

#### MassMutual@WORK

# Your Plan Review MassMutual @work for you

#### **Washoe County Deferred Compensation Plan**

Current Period: April 1, 2018 – June 30, 2018 Prior Period: January 1, 2018 – March 31, 2018

# **Executive Summary**

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	3/31/2018	6/30/2018	Plan Trend
Total Plan Assets	\$159,698,386	\$160,823,867	▲ 0%
Total Outstanding Loan Balances	\$2,490,287	\$2,614,253	▲ 5%
Participant Contributions			
Participant	\$3,008,282	\$2,352,220	▼ 22%
Rollover	\$590,311	\$333,351	▼ 44%
Transferred Assets	\$4,118	\$8,581	▲ 108%
Distributions			
Withdrawals	(\$1,036,039)	(\$1,674,247)	▲ 62%
Terminations	(\$3,125,422)	(\$2,557,510)	▼ 18%
Loans	(\$473,840)	(\$501,690)	▲ 6%
Expenses*	(\$38,595)	(\$56,550)	<b>▲</b> 47%
Investment Income	\$687,838	\$3,178,772	▲ 362%

Notes Terminations = termination and retirement

Withdrawals = in-service withdrawal, death benefits, minimum distribution, installment payment and loan default

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<sup>\*</sup>The expenses shown reflect expenses deducted from plan assets. Expenses billed directly to the plan sponsor or expenses related to the expense ratio of investments under the plan are not reflected. The Contribution data displays the combined dollar value of Contributions & Loan Repayments, if applicable.

# **Executive Summary**

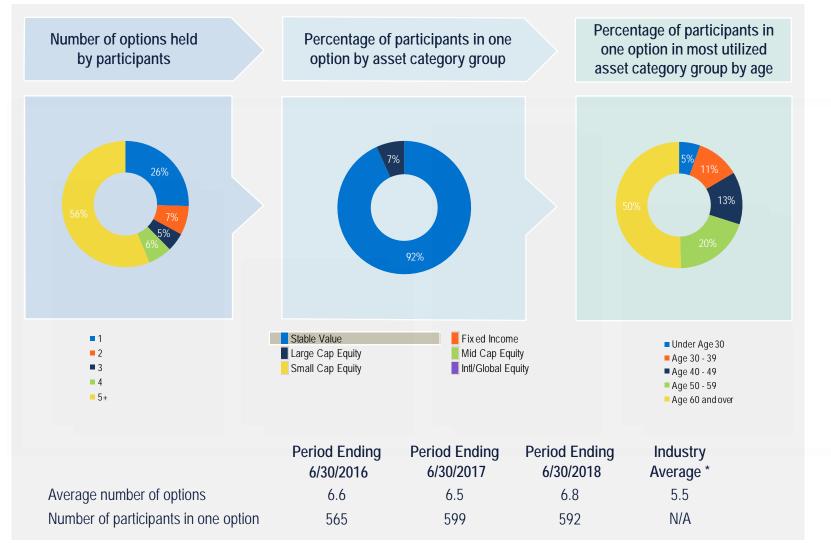
#### **Participant Activity**

	3/31/2018	6/30/2018	Plan Trend
Total Participants	2,307	2,321	▲ 0%
Average Account Balance	\$69,223	\$69,291	▲ 0%
Average Number of Investments	6.5	6.8	▲ 5%
Number of Outstanding Loans	269	262	▼ 3%
Percent of Participants With a Loan	12%	11%	▼ 8%
Average Loan Balance	\$9,258	\$9,978	▲ 8%
Total Calls to 800#	27	8	▼ 70%
Total Visits to Website	6,105	4,493	▼ 26%

**Notes** 

# **Participant Diversification**

April 01, 2018 through June 30, 2018



<sup>\*</sup>Source: Hewitt Associates 2016 Universe Benchmarks Report

<sup>61971-2</sup> Washoe County Deferred Compensation Plan For Advisor and Plan Sponsor use only. Not for use with Plan Participants.

