

# County of Sacramento RHSP 2023 Review

March 8<sup>th</sup>, 2023





# Agenda



## **2023 Plan Data Review**



## **Employee Engagement & Education**



# 2023 Plan Data



# Balance Summary

As of Date: 12/31/2023

## Balance Summary

Balance  
**\$165.0M**  
 Participant Accounts  
**20K**



Plan  
 ● RHS (801033) COUNTY OF SACRAMENTO

### Balance Summary Details

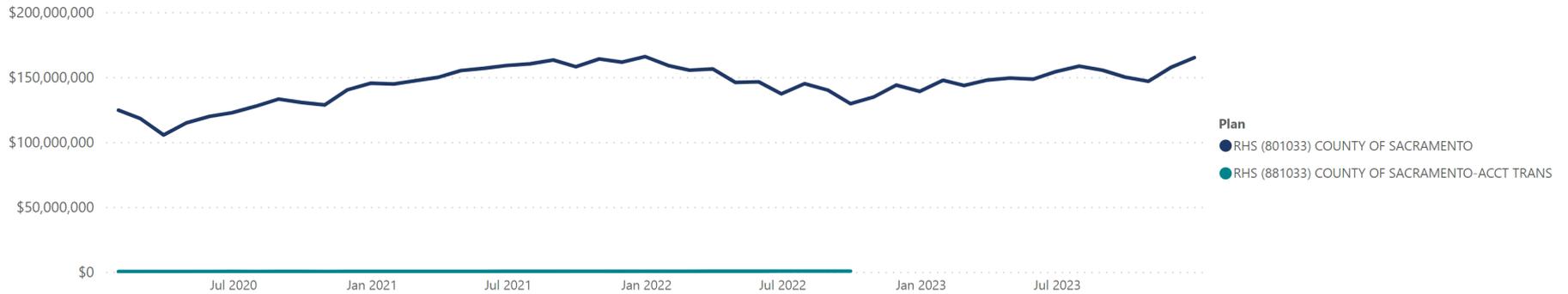
Plan	Balance	Participant Accounts	Average Balance	Median Balance
RHS (801033) COUNTY OF SACRAMENTO	\$165,003,906	20,324	\$8,119	\$5,676



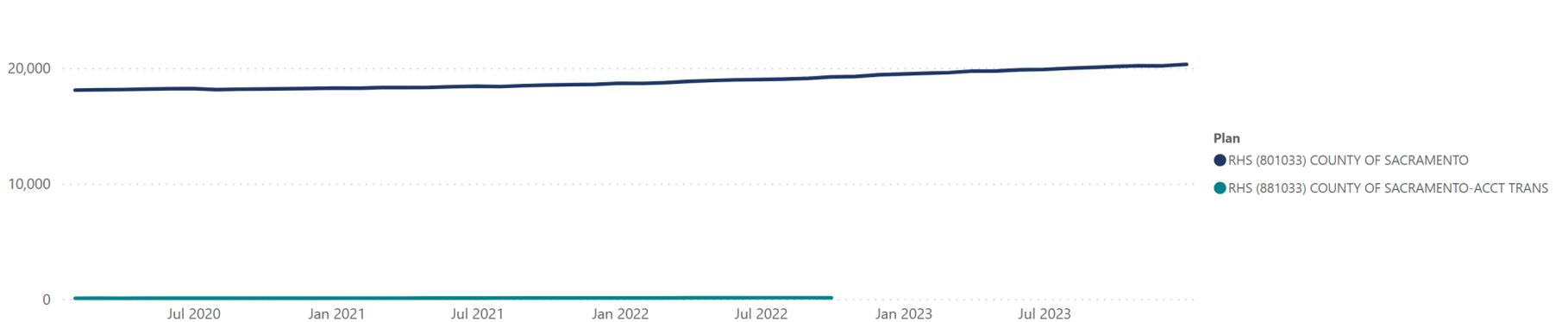
# Balance & Account Trends

Month End Date Select: Start  End

## Balance Trend (Month End)



## Participant Accounts (Month End)



**Plan Analytics report: Sac County RHSP 2023**

**COUNTY OF SACRAMENTO - 801033**

Past performance is no guarantee or indication of future results. Please review the Important Disclosures at the end of the report for important information.

