



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



City of Los Angeles

Deferred Compensation Plan

Third Quarter 2020 Review



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CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Executive Summary

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Executive Summary

As of September 30, 2020

CITY OF LOS ANGELES

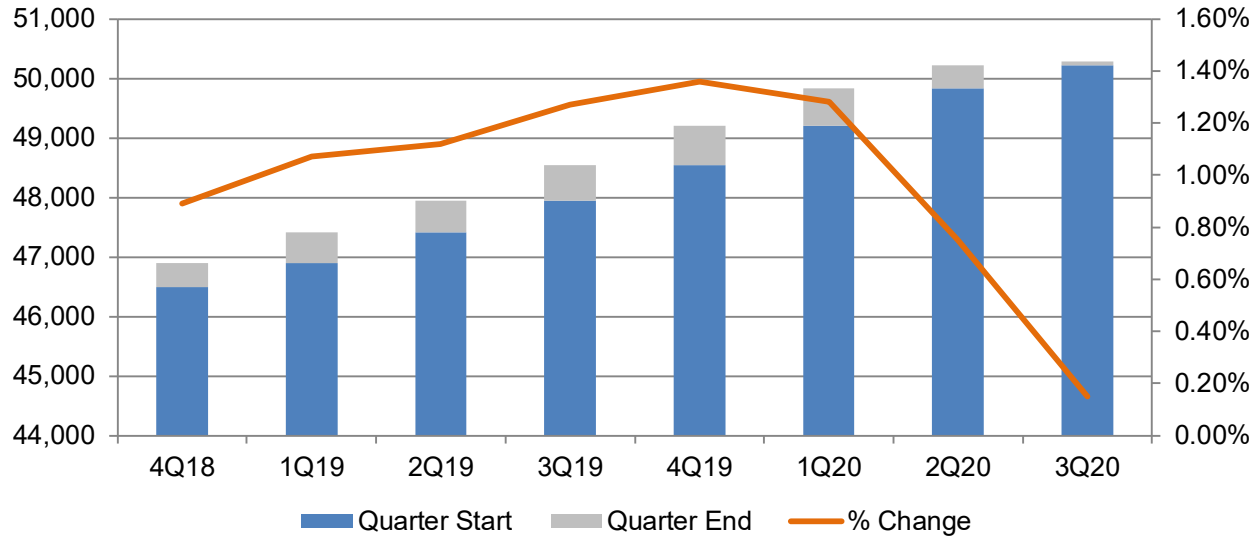
Plan Participants	Total	% Change from Prior Period
As of December 31, 2018	46,904	0.89%
As of March 31, 2019	47,407	1.07%
As of June 30, 2019	47,939	1.12%
As of September 30, 2019	48,548	1.27%
As of December 31, 2019	49,209	1.36%
As of March 31, 2020	49,841	1.28%
As of June 30, 2020	50,215	0.75%
As of September 30, 2020	50,292	0.15%

Asset Growth	Total	% Change from Prior Period
As of December 31, 2018	\$5,839,909,114	-9.13%
As of March 31, 2019	\$6,402,786,480	9.64%
As of June 30, 2019	\$6,618,441,335	3.37%
As of September 30, 2019	\$6,693,022,366	1.13%
As of December 31, 2019	\$7,087,584,205	5.90%
As of March 31, 2020	\$6,150,575,655	-13.22%
As of June 30, 2020	\$6,988,893,734	13.63%
As of September 30, 2020	\$7,366,037,685	5.40%

Executive Summary- Plan Participants

As of September 30, 2020

CITY OF LOS ANGELES

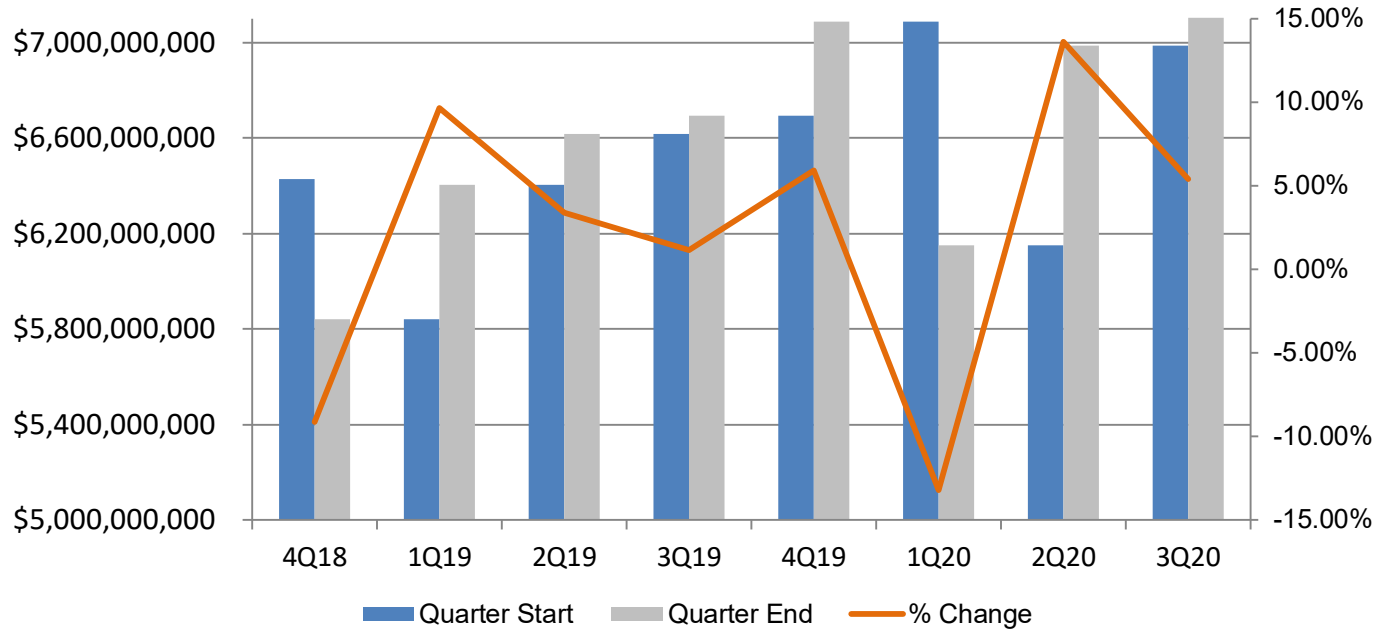


	Total	% Change from Prior Period
As of December 31, 2018	46,904	0.89%
As of March 31, 2019	47,407	1.07%
As of June 30, 2019	47,939	1.12%
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Executive Summary- Asset Growth

As of September 30, 2020

CITY OF LOS ANGELES



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As of September 30, 2020	\$7,366,037,685	5.40%

Cash Flow Summary

July 1, 2020 to September 30, 2020

CITY OF LOS ANGELES

Cash In

Pre-tax Contributions	67,984,279.66
Roth Contributions	12,863,994.67
Rollover Contributions	21,360,376.97
Loan Repayments	27,263,080.65
Other	9,837,897.52

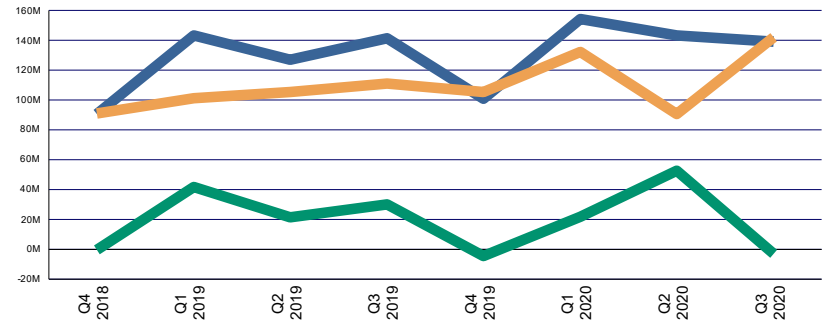
Total Cash In **\$139,309,629.47**

Cash Out

Distributions	78,958,581.93
Rollovers	27,501,146.00
Loans Issued	25,095,518.38
Fees	920,404.86
Other	9,837,897.52

Total Cash Out **(\$142,313,548.69)**

Net Cash Flow **(\$3,003,919.22)**



	Cash In	Cash Out	Net Cash
Q4 2018	\$91,024,054.12	\$91,262,133.16	(\$238,079.04)
Q1 2019	\$143,401,494.75	\$101,591,174.73	\$41,810,320.02
Q2 2019	\$127,453,418.40	\$105,811,196.02	\$21,642,222.38
Q3 2019	\$141,562,404.99	\$111,496,374.05	\$30,066,030.94
Q4 2019	\$101,258,250.49	\$105,770,718.43	(\$4,512,467.94)
Q1 2020	\$154,495,133.13	\$132,705,843.38	\$21,789,289.75
Q2 2020	\$143,612,342.08	\$90,897,133.46	\$52,715,208.62
Q3 2020	\$139,282,468.80	\$142,313,548.69	(\$3,031,079.89)
	\$1,042,089,566.76	\$881,848,121.92	\$160,241,444.84

"Other" activity represents all inter-participant transfer activity, which includes decedent/beneficiary activity, QDRO splits and Alternate participant transfers.

"Distribution" activity represents withdrawals, installments and termination payments.



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Asset Analysis

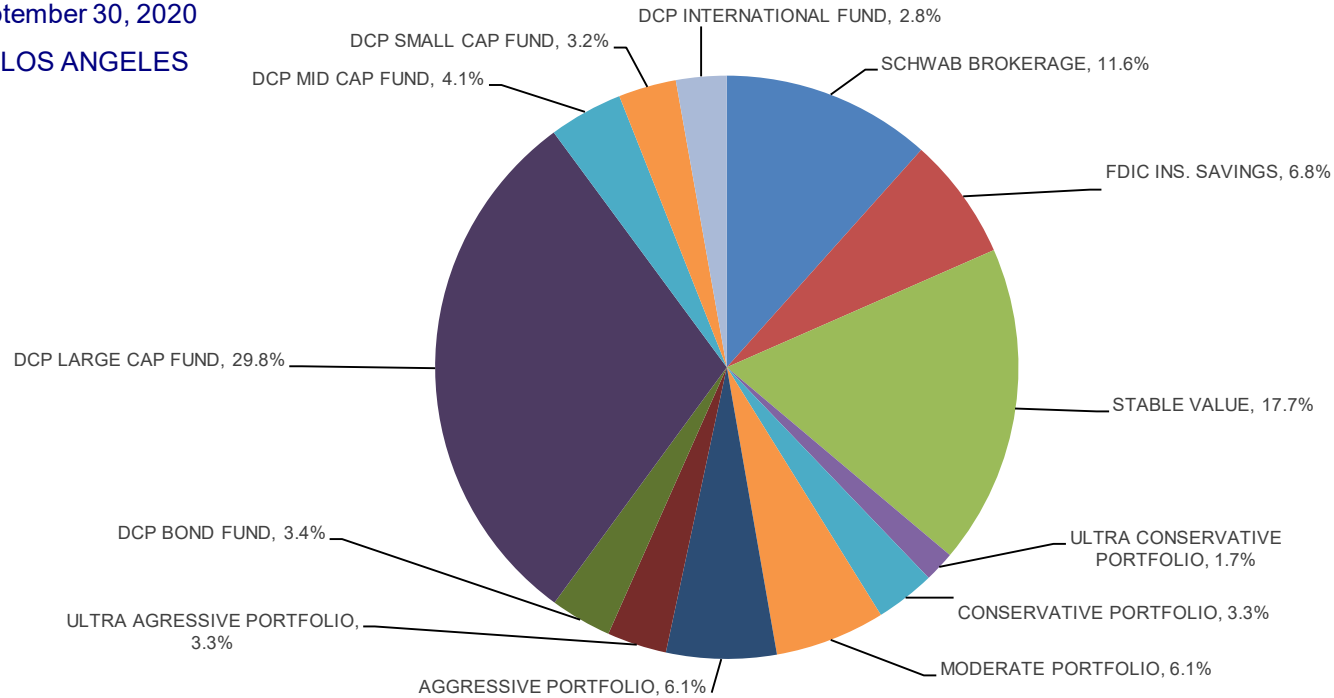


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Percentage of Plan Assets

As of September 30, 2020

CITY OF LOS ANGELES



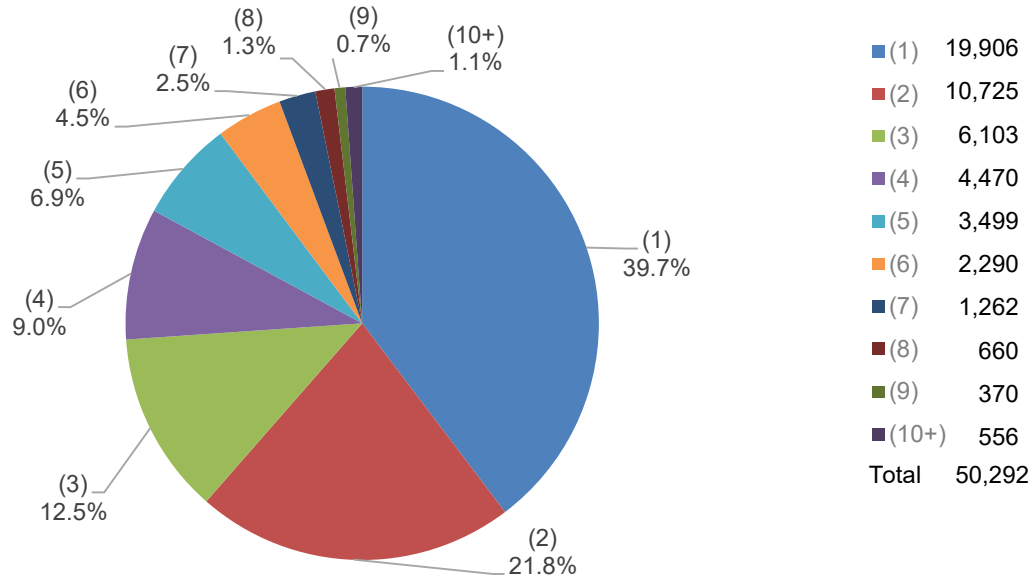
Balances by Investment

Investment Name	Investment Balance	Number of Participants	Average Participant	Percent of Plan Assets
Schwab Brokerage	\$862,057,988.33	4,931	\$173,902.47	11.6%
FDIC Insured Savings Account	\$503,059,163.66	13,261	\$37,935.24	6.8%
Stable Value	\$1,301,881,998.18	13,906	\$93,620.16	17.7%
Ultra Conservative Portfolio	\$127,521,197.13	2,954	\$43,168.99	1.7%
Conservative Portfolio	\$242,960,364.85	5,385	\$45,117.99	3.3%
Moderate Portfolio	\$447,558,488.48	11,886	\$37,654.26	6.1%
Aggressive Portfolio	\$451,200,044.92	14,291	\$31,572.32	6.1%
Ultra Aggressive Portfolio	\$240,679,361.14	10,041	\$23,969.66	3.3%
DCP Bond Fund	\$248,812,124.90	7,764	\$32,046.90	3.4%
DCP Large Cap Fund	\$2,196,078,623.18	21,713	\$101,141.19	29.8%
DCP Mid Cap Fund	\$298,271,239.47	8,470	\$35,215.02	4.1%
DCP Small Cap Fund	\$238,472,313.63	9,463	\$25,200.50	3.2%
DCP International Fund	\$207,484,777.53	9,391	\$22,094.00	2.8%
Total Investment Balance:	\$7,366,037,685.40			
Total Loan Fund:	\$193,839,649.41			

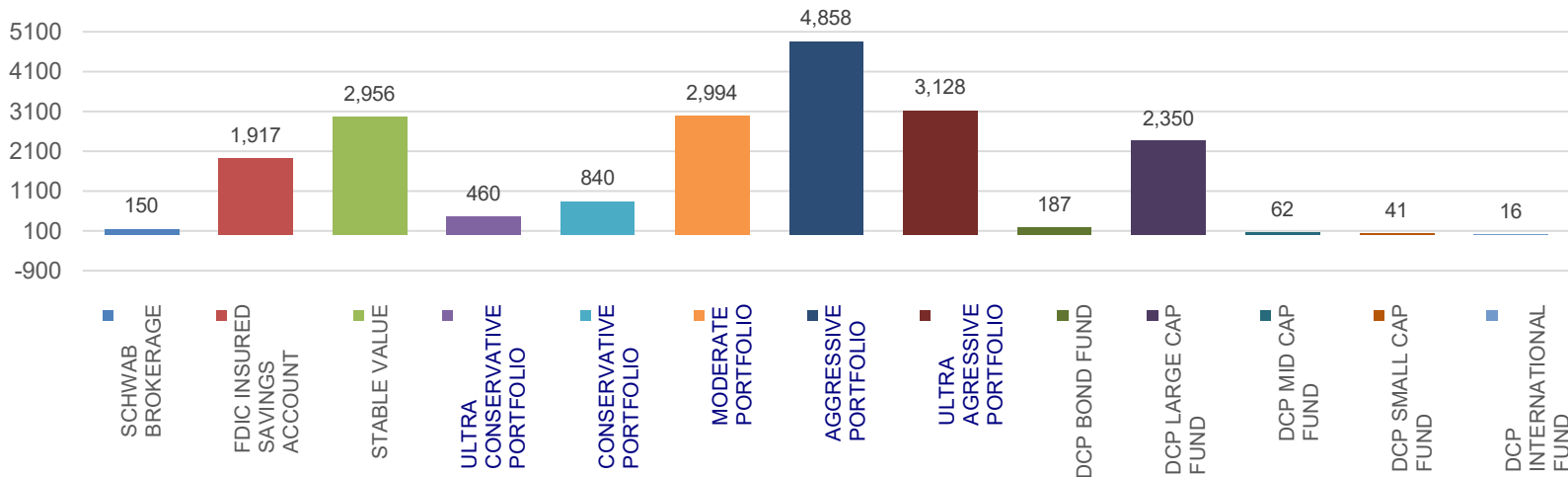
Participants with a Balance by Number of Investments

As of September 30, 2020

CITY OF LOS ANGELES



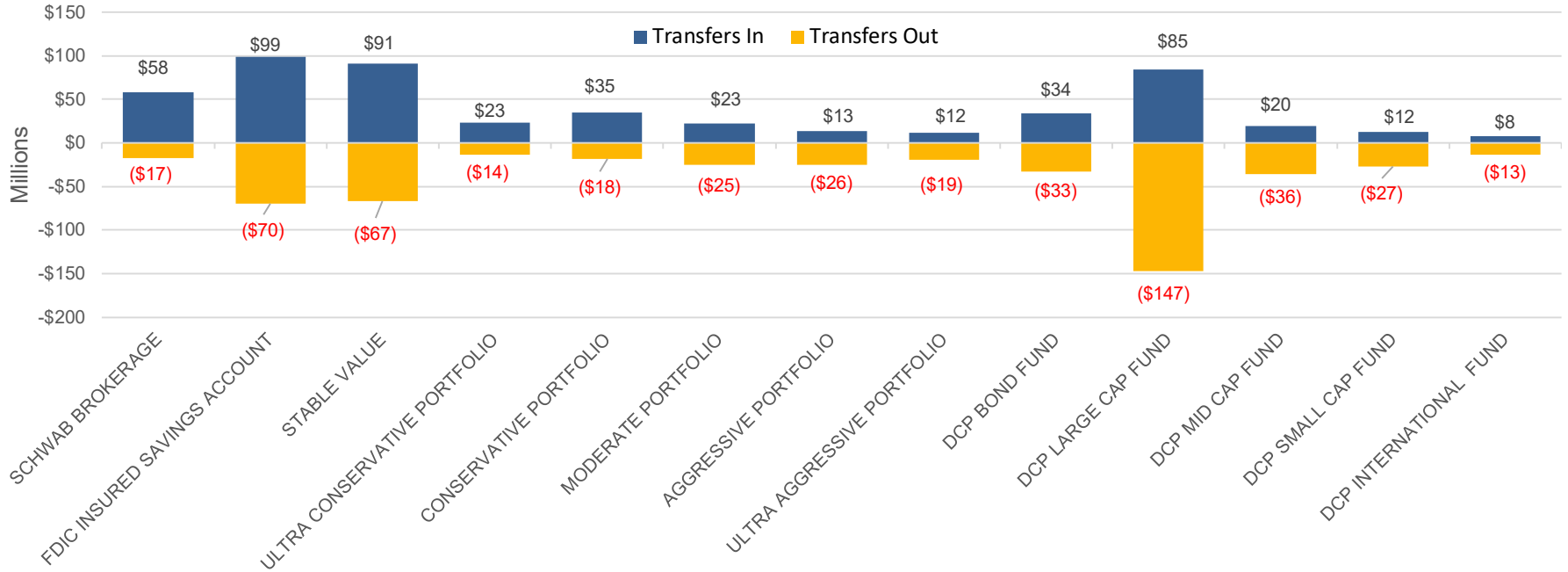
Participants with a Balance in a Single Profile



Transfer Activity by Investment

As of September 30, 2020

CITY OF LOS ANGELES



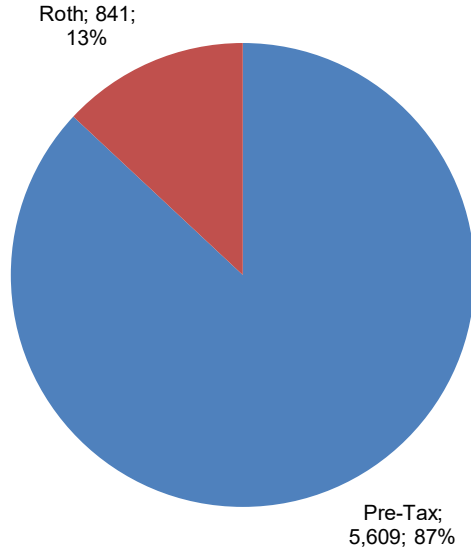
Investment Name	Transfers In	Transfers Out	Net
SCHWAB BROKERAGE	\$58,161,433	(\$17,301,722)	\$40,859,711
FDIC INSURED SAVINGS ACCOUNT	\$99,077,742	(\$70,083,857)	\$28,993,885
STABLE VALUE	\$90,537,680	(\$66,711,812)	\$23,825,868
ULTRA CONSERVATIVE PORTFOLIO	\$23,353,741	(\$13,794,015)	\$9,559,727
CONSERVATIVE PORTFOLIO	\$34,519,269	(\$18,412,986)	\$16,106,283
MODERATE PORTFOLIO	\$22,542,447	(\$25,139,015)	(\$2,596,568)
AGGRESSIVE PORTFOLIO	\$13,179,936	(\$25,585,194)	(\$12,405,258)
ULTRA AGGRESSIVE PORTFOLIO	\$12,050,591	(\$19,099,222)	(\$7,048,631)
DCP BOND FUND	\$33,938,640	(\$32,653,680)	\$1,284,960
DCP LARGE CAP FUND	\$84,710,863	(\$147,268,104)	(\$62,557,242)
DCP MID CAP FUND	\$19,574,974	(\$35,559,167)	(\$15,984,192)
DCP SMALL CAP FUND	\$12,413,637	(\$27,140,646)	(\$14,727,010)
DCP INTERNATIONAL FUND	\$8,009,973	(\$13,199,686)	(\$5,189,713)

SDBA Summary

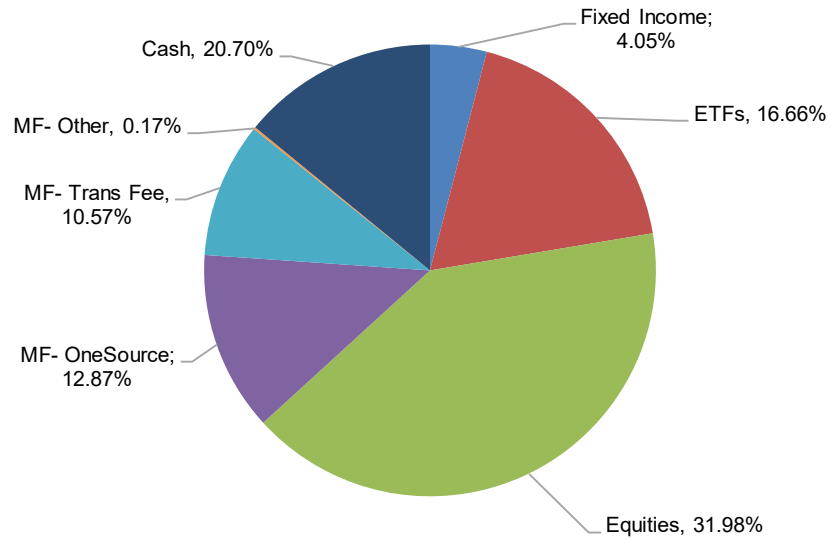
As of September 30, 2020

CITY OF LOS ANGELES

Total Accounts



Market Value Allocation



Historical SDBA Data

Plan Profile Information	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Total Funded Pre-Tax Accounts	4,094	4,296	4,575	4,940	5,301	5,609
Total Funded Roth Accounts	455	513	592	706	773	841
PCRA accounts opened during quarter	194	275	316	466	323	421
Total Advisor Managed Funded	1,019	1,208	1,468	1,692	1,844	1,985
Market Value Allocation - All Assets	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Fixed Income	2.91%	3.39%	3.89%	4.70%	4.06%	4.05%
ETFs	17.09%	17.85%	18.68%	16.66%	17.75%	18.32%
Equities	35.67%	34.20%	35.25%	31.98%	37.07%	40.85%
Mutual Funds (OneSource)	20.03%	19.01%	18.17%	15.21%	15.34%	12.87%
Mutual Funds (Transaction Fee)	10.83%	11.17%	11.76%	10.57%	9.91%	9.68%
Mutual Funds (Other)	0.24%	0.23%	0.20%	0.17%	0.17%	0.15%
Cash	13.24%	14.15%	12.08%	20.70%	15.70%	14.08%



CITY OF *Los Angeles*
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Participation and Contributions Analysis

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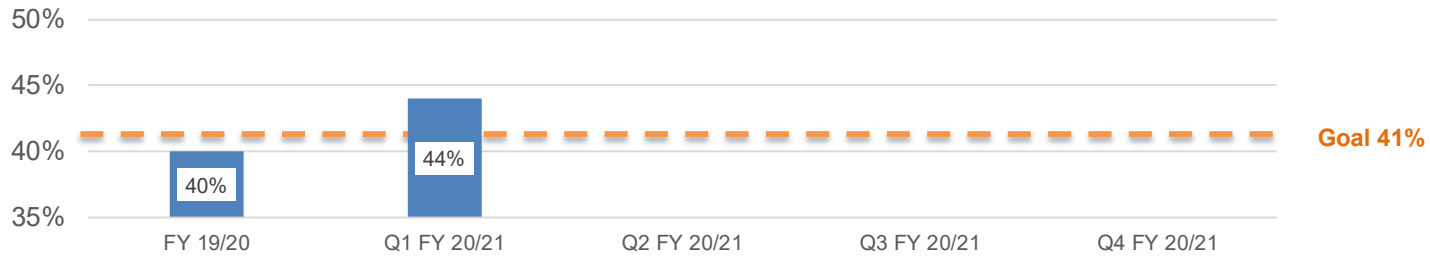
Participant Outcomes: Participation

As of September 30, 2020

CITY OF LOS ANGELES

For the 2020-21 fiscal year, the Board adopted two targeted goals to increase participation for employees with less than three years of City service.

