

STATE OF CONNECTICUT
STATE EMPLOYEES RETIREMENT COMMISSION
INVESTMENT SUBCOMMITTEE MEETING

SEPTEMBER 27, 2023 MEETING
HELD VIA ZOOM
CONVENED AT 9:05 a.m.

Present:

Peter Adomeit, Chairman
Michael Bailey, Trustee
Brian Hill, Trustee
Karen Nolen, Trustee
Robert Helfand, Retirement Services Division
Tom Woodruff
Margaret (Peggy) Haering
John Herrington
Frank Picarelli
Joe Fein
Dan Evans
Michael McCann
Agnes Gajowiak
Cindy Cieslak, Rose Kallor LLP

TRANSCRIPTIONIST: Karin A. Empson

1 (Proceedings commenced at 9:05 a.m.)

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5 CHAIRMAN ADOMEIT: Okay, the meeting is
6 called to order. This is a meeting of the regular
7 agenda of the Investment Subcommittee of the State
8 Employees Retirement Commission being held remotely
9 using Zoom technology. Where it says Microsoft Teams
10 Meeting, my heart sank, but that is actually not
11 accurate.

12 New business, Allspring - oh, Cindy, you have
13 the attendance. I'm sorry. I'm getting ahead of
14 myself.

15 MS. CIESLAK: Sure. Good morning, everyone.

16 MS. GAJOWIAK: Can you hear (inaudible)?

17 MS. CIESLAK: Yes. Good morning, Agnes.
18 Yes.

19 MS. GAJOWIAK: Okay. Good morning.

20 MS. CIESLAK: Good morning.

21 MS. GAJOWIAK: I'm sorry about that. My - I
22 am using my phone, but apparently, I had to fix my
23 settings because it wasn't allowing the microphones.
24 So that's all fixed.

25 MS. CIESLAK: I'm glad - I'm so glad you're

1 connected now. I have a feeling you have a lot more
2 information to add than I do.

3 All right. Good morning, everyone. My name
4 is Cindy Cieslak. I'm General Counsel to the
5 Retirement Commission from Rose Kallor. Present this
6 morning, we have Chairman Peter Adomeit, Trustee Brian
7 Hill, Trustee Karen Nolen. From the Retirement
8 Services Division, we have Division Director John
9 Herrington. From the Retirement Services Division, we
10 also have Robert Helfand, Peggy Haering, and Agnes
11 Gajowiak.

12 MS. GAJOWIAK: Sounds good.

13 MS. CIESLAK: No, not at all?

14 MS. GAJOWIAK: That's okay.

15 MS. CIESLAK: You can correct me.

16 MS. GAJOWIAK: I'm used to it. It's
17 Gajowiak.

18 MS. CIESLAK: Okay. I will probably never
19 get that right.

20 MS. GAJOWIAK: Guy-oh-viak (phonetic).

21 CHAIRMAN ADOMEIT: Let's stick with Agnes.

22 MS. GAJOWIAK: It's spelled G-A-J-O-W-I-A-K,
23 but pronounced Guy-oh-viak. Guy-

24 CHAIRMAN ADOMEIT: Guy-oh-viak.

25 MS. GAJOWIAK: Yeah, correct.

1 CHAIRMAN ADOMEIT: Guy-oh-viak, that's easy.
2 That's a piece of cake. Okay.

3 MS. CIESLAK: Thank you, Peter. This is
4 Cindy Cieslak. We also have Michael McCann, Dan Evans,
5 and Joe Fein from Empower. We have Frank Picarelli
6 from Segal Marco. And I believe that's everybody.

7 MS. HAERING: Right. And as I said before,
8 Tom Woodruff will be joining us in about 10 to 15
9 minutes. He had something else to attend to before -
10 at 9:00.

11 MS. CIESLAK: Thank you, Peggy.

12 CHAIRMAN ADOMEIT: Okay.

13 MS. HAERING: Yeah.

14 CHAIRMAN ADOMEIT: Thank you. New business,
15 Allspring fund.

16 MS. HAERING: Oh, boy. Frank?

17 MR. PICARELLI: Yeah, it's a long story.
18 But, at the end of the day-

19 CHAIRMAN ADOMEIT: Frank Picarelli is
20 speaking.

21 MR. PICARELLI: Frank Picarelli from Segal
22 Marco. The transfer of assets on the Allspring large
23 cap growth fund to the TIAA-CREF corresponding growth
24 fund in our lineup was completed September 12th and
25 13th. A lesson was learned for the committee with

1 respect to the transfer. As you all may know,
2 Allspring requested initially that we do an in-kind
3 transfer of assets, which is something for a mutual
4 fund we've never, ever seen.

5 So apparently, when senior management was
6 looking at the impact of liquidating six-hundred
7 million dollars out of that 1.2-billion-dollar fund, it
8 was a significant amount of assets for them and had an
9 impact on their retail investors. So this all occurred
10 around the end of August, the first week in September.
11 A lot of discussions went back and forth. We - Tom was
12 involved. I did a lot of research working with TIAA-
13 CREF to see if, you know, they would accommodate it.
14 And they never, ever, you know, took anyone's portfolio
15 and, you know, tried to transfer securities in kind.

16 But that exercise was undertaken. So, you
17 know, to their credit, Allspring wanted to do their due
18 diligence around, you know, the most minimum impact to
19 its retail investors. We scratched that. We were in a
20 403(b) plan. In a 403(b) plan, the assets are held in
21 a mutual fund because of the liquidity. We go in on
22 the 12th of September; we liquidate; same day, we're in
23 the new fund.

24 The 401(a) plan, they were proposing other
25 alternatives, maybe looking at a separate account,

1 holding the money for several days. This all presented
2 a challenge, but at the end of the day, through
3 negotiations, giving them the opportunity to do their
4 due diligence, they came back and they agreed to a cash
5 transfer. So, you know, the issue here is
6 understanding that I never, in my career, have seen
7 where a mutual fund company would hold back assets.

8 So we had a meeting to talk about the
9 different investments that are portable in a defined
10 contribution plan. We talked about mutual funds, their
11 portability, how they work. We discussed separate
12 accounts, which, in a separate account, distribution
13 under those arrangements, shares and moving in kind,
14 those types of discussions are done at the time of
15 transition. So that's very similar to what we have,
16 maybe within our separate account within our stable
17 value fund.

18 We talked about comingled trusts, as they're
19 going to eventually maybe come available; the 403(b)
20 plans; and when we go into comingled trusts, some may
21 require specific contracts that may have settlement
22 options. So that all goes into our decision-making on
23 the most appropriate product for our participants. We
24 are always cost-conscious to ensure that we have the
25 most cheapest share class, which we have. You know, we

1 do that through the mutual funds.

2 And, you know, Tom articulated the design of
3 our plan is such that all of the participants have the
4 same investment options, the same fees, and that it's a
5 daily portable plan the way the structure of it works.
6 So, you know, they gave it a tough battle, and it came
7 down to the - almost the ninth hour, and we were, you
8 know, coming up with different contingency planning to
9 see how we would accommodate it. But, you know, the
10 communications were sent out, everything was finalized,
11 and at the end of the day, I'll let Empower address,
12 you know, the timing of all of this and the financial
13 impact of the transfer.

14 But the transfer went exactly as planned.
15 All of the money was liquidated on the 12th, and then it
16 was purchased in the new fund the next day, typical
17 transaction related to a mutual fund. You know, I
18 think a lesson might have been learned that
19 communications with Allspring might have - should have
20 occurred maybe earlier, like the day after the meeting.
21 But as soon as they were notified of it, in August, you
22 know, then they began to focus. And all hell broke
23 loose between a lot of people looking at it. They even
24 engaged State Street to act as a transition manager to
25 help coordinate the transaction.

1 So a lot transpired, but thankfully, all
2 good, and we are thankful that, you know, Allspring
3 stepped forward and followed their mutual fund
4 processing and accommodated a cash transfer.

5 Questions?

6 MS. HAERING: I had a question. Do you think
7 what they were proposing was even enforceable? I mean,
8 it seemed like they slipped a provision into the
9 prospectus that called - you know, that called for some
10 kind of delay-

11 MR. PICARELLI: Yeah.

12 MS. HAERING: --or adjustment at - you know,
13 at distribution. And I'm really concerned that, going
14 forward, we might need to read the prospectuses of the
15 so-called mutual funds if this is a trend.

