,815
Participants Age 50 and Over	337	342
Total Assets for Participants Age 50 and Over	\$53,170,603	\$54,161,815
Total Contributions	\$496,996	\$725,880
Employee Contributions	\$143,801	\$270,654
Employer Contributions	\$353,195	\$455,226
Total Distributions	(\$863,058)	(\$506,015)
Percentage of Assets Distributed	1.3%	0.7%
Total Participant Balances	\$66,432,193	\$67,720,884

*Participant(s) with an account balance greater than \$0.

Plan Features

GoalMaker	3/31/2018	6/30/2018
Plan Assets for Participants in GoalMaker	\$1,625,557	\$2,339,522
% of Plan Assets for GoalMaker Participants	2.4%	3.5%
# of Participants in GoalMaker	9	16
Participation Rate in GoalMaker	1.5%	2.7%
Prudential % of Participants in GoalMaker - As of 12/31/2017	50.7%	

Stable Value	3/31/2018	6/30/2018
Participation Rate in Stable Value	4.4%	8.8%
% of Plan Assets in Stable Value	0.9%	1.2%
Prudential % of Plan Assets in Stable Value - As of 12/31/2017	24.5%	

Participant Activity

Call Center / Website Statistics	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018
Total Call Volume	103	88
Total Web Logins	1,769	2,458

Loans	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018
Amount of New Loans Taken	\$0	\$0
# of New Loans	0	0
# of Outstanding Active Loans	0	0
% of Participants have Outstanding Active Loans	0.0%	0.0%
Prudential % of Participants have Outstanding Active Loans - As of 12/31/2017	14.4%	

Transaction Summary

Transactions	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018
Total Enrollees*	6	5
Number of Participants with Transfers	79	28
Distributions	23	22

*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

<u>Plan Features</u>	<u>Your Plan</u>	<u>Prudential Book of Business</u>	<u>Industry Average*</u>	<u>Plan Sponsor Survey 2017**</u>	<u>Plan Sponsor Survey 2018***</u>
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

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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 Segements

**2017 Annual Survey, 2017 (Overall)

***2018 Annual Survey, 2018 (Overall)

Benchmark Trends – Participant Behavior

<u>Plan Features</u>	<u>Your Plan</u>	<u>Prudential Book of Business</u>	<u>Industry Average*</u>	<u>Plan Sponsor Survey 2017**</u>	<u>Plan Sponsor Survey 2018***</u>
Participation Rate	92.6%	70.4%	65.9%	78.5%	79.3%
Average Contribution Rate (%)	NA	7.4%	6.6%	6.6%	6.6%
Average Account Balance	\$112,680	\$67,979	\$63,814	\$87,038	\$97,903
Median Account Balance	\$53,071	\$68,666	\$50,342	\$65,000	\$75,000
% of Plan Assets in Stable Value	1.2%	24.5%	NA	NA	NA
% of Plan Assets in Day One Funds	NA	0.8%	NA	NA	NA
Average # of Funds Held	2.6	5.7	5.4	5.3	5.7
% of 55+ participants utilizing IncomeFlex	NA	12.0%	NA	NA	NA
% of participants utilizing GoalMaker	2.7%	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)

