

WE SERVE

SERVING THOSE WHO SERVE OTHERS





OUR MISSION is to serve public sector employees with excellence and integrity as we help them build retirement security

For more than 40 years, ICMA-RC has focused exclusively on helping public sector employees build financial security toward a well-deserved retirement. Whether we're working with plan sponsors to administer plans efficiently, or creating investment strategies that serve the long-term financial interests of participants, our first and last commitment is to serving those who serve.

Concentrating solely on the needs of the public sector allows us to understand public sector plan sponsors' unique circumstances and needs. Our knowledge of local and state government deferred compensation and defined contribution plans makes plan sponsors' jobs easier, which also ensures that our participants receive the best service.

As a non-profit, we don't concern ourselves with quarterly earnings or meeting Wall Street expectations. Instead, we strive to provide high-quality services and products to assist public sector employees in saving for their future retirement goals, including flexible, tax-advantaged retirement savings programs such as 457 and 401 plans, retiree health plans, and IRAs — each with a wide variety of investment options.

With a consistent, demonstrated focus on quality services, we are proud of our retention rates — among the highest of any public sector retirement plan provider — for both plans and participants. Even our first plan, the City of Charlottesville, Virginia that joined in 1972, is still with us today. In addition, we provide innovative financial tools and resources to help educate our participants and to empower them to make informed decisions about their retirement goals. As a result of our commitment, we have received more than 100 awards and recognition over the past five years for successful public sector focused financial education and communications initiatives.

We greatly value your service to our communities, and we appreciate the opportunity to continue to serve you. On behalf of ICMA-RC and our more than 800 dedicated associates, thank you for choosing ICMA-RC to help deliver retirement security for the public sector.

Bob Schultze
President & Chief Executive Officer



WE SERVE PUBLIC EMPLOYEES

We work with public sector employers to deliver financial education to employees of all ages and income levels and varying learning styles. We believe communications must be timely, relevant, easy to use, and convenient to access.



We believe a truly effective financial wellness program includes:

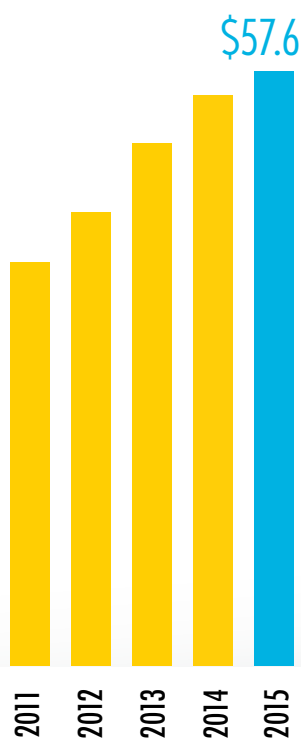
- ▶ Local representatives — both ICMA-RC Retirement Plans Specialists and CERTIFIED FINANCIAL PLANNER™ professionals to work directly with participants.
- ▶ On-site seminars, workshops, and individual consultations — that are complemented by practical technology tools, such as our financial education website RealizeRetirement® and our mobile app, as well as more traditional newsletters, brochures, and handouts.
- ▶ Advice and financial planning services — participants get help with retirement planning as well as several other personal financial areas that impact their ability to save and plan for their future.