16 MR. PICARELLI: Yeah, very good point, and
17 that's something that, you know, we would have to
18 examine. Maybe it's to take a look at each of our
19 mutual funds, see how much money and assets we have,
20 and what impact it would be if we would liquidate our
21 funds.

22 In this scenario, because we represented a
23 third of the assets, there is probably a very small
24 thin line somewhere in that 50-page prospectus saying
25 that, you know, as a mutual fund, they have the right

1 to look at this or explore this or exercise this
2 option. And that's where they were hanging their hats
3 on. So, I think what we've got to do is some due
4 diligence to assure us that, you know, we have some
5 big-brand names in our lineup, with Vanguard, TIAA,
6 American Funds, you know, and the amount that we have
7 in relationship to their total assets is small, so
8 apparently, having a third of the assets in this fund.

9 But one would think that they, as a financial
10 institution, with billions of dollars in the assets -
11 we're not the only fund they have - would be able to
12 accommodate this. So, you're right, Peggy. You know,
13 there's a really fine line, you know, in a booklet to
14 find something like that. In my 40 years of experience
15 in the DC market, I've never seen, you know, a
16 situation like this with a mutual fund where the mutual
17 fund manager tried to invoke this.

18 MS. HAERING: Yeah. I haven't either.

19 MR. PICARELLI: We see it in stable value.
20 Stable value is the story behind that because of the
21 general account, the book-to-market. And we know the
22 parameters related to that, and we manage that so that
23 when we go out and we do our RFP-ing and contract
24 negotiations, you know, we're well aware of what our
25 options are for settlement.

1 So, you know, when we get into this
2 collective investment trust, you know, that's going to
3 be something very unique that we're going to have to
4 understand, understand those settlement provisions.
5 Empower, as a recordkeeper, they also offer mutual
6 funds in a separate account, which they take the mutual
7 fund and they create a unitized, and they create a
8 separate account, and they give you a cheaper ratio,
9 cheaper expense ratio.

10 So if we have the American EuroPacific fund,
11 that may be one of their separate account products
12 where they have negotiating powers to create a separate
13 account. Now, if we ever went in that avenue, we would
14 have to confirm with Empower, you know, our asset
15 levels and the portability feature in the event the
16 plan sponsor does a discontinuance.

17 So it's a really good lesson learned. It's
18 unfortunate that it happened, but we want to learn from
19 it. I think communications was important. And I think
20 we - you know, to the credit of the State, we stepped
21 back and, you know, allowed them the opportunity to do
22 their due diligence. And I think that's what they
23 wanted to do. And, you know, we knew that the outcome,
24 you know, was such that it was impossible to
25 accommodate a share conversion for a DC plan with

1 403(b) assets. That's where it was not permissible.

2 MR. HERRINGTON: Peggy, your question is
3 though, right, that to the extent that that provision
4 exists in this or other prospectuses, whether we would
5 have a viable argument that that provision is not
6 permissible under the applicable regulations; that's
7 your position?

8 MS. HAERING: Well, I've never heard of this
9 before.

10 MR. HERRINGTON: Right.

11 MS. HAERING: Unless - we better look at the
12 prospectus of the other actively traded funds to make
13 sure that there's no sneaky settlement provision that
14 we're not aware of.

15 MR. HERRINGTON: Okay. So your issue is just
16 whether we're aware of it, not necessarily whether it
17 would be permissible under regulations. Because that
18 would be my next question, is it-

19 MS. HAERING: Right. I'm not sure whether it
20 would be, but it's certainly a surprise.

21 MR. HERRINGTON: Right. And then, I guess,
22 my questions are, if we go with the collective
23 investment trust, where we would expect to see this or
24 similar protections for those trusts, what would be,
25 you know, workarounds if there is kind of like this

1 waiting period if we're going to terminate that trust?
2 Is that something that we would have the ability to
3 kind of remedy with increased communications to the
4 participants, or not?

5 MS. HAERING: I don't think it's to the
6 participants necessarily, but to - you know, between
7 all of the entities involved, so that we would work to
8 whatever-

9 MR. HERRINGTON: Right, but (inaudible).

10 MS. HAERING: --whatever provisions
11 (inaudible).

12 MR. PICARELLI: I think, if I understand your
13 question, John, if we go into a collective investment
14 trust and we understand that discontinuant provisions
15 may be three days-

16 MR. HERRINGTON: Right, correct, correct.

17 MR. PICARELLI: --so they need three days to
18 liquidate and raise cash.

19 MR. HERRINGTON: Right.

20 MR. PICARELLI: So when we do a transfer of
21 this type, we would then have to communicate to the
22 participants that, hey, you know, money is going to be
23 liquidated, your - you know, on Monday, and in three
24 days, settlement, and you'll see it in your statement
25 in the new fund within three business days, things like

1 that.

2 MR. HERRINGTON: Yeah.

3 MR. PICARELLI: And that's something you can
4 manage. So if you've got to know the rules-

5 MR. HERRINGTON: Right.

6 MR. PICARELLI: --you've got to know the exit
7 provisions, and then you record-keep around that and
8 you communicate around that.

9 MR. HERRINGTON: Right. And then my follow-
10 up question would be that if we did kind of carry that
11 out with the communications to the participants, could
12 that complicate the transaction? Because if we
13 communicate that to a number of participants, and then
14 they voluntarily attempt to change their allocations
15 during that time period, would that make the overall
16 set of transactions more complicated?

17 MR. PICARELLI: (Inaudible)

18 DR. WOODRUFF: It probably would require a
19 blackout period.

20 MR. PICARELLI: Blackout.

21 MR. HERRINGTON: Right, right, right, right,
22 right. Yep.

23 DR. WOODRUFF: Right.

24 MS. HAERING: Yeah.

25 DR. WOODRUFF: So members wouldn't - suddenly

1 wouldn't be able to access that money to transfer.

2 MR. HERRINGTON: Right. Yeah. Yep.

3 MS. HAERING: Well, they could transfer in
4 advance of the liquidation-

5 MR. PICARELLI: Right.

6 MS. HAERING: --which is what we offer all
7 the time. So it would be unusual for somebody to wait
8 until the - say, after, to try it if they haven't taken
9 action beforehand.

10 CHAIRMAN ADOMEIT: Frank, Peter Adomeit here.
11 Could you quickly summarize what could have happened
12 but didn't, please, for Tom Woodruff and Mike Bailey?

13 MR. PICARELLI: What could have happened was
14 that they stood firm, and they said, we're not going to
15 give you your assets and we're only going to transfer
16 shares. Then we would have nobody who received the
17 shares, know - know what manager would take it. We
18 would have been in a really - I can't tell you.

19 MS. HAERING: A trainwreck.

20 MR. PICARELLI: A trainwreck. So we - we-

21 CHAIRMAN ADOMEIT: Yeah. So the trainwreck
22 didn't happen.

23 MR. PICARELLI: It didn't happen. And Tom
24 was great. Tom got on the phone. He explained the
25 whole structure, the history of the plan, how the

1 401(b) was designed for mutual funds, and mutual funds
2 are designed for 403(b) for that same reason, that
3 they're totally portable, they're protected, they're
4 handled in an SEC-registered mutual fund. And that's
5 why, you know, the CITs becoming available for mutual
6 funds is taking so long, because in a CIT, you don't
7 have that heavily regulated environment as you have
8 with mutual funds.

9 So I want to tell you, I was on the phone
10 with all parties for four solid days going back and
11 forth. And, you know, I think always the strategy in
12 negotiation is say, all right, guys, you come up with
13 something, and then we'll figure it out. If, at the
14 ninth hour, we would have had to do - you know, they
15 wouldn't have done that. We would have had an issue of
16 communications, explaining everything to our
17 participants. It would have been very, very messy.
18 (Inaudible)

19 DR. WOODRUFF: You know, the other thing that
20 we told them to just let them know that they couldn't
21 negotiate with us was that we had no authority to do
22 anything other than a cash transfer because the
23 Investment Committee had voted to transfer the funds.
24 And so they said, there's no way we could convene the
25 committee and get everything done, even if we wanted

1 to, because it would have required a reconvening, and
2 to take another vote, I guess.