**Overview**

Analysis Period 2023

**Employee Status Overview**

Participant Status	Total Count	Total Balance	BALANCE COUNTS		CONTRIBUTOR COUNTS	
			Participants w/Balance	Participants w/out Balance	Active Contributors	Non-contributors
Unknown	111	\$670,022.94	111	0	0	111
Active Contributing	9,348	\$88,870,722.87	9,348	0	9,342	6
Active Not Contributing	1,535	\$14,213,779.50	1,535	0	0	1,535
Separated from Service	9,330	\$61,249,379.67	9,330	0	1,012	8,318
Separated w/o Balance	11	\$0.00	0	11	2	9
<b>TOTAL</b>	<b>20,335</b>	<b>\$165,003,904.98</b>	<b>20,324</b>	<b>11</b>	<b>10,356</b>	<b>9,979</b>

Plan Analytics report: Sac County RHSP 2023

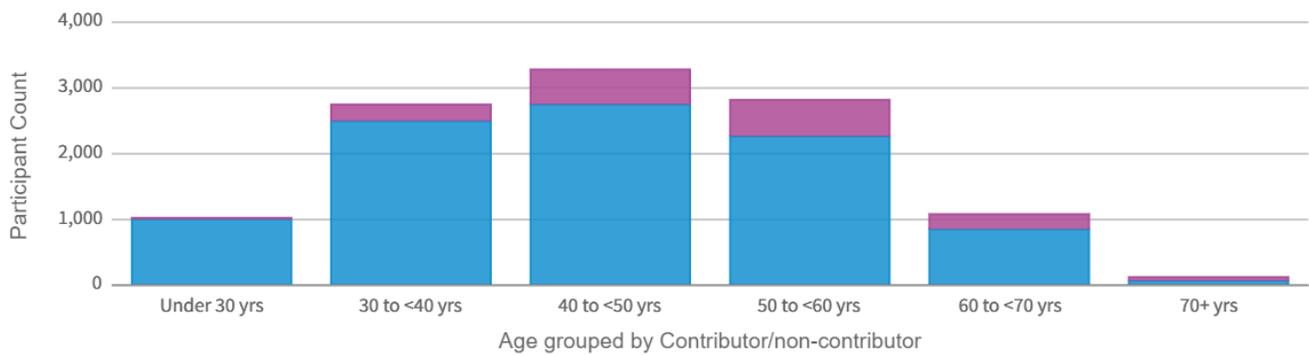
COUNTY OF SACRAMENTO - 801033

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Participation by Age

Showing 'Participant Count' vs. 'Age' grouped by 'Contributor/non-contributor' from 01/01/2023 to 12/31/2023

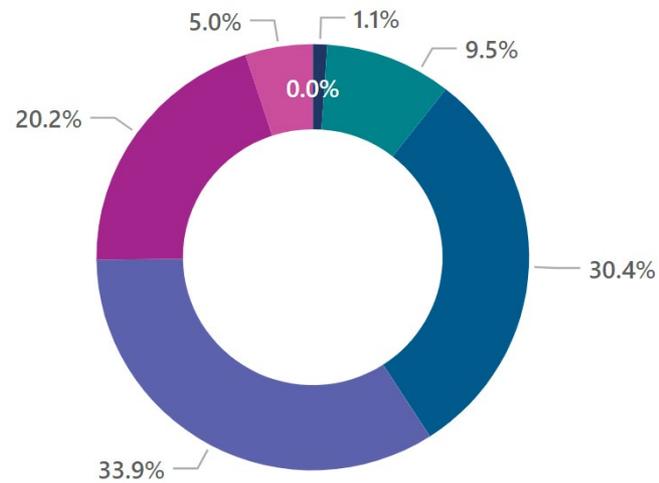
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Age	Contributor	Non-contributor	Total	Contributing
Under 30 yrs	987	24	1,011	97.63%
30 to <40 yrs	2,481	252	2,733	90.78%
40 to <50 yrs	2,733	532	3,265	83.71%
50 to <60 yrs	2,249	556	2,805	80.18%
60 to <70 yrs	838	231	1,069	78.39%
70+ yrs	54	57	111	48.65%
Total	9,342	1,652	10,994	84.97%