Asset Allocation/Net Activity By Age

April 1, 2018 to June 30, 2018

	Less than 25	25-34	35-44	45-54	55-64	65+	Total
Total Participant Balances	\$15,820	\$1,261,505	\$4,817,127	\$14,582,870	\$29,453,569	\$17,589,994	\$67,720,884
% Assets	0.0%	1.9%	7.1%	21.5%	43.5%	26.0%	100.0%
<i>Prudential Avg. Contribution Rate (%) as of 12/31/2017</i>	4.6%	5.7%	6.6%	7.8%	9.5%	11.2%	7.4%
Contributions	\$5,146	\$72,654	\$143,073	\$219,327	\$213,822	\$71,858	\$725,880
Total (Contributions + Rollovers In)	\$5,146	\$72,654	\$143,073	\$219,327	\$213,822	\$71,858	\$725,880
Cash Distributions	\$0	\$0	(\$72,357)	\$0	(\$10,004)	(\$96,763)	(\$179,124)
Rollovers Out	\$0	(\$58,137)	(\$60,981)	(\$121,074)	(\$86,699)	\$0	(\$326,891)
Total (Cash Distributions + Rollovers Out)	\$0	(\$58,137)	(\$133,338)	(\$121,074)	(\$96,703)	(\$96,763)	(\$506,015)
Net Activity	\$5,146	\$14,517	\$9,735	\$98,253	\$117,119	(\$24,905)	\$219,864
Total Participants	3	70	113	151	179	85	601
Average Account Balance	\$5,273	\$18,021	\$42,629	\$96,575	\$164,545	\$206,941	\$112,680
Median Account Balance	\$4,806	\$13,001	\$29,862	\$66,356	\$123,100	\$119,821	\$53,071
<i>Prudential Avg. Account Balance as of 12/31/2017</i>	\$3,047	\$15,001	\$42,701	\$81,849	\$111,172	\$116,430	\$67,979

Retirement Readiness

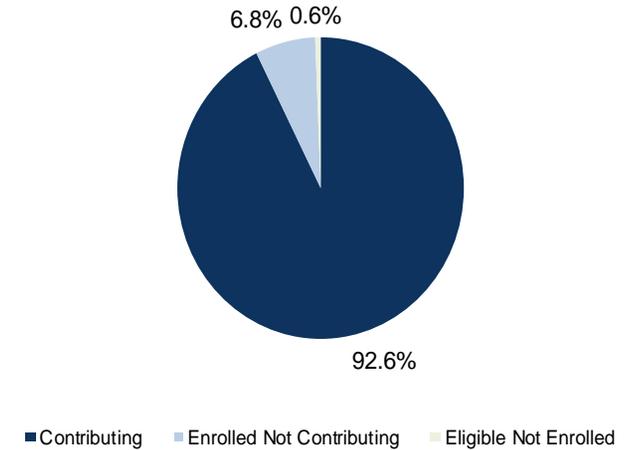
Participation Rate

	1/1/2018-3/31/2018	4/1/2018-6/30/2018
Total Eligible To Contribute Population	325	324
Contributing (A)	306	300
Enrolled Not Contributing (B)	19	22
Eligible Not Enrolled (C)	0	2

	1/1/2018-3/31/2018	4/1/2018-6/30/2018
Participation Rate *	94.2%	92.6%
<i>Prudential Book of Business 12/31/2017</i>	70.4%	
<i>Plan Sponsor Survey 2018 - National Average</i>	79.3%	

* Participation Rate is calculated by $A/(A+B+C)$

4/1/2018-6/30/2018



Definitions:

Contributing – Count of participants who are active/eligible and a contribution was received to an employee source (within 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%

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Retirement Income Calculator (RIC) Analysis

4/1/2018 - 6/30/2018	
Total Retirement Income Calculator Completions	63
Unique Completions	40
Contribution Rate Increase	0

Since Inception for Currently Active Participants as of 6/30/2018	
Average Balance, RIC Participant	\$253,235
Average Balance, Non-RIC Participant	\$114,950
Average Contribution Rate, RIC Participant	0.00%
Average Contribution Rate, Non-RIC Participant	0.00%
Total Count of Participants with a RIC Gap	30
Average RIC Gap	\$4,061
Total Count of Participants with a RIC Surplus	20
Average RIC Surplus	\$2,925
Average Income Replacement, RIC Participant	79%
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.