3 MR. PICARELLI: Well, it was a big - a big
4 relief.

5 CHAIRMAN ADOMEIT: Well (inaudible) nicely
6 done. Nicely done.

7 MR. PICARELLI: Yes. And Empower worked very
8 hard on it. You know, our - Segal has a tremendous
9 relationship with all of these organizations. And, you
10 know, I had to push through stress to Allspring related
11 to, you know, our due diligence and how we look at
12 companies and their organization. That's a big factor
13 that our research people do when they look at funds and
14 we propose funds to you. Those are our seven guiding
15 principles for selecting funds, and that's important.

16 We've always told that we're aware that they
17 were on watchlists for some time, and that they knew
18 they were on the bubble. We do our due diligence where
19 we keep a fund out there. We don't rush and pull the
20 trigger, and we kind of basically do an evaluation of
21 the fund. So the outcome, I think we made a good
22 decision. And we move forward.

23 CHAIRMAN ADOMEIT: Okay. Anybody else?

24 MR. McCANN: This is Mike McCann with
25 Empower. If you don't mind, I'd just like to take just

1 a couple of minutes from our perspective to just
2 summarize everything.

3 First and foremost, just want to thank Dr.
4 Woodruff and Frank so much for the partnership when
5 things got a little hairy there over the course of a
6 couple of days leading up to the transaction. What I
7 would say is, in general, at the end of the day, the
8 transaction occurred flawlessly like every other fund
9 investment transfer that we've made on behalf of the
10 Connecticut plans. All participants at the, you know,
11 close of business on 9/12 were appropriately mapped out
12 of the Allspring fund and into the TIAA fund, and
13 that's what they saw in their accounts on 9/13.
14 Everything worked fine from that perspective.

15 I think that, in my mind, the biggest lesson
16 learned is, and some of you that have been on the plans
17 for a while might recall this, is that for Allspring,
18 the State of Connecticut just happened to be such a
19 large shareholder of the fund. And at the end of the
20 day, the reasons that they were searching so hard
21 around alternatives was because of the impact of
22 pulling those assets out and what it was going to have
23 to the remaining retail holders of that fund from a
24 capital gains perspective, is what we kept hearing over
25 and over again when they would reach out to us.

1 Those of you that have been on the plan for a
2 while might recall a couple of years ago when they were
3 doing a proxy vote, how they kept reaching out to you
4 guys over and over again asking you to vote your proxy,
5 and it was because of the huge amount of the overall
6 fund that you guys hold. I think that that's, at the
7 end of day, why Allspring acted the way that they did
8 is because of that reason alone.

9 Because, to Frank's point, he's never seen it
10 in his career; Joe and I have never seen it in our
11 career. And Joe and I, all the conversations we had
12 with our internal investment partners at Empower, they
13 had never seen anything like this on a mutual fund.
14 And I think, at the end of the day, that's kind of why
15 all of this was occurring.

16 So I think the biggest lesson learned to me,
17 aside from what Frank said around, as soon as the board
18 votes, just kindly also let that fund family know as
19 soon as possible. The second lesson learned would be
20 that, just with all of your other funds, you might want
21 to do that due diligence, Peggy, that you were kind of
22 saying, of just what is the devil in the detail in
23 terms of, you know, what those exit provisions are
24 based on the overall size that Connecticut makes up
25 within that fund.

1 Joe, anything else that you want to add just
2 from the - from just your - the experience of this
3 overall or from just the separate account discussion?

4 MR. FEIN: Yes, thank you, Mike. Yeah, I
5 would concur with what Mike and Frank said in terms of
6 the size of an investment. Usually, anywhere from 10
7 to 20 percent of assets, that when you get over that
8 threshold, depending on the fund family investment
9 management company, that's when you've got to be
10 concerned. So I would agree, that's a big lesson
11 learned.

12 In terms of these other vehicles, like CITs
13 and insurance companies' separate accounts, which are
14 very similar to CITs, so they can clone and will clone
15 mutual funds, but they will actually own the
16 securities. So it won't be an investment in the mutual
17 fund. It will be separate and apart. So in both of
18 those instances - and our understanding is that both,
19 in theory, are going to be made available for the 3(b)
20 plans at some point. So hopefully that will happen.

21 But as Frank was discussing, with those kinds
22 of vehicles, it is common to have these kinds of
23 arrangements on the back end. And my experience with
24 other large 457 plan arrangements where these types of
25 vehicles are in place, it's often - I don't know if

1 often is the right word - but depending on your
2 specific needs and proclivities, it can be preferred to
3 transfer assets in kind because it does keep down
4 trading costs.

5 But, as Frank was saying, that comes with the
6 transition manager. There could be complications. So
7 it's something to bear in mind moving forward when
8 these other vehicles become available, hopefully, and
9 what the considerations are. But it common in those
10 vehicles, to permit assets in kind and - but as Frank
11 was also saying, also very common to be able to
12 negotiate, as long as there's a long enough lead time
13 to raise cash or have the assets liquidated one to two
14 days ahead of time, and then transfer cash.

15 So it's all very negotiable.

16 MR. HERRINGTON: So I just have a very simple
17 question, I think. So I understand that this is just
18 like some due diligence that we should do when and if
19 we anticipate that there's going to be a transfer, but
20 do we have any kind of ballpark figure in terms of the
21 funds that currently exist on our platform where we may
22 be approaching or above that threshold, without looking
23 at it too deeply?

24 MR. FEIN: I think Frank would agree, we
25 don't think you're, you know, close to any - even 20

1 percent, a third of a fund.

2 MR. HERRINGTON: Thank you. Okay, good,
3 good.

4 MR. PICARELLI: I mean, you have big names in
5 your-

6 MR. FEIN: Exactly.

7 MR. PICARELLI: You know, one of the things
8 is name brand recognition, the organization. You know,
9 you look at the - you have MetWest; you have Vanguard.
10 We could pull - that should not be an issue. We're
11 just a - the dot there.

12 MR. FEIN: J.P. Morgan.

13 MR. PICARELLI: The American Funds, J.P.
14 Morgan, T. Rowe, TIAA, American EuroPacific, J.P.
15 Morgan. Allspring was the small player.

16 MR. HERRINGTON: Right.

17 MR. PICARELLI: You know, the other thing too
18 is they were a part of Wells Fargo and they sold off to
19 create a private equity through the Allspring
20 transition. And I think that had a lot to do with the
21 new venture moving forward. So-

22 MR. FEIN: That's a great point, Frank.

23 MR. PICARELLI: Yeah.

24 MS. HAERING: Yeah. Good job.

25 MR. PICARELLI: You know, we brought all that

1 history, believe me. But I heard them; we heard them;
2 and their option wasn't applicable to - for us.

3 CHAIRMAN ADOMEIT: Why did they eventually
4 cave in?

5 MR. PICARELLI: Because they realized that
6 they would be subject to lawsuits, that there wasn't a
7 way to figure it out and make it happen. Yeah, we
8 could have stopped the communications. They would have
9 paid for it. And then we could have, you know,
10 retooled. But I think they realized they took the
11 right business approach to it and stepped up and
12 honored the cash transfer.

13 I mean, once they realized that the
14 securities were very hard to sell off - and maybe they
15 might have realized that there were securities in there
16 that - who knows what they do internally, or what they
17 keep and what they sell off. You know, my first
18 reaction was, well, don't you have money in your
19 reserve to be able to, you know, maybe fund half of it,
20 and not have to do, you know, liquidation?

21 So, you know, internally, when they probably
22 looked at their portfolio, they could pick and choose
23 what they're going to keep, what they're going to sell,
24 what they need to do to generate cash. And, you know,
25 maybe, at the end of the day, it worked okay for them.

1 I don't know.

2 MS. HAERING: It would have been a tremendous
3 black eye.

4 CHAIRMAN ADOMEIT: Well, being sued is
5 obviously difficult because it would be on the Wall
6 Street Journal.

7 MS. HAERING: Yeah. It would have been a
8 tremendous black eye for them.

9 MR. PICARELLI: Public relations, yeah.

10 MR. McCANN: Yeah, I think reputational risk
11 definitely weighed in at - you know, they wanted that
12 time to weigh all of their different options. They
13 probably discovered there were no good options except
14 for, you know, processing how mutual fund transactions
15 like this always take place, and reputational risk was
16 a big (inaudible).