Goal: Increase participation of employees with less than one year of City service by 1%, from 40% to 41%.



Goal: Increase participation of employees with less than three years of City service by 1%, from 52% to 53%.



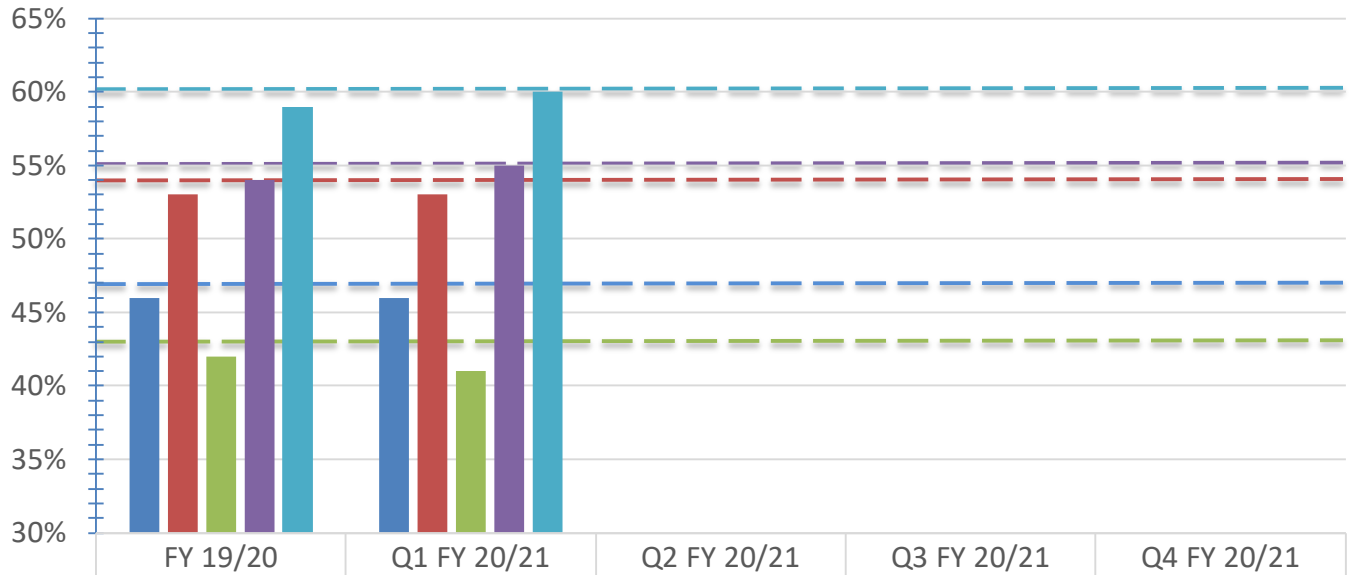
Participant Outcomes: Department Participation

As of September 30, 2020

CITY OF LOS ANGELES

For the 2020-21 fiscal year, the Board adopted two targeted goals to increase participation for the Lowest Participating Departments and Labor Organizations.

Goal: Increase participation of the five departments with the lowest participation by 1%:



	FY 19/20	Q1 FY 20/21	Q2 FY 20/21	Q3 FY 20/21	Q4 FY 20/21
■ Council (47%)	46%	46%			
■ General Services Division (54%)	53%	53%			
■ Mayor's Office (43%)	42%	41%			
■ Public Works- Street Svcs (55%)	54%	55%			
■ Recreation & Parks (60%)	59%	60%			

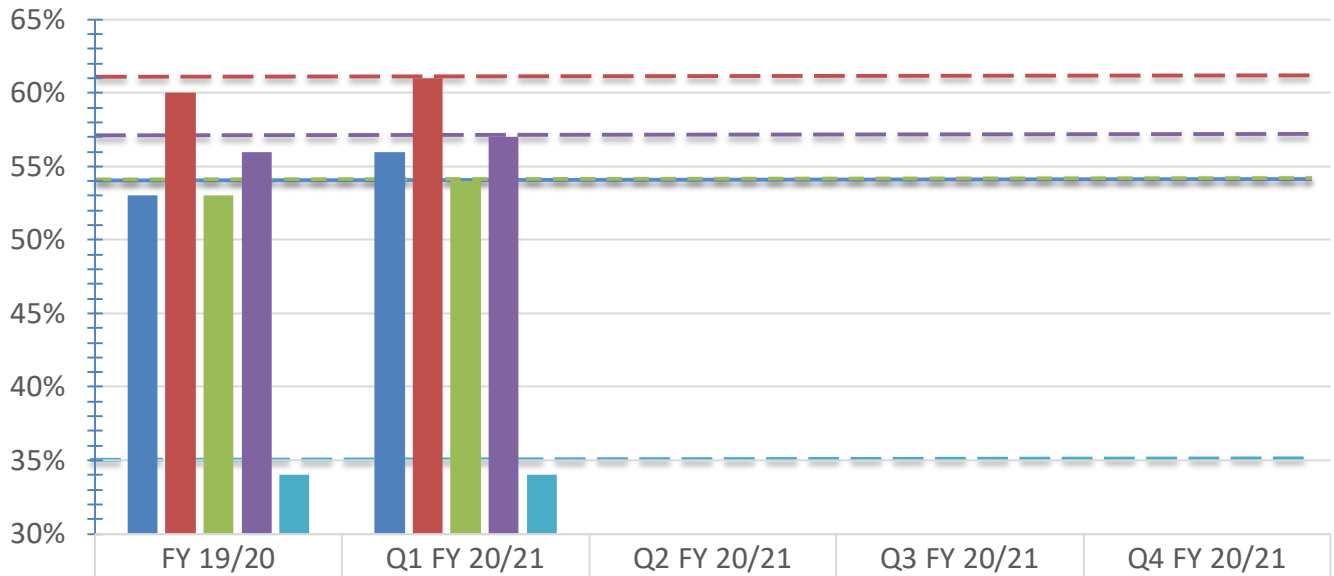
Participant Outcomes: Labor Organization Participation

As of September 30, 2020

CITY OF LOS ANGELES

For the 2020-21 fiscal year, the Board adopted two targeted goals to increase participation for the Lowest Participating Departments and Labor Organizations.

Goal: Increase participation of the five groups of labor organizations or non-represented employees (greater than 50 full-time employees) with the lowest participation by 1%:



	FY 19/20	Q1 FY 20/21	Q2 FY 20/21	Q3 FY 20/21	Q4 FY 20/21
MOU 00: Non-Represented (54%)	53%	56%			
MOU 02: Building Trades (61%)	60%	61%			
MOU 04: Equip. Ops & Labor (54%)	53%	54%			
MOU 14: Service & Craft (57%)	56%	57%			
MOU 15: Service EE's (35%)	34%	34%			

Participant Outcomes: Contributions

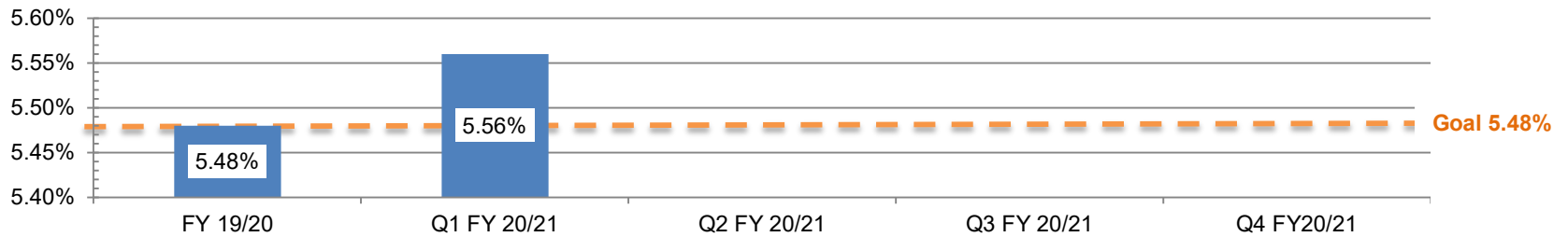
As of September 30, 2020

CITY OF LOS ANGELES

For the 2020-21 fiscal year, the Board adopted two goals aimed at maintaining the average employee contribution and increasing participant contributions as a percent-of-pay.

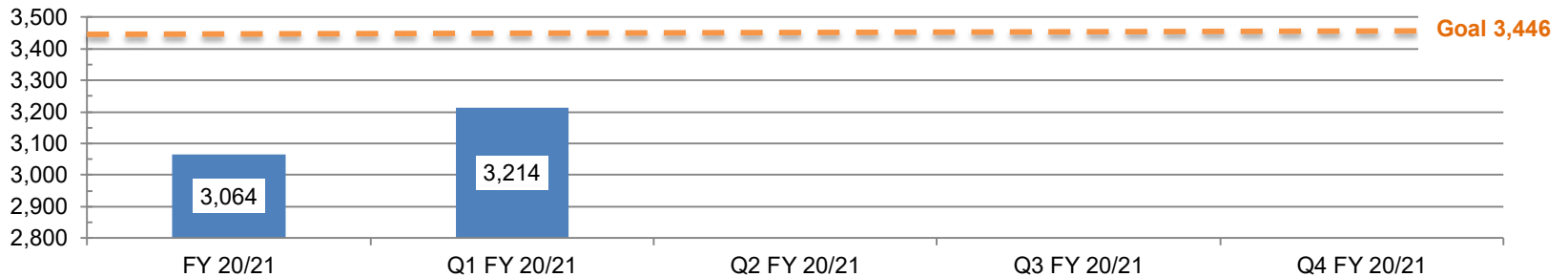
Goal: Maintain average employee contributions at the current 5.48%, calculated to include all full-time employees eligible for the DCP.

Average Employee Contributions



Goal: Increase the number of participants saving as a percent-of-pay from 3,064 (9% of contributing participants) to 3,446 (10% of contributing participants).

Total Number of Contributing Participants Saving as a Percent of Pay

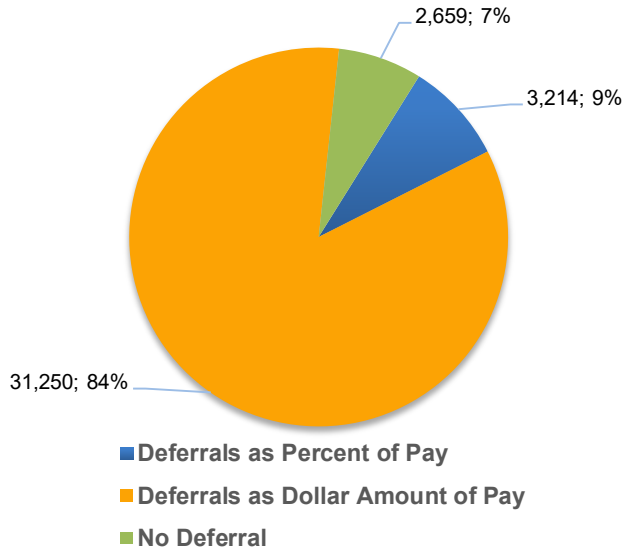


Percent of Pay Contribution Trending

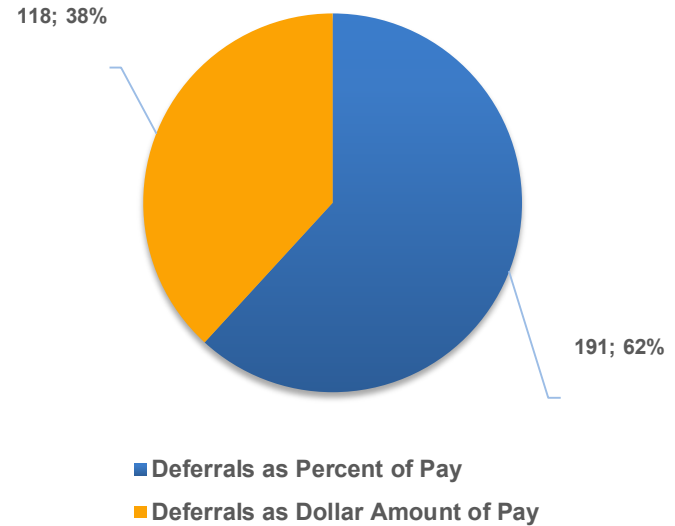
As of September 30, 2020

CITY OF LOS ANGELES

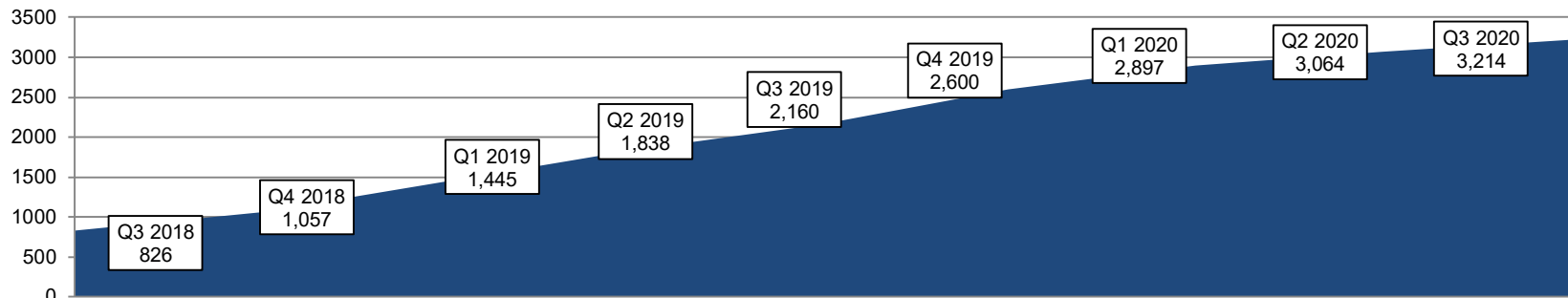
Fixed Dollar Amount versus Percent of Pay - All Participants



Fixed Dollar Amount versus Percent of Pay - New Enrollees Q3 2020



2,388 participants decided to save as a percent of pay contribution between July 2018 and September 2020

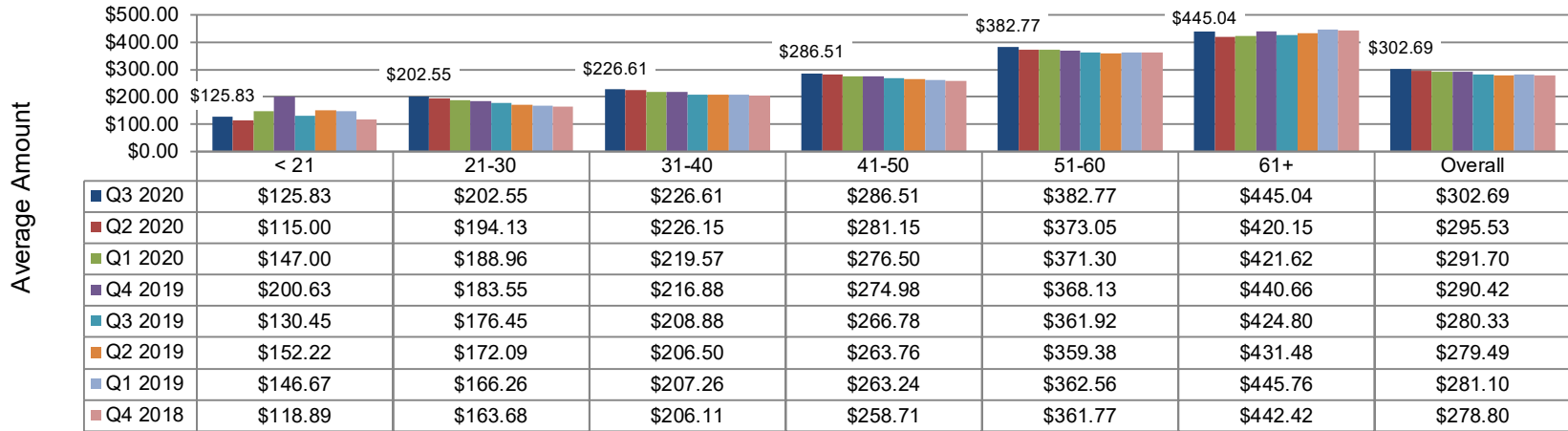


Fixed Dollar Contributions

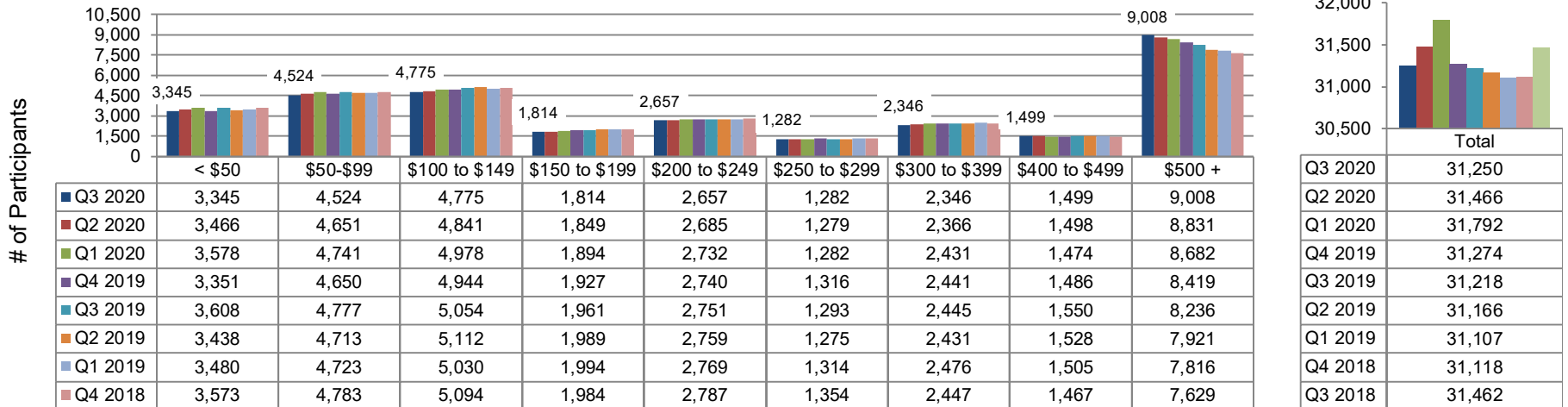
As of September 30, 2020

CITY OF LOS ANGELES

Average Contribution \$ per Pay Period by Age Group and Quarter- Contributing Participants Only