WE SERVE WITH A TRACK RECORD OF SUCCESS

TOTAL PLAN ASSETS* 2011–2015

Dollars in Billions



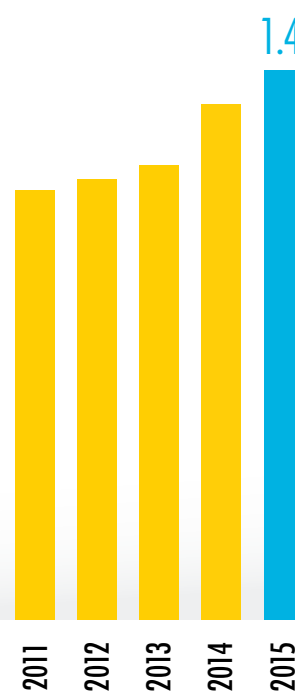
EMPLOYER PLANS* 2011–2015

Accounts in Millions



PARTICIPANT ACCOUNTS* 2011–2015

Accounts in Millions



BY THE NUMBERS*

NUMBER OF STATES SERVED: 49 AND THE DISTRICT OF COLUMBIA

CLIENT RETENTION RATE: 99.3%

AWARDS AND RECOGNITION WON SINCE 2010: 130+

* AS OF YEAR END 2015

WE SERVE PUBLIC EMPLOYERS

We believe in a mutually beneficial partnership with plan sponsors that eases their administrative burden and helps them meet their key responsibilities. And plan sponsors reward us by staying with us — our client retention rate is one of the highest in the industry. Some of our services include:

- ▶ **Retirement Planning Products and Services** — complementary offerings developed exclusively for the public sector that help plan sponsors boost their employee benefits.
- ▶ **EZLink** — our secure online system allows plan sponsors to simplify administrative tasks and track plan activity.
- ▶ **Plan Service Reports** — customized plan activity reports, updated quarterly, help plan sponsors measure goals and milestones.
- ▶ **Legislative and Regulatory Updates** — we actively monitor activity that may impact retirement benefits, and communicate the key information to plan sponsors through our monthly *Employer Bulletin*, our public website at www.icmarc.org/legislative, as well as customized letters, emails, and EZLink messages.



OUR INVESTMENT PHILOSOPHY AND PRODUCTS

ICMA-RC's retirement plan clients can access investment options through VantageTrust, a group trust sponsored by the VantageTrust Company, LLC. The VantageTrust (VT) Funds invest in underlying funds, including the registered Vantagepoint Funds.

The VT PLUS Fund and many of the underlying funds of the VT Vantagepoint Funds employ a multi-management approach that utilizes independent, third-party subadvisers to optimize return relative to risk.

Key investment options include target-date, target-risk, stable value, and lifetime income funds, and are supplemented with actively managed and index stock and bond funds, to meet the needs of different employee groups.

To learn more about our investment products, approach, and research, visit www.icmarc.org/investments.



WE SERVE THE PUBLIC SECTOR COMMUNITY

Our commitment to the public sector extends beyond building retirement security.



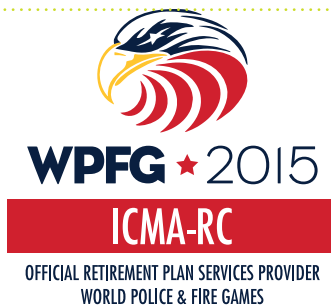
We founded the [ICMA-RC Public Employee Memorial Scholarship Fund](#) to honor local and state government employees who lost their lives in service to their communities. Since 2001, more than \$950,000 in scholarships has been awarded to surviving children and spouses.

www.icmarc.org/scholarship



We founded the [Center for State and Local Government Excellence \(SLGE\)](#) to help the public sector attract and retain public servants. SLGE research areas include pensions, health benefits, compensation, employment practices, and best practices in workforce program.

www.slge.org



We served as the Official Retirement Plan Services Provider for the [2015 World Police & Fire Games](#), an opportunity for public safety officers to showcase their athletic excellence in over 60 sporting events.

www.icmarc.org/wpfg

We also actively partner with select public sector focused organizations, including the [International City/County Management Association](#), [Government Finance Officers Association](#), [National League of Cities](#), [National Association of County Administrators](#), [International Hispanic Network](#), and the [National Forum for Black Public Administrators](#).

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ICMA RETIREMENT CORPORATION
777 NORTH CAPITOL STREET, NE | WASHINGTON, DC 20002-4240
800-669-7400
WWW.ICMARC.ORG
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