# 457 Plan Balances by Investment

Asset Allocation										
				Plan Activ	vity April 01, 20	18 through June 3	30, 2018			
Investment Options	Balances as of 3/31/2018	Percentage*	Contributions	Other Activity	Transfers	Distributions	Expenses**	Investment Income	Balances as of 6/30/2018	Percentage*
SF GIA 61971	\$71,746,231	44.93%	\$688,073	\$155,247	\$536,847	(\$1,816,555)	(\$24,551)	\$626,096	\$71,911,388	44.71%
Hartford Total Return Bond HLS Fund	\$3,516,314	2.20%	\$55,095	\$7,528	(\$118,344)	(\$66,026)	(\$1,207)	(\$1,445)	\$3,391,915	2.11%
PIMCO High Yield Fund	\$2,153,947	1.35%	\$83,507	\$3,926	(\$88,429)	(\$60,787)	(\$781)	\$11,899	\$2,103,283	1.31%
PIMCO Foreign Bond Fund	\$878,431	0.55%	\$30,902	\$3,171	\$35,970	(\$21,740)	(\$347)	\$4,710	\$931,097	0.58%
American Funds Balanced Fund	\$5,625,161	3.52%	\$80,774	\$13,000	\$57,681	(\$135,335)	(\$2,007)	\$123,732	\$5,763,007	3.58%
American Century Equity Income Fund	\$7,178,799	4.50%	\$110,632	\$19,070	(\$549,362)	(\$187,414)	(\$2,482)	\$123,540	\$6,692,783	4.16%
Wells Fargo Disciplined US Core	\$12,483,633	7.82%	\$126,000	\$33,125	(\$97,823)	(\$484,677)	(\$4,323)	\$277,933	\$12,333,868	7.67%
Vanguard Institutional Index Fund	\$11,315,923	7.09%	\$255,410	\$41,259	\$94,219	(\$502,861)	(\$4,183)	\$392,306	\$11,592,073	7.21%
American Funds Grth Fund of America	\$13,909,074	8.71%	\$189,331	\$42,563	\$233,232	(\$431,893)	(\$5,100)	\$833,758	\$14,770,965	9.18%
Hotchkis and Wiley Mid Cap Val Fd	\$3,087,896	1.93%	\$51,307	\$7,917	(\$97,064)	(\$59,483)	(\$1,131)	\$244,622	\$3,234,063	2.01%
Vanguard Mid Cap Index Fund	\$2,485,051	1.56%	\$86,680	\$11,582	\$173,253	(\$68,206)	(\$972)	\$63,392	\$2,750,781	1.71%
Hartford MidCap HLS Fund	\$9,013,471	5.64%	\$158,900	\$23,172	\$54,732	(\$343,298)	(\$3,337)	\$368,844	\$9,272,485	5.77%
AMG Managers Skyline Special Eq Fd	\$2,827,756	1.77%	\$62,599	\$8,654	(\$63,622)	(\$117,188)	(\$1,055)	\$98,241	\$2,815,385	1.75%
Vanguard Small Cap Index Fund	\$2,648,315	1.66%	\$78,157	\$8,010	\$26,786	(\$202,915)	(\$959)	\$167,922	\$2,725,317	1.69%
Wells Fargo Small Company Growth Fd	\$2,696,090	1.69%	\$51,497	\$15,132	\$91,900	(\$77,040)	(\$1,175)	\$233,992	\$3,010,395	1.87%
Amer Funds EuroPacific Growth Fund	\$4,982,417	3.12%	\$94,784	\$26,924	(\$93,895)	(\$110,369)	(\$1,813)	(\$137,715)	\$4,760,334	2.96%
DFA Intl Small Cap Value Prtfl Fd	\$1,655,204	1.04%	\$61,293	\$3,699	(\$116,169)	(\$22,118)	(\$599)	(\$52,912)	\$1,528,399	0.95%
Lazard Emerging Markets Fund	\$1,494,673	0.94%	\$43,819	\$3,966	(\$79,914)	(\$25,544)	(\$528)	(\$200,142)	\$1,236,329	0.77%
Total	\$159,698,385	100%	\$2,308,761	\$427,945		(\$4,733,448)	(\$56,550)	\$3,178,772	\$160,823,866	100%

<sup>\*</sup>Due to rounding, percentages may not total 100 percent.

