



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



City of Los Angeles

Deferred Compensation Plan

Second Quarter 2019 Review





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CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Metrics



Plan Highlights

As of June 30, 2019

CITY OF LOS ANGELES

As of Quarter End	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	National Benchmarks ¹
Plan assets	\$6,365,267,927	\$6,623,087,594	\$6,037,310,346	\$6,571,683,343	\$6,816,433,863	
Participants with a balance	46,028	46,488	46,904	47,407	47,939	
Average account balance	\$138,282	\$142,476	\$128,655	\$139,103	\$142,189	\$125,448 ¹
Median account balance	\$57,662	\$57,941	\$53,587	\$56,846	\$57,209	
Average loan balance per borrower	\$14,911	\$14,885	\$14,990	\$14,796	\$14,441	\$9,330 ¹
Total participants contributing	32,236	32,288	32,175	32,552	32,921	
Full-Time Participation Rate	72%	72%	72%	73%	73%	65% ²
Average Percent of Pay deferral rate	6.85% 2017-18 Fiscal Year Average	6.91%	6.87%	6.97%	7.04%	
Average Pre-Tax deferral rate	7.5% \$305.30	8.6% \$310.56	7.7% \$307.32	7.7% \$309.80	7.8% \$309.14	7.7% ¹
Average Roth deferral rate	5.5% \$161.75	5.3% \$164.96	5.4% \$167.93	5.5% \$172.37	5.7% \$172.31	5.9% ²

¹ 2018 NAGDCA Perspectives in Practice Survey Report (Based on 2017 results)

² Voya Universe Benchmarking

Cash Flow Summary

April 1, 2019 to June 30, 2019

CITY OF LOS ANGELES

Cash In

Pre-tax Contributions	\$56,110,426
Roth Contributions	\$8,668,602
Rollover Contributions	\$34,333,685
Loan Repayments	\$22,198,043
Other	\$6,180,578

Total Cash In **\$127,491,334**

Cash Out

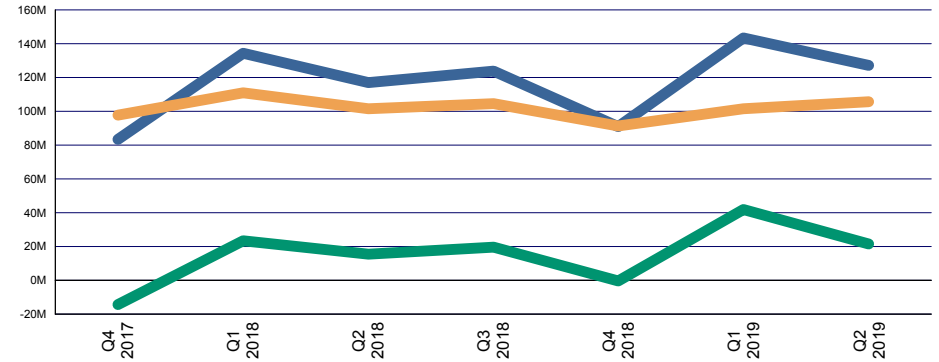
Distributions	\$35,501,439
Rollovers	\$36,683,326
Loans Issued	\$24,330,776
Fees	\$965,754
Other	\$6,180,578

Total Cash Out **(\$103,661,873)**

Net Cash Flow **\$23,829,461**

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

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



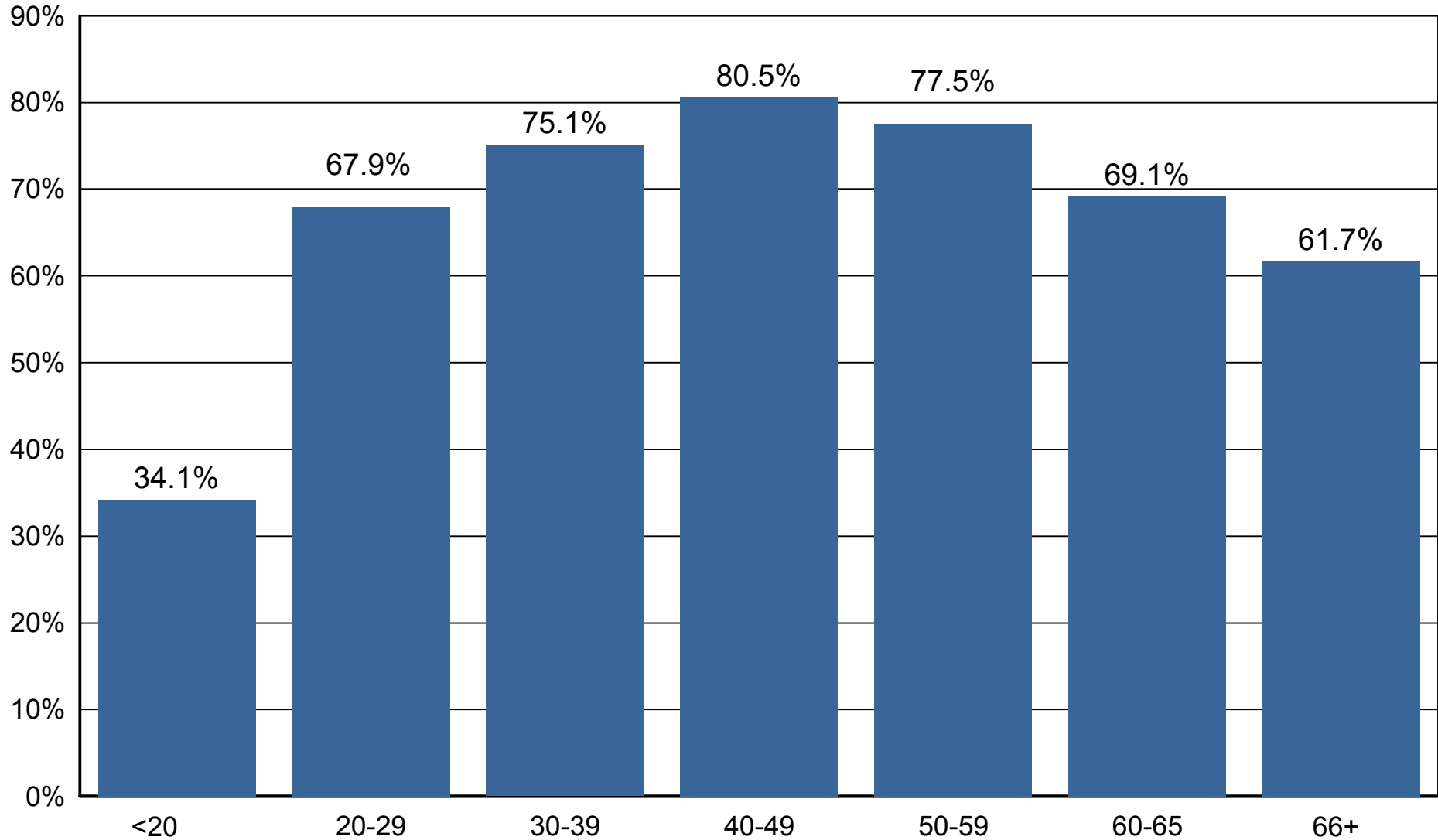
	Cash In	Cash Out	Net Cash
Q4 2017	\$83,535,238	\$98,015,473	-\$14,480,234
Q1 2018	\$134,320,334	\$110,891,129	\$23,429,205
Q2 2018	\$117,114,214	\$101,517,516	\$15,596,698
Q3 2018	\$123,939,112	\$104,456,615	\$19,482,497
Q4 2018	\$91,024,054	\$91,262,133	-\$238,079
Q1 2019	\$143,401,495	\$101,591,175	\$41,810,320
Q2 2019	\$127,491,334	\$103,661,873	\$23,829,461
	\$820,825,782	\$711,395,914	\$109,429,868

Participation Rate by Age (Full-Time

Employees)

As of June 30, 2019

CITY OF LOS ANGELES

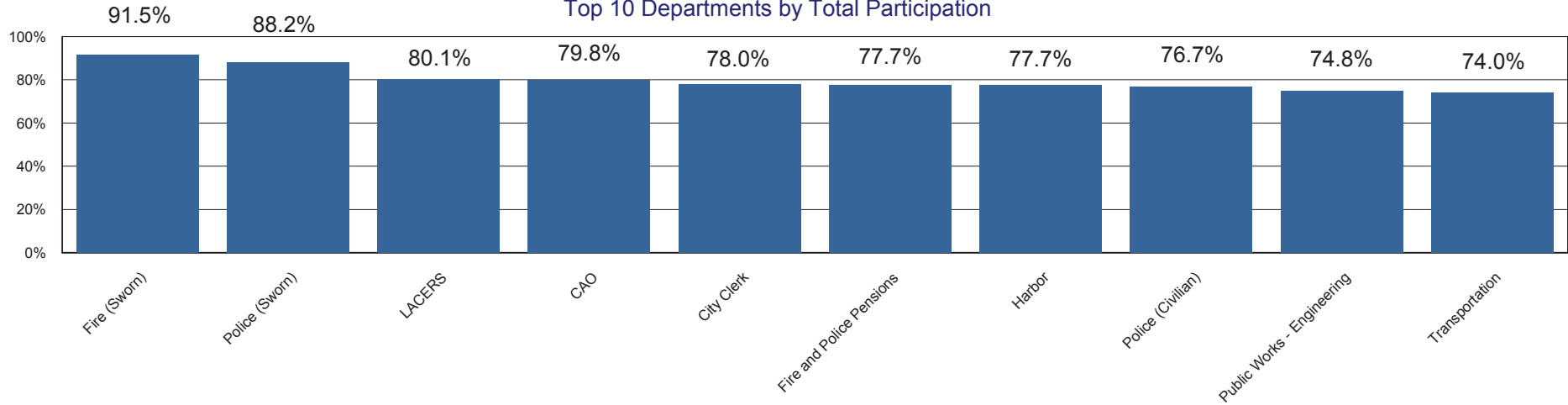


Participation Rate by Department (Full-Time Employees)

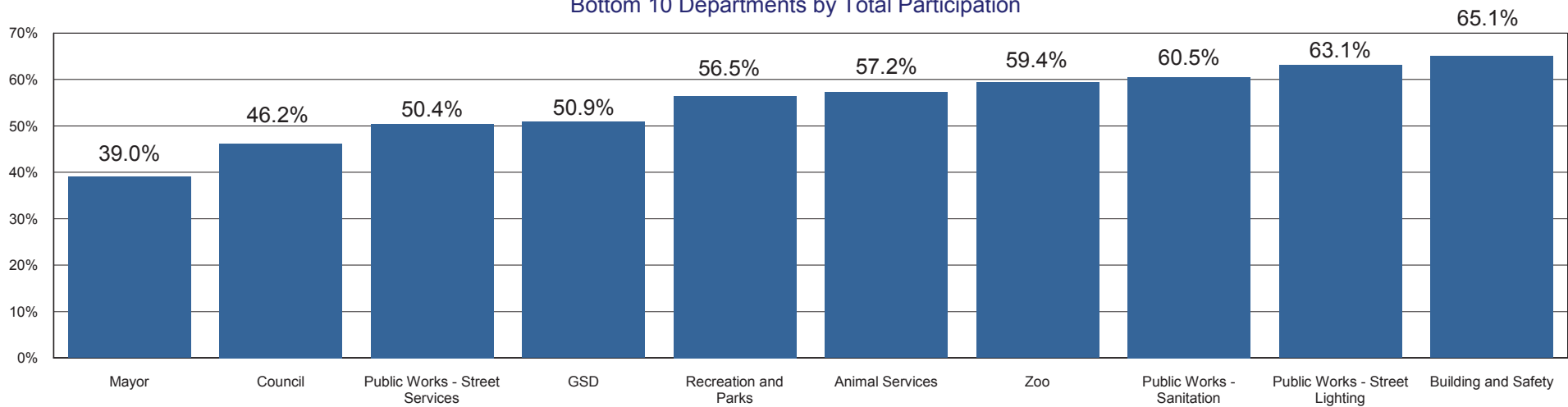
As of June 30, 2019

CITY OF LOS ANGELES

Top 10 Departments by Total Participation



Bottom 10 Departments by Total Participation



With greater than 50 eligible participants

Participation Rate by Department (Full-Time Employees)

As of June 30, 2019
CITY OF LOS ANGELES

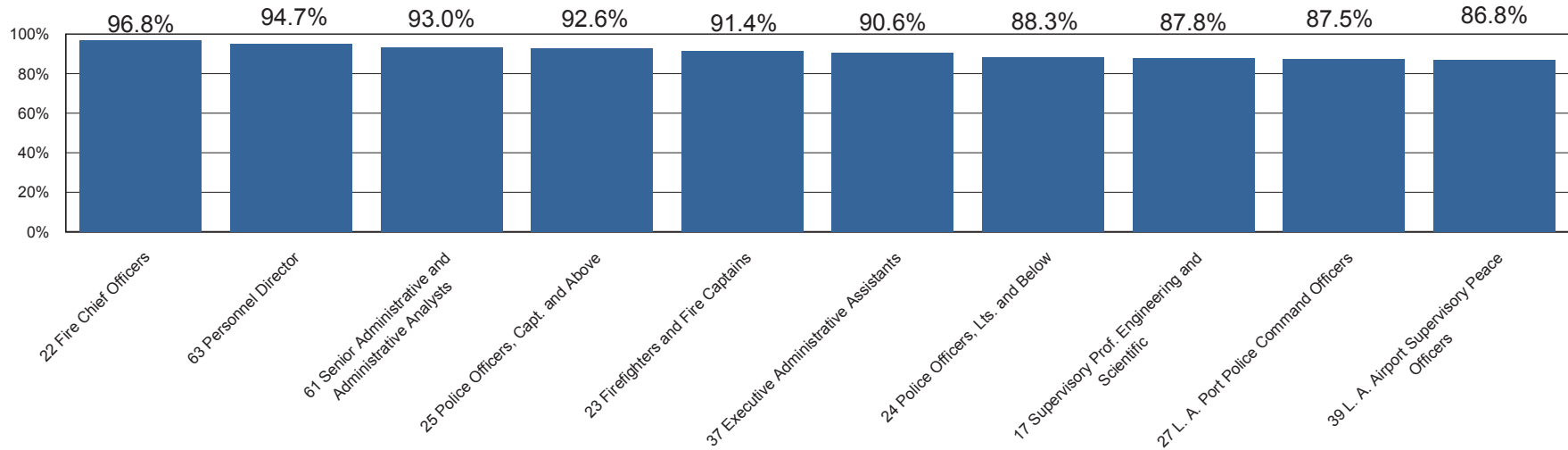
Department	Active	Eligible but not Participating	Total	Participation Rate
Office of Public Accountability	4	0	4	100.00%
Fire (Sworn)	3,148	291	3,439	91.54%
Police (Sworn)	9,053	1,207	10,260	88.24%
LACERS	121	30	151	80.13%
CAO	95	24	119	79.83%
Aging	29	8	37	78.38%
City Clerk	85	24	109	77.98%
Convention Center and Tourism	7	2	9	77.78%
Fire and Police Pensions	94	27	121	77.69%
Harbor	713	205	918	77.67%
Police (Civilian)	2,343	711	3,054	76.72%
Public Works - Engineering	627	211	838	74.82%
Transportation	1,038	364	1,402	74.04%
ITA	306	108	414	73.91%
City Attorney	707	263	970	72.89%
Public Works - Board	86	33	119	72.27%
Office of Finance	224	86	310	72.26%
Fire (Civilian)	270	106	376	71.81%
Personnel	374	150	524	71.37%
Controller	109	44	153	71.24%
Water and Power	7,311	3,078	10,389	70.37%
Public Works - Contract Administration	225	99	324	69.44%
Economic and Workforce Development	84	37	121	69.42%
Planning	257	118	375	68.53%
Employee Relations	2	1	3	66.67%
Housing	410	209	619	66.24%
Library	541	286	827	65.42%
Airports	2,258	1,195	3,453	65.39%
Ethics	17	9	26	65.38%
Building and Safety	607	326	933	65.06%
Public Works - Street Lighting	200	117	317	63.09%
El Pueblo	5	3	8	62.50%
Public Works - Sanitation	1,771	1,156	2,927	60.51%
Zoo	136	93	229	59.39%
Emergency Management	14	10	24	58.33%
Animal Services	187	140	327	57.19%
Recreation and Parks	811	625	1,436	56.48%
Neighborhood Empowerment	15	13	28	53.57%
Cultural Affairs	33	29	62	53.23%
GSD	724	699	1,423	50.88%
Public Works - Street Services	579	569	1,148	50.44%
Council	176	205	381	46.19%
Disability	9	14	23	39.13%
Mayor	87	136	223	39.01%
Cannabis Regulation	7	14	21	33.33%

Participation Rate by MOU (Full-Time Employees)

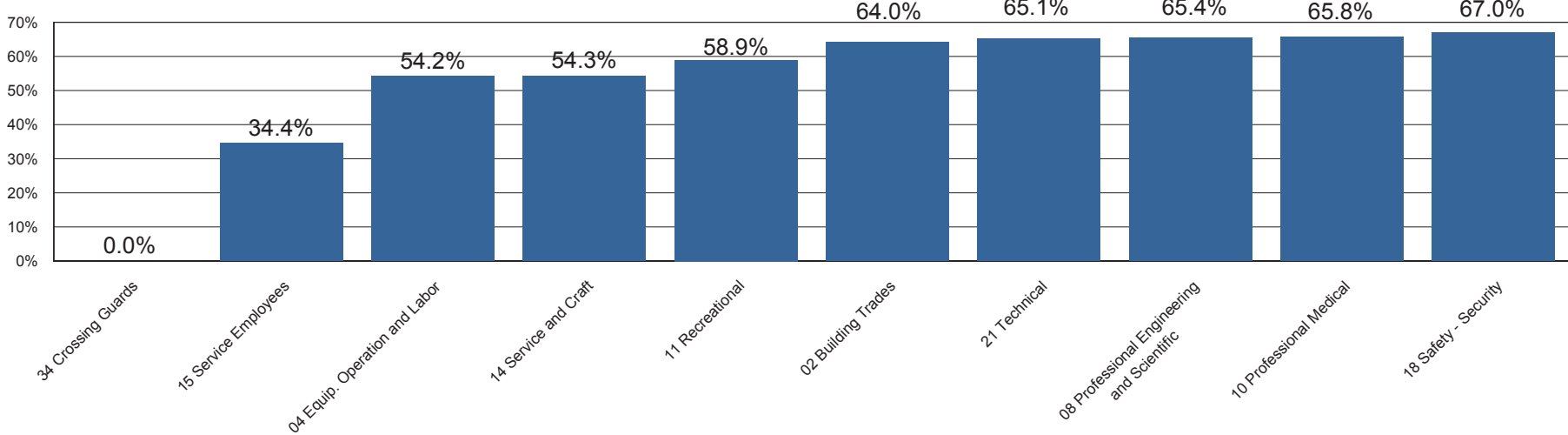
As of June 30, 2019

CITY OF LOS ANGELES

Top 10 MOU by Total Participation



Bottom 10 MOU by Total Participation



Participation Rate by MOU (Full-Time Employees)

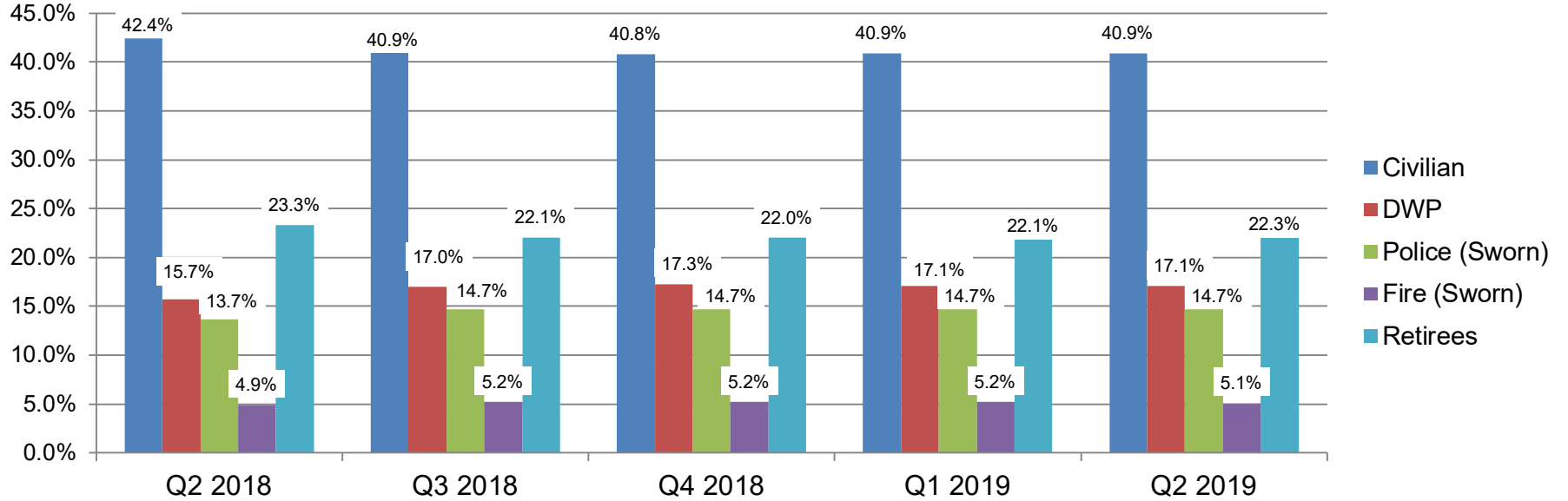
As of June 30, 2019
CITY OF LOS ANGELES
Department