17 MR. PICARELLI: Do you know what kind of
18 message that would send to another plan-

19 CHAIRMAN ADOMEIT: Oh, my God.

20 MR. PICARELLI: --that they had money in
21 their fund, that, you know, we had gone through this
22 procedure, we swapped funds, and we - it wasn't
23 available?

24 CHAIRMAN ADOMEIT: Is there anything else?

25 MS. HAERING: Not on this, I wouldn't think.

1 CHAIRMAN ADOMEIT: Well, that is the only
2 item on the agenda. We have old business, but I don't
3 know of any old business.

4 MS. HAERING: Well, yeah, normally, we just
5 have a review of the investments and, you know, a
6 report from Empower on-

7 CHAIRMAN ADOMEIT: Okay. Let's do it.

8 MS. HAERING: --significant - you know, just
9 status reports on the plans.

10 MR. McCANN: Frank, would you like for
11 Empower to go first (inaudible)?

12 MR. PICARELLI: Yeah. Well, I could start
13 mine. I could do mine if you could share my screen.
14 And, you know, this is our June 30th report, which shows
15 the performance of our funds, performance of the
16 markets. And if you could pop that up and drive the
17 machine so I don't hit the wrong buttons and delete
18 everything.

19 And I guarantee you, as soon as you clean up
20 the fund off your watchlist, the mutual funds will pop
21 up and we'll be going through the same exercises. But,
22 you know, that's the reality of it, you know, with
23 actively managed funds.

24 You know, one of the key things of the lesson
25 learned here is in the large capitalization area,

1 there's really seven companies. It's the big - the
2 Apple, Facebook, Microsoft, the artificial
3 intelligence, Amazon, the Alphabet, Google, Tesla, they
4 really comprise solely the majority of the index. And
5 what we saw in '22 is how all those big names got
6 devalued and then how they came back up, their
7 valuations popped up.

8 So, you know, Apple had about seven, eight
9 percent in the index, and Microsoft was about eight
10 percent. So Apple, through June, was up almost 17, 18
11 percent. Microsoft was up 14 percent. So, you know,
12 we see that reflected in our numbers and how the large
13 capitalization funds responded to that.

14 MR. McCANN: Hey, Frank, I was able to get
15 your report and try to share it. Are you guys able to
16 see it?

17 DR. WOODRUFF: Yeah.

18 MS. HAERING: Yes.

19 MR. PICARELLI: Very good.

20 MR. McCANN: Okay. Just let me know what
21 page you want me to go to.

22 MR. PICARELLI: Yeah, go to Page 2. Use the
23 page on the bottom. Okay.

24 And then you can see here, the good - the big
25 number is the one-year number.

1 CHAIRMAN ADOMEIT: Can you make it a little
2 bigger, please, so we can read it? Yeah.

3 DR. WOODRUFF: Perfect, perfect.

4 CHAIRMAN ADOMEIT: Thank you.

5 MR. PICARELLI: Okay. The key number here is
6 the one-year number. So you can see here that, as of
7 June, the world equities were up almost seven percent.
8 So on a one-year, 18 percent. The U.S. equities were
9 strong, four percent, eight percent, 19 percent.

10 International markets weren't that strong for the
11 quarter, but basically on a one-year basis, up 18
12 percent. So when you look at the one-year numbers, we
13 came a long way from where we were in September of '22.

14 And then the bond markets are pretty much
15 flat. So the whole issue, again, the taming, a little
16 that we heard, through June on inflation, interest
17 rates, the global economy, all of that continued to
18 affect the markets, and we're going to continue to hear
19 that trend as we move to the end of the fourth quarter.

20 So equities rose. Investors were cheered by
21 some of the news about inflation. But - you know, but
22 that's been - we've seen it in the recent period,
23 things are, you know, ticking up: the price of gas,
24 credit cards, home loan mortgages; that's been tough.
25 But individuals' savings rates at banks, where it's

1 responsive to the current interest rate environment,
2 you know, investors are - you know, are getting much
3 better returns on their certificates and insured
4 accounts.

5 On Page 4, on the bottom is, you know, the
6 key indices that map up everything too. And you can
7 see there that the S&P 500 year-to-date, 16.8. Growth
8 had a tremendous turnaround, great for the quarter.
9 And a lot of that is all attributable to those seven or
10 eight stocks that I rattled off. Saw more of a trend;
11 growth came back. You saw last year that growth was on
12 the downside. So now, strong established dividend.
13 Well-known companies are driving that.

14 So you can see growth is up 29. Value up,
15 not that great, compared, down to 5.2. And then small
16 growth, up again, 13 percent. Value, 2.5. And then
17 the international markets. Below the chart is the
18 fixed income. We'll look at our bonds, how they do.
19 But basically, the broad bond market is about two
20 percent. Government at 1.5. Corporate bonds, the more
21 risk end of the spectrum at 3.13.

22 And then we have the Hueler index where
23 Hueler is at 2.40. And last night, we got word from
24 Tony that our blended rate for the fourth quarter went
25 from 2.68 to 2.67. So at the end of the day, you know,

1 we're going to get a return of 2.67 for the quarter
2 with our diversified stable value fund that we have in
3 place. So that's all good stuff right there.

4 I just wanted to, you know, let you know that
5 as of last week, and I didn't get the numbers, you
6 know, this week, but the S&P was up about 15 percent.
7 Large growth at the end of last Friday was up 26.5
8 percent for the year. Value was up five percent.
9 Small growth was tracking at seven percent, small value
10 funds at 0.8. Emerging markets on a year-to-date,
11 three percent, and international markets at ten.

12 And then the bond markets, pretty much flat.
13 Three-year treasury at 1.5. And long-term at a
14 negative four-point-four. That was all as of last
15 Friday.

16 So the trend has been going okay. I haven't
17 been following things this week. But, you know, we're
18 going into an election. We've got inflation. All of
19 these factors continue to have an effect. The key
20 thing is that we've got diversification. I always say,
21 we have a fund in all of our asset classes. We have
22 GoalMaker, which helps participants with the
23 allocation. So under the hood, we try to put the best-
24 in-breed fund, and then the asset allocation tools are
25 very important during these times.

1 So the other chart that I just want to
2 quickly hit is the sector exposure on Page 9. And, you
3 know, when we select funds and we look at funds, and
4 when I look at funds from quarter to quarter, actively
5 managed funds, you know, the manager looks at the
6 various sectors, and they make a determination on how
7 much they want to deviate from what the benchmark is
8 allocating.

9 And we've seen historically how different
10 sectors add value, and, you know, affect the returns.
11 And that's why, you know, our policy statement always
12 looks at the longer term so we ride out these cyclical
13 amongst all of these sectors.

14 But you can see consumer discretionary came
15 back on a one-year, up almost 25 percent. Energy, which
16 was so strong, did bad in the quarter, but on a one-
17 year side, did 18.76. So we had a lot of funds last
18 year that might not have had exposure in energy. They
19 lost that, and we see that; it affects their
20 performance.

21 Financials, which we see a lot, we had the
22 banking growth impact that earlier this year, with some
23 of the closures that we've seen in local banking
24 throughout the country, and how that impacted the
25 markets. IT, IT was so big in the large caps and the

1 indexes. It was up 40 percent. And then real estate,
2 down on a year-to-date basis at negative four,
3 utilities down, those typical safe havens.

4 So again, that's all important attributes
5 when we look at the funds in a couple of minutes. So
6 with that being said, I'm going to jump, in the
7 interest of time. I think our friends at Empower
8 pretty much cover all of the issues related to the
9 Secure Act, and I'll defer that discussion to them
10 later.

11 So, Michael, if you could just go to the
12 total funds so we can take a look at our accounting on
13 where we are.

14 MR. McCANN: What page is that, Frank?

15 MR. PICARELLI: This is on Page 38. And I'd
16 always make sure that our beginning balances equals the
17 ending balances. I'm big on that from my old
18 recordkeeping days. And I like this chart because it
19 really shows how our participants are utilizing the
20 plan. And you can see that the 457 plan is up to four-

21 CHAIRMAN ADOMEIT: Excuse me. Can you make
22 it a little bit bigger, please?

23 MR. McCANN: I've got it actually expanded as
24 large as it will go.

25 CHAIRMAN ADOMEIT: Oh, okay. Got it.

1 MR. McCANN: Sorry about that.

2 MR. PICARELLI: There's a lot of numbers on
3 there. It's up to four billion dollars in assets,
4 which is a nice-size program, proud of that. We've had
5 160 - you know, we talk about all those gains in the
6 markets. Our funds appreciated 165 million dollars in
7 just the investment gains. And we continue to get
8 negative cash flow. Seventy million came out in
9 disbursements; 45 million dollars went in.