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<sup>\*\*</sup>The expenses shown reflect expenses deducted from plan assets. Does not include expenses billed directly to the plan sponsor or expenses related to the expense ratio of investments under the plan.

<sup>61971-2</sup> Washoe County Deferred Compensation Plan

# 401(a) Plan Balances by Investment

Asset Allocation										
				Plan Activ	ity April 01, 20	18 through June	30, 2018			
Investment Options	Balances as of 3/31/2018	Percentage*	Contributions	Other Activity	Transfers	Distributions	Expenses**	Investment Income	Balances as of 6/30/2018	Percentage*
SF GIA 61971	\$3,892,626	34.44%	\$34,472	\$20,823	\$167,870	(\$34,370)	(\$1,259)	\$34,022	\$4,114,185	35.46%
Hartford Total Return Bond HLS Fund	\$431,615	3.82%	\$3,604	\$376	(\$39,092)	(\$282)	(\$135)	(\$393)	\$395,694	3.41%
PIMCO High Yield Fund	\$159,396	1.41%	\$1,785	\$367	(\$11,979)	\$0	(\$51)	\$923	\$150,441	1.30%
PIMCO Foreign Bond Fund	\$102,199	0.90%	\$941	\$114	\$1,518	(\$401)	(\$33)	\$534	\$104,872	0.90%
American Funds Balanced Fund	\$491,704	4.35%	\$7,408	\$550	\$0	\$0	(\$161)	\$10,850	\$510,350	4.40%
American Century Equity Income Fund	\$720,220	6.37%	\$6,240	\$837	(\$77,103)	(\$45,669)	(\$225)	\$13,780	\$618,080	5.33%
Wells Fargo Disciplined US Core	\$853,957	7.55%	\$6,273	\$1,499	(\$16,264)	(\$122)	(\$281)	\$19,142	\$864,204	7.45%
Vanguard Institutional Index Fund	\$1,091,764	9.66%	\$19,819	\$1,916	(\$49,647)	(\$1,152)	(\$368)	\$39,494	\$1,101,826	9.50%
American Funds Grth Fund of America	\$765,514	6.77%	\$7,906	\$1,511	(\$35,565)	(\$783)	(\$258)	\$46,284	\$784,609	6.76%
Hotchkis and Wiley Mid Cap Val Fd	\$266,336	2.36%	\$2,941	\$1,039	(\$2,272)	(\$80)	(\$90)	\$21,091	\$288,965	2.49%
Vanguard Mid Cap Index Fund	\$221,714	1.96%	\$7,996	\$543	\$19,558	(\$204)	(\$78)	\$6,233	\$255,763	2.20%
Hartford MidCap HLS Fund	\$751,621	6.65%	\$6,295	\$795	\$15,962	(\$938)	(\$252)	\$30,432	\$803,915	6.93%
AMG Managers Skyline Special Eq Fd	\$286,272	2.53%	\$2,011	\$384	(\$299)	(\$603)	(\$95)	\$10,020	\$297,690	2.57%
Vanguard Small Cap Index Fund	\$216,826	1.92%	\$5,968	\$609	\$49,337	(\$208)	(\$77)	\$13,703	\$286,159	2.47%
Wells Fargo Small Company Growth Fd	\$285,206	2.52%	\$2,689	\$586	(\$8,811)	(\$607)	(\$96)	\$24,758	\$303,725	2.62%
Amer Funds EuroPacific Growth Fund	\$428,993	3.80%	\$3,531	\$927	(\$8,946)	(\$665)	(\$139)	(\$12,133)	\$411,568	3.55%
DFA Intl Small Cap Value Prtfl Fd	\$173,632	1.54%	\$2,145	\$204	(\$5,247)	\$0	(\$56)	(\$5,842)	\$164,836	1.42%
Lazard Emerging Markets Fund	\$164,294	1.45%	\$2,213	\$215	\$981	\$0	(\$52)	(\$22,693)	\$144,959	1.25%
Total	\$11,303,890	100%	\$124,236	\$33,298		(\$86,083)	(\$3,706)	\$230,205	\$11,601,841	100%

<sup>\*</sup>Due to rounding, percentages may not total 100 percent.