Plan Activity

Contributions by Fund

INVESTMENT OPTIONS	1/1/2018 - 3/31/2018	%	4/1/2018 - 6/30/2018	%	Change	%
FIDELITY ADVISOR FREEDOM 2035 Z6	\$41,704	8.4%	\$92,923	12.8%	\$51,220	122.8%
FIDELITY ADVISOR FREEDOM 2050 Z6	\$67,443	13.6%	\$92,923	12.8%	\$25,480	37.8%
FIDELITY ADVISOR FREEDOM 2020 Z6	\$57,772	11.6%	\$75,138	10.4%	\$17,365	30.1%
FIDELITY ADVISOR FREEDOM 2030 Z6	\$59,033	11.9%	\$67,441	9.3%	\$8,407	14.2%
FIDELITY ADVISOR FREEDOM 2045 Z6	\$24,328	4.9%	\$66,686	9.2%	\$42,358	174.1%
FIDELITY ADVISOR FREEDOM 2040 Z6	\$40,908	8.2%	\$52,855	7.3%	\$11,947	29.2%
FIDELITY 500 INDEX INSTITUTIONAL	\$29,915	6.0%	\$40,167	5.5%	\$10,252	34.3%
FIDELITY ADVISOR FREEDOM 2025 Z6	\$26,460	5.3%	\$39,594	5.5%	\$13,133	49.6%
STATE OF VERMONT STABLE VALUE	\$15,205	3.1%	\$21,790	3.0%	\$6,585	43.3%
FIDELITY BLUE CHIP GROWTH K6	\$13,021	2.6%	\$18,294	2.5%	\$5,273	40.5%
FIDELITY LOW-PRICED STOCK K6	\$10,951	2.2%	\$15,510	2.1%	\$4,559	41.6%
FIDELITY EXTENDED MARKET INDEX PREMIUM	\$10,324	2.1%	\$13,960	1.9%	\$3,635	35.2%
VANGUARD TOTAL BOND MARKET INDEX I	\$8,742	1.8%	\$12,808	1.8%	\$4,066	46.5%
AMERICAN FUNDS AMERICAN BALANCED R6	\$10,681	2.2%	\$12,694	1.8%	\$2,013	18.8%
VANGUARD TOTAL INTL STOCK INDEX I	\$4,921	1.0%	\$12,438	1.7%	\$7,517	152.7%
DOMINI IMPACT EQUITY R	\$9,435	1.9%	\$11,814	1.6%	\$2,379	25.2%
FIDELITY DIVIDEND GROWTH K	\$9,473	1.9%	\$11,063	1.5%	\$1,590	16.8%
SA/T. ROWE PRICE EQUITY INCOME STRATEGY	\$7,317	1.5%	\$10,502	1.5%	\$3,185	43.5%
FIDELITY SMALL CAP DISCOVERY	\$7,524	1.5%	\$8,962	1.2%	\$1,438	19.1%
PIMCO TOTAL RETURN INSTL	\$8,102	1.6%	\$8,955	1.2%	\$854	10.5%
FIDELITY INTERNATIONAL DISCOVERY K	\$7,165	1.4%	\$7,762	1.1%	\$597	8.3%
JANUS HENDERSON TRITON N	\$4,033	0.8%	\$6,861	1.0%	\$2,828	70.1%
FIDELITY ADVISOR FREEDOM 2015 Z6	\$5,118	1.0%	\$5,923	0.8%	\$805	15.7%
FIDELITY ADVISOR FREEDOM 2010 Z6	\$5,542	1.1%	\$5,717	0.8%	\$175	3.2%
VANGUARD BALANCED INDEX I	\$5,267	1.1%	\$5,076	0.7%	(\$191)	-3.6%
FIDELITY PURITAN K	\$2,178	0.4%	\$2,703	0.4%	\$525	24.1%
FIDELITY ADVISOR FREEDOM INCOME Z6	\$1,265	0.3%	\$2,249	0.3%	\$984	77.8%
COLUMBIA ACORN INTERNATIONAL INST3	\$1,924	0.4%	\$1,910	0.3%	(\$14)	-0.7%
PIMCO TOTAL RETURN ESG INSTITUTIONAL	\$1,242	0.3%	\$1,160	0.2%	(\$82)	-6.6%
Total Assets Contributed	\$496,996	100.0%	\$725,880	100.0%	\$228,883	46.1%