Department	Active	Not Participating	Total	Participation Rate
22 Fire Chief Officers	91	3	94	96.81%
63 Personnel Director	18	1	19	94.74%
61 Senior Administrative and Administrative Analysts	40	3	43	93.02%
25 Police Officers, Capt. and Above	113	9	122	92.62%
23 Firefighters and Fire Captains	3,055	287	3,342	91.41%
37 Executive Administrative Assistants	96	10	106	90.57%
24 Police Officers, Lts. and Below	8,940	1,179	10,119	88.35%
17 Supervisory Prof. Engineering and Scientific	460	64	524	87.79%
27 L. A. Port Police Command Officers	14	2	16	87.50%
39 L. A. Airport Supervisory Peace Officers	66	10	76	86.84%
26 Port Pilots	12	2	14	85.71%
38 L. A. Port Police Assoc.	99	17	116	85.34%
40 Airport Police Command Officers	5	1	6	83.33%
20 Supervisory Administrative	1,127	229	1,356	83.11%
16 Supervisory Librarians	86	22	108	79.63%
36 Management Employees	594	159	753	78.88%
19 Supervisory Technical	222	65	287	77.35%
28 L. A. General Services Police Officers	17	5	22	77.27%
29 Deputy City Attorneys	377	116	493	76.47%
32 Management Attorneys	13	4	17	76.47%
64 Not Represented	2,382	823	3,205	74.32%
06 Librarians	519	190	709	73.20%
30 L. A. Airport Peace Officers	323	120	443	72.91%
13 Supervisory Building Trades	104	41	145	71.72%
12 Supervisory Blue Collar	595	236	831	71.60%
07 Recreation Assistants	923	387	1,310	70.46%
01 Administrative	1,616	684	2,300	70.26%
09 Plant Equip. Operation and Repair	257	113	370	69.46%
05 Inspectors	602	269	871	69.12%
03 Clerical	3,393	1,622	5,015	67.66%
31 Confidential Attorneys	25	12	37	67.57%
18 Safety - Security	999	492	1,491	67.00%
10 Professional Medical	50	26	76	65.79%
08 Professional Engineering and Scientific	3,843	2,032	5,875	65.41%
21 Technical	764	409	1,173	65.13%
02 Building Trades	1,080	607	1,687	64.02%
11 Recreational	198	138	336	58.93%
14 Service and Craft	505	425	930	54.30%
04 Equip. Operation and Labor	1,976	1,669	3,645	54.21%
15 Service Employees	300	571	871	34.44%
34 Crossing Guards	0	1	1	

Population Composition

As of June 30, 2019

CITY OF LOS ANGELES



	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Civilian	42.4%	40.9%	40.8%	40.9%	40.9%
DWP	15.7%	17.0%	17.3%	17.1%	17.1%
Police (Sworn)	13.7%	14.7%	14.7%	14.7%	14.7%
Fire (Sworn)	4.8%	5.2%	5.2%	5.2%	5.1%
Retirees	23.3%	22.1%	22.0%	22.1%	22.3%



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



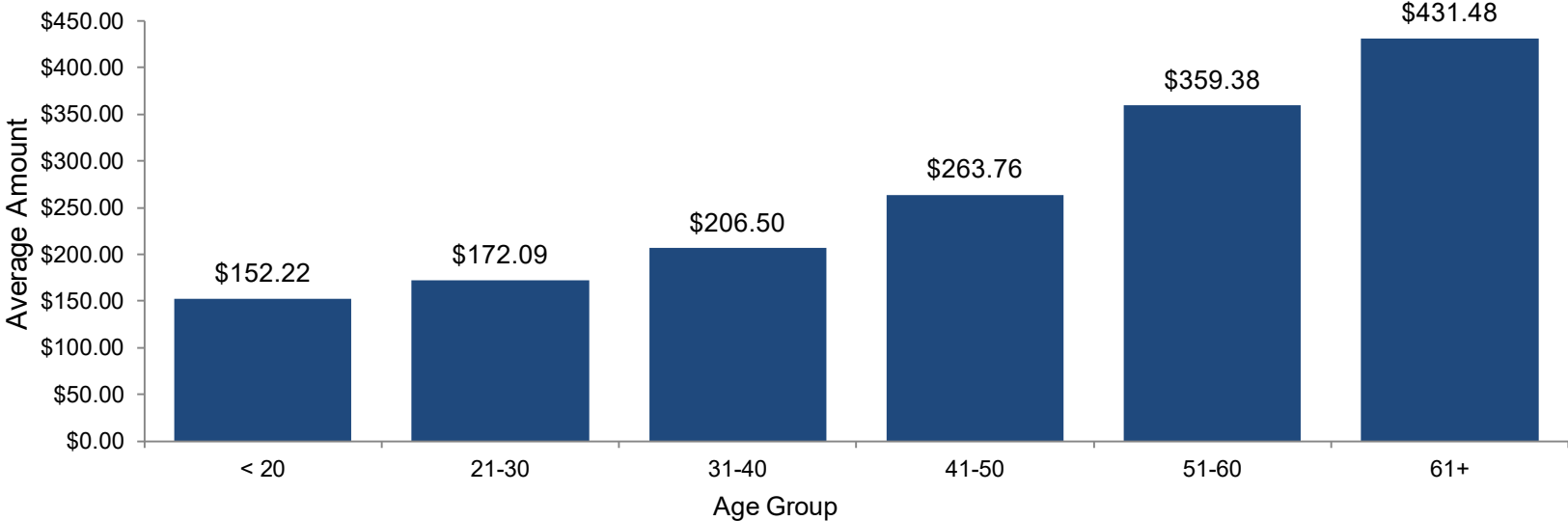
Participant Contributions Analysis



Fixed Dollar Contributions by Age Group

As of June 30, 2019

CITY OF LOS ANGELES



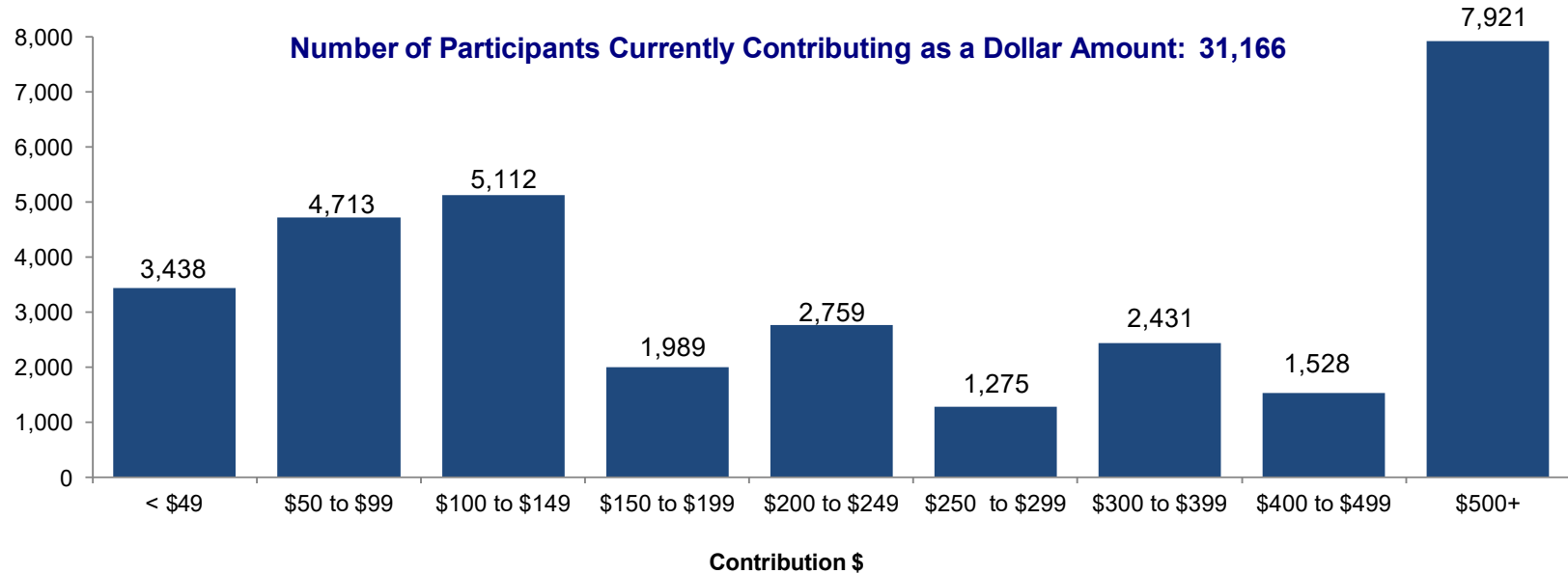
Average Contribution \$ by Quarter

Age Group	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
< 20	\$174.43	\$174.38	\$118.89	\$146.67	\$152.22
21-30	\$156.97	\$161.05	\$163.68	\$166.26	\$172.09
31-40	\$206.99	\$209.63	\$206.11	\$207.26	\$206.50
41-50	\$257.90	\$260.58	\$258.71	\$263.24	\$263.76
51-60	\$358.86	\$364.84	\$361.77	\$362.56	\$359.38
61 +	\$419.88	\$439.01	\$442.42	\$445.76	\$431.48
Overall	\$275.72	\$280.33	\$278.80	\$281.10	\$279.49

Fixed Dollar Contribution Summary

As of June 30, 2019

CITY OF LOS ANGELES



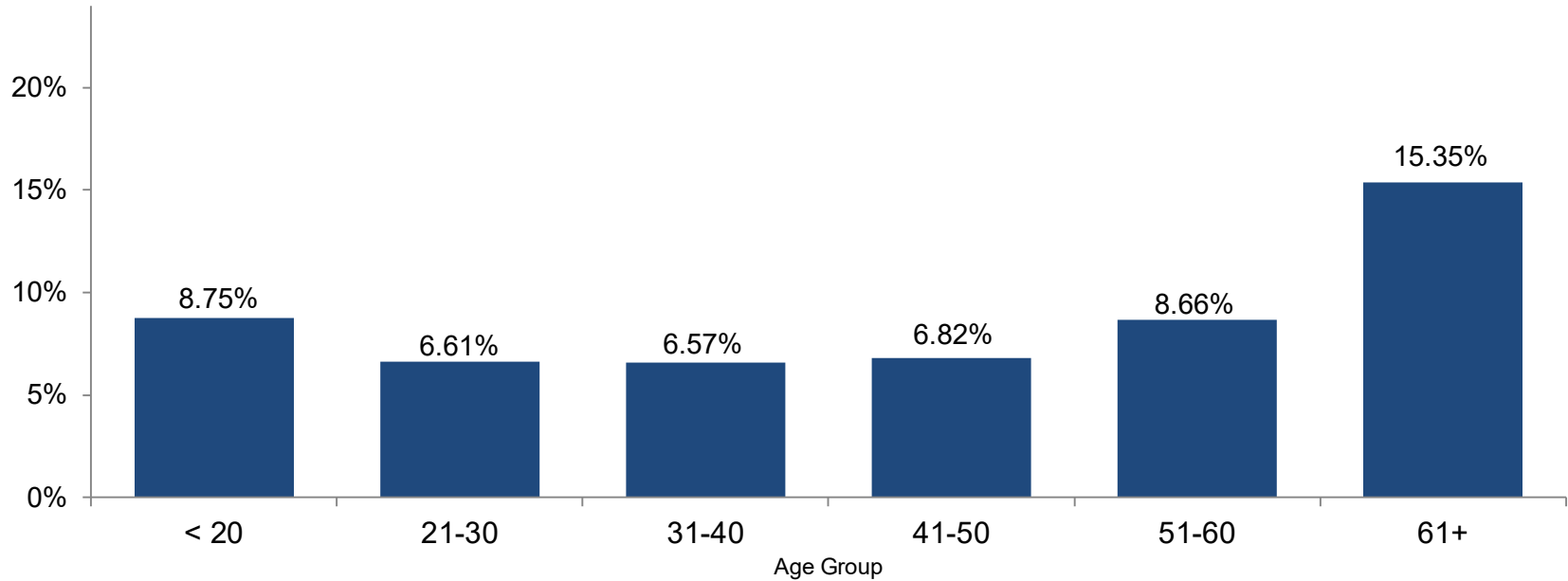
Participant Counts by Quarter

Total Deferral \$	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
< \$49	3,767	3,591	3,573	3,480	3,438
\$50-\$99	4,919	4,845	4,783	4,723	4,713
\$100 to \$149	5,103	5,094	5,094	5,030	5,112
\$150 to \$199	2,068	2,019	1,984	1,994	1,989
\$200 to \$249	2,779	2,772	2,787	2,769	2,759
\$250 to \$299	1,382	1,357	1,354	1,314	1,275
\$300 to \$399	2,489	2,516	2,447	2,476	2,431
\$400 to \$499	1,488	1,513	1,467	1,505	1,528
\$500 +	7,732	7,755	7,629	7,816	7,921
Total Participants Contributing	31,727	31,462	31,118	31,107	31,166

Average Percent of Pay Contribution by Age Group

As of June 30, 2019

CITY OF LOS ANGELES



Total Contribution % by Quarter

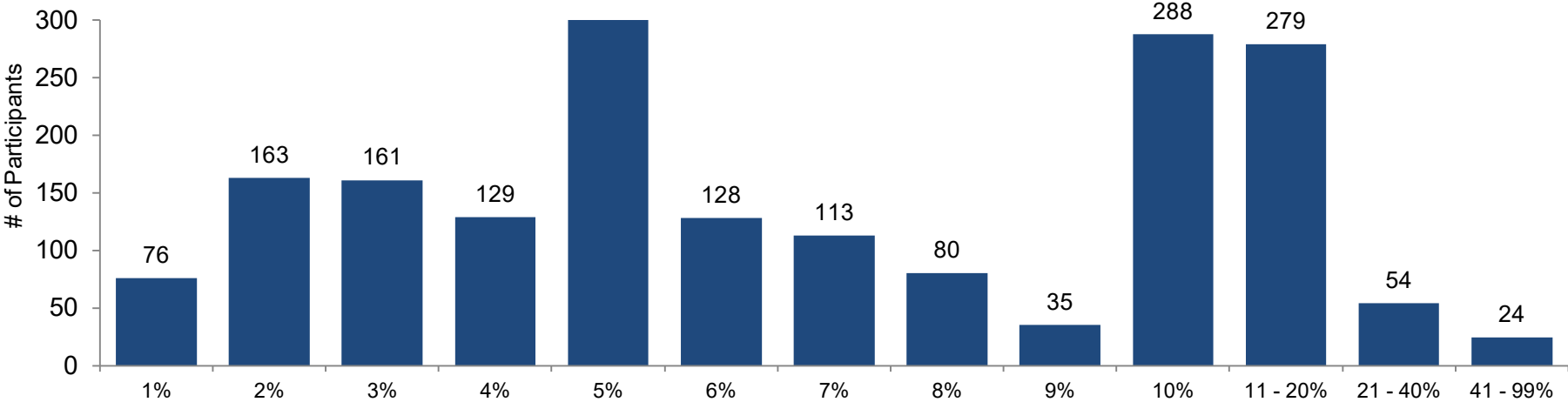
Age Group	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
< 20	2.33%	1.00%	0.00%	4.67%	8.75%
21-30	7.36%	6.54%	6.97%	6.44%	6.61%
31-40	6.20%	6.10%	6.89%	6.10%	6.57%
41-50	5.31%	8.72%	5.78%	7.17%	6.82%
51-60	8.49%	8.79%	8.70%	7.96%	8.66%
61 +	14.04%	12.10%	20.68%	18.07%	15.35%
Overall	6.81%	7.31%	7.07%	6.87%	7.07%

Percent of Pay Contributions Summary

As of June 30, 2019

CITY OF LOS ANGELES

Number of Participants Currently Contributing as a Percent of Pay: 1,838



Total Participant Counts by Quarter

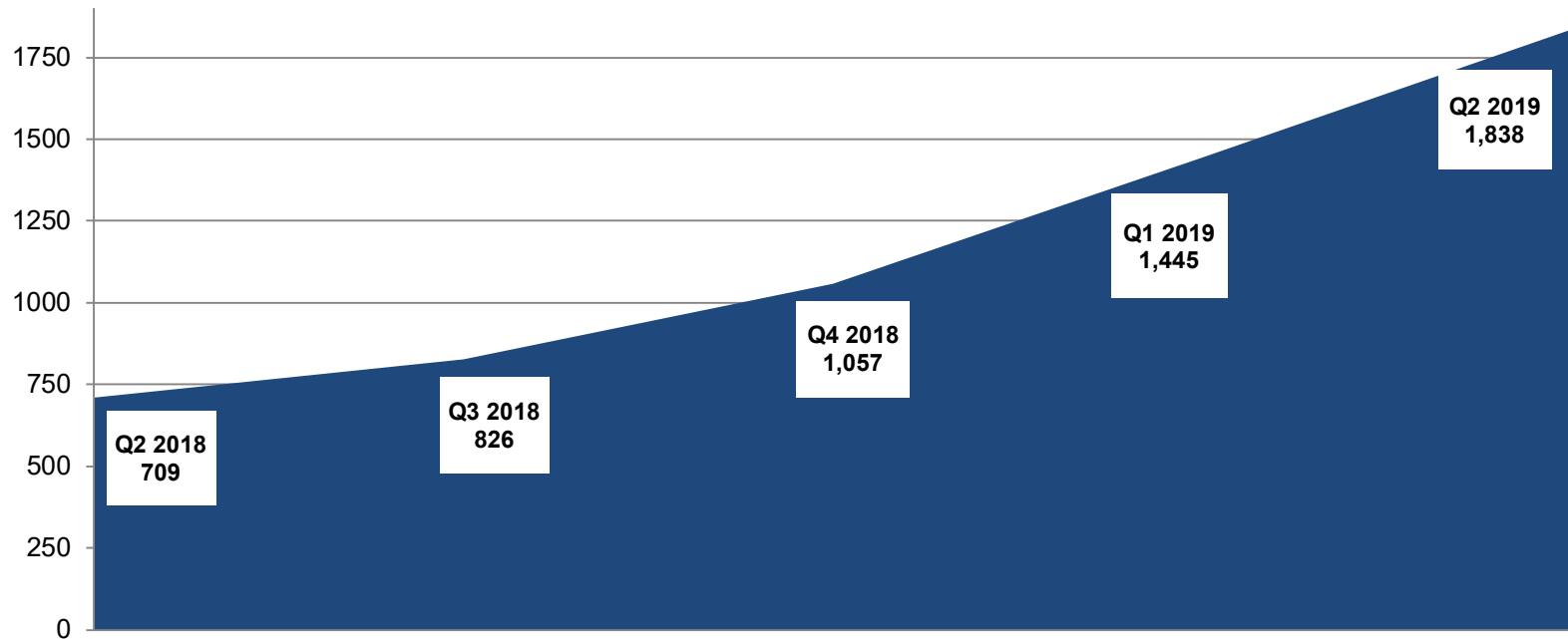
Total Deferral %	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
1%	36	39	55	66	76
2%	59	70	86	111	163
3%	54	72	98	129	161
4%	44	55	66	111	129
5%	127	146	183	255	308
6%	55	69	85	108	128
7%	24	24	44	83	113
8%	31	33	44	66	80
9%	9	13	13	24	35
10%	137	157	183	233	288
11 - 20%	106	117	160	203	279
21 - 40%	19	21	22	36	54
41 - 99%	8	10	18	20	24
Total Contributing %	709	826	1,057	1,445	1,838

Percent of Pay Contribution Trending

As of June 30, 2019

CITY OF LOS ANGELES

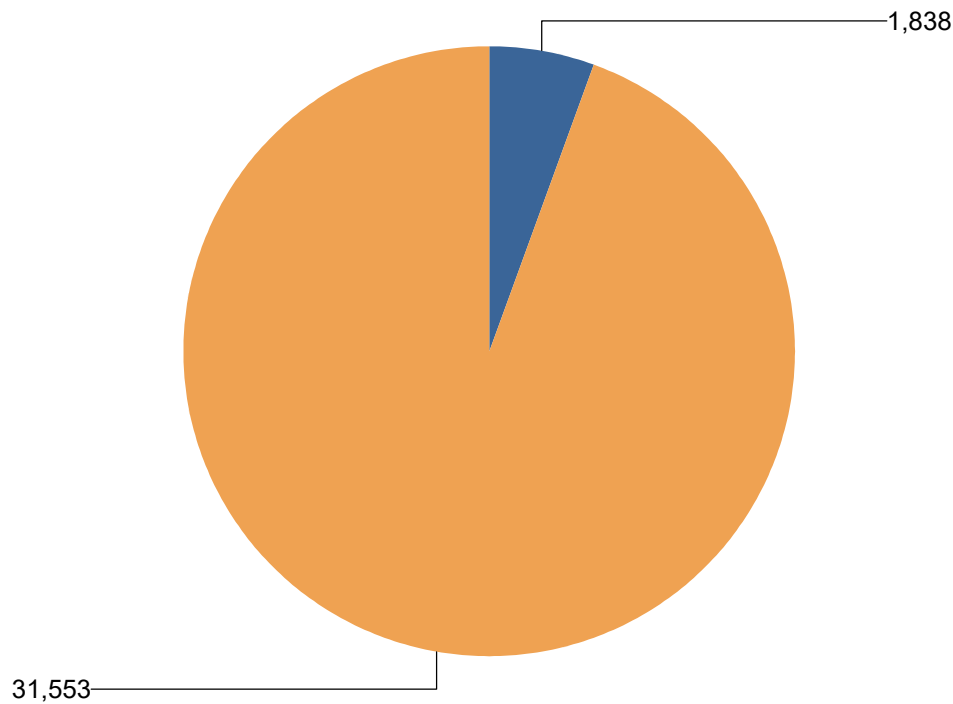
1,129 participants decide to save as a percent of pay contribution
between April 2018 and June 2019



Fixed Dollar Amount versus Percent of Pay - All Participants

As of June 30, 2019

CITY OF LOS ANGELES

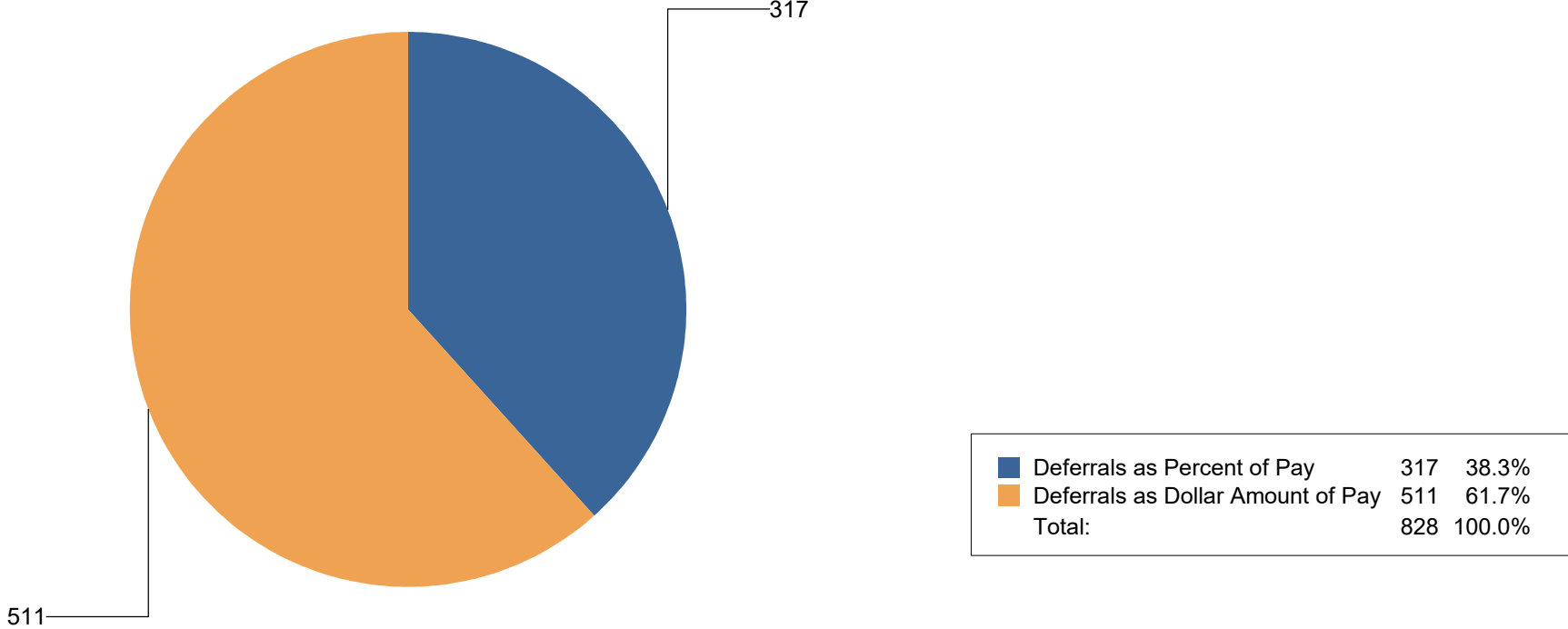


■ Deferrals as Percent of Pay	1,838	5.5%
■ Deferrals as Dollar Amount of Pay	31,553	94.5%
Total:	33,391	100.0%