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<sup>\*\*</sup>The expenses shown reflect expenses deducted from plan assets. Does not include expenses billed directly to the plan sponsor or expenses related to the expense ratio of investments under the plan.

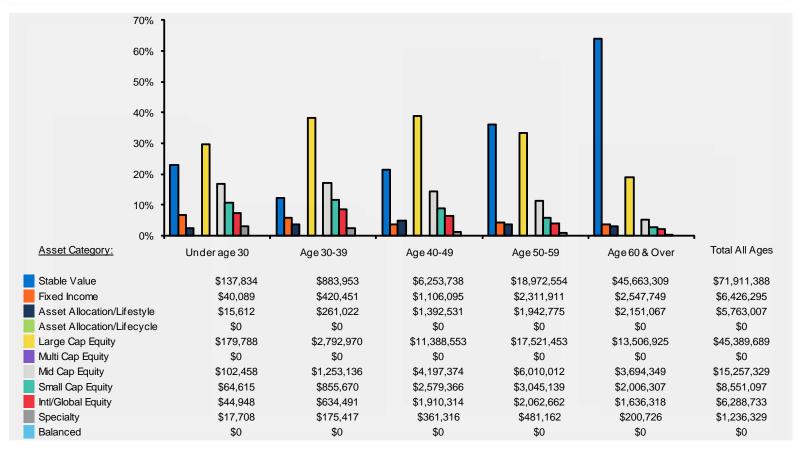
<sup>61971-1</sup> Washoe County 401(a) Plan

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# **Balances by Age**

as of June 30, 2018

Age	Under age 30	Age 30-39	Age 40-49	Age 50-59	Age 60 and Over	Total
Number of Participants	96	400	595	593	637	2,321
Group Balance	\$603,053	\$7,277,110	\$29,189,287	\$52,347,667	\$71,406,748	\$160,823,865
Average Account Balance	\$6,282	\$18,193	\$49,058	\$88,276	\$112,099	\$69,291



### **Total Investment Balance**

as of June 30, 2018

Participant Demographics								
			PARTICIPANTS					
Investment Options	Active	Beneficiary	Retired	Terminated	QDRO	Participants in Option as of 3/31/2018	Participants in Option as of 6/30/2018	Investment Selection Percentage*
SF GIA 61971	\$34,444,275	\$402,495	\$34,507,434	\$2,466,831	\$90,354	1,683	1,719	31.2%
Hartford Total Return Bond HLS Fund	\$2,065,028	\$76	\$1,091,432	\$232,634	\$2,746	676	698	2.5%
PIMCO High Yield Fund	\$1,386,324	\$0	\$578,178	\$133,267	\$5,514	572	570	1.7%
PIMCO Foreign Bond Fund	\$656,122	\$0	\$185,507	\$89,469	\$0	419	445	1.1%
American Funds Balanced Fund	\$4,099,229	\$56,386	\$1,224,726	\$373,567	\$9,099	511	497	5.1%
American Century Equity Income Fund	\$4,963,093	\$40,870	\$1,418,560	\$253,824	\$16,436	980	977	4.7%
Wells Fargo Disciplined US Core	\$8,833,685	\$219,188	\$2,501,501	\$760,084	\$19,409	1,068	1,090	7.1%
Vanguard Institutional Index Fund	\$9,072,978	\$66,024	\$1,960,528	\$486,812	\$5,730	1,118	1,132	10.7%
American Funds Grth Fund of America	\$11,151,333	\$21,206	\$2,867,616	\$708,377	\$22,434	1,250	1,274	9.5%
Hotchkis and Wiley Mid Cap Val Fd	\$2,198,748	\$0	\$840,102	\$188,090	\$7,123	744	770	2.2%
Vanguard Mid Cap Index Fund	\$2,290,665	\$0	\$350,425	\$108,220	\$1,470	777	803	3.3%
Hartford MidCap HLS Fund	\$6,881,555	\$0	\$1,842,301	\$537,967	\$10,661	1,264	1,283	5.9%
AMG Managers Skyline Special Eq Fd	\$2,028,947	\$0	\$621,588	\$159,560	\$5,291	756	777	2.2%
Vanguard Small Cap Index Fund	\$2,271,233	\$0	\$341,336	\$108,471	\$4,276	782	798	2.9%
Wells Fargo Small Company Growth Fd	\$2,368,092	\$0	\$431,073	\$207,052	\$4,178	758	783	2.3%
Amer Funds EuroPacific Growth Fund	\$3,580,009	\$17,719	\$885,737	\$269,849	\$7,019	889	895	4.5%
DFA Intl Small Cap Value Prtfl Fd	\$1,247,789	\$0	\$173,068	\$99,859	\$7,682	556	553	1.6%