10 When we look at our famous stable value fund,
11 we can see that we had, on the top, 35 million coming
12 out in withdrawals, nine million in deposits. We had
13 transfers like so. It kind of negated. So we're still
14 seeing, you know, some negative cash flow. I think
15 Mike has some numbers. We could talk about that, see
16 how that trend is going with the changes that we made
17 earlier in the year in managing stable value.

18 The key thing with this year with interest
19 rates is getting new money to flow into our investment
20 managers that comprise our stable value fund because
21 they could invest that money in the better rates. So
22 as old bonds and things mature and get reinvested,
23 that's a good thing. But what's hurting us now and has
24 an impact, when we go from 2.68 to 2.67, a lot of that
25 has to do with cash flow. And, you know, that's

1 something that we're going to continue to monitor and
2 look at closely. Tony does a great job in looking at
3 every one of your angles, and by the end of the year,
4 we'll have him redo that exercise so that we can see
5 where we are.

6 On Page 39 is your summary. You know, in
7 governmental plans, that NAGDCA, you know, they say you
8 want to be less than 40 percent in stable value, so
9 that's always the hot option. So that's an important
10 fund. But you can see, the next biggest fund that we
11 have is the Vanguard index at 12 percent. And then
12 everything is pretty much small utilization across the
13 board.

14 So there's where we are. A lot of that, in
15 these other funds, has to do with funds that are under
16 the hood with GoalMaker. That's how we see that
17 allocation. So the stable value went up to 35 from 33
18 last quarter. So that has to do with the change in
19 balance. Your asset allocation is on the next chart,
20 which is the pie chart.

21 And then on new money, on where the cash flow
22 is going, which is on Page 41, even though we have 35
23 percent going to stable value, ongoing, our
24 participants are hitting the funds. You see there,
25 international, 17 percent; you can see participants

1 putting money into the large cap growth, 13 percent.
2 The large cap index, the blends, at 13 percent; money
3 going into bond funds, okay. So they're doing
4 weighting average, spreading it. They're not putting
5 all of their new money into stable value.

6 On Page 42 is the number of participants. We
7 looked at these numbers when we were looking at
8 Allspring. And you can see that 12,000 participants
9 touched or had a balance in Allspring. So that was a
10 fund when we were looking at it. And when we looked at
11 the popularity of the TIAA-CREF fund, you can see the
12 difference there with the TIAA-CREF growth fund that we
13 have in our plan, the CREF growth fund having 25,000
14 participants. So a lot of our participants understood
15 the difference between the two and took advantage of
16 the low-cost indexing fund.

17 The number of one-funders is always important
18 to look at, how many people. And you want really low
19 numbers. And you can see the index, you know, on the
20 next page, 339, that number pops up. But to be there,
21 that's - I wouldn't worry about that, that someone just
22 put everything in index. But when you've got some of
23 these participants putting it all in J.P. Morgan, you
24 know, some of these different stand-alone options,
25 Vanguard Explorer, Calvert Bond, you know, the concern

1 there is diversification.

2 I know you have communications that go out to
3 one-fund participants. That's something you'd always
4 want to continue to do and get that message out and
5 have them diversify. So that is where the fund
6 utilization is when you break down the 457.

7 Your current plan expenses - you know, all of
8 the lawsuits in the industry and all of the things that
9 we look at at Segal is really share class. And I'm
10 going to be going back to TIAA, now that we've got all
11 of this money consolidated, to see if they may have a
12 lower version of a mutual fund to ensure that we have
13 the cheapest share class in that growth fund. The
14 TIAA-CREF large cap growth index, it's six basis
15 points.

16 You know, who knows. At the asset levels we
17 have now, we may have hit a significant mark. So I
18 will be reporting back on that. I have emails into
19 them. I'm just waiting to get a response.

20 But, again, all of your funds are at the most
21 efficient mutual fund zero share class. We only have
22 one fund, the J.P. Morgan, which triggers the revenue
23 sharing, and that's in our reserve. And we
24 periodically look at the reserves to make sure that,
25 you know, we're using those assets effectively. So, at

1 the end of the day, our services are 2.85, and we cover
2 all of that with respect to the design and the
3 structure of the funds in the plan.

4 Quickly on the 403(b), you have one billion.
5 Again, negative cash flow. Withdrawals, more going out
6 than in. Ten coming out, 3.4 going in. Another three
7 in transfers, which is good. So about four million
8 negative cash flow for that program. Your asset
9 allocations on the next several pages is pretty much
10 similar.

11 Michael, if you move to Page 52, your 401(a),
12 another big program, is 1.9 billion. We had 82 million
13 dollars in gains, all nice things. We look at this, we
14 see 20 million in withdrawals and 23, so positive cash
15 flow in total. The top line, stable value, 5.7 went
16 in, 7.6 came out, and an additional 1.4. So pretty
17 much, that kind of evened out. But we have about 552
18 million dollars in the stable value fund. So there's
19 your activity.

20 Again, your asset allocations and balances on
21 the next several pages all map out. And just to take a
22 quick look at your Tier IV plan, your Tier IV has 76
23 million dollars. There you can see the contributions,
24 7.4 million, only 637 coming out in disbursements. And
25 what's interesting on Page 60 is the Tier IV plan, the

1 lower percent going into stable value, only nine
2 percent, 9.7. The index is 10.7. The growth, that
3 TIAA-CREF large cap growth, at 9.6. And then the TIAA
4 International funds and the Euro International fund at
5 13 percent of the allocation.

6 So slightly different allocations. Again, we
7 show you all of the statistical uses of the funds in
8 the next several pages. So at the end of the day, your
9 Tier IV expenses, we've just got that one fund for five
10 thousand dollars that's being generated from the J.P.
11 Morgan fund for that program on Page 65.

12 All right. So there's where your plan
13 activity is, your cash flows, your reconciliations of
14 accounts, all tie in. On the next several pages, we
15 see your stable value fund. And again, we are looking
16 at 2.67 for the fourth quarter. And here you can see
17 what we did on the year-to-date basis. You can see the
18 breakdown, the blended rates of all of the managers by
19 period, the Voya separate account rates, et cetera.

20 Moving to Page 67 is where we are with the
21 net crediting. You can see that the 403(b), all of the
22 plans for the period, 2.50. Prudential was at 2.20.
23 So the blended rate was 2.33 as of June. And then you
24 can see the allocation. And you can see here that that
25 Voya separate account, you know, the net crediting rate

1 was really nothing was earned for that, and the Voya
2 Plus contributed 3.25. The J.P. Morgan contributed
3 2.51. So the separate account component to the rate
4 was 2.50 - 2.72, and Prudential at 2.20.

5 And then we see the rates from July to
6 September, which is - we'll see this in the next
7 report. The rate was 2.68, as I indicated in the
8 breakdown. The Voya separate account, the holding
9 account of the reserve, was 1.10. The Intermediate was
10 two-point - I'm sorry. The Voya Core Plus was at
11 three, and the cash reserve was at 1.10. J.P. Morgan,
12 good number, 2.73. So our separate account has been
13 earning about 2.75 with those three bond funds.

14 And the other - keep in mind that we have
15 bond funds that could go negative. And the beauty of
16 having Voya wrap that product in creating a separate
17 account is to ensure that we never lose preservation in
18 our - you never lose what you put in in the stable
19 value funds. And we have that protection built in with
20 the general account on the Prudential fund.

21 So, I mean, that's the only fund that you
22 know at the beginning of the period what you're going
23 to get. You know that now, if you're in that fund, a
24 hundred percent of your account, you're going to earn
25 2.67 for the fourth quarter of this year. So that's

1 pretty much consistent that we have.

2 On Page 69 is the market values. As you can
3 see, in the Core Plus, it has 33. The Intermediate
4 bond has nine percent of the portfolio. The J.P.
5 Morgan, which is doing well, has almost 20 percent.
6 And then Prudential owns 38 percent of the portfolio at
7 almost 800 million dollars.