Interfund Transfers

4/1/2018 to 6/30/2018

INVESTMENT OPTIONS	IN	OUT	NET
VANGUARD TOTAL BOND MARKET INDEX I	\$340,825	(\$894)	\$339,932
VANGUARD TOTAL INTL STOCK INDEX I	\$276,127	\$0	\$276,127
FIDELITY 500 INDEX INSTITUTIONAL	\$297,027	(\$61,153)	\$235,873
STATE OF VERMONT STABLE VALUE	\$204,621	(\$380)	\$204,241
FIDELITY BLUE CHIP GROWTH K6	\$120,511	(\$33,060)	\$87,450
SA/T. ROWE PRICE EQUITY INCOME STRATEGY	\$82,342	(\$2,578)	\$79,764
FIDELITY ADVISOR FREEDOM 2040 Z6	\$116,119	(\$37,488)	\$78,631
FIDELITY ADVISOR FREEDOM 2025 Z6	\$77,988	\$0	\$77,988
JANUS HENDERSON TRITON N	\$76,462	(\$17,425)	\$59,037
FIDELITY LOW-PRICED STOCK K6	\$45,305	(\$22,126)	\$23,179
PIMCO TOTAL RETURN INSTL	\$21,788	\$0	\$21,788
FIDELITY ADVISOR FREEDOM 2015 Z6	\$0	(\$2)	(\$2)
FIDELITY ADVISOR FREEDOM 2020 Z6	\$0	(\$6)	(\$6)
VANGUARD BALANCED INDEX I	\$0	(\$687)	(\$687)
COLUMBIA ACORN INTERNATIONAL INST3	\$0	(\$1,149)	(\$1,149)
FIDELITY DIVIDEND GROWTH K	\$0	(\$3,064)	(\$3,064)
FIDELITY ADVISOR FREEDOM 2045 Z6	\$0	(\$5,259)	(\$5,259)
FIDELITY EXTENDED MARKET INDEX PREMIUM	\$0	(\$7,940)	(\$7,940)
FIDELITY INTERNATIONAL DISCOVERY K	\$0	(\$52,266)	(\$52,266)
FIDELITY MANAGED INCOME PORTFOLIO	\$0	(\$77,733)	(\$77,733)
FIDELITY ADVISOR FREEDOM 2050 Z6	\$0	(\$120,621)	(\$120,621)
AMERICAN FUNDS AMERICAN BALANCED R6	\$5	(\$186,982)	(\$186,977)
FIDELITY ADVISOR FREEDOM 2030 Z6	\$0	(\$203,338)	(\$203,338)
FIDELITY ADVISOR FREEDOM 2035 Z6	\$0	(\$244,879)	(\$244,879)
FIDELITY ADVISOR FREEDOM 2010 Z6	\$0	(\$580,088)	(\$580,088)
TOTAL	\$1,659,119	(\$1,659,119)	\$0

Participant Distribution Statistics

Distribution Type	Amount of Withdrawals Taken				# of Withdrawals			
	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018	Change	% Change	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018	Change	% Change
Termination	\$773,547	\$420,572	(\$352,976)	-46%	13	15	2	15%
Death Distribution	\$57,949	\$77,194	\$19,245	33%	1	1	0	0%
Required Minimum Distribution	\$24,512	\$0	(\$24,512)	-100%	4	0	(4)	-100%
Installment Payment	\$7,050	\$8,250	\$1,200	17%	5	6	1	20%
Grand Total	\$863,058	\$506,015	(\$357,043)	-41%	23	22	(1)	-4%

4/1/2018 - 6/30/2018						
Distribution Sub-Type	Amount of Withdrawals Taken			# of Withdrawals		
	Age < 50	Age >= 50	Total	Age < 50	Age >= 50	Total
Rollover	\$162,999	\$163,893	\$326,891	7	2	9
Cash	\$72,357	\$106,767	\$179,124	2	11	13
Grand Total	\$235,355	\$270,660	\$506,015	9	13	22