# Plan Demographics



Assets

Participants

Age Group ● <30 ● 30-39 ● 40-49 ● 50-59 ● 60-69 ● >69 ▶

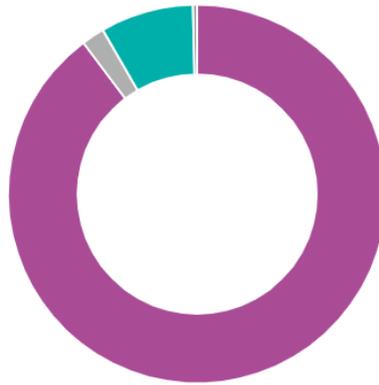
Plan Analytics report: Sac County RHSP 2023

COUNTY OF SACRAMENTO - 801033

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Plan Asset Allocation

as of 12/31/2023

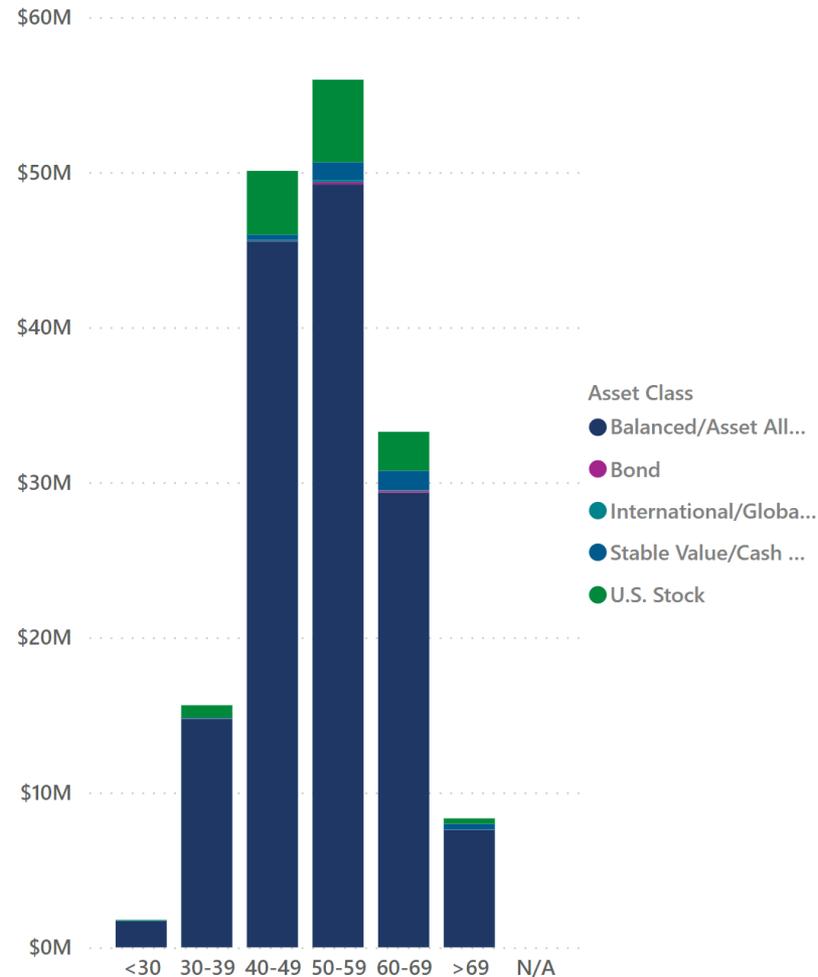


Name	Percent	Balance
Balanced/Asset Allocation	89.72%	\$148,037,109.52
Bond	0.19%	\$311,205.19
International/Global Stock	0.19%	\$307,695.16
Stable Value/Cash Management	1.96%	\$3,228,531.72
U.S. Stock	7.95%	\$13,119,363.38
<b>TOTAL</b>	<b>100%</b>	<b>\$165,003,904.97</b>



# Asset Allocation by Age

Participant Asset Allocation (\$)