Fixed Dollar Contribution Summary- Contributing Participants Only

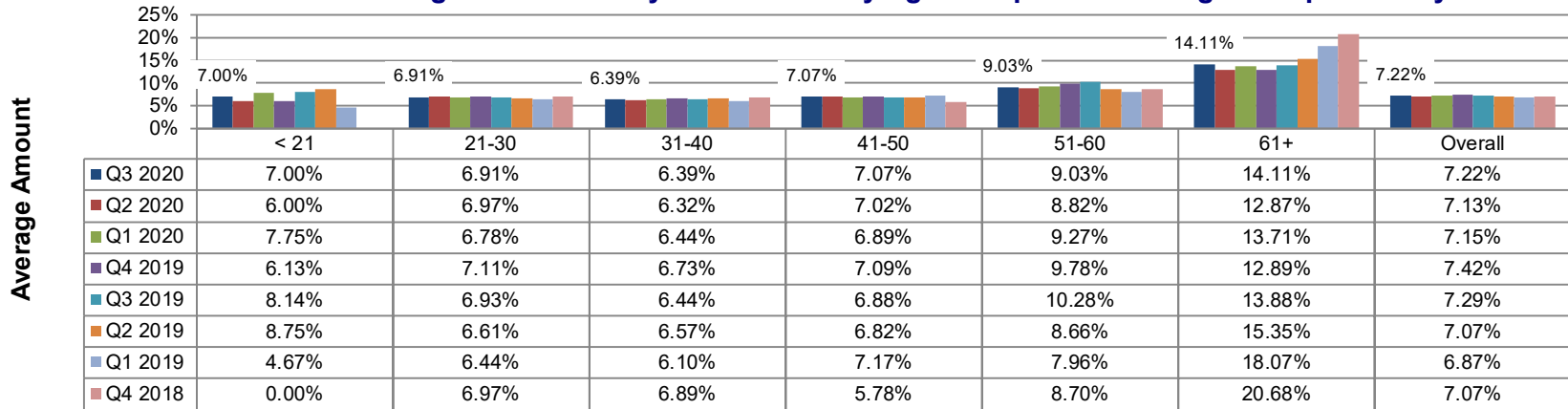


Percent of Pay Contribution

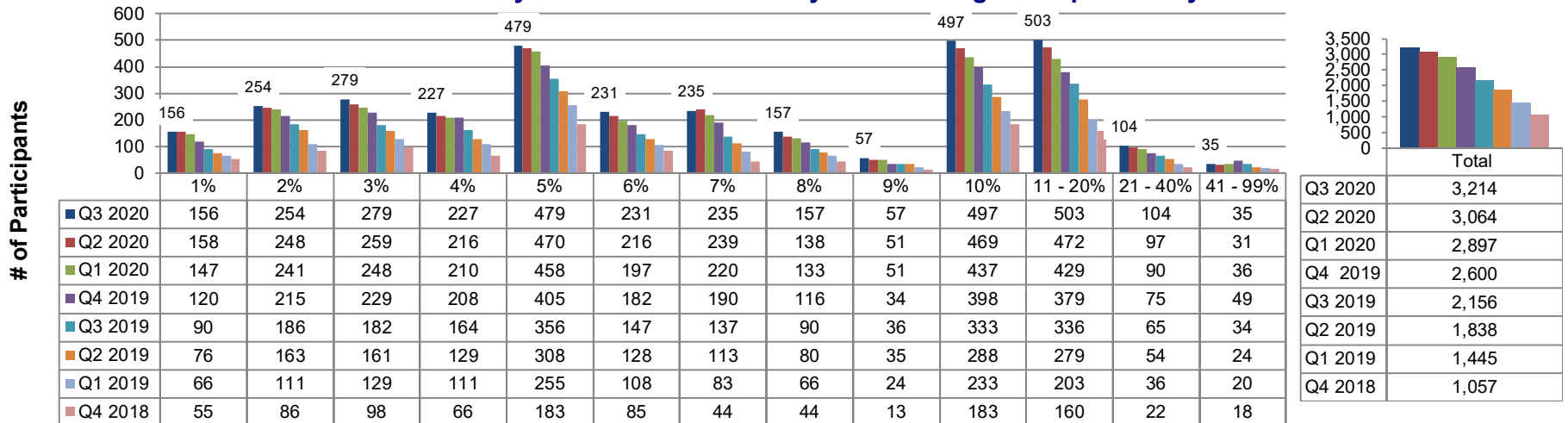
As of September 30, 2020

CITY OF LOS ANGELES

Average Percent of Pay Contribution by Age Group- Contributing Participants Only



Percent of Pay Contributions Summary- Contributing Participants Only





CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Participant Distributions Analysis

Participant Outcomes: Distributions

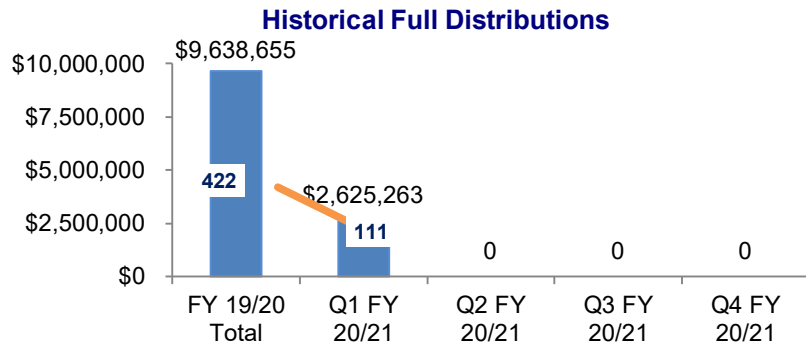
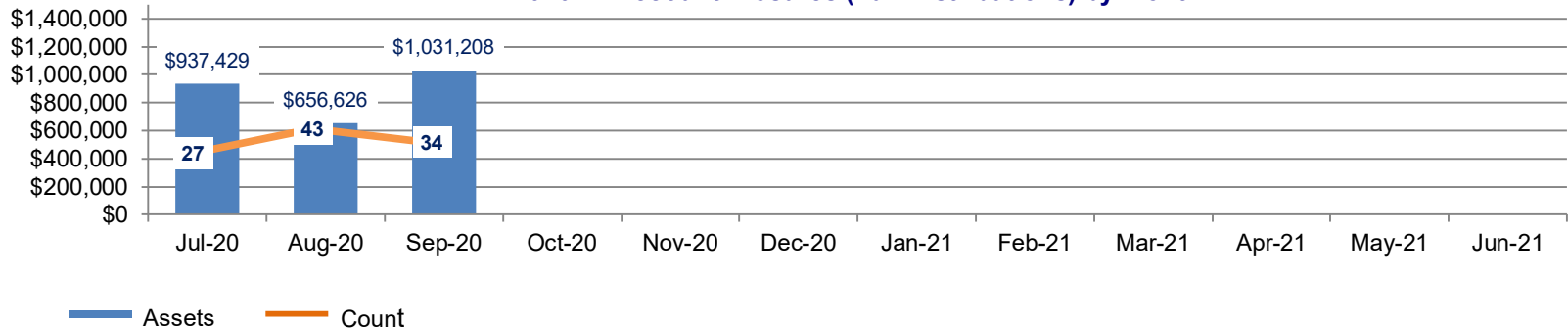
As of September 30, 2020

CITY OF LOS ANGELES

For the 2020-21 fiscal year, the Board adopted two goals aimed at retaining the assets of participants who have separated from City service.

FY 20/21 Goal: Maintain the number of participants separated from City service who close their accounts to no more than 2.5% of the separated population (excluding closures of QDRO and beneficiary accounts).

FY 2020-21 Account Closures (Full Distributions) by Month



Quarter	Assets	Transaction Count	Unique Ptps	Percent of Separated
FY 19/20	\$9,638,655	422		3.3%
Q1 FY 20/21	\$2,625,263	111	104	0.5%
Q2 FY 20/21				
Q3 FY 20/21				
Q4 FY 20/21				
Total FY 20/21				

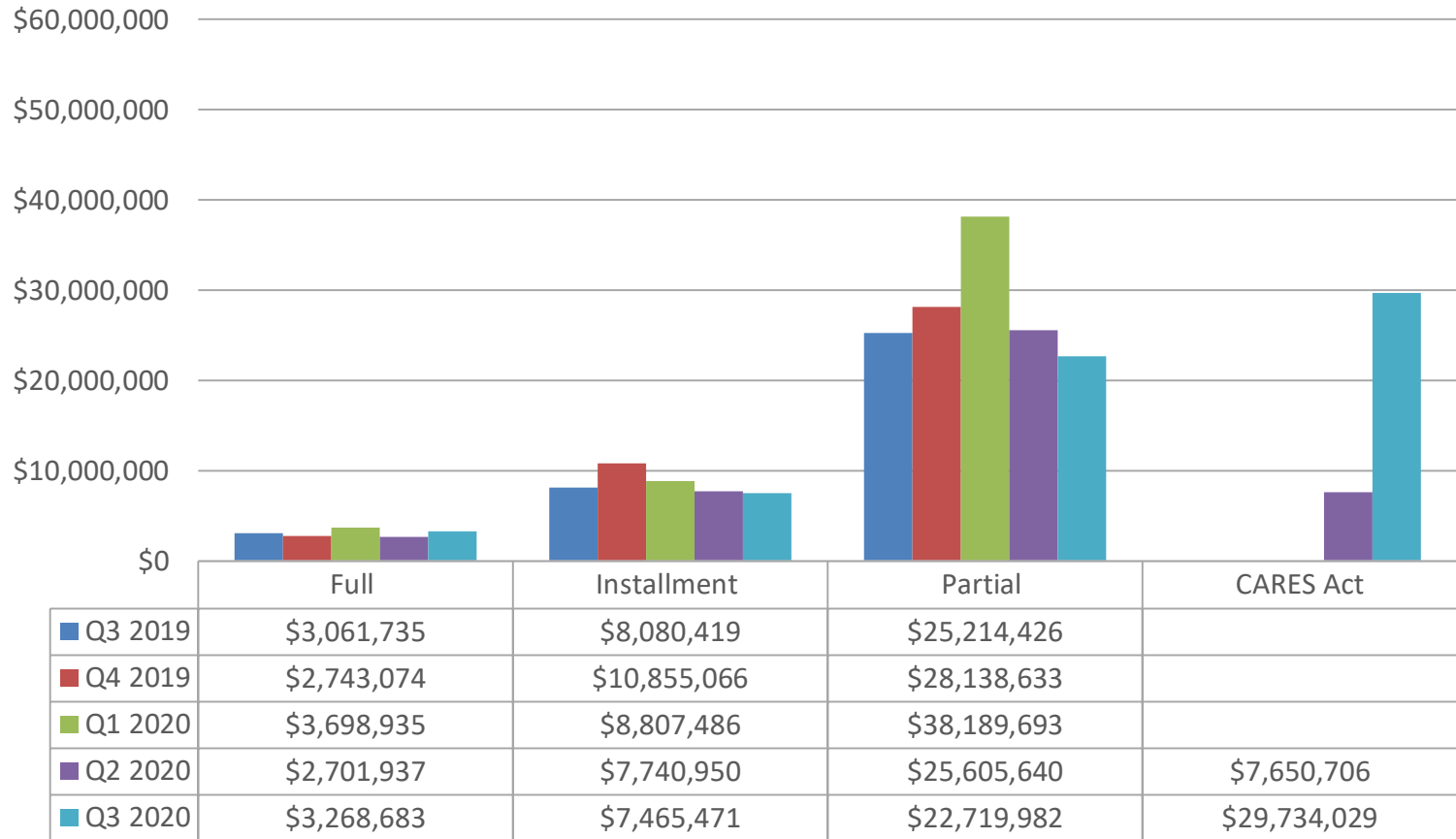
This data excludes distributions from beneficiary and QDRO accounts

Distributions

As of September 30, 2020

CITY OF LOS ANGELES

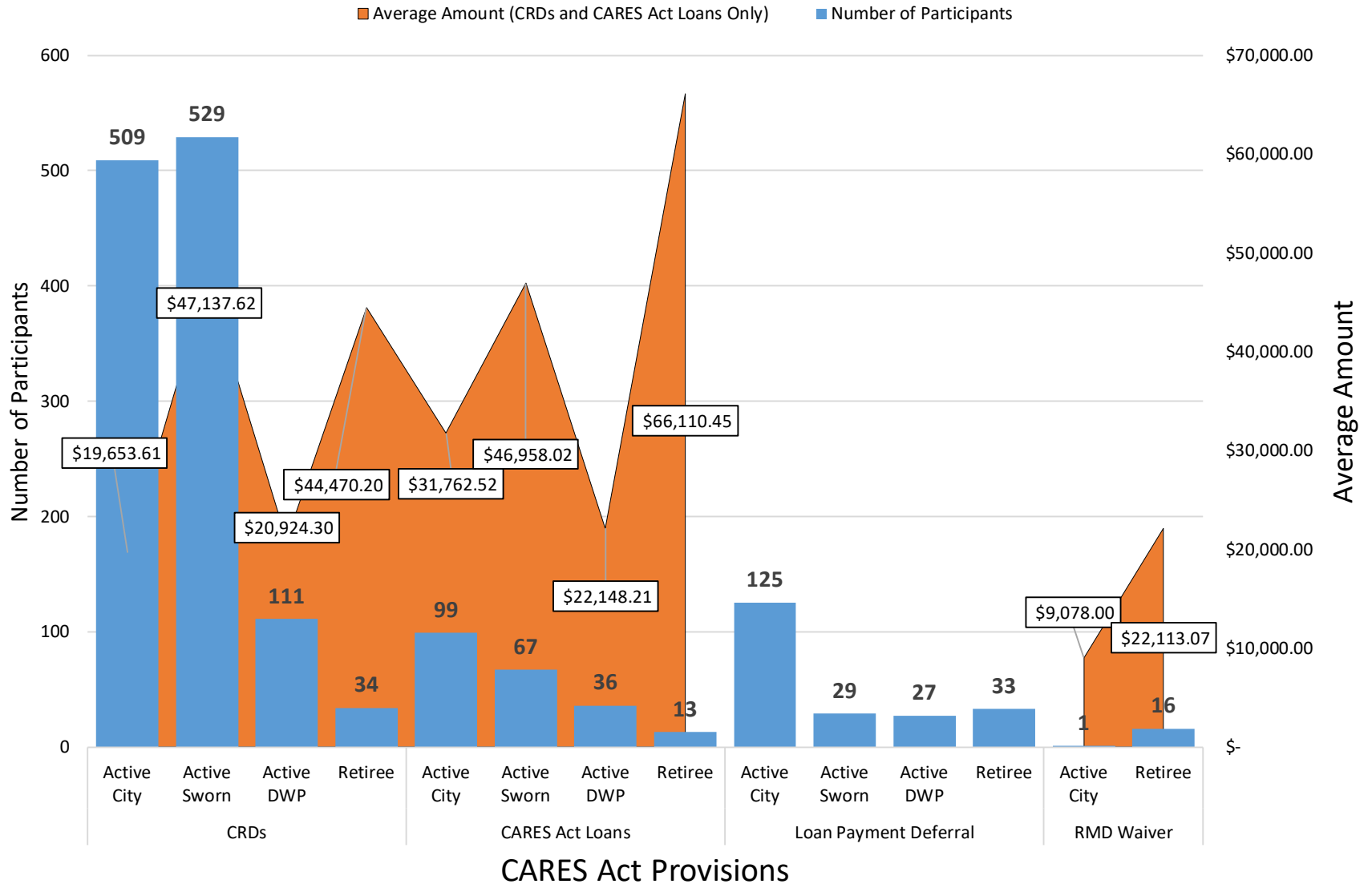
Distribution Types by Quarter



This data includes distributions from beneficiary and QDRO accounts

Number of Participants Accessing CARES Act Provisions by Category and Employee Population

May 6, 2020 to September 30, 2020



Participant Outcomes: Asset Retention

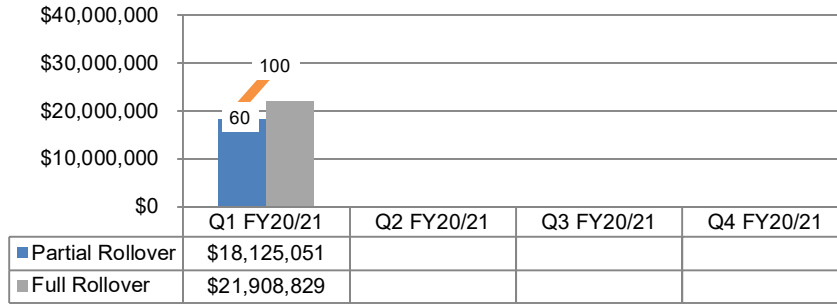
As of June 30, 2020

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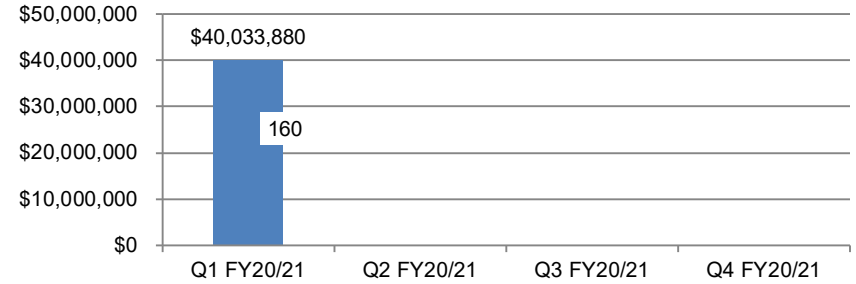
For the 2020-21 fiscal year, the Board adopted two goals aimed at retaining the assets of participants who have separated from City service.

Goal: Maintain the number of participants separated from City service who roll funds out of their account to no more than 4.5% of the separated population (excluding closures of QDRO and beneficiary accounts).

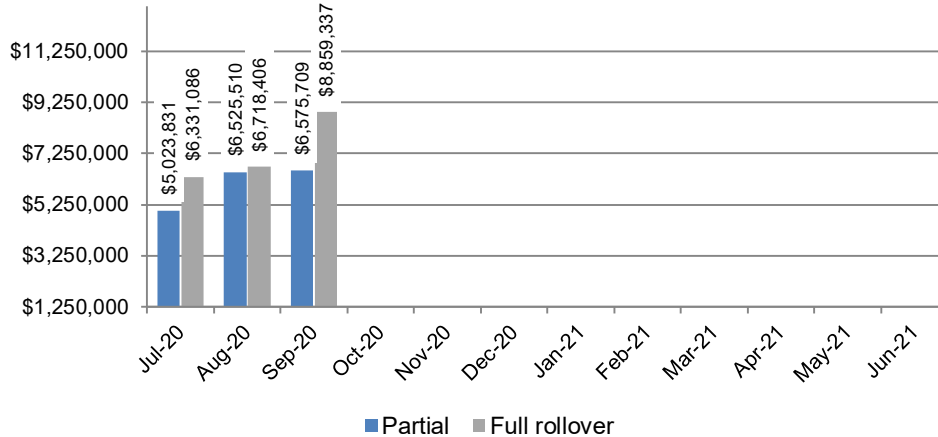
Outgoing Rollovers by Type and Quarter



Total Outgoing Rollovers by Quarter



Outgoing Rollovers by Type and Month



Quarter	Assets Rolled	Transaction Count	Unique Ptps	Percent of Separated
FY 19/20	\$134,892,516	533		4.3%
Q1 FY 20/21	\$40,033,880	177	160	0.75%
Q2 FY 20/21				
Q3 FY 20/21				
Q4 FY 20/21				
Total FY 20/21				

This data excludes outgoing rollovers of beneficiary and QDRO accounts and rollovers to City pension systems.

Rollover Activity

As of September 30, 2020

CITY OF LOS ANGELES

Partial and Lump Sum Rollovers by Quarter

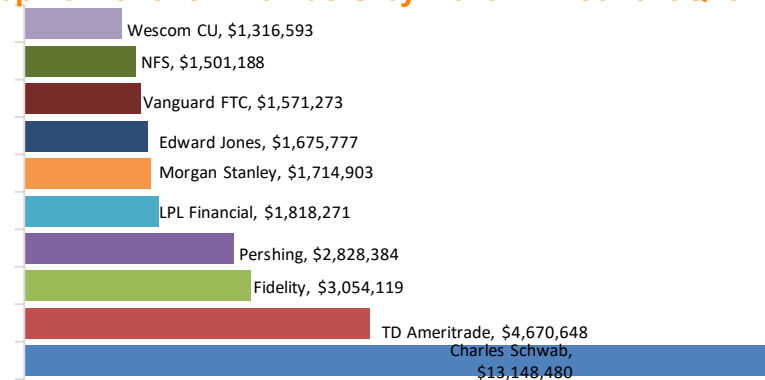
(Based on Account Type and Payee)

		Partial Rollover								Full Rollover				QTR Total	Amt
		Other		LAFPP		LACERS		WPERP		Other		LACERS			
		#	Amt	#	Amt	#	Amt	#	Amt	#	Amt	#	Amt		
Q4 2019	Active			110	\$427,174	56	\$357,795	5	\$67,834					320	\$34,890,930
	Term	45	\$8,736,105			3	\$34,970			84	\$22,674,979	1	\$259,586		
	QDRO									6	\$216,787				
	Bene	1	\$478							9	\$2,115,222				
Q1 2020	Active			97	\$714,826	39	\$406,620	3	\$22,771					320	\$45,103,502
	Term	56	\$11,541,745			6	\$837,000			105	\$26,656,916				
	QDRO	1	\$49,965							4	\$480,323				
	Bene	2	\$226,000							7	\$4,167,336				
Q2 2020	Active			56	\$184,716	33	\$197,905	4	\$46,507					248	\$29,618,512
	Term	55	\$13,375,259			2	\$210,000			78	\$12,583,459	3	\$213,799		
	QDRO	4	\$580,348							4	\$195,519				
	Bene	1	\$276,000							8	\$1,755,000				
Q3 2020	Active	3	\$158,848	97	\$1,024,129	34	\$294,016							327	\$43,141,911
	Term	67	\$18,125,051			2	\$325,000			110	\$21,908,829	2	\$393,953		
	QDRO	2	\$212,128							5	\$315,787				
	Bene									5	\$384,170				

Top 10 Rollover Providers by Quarter

	Q4 2019	Q1 2020	Q2 2020	Q3 2020
1	Charles Schwab	Charles Schwab	Charles Schwab	Charles Schwab
2	Morgan Stanley	Ameriprise	Merrill	TD Ameritrade
3	Fidelity	Fidelity	TD Ameritrade	Fidelity
4	TD Ameritrade	Merrill Lynch	Fidelity	Pershing
5	Wells Fargo	Pershing	Morgan Stanley	LPL Financial
6	Pershing	TD Ameritrade	JP Morgan	Morgan Stanley
7	Vanguard	Morgan Stanley	Edward Jones	Edward Jones
8	Citibank	NFS	Allianz	Vanguard FTC
9	Strata Trust Co	LPL Financial	Vanguard FTC	NFS
10	Edward Jones	Vanguard FTC	E*Trade	Wescom CU

Top 10 Rollover Providers by Dollar Amount- 3Q20



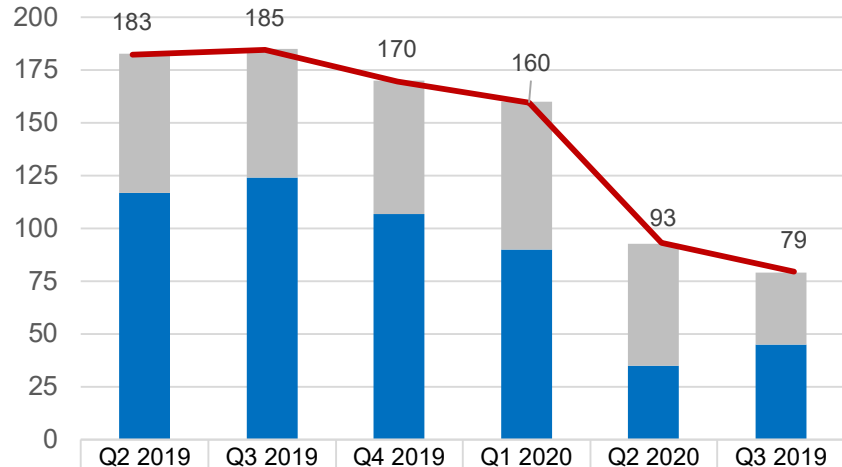
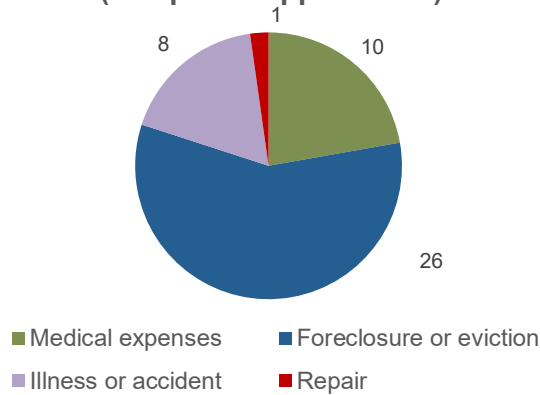
Unforeseeable Emergency Withdrawal Summary

As of September 30, 2020

CITY OF LOS ANGELES

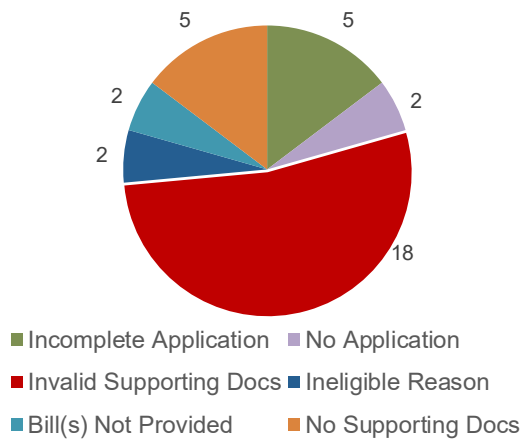
Q3 2020 Total Requests	79
Approved	45
Denied	34

Q3 2020 Withdrawal Reasons (completed applications)



	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Denied	66	61	63	70	58	34
Approved	117	124	107	90	35	45