#### Total Participants 2321: 1697 Active, 6 Beneficiary, 458 Retired, 153 Terminated, 7 QDRO

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<sup>\*</sup>The investment selection percentages reflect participants with an active status. Due to rounding the percentages may not total 100%. Contracts with multiple plans may result in participants maintaining balances in more than one plan.

<sup>61971-2</sup> Washoe County Deferred Compensation Plan

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## **Total Investment Balance**

as of June 30, 2018

Participant Demographics								
			PARTICIPANTS					
Investment Options	Active	Beneficiary	Retired	Terminated	QDRO	Participants in Option as of 3/31/2018	Participants in Option as of 6/30/2018	Investment Selection Percentage*
Lazard Emerging Markets Fund	\$943,411	\$0	\$190,481	\$95,805	\$6,633	583	605	1.6%
Total	\$100,482,516	\$823,962	\$52,011,594	\$7,279,740	\$226,054			100%

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<sup>\*</sup>The investment selection percentages reflect participants with an active status. Due to rounding the percentages may not total 100%. Contracts with multiple plans may result in participants maintaining balances in more than one plan.

<sup>61971-2</sup> Washoe County Deferred Compensation Plan

# **Loan Summary**

Loan Data				
	Your Plan 03/31/2018	Your Plan 06/30/2018	MassMutual Average 12/31/2017	Industry Averages
Number of loans allowed	1	1	2.0	1.1*
Average number of loans per participant with loa	ans 1.0	1.0	1.2	Not available
Percentage of participants with loans	11.7%	11.4%	11.0%	14.6%*
Average loan balance	\$9,258	\$9,978	\$7,719	\$6,216*
Percentage of plan assets loaned	1.6%	1.6%	1.4%	0.7%*

	Your Plan 03/31/2018	Your Plan 06/30/2018
Total number of participants with loans	270	264
Total number of outstanding loans	269	262
Average account balance of participants with loans	\$56,265	\$54,043
Total value of outstanding loans	\$2,490,287	\$2,614,253

**Current Loan Interest Rate = 7.00%** 

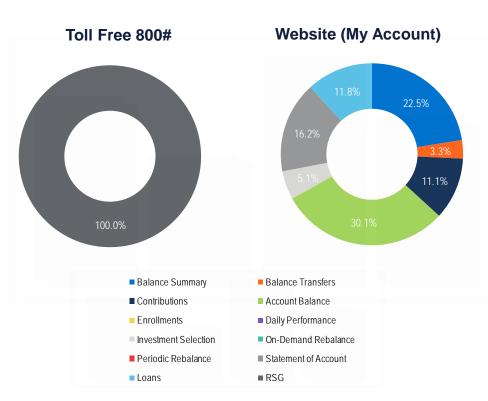
\*Source: PSCA's 58th Annual Survey of PS and 401(k) Plans

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# **Participant Interactions**