Assets

Contributions



# Asset Allocation Trends

## Asset Allocation Trend (Month End)

Asset Class Name	Start Date	Starting Amount	Starting Amount (%)	End Date	Ending Amount	Ending Amount (%)	Difference (%)
Balanced/Asset Allocation	12/31/2022	\$125,400,617	90.01%	12/31/2023	\$148,037,121	89.72%	-0.29%
U.S. Stock	12/31/2022	\$9,728,200	6.98%	12/31/2023	\$13,119,363	7.95%	0.97%
Stable Value/Cash Management	12/31/2022	\$3,639,350	2.61%	12/31/2023	\$3,229,187	1.96%	-0.66%
Bond	12/31/2022	\$307,625	0.22%	12/31/2023	\$311,205	0.19%	-0.03%
International/Global Stock	12/31/2022	\$246,394	0.18%	12/31/2023	\$307,695	0.19%	0.01%

## Contribution Allocation Trend (Monthly)

Asset Class	Start Date	Starting Amount	Starting Amount (%)	End Date	Ending Amount	Ending Amount (%)	Difference (%)
Balanced/Asset Allocation	12/31/2022	\$419,903	93.83%	12/31/2023	\$665,705	94.41%	0.58%
U.S. Stock	12/31/2022	\$21,968	4.91%	12/31/2023	\$32,011	4.54%	-0.37%
Stable Value/Cash Management	12/31/2022	\$4,102	0.92%	12/31/2023	\$5,331	0.76%	-0.16%
Bond	12/31/2022	\$844	0.19%	12/31/2023	\$954	0.14%	-0.05%
International/Global Stock	12/31/2022	\$683	0.15%	12/31/2023	\$1,124	0.16%	0.01%

## Plan Analytics report: Sac County RHSP 2023

### COUNTY OF SACRAMENTO - 801033

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#### Plan Assets by Fund

Fund	Plan balances		Participants w/balance	
	Dollars	Percent	Count	Percent
FIDELITY CONTRAFUND K6	\$9,570,195.58	5.8%	936	4.61%
FIDELITY MONEY MARKET GOVT PORTFOLIO INS	\$1,994,094.38	1.21%	443	2.18%
FIDELITY OVERSEAS	\$166,583.83	0.1%	82	0.4%
JPMORGAN EQUITY INCOME R6	\$421,424.59	0.26%	132	0.65%
JPMORGAN SMALL CAP EQUITY R6	\$268,846.89	0.16%	98	0.48%
METROPOLITAN WEST TOTAL RETURN BOND PLAN	\$81,963.51	0.05%	40	0.2%
MISSIONSQUARE PLUS FUND S11	\$1,234,437.34	0.75%	184	0.91%
PARNASSUS CORE EQUITY INSTITUTIONAL	\$575,085.52	0.35%	130	0.64%
VANGUARD EXTENDED MARKET INDEX INSTL	\$537,969.04	0.33%	154	0.76%
VANGUARD INSTITUTIONAL INDEX INSTL	\$1,745,841.76	1.06%	274	1.35%
VANGUARD TARGET RETIREMENT 2020 INVESTOR	\$9,639,794.46	5.84%	1,207	5.94%
VANGUARD TARGET RETIREMENT 2025 INVESTOR	\$16,588,433.64	10.05%	1,752	8.62%
VANGUARD TARGET RETIREMENT 2030 INVESTOR	\$22,597,627.03	13.7%	2,124	10.45%
VANGUARD TARGET RETIREMENT 2035 INVESTOR	\$25,768,810.44	15.62%	2,332	11.47%
VANGUARD TARGET RETIREMENT 2040 INVESTOR	\$26,059,172.81	15.79%	2,432	11.97%
VANGUARD TARGET RETIREMENT 2045 INVESTOR	\$21,582,601.00	13.08%	2,568	12.64%
VANGUARD TARGET RETIREMENT 2050 INVESTOR	\$11,343,467.16	6.87%	2,167	10.66%
VANGUARD TARGET RETIREMENT 2055 INVESTOR	\$5,819,707.22	3.53%	1,963	9.66%
VANGUARD TARGET RETIREMENT 2060 INVESTOR	\$2,037,195.54	1.23%	1,179	5.8%
VANGUARD TARGET RETIREMENT 2065 INVESTOR	\$404,719.23	0.25%	377	1.85%
VANGUARD TARGET RETIREMENT INCOME INV	\$6,195,580.99	3.75%	1,319	6.49%
VANGUARD TOTAL BOND MARKET INDEX INSTL	\$229,241.68	0.14%	98	0.48%
VANGUARD TOTAL INTL STOCK INDEX INSTL	\$141,111.33	0.09%	90	0.44%
<b>TOTAL</b>	<b>\$165,003,904.97</b>	<b>100%</b>		