Q3 2020 Rejection Reasons



Total Requests	Q2 19	Q3 19	Q4 19	Q1 20	Q2 20	Q3 20
Withdrawal Reasons						
Medical expenses	11	16	6	7	8	10
Repair of principal residence	0	1	0	0	0	1
Mortgage foreclosure or eviction	82	84	88	79	21	26
Funeral/burial expenses	1	1	1	4	1	0
Illness or accident	23	22	12	0	5	8
Rejection Reasons						
No Application	0	0	0	0	3	2
Incomplete Application	3	6	6	2	4	5
Bill(s) Not Provided	7	3	5	11	0	2
Invalid Supporting docs	53	51	50	51	50	18
No Supporting docs	0	0	0	0	0	5
Ineligible Reason	3	1	2	6	1	2

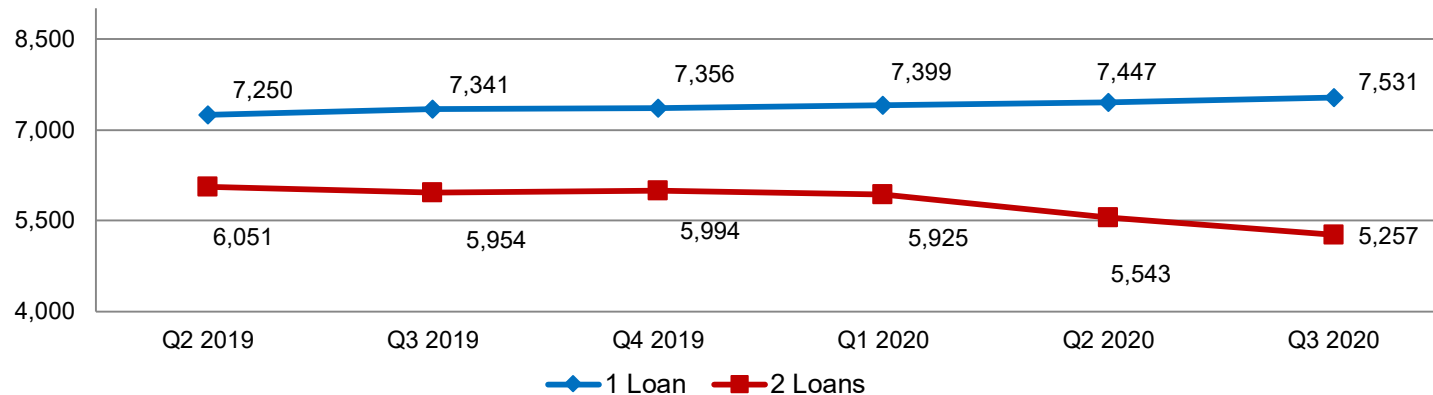
Loan Trending

As of September 30, 2020

CITY OF LOS ANGELES

	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Total Participants with Loans	13,301	13,295	13,350	13,324	12,990	12,786
Total Number of Outstanding Loans	19,352	19,249	19,344	19,249	18,533	18,045
Number of General Loans	17,556	17,482	17,586	17,519	16,838	16,356
Number of Residential Loans	1,799	1,770	1,761	1,733	1,698	1,692
Total Outstanding Loan Balance	\$192,084,243	\$191,852,956	\$192,521,519	\$191,685,644	\$186,937,312	\$186,938,105
General Loan Balance	\$159,719,552	\$159,819,680	\$160,631,951	\$160,391,779	\$156,376,373	\$156,139,365
Residential Loan Balance	\$32,364,691	\$32,033,276	\$31,889,567	\$31,293,865	\$30,560,939	\$30,798,740
Average Loan Balance per Borrower	\$14,441	\$14,430	\$15,027	\$14,386	\$14,391	\$14,621
Number of Re-amortized	209	129	172	230	287	366
Number of Loan Defaults	126	182	127	67	156	125
Total New Loans Initiated	1,767	1,692	1,608	1,562	1,047	1,430
New Loans Active	1,673	1,628	1,539	1,491	917	1,220
New Loans Retirees	94	64	69	71	54	72
New Loans CARES Act	-	-	-	-	76	139

1 Loan versus 2 Loans





CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Participant Services

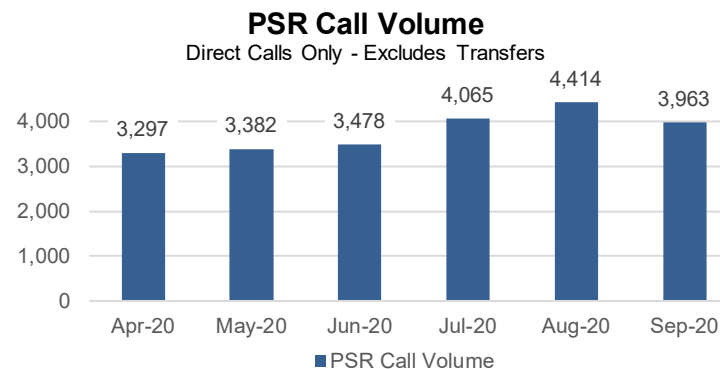
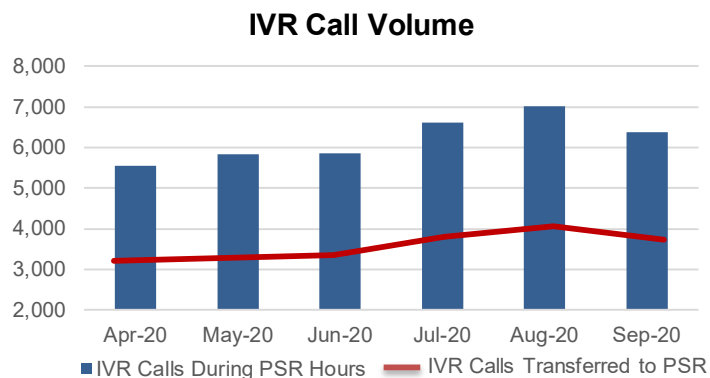


Service Center Stats

As of September 30, 2020

CITY OF LOS ANGELES

Month	Calls Entered	Calls Accepted	Average Speed Answered	Average Handle Time	Customer Satisfaction	First Call Resolution	Number of Surveys	Survey Rate
Oct-19	2,817	2,762	0:32	8:33	98.20%	93.90%	609	22.05%
Nov-19	3,101	2,883	1:58	8:41	97.70%	91.10%	516	17.90%
Dec-19	3,501	3,377	1:15	8:13	97.20%	91.00%	363	15.88%
Jan- 20	4,070	3,822	2:12	8:13	97.60%	91.70%	234	6.12%
Feb- 20	3,584	3,245	2:30	8:09	96.10%	93.10%	287	8.84%
Mar- 20	4,562	4,209	2:42	8:25	96.50%	92.40%	472	11.20%
Apr- 20	3,313	3,302	0:06	7:25	95.50%	97.10%	346	10.48%
May- 20	3,475	3,427	0:24	8:22	98.50%	94.60%	464	13.54%
Jun- 20	3,571	3,523	0:25	8:07	98.30%	92.60%	540	14.47%
Jul- 20	4,133	4,090	0:16	8:23	96.40%	91.50%	593	14.50%
Aug- 20	4,527	4,464	0:23	8:19	97.60%	93.20%	511	11.45%
Sep- 20	4,111	4,039	0:40	8:40	97.50%	94.10%	521	12.90%



	Total IVR Calls	IVR Calls During PSR Hours	IVR Calls Outside of PSR Hours	IVR Calls Transferred to PSR
Apr-20	6,795	5,552	1,243	3,308
May-20	7,097	5,829	1,268	3,430
Jun-20	7,225	5,870	1,355	3,526
Jul-20	8,006	6,622	1,384	4,108
Aug-20	8,377	7,011	1,366	4,476
Sep-20	7,657	6,387	1,270	4,034

	PSR Call Volume	Average Speed of Answer (Seconds)	Average Call Length (Minutes)
Apr-20	3,297	6	6.22
May-20	3,382	23	6.70
Jun-20	3,478	24	6.47
Jul-20	4,065	16	6.92
Aug-20	4,414	22	6.87
Sep-20	3,963	40	7.13

Digital Engagement Report

Retirement Calculator

Q3 2020

Retirement Calculator Engagement

19% of participants took action after using the Retirement Calculator:


- 200 participants increased saving an average of 0.4% (from 7.0% to 7.4%).
- 939 participants are saving an average of \$24 more per pay period (from \$335 to \$359).
- 381 participants changed fund allocation.
- 22 participants rolled money into the Plan.

Activity	Number of Participants
Logged in with access to the Retirement Calculator	23,814
Engaged and interacted with the Retirement Calculator	6,804 (39%)
Took Action after using the Retirement Calculator	1,291 (19%)

- Retirement Calculator Hide this section

Let's talk about **your retirement savings** ▾

\$7,792 Estimated Monthly Income **\$9,201** Estimated Monthly Goal **\$1,409** A Difference Of



[View Details](#)

[+ Privacy / How This Works?](#) [About Me](#)

The amount of my pay I can save now ?

Employee Before Tax (\$5 per pay period)

Roth Contribution (\$5 per pay period)

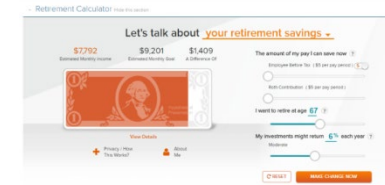
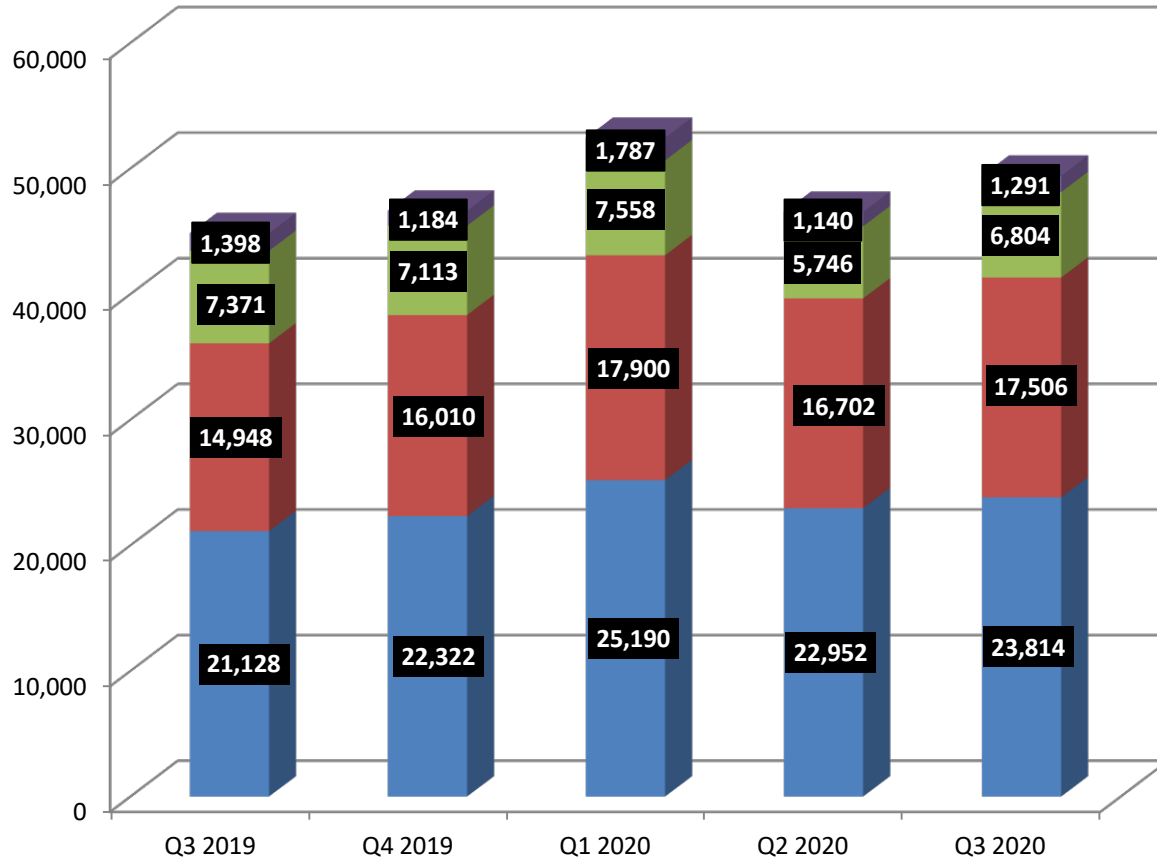
I want to retire at age **67** ?

My investments might return **6%** each year ?

Moderate

Digital Engagement Report

Retirement Calculator



- Took Action
- Engaged and Interacted
- Viewed
- Logged in

	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Viewed Retirement Calculator	71%	72%	71%	73%	74%
Engaged and interacted with Retirement Calculator	49%	44%	42%	34%	39%
Took action after using Retirement Calculator	19%	17%	24%	20%	19%

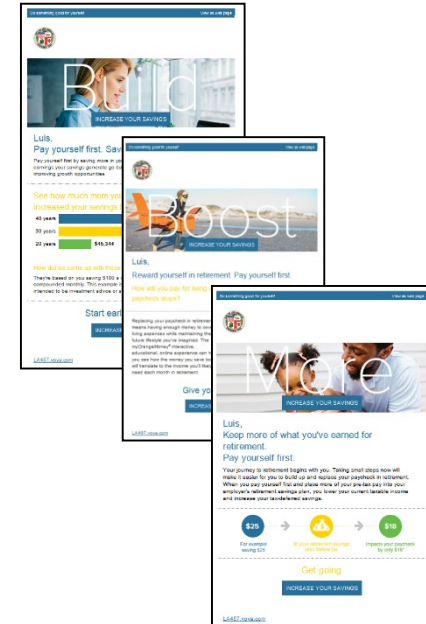
Save More Journey

Participant Criteria for Inclusion:

- Signed up for eDelivery
- Plan allows for online contribution change
- Participant has a balance
- Participant is currently contributing
- Participant has not made a contribution change in 3 months
- Participant has not taken a hardship in 6 months
- Participant has no term/death date

Campaign Success:

Participant changes their contribution



Save More Journey Results

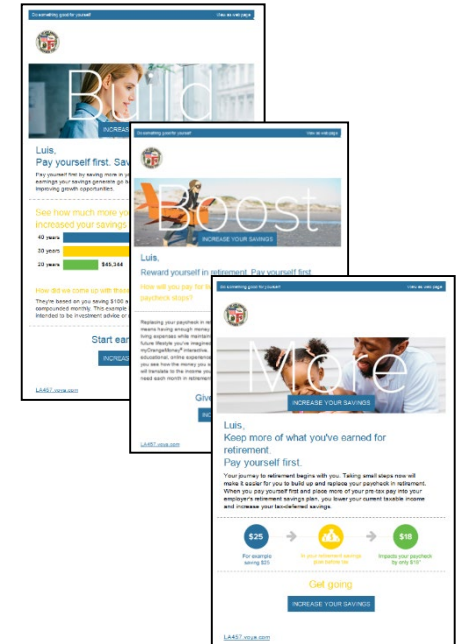
Q3 2020

40 (11%) of participants targeted took action after receiving the Save More Journey:

- 12 participants are saving an average of 2.1% more per pay period (from 6.7% to 8.8%).
- 31 participants changed their deferral amount.

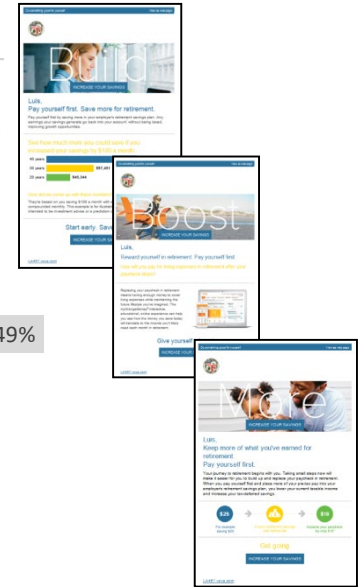
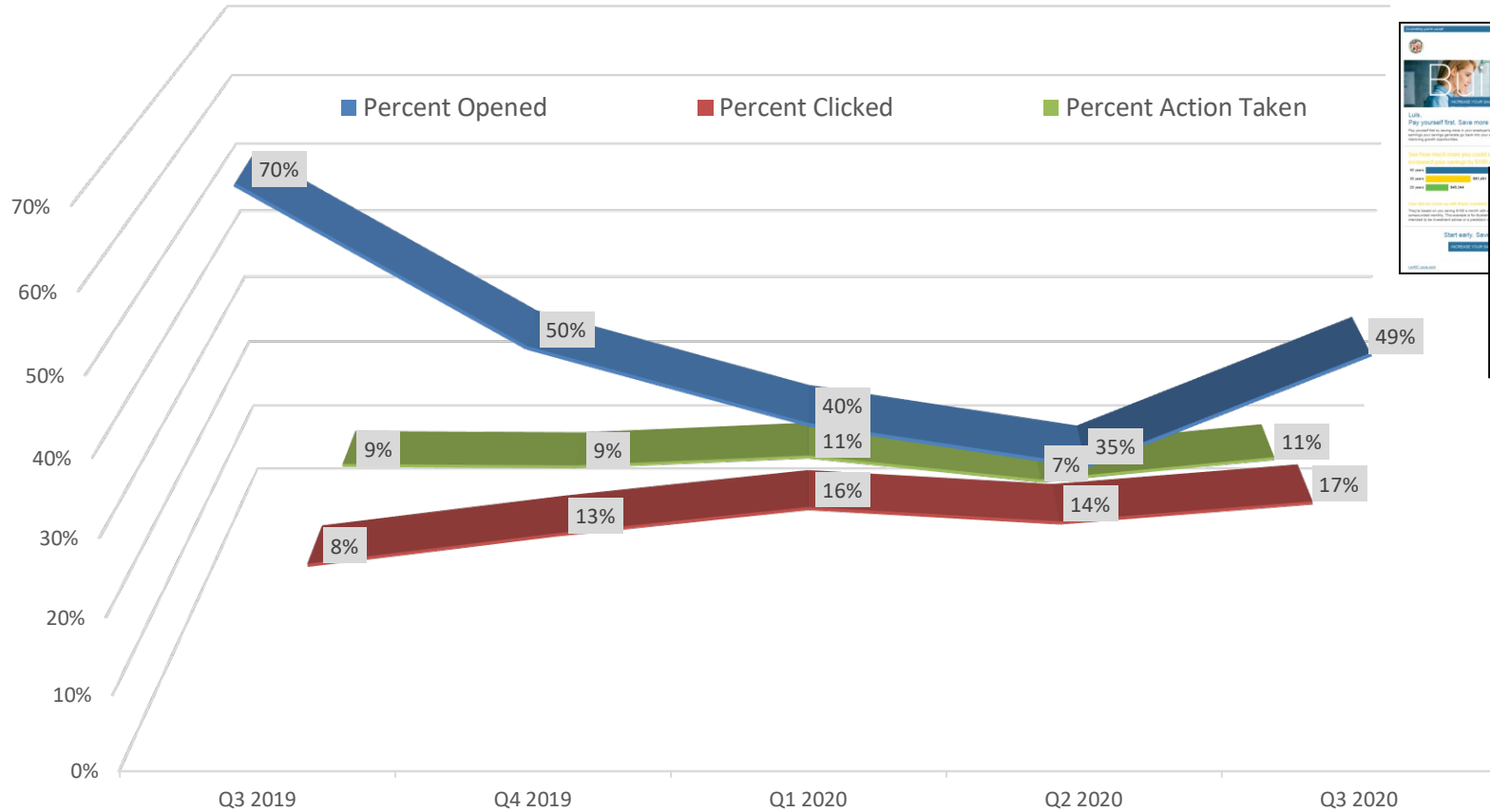
Unique Participant Activity	As of September 30, 2020
Participants reached (Delivered)	780
Participants interested (Opens)	380 (49%)
Participants engaged (Email clicks)	65 (17%)
Participants took action after opening	40 (11%)

Taking an action refers to making a contribution change. Data is as of 09/30/2020.



Save More Journey Results

Q3 2019 – Q3 2020



	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Participants reached (Delivered)	70%	50%	40%	35%	49%
Participants engaged (Email clicks)	8%	13%	16%	14%	17%
Percent action taken	9%	9%	11%	7%	11%
Participants reached (Delivered)	486	3,727	4,221	40	780

Taking an action refers to making a contribution change. Data is as of 09/30/2020.

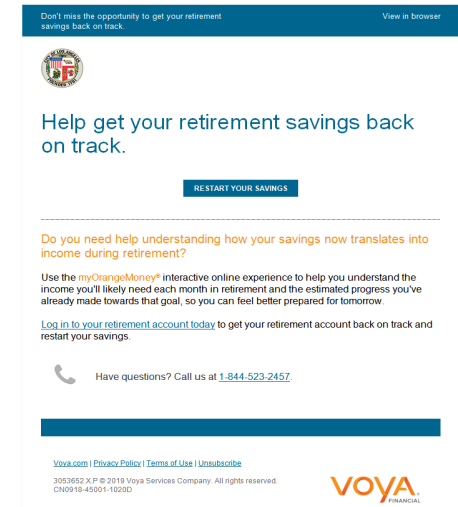
Restart Savings Journey

Participant Criteria for Inclusion:

- Signed up for eDelivery
- Plan allows for online contribution change
- Participant has a balance
- Participant is currently contributing \$0 or 0%
- Participant does not have a term date
- Participant stopped saving >60 days

Campaign Success:

- Participant restarts contributions



The screenshot shows an email campaign from VOYA Financial. At the top, a blue header bar contains the text "Don't miss the opportunity to get your retirement savings back on track" and a "View in browser" link. Below the header is the VOYA logo. The main heading reads "Help get your retirement savings back on track." followed by a blue button labeled "RESTART YOUR SAVINGS". The body of the email includes a question: "Do you need help understanding how your savings now translates into income during retirement?" and a paragraph encouraging users to use the "myOrangeMoney" interactive online experience. A link is provided: "Log in to your retirement account today to get your retirement account back on track and restart your savings." At the bottom, there is a phone icon and the text "Have questions? Call us at 1-844-523-2457". The footer contains links for "Voya.com | Privacy Policy | Terms of Use | Unsubscribe", the address "3053652 X.P. © 2010 Voya Services Company. All rights reserved. CN0918-45001-1020D", and the VOYA FINANCIAL logo.

Restart Savings Journey Results

Q3 2020

11 (18%) of participants targeted resumed contributions after opening a Restart Savings email:

3 participants are saving an average of 4.7% more per pay period (from 0.0% to 4.7%).

8 participants are saving an average of \$364 more per pay period (from \$0 to \$364).

Unique Participant Activity	As of September 30, 2020
Participants reached (Delivered)	135
Participants interested (Opens)	60 (44%)
Participants engaged (Email clicks)	3 (5%)
Participants took action after opening	11 (18%)

Taking an action refers to making a contribution change. Data is as of 09/30/2020.

Don't miss the opportunity to get your retirement savings back on track. [View in browser](#)

Help get your retirement savings back on track.

[RESTART YOUR SAVINGS](#)

Do you need help understanding how your savings now translates into income during retirement?

Use the myOrangeMoney® interactive online experience to help you understand the income you'll likely need each month in retirement and the estimated progress you've already made towards that goal, so you can feel better prepared for tomorrow.

[Log in to your retirement account today](#) to get your retirement account back on track and restart your savings.