Termination - A withdrawal 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

	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018
Call Center		
Unique Callers	71	69
Total Call Volume	103	88
Participant Website		
Unique Web Logins	247	234
Total Web Logins	1,769	2,458

Call Center Reason Category	1/1/2018 - 3/31/2018	4/1/2018 - 6/30/2018
Account Explanations	33	33
Allocations and Exchanges	2	2
Contributions	1	1
Disbursements	35	22
Enrollments	0	0
Forms	2	2
Fund Information	3	4
Hardships	0	0
IFX	1	0
IVR or Web Assistance	13	14
Loans	0	0
Payment Questions	0	0
Plan Explanations	3	6
Status of Research	2	0
Tax Information	1	0
Website Processing	7	4
Total	103	88

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).

Investment Diversification

Assets by Asset Class and Age as of June 30, 2018



Asset Allocation

Asset Class	Your Plan Assets as of 6/30/2018	Your Plan % as of 6/30/2018
Stable Value	\$804,783	1.2%
Fixed Income	\$7,069,103	10.4%
Balanced	\$32,230,901	47.6%
Large Cap Stock	\$16,395,688	24.2%
Mid Cap Stock	\$5,232,975	7.7%
Small Cap Stock	\$2,909,333	4.3%
International Stock	\$2,062,812	3.1%
Global Stock	\$1,015,290	1.5%
Total Participant Balances	\$67,720,884	100.0%

Fund Utilization By Age as of June 30, 2018

	Less than 25	25-34	35-44	45-54	55-64	65+	Total
Participants Invested in Only One Fund	2	57	38	52	51	24	224
Average # of Funds per Participant	5.3	1.5	2.4	2.7	2.9	3.0	2.6
<i>Prudential Participants Avg. # of Funds per Participant as of 12/31/2017</i>	6.4	6.3	6.0	5.8	5.5	4.1	5.7
% of Plan Assets in Stable Value	1.3%	0.0%	0.1%	0.8%	1.6%	1.3%	1.2%
<i>Prudential % of Plan Assets in Stable Value as of 12/31/2017</i>	11.6%	9.9%	11.9%	17.0%	28.4%	45.7%	24.5%