April 01, 2018 through June 30, 2018





# Highlights - Website My Account 1103 Research 37

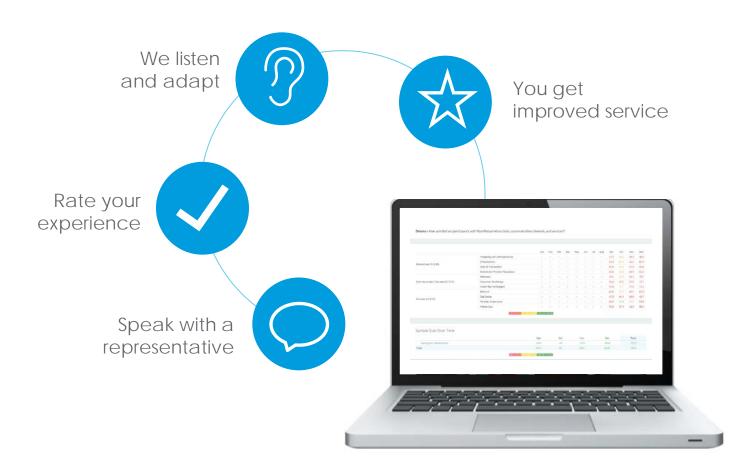
Loans	82
RSG-Retirement Options	78
Transaction Performed	37
Participant Indicative	36
Mithdrawals	35

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# Our commitment to you @work

Service centered around you.

- Real-time actionable feedback from you, advisors, TPA's, and participants
- Annual and periodic surveys
- Insights to create a better experience



#### **Satisfaction Table**

Timeperiod: Trailing 12 Months to Date (7/24/17 - 7/24/18) · Plan: Washoe County Deferred Compensation Plan - 61971-2, Washoe County 401(a) Plan - 61971-1 · Customer Group: Participant · Survey Type: Education Event, Call Center Benchmark: Same Client Management Tier 2 · Calculation: %9-10 (Promoters) Total Oct Nov Dec Jan Feb Mar Apr May Jun Trailing 12 Months to Date (7/24/17 - 7/24/18)Sample Size (Red = less than 75) 64 Participant Touchpoint: Call Center CC Agent: OSat 78.8 - 100 50 100 75 100 80 60 100 100 50 66.7 CC Agent: Understanding Needs 80.8 - 100 66.7 100 75 100 80 60 100 100 50 66.7 CC Agent: Knowledge 50 100 75 100 60 60 100 100 25 66.7 75 CC Agent: Problem Resolution - 100 66.7 100 75 100 80 60 100 100 50 66.7 75 80.8 Participant Touchpoint: Education Event 81.8 RES: OSat (Ppt EduEvent) 100 83.3 RES: Professionalism (Ppt EduEvent) 100 100 RES: Knowledge (Ppt EduEvent) 66.7 75 100 RES: Communication (Ppt EduEvent) 83.3 100 100 RES: Content Quality (Ppt EduEvent) 66.7 75 100 RES: Content Relevance (Ppt EduEvent) 75

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Past performance in no guarantee of future results. The information contained in this document represents the views of the MassMutual RetireSMART™ Funds portfolio management team. This material is provided for informational purposes only and is not intended to be investment advice or a recommendation to take any particular investment action. The views contained herein are as of January 26, 2018 and may have changed since that time.

Risk Disclosures for Certain Asset Categories - Please note that your plan may not offer all of the investment types discussed below.

- Risks of investing in bond and debt securities investments include the risk that a bond issuer will default by failing to repay principal and interest in a timely manner (credit risk) and/or the risk that the value of these securities will decline when interest rates increase (interest rate risk).
- Risks of investing in inflation-protected bond investments include credit risk and interest rate risk. Neither the bond investment nor its yield is guaranteed by the U.S. government.
- High-yield bond investments are generally subject to greater market fluctuations and risk of loss of income and principal than lower-yielding debt securities investments.
- Investments that track a benchmark index are professionally managed. However, the benchmark index itself is unmanaged and does not incur fees or expenses and cannot be purchased directly for investment.
- Investments in value stocks may remain undervalued for extended periods of time, and the market may not recognize the intrinsic value of these securities.
- Investments in growth stocks may experience price volatility due to their sensitivity to market fluctuations and dependence on future earnings expectations.
- Investments in companies with small or mid market capitalization ("small caps" or "mid caps") may be subject to special risks given their characteristic narrow markets, limited financial resources, and less liquid stocks, all of which may cause price volatility.
- International/global investing can involve special risks, such as political changes and currency fluctuations. These risks are heightened in emerging market equities. Other trading restrictions may apply. Please see the investment's prospectus for more details.
- A significant percentage of the underlying investments in aggressive asset allocation portfolio investments have a higher than average risk exposure. Investors should consider their risk tolerance carefully before choosing such a strategy.
- An investment with multiple underlying investments may be subject to the expenses of those underlying investments in addition to those of the investment itself.
- Investments may reside in the specialty category due to 1) allowable investment flexibility that precludes classification in standard asset categories and/or 2) investment concentration in a limited group of securities or industry sectors. Investments in this category may be more volatile than less-flexible and/or less-concentrated investments and may be appropriate as only a minor component in an investor's overall portfolio.
- Participants with a large ownership interest in a company or employer stock investment may have the potential to manipulate the value of units of this investment option through their trading practices. As a result, special transfer restrictions may apply. This type of investment option presents a higher degree of risk than diversified investment options under the plan because it invests in the securities of a single company.
- Investments that invest more of their assets in a single issuer or industry sector (such as company stock or sector investments) involve additional risks, including unit price fluctuations, because of the increased concentration of investments.
- A participant will be prohibited from transferring into most mutual funds and similar investments if they have transferred into and out of the same investment within the previous 60 days. Certain stable value, guaranteed interest, fixed income and other investments are not subject to this rule. This rule does not prohibit participants from transferring out of any investment at any time.