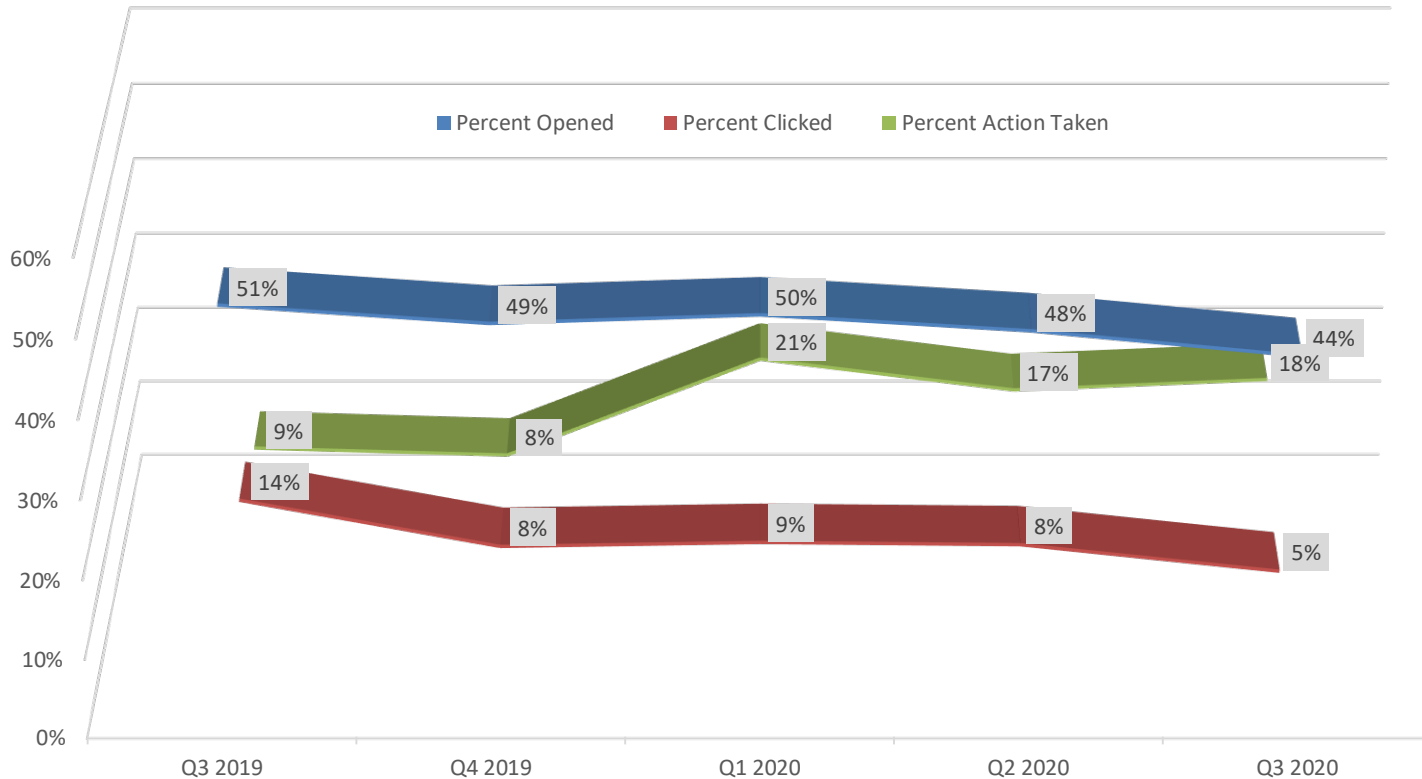
Have questions? Call us at [1-844-523-2457](tel:1-844-523-2457).

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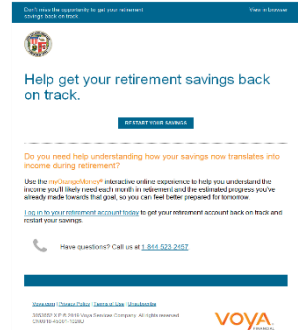
Restart Savings Journey Results

Q3 2019 – Q3 2020



	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Participants reached (Delivered)	51%	49%	50%	48%	44%
Participants engaged (Email clicks)	14%	8%	9%	8%	5%
Percent action taken	9%	8%	21%	17%	18%
Participants reached (Delivered)	193	200	115	124	135

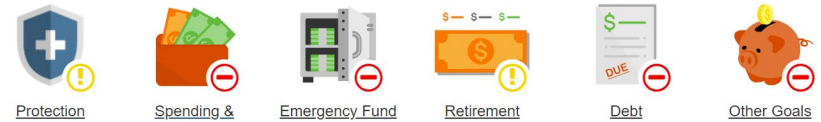
Taking an action refers to making a contribution change. Data is as of 09/30/2020.



Financial Wellness

Welcome to the financial wellness experience

Voya's Financial Wellness Experience is an interactive assessment that offers your plan participants a comprehensive understanding of where they are financially and what they can do about it. What makes this different? We take a unique approach to money matters. The design, inspired by consumer research, includes an assessment through six financial pillars we believe are foundational to wellness. It provides a personalized summary of areas for improvement, with best next steps to take meaningful action for a stronger sense of control and well-being. This helps individuals live for today, while preparing financially for tomorrow.



Spending less than you make is critical to your financial health. Consider creating a budget to ensure you spend less than you make. [SCORE DETAILS](#)

Good Money Habits

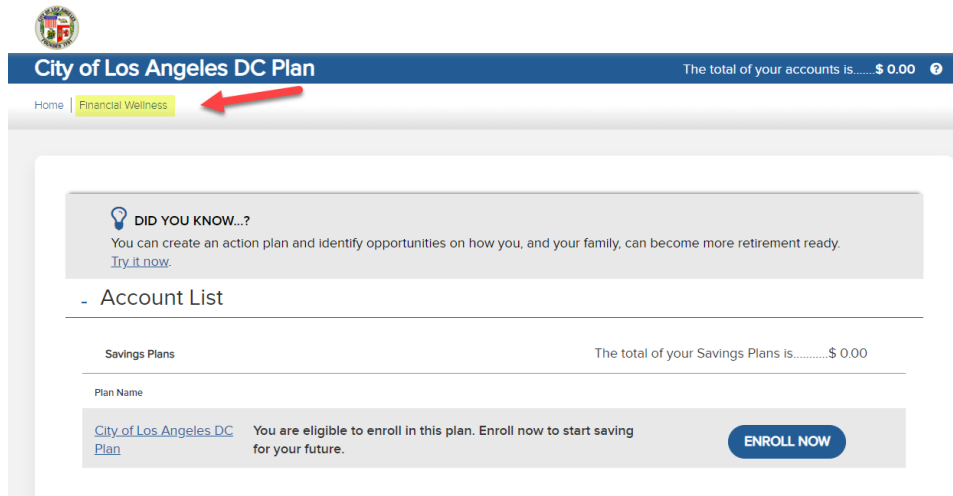
LEARN MORE

Watch Video

Financial Wellness Journey Dashboard

Financial Wellness Experience

Financial Wellness Assessment is available on the DCP site after login.



The screenshot shows the City of Los Angeles DC Plan dashboard. At the top, there is a blue header with the City of Los Angeles logo on the left, the text "City of Los Angeles DC Plan" in the center, and "The total of your accounts is.....\$ 0.00" on the right. Below the header, there is a navigation bar with "Home" and "Financial Wellness" (highlighted in yellow with a red arrow pointing to it). The main content area features a "DID YOU KNOW...?" section with a lightbulb icon and text: "You can create an action plan and identify opportunities on how you, and your family, can become more retirement ready. [Try it now.](#)". Below this is a section titled "- Account List" with a sub-section for "Savings Plans" showing "The total of your Savings Plans is.....\$ 0.00". Underneath, there is a table with one row for the "City of Los Angeles DC Plan" with the text "You are eligible to enroll in this plan. Enroll now to start saving for your future." and an "ENROLL NOW" button.

Assessment

The experience starts with a brief series of questions to evaluate an individual's current financial health. After completing the assessment, each person receives a summary that is downloadable and printable, displaying the areas for improvement within each of the six pillars.

Personalized Dashboard

An individual's dashboard will be personalized with guidance and educational content to help them focus on the areas where they need to improve.

Resource Center

Individuals also have the ability to engage with a wide variety of topics, articles, life stage guidance and tools across the six financial wellness pillars through the resource center..

Financial Wellness

Sample of Completed Assessment: Score Details



Protection

You have important coverages in place but you may want to determine if adding some Long-Term Care and Critical Illness insurance to protect against the unexpected is the right thing for you.

[SCORE DETAILS](#) ▼

For someone 50 or older who is not retired and has one or more dependents



GREEN

Have the following coverage:

- Health insurance
- Disability insurance
- Life insurance
- Long-Term Care insurance or are prepared to cover expenses
- Critical Illness insurance or are prepared to cover expenses



YELLOW

Have the following coverage:

- Health insurance
- Disability insurance

Don't have one or more of the following:

- Life insurance
- Long-Term Care insurance or are not prepared to cover expenses
- Critical Illness insurance or are not prepared to cover expenses

Your current score



RED

Don't have one or more of the following:

- Health insurance
- Disability insurance



Retirement

Awesome! You've made preparing for retirement a priority!

[SCORE DETAILS](#) ▼

Your estimated monthly retirement paycheck and goal:



\$7,512
Estimated Monthly Income

\$7,379 *
Estimated Monthly Goal

You are on track!

* Your monthly goal amount is based on 80% of your income.

Interpreting your score:



N/A

We don't have a retirement income estimate for you



GREEN

You are on track to meet your estimated monthly income goal

Your current score



YELLOW

You are on track to meet at least half of your estimated monthly income goal



RED

You are on track to meet less than half of your estimated monthly income goal

Don't worry, you'll be able to review and update your information in the next step.



Spending & Saving

Spending less than you make is critical to your financial health. Consider creating a budget to ensure you spend less than you make.

[SCORE DETAILS](#) ▼

Interpreting your score:



GREEN

Typically never spend more than I make



YELLOW

Sometimes spend more than I make



RED

Always spend more than I make

Your current score



Debt

Struggling with debt can put a lot of pressure on your finances. Creating a budget and prioritizing your debt are important first steps towards financial security!

[SCORE DETAILS](#) ▼

Interpreting your score:



GREEN

Don't carry over a credit card balance or don't use credit cards

Don't struggle to keep up with my debt payments or don't have any debt



YELLOW

Carry over a credit card balance

Don't struggle to keep up with my debts or don't have any debt



RED

Typically struggle to keep up with my debt payments

Your current score



Emergency Fund

Building an emergency fund is an important part of your financial well-being. It's never too late to start so get started today with a savings plan.

[SCORE DETAILS](#) ▼

Interpreting your score:



GREEN

Can cover expenses for 6 months or more



YELLOW

Can cover expenses for 3 - 5 months



RED

Can cover expenses for less than 3 months

Your current score



Other Goals

It's never too early or late to start saving. Create a plan to start making progress towards your goals.

[SCORE DETAILS](#) ▼

Interpreting your score:



N/A

Besides retirement, I don't have other goals I'm interested in saving for



GREEN

I'm on track for all my other savings goals



YELLOW

I'm not saving enough for at least one of my other savings goals



RED

I haven't started saving for at least one of my other savings goals

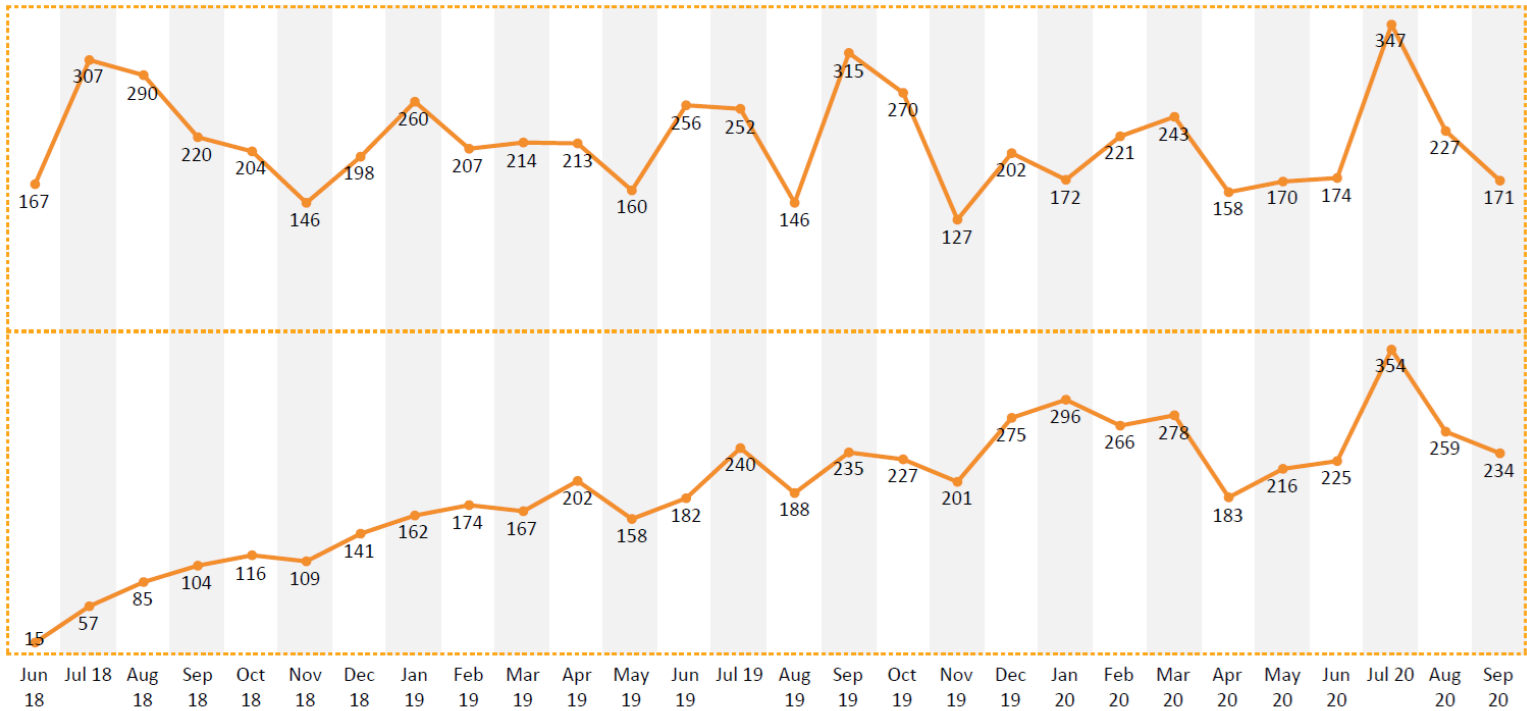
Your current score

Financial Wellness Journey Dashboard

Financial Wellness Journey: Participant Engagement

June 2018 – September 2020	# of Participants	% of Participants	Voya Book of Business
Started Financial Wellness Assessment	4,451	-	-
Completed and viewed results	3,996	90%	88%
Viewed Dashboard after completing Assessment	3,513	88%	85%

Completed Assessment
(includes participants who retook the assessment)



Returned to Dashboard

Financial Wellness Journey Dashboard

How confident are your participants about their financial affairs?

As of September 30, 2020

Your employees



Voya book of business



0
not confident

10
very confident

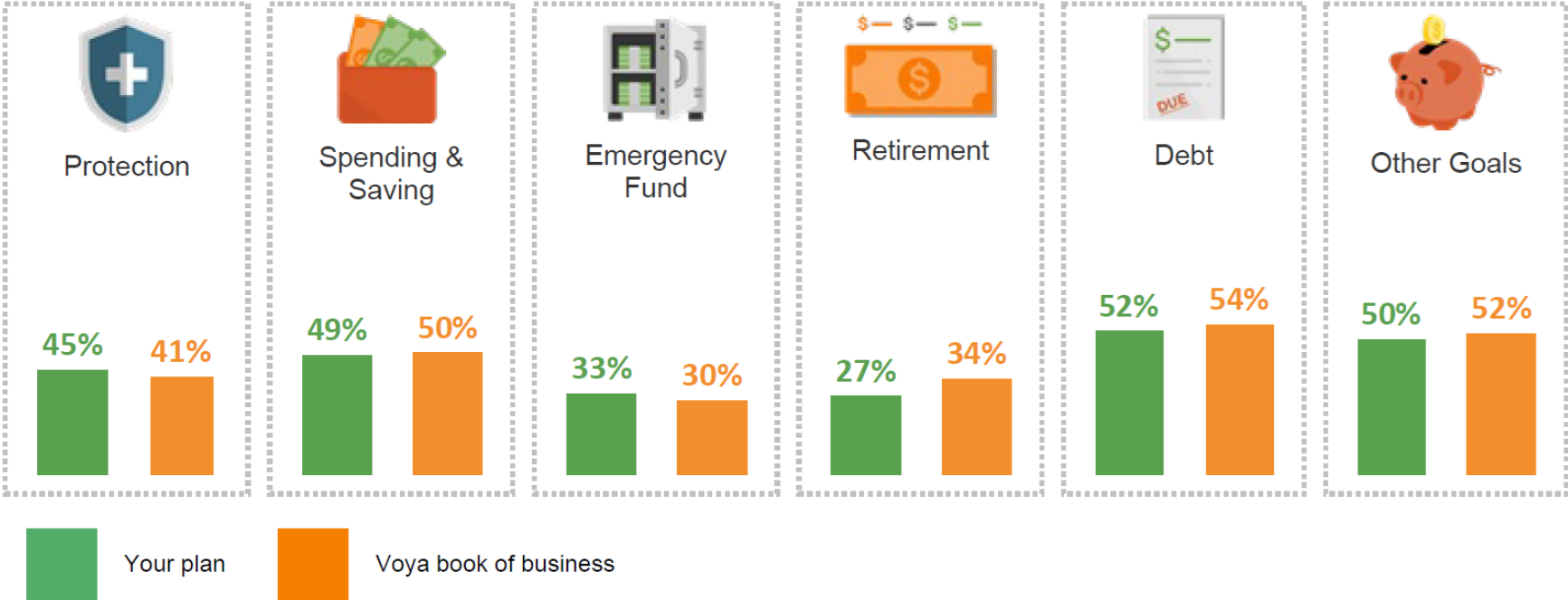
60% have a financial confidence of 7 or more
(Voya book of business: **53%**)

Financial Wellness Journey Dashboard

Financial Wellness Summary Metric

As of September 30, 2020

43% of your employees' pillar scores are **green**
(Voya book of business: **44%**)



Beneficiary Journey

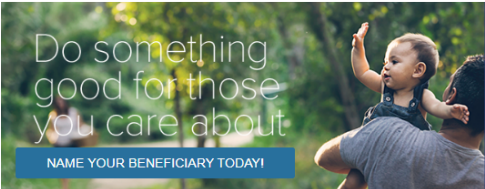

Participant Criteria for Inclusion:

- Signed up for eDelivery
- Plan allows online beneficiary changes
- No beneficiary listed on file
- Sent once a year

Campaign Success:

- Primary beneficiary now on file

Name your beneficiary for your retirement account. [View as web page](#)







Do something good for those you care about
NAME YOUR BENEFICIARY TODAY!


Name your beneficiaries for your retirement account today.

Designating beneficiaries for your retirement savings plan account helps make sure that, in the event of your death, your wishes are being followed. It can help ensure the savings you've worked so hard to accumulate are passed along to the right people.

It's easy to get started

 Log in to your account	 Select the Savings Plan you want to update	 Click Personal information then select Add/Edit Beneficiary	 If you have multiple savings Plans, you will need to repeat the process for each one
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[NAME YOUR BENEFICIARY TODAY!](#)

 Have questions? Call us at [1-844-523-2457](tel:1-844-523-2457).

Beneficiary Journey Results


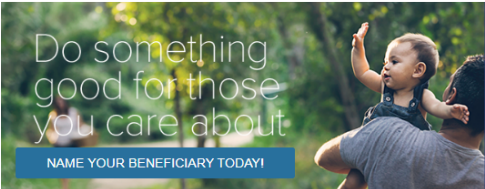
Q3 2020

14 (7%) of participants named a beneficiary after opening.

Unique Participant Activity	As of September 30, 2020
Participants reached (Delivered)	310
Participants interested (Opens)	211 (68%)
Participants engaged (Email clicks)	37 (18%)
Participants took action after opening	14 (7%)

	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Participants reached (Delivered)	50%	56%	56%	68%
Participants interested (Opens)	19%	13%	17%	18%
Participants engaged (Email clicks)	6%	12%	8%	7%

Name your beneficiary for your retirement account. [View as web page](#)

Do something good for those you care about
NAME YOUR BENEFICIARY TODAY!

Name your beneficiaries for your retirement account today.

Designating beneficiaries for your retirement savings plan account helps make sure that, in the event of your death, your wishes are being followed. It can help ensure the savings you've worked so hard to accumulate are passed along to the right people.

It's easy to get started

- Log in to your account
- Select the Savings Plan you want to update
- Click **Personal information** then select **Add/Edit Beneficiary**
- If you have multiple savings Plans, you will need to repeat the process for each one

NAME YOUR BENEFICIARY TODAY!

Have questions? Call us at [1-844-523-2457](tel:1-844-523-2457).

Diversification Journey Results


Participant Criteria for Inclusion:

- Signed up for eDelivery
- If participant is in two or less funds and
 - ✓ Not allocated to a target date fund OR
 - ✓ Not in a self-directed brokerage account


Campaign Success:

- Participant logs in to manage investments
- Participant contacts for more advice
- Participant engages with educational material

Is your retirement savings working for you? [View as web page](#)



Let's talk **asset allocation**.



So you're saving for the future (nice job!), but do you *actually* know where your money is being invested?


Asset allocation is the strategy of attempting to have a mix of investments in your retirement portfolio that helps you balance risk and return to get the most out of your savings. Simply put, by not having "all your eggs in one basket", your investments could be in better shape to handle the ups and downs of the market. A quick check-in on your account may help to see if you're properly diversified.

Once logged in, click on **Account** and then **Manage Investments** to begin your **Investment Elections**.

Still need help understanding asset allocation?

Here's Val and Vern with a quick 20-second rundown.

[Watch Video](#)



Diversification Journey Results


Q3 2020

33 (3%) participants diversified their account after opening.


Unique Participant Activity	As of September 30, 2020
Participants reached (Delivered)	1,967
Participants interested (Opens)	1,254 (64%)
Participants engaged (Email clicks)	212 (17%)
Participants took action after opening	33 (3%)

	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Participants reached (Delivered)	60%	56%	67%	64%
Participants interested (Opens)	17%	15%	16%	17%
Participants engaged (Email clicks)	1%	14%	3%	3%

Is your retirement savings working for you? [View as web page](#)



Let's talk **asset allocation**.



So you're saving for the future (nice job!), but do you *actually* know where your money is being invested?


Asset allocation is the strategy of attempting to have a mix of investments in your retirement portfolio that helps you balance risk and return to get the most out of your savings. Simply put, by not having 'all your eggs in one basket', your investments could be in better shape to handle the ups and downs of the market. A quick check-in on your account may help to see if you're properly diversified.

Once logged in, click on **Account** and then **Manage Investments** to begin your **Investment Elections**.

Still need help understanding asset allocation?

Here's Val and Vern with a quick 20-second rundown.

[Watch Video](#)



Digital Engagement Report

Loans

Q3 2020

591 participants used loan guidance

- 252 (43%) used loan guidance and didn't take a loan
- 339 (57%) participants used loan guidance and went on to take a loan

429 skipped guidance

- 96 (22%) participants skipped guidance and didn't take a loan
- 333 (78%) participants skipped guidance and went on to take a loan

On the road to retirement, taking out a loan can cause a few bumps along the way.



[FIND OUT HOW](#)

Forget the bumps, I need a loan!

[Request a Loan](#)

	Q4 2019	Q1 2020	Q2 2020	Q3 2020
used loan guidance and didn't take a loan	40%	44%	44%	43%
used loan guidance and went on to take a loan	60%	56%	56%	57%
skipped guidance and didn't take a loan	20%	19%	29%	22%
skipped guidance and went on to take a loan	80%	81%	71%	78%

Data is as of 09/30/2020.