Fixed Dollar Amount versus Percent of Pay - New Enrollees

April 1, 2019 to June 30, 2019

CITY OF LOS ANGELES





CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



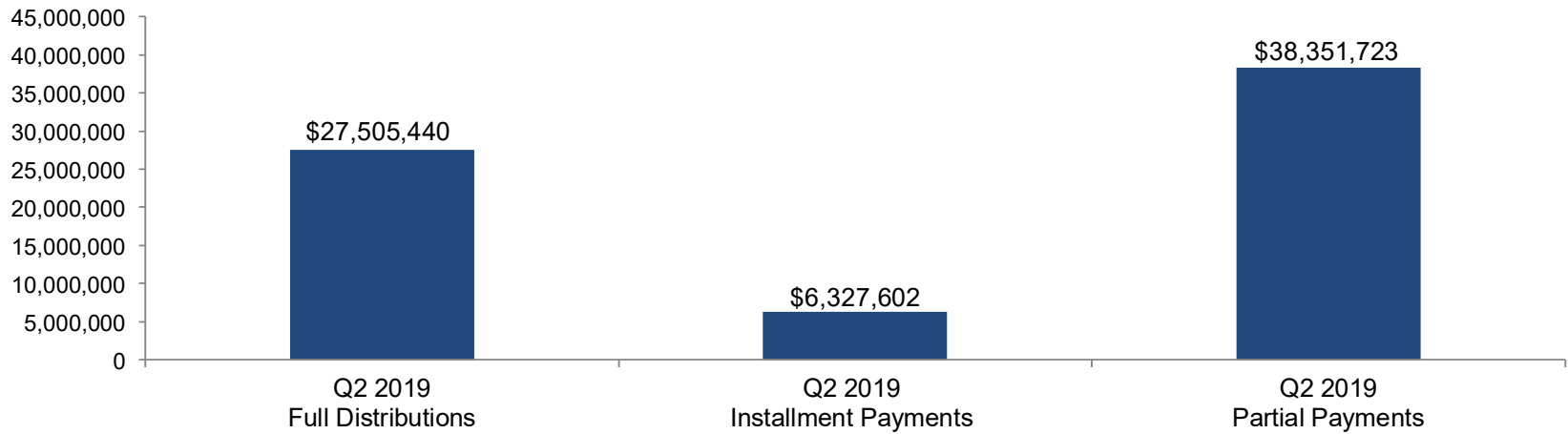
Participant Distributions Analysis



Distributions

As of June 30, 2019

CITY OF LOS ANGELES



Distributions by Quarter

	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Full Distribution					
Number of Distributions	196	1,322	1,204	1,623	263
Total Distributions	\$24,192,499	\$58,685,230	\$42,179,928	\$58,151,444	\$27,505,440
Installment Distribution					
Number of Distributions	4,580	4,557	4,047	5,558	3,512
Total Distributions	\$11,522,104	\$11,180,693	\$12,095,331	\$15,015,370	\$6,327,602
Partial Distribution					
Number of Distributions	1,601	389	1,830	439	1,713
Total Distributions	\$35,124,065	\$3,557,663	\$7,410,354	\$3,045,239	\$38,351,723

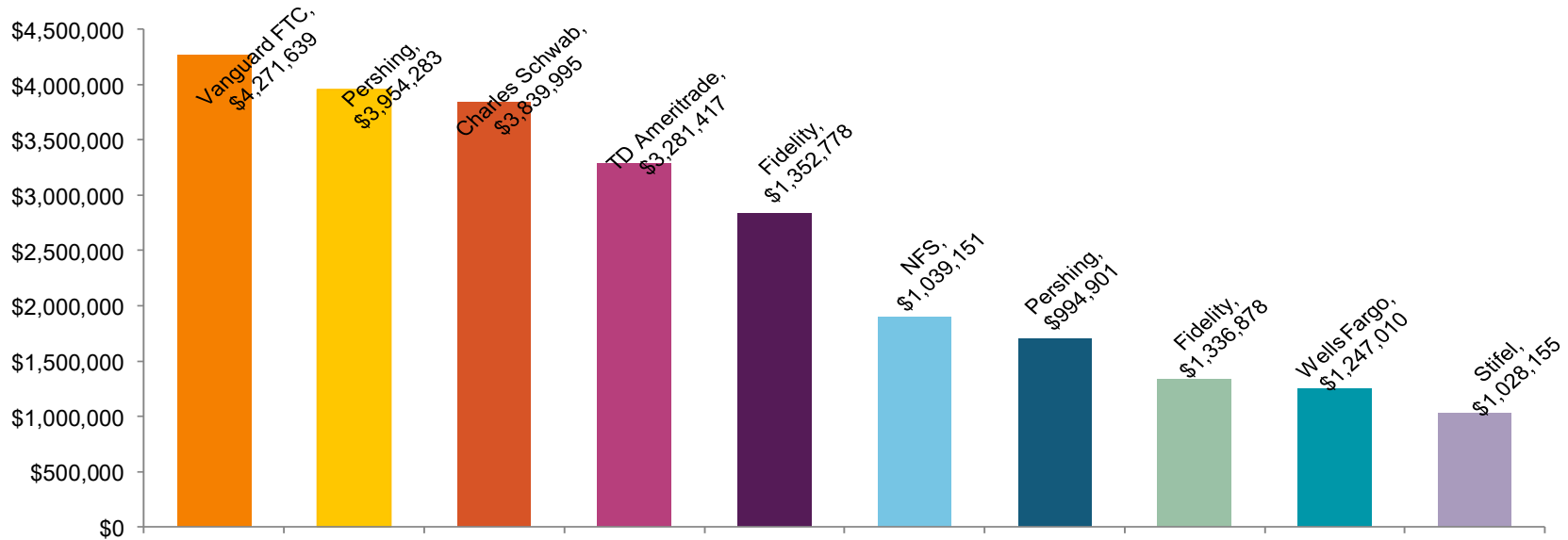
Rollover Activity

As of June 30, 2019

CITY OF LOS ANGELES

Q1 2019 - Top 10 Rollover Providers by Dollar Amount

(Including QDRO and Beneficiary Distribution Rollovers)



	Q4 2018	Q1 2019	Q2 2019
1	Charles Schwab	Charles Schwab	Vanguard FTC
2	TD Ameritrade	Morgan Stanley	Pershing
3	Merrill Lynch	LPL Financial	Charles Schwab
4	LAFPP	Merrill Lynch	TD Ameritrade
5	Morgan Stanley	Fidelity	JP Morgan
6	Nationwide	NFS	Ameriprise
7	Vanguard FTC	Pershing	LPL Financial
8	Edward Jones	JP Morgan	Fidelity
9	Jackson National	Wells Fargo	Wells Fargo
10	RBC	Firefighters First CU	Stifel

Rollover Activity Historical Data

As of June 30, 2019

CITY OF LOS ANGELES

Partial and Lump Sum Rollovers by Quarter
(Based on Account Type and Payee)

		Partial Rollover								Full Rollover							
		Other		LAFPP		LACERS		WPERP		Other		LACERS				QTR Total	
		#	Amt	#	Amt	#	Amt	#	Amt	#	Amt	#	Amt			#	Amt
Q2 2018	Active	1	\$304,157	164	\$620,120	36	\$318,993	11	\$170,723	-	-	-	-	397	\$36,638,382		
	Term	59	\$9,427,888	-	-	11	\$1,702,608	-	-	101	\$21,358,749	5	\$1,250,489				
	QDRO	-	-	-	-	-	-	-	-	5	\$748,114	-	-				
	Bene	1	\$246,903	-	-	-	-	-	-	3	\$489,638	-	-				
Q3 2018	Active	2	\$54,457	196	\$693,444	21	\$306,481	7	\$48,064	-	-	-	-	444	\$42,921,325		
	Term	80	\$13,769,944	-	-	4	\$361,989	-	-	109	\$25,728,983	2	\$113,113				
	QDRO	2	\$21,118	-	-	-	-	-	-	7	\$576,724	-	-				
	Bene	5	\$255,251	-	-	-	-	-	-	9	\$991,755	-	-				
Q4 2018	Active	1	\$1,200	120	\$1,026,003	26	\$226,371	9	\$87,632	-	-	-	-	311	\$27,285,697		
	Term	49	\$7,338,918	-	-	1	\$225,000	-	-	90	\$15,733,102	-	-				
	QDRO	-	-	-	-	-	-	-	-	6	\$989,214	-	-				
	Bene	1	\$150,000	-	-	-	-	-	-	8	\$1,508,257	-	-				
Q1 2019	Active	2	\$125,381	104	\$364,715	26	\$174,455	2	\$83,024	-	-	-	-	260	\$24,871,778		
	Term	61	\$10,156,241	-	-	4	\$198,629	-	-	49	\$12,637,350	-	-				
	QDRO	-	-	-	-	-	-	-	-	2	\$121,113	-	-				
	Bene	3	\$463,392	-	-	-	-	-	-	7	\$547,478	-	-				
Q2 2019	Active	9	\$2,155,268	77	\$564,913	29	\$215,299	16	\$168,950	-	-	1	\$230,275	292	\$36,683,326		
	Term	51	\$10,066,252	-	-	4	\$209,000	-	-	87	\$21,733,508	-	-				
	QDRO	-	-	-	-	-	-	-	-	5	\$220,624	-	-				
	Bene	-	-	-	-	-	-	-	-	13	\$1,119,236	-	-				

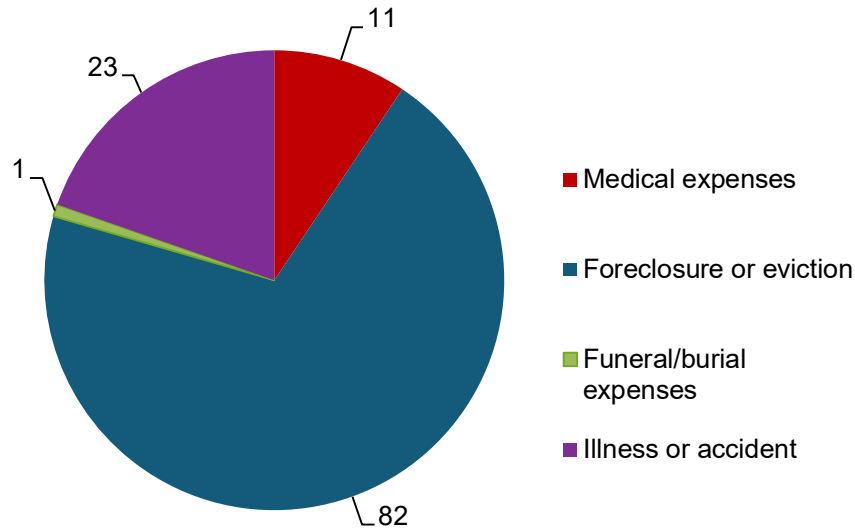
Unforeseeable Emergency Withdrawal Summary

As of June 30, 2019

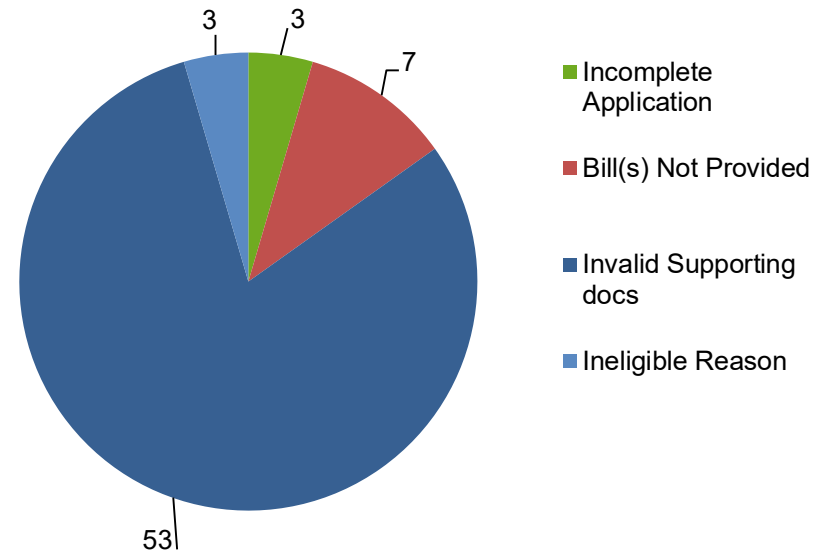
CITY OF LOS ANGELES

Total Participants Requests	183
Approved	117
Denied	66

Withdrawal Reasons



Rejection Reasons



Unforeseeable Emergency Historical Data

As of June 30, 2019

CITY OF LOS ANGELES

Total Participants Requests	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Total Received	104	112	192	150	183
Approved	86	85	121	84	117
Denied	18	27	71	66	66
Withdrawal Reasons					
Medical expenses	17	5	12	8	11
Repair of principal residence	5	1	4	0	0
Mortgage foreclosure or eviction	60	34	88	60	82
Funeral/burial expenses	2	1	1	1	1
Illness or accident	13	8	16	15	23
Rejection Reasons					
No Application	1	1	4	2	0
Incomplete Application	3	5	6	3	3
Bill(s) Not Provided	6	1	18	6	7
Invalid Supporting docs	6	6	43	54	53
No Supporting docs	2	14	0	0	0
Ineligible Reason	0	1	0	1	3



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Asset Analysis

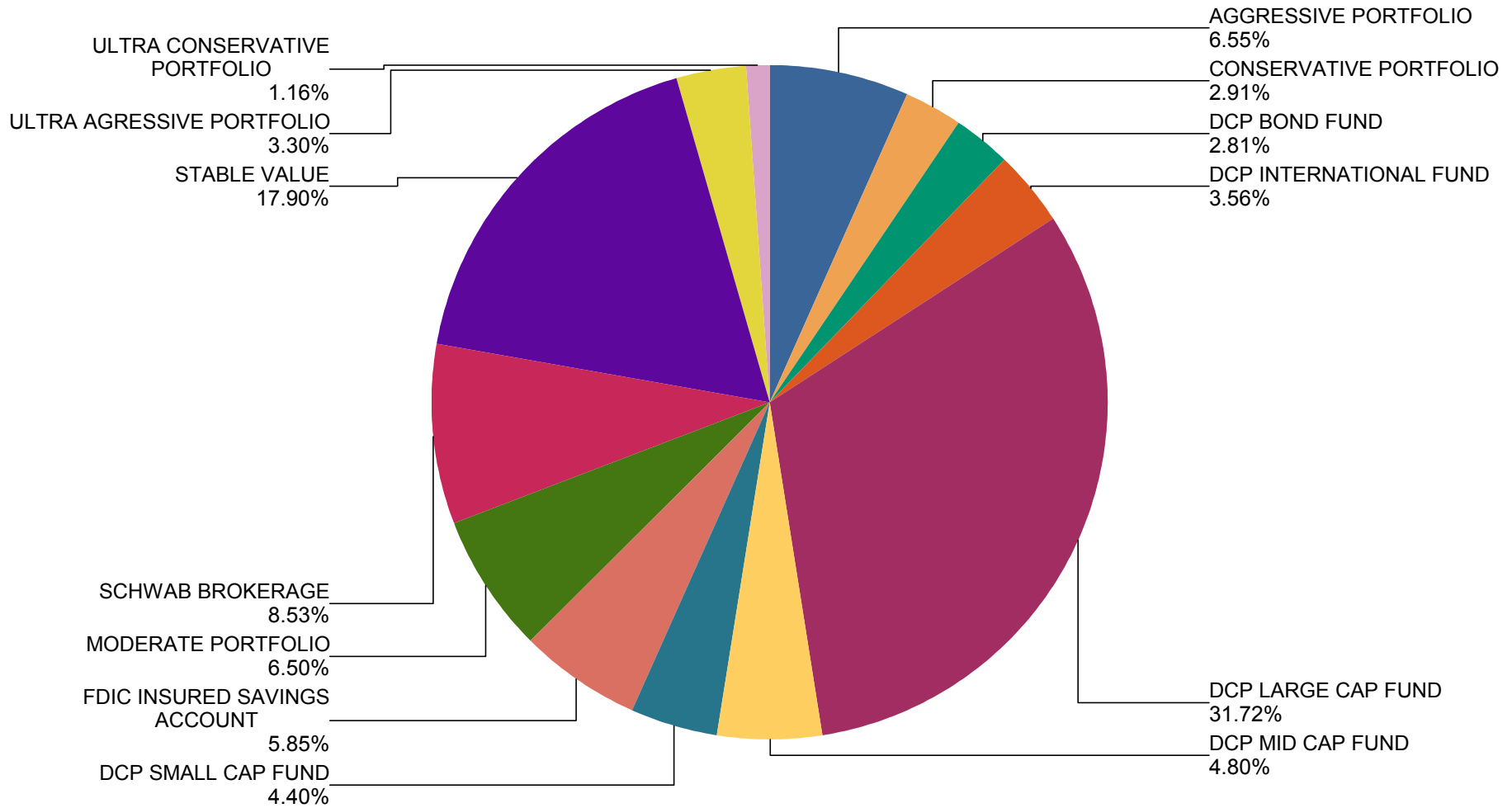


Balances by Investment

As of June 30, 2019

CITY OF LOS ANGELES

Percentage of Plan Assets



Balances by Investment

As of June 30, 2019

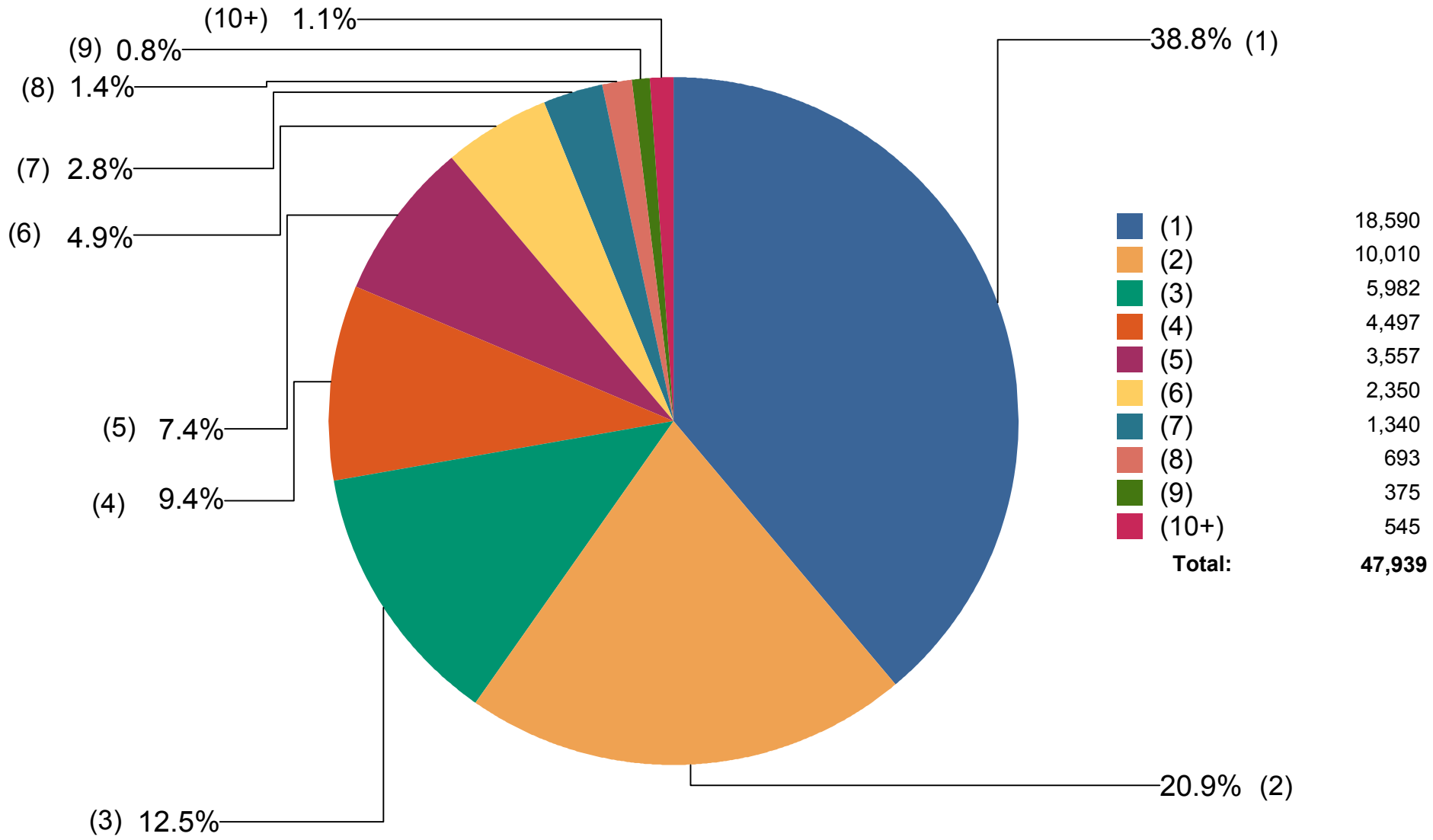
CITY OF LOS ANGELES

Investment	Investment Balance	Number of Participants	Average Participant	Percentage of Plan Assets
SCHWAB BROKERAGE	\$564,490,601.56	3,704	\$152,400.27	8.5%
FDIC INSURED SAVINGS ACCOUNT	\$387,165,746.10	13,305	\$29,099.27	5.9%
STABLE VALUE	\$1,184,177,381.30	13,867	\$85,395.35	17.9%
ULTRA CONSERVATIVE PORTFOLIO	\$76,432,654.00	2,189	\$34,916.70	1.2%
CONSERVATIVE PORTFOLIO	\$192,603,432.75	4,755	\$40,505.45	2.9%
MODERATE PORTFOLIO	\$430,055,613.45	11,508	\$37,370.14	6.5%
AGGRESSIVE PORTFOLIO	\$433,671,794.39	14,015	\$30,943.40	6.6%
ULTRA AGGRESSIVE PORTFOLIO	\$218,286,371.08	9,201	\$23,724.20	3.3%
DCP BOND FUND	\$186,139,272.59	7,429	\$25,055.76	2.8%
DCP LARGE CAP FUND	\$2,098,654,223.36	21,762	\$96,436.64	31.7%
DCP MID CAP FUND	\$317,445,184.61	8,675	\$36,593.10	4.8%
DCP SMALL CAP FUND	\$290,966,349.12	10,284	\$28,293.11	4.4%
DCP INTERNATIONAL FUND	\$235,832,049.26	10,045	\$23,477.56	3.6%
Total Investment Balance:	\$6,615,920,673.57			
Total Loan Fund:	\$192,084,242.00			