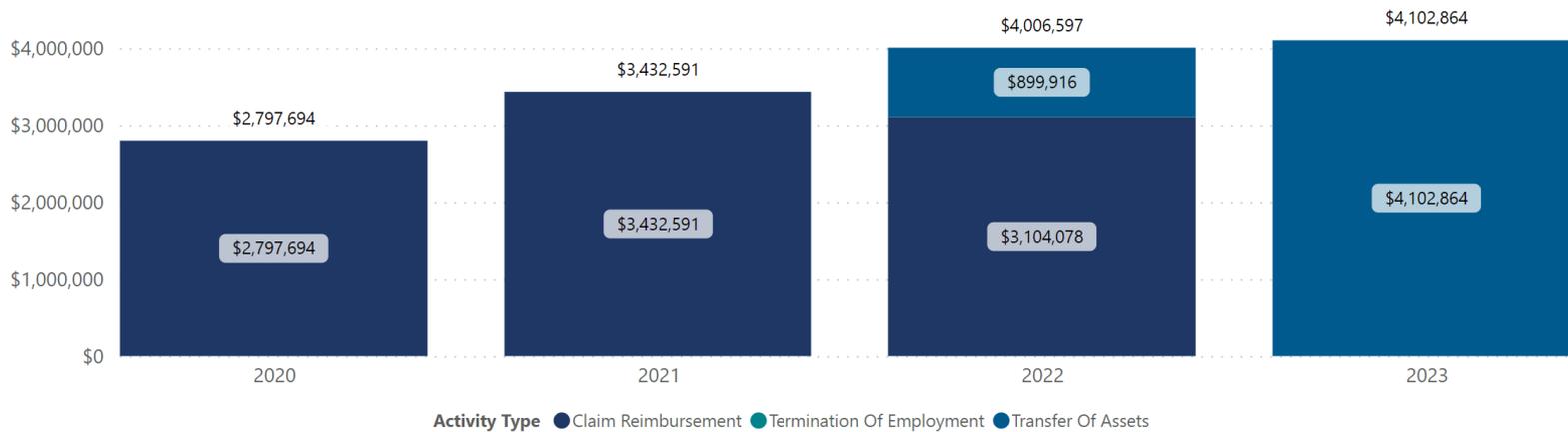


# Contributions & Disbursements

## Contributions/Roll-Ins



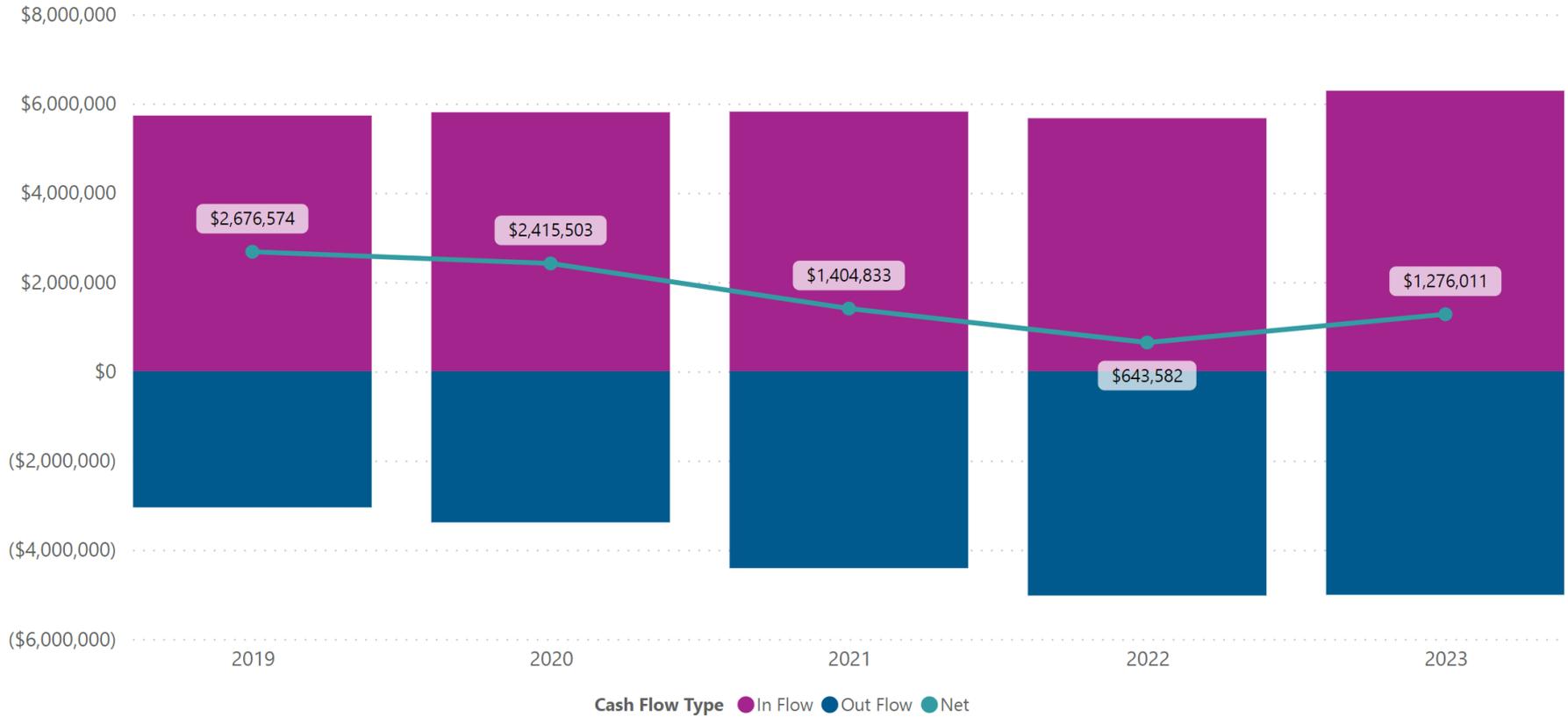
## Participant Disbursements (activity 2020 to present only)