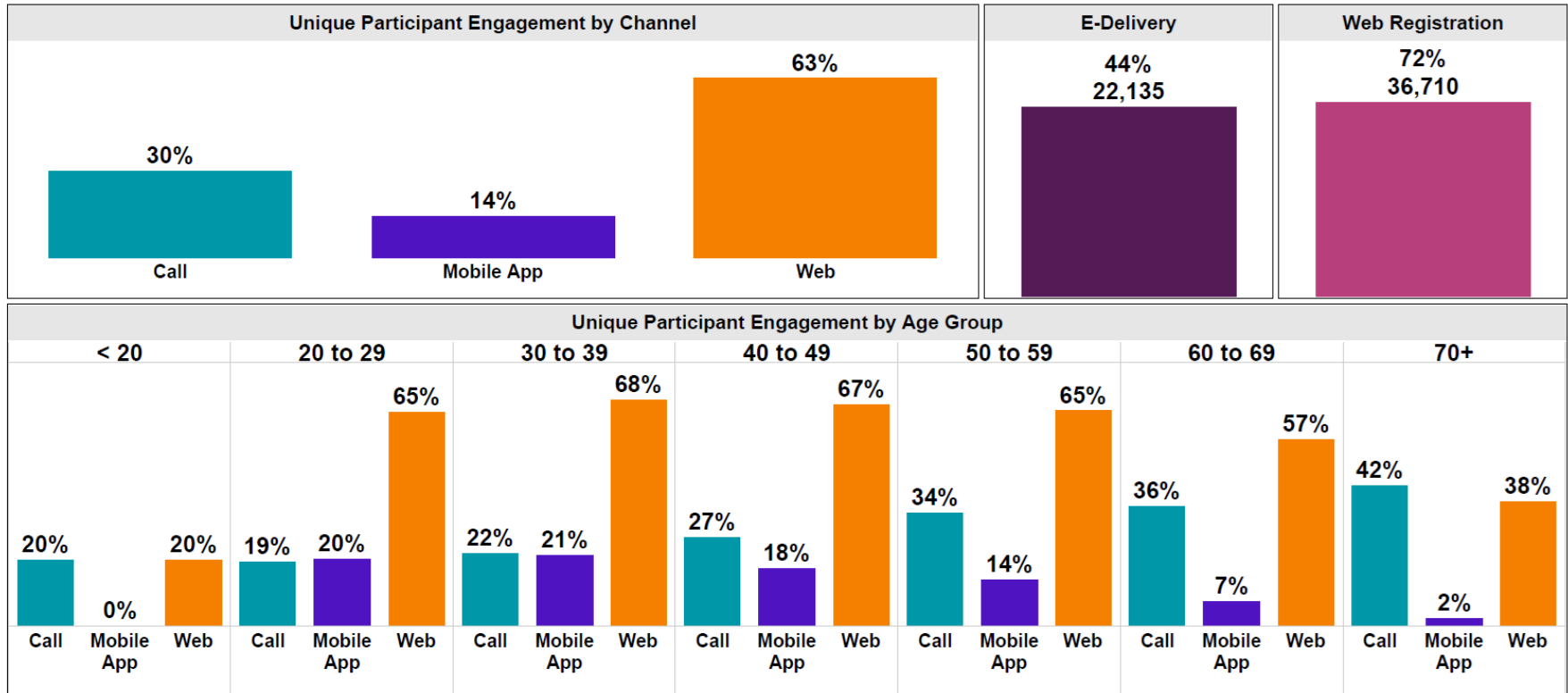
Digital Engagement Report

Retirement Metrics that Matter

As of September 30, 2020

Engagement

71% of plan participants have engaged (used web, mobile, or called*) over the last 12 months



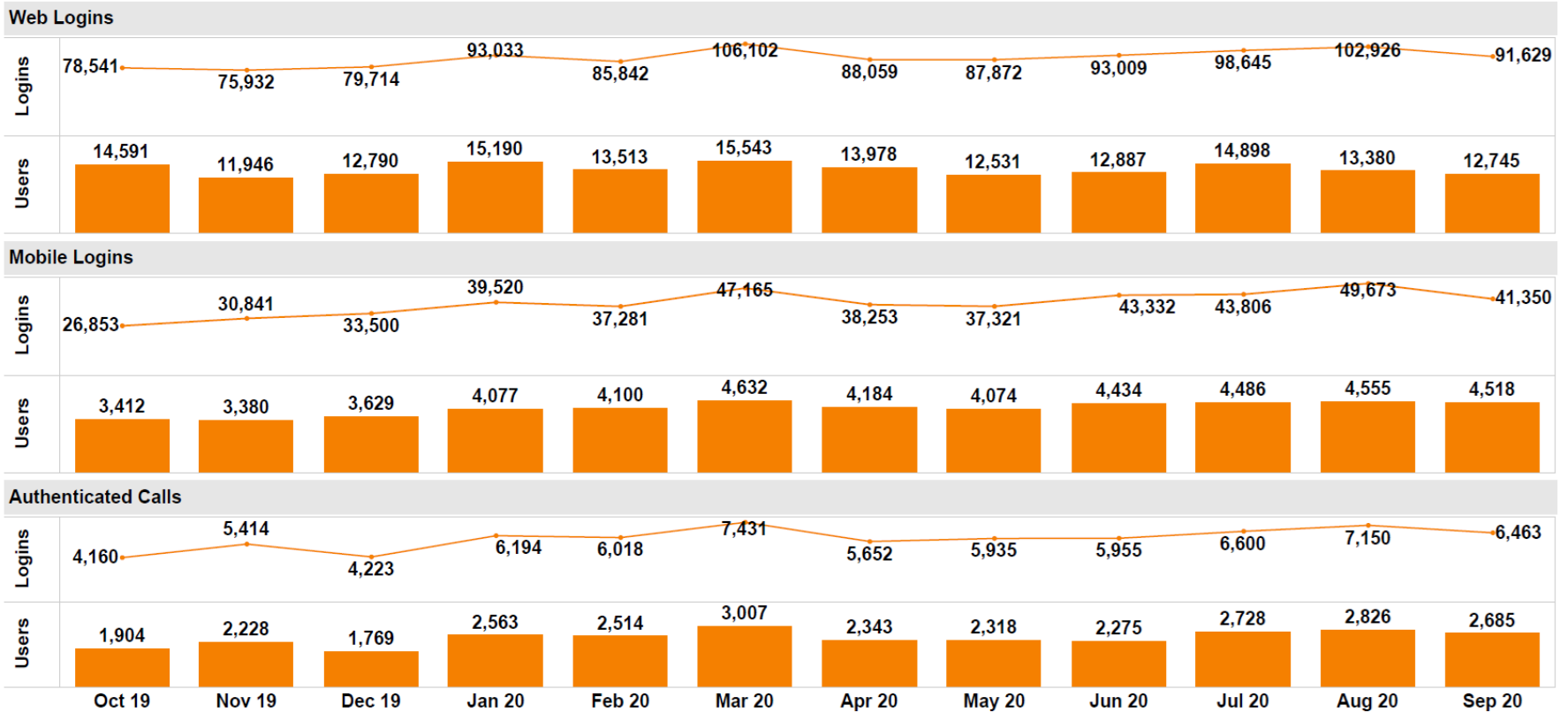
*Call data includes CSA and VRU calls. Call data is reflective of those participants who enter their SSN into phone system to authenticate. Callers who did not enter their SSN or whom no longer have a balance as of report refresh are not included in the 12-month look back analysis.

Digital Engagement Report

Retirement Metrics that Matter

October 2019 – September 2020

Engagement



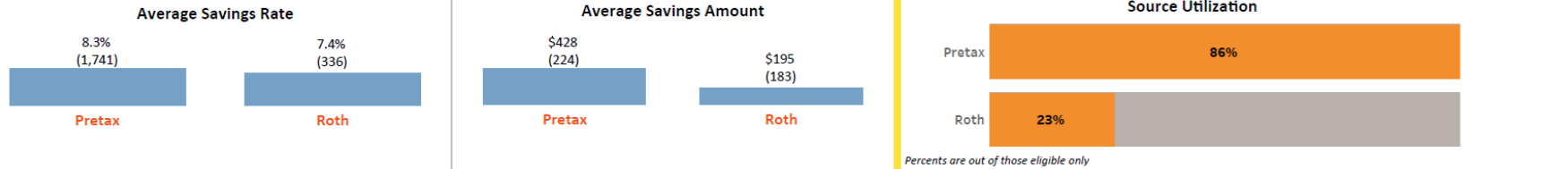
Digital Engagement Report

Enrollment

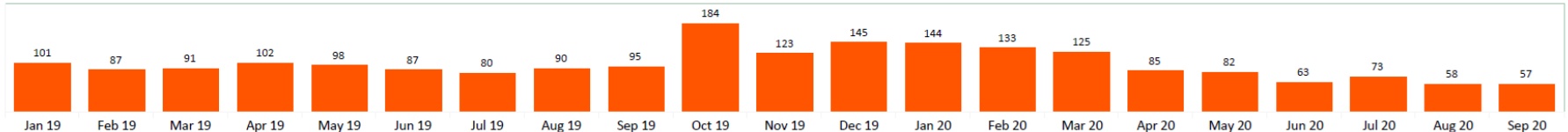
January 2019 – September 2020



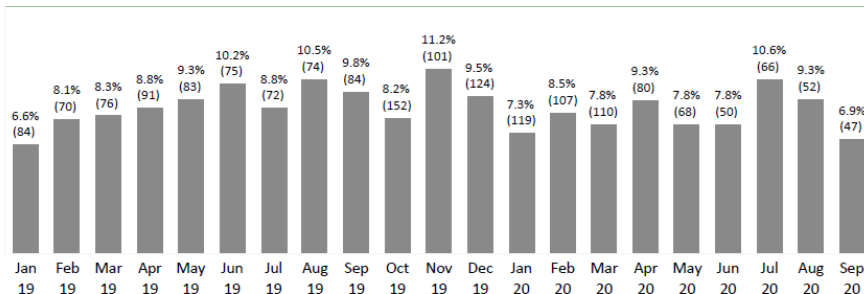
Savings Election by Source



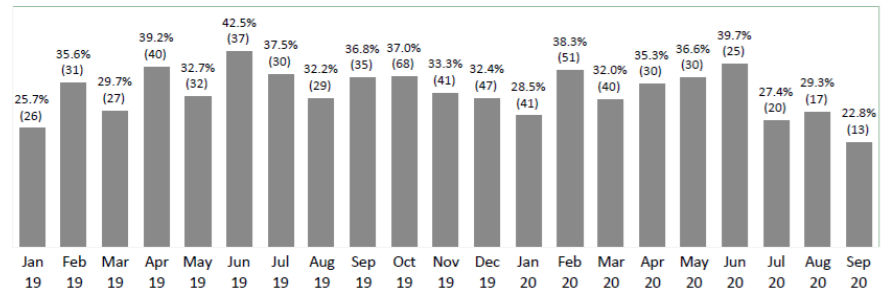
Web Enrollments



Savings Rate



Rate Escalate



Rate Escalate is the feature that allows participants to automatically schedule increases to their contribution amounts (monthly, quarterly, or annually).
 % = Rate Escalate Total / Web Enrollments Total.



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Local Service Center



Local Retirement Counselors

As of September 30, 2020

CITY OF LOS ANGELES



Vincent Alvarez, Leslie Yoshioka,
La Tanya Harris,
Carol Say, Steve Harman

Highlights from 3Q 2020

LAWA SIP

- Call and email volumes increased due to LAWA SIP

LACERS

- Conducted 7 virtual Presentations

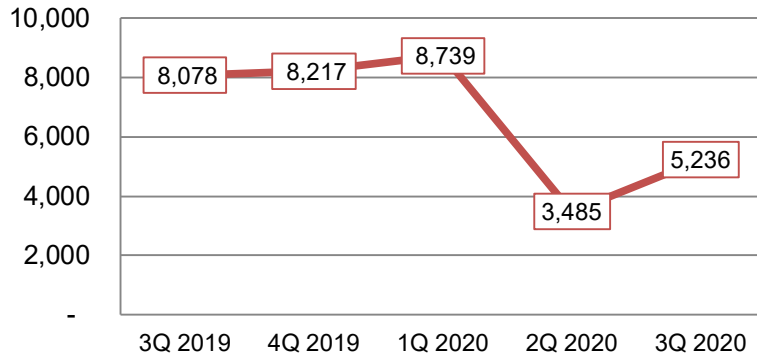
Activity by Quarter

	3Q 2019	4Q 2019	1Q 2020	2Q 2020	3Q 2020
Total Site Visits	130	121	92	-	-
Virtual Meetings	-	-	-	4	16
Enrollments	248	350	293	35	73
Meeting Attendees	3,332	3,284	2,920	85	911
Call Totals	3,167	3,274	3,821	2,413	3,001
Counter Service	996	1,078	1,120	-	-
Emails	453	460	786	983	1,308
Total Participant Interaction	8,078	8,217	8,739	3,485	5,236

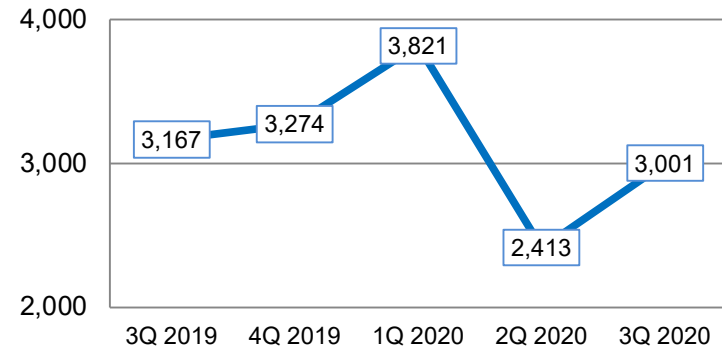
Local Retirement Counselors

As of September 30, 2020
CITY OF LOS ANGELES

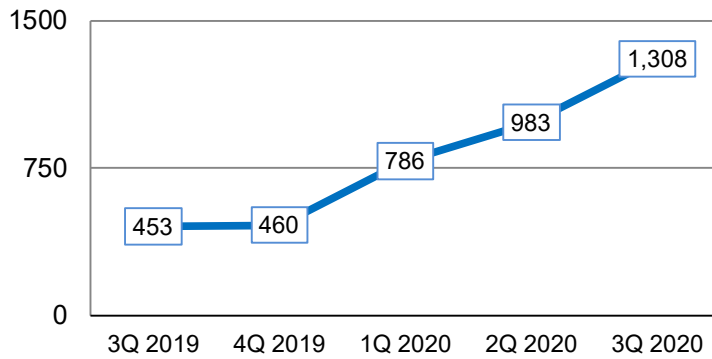
Total Participant Interaction



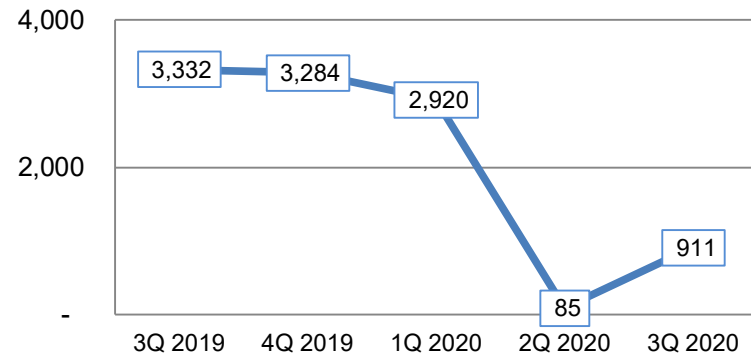
Total Calls



Emails



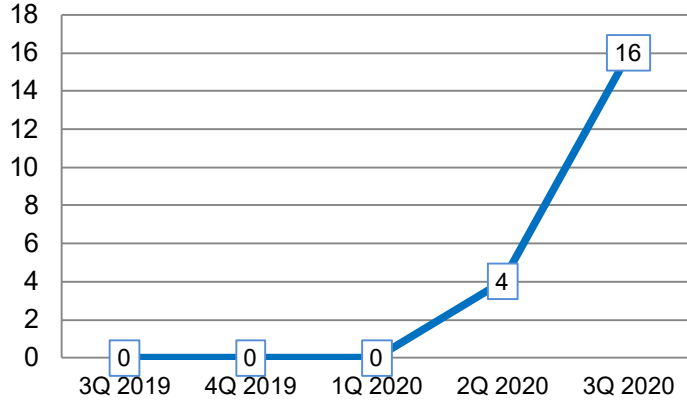
Meeting Attendees



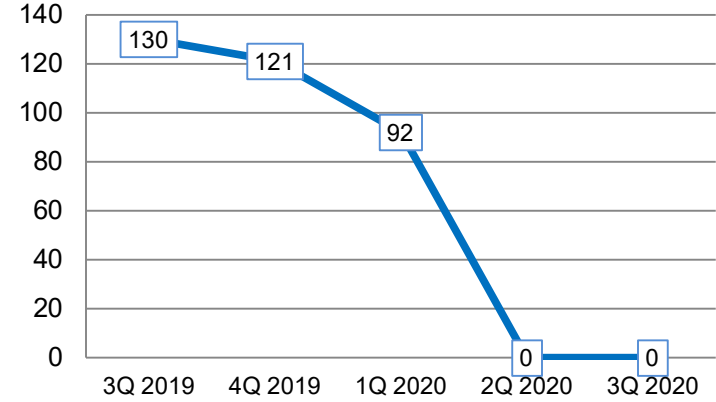
Local Retirement Counselors

As of September 30, 2020
CITY OF LOS ANGELES

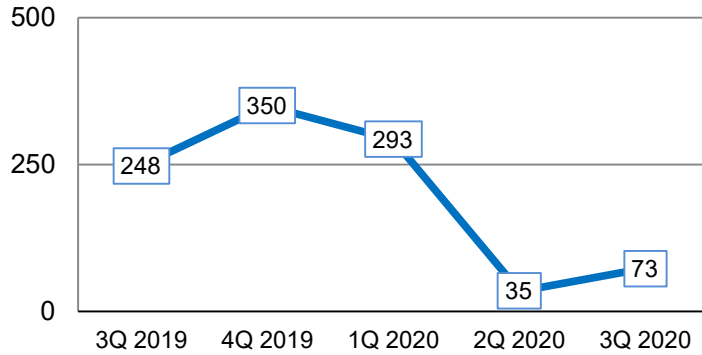
Total Virtual Visits



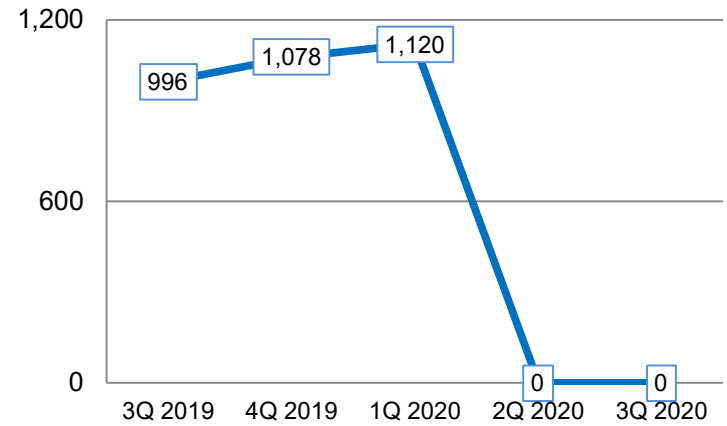
Total Site Visits



Enrollments



Counter Service



Local Retirement Counselors

As of September 30, 2020
CITY OF LOS ANGELES

Site Visits/Virtual by Quarter

Locations	3Q 2019	4Q 2019	1Q 2020	2Q 2020	3Q 2020
Animal Services	-	-	1	-	--
Board of Public Works	-	-	-	-	-
Building & Safety	-	-	1	-	-
City Hall	-	2	-	-	-
Council	-	-	6	-	-
Cultural Affairs	-	-	-	-	-
DWP	19	16	14	3	4
Economic Workforce & Development Department	2	3	5	-	2
Elected Staff	-	-	-	-	-
Farmer's Market	-	-	-	-	-
Fig Plaza	-	-	5	-	-
Financial Wellness Seminar (Deferred Comp & LACERS)	1	-	-	-	-
General Services	5	1	1	-	-
Housing	-	-	-	-	-
ITA	-	1	-	-	-
LACERS	12	13	13	-	7
LAFD (Civilian)	-	-	-	-	1
LAFD (Sworn)	-	1	-	-	-
LAFPP	4	6	4	-	-
LAPD (Civilian)	3	3	2	-	-
LAPD (Sworn)	6	9	3	-	-
LAPPL	7	5	4	-	-
LAWA LAX	14	9	9	-	-
LAWA Van Nuys	1	-	-	-	-
LA Zoo & Botanical Gardens	-	-	-	-	-
Library	12	3	2	-	-
LiveWell Wellness Fair (City Hall)	8	-	-	-	-
Marvin Braude Building	3	3	3	-	-
Department of Neighborhood Empowerment	1	-	-	-	-
Office of Finance	-	-	-	-	-
Personnel	5	1	1	-	-
Planning Department	-	-	-	-	-
Port of Los Angeles Harbor	3	1	4	-	-
Public Works Building	-	6	-	-	-
Public Works- Contracts Administration	1	-	-	-	-
Public Works- Engineering	2	-	1	1	-
Public Works- Sanitation	-	2	3	-	-
Public Works- Street Lighting	1	17	1	-	-
Public Works- Street Services	8	1	4	-	-
Public Works- Urban Forestry	-	4	-	-	-
Rec & Park	2	4	3	-	-
SEUI 721	1	-	-	-	-
Transportation	1	10	2	-	1
Total On-site Visits	123	121	92	4	16



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Thank You



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Appendix

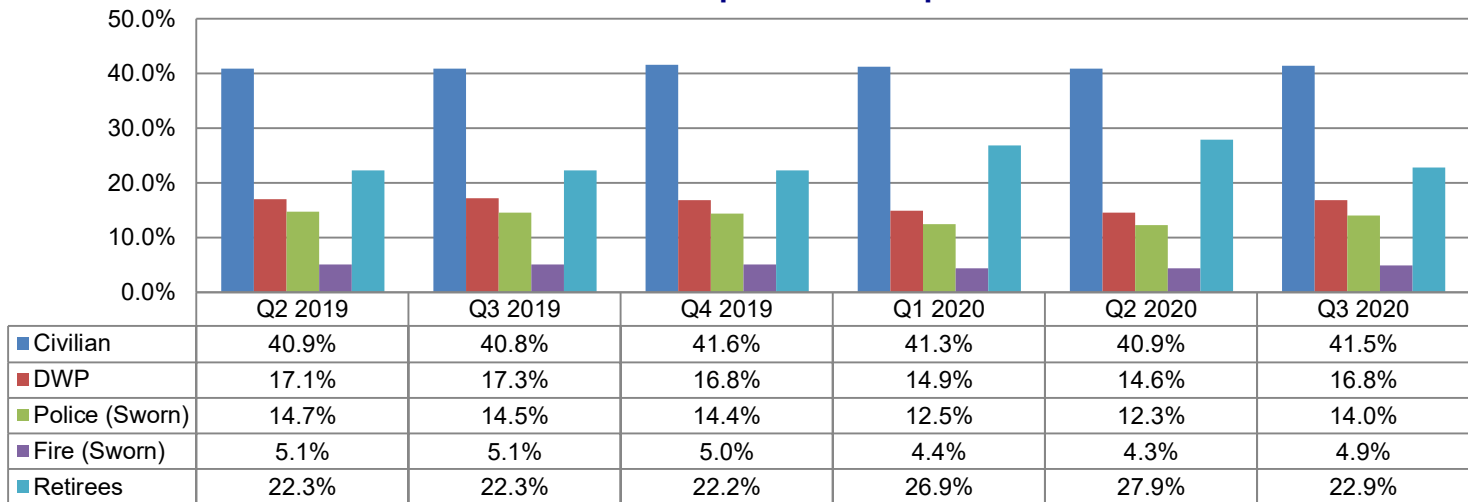
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Population Composition and Participation Rate by Age