Participants with Balances by Number of Investments

As of June 30, 2019

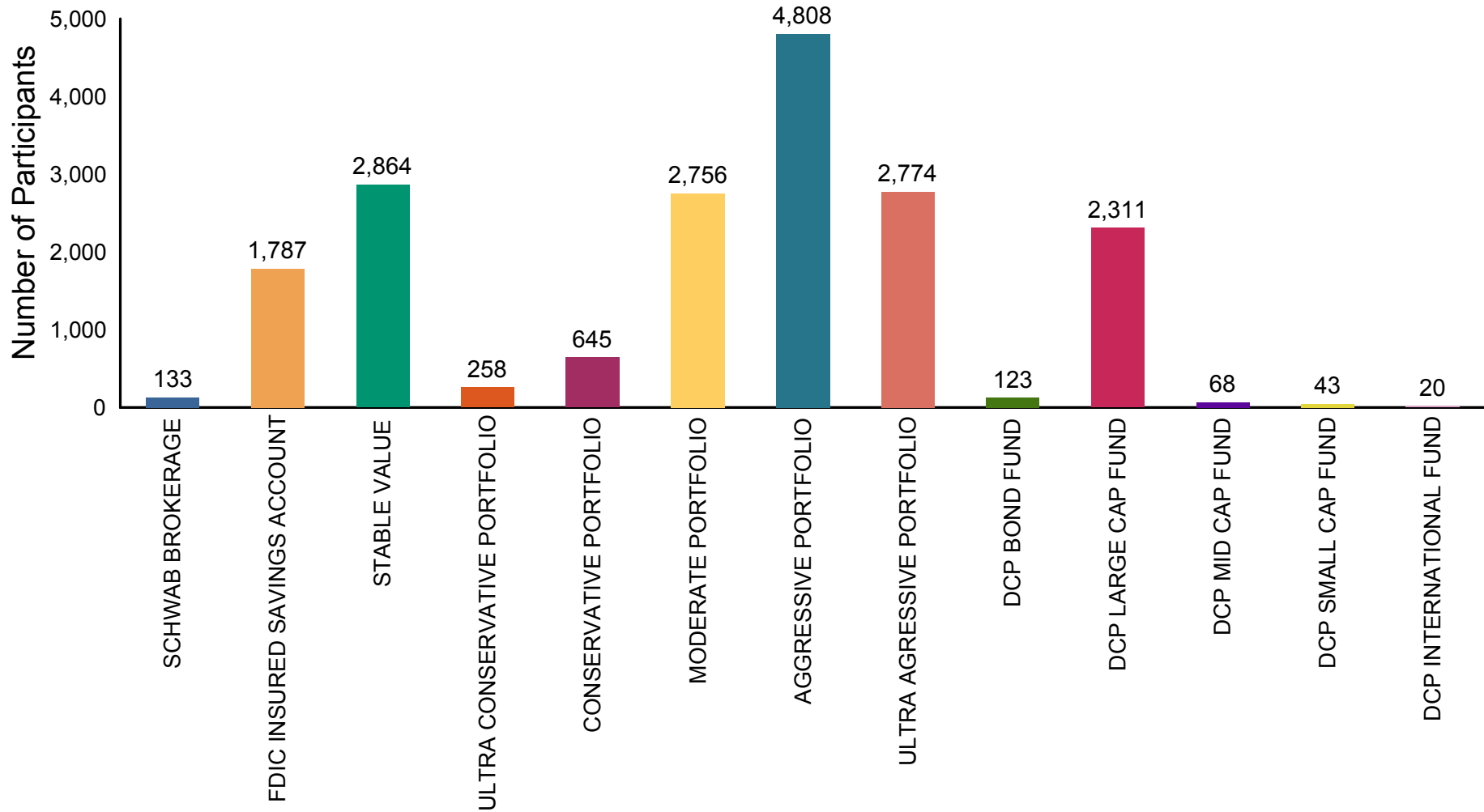
CITY OF LOS ANGELES



Participants with a Balance in a Single Investment

As of June 30, 2019

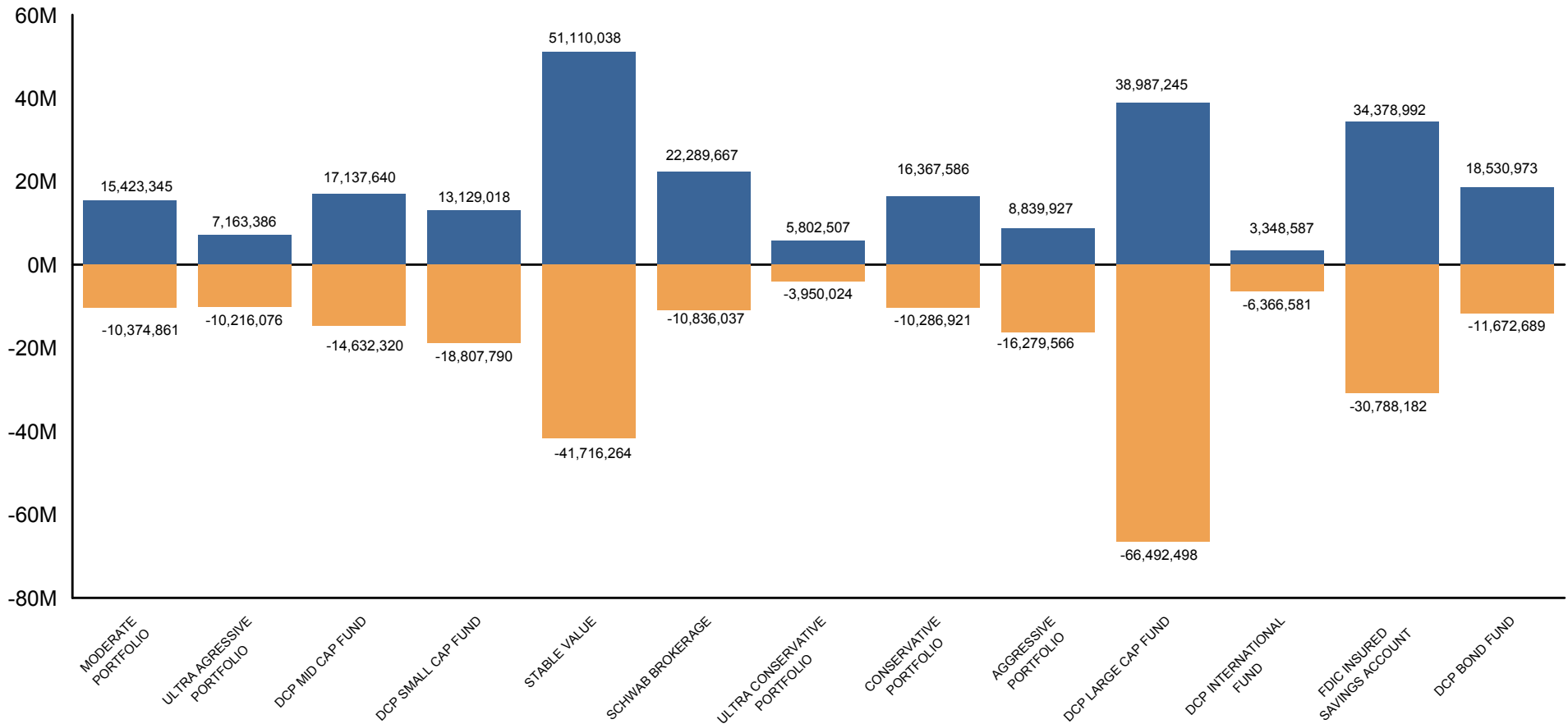
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Transfer Activity by Investment

April 1, 2019 to June 30, 2019

CITY OF LOS ANGELES



Transfer Activity by Investment

April 1, 2019 to June 30, 2019

CITY OF LOS ANGELES

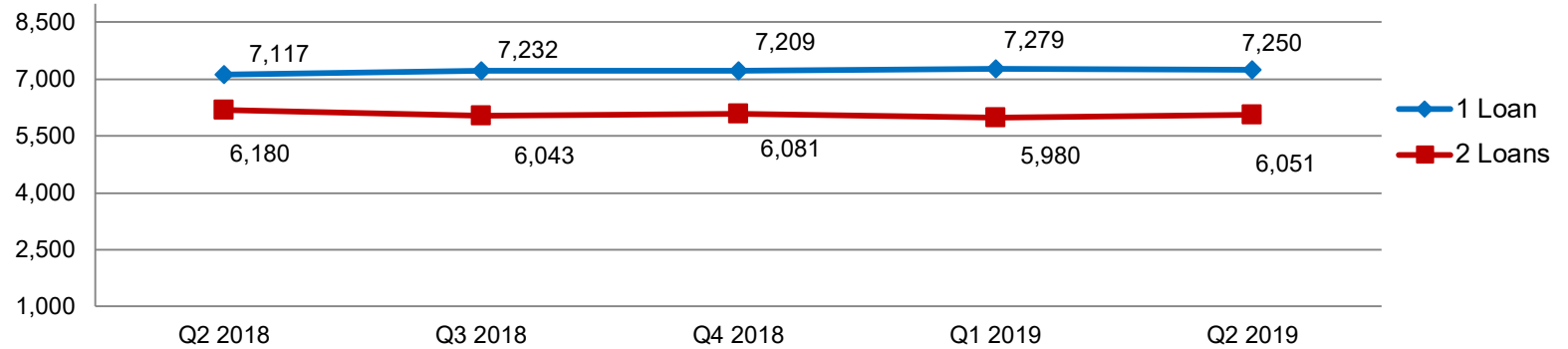
Investment Name	Transfers In	Transfers Out	Net
SCHWAB BROKERAGE	\$22,289,667	\$-10,836,037	\$11,453,630
FDIC INSURED SAVINGS ACCOUNT	\$34,378,992	\$-30,788,182	\$3,590,810
STABLE VALUE	\$51,110,038	\$-41,716,264	\$9,393,773
ULTRA CONSERVATIVE PORTFOLIO	\$5,802,507	\$-3,950,024	\$1,852,483
CONSERVATIVE PORTFOLIO	\$16,367,586	\$-10,286,921	\$6,080,666
MODERATE PORTFOLIO	\$15,423,345	\$-10,374,861	\$5,048,484
AGGRESSIVE PORTFOLIO	\$8,839,927	\$-16,279,566	-\$7,439,640
ULTRA AGGRESSIVE PORTFOLIO	\$7,163,386	\$-10,216,076	-\$3,052,690
DCP BOND FUND	\$18,530,973	\$-11,672,689	\$6,858,284
DCP LARGE CAP FUND	\$38,987,245	\$-66,492,498	-\$27,505,252
DCP MID CAP FUND	\$17,137,640	\$-14,632,320	\$2,505,320
DCP SMALL CAP FUND	\$13,129,018	\$-18,807,790	-\$5,678,772
DCP INTERNATIONAL FUND	\$3,348,587	\$-6,366,581	-\$3,017,994

Loan Trending

As of June 30, 2019

CITY OF LOS ANGELES

1 Loan versus 2 Loans

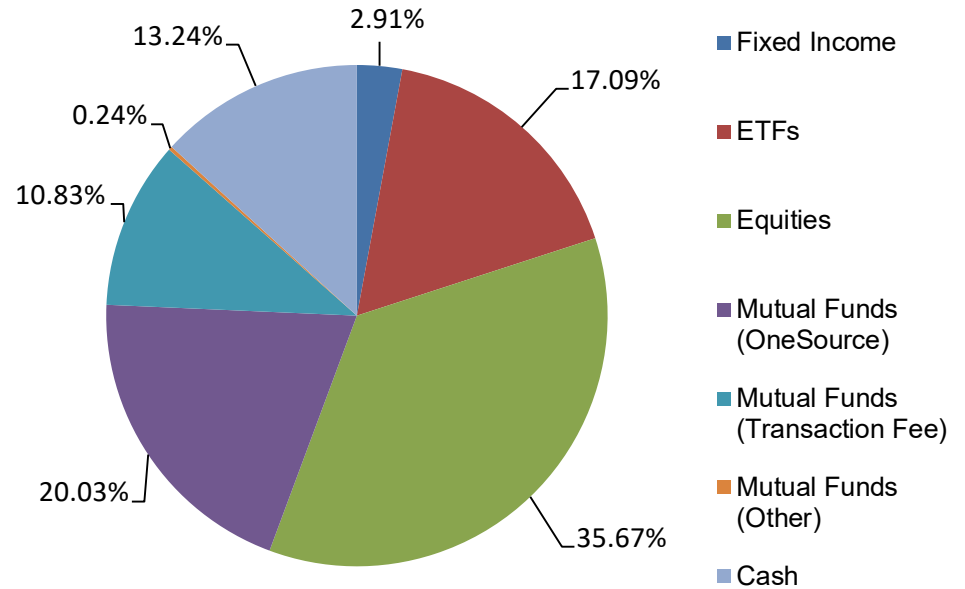
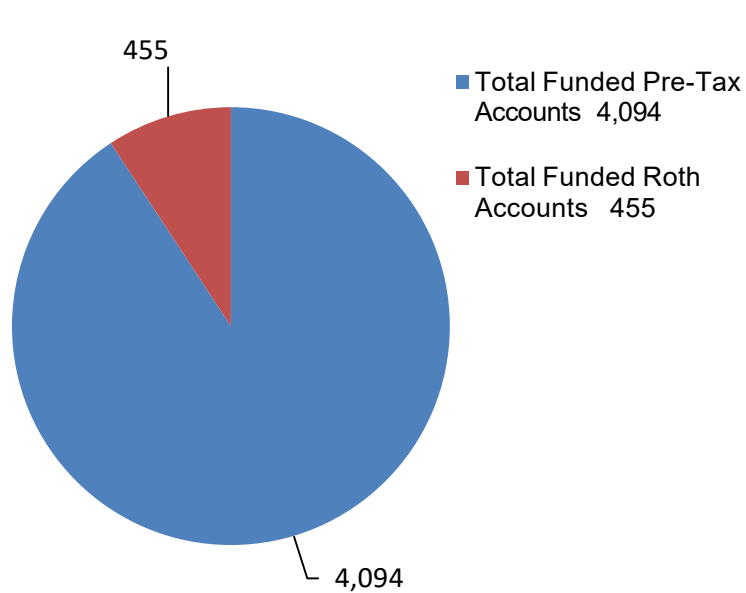


	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Total Participants with Loans:	13,297	13,275	13,290	13,259	13,301
Total Number of Outstanding Loans:	19,477	19,318	19,371	19,239	19,352
Number of General Loans:	17,594	17,436	17,506	17,410	17,556
Number of Residential Loans	1,886	1,885	1,868	1,832	1,799
Total Outstanding Loan Balance	\$197,308,202	\$196,454,202	\$191,251,375	\$188,655,840	\$192,084,242
General Loan Balance:	\$162,736,394	\$156,824,370	\$157,905,055	\$155,813,319	\$159,719,551
Residential Loan Balance:	\$34,571,808	\$33,650,304	\$33,346,320	\$32,842,522	\$32,364,691
Number of Re-amortized:	266	185	187	144	209
Number of Loan Defaults:	173	171	108	113	126
New Loans Initiated:	1,627	1,511	1,524	1,417	1,767
New Loans Active Participants:	1,561	1,449	1,447	1,354	1,673
New Loans Retirees:	66	62	77	63	94

SDBA Summary

As of June 30, 2019

CITY OF LOS ANGELES



Total Funded Pre-Tax Accounts: 4,094
 Total Funded Roth Accounts: 455
 PCRA accounts opened this quarter: 194
 Total Advisor Managed Funded SDBO Accounts: 1,019

Historical SDBA Data

As of June 30, 2019

CITY OF LOS ANGELES

Plan Profile Information	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Total Funded Pre-Tax Accounts:	3,592	3,717	3,813	3,922	4,094
Total Funded Roth Accounts	346	373	396	417	455
PCRA accounts opened during quarter	101	136	114	153	194
Total Advisor Managed Funded	689	752	820	882	1,019

Market Value Allocation - All Assets	Q2 2018	Q3 2018	Q4 2018Q	Q1 2019	
Fixed Income	0.88%	1.04%	1.57%	2.14%	2.91%
ETFs	15.33%	15.53%	16.61%	16.87%	17.09%
Equities	37.53%	37.63%	34.60%	36.07%	35.67%
Mutual Funds (OneSource)	20.88%	21.04%	21.00%	20.43%	20.03%
Mutual Funds (Transaction Fee)	10.85%	10.85%	10.99%	11.09%	10.83%
Mutual Funds (Other)	0.30%	0.30%	0.29%	0.26%	0.24%
Cash	14.22%	13.61%	14.94%	13.14%	13.24%



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Participant Services



Digital Engagement Report

Retirement Calculator

Q2 2019

Retirement Calculator Engagement

21% of participants took action after using the Retirement Calculator


- 211 participants changed deferral rates from 4.8% to 6.9%
- 1,109 participants changed deferral amount from \$303 to \$347
- 432 participants changed fund allocation
- 35 participants rolled money into the Plan

Activity	Number of Participants
Logged in with access to the Retirement Calculator	20,339
Engaged and interacted with the Retirement Calculator	7,059 (50%)
Took Action after using the Retirement Calculator	1,461 (21%)

- 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)

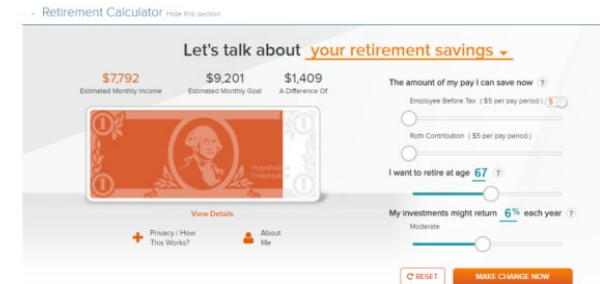
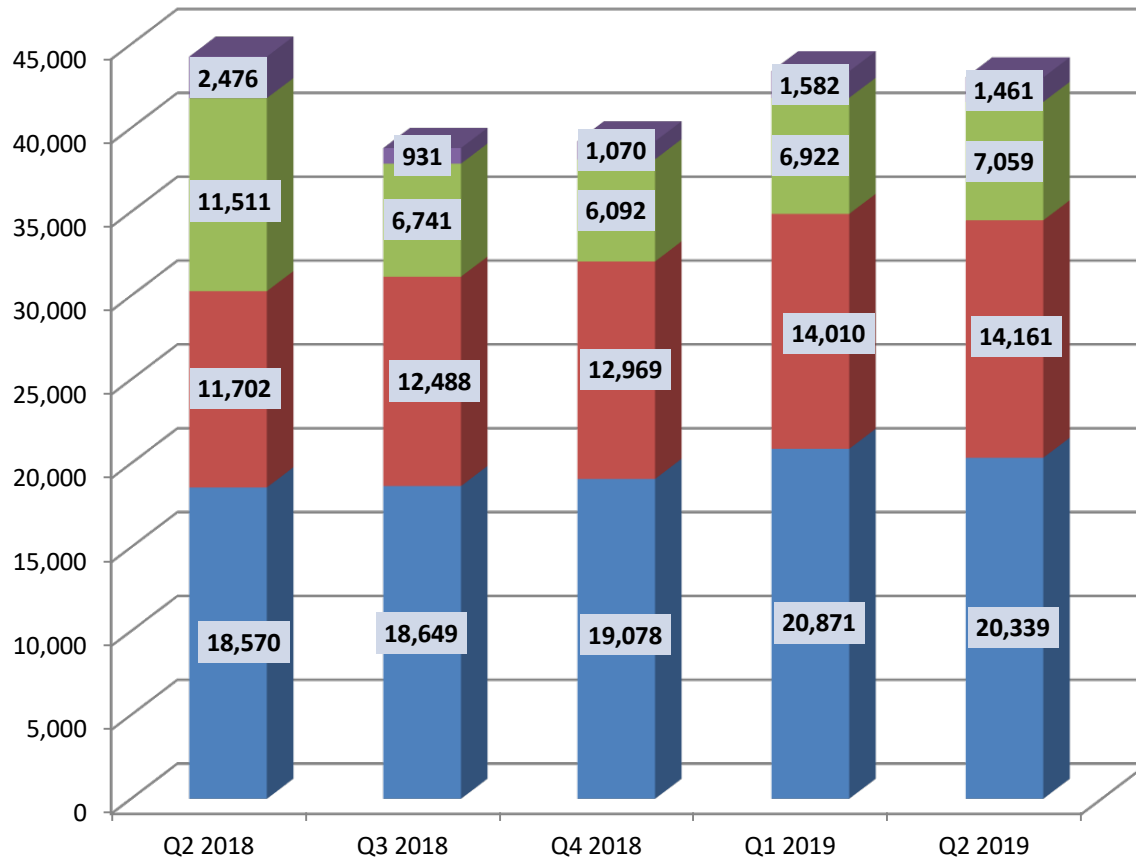
Roth Contribution (\$5 per pay period)

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

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

Digital Engagement Report

Retirement Calculator



- Took action after using Retirement Calculator
- Engaged and interacted with Retirement Calculator
- Viewed Retirement Calculator
- Logged in with access to Retirement Calculator

	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Viewed Retirement Calculator	63%	67%	68%	67%	70%
Engaged and interacted with Retirement Calculator	98%	54%	47%	49%	50%
Took action after using Retirement Calculator	22%	14%	18%	23%	21%