8 Then we show you all of the attributes, the
9 duration, the credit quality, book-to-market, the
10 blending rates. We break that down for all of the
11 funds. Really no changes. Everything is pretty much
12 consistent in terms of the quality of the underlying
13 bond structure, the diversification, and the
14 appropriate mandates.

15 On Page 72 is our menu. It's nice and clean
16 now. The Allspring, as we know, got mapped. So we
17 clear up one watchlist fund. But you can see here that
18 we have active management in large cap value. We have
19 indexing more now in the growth space. And then in our
20 core, we have Social Choice. We have the TIAA-CREF
21 equity, which consists of small, mid, you know, it's a
22 diversified fund. And then the Vanguard fund.

23 So we've got indexing down the middle. We've
24 got active management with the J.P. Morgan and the T.
25 Rowe fund and the Vanguard Explorer. And then below

1 the line, we have our funds that we vet in terms of the
2 sector, the two-sector funds. We have International
3 and we have the American EuroPacific, which excludes
4 the U.S. American and EuroPacific is a well-structured
5 fund. We had conversations with them. They had a
6 couple of issues with performance and it was really
7 kind of related to the emerging market exposure, and
8 we're seeing, you know, improvement in that.

9 So, I mean, that's a solid fund. We like the
10 structure of it. We'll look at the numbers in a
11 minute. So, I got no buzzes or any alerts from the
12 Segal research team with respect to any of the changes
13 in the lineup. Okay. And then what we have on the
14 watchlist is Allspring cleared up. And then J.P. pops
15 up this quarter, underperformance at the three years,
16 and benchmark and peers over the five-year. So we'll
17 look at that in one second.

18 So J.P. Morgan, this came up on the watchlist
19 last quarter. So this is the second consecutive
20 quarter that they're out there. That watchlist should
21 be as of - on the top of the page - June. I apologize
22 for that.

23 All right. Now we'll look at the funds. And
24 I'll go through this quickly. This is on Page 74. You
25 guys are all familiar on how we read this. Now you've

1 got a very good chart on the breakdown of the stable
2 value fund, how each one of our stable value managers
3 does to its indices and peer groups.

4 I had gone through this, but when you look at
5 our fund over a three-year period, the Prudential, 2.1
6 to 2.0 in general value - stable value accounts; the
7 Intermediate J.P. Morgan, negative 2.2. and the index
8 was a negative 2.9; for Voya a negative 2.6; and the
9 benchmark was 2.9; so we did well. Core Plus, even
10 Core Plus, a negative three to a negative four. So
11 again, when you look at us, 2.4 to Hueler at 2.0 over a
12 three-year period, consistency.

13 The Calvert Bond Fund, good numbers, that's
14 what we like across the board. MetWest was on and off
15 watchlist. You know, the problem was the quality play.
16 So you can see year-to-date is tracking well. And
17 again, very good on the five-year side. So that's what
18 keeps it in compliance. Very good strong seven- and
19 10-year track record. And since inception, what the
20 returns are in that last column.

21 Your Vanguard index, again, disregard the
22 peer-ranked on all indexing, as I told you, because the
23 peer-ranked includes actively managed numbers in it.
24 The tracking error is the variation on the index funds.
25 The American large cap fund is on the next page. You

1 can see our large value, on a one-year side, because
2 value was under - you know, was under stress, but it's
3 turned around pretty good on a year-to-date basis, but
4 our three-year number is off. We're 12.2 to 14 and 14,
5 but again, on the five-year side, 9.3. We ranked 36;
6 over seven years, 44. So the recent one-year number is
7 just applicable to the events that had transpired in
8 '22. So you can see, on a year-to-date basis, we're
9 getting more in line with our peer groups.

10 TIAA-CREF index, Social Choice index, the
11 TIAA-CREF large cap growth index tracking the index, no
12 variation; it's steady-Eddie, ranking 13 percent,
13 tracking that Russell growth index. And you've got to
14 remember, that growth fund consists of mid, small, to
15 diversified portfolio construction. On Page 76,
16 Allspring continued to fall. On a one-year side, they
17 were down and they ranked 86. So, you know, we took
18 the measures to correct that.

19 J.P. Morgan, good numbers on the quarter
20 year-to-date. The one-year slightly off, 10.1 to 10.5.
21 So, you know, on the peer, it's coming in at 11. So
22 our three-year number, when you look at it, 15.7 to
23 15.0, we beat the index, but we trail other actively
24 managed funds. So a lot of that has to do with the
25 J.P. Morgan being more consistent to its benchmark. So

1 we're down on the five-year side with 6.9 to 6.8, so we
2 beat the benchmark, but we don't track as well to the
3 peer groups, beating the index, but not the peer groups
4 in that active-managed category. So that's why we
5 flagged that for you.

6 T. Rowe Price midcap, another actively
7 managed fund, I said mid-growth, the growth was doing
8 well. We got good numbers across the board. TIAA-CREF
9 small cap index tracks very well, right to the index.
10 Don't worry about that 84 because that's including
11 active management. So we're at 10.9 versus the index
12 at 10.8. And then the Vanguard Explorer, good numbers
13 across the board. That fund too was on and off
14 watchlists through years. When you look at it now,
15 over five years, it ranks three for an actively managed
16 fund in that category.

17 TIAA-CREF International doing well. American
18 EuroPacific, where on a year-to-date basis, we're doing
19 12.2, and the index did 9.5. And again, this excludes
20 the U.S., so we track very well to the index. And
21 again, the five-, seven-, ten-year, good numbers. It's
22 all related to the growth play, which was not in play
23 last year, and the international exposure, how they did
24 pull back and reduce their allocation, but they had
25 higher allocation to emerging markets, which affected

1 that return.

2 And then your real estate funds are pretty
3 much in line over the five - the longer periods. Just
4 tracking error just related to the quality related to
5 the funds. But those are our only sector funds that we
6 have that we offer both actively managed and the
7 Vanguard fund.

8 So I went through it quickly just to give you
9 a flavor on where the markets are today, how our funds
10 are doing. J.P. Morgan, yeah, but, you know, the
11 current numbers are good. It is tracking well to the
12 index. So we'll continue to watch that. And, again,
13 we will look at all of the asset levels, confirm back
14 with the TIAA-CREF if that six could go to four. Every
15 little basis points is always important for an investor
16 as a big component of their returns is the management
17 fees.

18 So questions, concerns? I might have been a
19 little too long this morning. I'm sorry.

20 CHAIRMAN ADOMEIT: Okay. Are there any
21 further comments?

22 MS. HAERING: All right.

23 MR. McCANN: How am I doing timewise in terms
24 of an update from Empower today?

25 MR. PICARELLI: (Inaudible) this time. I

1 took up all the time.

2 MS. HAERING: No, I think we're good.

3 MR. McCANN: Okay. What I'd really like to
4 do today is, you know, primarily just have an update on
5 the migration project, and then in working with Agnes,
6 there was one ask I wanted to bring to the committee
7 today to see if we can get your approval on.

8 So, you know, first and foremost, in terms of
9 the migration, as we've mentioned on the past several
10 calls, the Connecticut plans are still on Heritage
11 Prudential's recordkeeping platform. The project to
12 move those over to Empower's recordkeeping platform is
13 underway; that has started. That's scheduled to happen
14 in the first quarter of 2024, approximately in March of
15 2024.

16 We're leveraging the administrative calls
17 that we do with Agnes and Bert and Rayellen (phonetic)
18 and Nicole to start, you know, working through some of
19 the finer points of that to do participant and plan
20 sponsor experience. In fact, on our next monthly
21 administrative call in October, I'm going to have a
22 gentleman from our technology team join the
23 conversation to just provide a deep dive overview on
24 the new participant experience from a technology
25 standpoint with the website and the app, and then also

1 the new plan sponsor experience as well, where I think
2 that all of you will be able to really appreciate the
3 significant technology lift.

4 Don't get me wrong. I worked at, you know,
5 Prudential the last 10 years, and I really felt that we
6 had good platforms in place there, but I fully
7 acknowledge that it's going to be a significant lift to
8 step forward for your members with the Empower
9 experience.