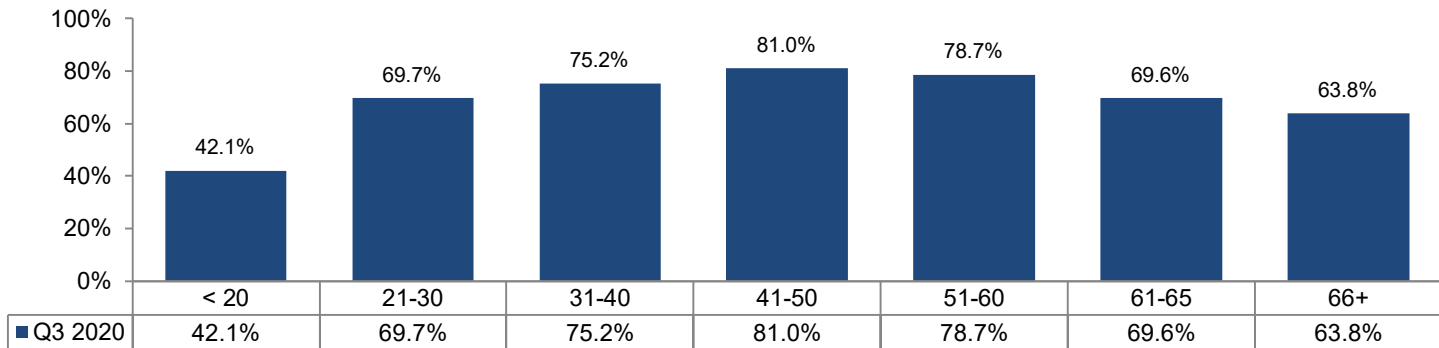
As of September 30, 2020

CITY OF LOS ANGELES

Plan Population Composition



Participation Rate – Age (Full-Time Employees)

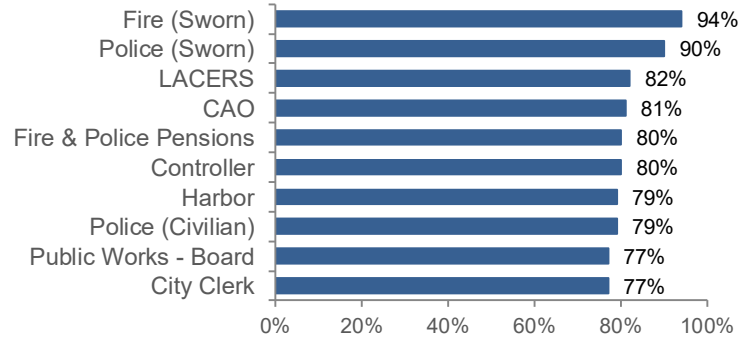


Participation Rate - Department Top 10 and Bottom 10 (Greater than 50 Full-Time eligible participants)

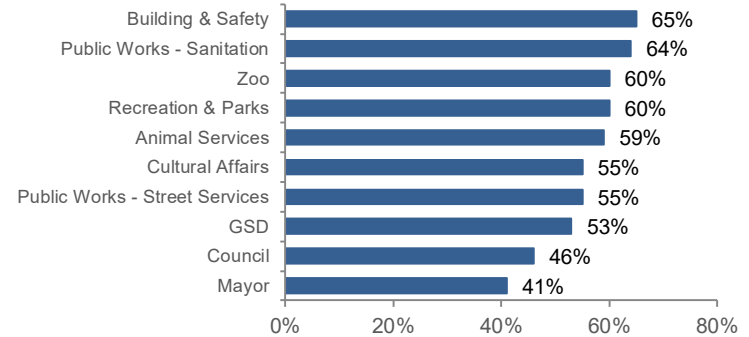
As of September 30, 2020

CITY OF LOS ANGELES

Top 10 Departments by Total Participation



Bottom 10 Departments by Total Participation

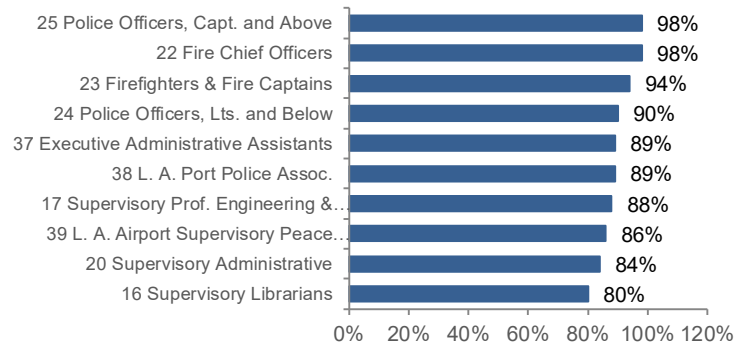


Participation Rate - MOU Top 10 and Bottom 10 (Greater than 50 Full-Time eligible participants)

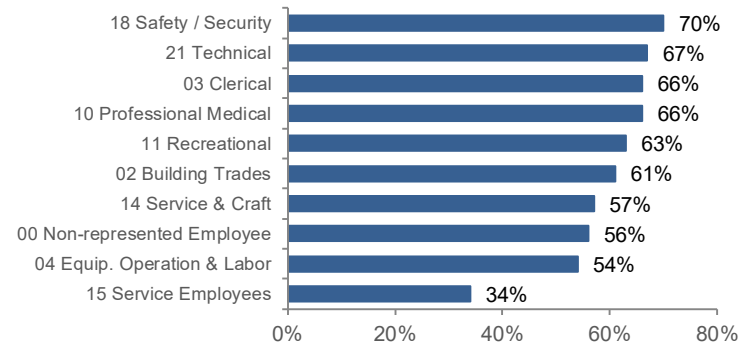
As of September 30, 2020

CITY OF LOS ANGELES

Top 10 MOU by Total Participation



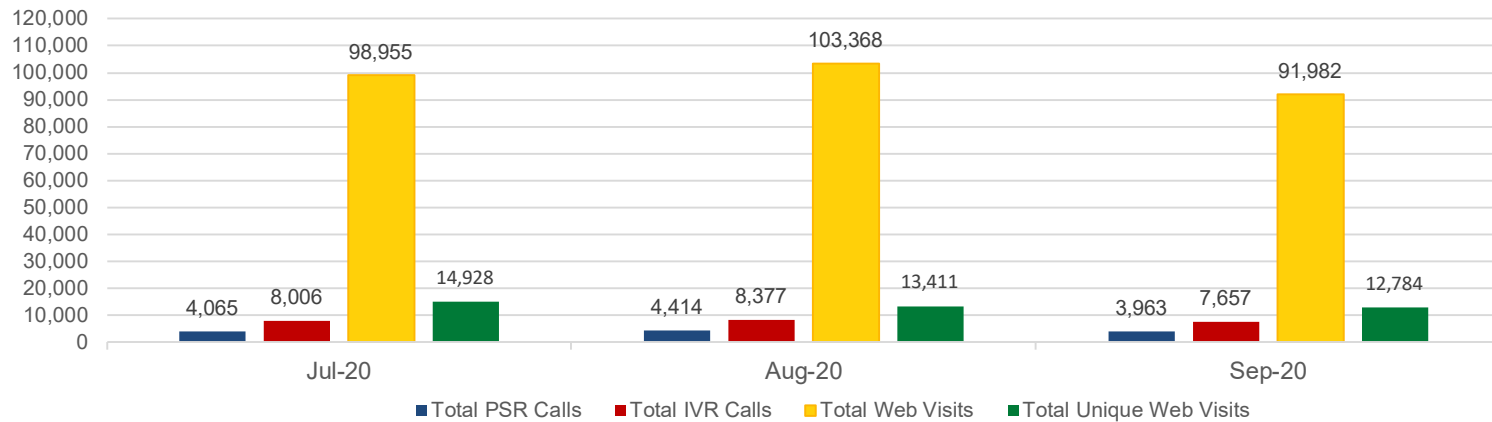
Bottom 10 MOU by Total Participation



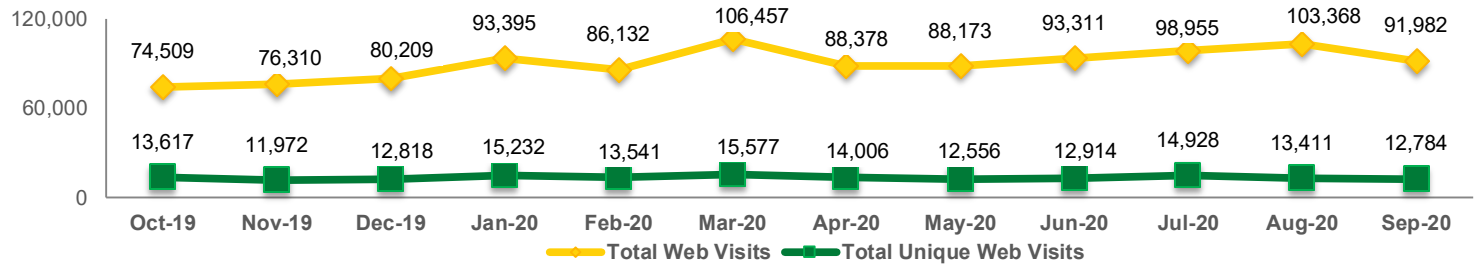
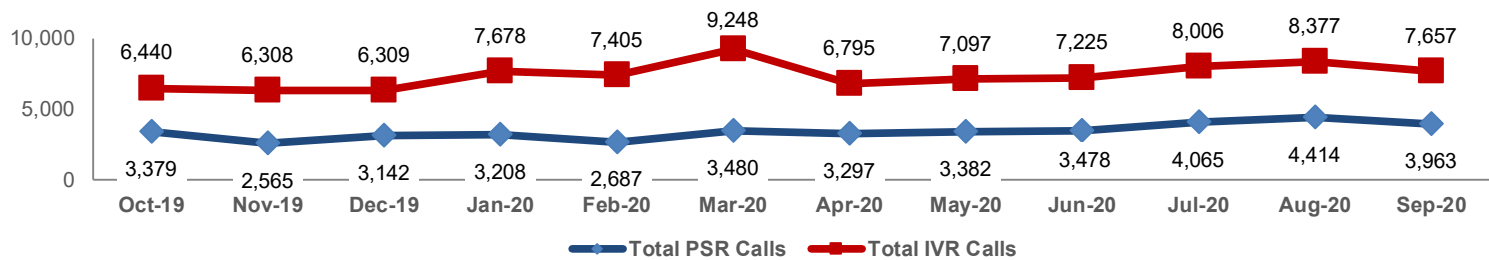
Participant Contact Summary

As of September 30, 2020

CITY OF LOS ANGELES



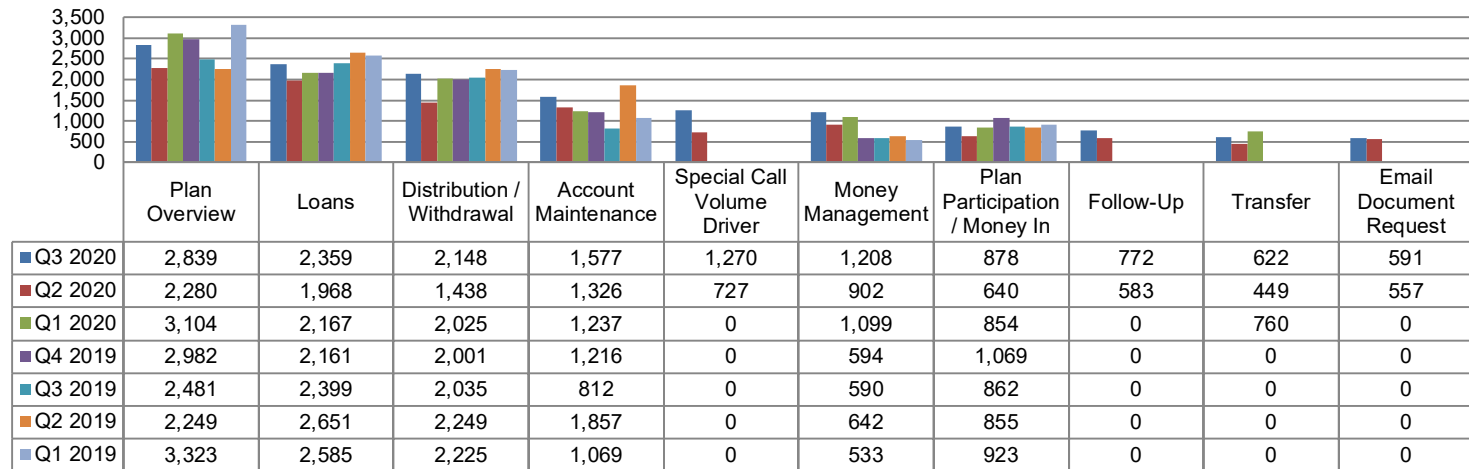
Participant Contact Trending



Participant Service Representative Activity: Top Ten Call Reasons and Trending

As of September 30, 2020

CITY OF LOS ANGELES



NOTE: Blanks indicate Call Type was not in the top 10 Call Reason for the period.

Paperless Transactions by Channel: IVR/PSR/WEB/MOB Combined

Paperless Transaction Description	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020
Address Change	260	253	311	264	303	260	356
Banking Information	782	760	803	671	751	627	824
Beneficiary Election	790	731	717	856	933	576	624
Contribution Rate Change	5,697	5,163	5,794	7,361	8,876	6,451	6,091
Contribution Rate Escalator	31	25	33	33	42	23	0
Enrollments	313	320	295	488	437	253	224
Document/ Package Request	292	352	265	235	228	226	202
Fund to Fund Transfer	2,422	2,510	2,627	2,605	6,518	4,911	4,733
In-service Withdrawal	1,360	1,500	1,402	1,422	1,621	750	1,021
Investment Election Change	1,838	1,753	1,889	2,027	4,583	2,740	2,361
Investment Reallocation	1,121	1,025	1,315	1,128	4,100	2,412	1,808
Rebalance Election	64	37	41	40	63	43	50
Loan Repayment ACH Election	42	82	50	52	89	88	53
New Loans Issued	1,273	1,567	1,591	1,545	1,491	913	1,225
Online Loan Payoff via ACH	1,519	1,603	1,443	1,260	1,417	1,351	1,493
Termination Distribution	181	194	192	150	201	140	189



CITY OF LA 457 DEFERRED COMP

Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 9/30/2020

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Plan Profile Information

Plan Type	457B
Total PCRA Assets	\$861,159,366
Total Funded PCRA Accounts	5,609
Total Roth Assets	\$27,017,009
Total Funded Roth Accounts	841
Total Advisor Managed PCRA Assets	\$344,322,691
Total Advisor Managed Funded PCRA Accounts	1,985
PCRA Accounts Opened This Quarter	421
PCRA Assets In and Out This Quarter*	\$48,314,852
Average PCRA Account Balance	\$153,532

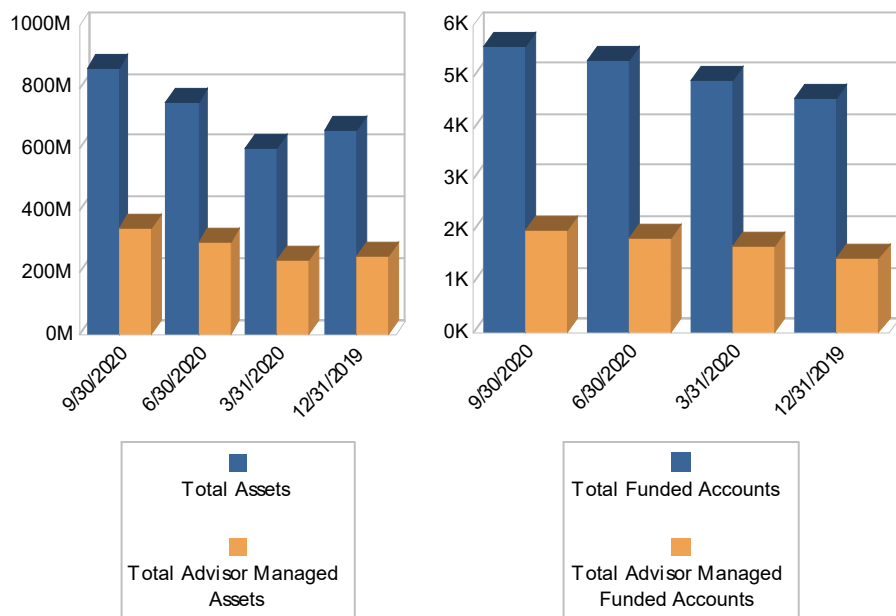
PCRA Participant Profile Information

Average Participant Age	50
Percent Male Participants	83%
Percent Female Participants	17%

Total Assets by Category

Cash Investments	\$121,267,253
Equities	\$351,892,924
ETFs	\$157,832,573
Fixed Income	\$34,912,449
Mutual Funds	\$195,618,501
Other	-\$364,334

Assets and Accounts (Trailing 4 Quarters)



Average Positions Per Account

Cash Investments	1.0
Equities	7.8
ETFs	2.6
Fixed Income	0.3
Mutual Funds	2.0
Other	0.0
Total	13.7

Average Trades Per Account

Equities	11.8
ETFs	3.0
Fixed Income	0.1
Mutual Funds	6.8
Other	0.2
Total	21.7

* Assets In and Out includes contributions and distributions.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Top 10 Mutual Fund Holdings**

Name	Category	Symbol	OS*	\$MF Assets	%MF Assets
T. ROWE PRICE COMM & TECH I	Specialized Funds	TTMIX	N	\$16,411,013	8.83%
BLACKROCK HEALTH SCIENCES OPPS INSTL	Specialized Funds	SHSSX	N	\$12,423,278	6.68%
DAVIS FINANCIAL Y	Specialized Funds	DVFX	N	\$6,774,449	3.64%
INVESCO OPPENHEIMER DEVELOPING MARKETS Y	International	ODVYX	N	\$6,097,670	3.28%
PFG AMERICAN FUNDS GROWTH STRATEGY R	Large Capitalization Stock Funds	PFGGX	Y	\$4,760,203	2.56%
RISKPRO DYNAMIC 0-10 R	Taxable Bond Funds	PFDOX	Y	\$3,982,950	2.14%
GATEWAY Y	Specialized Funds	GTEYX	N	\$3,982,082	2.14%
RISKPRO DYNAMIC 20-30 R	Hybrid Funds	PFJDX	Y	\$3,220,990	1.73%
SCHWAB S&P 500 INDEX FD	Large Capitalization Stock Funds	SWPPX	Y	\$2,936,203	1.58%
JANUS HENDERSON GLB TECH AND INNOVT T	Specialized Funds	JAGTX	Y	\$2,540,889	1.37%

Top 10 Fund Families

Name	\$MF Assets	%MF Assets
BLACKROCK	\$16,084,992	8.65%
JANUS	\$9,385,748	5.05%
DFA	\$9,380,159	5.05%
SCHWAB	\$8,557,119	4.60%
OPPENHEIMER	\$7,866,486	4.23%
VANGUARD	\$7,008,970	3.77%
DAVIS/SELECTED	\$6,799,068	3.66%
T ROWE PRICE	\$5,383,013	2.90%
FIDELITY	\$4,691,946	2.52%
NATIXIS	\$4,020,475	2.16%

**Top 10 Mutual Funds does not include Money Market Funds.

*OS = OneSource, no-load, no transaction fee.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Top 10 Equity Holdings

Name	Category	Symbol	\$EQ Assets	%EQ Assets
APPLE INC	Information Technology	AAPL	\$48,540,483	13.79%
TESLA INC	Consumer Discretionary	TSLA	\$35,900,844	10.20%
AMAZON.COM INC	Consumer Discretionary	AMZN	\$21,079,529	5.99%
ADVANCED MICRO DEVIC	Information Technology	AMD	\$10,606,386	3.01%
MICROSOFT CORP	Information Technology	MSFT	\$10,240,851	2.91%
FACEBOOK INC CLASS A	Communication Services	FB	\$8,630,301	2.45%
NVIDIA CORP	Information Technology	NVDA	\$6,816,871	1.94%
ALPHABET INC. CLASS C	Communication Services	GOOG	\$4,597,429	1.31%
ALIBABA GROUP HOLDING FSPONSORED ADR	Consumer Discretionary	BABA	\$4,457,913	1.27%
BOEING CO	Industrials	BA	\$4,412,207	1.25%

Top 10 ETF Holdings

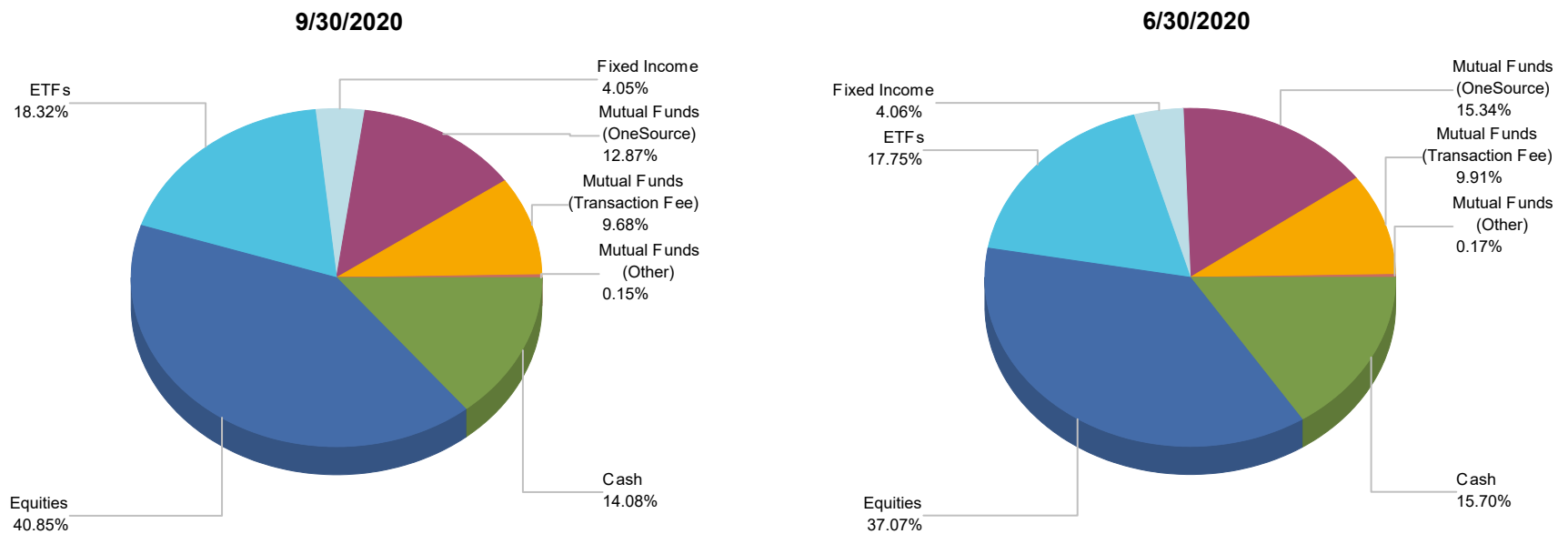
Name	Category	Symbol	OS*	\$ETF Assets	%ETF Assets
ISHARES TR IS 1 5 YR IN GR CR BD ETF	US FI	IGSB	N	\$6,544,339	4.15%
INVESCO QQQ TRUST	US Equity	QQQ	N	\$6,081,927	3.85%
TECHNOLOGY SELECT SECTORS PDR ETF IV	Sector	XLK	N	\$6,004,351	3.80%
SELECT SECTOR HEALTH CARE SPDR ETF	Sector	XLV	N	\$4,998,283	3.17%
ISHARES CORE S&P 500 ETF	US Equity	IVV	N	\$4,749,992	3.01%
WISDOMTREE US QLT DIV GRW ETF	US Equity	DGRW	N	\$4,697,402	2.98%
SCHWAB US BROAD MARKET ETF	US Equity	SCHB	N	\$4,069,567	2.58%
FIRST TRUST INTERNET INDEX CF ETF	Sector	FDN	N	\$3,668,292	2.32%
WISDOMTREE INTL QLTY DIVGWTH ETF	International Equity	IQDG	N	\$3,453,658	2.19%
ISHARES S&P 500 VALUE ETF	US Equity	IVE	N	\$3,087,412	1.96%