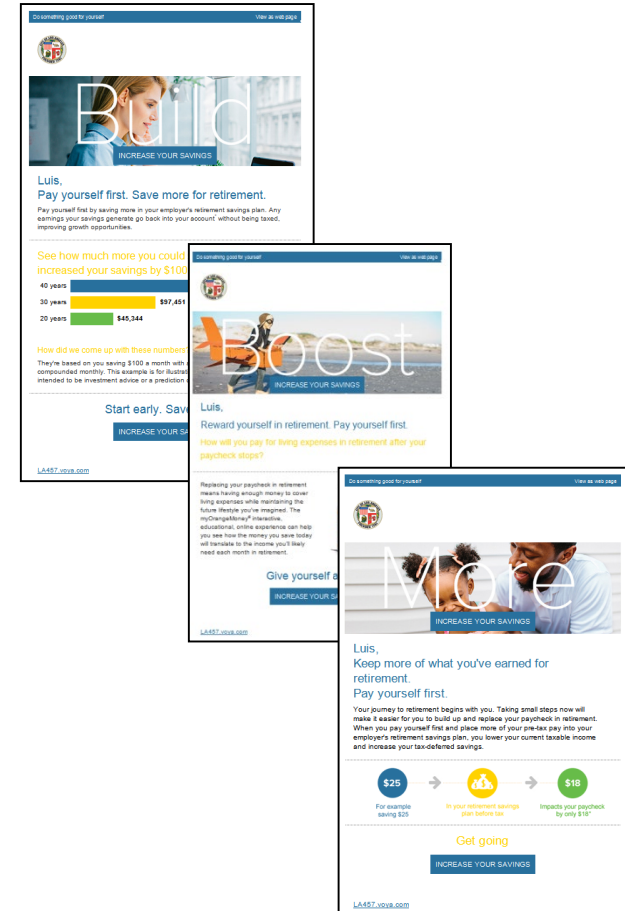
Save More Journey Results

Q2 2019

6% of participants targeted took action after receiving the Save More Journey:

- 4 participants changed their deferral rate
- 19 participants are saving an average of \$70 more per period (from \$324 to \$394)

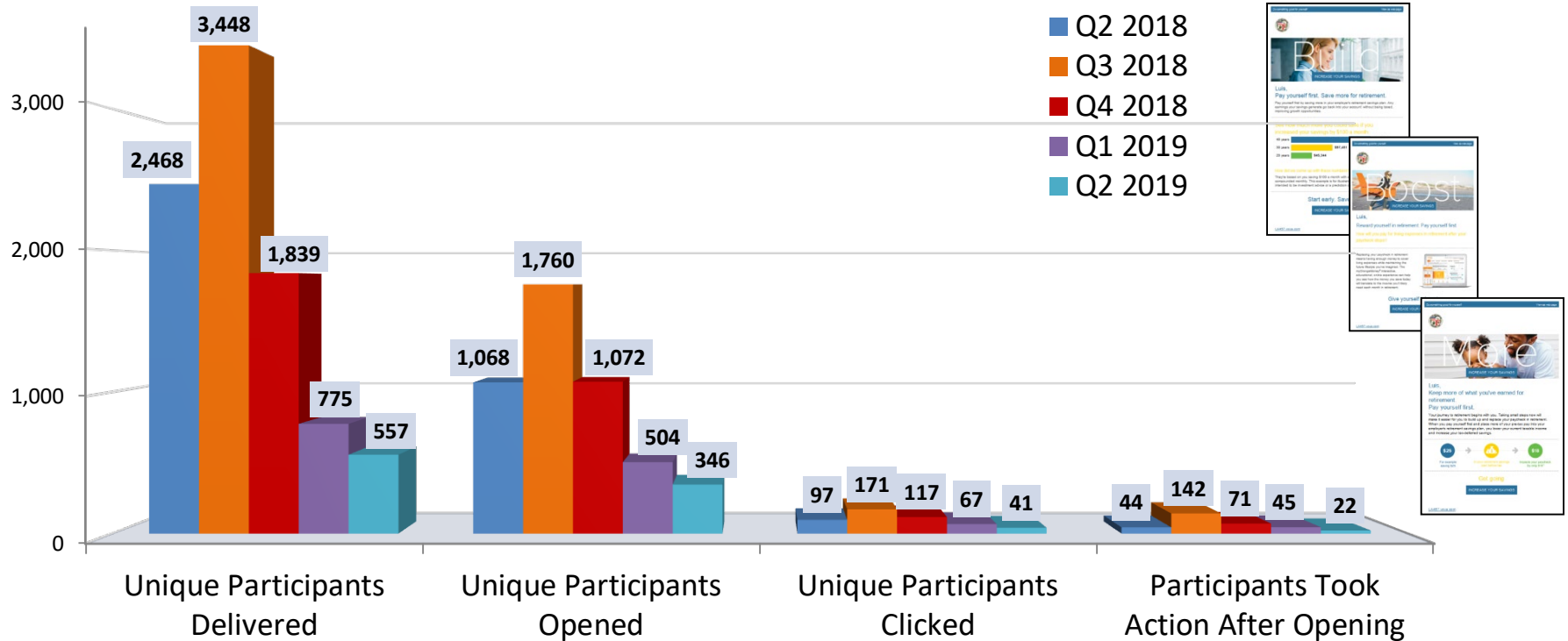
Unique Participant Activity	As of 6/30/2019
Participants reached (Delivered)	557
Participants interested (Opens)	346 (62%)
Participants engaged (Email clicks)	41 (12%)
Participants took action after opening	22 (6%)



Taking an action refers to making a contribution change. Data is as of 6/30/2019

Save More Journey Results

Q2 2018 – Q2 2019



	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Percent Opened	43%	51%	58%	65%	62%
Percent Clicked	9%	10%	11%	13%	12%
Percent Action Taken	4%	8%	7%	9%	6%

Taking an action refers to making a contribution change. Data is as of 06/30/2019

Restart Savings Journey Results

Q2 2019

13% of participants targeted resumed contributions after opening a Restart Savings email

- 3 participants are saving an average of 4.5% more per pay period (from 0% to 4.5%)
- 11 participants are saving an average of \$175 more per pay period (from \$0 to \$175)

Unique Participant Activity	As of 6/30/2019
Participants reached (Delivered)	164
Participants interested (Opens)	97 (59%)
Participants engaged (Email clicks)	13 (13%)
Participants took action after opening	13 (13%)

Taking an action refers to making a contribution change. Data is as of 6/30/2019

The screenshot shows the top portion of an email. At the top, a dark blue banner contains the text "Don't miss the opportunity to get your retirement savings back on track" and a "View in browser" link. Below this is the Fidelity logo. The main heading reads "Help get your retirement savings back on track." followed by a "RESTART YOUR SAVINGS" button. The body text asks, "Do you need help understanding how your savings now translates into income during retirement?" and promotes the "myOrangeMoney" interactive experience. It includes a link to "Log in to your retirement account today" and a phone icon with the text "Have questions? Call us at 1-844-523-2457." At the bottom, there are links for "Voya.com", "Privacy Policy", "Terms of Use", and "Unsubscribe", along with the Voya Financial logo and copyright information: "3053652.X.P © 2019 Voya Services Company. All rights reserved. CN0918-45001-10200".

Financial Wellness Journey Results

Q2 2019

142 (3%) of participants targeted clicked after receiving the Financial Wellness Journey:

Unique Participant Activity	As of 6/30/2019
Participants reached (Delivered)	13,380
Participants interested (Opens)	5,003 (37%)
Participants engaged (Email clicks)	616 (12%)

Taking an action refers to making a contribution change. Data is as of 6/30/2019

Your financial wellness journey View as web page

Spending less than you make is critical to financial health.

We know that life happens and sometimes we have to spend more than we make. But establishing good spending and saving habits can help you achieve your goals. Log in to the Financial Wellness experience to learn more.

And while you're there, update your assessment so we can continue to deliver helpful resources.

[EXPLORE MORE](#)

Short on time? Watch this quick video on establishing healthy spending and saving habits.

[WATCH NOW](#)

[Voya.com](#) | [Privacy Policy](#) | [Terms of Use](#) | [Unsubscribe](#)
 3905214, 8 P © 2019 Voya Services Company. All rights reserved. CN799583_1229

VOYA FINANCIAL Your Financial Wellness Plan

Insurance can help you protect what matters to you.

- Protection
- Spending & Saving
- Emergency fund
- Retirement
- Debt
- Other Goals

Health and disability coverages are critical during your working years. Determine if closing coverage gaps in these areas to protect against the unexpected is the right thing for you. [SCORE DETAILS](#)

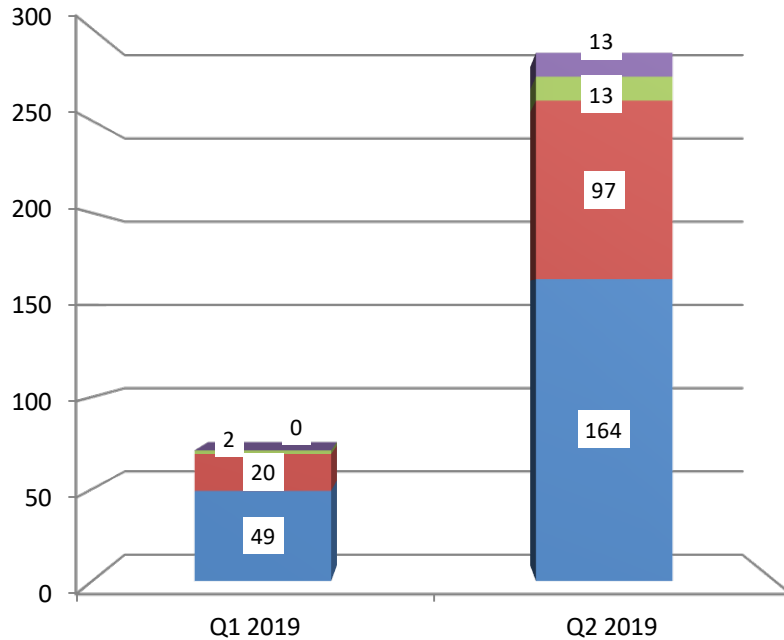
Protect Your Earnings

[LEARN MORE](#)

- Prepare for Healthcare in Retirement**
 Keep yourself healthy, wealthy, and wise.
[LEARN MORE](#)
- Consider Life Insurance**
 Learn about protecting your loved ones.
[LEARN MORE](#)

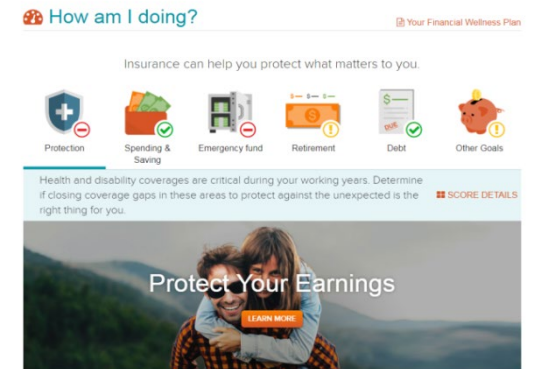
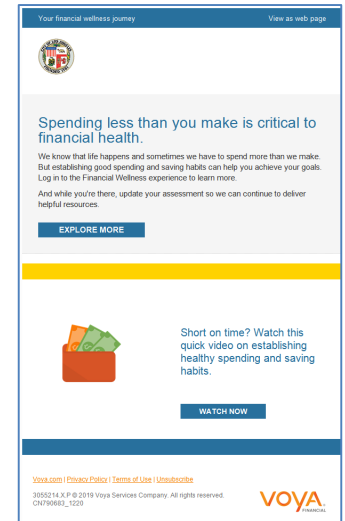
Financial Wellness Journey Results

Q1 – Q2 2019



- Participants Took Action After Opening
- Unique Participants Clicked
- Unique Participants Opened
- Unique Participants Delivered

	Q1 2019	Q2 2019
Unique Participants Delivered	49	164
Unique Participants Opened	20	97
Unique Participants Clicked	2	13
Participants Took Action After Opening	0	13
Percent Opened	41%	59%
Percent Clicked	10%	13%
Percent Action Taken	0%	100%



Beneficiary Journey Results

Q2 2019

75% of participants targeted took opened the Beneficiary email.


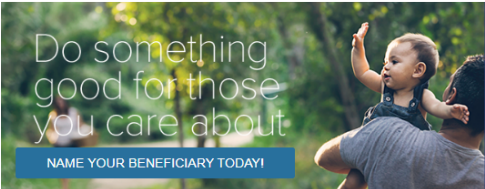
Unique Participant Activity	As of 6/30/2019
Participants reached (Delivered)	4*
Participants interested (Opens)	3 (50%)
Unique Participants Clicked	1 (33%)
Participants Took Action After Opening	1 (100%)

*Lower send rate during this quarter as beneficiary journey was paused for updates.

	Q1 2019	Q2 2019
Percent Opened	50%	50%
Percent Clicked	0%	33%
Percent Action Taken	0%	100%

Taking an action refers to making a contribution change. Data is as of 6/30/2019

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).

Digital Engagement Report

Loans

Q2 2019

738 participants used loan guidance

- 277 (38%) used loan guidance and didn't take a loan
- 461 (62%) participants used loan guidance and went on to take a loan

564 skipped guidance and clicked on "request a loan"

- 113 (20%) participants skipped guidance and didn't take a loan
- 451 (80%) participants skipped guidance and went on to take a loan

	Q1 2019	Q2 2019
used loan guidance and didn't take a loan	43%	38%
used loan guidance and went on to take a loan	57%	62%
skipped guidance and didn't take a loan	23%	20%
skipped guidance and went on to take a loan	77%	80%

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](#)

Digital Engagement Report

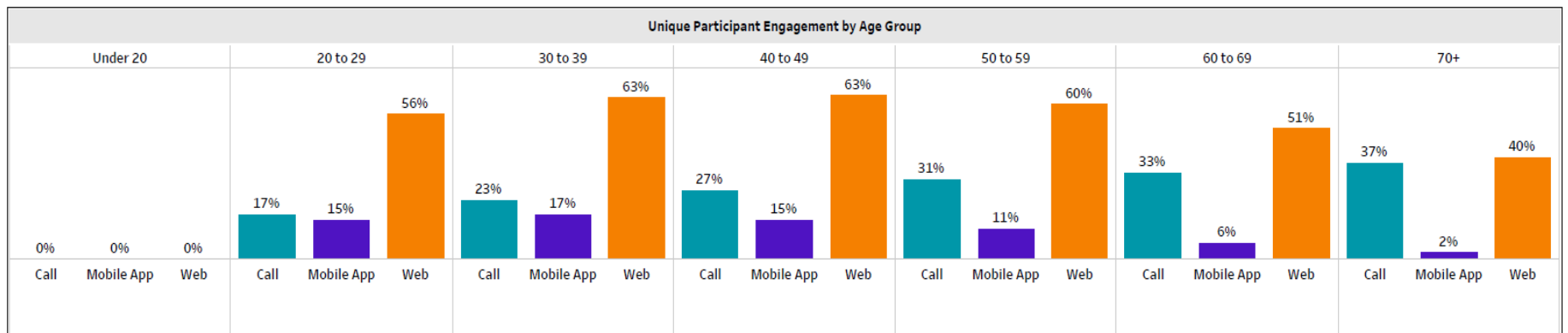
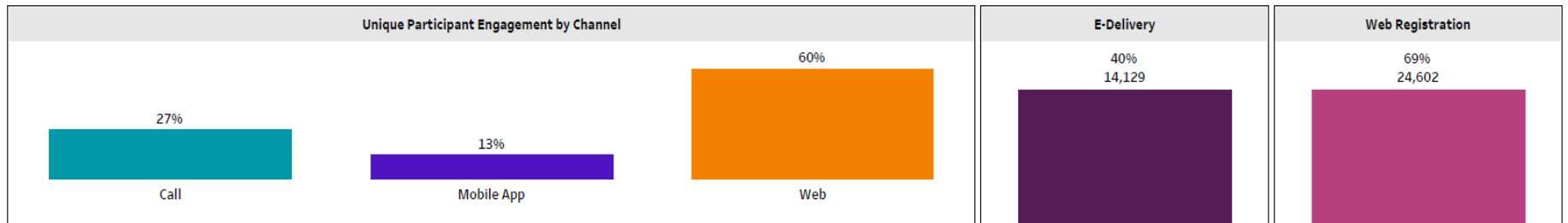
Retirement Metrics that Matter

As of 06/30/2019

Engagement

69% of plan participants have engaged (used web, mobile, or called*) over the last 12 months

60% of plan participants have digitally engaged over the last 12 months

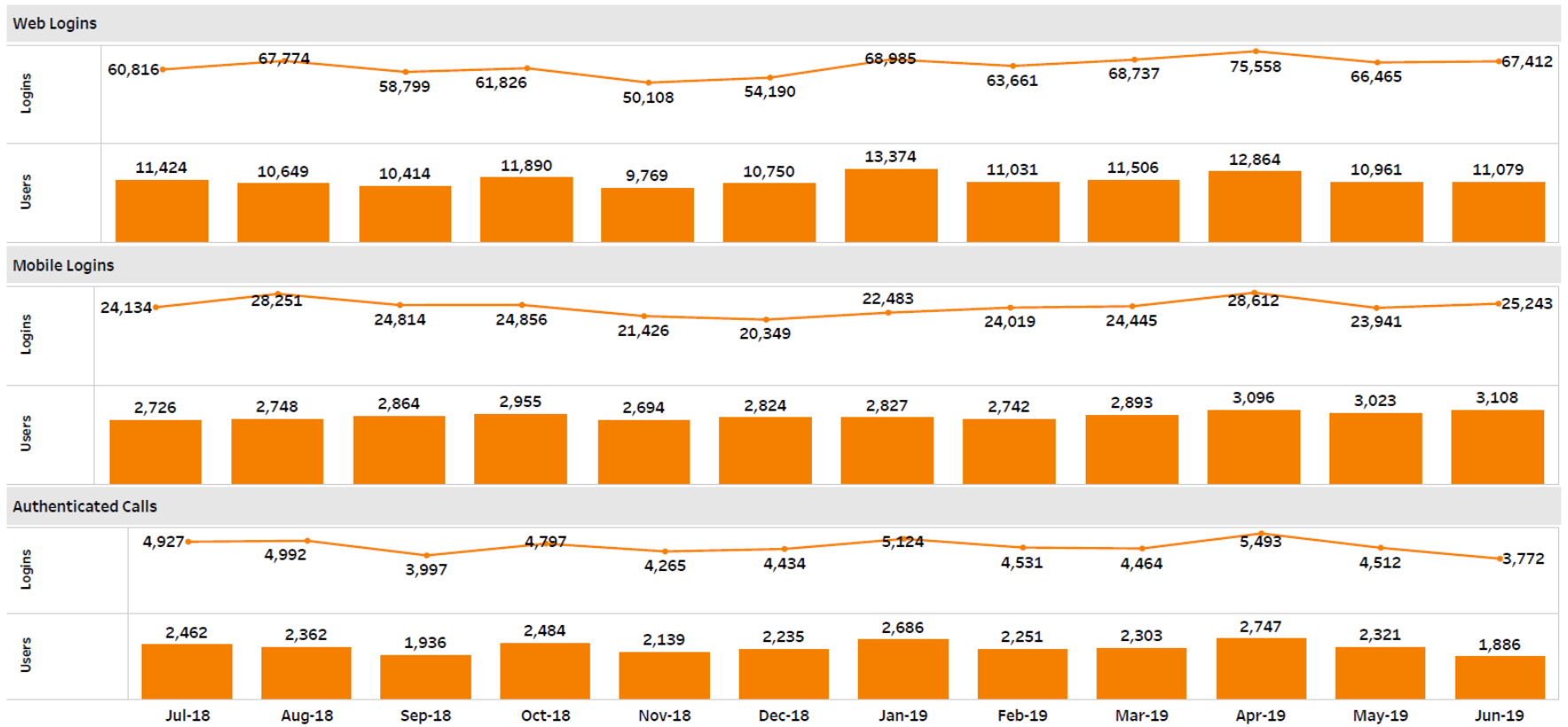


Digital Engagement Report

Retirement Metrics that Matter

As of 06/30/2019

Engagement



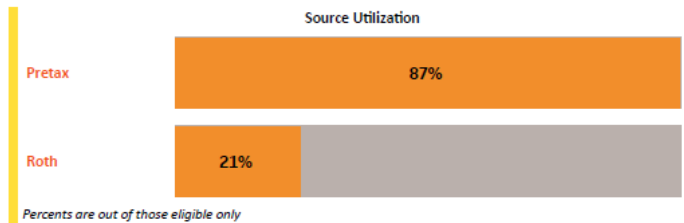
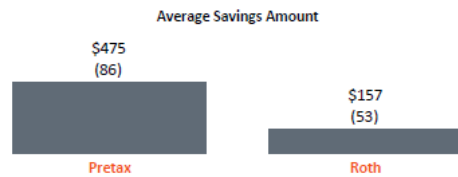
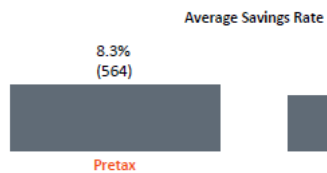
Digital Engagement Report

Enrollment

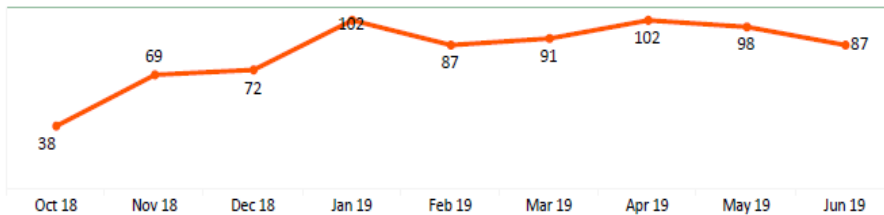
As of 06/30/2019

Web Enrollments	Average Savings %	Average Savings \$	Managed Account Adoption	Rate Escalate
746	8.7% (626)	\$413 (119)		33.6% (251)

Savings Election by Source



Web Enrollments



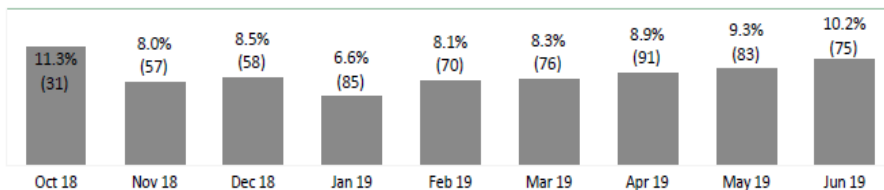
Auto Enroll Choice Analysis

Out of the 2 customers that viewed the Auto Enroll Choice Page, 50% chose to personalize their enrollment

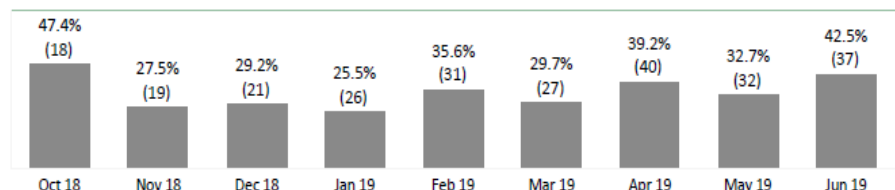


Those that did not make a web election will likely be auto enrolled if they do nothing else.