10 So we're continuing to move forward with that
11 project. Some of the big milestones that we're going
12 to get to over the next quarter is we'll start working
13 to make sure that we're good to go from a payroll
14 standpoint. So that should from - as far as the huge
15 state payroll, that should be very straightforward.
16 We'll work very closely with your team on that. And
17 then also for those subplans that are in the program
18 that they send their payroll separately, we'll also
19 have a process in place to work with them to confirm
20 that they're ready at the migration date to send their
21 payroll to Empower under the new method.

22 So that's going to be one of the big things
23 in the fourth quarter. The other big thing in the
24 fourth quarter is going to be what we call
25 provisioning. So we'll work very closely with you so

1 that all of your administrators that use the plan-
2 sponsored web today at Empower are confirming the
3 access that they need to set up with at Empower. So,
4 Dan Evans, who's on the call, will work hand-in-hand
5 with Agnes on making sure all of that is set up.

6 And then as we lead into the migration, we're
7 going to do a lot of different training opportunities,
8 not only at a plan-sponsor level, but then from a
9 participant level. About 30 days prior to the
10 migration date, we'll start communicating with them in
11 terms of, here's what's coming from, what to expect at
12 transition. So we'll make sure that all of you, as we
13 do with everything, you have a chance to see those
14 communications well in advance. And then there will be
15 training seminars, webinars, for all of your
16 participants too as we come onto the new experience as
17 they're learning the new app, they're learning the new
18 website, how to register their accounts, and all of
19 those things.

20 So in terms of the migration, that's where
21 things stand right now. My ask is, though, we notice
22 as we're preparing for migration that the Connecticut
23 plans today, you have 62,000 participants signed up for
24 e-delivery today. You have approximately another
25 17,000 participants that have a valid email address on

1 file today, but for whatever reason, have just not
2 chosen to sign up for e-delivery. What we would like
3 to do as we prepare for migration, what we have found -
4 what Empower has found historically as they've done
5 these migrations is that the participants that are
6 signed up for e-delivery are much more aware and ready
7 to take action than those that are relying on things
8 being mailed to them.

9 So what we'd like to do as we prepare for
10 migration is to get your approval to communicate to
11 these 17,000 participants that we have a valid email on
12 address to let them know that they're being opted into
13 e-delivery, unless they contact us or go into their
14 account online and choose to still just want paper.
15 What we have found is that these participants just kind
16 of need another nudge, that they're probably not even
17 aware that they're still getting paper.

18 For example, we just did this with another
19 (inaudible) plan that I work closely on, and for their
20 457 plan, only three percent of participants that we
21 reached out to opted out and said, hey, I still want to
22 receive paper. And for their 401(a) plan, only two
23 percent did. And by all means, they could choose to go
24 to e-delivery and then, a month from now, choose to go
25 back to paper.

1 But that's just something that, as we're
2 preparing for migration, we saw as like something that
3 I think will really benefit those participants, if we
4 have that approval to reach out to them and let them
5 know they're being defaulted into the e-delivery unless
6 they want to just let us know that they'd like to stay
7 all paper.

8 So, you know, in talking to Agnes about that,
9 she wanted us to just have that discussion at the board
10 level. So I just wanted to see if that's something you
11 guys were comfortable with, and we could move forward
12 with. And if you are, then, you know, Dan Evans and I
13 will work closely with all of you on, you know, when
14 that communication will go out and all of those good
15 things.

16 MS. HAERING: Mike, I have a question. You
17 work with ERISA plans too; don't you?

18 MR. McCANN: We do, yep.

19 MS. HAERING: Okay. So what is the position
20 for ERISA plans of defaulting people into e-delivery?

21 MR. McCANN: Yeah, for ERISA plans, that is
22 moving towards the default, unless participants, you
23 know, truly do let us know that they want paper. It's
24 definitely the default option.

25 MS. HAERING: Same process, is what you're

1 saying?

2 MR. McCANN: Yep. Yeah, the same process.

3 Yep.

4 MR. PICARELLI: Michael, I know that a lot of
5 plan sponsors were having issues with the recordkeepers
6 with respect to beneficiary information. I don't know
7 what kind of shape we're in, and going through a
8 transition, is that something that we should start to
9 clean up? And then the other one is-

10 MR. McCANN: Well, yeah. So on that point,
11 Frank, so we've done a lot of campaigns over the years
12 with Connecticut participants to remind them to make
13 sure that they were either providing beneficiary
14 information, or to make sure that it's the updated
15 beneficiary information. Again, like I mentioned in
16 the past, I loved my 10 years at Prudential. One of
17 the gaps from a technology perspective was those nice
18 subtle nudges of, have you updated your beneficiary?

19 When we get onto the Empower platform, all of
20 the beneficiary information that participants have on
21 file today, that is going to come over to the Empower
22 platform, so that's a huge win. But the bigger win, in
23 my opinion, is that based on the information that we
24 have on participants, and you know, Agnes and Bert, you
25 guys will see this when we do the demo next week, on

1 the landing page for participants, we have a box in the
2 lower righthand corner called insights. And based on
3 what we know about you, we're going to put information
4 in that box where we think that you might need to take
5 action.

6 And I think one of the huge lifts is that
7 that tab, if you don't have beneficiary information on
8 file, or if we notice that you haven't looked at it in
9 a while, we're going to have like basically a callout
10 box for you right there to take action. And I think
11 that that will also help address some of the issues
12 that we've had in the past where you get into those
13 terrible situations where someone passes and they
14 either don't have one on file, or they have someone on
15 file that they no longer wish was on file.

16 So I think that's going to be a very nice
17 lift for the program.

18 MS. HAERING: Yeah. We should be where we
19 have default beneficiary provisions in all the plan
20 documents, so that if somebody does not have a
21 beneficiary on file, the spouse and the children are
22 designated as the default beneficiaries.

23 MR. McCANN: Yep.

24 MS. HAERING: So we do have that. So the
25 problem is the person that hasn't updated the

1 beneficiary after a divorce or death of the primary
2 beneficiary.

3 MR. McCANN: Yeah.

4 MR. PICARELLI: Yeah. We just came through a
5 big lawsuit with New York City Hospital that they - you
6 know, they had (inaudible) outside counsel, and, you
7 know, by having beneficiary information on file is so
8 important. So that's why I just asked how that was
9 going.

10 Then the other question I have is - two
11 questions. Do we have a purge, or any, you know, low
12 account balances, do a cleanup out there, or is there a
13 need to look at that to see what we have? Because you
14 want to make the plan more efficient, keep our average
15 account balance high. You know, do we have-

16 MS. HAERING: We don't.

17 MR. PICARELLI: --de minimis balances or
18 anything like that?

19 MS. HAERING: We don't, no.

20 MR. PICARELLI: Okay, good. Great. And then
21 the other one was the reserve. I don't - we haven't
22 chatted about that in a while, on how much is in the
23 reserve; you know, what are we planning on doing with
24 respect to maybe reallocating, when we would do that,
25 and things like that?

1 MR. McCANN: Yeah (inaudible).

2 MS. HAERING: Do you mean the expenses?

3 MR. McCANN: (Inaudible)

4 MR. PICARELLI: Yeah, the expenses account.

5 MS. HAERING: No. Well, we have some
6 corrections we need to take care of over the next few
7 months. So I think we're going to update some plan
8 documents and sort out a few pickups that we need to
9 correct.

10 MR. McCANN: In general, what I would say,
11 Frank, to that is that the last time that we worked
12 with Connecticut on, you know, providing some of the
13 expense accounts back to participants was last year.
14 You know, with fewer funds now contributing to that,
15 it's not growing like it used to. But as we sit here
16 today, there's about 440,000 across all of the four
17 plans there, which I think is, you know, healthy for a
18 plan of this size where it's, you know, not something
19 that I think action needs to be taken on.

20 But it's something that just, as we've kind
21 of done over the past ad hoc whenever you guys feel it
22 reaches an amount that you're comfortable with, we've
23 kicked off a project on our end that's pretty
24 straightforward to return those amounts back to
25 participants.

1 MR. PICARELLI: Okay, good.

2 MR. McCANN: And then just on the other
3 question, yeah, like Peggy said, there's no plan
4 provision in place today with those low balance
5 accounts. By all means, if that's something the State
6 ever decides that they want to move forward with, we've
7 got a pretty good process that we have in place for our
8 other government plans that we can definitely bring to
9 the plans at the right time if that's so determined.