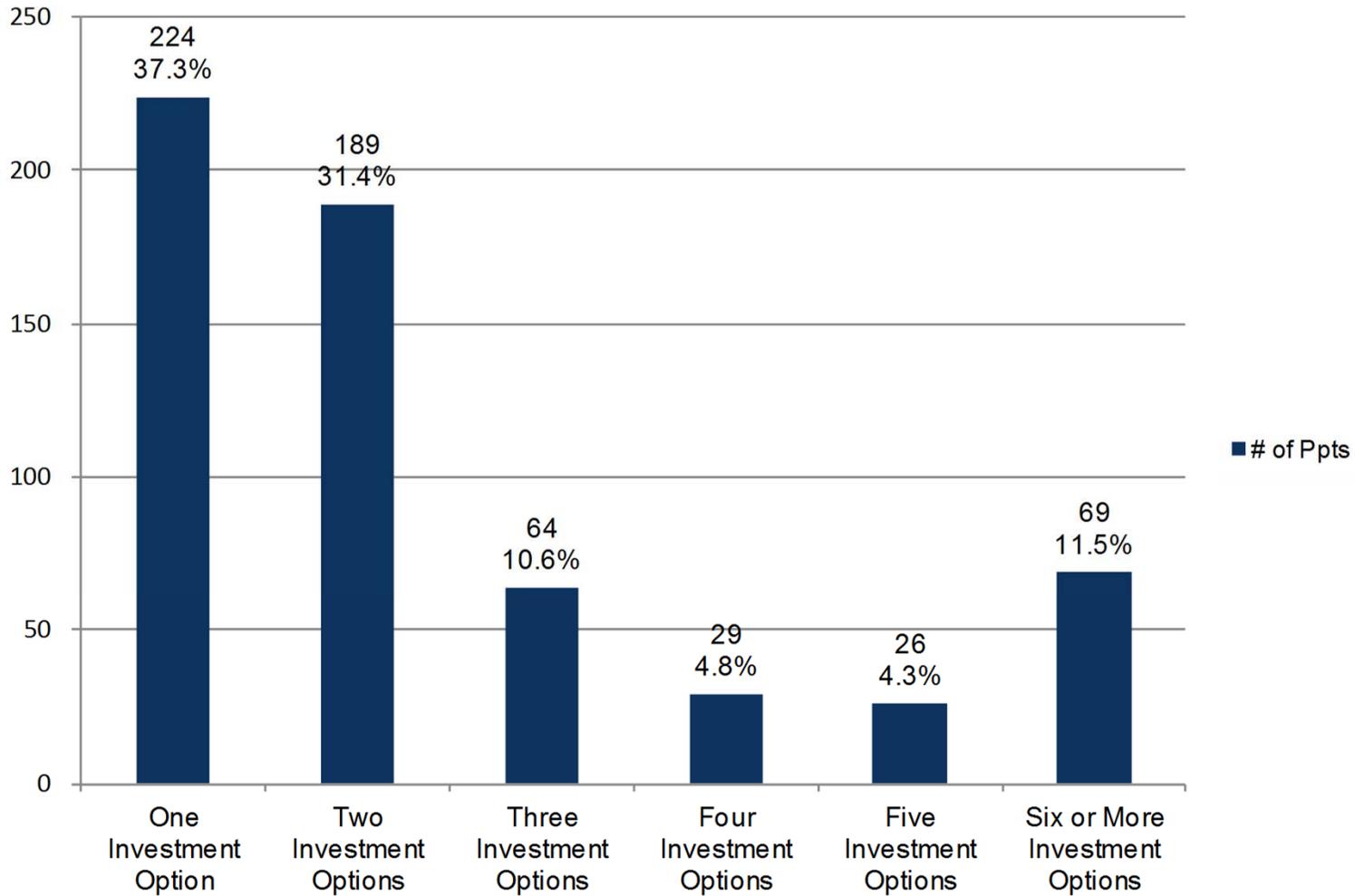
Utilization by Fund

as of June 30, 2018

INVESTMENT OPTIONS	Balance	# of Ppts	Ppts Using as Sole Investment
FIDELITY ADVISOR FREEDOM 2020 Z6	\$8,863,817	96	28
FIDELITY 500 INDEX INSTITUTIONAL	\$7,863,250	107	11
FIDELITY ADVISOR FREEDOM 2030 Z6	\$5,030,277	102	25
FIDELITY ADVISOR FREEDOM 2035 Z6	\$3,287,867	77	17
FIDELITY EXTENDED MARKET INDEX PREMIUM	\$3,128,351	72	2
FIDELITY MANAGED INCOME PORTFOLIO	\$2,791,596	67	0
FIDELITY ADVISOR FREEDOM 2025 Z6	\$2,772,944	68	16
AMERICAN FUNDS AMERICAN BALANCED R6	\$2,572,897	36	4
DOMINI IMPACT EQUITY R	\$2,552,188	45	3
FIDELITY DIVIDEND GROWTH K	\$2,484,684	49	1
FIDELITY ADVISOR FREEDOM 2040 Z6	\$2,471,293	72	22
FIDELITY LOW-PRICED STOCK K6	\$2,104,624	60	1
PIMCO TOTAL RETURN INSTL	\$2,090,757	52	1
FIDELITY SMALL CAP DISCOVERY	\$1,938,669	62	0
VANGUARD TOTAL BOND MARKET INDEX I	\$1,835,205	43	1
FIDELITY INTERNATIONAL DISCOVERY K	\$1,829,636	59	1
FIDELITY BLUE CHIP GROWTH K6	\$1,673,876	50	1
SA/T. ROWE PRICE EQUITY INCOME STRATEGY	\$1,590,683	50	1
FIDELITY ADVISOR FREEDOM 2010 Z6	\$1,565,927	16	4
FIDELITY ADVISOR FREEDOM 2015 Z6	\$1,553,252	29	4
FIDELITY ADVISOR FREEDOM 2045 Z6	\$1,536,269	71	16
FIDELITY ADVISOR FREEDOM 2050 Z6	\$1,204,595	101	60
JANUS HENDERSON TRITON N	\$970,664	45	0
VANGUARD TOTAL INTL STOCK INDEX I	\$952,087	40	0
STATE OF VERMONT STABLE VALUE	\$804,783	53	0
FIDELITY ADVISOR FREEDOM INCOME Z6	\$508,512	5	3
VANGUARD BALANCED INDEX I	\$491,274	16	1
FIDELITY ADVISOR FREEDOM 2005 Z6	\$371,976	3	0
PIMCO TOTAL RETURN ESG INSTITUTIONAL	\$351,546	13	0
COLUMBIA ACORN INTERNATIONAL INST3	\$233,176	11	0
FIDELITY PURITAN K	\$231,007	7	1
PAX GLOBAL ENVIRONMENTAL MRKTS INSTL	\$63,203	3	0
Total	\$67,720,884		