Savings Rate



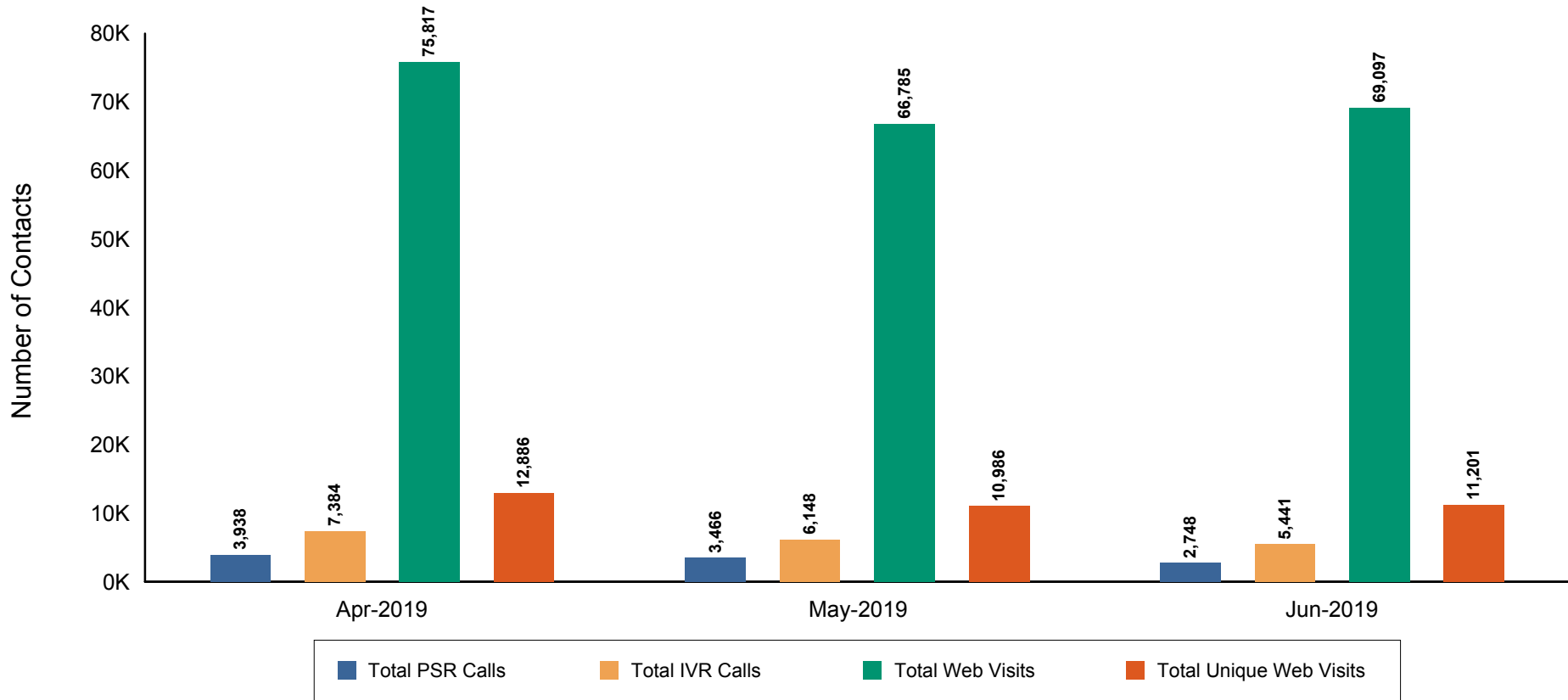
Rate Escalate



Participant Contact Summary

April 1, 2019 to June 30, 2019

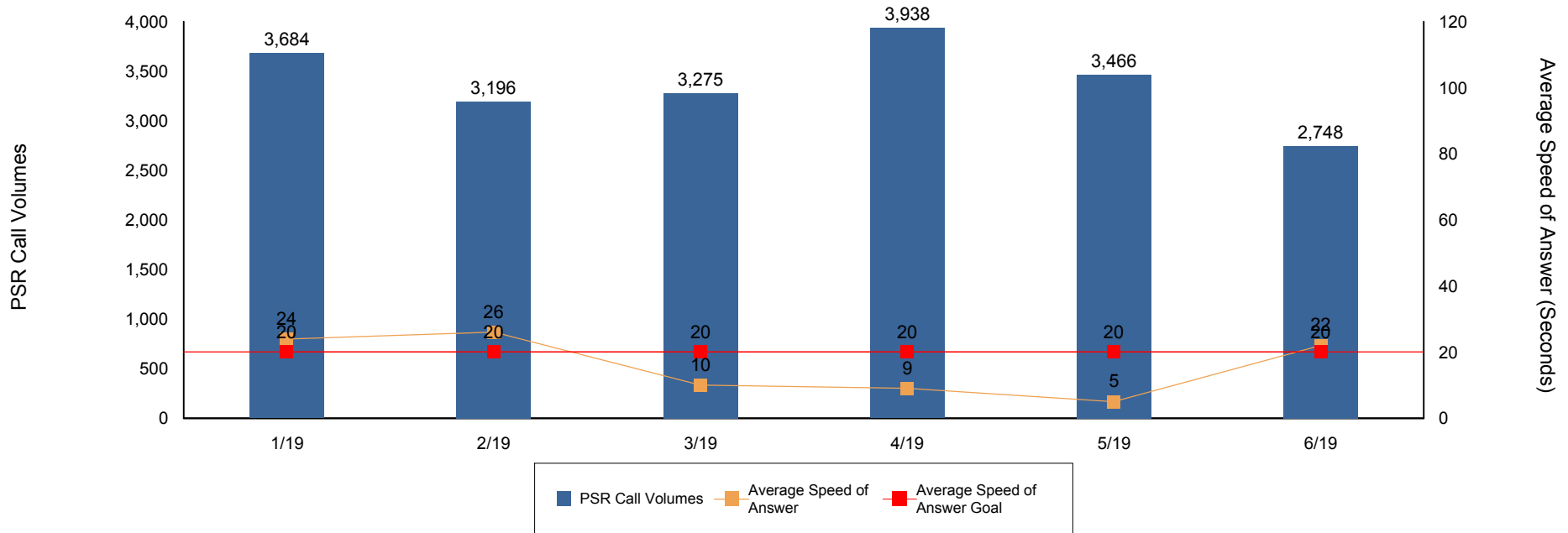
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Participant Service Representative (PSR) Activity

January 01, 2019 to June 30, 2019

CITY OF LOS ANGELES

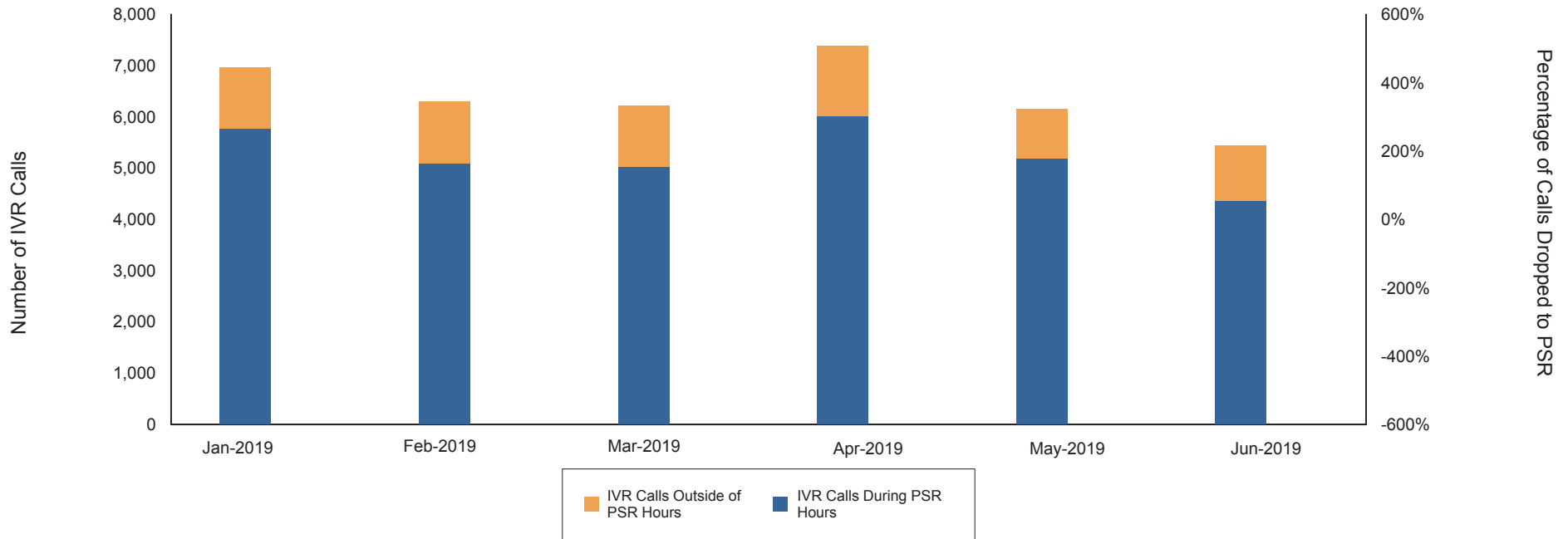


Reporting Period	PSR Call Volume	Average Speed of Answer (Seconds)	Average Call Length (Minutes)
Jan-2019	3,684	24	6.73
Feb-2019	3,196	26	6.52
Mar-2019	3,275	10	6.55
Apr-2019	3,938	9	6.70
May-2019	3,466	5	6.40
Jun-2019	2,748	22	6.38

IVR Activity

January 01, 2019 to June 30, 2019

CITY OF LOS ANGELES

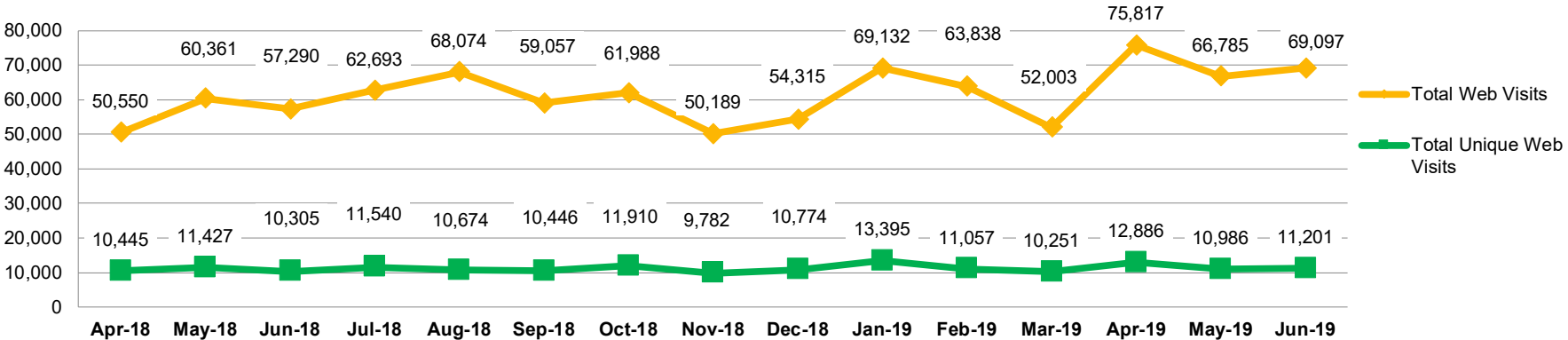
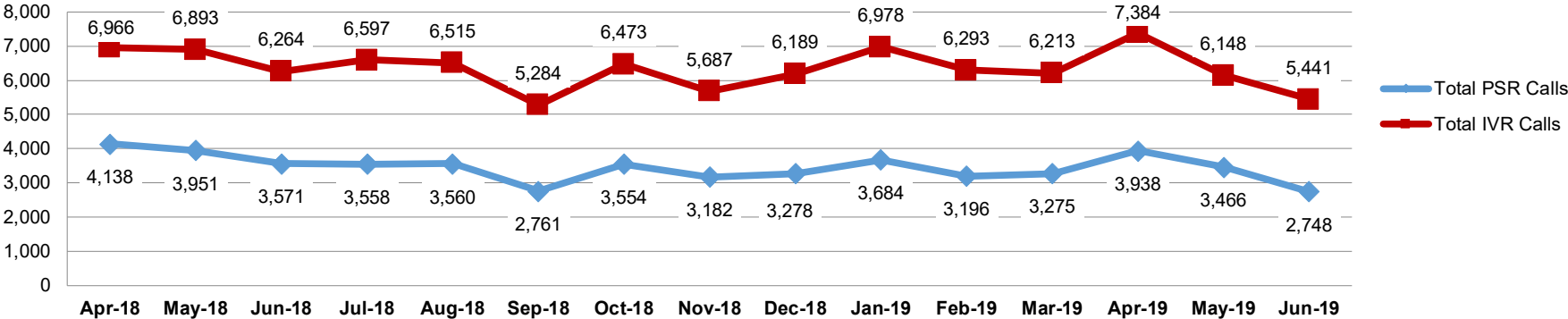


Date	Total IVR Calls	IVR Calls During PSR Hours	IVR Calls Outside of PSR Hours	IVR Calls Transferred to PSR
Jan-2019	6,978	5,775	1,203	3,730
Feb-2019	6,293	5,084	1,209	3,246
Mar-2019	6,213	5,023	1,190	3,294
Apr-2019	7,384	6,010	1,374	3,961
May-2019	6,148	5,188	960	3,476
Jun-2019	5,441	4,370	1,071	2,801

Participant Contact Trending

As of June 30, 2019

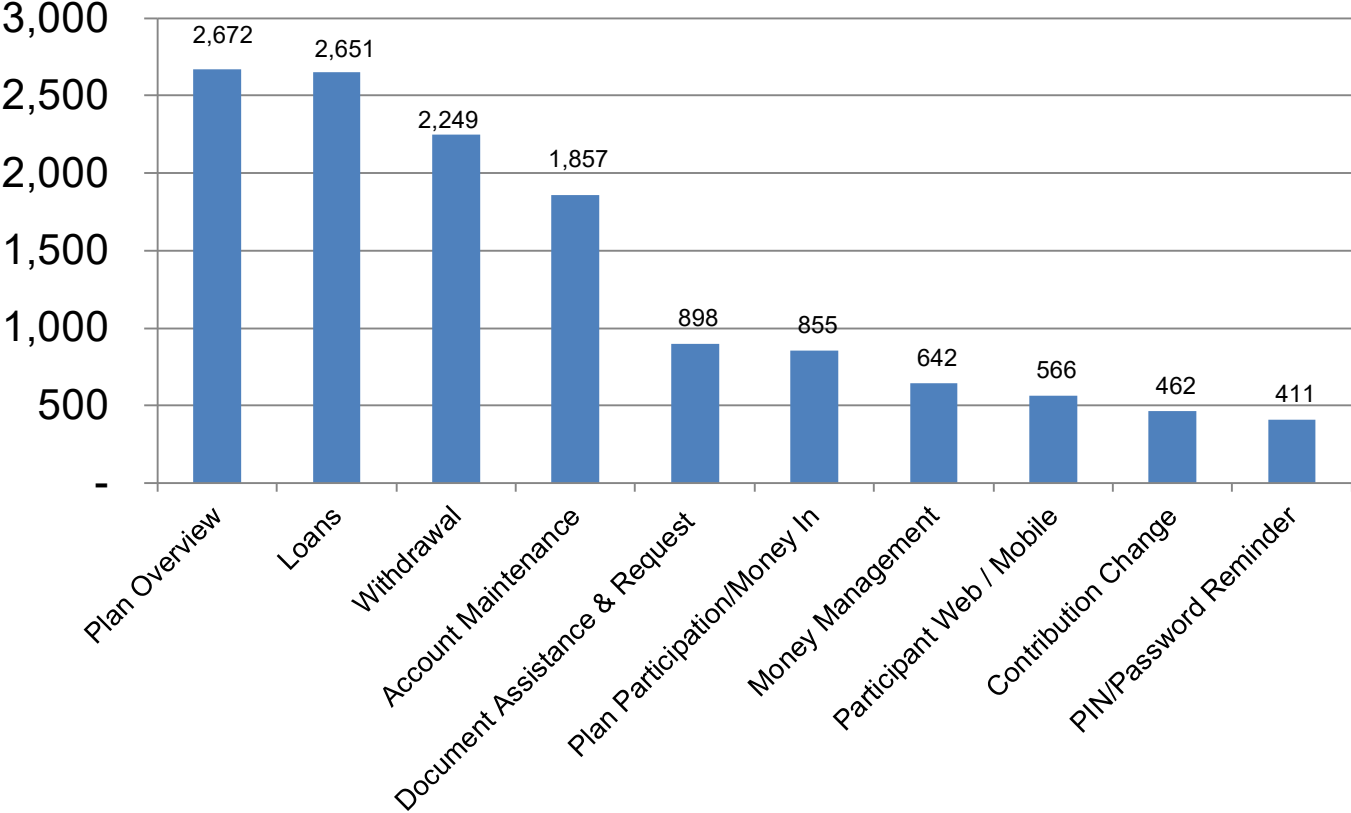
CITY OF LOS ANGELES



Participant Service Representative Activity: Top Ten Call Reasons

January 1, 2019 to June 30, 2019

CITY OF LOS ANGELES



Participant Service Representative Activity: Top Ten Call Reasons Trending

As of June 30, 2019

CITY OF LOS ANGELES

Call Type	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Plan Overview	3,281	2,976	2,808	3,323	2,249
Loans	2,946	2,508	2,375	2,585	2,651
Withdrawal	2,133	1,914	1,800	2,225	2,249
Account Maintenance	1,031	1,168	982	1,069	1,857
Plan Participation/Money In	753	732	840	923	855
Document Assistance & Request	892	672	700	753	898
Money Management	505	577	533	533	642
Participant Web / Mobile	766	524	483	523	566
PIN/Password Reminder	-	487	493	588	411
Contribution Change	507	447	572	542	462
Contact Information	572	-	523	-	-
Account Balance	-	-	-	-	-

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)

As of June 30, 2019

CITY OF LOS ANGELES

Paperless Transaction Description	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019
Address Change	221	241	236	213	260	253
Banking Information	988	919	811	688	782	760
Beneficiary Election	1,142	825	782	650	790	731
Contribution Rate Change	6,377	4,544	4,969	5,032	5,697	5,163
Contribution Rate Escalator	94	60	55	29	31	25
Enrollments	727	438	484	245	313	320
Form Request	426	348		306	292	352
Fund to Fund Transfer	3,748	2,510	2,618	2,984	2,422	2,510
In-service Withdrawal	1,158	986	1,074	1,053	1,360	1,500
Investment Election Change	2,462	1,775	2,079	1,942	1,838	1,753
Investment Reallocation	1,697	1,009	1,142	1,409	1,121	1,025
Rebalance Election	75	51	60	53	64	37
Loan Repayment ACH Election	63	65	45	37	42	82
New Loans Issued	1,218	1,518	1,355	1,360	1,273	1,567
Online Loan Payoff via ACH	2,181	1,908	1,718	1,494	1,519	1,603
Termination Distribution	244	161	175	136	181	194

Plan Enhancement Highlights

As of June 30, 2019

CITY OF LOS ANGELES

Highlighted Enhancements
2017 - 2019

Participant website enrollment deployment

In-Kind SDBO distributions

Participant survey / Quarterly exit survey

Pay Admin for City of LA DCP staff

LAPPL Auto Enrollment

Resource Management

Rollover Contribution Directly to Schwab

Highlighted Enhancements
under review

Sworn participants accounts created without addresses

Voya to Schwab SSO

See appendix for full list of Plan Enhancements



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Local Service Center



Local Retirement Counselors

April 1, 2019 - June 30, 2019



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

Highlights from 2Q 2019

Animal Services

- Conducted 7 meetings at each of the 6 locations

Library Outreach

- Conducted 30 meetings at various libraries

Public Works - Sanitation

- Conducted Table Service and Presentations at 15 Sanitation yards. In addition, we visited Board of Public Works, Engineering, and Street Services for a total of 21 visits to Public Works.