10 MR. PICARELLI: It's always good to look at
11 the whole picture before you do any major system, you
12 know, change, and, you know, see and make sure that we
13 have things covered. So that's good to hear. And I
14 thought we had a lot in the reserves. So I was happy
15 to hear that number.

16 MR. McCANN: Yeah. We brought it down quite
17 a bit last year the last time that we did the return to
18 participants.

19 So how does everyone feel with that e-
20 delivery thing? Is that something that you guys are
21 okay if we move forward with, and we'll work closely
22 with Agnes and her team on that process?

23 CHAIRMAN ADOMEIT: Specifically, but what
24 documents are we referring to now?

25 MR. McCANN: The ability for participants to

1 be opted into e-delivery unless they opt out.

2 CHAIRMAN ADOMEIT: Of all documents, e-
3 delivery of all documents?

4 MR. McCANN: Yep, of all - yep, of all
5 communications.

6 CHAIRMAN ADOMEIT: Okay.

7 MS. HAERING: All right. Is there still one
8 mail per year, or no?

9 MR. McCANN: There would be - no, there would
10 be no mail per year. But at any time, if a participant
11 decides that they, you know, want to opt back into hard
12 copies, they can, or at any time, if a participant says
13 that they want something mailed to them, they can
14 always call us and we'll do that. But if they opt into
15 e-delivery, then going forward from that point, all
16 communications would be electronic-based.

17 MS. HAERING: Mm-hmm.

18 MS. GAJOWIAK: Do we have emails for
19 everyone?

20 MR. McCANN: Yeah, the people that we'd be
21 reaching out to are just those that have a valid email
22 on file that are still, for whatever reason, choosing
23 paper. People who we do not have a valid email on
24 file, we would not reach out to as part of this
25 campaign. But post-migration, it's a group that we

1 would probably try to target at the right time to say,
2 hey, let's try to get a valid email.

3 And then in addition, that group too, through
4 the migration process, when we communicate to them
5 about the migration, we're going to be asking them to
6 register their accounts online. As part of that
7 registration process at Empower, if they go forward
8 with that, by default, we capture a valid email
9 address. So that'll help with that process too, Agnes.

10 MS. GAJOWIAK: Okay.

11 DR. WOODRUFF: You know, Michael, by valid
12 email address, do you mean personal email address, or
13 could that also include work email address?

14 MR. McCANN: It'll include whatever they put
15 into their account, Dr. Woodruff. So it's probably a
16 combination of both. It's - whenever that participant
17 registered their account with Prudential, we captured
18 whatever valid email address they wanted to give to us.
19 So it could be their work address or it could be a
20 personal address. It's definitely going to be a
21 combination of both.

22 DR. WOODRUFF: Okay.

23 MR. McCANN: Then one other thing just to
24 build on that too, upon migration at Empower, we have a
25 lot more - sophistication is probably not the right

1 word, but we have the ability to capture multiple email
2 addresses, so you can capture a personal or a work, and
3 then set which one you want as your primary. So I
4 think that's a nice added feature too for participants.

5 DR. WOODRUFF: One concern I would have is
6 people, all of the retirements, some of those people
7 may have indicated a work address, and now they're no
8 longer employed, so they don't have access.

9 MR. McCANN: Yeah, for situations like that,
10 what would happen is that if we're getting - so we're
11 getting - if for people like that that have separated
12 service and they've left, you know, number one, they're
13 going to get this letter that we're sending to them,
14 because we're going to send a letter to them to let
15 them know about what we want to do here. And in that
16 letter, we've going to have on there what we currently
17 have as their default email address.

18 So we're going to show them what we have.
19 And as part of that process, where they can either do
20 nothing and be opted in, or if they see something that
21 they want to change, we're telling them, hey, either go
22 into your account, update your address, and say that
23 you want to opt out, or call us and tell us that. So
24 we're basically going to tell them the address that we
25 have on file.

1 The other thing too is that when we do
2 communications, we have - you know, anything that kicks
3 back historically that's sent via email, that's going
4 to then say that email address is no longer valid. So
5 it's kind of like a two-pronged way that we're trying
6 to bifurcate it and make sure that, to your concern,
7 that we're not communicating to people that are no
8 longer in that status.

9 DR. WOODRUFF: My guess is we need to defer
10 this conversation until John can be involved in it.

11 (Inaudible)

12 MR. McCANN: Okay.

13 CHAIRMAN ADOMEIT: Yeah, I have some concerns
14 about retired people, or people like me; I'm not
15 retired; in which I get 30 emails a day or more-

16 DR. WOODRUFF: Yeah.

17 CHAIRMAN ADOMEIT: --some of which are
18 business, of course, but many of which are not. And I
19 could miss one. Then all of a sudden, there's an
20 important communication that I never had seen. With my
21 own bank, I have them send me a hard copy of when my
22 safety deposit box is due because I don't want that
23 buried away in an email.

24 So I think we have to tread very carefully.
25 And then there are other people who are - who don't

1 have emails at all, or who had their spouse's email,
2 the spouse is gone. So I think we should consider this
3 very carefully before we act. And I think John
4 Herrington has more practical experience, and Bert,
5 than I do on this, would be good sources to have them
6 get their heads together and figure out where does
7 justice lie; what's the right thing to do.

8 MR. McCANN: So something maybe we just want
9 to defer to a future conversation?

10 DR. WOODRUFF: Yeah, I think so.

11 CHAIRMAN ADOMEIT: I think that's probably
12 wise.

13 MR. McCANN: Okay. Well, I thank you so much
14 for just hearing us out on it. And, you know,
15 hopefully we'll be able to finally get it over the goal
16 line, so to speak, as we continue to discuss it more.
17 I do think that it will be a nice benefit to the vast
18 majority of those folks that have a valid email in
19 place today. And again, like I said, if they, you
20 know, choose to still want paper, by all means, they
21 can. It just was asking them to just affirm that.

22 And, you know, again, from looking at other
23 clients that we have done this with, only two to three
24 percent of people that we're contacting on this are
25 saying, yeah, I still want the paper. The vast

1 majority are comfortable to moving over to e-delivery
2 as the default. So-

3 Those are the big items that I have. You
4 know, I know we're an hour and a half in, and I want to
5 be respectful of everyone's time. Frank hit on a lot
6 of the key numbers. So I can go through a couple of
7 other numbers in the report to build off of what Frank
8 said. But in the interest of time, unless there's
9 questions for me, I'm also comfortable turning my time
10 back over to you and see if there's any questions.

11 DR. WOODRUFF: No questions (inaudible).

12 CHAIRMAN ADOMEIT: I don't hear any.

13 MS. HEARING: No. No.

14 DR. WOODRUFF: No.

15 MR. McCANN: It was great to see everyone
16 today. Thank you so much for getting us together.

17 MS. HAERING: Great to see you all.

18 CHAIRMAN ADOMEIT: Are we ready to adjourn
19 then?

20 MS. HAERING: I think so.

21 DR. WOODRUFF: I think so.

22 CHAIRMAN ADOMEIT: We're very close. We're
23 in danger of leaving. Okay. I need a motion, please.

24 MR. HILL: So moved, Hill.

25 CHAIRMAN ADOMEIT: Okay. A second?

1 MS. NOLEN: Second.

2 CHAIRMAN ADOMEIT: Karen Nolen.

3 MS. HAERING: Thank you.

4 CHAIRMAN ADOMEIT: Okay. All in favor, say
5 aye or raise your hand.

6 MS. NOLEN: Aye.

7 MS. GAJOWIAK: Aye.

8 CHAIRMAN ADOMEIT: Opposed, nay or raise your
9 hand. It's unanimous; the ayes have it.

10 Thank you very much. This has been a very
11 informative morning.

12 MS. HAERING: Yeah. Bye.

13 MS. GAJOWIAK: Yes.

14 DR. WOODRUFF: Thank you.

15 (Adjourned at 10:28 a.m.)
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I, Karin A. Empson, do hereby
certify that the preceding pages are an accurate
transcription of the Connecticut State Employees
Retirement Commission, Investment Subcommittee meeting
held electronically via Zoom, conducted at 9:05 a.m. on
September 27, 2023.

Karin A. Empson

Karin A. Empson

10/12/2023

Date