Please consider an investment option's objectives, risks, fees and expenses carefully before investing. This and other information can be found in the applicable prospectuses or summary prospectuses, if any, or investment profiles (fact sheets) for the investment options listed, which are available from your plan sponsor, on the plan participant website at <a href="https://www.retiresmart.com">www.retiresmart.com</a> (login required), or by contacting our Participant Information Center at 1-800-743-5274 between 8:00 a.m. and 9:00 p.m. ET, Monday through Friday. Please read them carefully before investing.

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Past performance does not guarantee future results.

#### Retail Money Market Funds and Government Money Market Funds Disclosure:

You could lose money by investing in the fund. Although the fund seeks to preserve the value of your investment at \$1.00 per share, it cannot guarantee it will do so. The fund may impose a fee upon the sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time."

#### Institutional Prime and Institutional Tax Exempt Money Market Funds Disclosure:

You could lose money by investing in the fund. Because the share price of the fund will fluctuate, when you sell your shares they may be worth more or less than what you originally paid for them. The fund may impose a fee upon the sale of your shares or may temporarily suspend your ability to sell shares if the fund's liquidity falls below required minimums because of market conditions or other factors. An investment in the fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. The fund's sponsor has no legal obligation to provide financial support to the fund, and you should not expect that the sponsor will provide financial support to the fund at any time.

Generally target retirement date (lifecycle) investment options are designed to be held beyond the presumed retirement date to offer a continuing investment option for the investor in retirement. The year in the investment option name refers to the approximate year an investor in the option would plan to retire and likely would stop making new contributions to the investment option. However, investors may choose a date other than their presumed retirement date to be more conservative or aggressive depending on their own risk tolerance.

Target retirement date (lifecycle) investment options are designed for participants who plan to withdraw the value of their accounts gradually after retirement. Each of these options follows its own asset allocation path ("glide path") to progressively reduce its equity exposure and become more conservative over time. Options may not reach their most conservative allocation until after their target date. Others may reach their most conservative allocation in their target date year. Investors should consider their own personal risk tolerance, circumstances and financial situation.

These options should not be selected solely on a single factor such as age or retirement date. Please consult the prospectus (if applicable) pertaining to the options to determine if their glide path is consistent with your long-term financial plan. Target retirement date investment options' stated asset allocation may be subject to change. Investments in these options are not guaranteed and you may experience losses, including losses near, at, or after the target date. Additionally, there is no guarantee that the options will provide adequate income at and through retirement.

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#### **Disclosures**

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The net expense ratio includes any investment expense waiver arrangements documented in the investment's prospectus and may be lower than the gross expense ratio due to the indicated expense waivers, which may be subject to expiration. Additional information regarding investment expense waivers specific to each investment is included in this document, if available, including whether the waiver is contractual or voluntary and its date of expiration. All available information about investment expense waivers is current and complete as of the date of this report. If information regarding the waivers is incomplete, it is because our third-party data provider was unable to make the information available. For more information, please see the investment profile or the prospectus that corresponds to the investment, which are both available from MassMutual. Contact your MassMutual professional or call 1-888-309-3539.