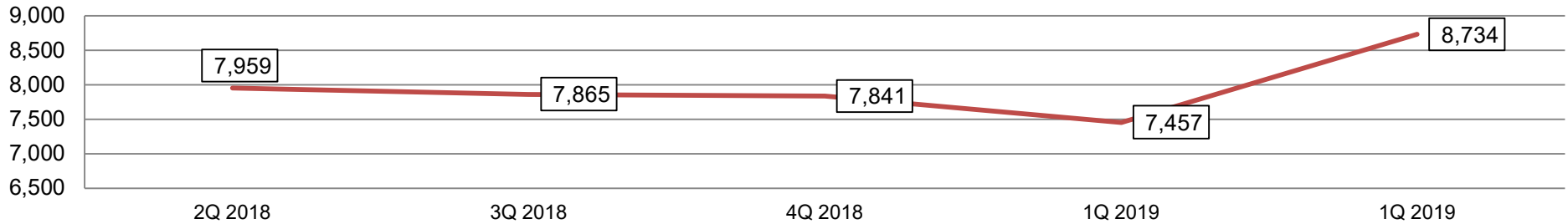
Activity by Quarter

	2Q 2018	3Q 2018	4Q 2018	1Q 2019	2Q 2019
Total Site Visits	113	97	92	109	155
Enrollments	341	216	224	294	446
Meeting Attendees	3,132	2,754	2,866	2,483	3,957
Call Totals	3,606	4,066	3,632	3,332	3,139
Counter Service	1,108	948	1,038	1,152	997
Emails	-	-	213	381	486
Total Participant Interaction	7,959	7,865	7,841	7,457	8,734

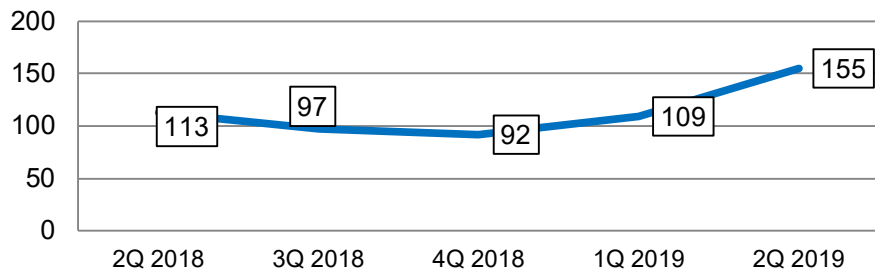
Local Retirement Counselors

As of June 30, 2019

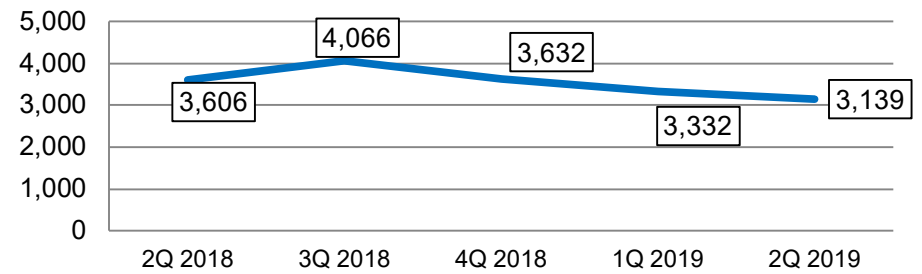
Total Participant Interaction



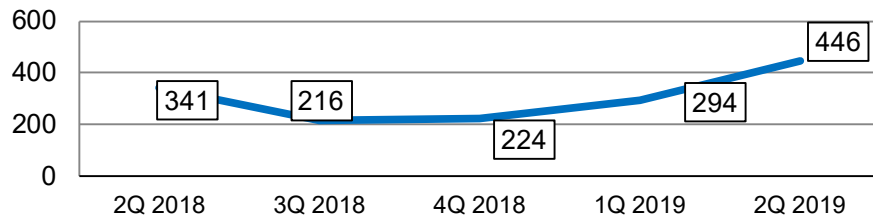
Total Site Visits



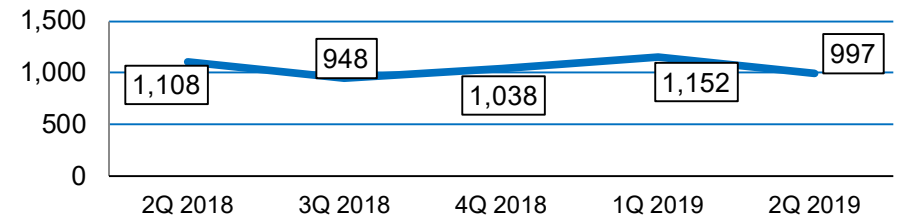
Total Calls



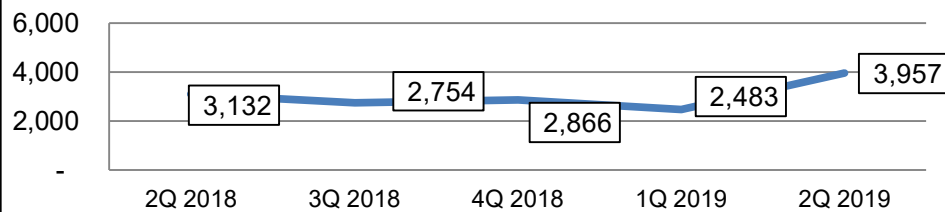
Enrollments



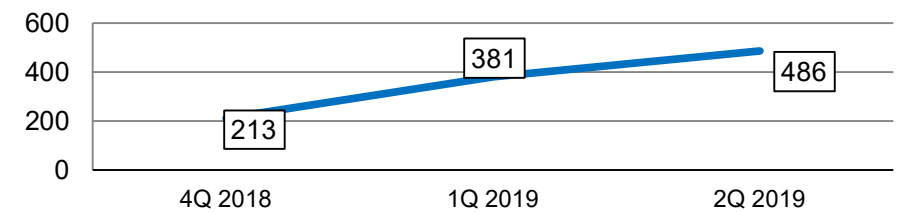
Counter Service



Meeting Attendees



Emails



Local Retirement Counselors

As of June 30, 2019

Site Visits by Quarter

Location	2Q 2018	3Q 2018	4Q 2018	1Q 2019	2Q 2019
Animal Services	3	-	-	-	7
Board of Public Works	-	-	-	-	1
Building & Safety	-	1	-	-	-
City Hall	1	2	-	-	-
Council	-	1	2	1	-
Cultural Affairs	-	-	-	-	1
DWP	20	21	19	18	26
Economic Workforce & Development Department	-	-	-	2	-
Elected Staff	-	-	-	-	1
Farmer's Market	9	-	-	-	-
Fig Plaza	2	-	-	5	-
General Services	1	-	-	4	-
Housing	-	-	-	2	-
ITA	-	-	-	-	1
LACERS	11	11	14	11	14
LAFD (Civilian)	1	1	-	-	5
LAFD (Sworn)	1	-	2	1	2
LAFPP	6	4	7	4	7
LAPD (Civilian)	8	4	3	1	3
LAPD (Sworn)	9	2	6	3	9
LAPPL	5	6	5	6	3
LAWA LAX	14	15	13	14	9
LAWA Van Nuys	-	1	-	-	1
LA Zoo & Botanical Gardens	-	1	-	2	-
Library	3	1	2	7	30
LiveWell Wellness Fair (City Hall)	1	-	-	-	1
Marvin Braude Building	1	3	3	3	3
Office of Finance	-	-	3	-	-
Personnel	-	-	-	5	-
Port of Los Angeles Harbor	3	3	4	3	4
Public Works Building	1	1	-	-	2
Public Works- Contracts Administration	-	2	1	1	-
Public Works- Engineering	-	-	1	-	1
Public Works- Sanitation	5	4	-	5	15
Public Works- Street Lighting	-	-	-	-	-
Public Works- Street Services	1	-	-	5	2
Public Works- Urban Forestry	-	-	1	-	-
Rec & Park	3	12	2	1	4
SEUI 721	-	-	-	1	1
Transportation	4	1	4	4	2
Total On-site Visits	113	97	92	109	155



CITY OF *Los Angeles*
DEFERRED COMPENSATION PLAN



Thank You





Appendix



Plan Enhancements and Customization 2017 - 2019

#	Topic	Detail
1.	My Orange Money	<ul style="list-style-type: none"> Voya customized the MyOM tool specifically for the City of LA
2.	Web - Future Date Deferral Change	<ul style="list-style-type: none"> Voya did custom web development to provide the option for City of LA participants to make a contribution deferral rate change to start at a specific payroll in the future. Current state for Voya web was all deferral rate changes are effective as soon as administratively possible.
3.	Web - One Time Deferral Change	<ul style="list-style-type: none"> Enhancements and Customization completed 2017 - 2019
4.	Sponsor Web custom information	<ul style="list-style-type: none"> To assist the City of LA staff Voya coded 10 additional custom data fields to be available on the Sponsor Web system
5.	Payments to Defaulted Loans	<ul style="list-style-type: none"> City collects payments for defaulted loans via payroll deduction and sends to Voya included with other payroll deduction loan payments This is not industry standard and required code change at Voya to accommodate Voya also accommodated the "offset" process to allow participants to opt out of the above process
6.	Fund Specific Distributions	<ul style="list-style-type: none"> Voya standard process is to pay distributions and withdrawals pro rata across the available funds in a person's account Voya coded to accommodate two custom options to allow <ul style="list-style-type: none"> Stable Value fund balance first followed by pro rata from other investments Other investments pro rata first followed by the Stable Value fund balance
7.	Confirmation Statement Customization	<ul style="list-style-type: none"> Voya developed a customized Loan Payment Coupon and a fully customized Termination Notification confirm
8.	Sworn and Active address updates	<ul style="list-style-type: none"> Address information for this population is not provided through payroll. Voya did special setup in the system to allow just this group or employees change their address at Voya even if they are still actively employed. Voya standard process is to allow only terminated participants to change their address.
9.	Customization of Voya standard forms	<ul style="list-style-type: none"> Voya worked with the City of LA to customize a number of our standard forms to sync up the participant experience with the City's vision.
10.	Web – Loan Payment label change	<ul style="list-style-type: none"> City requested "Loan Payment" label on the web site be changes to "Loan Status and Payment". Voya accommodated this code change
11.	Personal checks for loan payments	<ul style="list-style-type: none"> It is an exception to Voya standard practice to accept personal checks and Voya has made this exception
12.	Accelerated Loan Payments	<ul style="list-style-type: none"> Voya developed a process to allow patricians to make accelerated loan payments or payments to principle only that is not a loan payoff. These are not standard transaction allowed for loan payments at Voya
13.	Custom Fee programs	<ul style="list-style-type: none"> Programing was done at Voya to accommodate these two custom fees: Quarterly Administrative fee with LA calculation Quarterly Loan Maintenance fee for outstanding loans.
14.	Beneficiary Designation Update	<ul style="list-style-type: none"> Spousal consent updated to include domestic partner Allocation percentages updated to allow fractional percentages

Plan Enhancements and Customization 2017 - 2019

#	Topic	Detail
15.	Delivery Language on Participant Website	<ul style="list-style-type: none"> • Custom verbiage added for clarity of delivery timeframe
16.	Accrued Leave Form Storage	<ul style="list-style-type: none"> • Accrued Leave forms received in batches, indexed by participant id and stored in Task Manager Archive. 2011-current
17.	Customized message on statement notification email	<ul style="list-style-type: none"> • Custom messaging
18.	Facebook message of Pweb	<ul style="list-style-type: none"> • Custom messaging on participant website with Facebook link
19.	Installment Change Date	<ul style="list-style-type: none"> • Installment sweep dates were changed from last business day of month to first business day to prevent duplicate RMD payments during December sweep and to accommodate State Street Banking processing change Trade Date, taxability will be one business day after Trade Date (T+1).
20.	JAX Site Visit	<ul style="list-style-type: none"> • Jacksonville site overview for City of LA local representatives, culture training for CSA's •
21.	October 18 Site Visit	<ul style="list-style-type: none"> • Client visit to Braintree Corporate Office and Windsor Call Center
22.	Special Election Distributions	<ul style="list-style-type: none"> • Custom process for Special Election distributions to pay insurance premiums
23.	Internal OMNI Program Enhancements	<p>"Money-Out VBA programs were updated to accommodate:</p> <ul style="list-style-type: none"> • Automatic coding of Service Purchase Trustee and Address • Liquidation order- Stable Value First, Stable Value Last or Pro-rata • Loan Issue coding updated to auto-populate repayment frequency based off participant status
24.	Diversity Pweb Journey	<ul style="list-style-type: none"> • New personalized feature on participant website
25.	Loan Default Warnings	<ul style="list-style-type: none"> • All loan default warnings and compliance notices are mailed as well as posted to Participant Correspondence on website
26.	QDRO	<ul style="list-style-type: none"> • Custom QDRO calculation for accounts that include marital assets
27.	Separate Investment elections for Roth and Non-Roth	<ul style="list-style-type: none"> • Investment Investments update to allow participants to choose separate elections for Roth and Non-Roth
28.	Transfer to SDBA by source Roth or Non-Roth	<ul style="list-style-type: none"> • Fund transfer between core account and SDBA updated to allow participant to choose by source Roth or Non-Roth
29.	Rollover Contribution Directly to SDBA	<ul style="list-style-type: none"> • Update to allow participants to elect to allocate rollover contributions directly to SDBA
30.	Rollover Distributions by Wire	<ul style="list-style-type: none"> • Allow rollover distributions to be sent via fed wire to the receiving institution. • Minimum Distribution 100K
31.	Pay Admin Demographic Updates	<ul style="list-style-type: none"> • To assist the City of LA staff Pay Admin was provided to allow staff to update participant status in real-time



CITY OF LA 457 DEFERRED COMP

Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

As of 6/30/2019

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 6/30/2019

Plan Profile Information

Plan Type	457B
Total PCRA Assets	\$567,221,917
Total Funded PCRA Accounts	4,094
Total Roth Assets	\$11,805,655
Total Funded Roth Accounts	455
Total Advisor Managed PCRA Assets	\$188,208,401
Total Advisor Managed Funded PCRA Accounts	1,019
PCRA Accounts Opened This Quarter	194
PCRA Assets In and Out This Quarter*	\$16,632,008
Average PCRA Account Balance	\$138,550

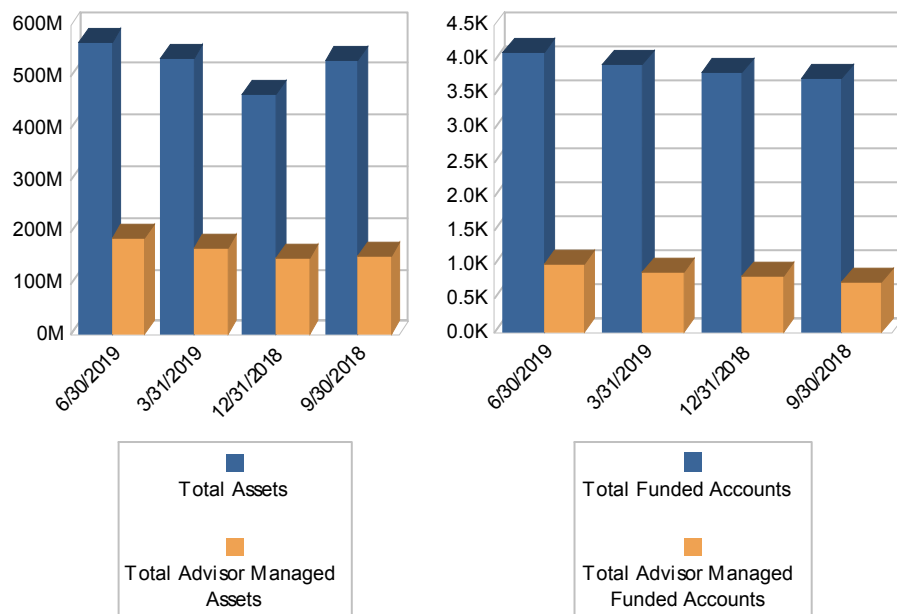
PCRA Participant Profile Information

Average Participant Age	52
Percent Male Participants	84%
Percent Female Participants	16%

Total Assets by Category

Cash Investments	\$75,084,839
Equities	\$202,349,610
ETFs	\$96,946,894
Fixed Income	\$16,491,843
Mutual Funds	\$176,426,085
Other	-\$77,353

Assets and Accounts (Trailing 4 Quarters)



Average Positions Per Account

Cash Investments	1.0
Equities	5.0
ETFs	1.9
Fixed Income	0.2
Mutual Funds	2.0
Other	0.0
Total	10.1

Average Trades Per Account

Equities	3.9
ETFs	1.5
Fixed Income	0.1
Mutual Funds	3.2
Other	0.1
Total	8.8

* 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 6/30/2019

Top 10 Mutual Fund Holdings**

Name	Category	Symbol	OS*	\$MF Assets	%MF Assets
T ROWE PRICE COMM AND TECH FUND INV	Specialized Funds	PRMTX	Y	\$5,606,539	3.28%
BLACKROCK HEALTH SCIENCE OPPTY CL INSTL	Specialized Funds	SHSSX	N	\$3,998,970	2.34%
PROFUNDS ULTRA NASDAQ 100 INV CL	Specialized Funds	UOPIX	Y	\$3,343,155	1.96%
DFA GLBL ALLOC 60/40 PORT INST	Hybrid Funds	DGSIX	N	\$3,085,109	1.81%
PIMCO INCM INST CL	Taxable Bond Funds	PIMIX	N	\$3,068,987	1.80%
DFA US CORE EQTY 2 PORT INSTL	Large Capitalization Stock Funds	DFQTX	N	\$3,028,191	1.77%
RISKPRO DYNAMIC 15 TO 25 FD CL R	Hybrid Funds	PFDPX	Y	\$2,735,219	1.60%
SCHWAB S&P 500 INDEX FD	Large Capitalization Stock Funds	SWPPX	Y	\$2,506,877	1.47%
RISKPRO PFG AGGRESSIVE 30 PLUS FD CL R	International	PFSUX	Y	\$2,455,887	1.44%
DAVIS FINANCIAL Y	Specialized Funds	DVFX	N	\$2,345,073	1.37%

Top 10 Fund Families

Name	\$MF Assets	%MF Assets
DFA	\$22,211,532	13.00%
T ROWE PRICE	\$10,596,489	6.20%
JANUS	\$10,137,922	5.93%
SCHWAB	\$7,898,112	4.62%
VANGUARD	\$6,606,618	3.87%
BLACKROCK	\$5,963,260	3.49%
PIMCO FUNDS	\$5,391,020	3.16%
PROFUNDS	\$4,999,270	2.93%
OPPENHEIMER	\$4,472,244	2.62%
FIDELITY	\$4,199,831	2.46%

**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 6/30/2019

Top 10 Equity Holdings

Name	Category	Symbol	\$EQ Assets	%EQ Assets
APPLE INC	Information Technology	AAPL	\$21,818,950	10.78%
AMAZON.COM INC	Consumer Discretionary	AMZN	\$14,190,863	7.01%
FACEBOOK INC CLASS A	Communication Services	FB	\$7,101,435	3.51%
ADVANCED MICRO DEVIC	Information Technology	AMD	\$5,300,324	2.62%
ALIBABA GROUP HOLDING FSPONSORED ADR	Consumer Discretionary	BABA	\$4,690,715	2.32%
BANK OF AMERICA CORP	Financials	BAC	\$4,397,857	2.17%
BERKSHIRE HATHAWAY CLASS B	Other	BRKB	\$3,979,884	1.97%
NETFLIX INC	Communication Services	NFLX	\$3,403,587	1.68%
MICROSOFT CORP	Information Technology	MSFT	\$3,279,639	1.62%
A T & T INC	Communication Services	T	\$3,110,261	1.54%

Top 10 ETF Holdings

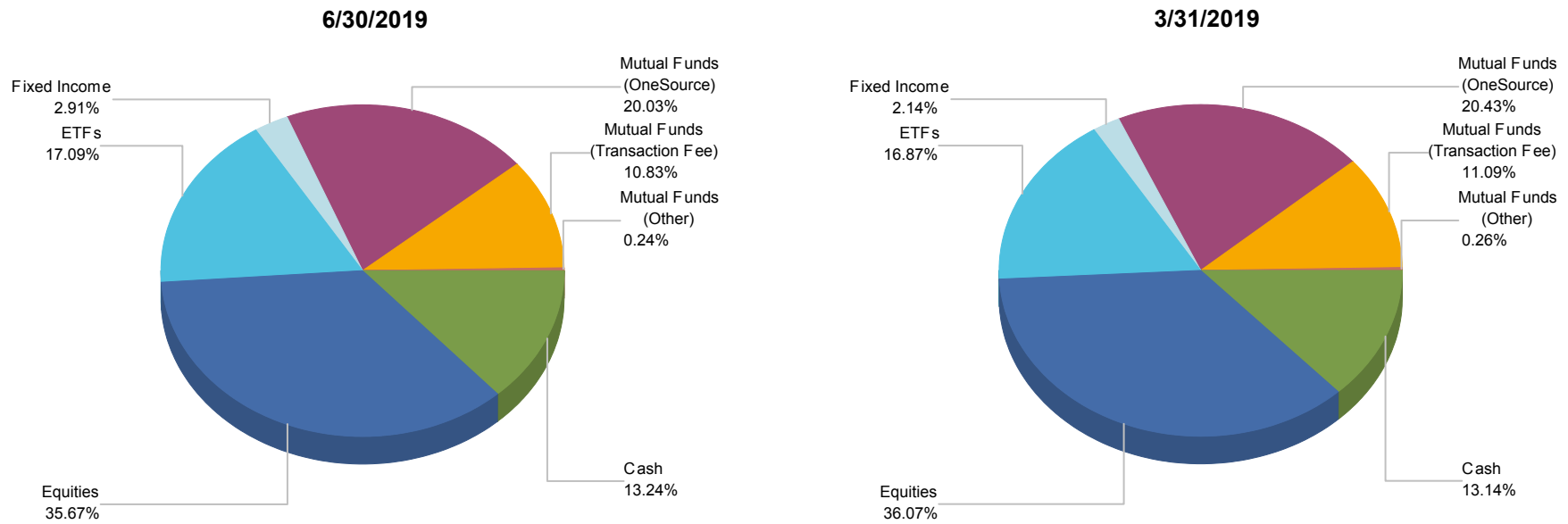
Name	Category	Symbol	OS*	\$ETF Assets	%ETF Assets
SCHWAB US BROAD MARKET ETF	US Equity	SCHB	Y	\$5,762,358	5.94%
ISHARES SHORT TERM CORPORAT BD ETF	US FI	IGSB	Y	\$4,073,357	4.20%
SCHWAB INTERNATIONAL EQUITY ETF	International Equity	SCHF	Y	\$3,930,739	4.05%
SCHWAB US SMALL CAP ETF	US Equity	SCHA	Y	\$2,989,212	3.08%
ISHARES INTERMEDT TERM CORP BOND ETF	US FI	IGIB	Y	\$2,551,048	2.63%
ISHARES CORE S&P 500 ETF	US Equity	IVV	N	\$2,429,040	2.51%
SCHWAB US LARGE CAP GROWTH ETF	US Equity	SCHG	Y	\$2,395,820	2.47%
CHARLES SCHWAB US MC ETF	US Equity	SCHM	Y	\$2,324,981	2.40%
SCHWAB US DIVIDEND EQUITY ETF	US Equity	SCHD	Y	\$2,164,688	2.23%
SCHWAB US LARGE CAP VALUE ETF	US Equity	SCHV	Y	\$1,940,462	2.00%

*OS = OneSource, no transaction fee.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

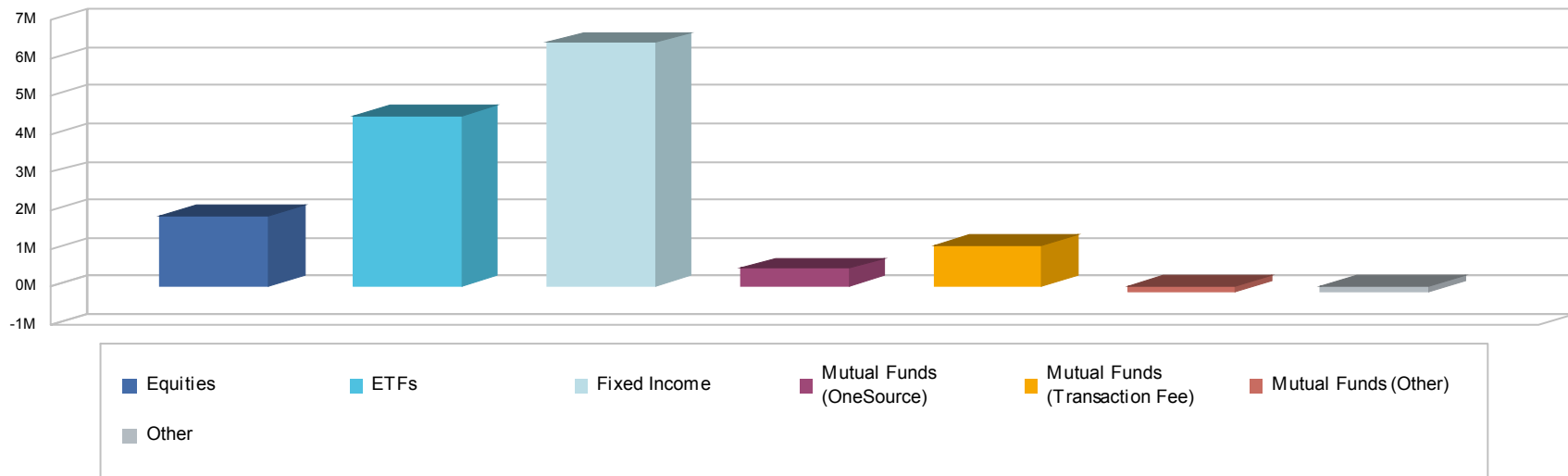
CITY OF LA 457 DEFERRED COMP as of 6/30/2019

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.