# Cash Flow

## Cash Flow





## Benefit Eligible Participants and Total Claims

Total Benefit Eligible Participants

**9,415**

Total Claims Reimbursed

**22,777**



## Claims Submitted

Manual Claims

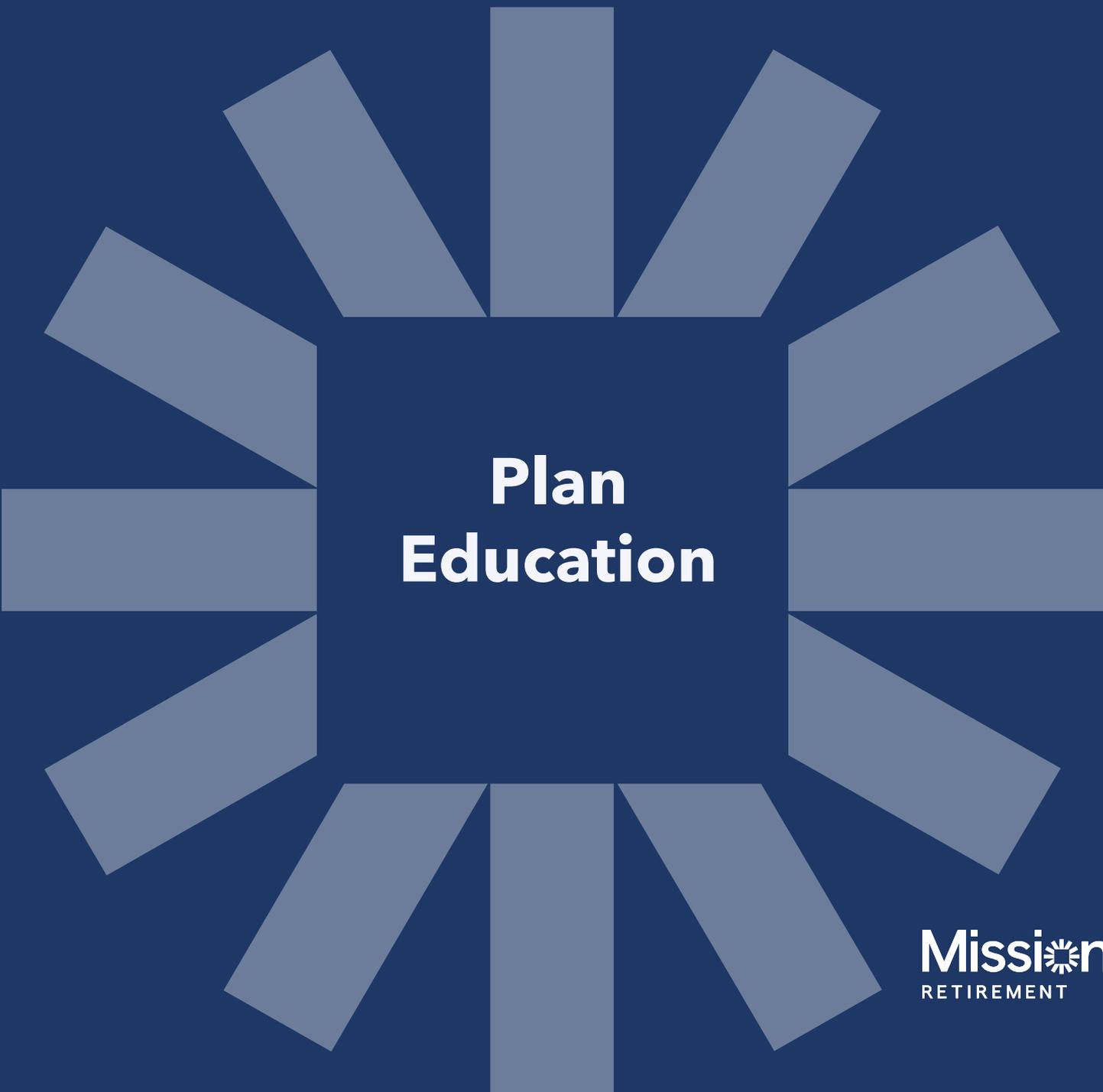
**11,786**

Recurring Claims

**5,588**

RHS Participant Portal Claims

**5,403**



**Plan  
Education**



# Plan Education and Outreach

<b>Education</b>	<b>168</b> RPS Consultations	<b>9</b> RPS Webinars
<b>Participation &amp; Savings</b>	<b>1,256</b> Enrollments	<b>\$6,201,625</b> Plan Contributions
<b>Financial Wellness</b>	<b>3,799</b> Web Registered	<b>2</b> Benefits Fairs & Events
<b>Retention</b>	<b>\$4,102,864</b> Distributions	



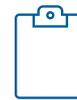
# Plan Education and Outreach (vs. 2022)

<b>Education</b>	<b>48.67%</b> Increase in RPS Consultations	<b>N/A</b> Increase in RPS Webinars
<b>Participation &amp; Savings</b>	<b>12.24%</b> Increase in Enrollments	<b>13%</b> Increase in Plan Contributions
<b>Financial Wellness</b>	<b>19%</b> Web Registered Participants	<b>N/A</b> Increase in Benefits Fairs & Events
<b>Retention</b>	<b>2.4%</b> Increase in Distributions	



# Measuring Relationships

Participant and plan sponsor relationship surveys to understand how to serve you better.



## Invitation

- Email from MissionSquare
- Links to Third party platform for survey completion

## Survey

- 10-15 minutes to complete
- Topics:
  - Sentiment
  - Interactions

## 2024 Timing

	Invitation	Survey	2024 Timing
<b>Participants</b>	Random Selection	Additional Topics: Financial Health	<ul style="list-style-type: none"> <li>▪ Late Feb/Early March</li> <li>▪ Late Q3/Early Q4</li> </ul>
<b>Plan Sponsor</b>	All plan contacts		<ul style="list-style-type: none"> <li>▪ March</li> <li>▪ Late Q3/Early Q4</li> </ul>

## Other Details

- Please continue to take post call and event surveys. The specific feedback of the call/events helps us improve these specific interactions.
- No Personally Identified Information is shared with our survey partner.
- This replaced an existing relationship MissionSquare surveys for plan sponsors and participants.



# Plan Goals and Objectives



## Education

Promote plan awareness, learning, and new features

- New Employee Orientations
- Meritain Webinars



## Participation

Drive engagement and participation

- Benefit Fairs



## Financial Wellness

Improve financial outlook and retirement readiness

- Pre-Retirement Reviews



## Retention

Preserve assets and support needs post-employment

- SCREA Information Sessions & Luncheons