

MARIN COUNTY DEFERRED COMPENSATION COMMITTEE

Marin County Civic Center
3501 Civic Center Drive
San Rafael, CA

Monday, November 4, 2013
8:30 A.M.
Retirement Offices
One McInnis Parkway - Suite 100
Special Meeting

MINUTES

1. Call to Order

2. Roll Call

Present: Present: Roy Given, Director of Finance and Chair; Jeff Wickman, Retirement Administrator; Dan Eilerman, Deputy County Administrator; Scott Beseda, Marin Courts Representative; Alexis McBride, Retiree Representative; Stephen Raab, County Counsel Representative; Shanea Thompson, MAPE Employee Representative; Olga McKenna, Employee Representative

Absent: None

Others in attendance:

Great-West Presenters

Brent Neese, Vice-President Government Markets; Harriet Jacobs, Regional Sales Director; John Borne, Vice President Client Relations; Steve Bresler, Assistant Vice-President Retirement Readiness; Brion Beetz, Client Relationship Director

Nationwide Presenters

Eric Stevenson, Senior Vice-President; John Kendall, Western Region Managing Director; Jim Laffoon, Retirement Specialist; Ed Malone, Internal Program Director; Brent Flowers, Relationship Consultant; Chris Niedhoff, Internet Business Consulting Leader

Arnerich Massena & Associates

Jake O'Shaughnessy, Consultant

3. Open Time for Public Comment

None

4. RFP for Deferred Compensation Plan Administrator - Vendor Presentations

Great-West Presentation

Presentation materials were distributed to the committee. Harriet Jacobs introduced the Great-West presentation. She said that Great-West's mission was to create a better retirement outcome.

Highlights;

The Great-West team reviewed the areas in which they believed they excelled: financial integrity, market leadership, commitment, experience, superior recordkeeping and innovation.

Ms. Jacobs stated that Great-West would work from Nationwide should any transition occur and that Great West had recently performed several transitions with Nationwide. She further stated that transitioning to a new provider would reinvigorate the plan. Other topics presented were the ISIS platform, fee transparency, communication, and marketing. A video demonstration of a customizable participant website was shown. It employs “push technology” that delivers personalized information to plan participants.

Nationwide Presentation

Presentation materials were distributed to the committee. Eric Stevenson introduced the Nationwide presentation. He said that Nationwide’s goal was to do something enduring and lasting that will make a difference in people’s lives. He acknowledged the County’s increasing expectations of Nationwide.

Highlights:

Topics presented by the Nationwide team were participant services, technology, and plan sponsor services. Jim Laffoon and Ed Malone represent the local service team. Nationwide also offers free financial planning sessions with a CFP (Certified Financial Planner). Nationwide plans to reach out and increase participant contributions into the plan. The anticipated consolidation of the fund line-up could be considered a re-launch of the plan. Nationwide is committed to a customized website for the County. Problems with the DC-Direct platform were acknowledged. Nationwide is working on a participant-level fee disclosure for 2014.

Committee Discussion of Presentations

The committee agreed that both presentations left positive impressions with the committee members. However, the committee acknowledged that the presentations did not translate into a final decision. Service, transition and the fund line-up changes to the plan were the main focus for the committee, with the fees of the providers being the least important issue. The technology component was considered the most important issue by the committee as the trend will be toward more web access by participants.

The risks and rewards of converting to a new provider were discussed, including the cost and potential difficulty of converting stable value and CDs. Stable value would change to a different share class of Galliard and the liquid savings option would probably be closed to new investment

Jeff Wickman pointed out that the County plan is growing from a medium size plan to a large size plan and that the committee needs to understand that the County plan is highly desirable to both vendors.

The committee decided not to take a vote at this time as further information was needed. After a review of additional information, the discussion will continue at the December meeting and a vote will possibly be taken based on the additional information provided.

As a result of issues brought up during the discussion, Jake O’Shaughnessy will perform the following follow-up tasks:

- Evaluate the feasibility of consolidating PST with the 457 Plan.
- Ask Nationwide for a list of 457 plans that have transitioned from Nationwide to Great-West
- Ask Great-West for a list of 457 plans that have transitioned from Great-West to Nationwide
- Ask Great-West for three references
- Confirm with both vendors that they are willing to sign an opt-out
- Contact three clients that have terminated with Nationwide
- Complete a cost comparison

5. Future 2013 Meetings

- Wednesday, December 4, 2013 at 10:00 a.m. in Room 275
(Bring your calendars. 2014 meetings will be scheduled.)

6. Adjournment