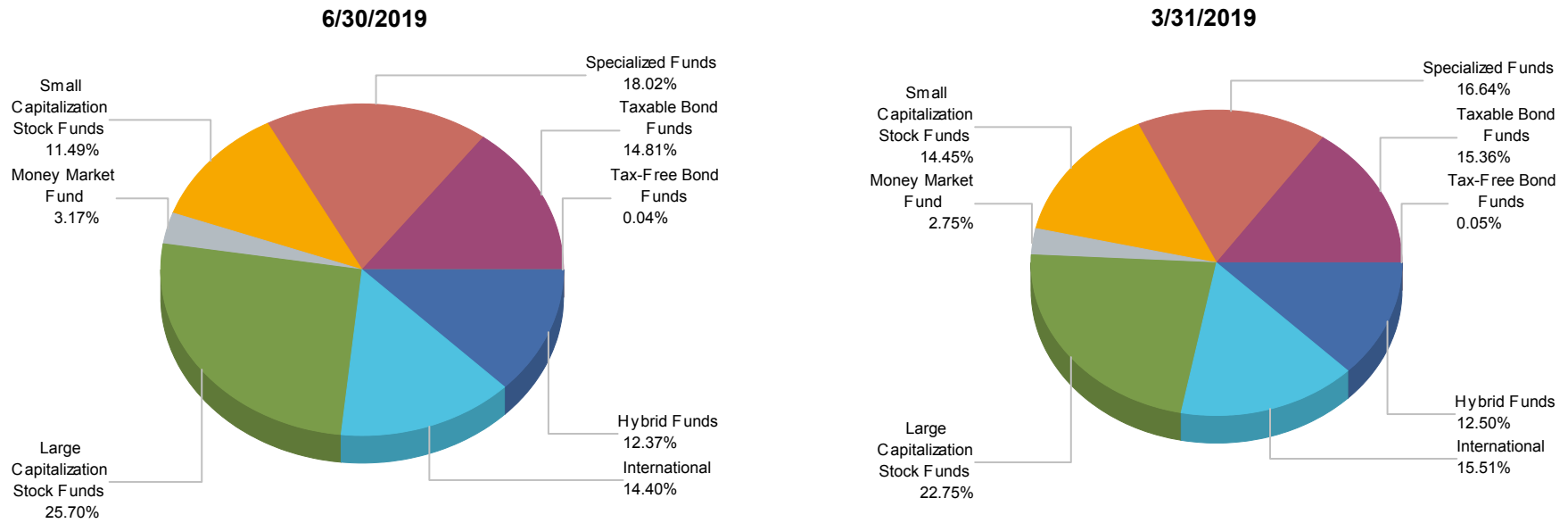
Net Flow - All Non-Cash Assets (3-Month Period Ending 6/30/2019)



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.

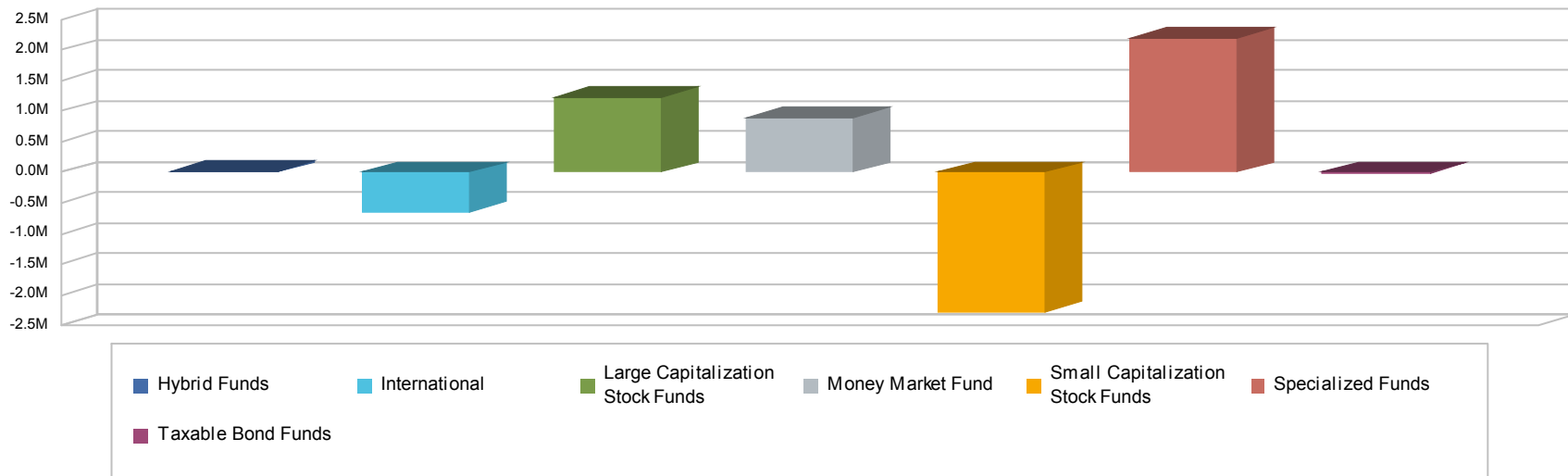
The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report CITY OF LA 457 DEFERRED COMP as of 6/30/2019

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 6/30/2019)

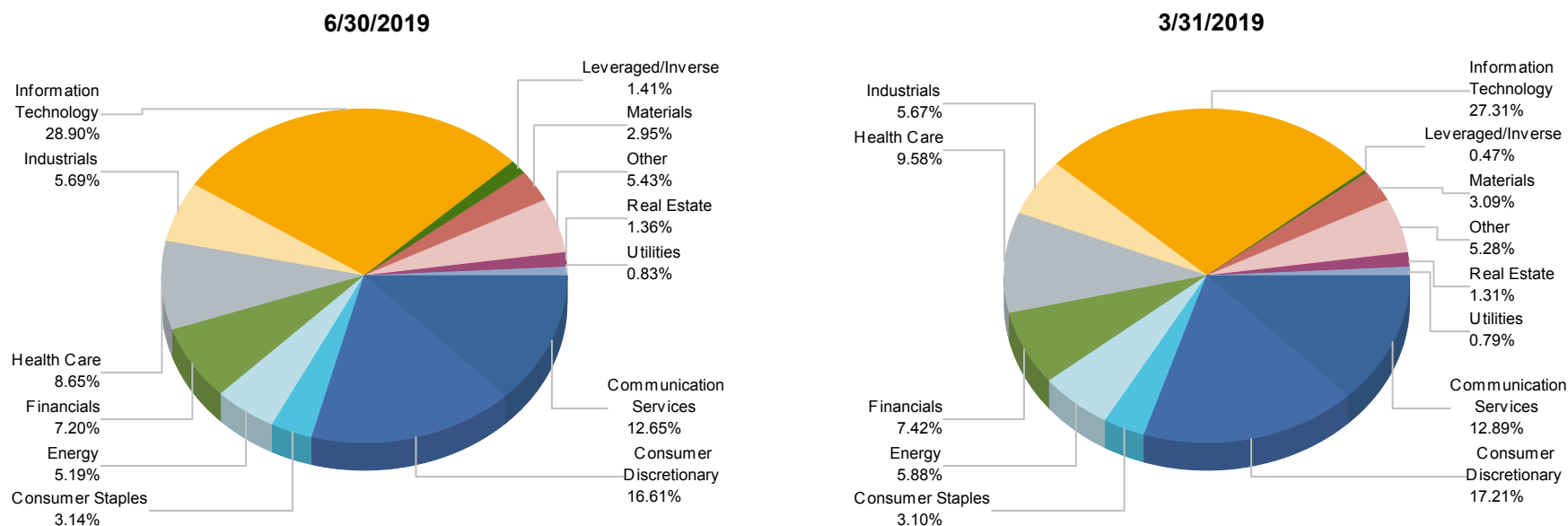


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

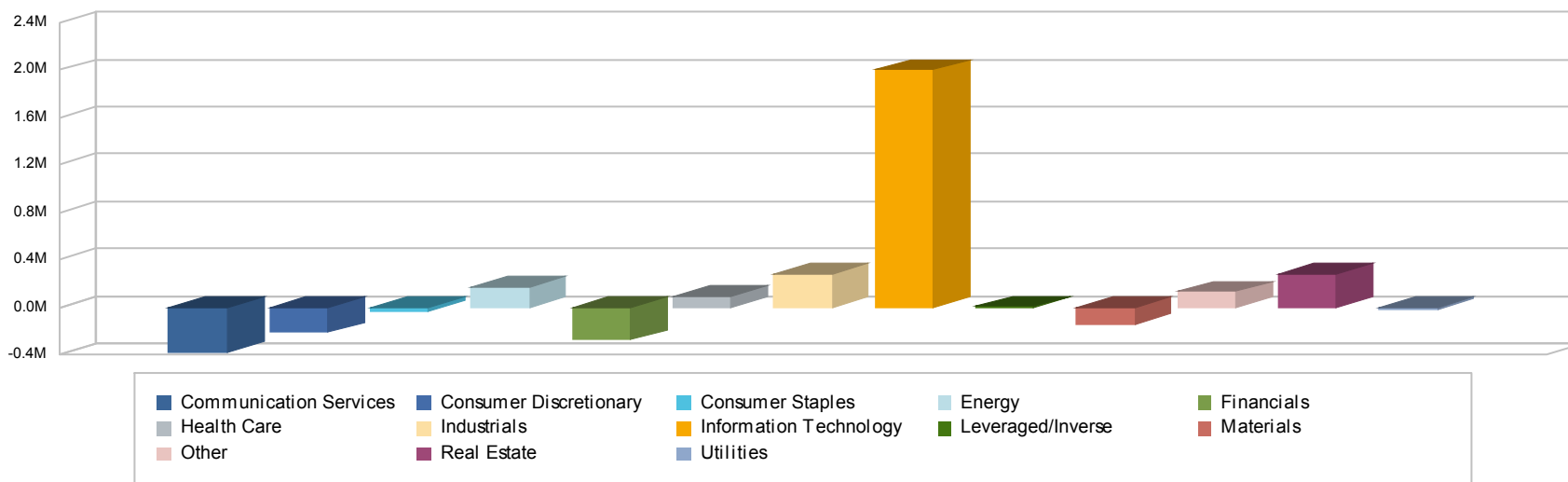
CITY OF LA 457 DEFERRED COMP as of 6/30/2019

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 6/30/2019)

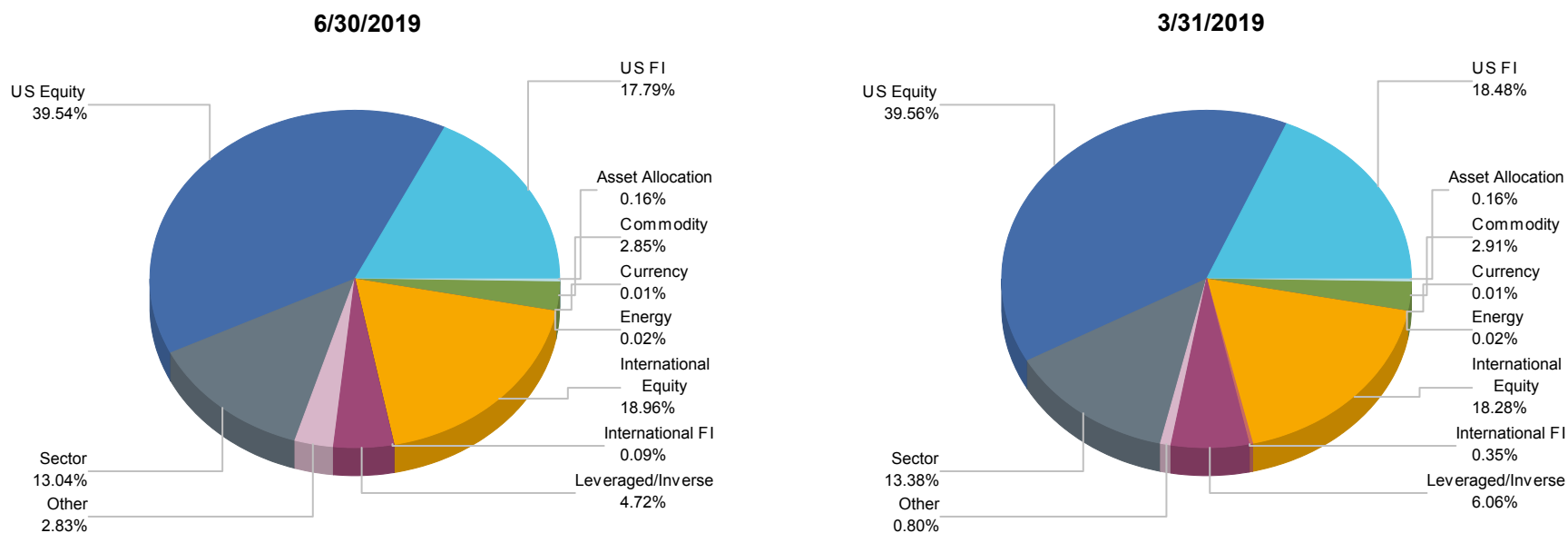


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

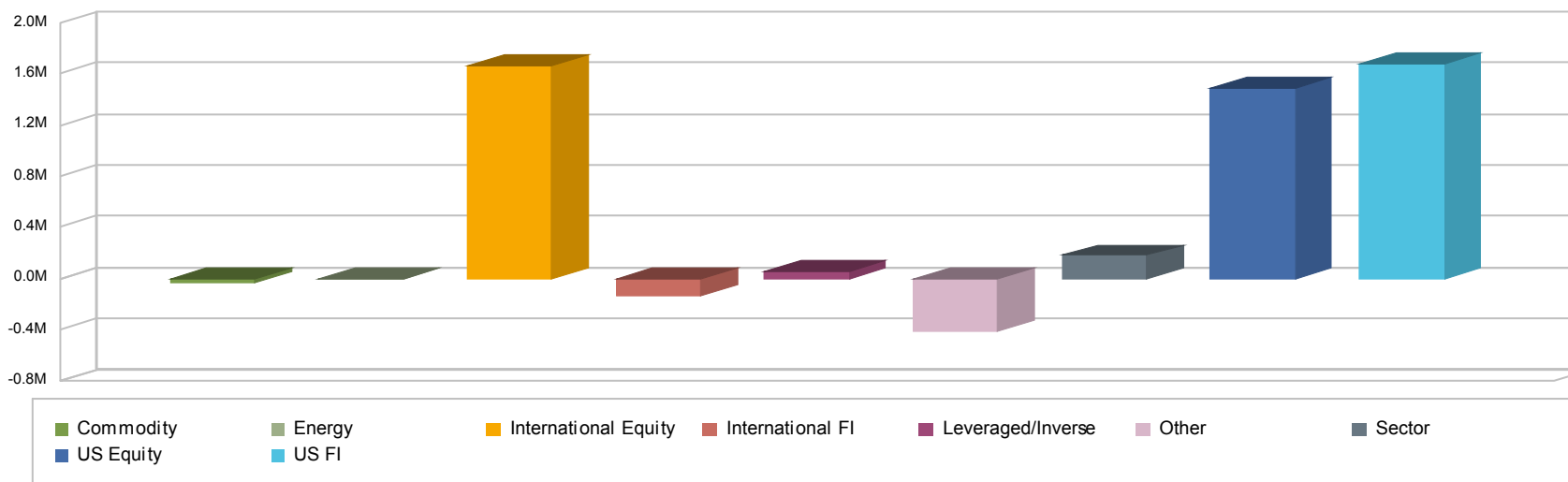
CITY OF LA 457 DEFERRED COMP as of 6/30/2019

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 6/30/2019)

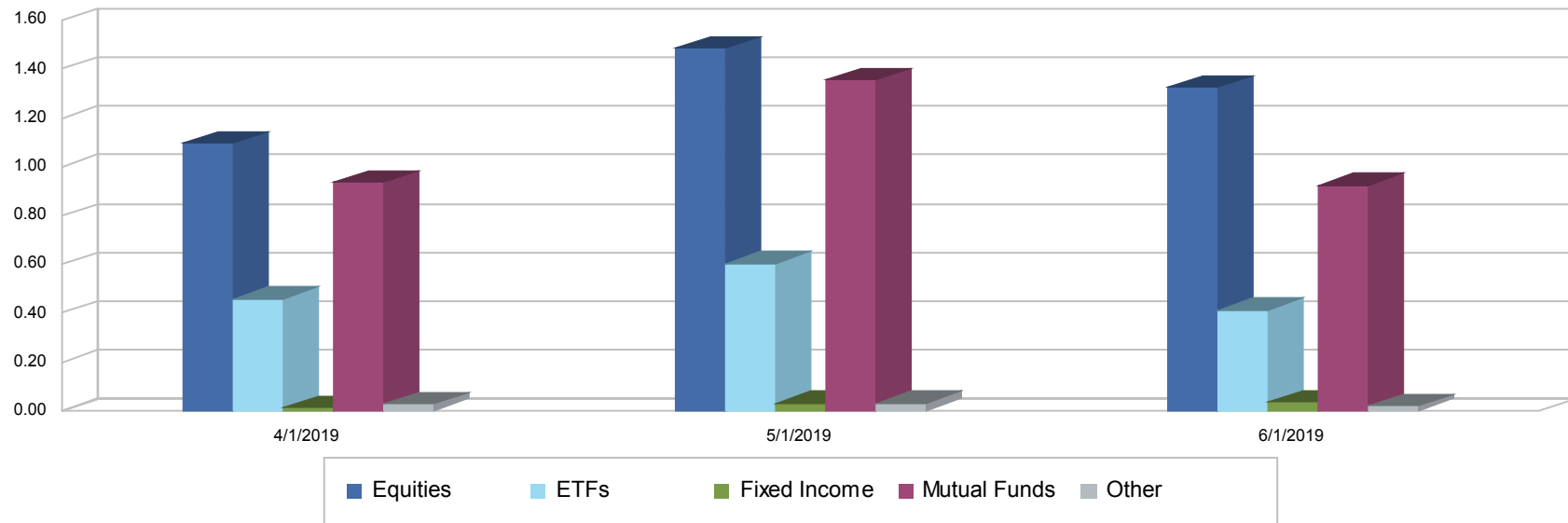


Net Flow is the net of all cash inflows and outflows in and out of financial assets; the performance of an asset or fund is not taken into account, only share redemptions, or outflows, and share purchases, or inflows.

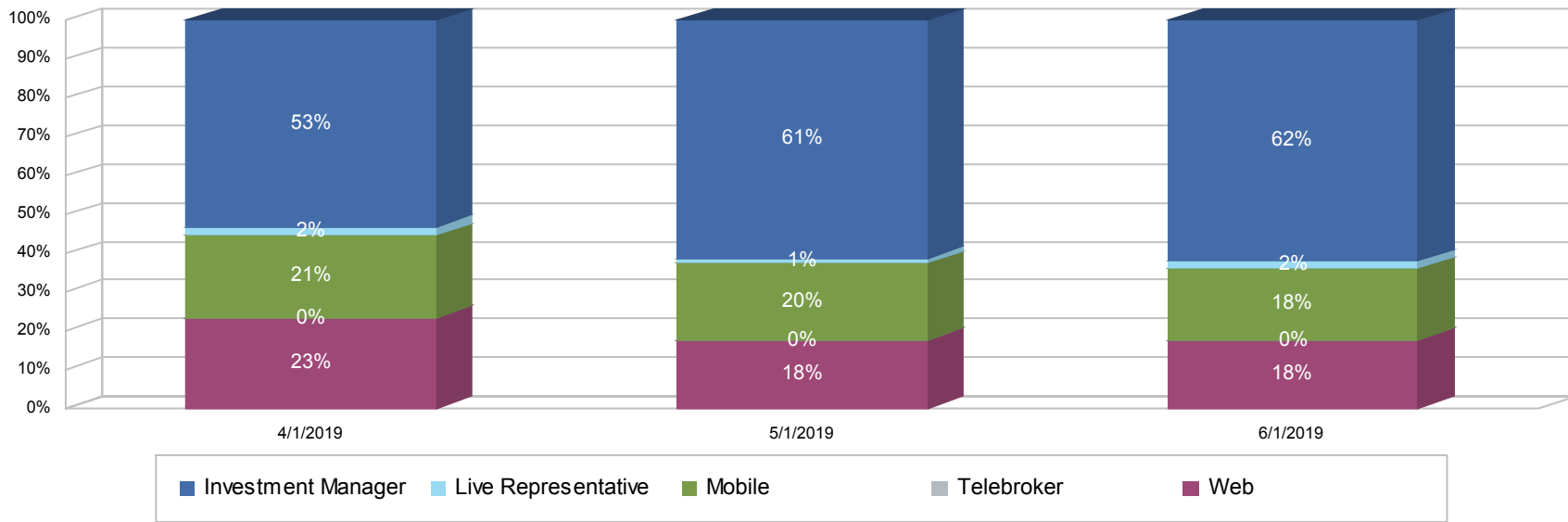
The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 6/30/2019

Average Monthly Trades Per Account (3-Month Period Ending 6/30/2019)



Trading Channel Mix (Month over Month)



The Schwab Personal Choice Retirement Account (PCRA) Quarterly Report

CITY OF LA 457 DEFERRED COMP as of 6/30/2019

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.

Trades in no-load mutual funds available through Mutual Funds OneSource service (including Schwab Funds) as well as certain other funds, are available without transaction fees when placed through schwab.com or our automated phone channels. Schwab reserves the right to change the funds we make available without transaction fees and to reinstate fees on any funds. Funds are also subject to management fees and expenses.

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