The funds in **bold** type denote inclusion in the GoalMaker® product.

Investment Utilization as of June 30, 2018



Due to rounding, bar graph may not equal 100%

GoalMaker® Participation

as of 6/30/2018

	3/31/2018	6/30/2018
Plan Assets for Participants in GoalMaker	\$1,625,557	\$2,339,522
# of Participants in GoalMaker	9	16
Participation Rate in GoalMaker	1.5%	2.7%
% of Plan Assets for GoalMaker Participants	2.4%	3.5%

Prudential Book of Business For Plans Offering GoalMaker – As of 12/31/2017

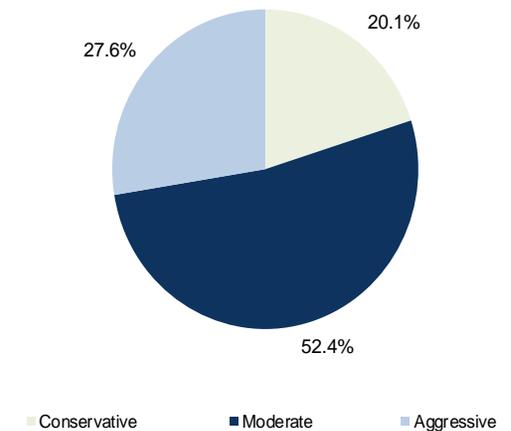
The participation rate in GoalMaker is 50.7%.

The percentage of plan assets for GoalMaker participants is 21.7%.

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	2	0	1	1	4
45-54	0	0	3	0	2	0	5
55-64	1	0	2	0	1	1	5
65+	0	1	1	0	0	0	2
Total	1	1	8	0	4	2	16

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	\$63,082	\$0	\$17,508	\$60,891	\$141,481
45-54	\$0	\$0	\$514,567	\$0	\$210,099	\$0	\$724,666
55-64	\$281,181	\$0	\$341,955	\$0	\$217,324	\$139,533	\$979,994
65+	\$0	\$188,232	\$305,150	\$0	\$0	\$0	\$493,382
Total	\$281,181	\$188,232	\$1,224,755	\$0	\$444,931	\$200,424	\$2,339,522

Percentage of Assets by GoalMaker® Participation Portfolio - As of 6/30/2018



0.2 Years

average length of time GoalMaker participants have been enrolled in

GoalMaker

Due to rounding, pie chart may not equal 100%

2.7%

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.

Customer should promptly report any inaccuracy or discrepancy to the brokerage firm(s).

All oral communications should be re-confirmed in writing to protect the customer's legal rights, including rights under the Securities Investor Protection act (SIPA).

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Prudential's Book of Business averages are as of 12/31/2017.



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