*OS = OneSource, no transaction fee.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

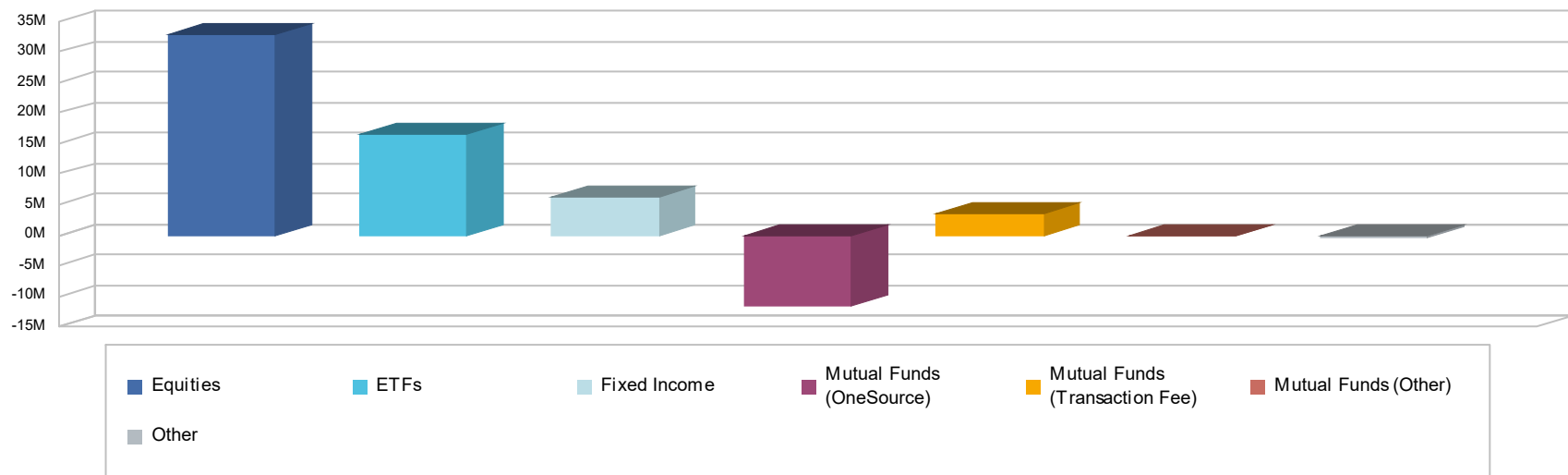
CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Market Value Allocation - All Assets (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

Net Flow - All Non-Cash Assets (3-Month Period Ending 9/30/2020)

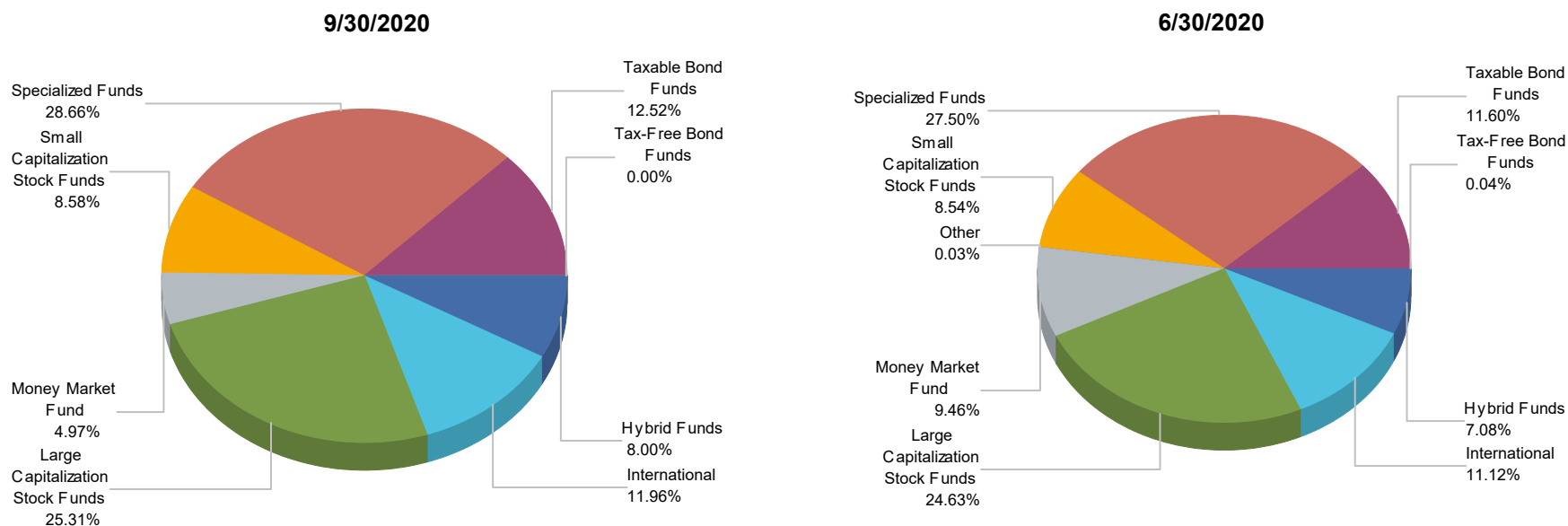


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

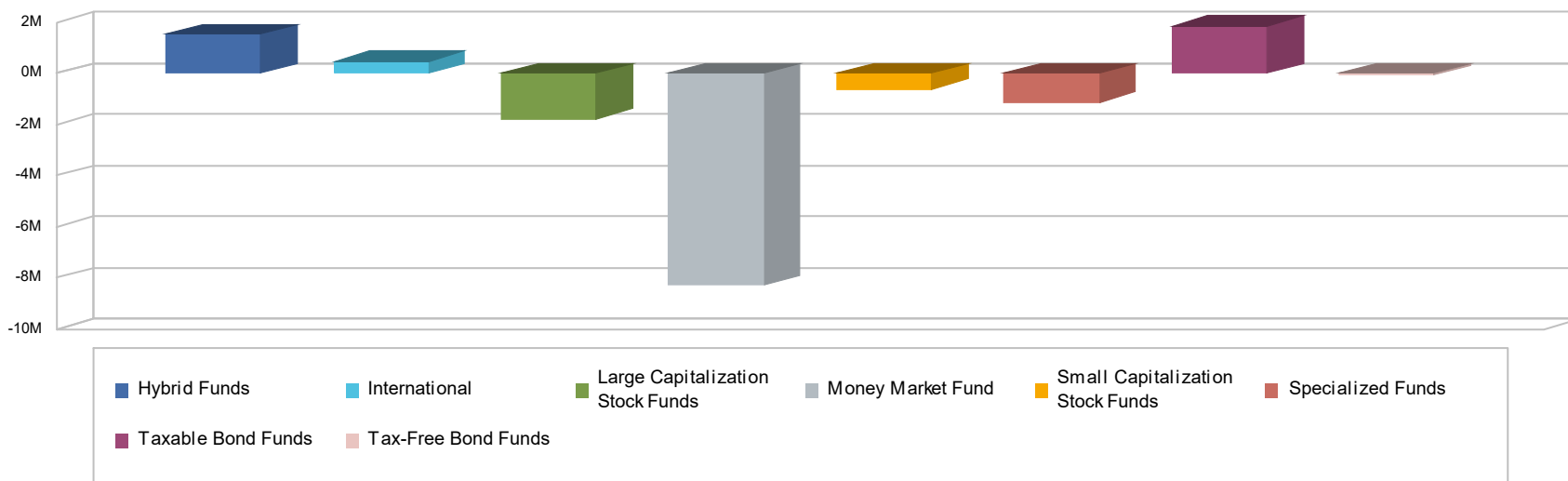
CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Market Value Allocation - Mutual Funds (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

Net Flow by Sector - Mutual Funds (3-Month Period Ending 9/30/2020)

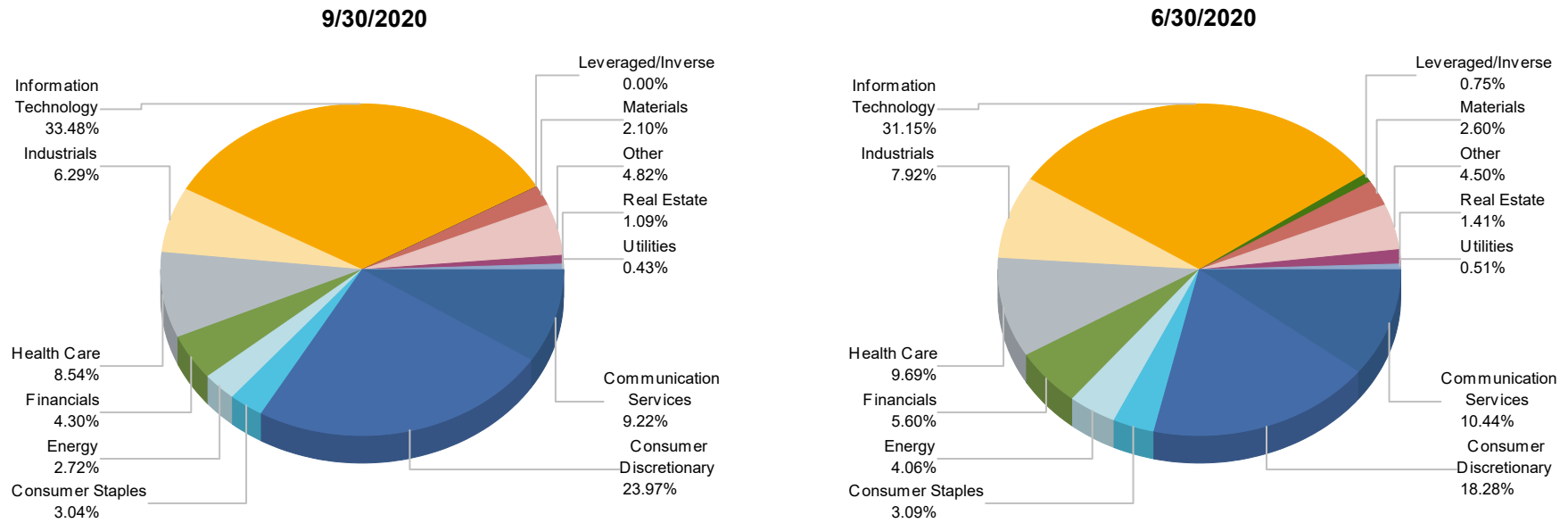


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

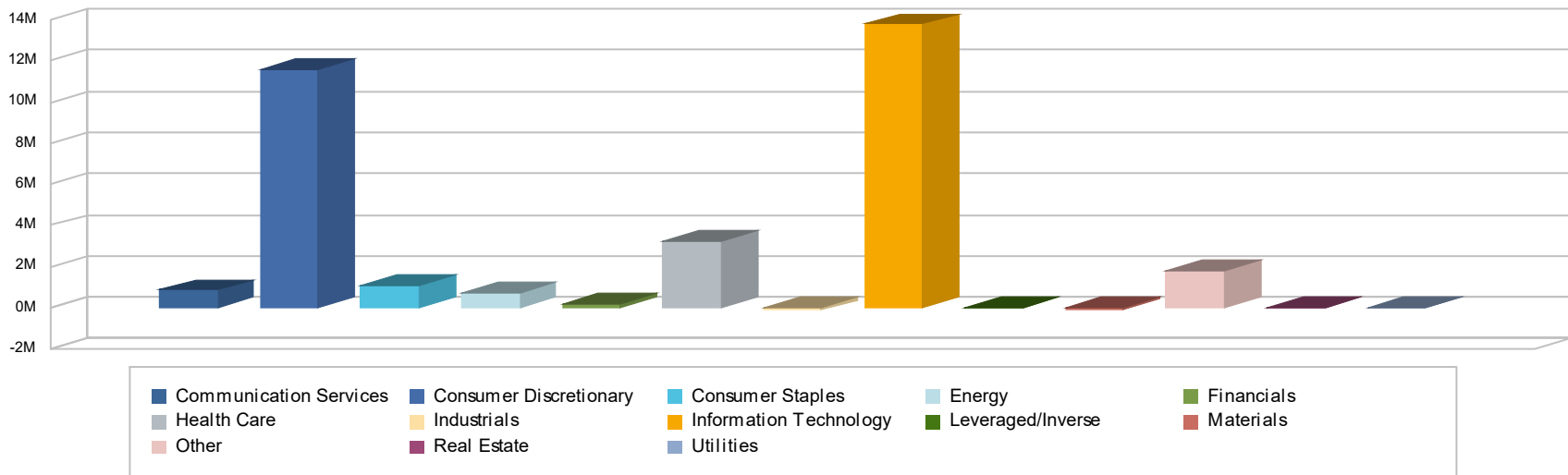
CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Market Value Allocation - Equities (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

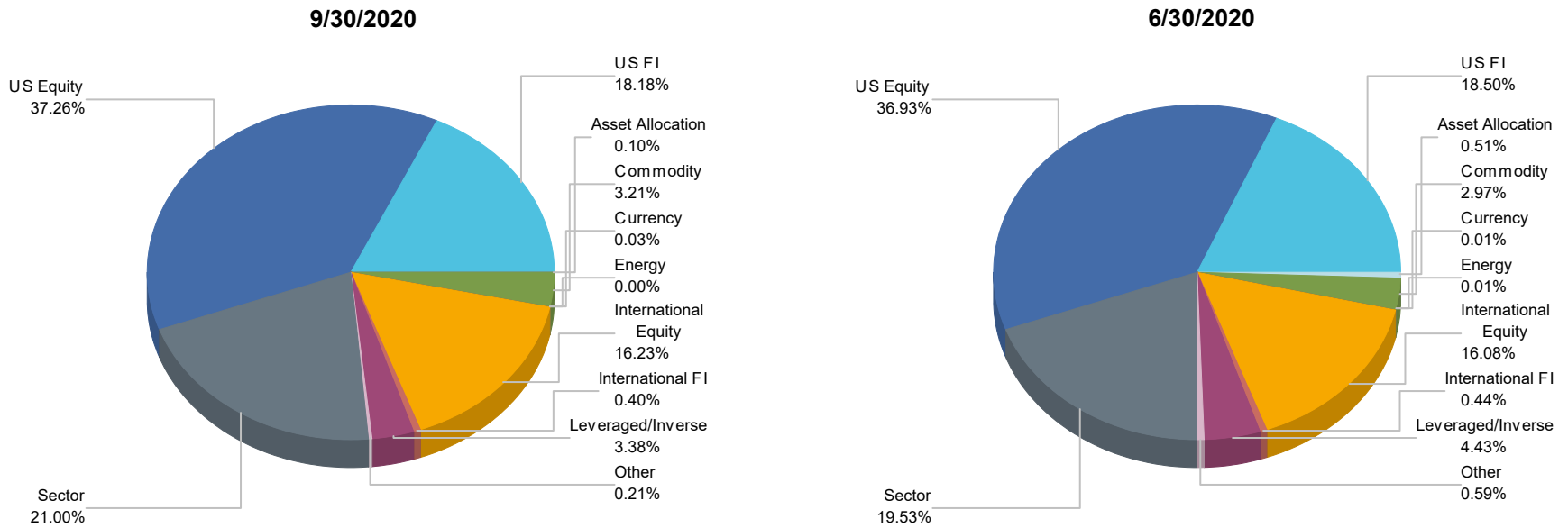
Net Flow by Sector - Equities (3-Month Period Ending 9/30/2020)



Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

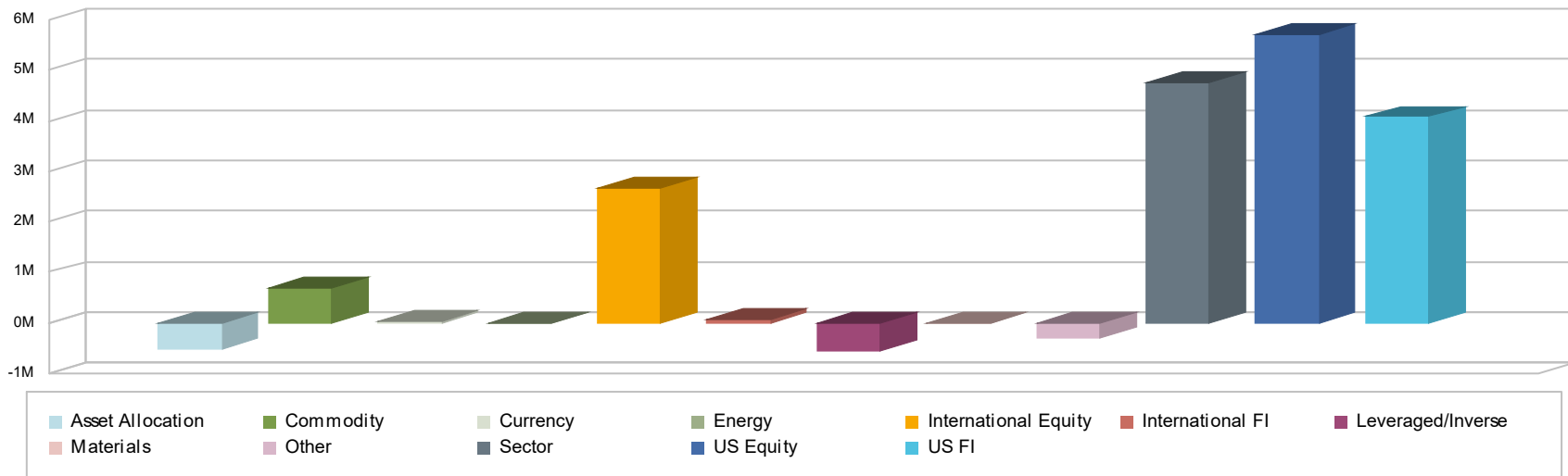
The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Market Value Allocation - ETF (Quarter over Quarter)



The above charts illustrate the percent of PCRA participant assets in each noted asset class as percentage of total PCRA assets. Percentages are calculated as of quarter-end. Money Market Funds are classified under Mutual Funds.

Net Flow by Sector - ETF (3-Month Period Ending 9/30/2020)

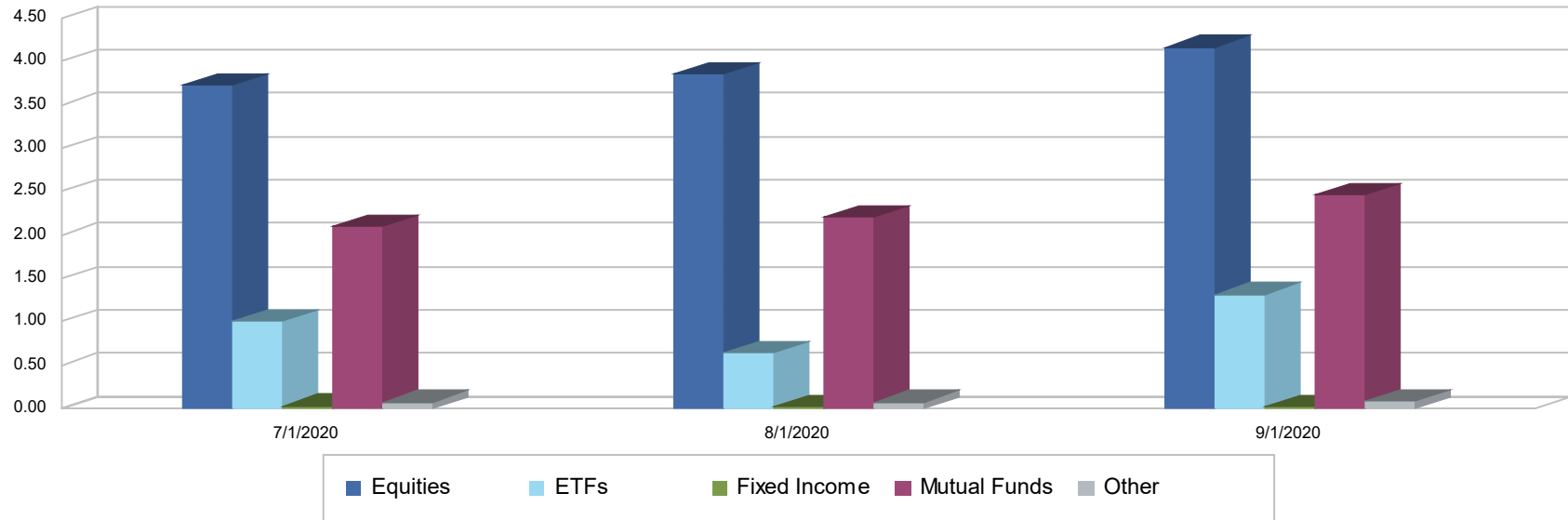


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

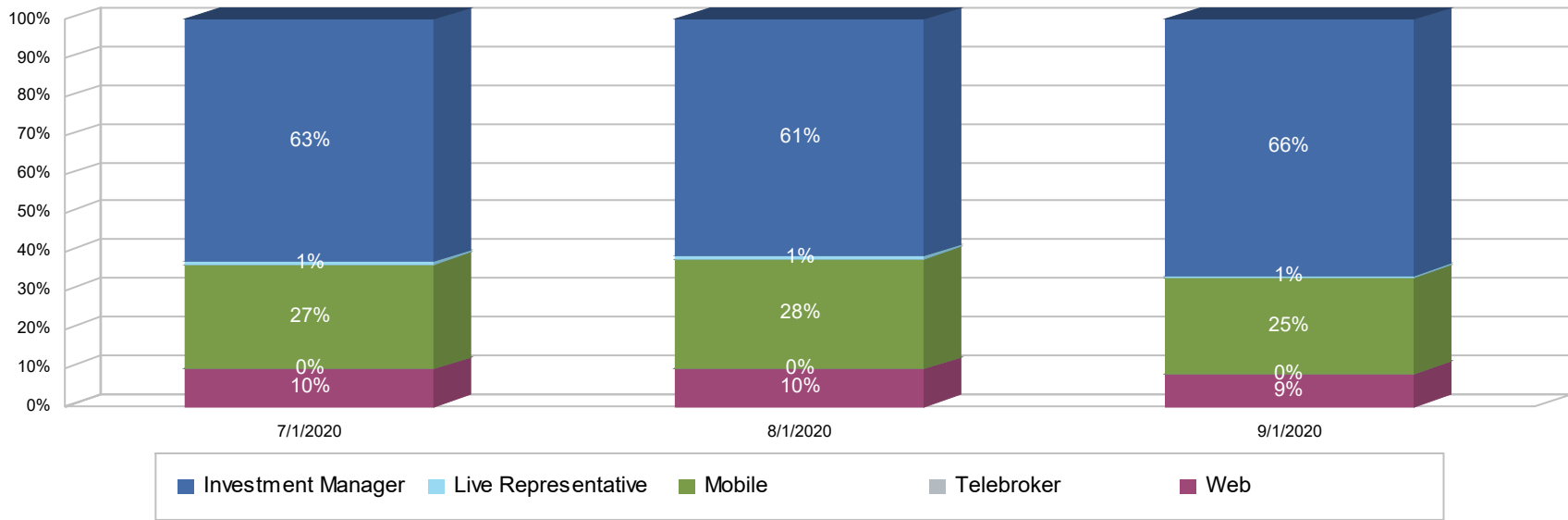
The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Average Monthly Trades Per Account (3-Month Period Ending 9/30/2020)



Trading Channel Mix (Month over Month)



The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 9/30/2020

Important Disclosures

Schwab Personal Choice Retirement Account (PCRA) is offered through Charles Schwab & Co., Inc. (Member SIPC), the registered broker/dealer, which also provides other brokerage and custody services to its customers.

For participants who utilize the Personal Choice Retirement Account (PCRA), the following fees and conditions may apply: Schwab's short-term redemption fee of \$49.95 will be charged on redemption of funds purchased through Schwab's Mutual Fund OneSource® service (and certain other funds with no transaction fee) and held for 90 days or less. Schwab reserves the right to exempt certain funds from this fee, including Schwab Funds®, which may charge a separate redemption fee, and funds that accommodate short-term trading.

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