This information is provided for plan sponsor use in meeting fiduciary obligations. It is not intended for distribution to participants or for use as advertising or sales literature. This document provides important explanatory notes for the performance summary. Not all investment options are available for all plans.

Performance shown is historical and does not guarantee future results. Current performance may be lower or higher than that shown. Performance for other time periods, including since inception performance, is available in the investment profile pertaining to the investment or by calling 1-888-309-3539. Investment return and principal values fluctuate. There are no assurances investment objectives will be achieved. Values at distribution may be more or less than the amount invested.

Average total annual returns show the change in the value of an investment expressed as a percentage on an annual basis and include reinvestment of all dividends and capital gains distributions. Performance is shown net of investment expenses.

Specific details about the performance, and Morningstar Ratings<sup>TM</sup> for each investment option are provided below under the appropriate asset category. Each investment option includes a reference to a benchmark index. Details on the indices and how Morningstar Ratings<sup>TM</sup> are calculated are provided at the end of the attached Peer Analysis report notes.

Investors should consider an investment's objectives, risks, fees and expenses carefully before investing. This and other information can be found in the investment profile or prospectus, available by clicking on the investment name. Read it carefully before investing.

3 Year Risk is the annualized standard deviation of the last 36 monthly returns. Risk measures the volatility of performance. Generally a higher standard deviation (or percentage shown) means greater risk or volatility.

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#### **Washoe County 2nd Quarter 2018 Summary Sheet**

Group Meeting Results	2nd Quarter 2017	2017 YTD Totals	2nd Quarter 2018	2018 YTD Totals
Meetings*	19	42	14	32
Attendees*	232	518	276	513
457 Enrollments	63	105	25	76
Traditional Enrollments	43	84	25	66
Auto Enrollments - Sherriff's Deputy	20	21	0	10
401(a) Enrollments	2	4	1	1
One on One Counseling Sessions*	161	348	121	326

Rollover Results	2nd Quarter 2017	2017 YTD Totals	2nd Quarter 2018	2018 YTD Totals
Rollovers In	13	31	13	31
Dollars from Rollovers In	\$143,535.20	\$932,411.52	\$318,094.99	\$887,694.54
Rollovers Out	17	25	21	45
Dollars from Rollovers Out	\$1,394,056.30	\$1,875,555.00	\$1,841,684.96	\$4,251,225.94
PERS Purchases	17	37	32	46
Dollars from PERS Purchases	\$385,860.45	\$817,390.26	\$1,352,041.89	\$1,974,005.86

401(a) & 457 Loan Results	2nd Quarter 2017	2017 YTD Totals	2nd Quarter 2018	2018 YTD Totals
401(a) Applications Processed	2	3	0	1
Dollars from Applications Processed	\$12,297.76	\$14,297.76	\$0.00	\$22,000.00
457 Applications Processed	18	41	34	61
Dollars from Applications Processed	\$314,144.07	\$625,402.36	\$501,690.42	\$975,530.42

Hardship Results	2nd Quarter 2017	2017 YTD Totals	2nd Quarter 2018	2018 YTD Totals
Hardship Applications Approved	0	1	0	0
Dollars from Approved Applications	\$0.00	\$3,842.79	\$0.00	\$0.00

401(a) & 457 Fund & Average Results	2nd Quarter 2017	2nd Quarter 2018
Participants in 457 Plan	2,187	2,321
Participants in 401(a) Plan	161	162
457 Assets as of 6-30-2018 Including Loan Assets	\$150,030,543.77	\$160,823,867.00
401(a) Assets as of 6-30-2018 Including Loan Assets	\$10,362,231.32	\$11,601,841.00
Average 457 Participant Balance	\$68,601.07	\$69,291.00
Average 401(a) Participant Balance	\$64,361.69	\$71,616.00

ROTH Results	2nd Quarter 2017	2nd Quarter 2018
Participants with a Roth Balance	199	215
Assets in Roth	\$2,341,680.96	\$2,943,437.62

<sup>\*</sup>Numbers do not include meetings conducted from April 1, 2018 to May 9, 2018 due to change in Retirement Education Specalists