2010 NAGDCA Annual Conference
September 11 - 15, 2010
Philadelphia, PA
Philadelphia Marriott Downtown

All meetings and events will be held at the Philadelphia Marriott Hotel Downtown unless otherwise indicated.

Please be aware, if you are seeking CFP or CPE continuing education credits, you must sign-in and sign-out of each session. Sign-up up sheets will be available outside of each session.

Located in the Grand Ballroom Foyer of the Philadelphia Marriott Hotel (unless otherwise noted on agenda):

- **NAGDCA Conference Registration**
- **ANC Foundation Raffle**
- **InFRE Booth**
- **IRS Outreach/Communications Booth**
- **1k/5k Walk/Run Information Table**
- **National Save for Retirement Week Display Table**
- **Refreshments/Breakfasts/Coffee Breaks**
- **Philadelphia Concierge Table (CVB) – Sunday thru Tuesday**
- **Albuquerque Concierge Table (CVB) – Wednesday only**

<u>Saturday, September 11</u>

8:30 a.m. – 11:00 a.m. Meeting Room 502 5th Floor	**NAGDCA Executive Board Meeting**
10:00 a.m. – 3:00 p.m. Salon E Foyer 5th Floor	**Fun Run/Walk Information Table** *Sponsored by T. Rowe Price*
11:00 a.m. – 12:00 p.m. Meeting Room 502 5th Floor	**ANC Foundation Board Meeting**
12:00 p.m. – 5:00 p.m. Salon E Foyer 5th Floor	**Registration/ANC Foundation Raffle Tickets** *Registration refreshments sponsored by The Hartford*
1:00 p.m. – 4:30 p.m. Salon E Foyer 5th Floor	**Community Service Project (Sign-up Required)** *Sponsored by Nationwide Retirement Solutions, Inc*

<u>Sunday, September 12</u>

8:00 a.m. – 5:30 p.m. Salon E Foyer 5th Floor	**Registration/ANC Foundation Raffle Tickets**
8:00 a.m. – 5:00 p.m. Salon E Foyer 5th Floor	**Fun Run/Walk Information Table** *Sponsored by T. Rowe Price*
8:00 a.m. – 12:30 p.m.	**Cyber Café and Message Center**

Salon I
5th Floor

Sponsored by Fidelity Investments

8:00 a.m. – 12:30 p.m.
Salon E Foyer
5th Floor

Philadelphia Convention and Visitors Bureau Information Table

8:00 a.m. – 12:00 p.m.
Salon A & B
5th Floor

InFRE Pre-Conference Workshop: Retirement Plan Advice
Do plan sponsors have a responsibility to provide guidance and advice to help employees make important decisions about their participation in voluntary, supplemental retirement plans? Do educational programs go far enough and cover all the information that is needed for participants to make informed decisions? Should plans go beyond education and offer counseling services that includes specific advice about investments and distributions?

This workshop will help you answer these questions by exploring the benefits and concerns regarding counseling and investment advice services in voluntary, supplemental retirement plans.

While most public employees have a primary retirement benefit funded by the employer, their personal savings…such as through 457, 403(b) and 401(k) plans…has become a vital component in their financial security in retirement. Many participants struggle with investment decisions as well as how to structure distributions to meet their long-term retirement income needs. If participants are not offered appropriate help with their decisions, are plan sponsors subject to potential liability for their bad choices?

This session will address topics that include the following:

- Research Studies: Recent studies have explored participant actions and decisions and often demonstrate the need for enhanced education, counseling and advice services.
- Investment Advice Regulations: New federal regulations from the Department of Labor are being finalized to layout fiduciary safeguards when providing investment advice. Although public plans are not subject to these rules, they are often used as a best practice guide and can help government employers structure their own approach to proving advice services.
- Advice Alternatives: Investment options, such as target date funds and managed accounts, may offer an alternative to investment advice, but have their own set of issues for plan fiduciaries.
- Lifetime Income Options: As defined contribution plans have an increasing role in retirement planning, helping workers understand the need for establishing lifetime income streams from accumulated assets has become a hot topic for policy makers, legislators and regulators. Investment providers are developing new products to meet the growing need for guaranteed retirement income.

Interactive discussions and group exercises will be focused on ways to enhance current education and guidance services, and/or establish new approaches to help participants with important decisions that will enable them to meet their long-term retirement income needs.

The International Foundation of Retirement Education (InFRE)
Workshop Presenter: Mary Willett, CRA®, CRC®, Willett Consulting
Attendees earn 4 InFRE CE Credits

12:15 p.m. – 4:00 p.m.
Depart from Hotel Lobby

Social Event (Sign-up Required)
Sponsored by Prudential Retirement

4:30 p.m. – 5:00 p.m.
Salon C & D
5th Floor

NAGDCA: An Environment for Learning
This session will help you get the most out of the 2010 conference and show how NAGDCA can help you throughout the year. The session will include an overview of the organization and its leadership, its evolution and growth, the services it offers members, and current special projects. It will include an overview of the conference schedule, "first-timer tips," and more; it is particularly important for first-time delegates and newcomers to the industry.
Featured Speakers: Edward Lilly, State of New York, NAGDCA President; Eric Sanderson, Ohio PERS, NAGDCA Member-at-Large; Michael Studebaker, Nationwide Retirement Solutions, NAGDCA Industry Vice President

5:00 p.m. – 5:30 p.m.
Salon A & B
5th Floor

Student Orientation
(Students and designated NAGDCA members only)
Student Program Sponsored by AllianceBernstein
NAGDCA has again invited university students interested in deferred compensation to participate in the annual conference. This conference session will help orient the student attendees, and give them an opportunity to meet with their paired NAGDCA associate for the conference. This session will also include an overview of the organization, its evolution and growth, the services it offers members, an overview of the conference schedule, and tips for students to get the most out of the conference experience.
Moderator: Ralph Marsh, City of Houston (TX)
Featured Speakers: Betty Meredith, InFRE; Jackie Fabitore-Matheny, VALIC

5:30 p.m. – 6:00 p.m.
Salon A & B
5th Floor

Student/Mentor Reception (Students, mentors, financial planning program directors, and Board members)
Sponsored by InFRE

6:00 p.m. – 7:30 p.m.
Franklin Hall B
4th Floor

President's Reception
Sponsored by Nationwide Retirement Solutions, Inc

<u>Monday, September 13</u>

6:15 a.m.
Hotel Lobby

1 & 5k Fun Run/Walk Participants Meet

6:30 a.m.
Depart from Hotel Lobby

1 & 5k Fun Run/Walk
Sponsored by T. Rowe Price

8:00 a.m. – 4:00 p.m.
Salon E Foyer
5th Floor

Registration/ANC Foundation Raffle

8:00 a.m. – 4:00 p.m. Salon I 5th Floor	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
8:00 a.m. – 4:00 p.m. Salon E Foyer 5th Floor	**Philadelphia CVB Information Table**
8:00 a.m. – 9:00 a.m. Salon E Foyer 5th Floor	**Breakfast Buffet**
9:00 a.m. – 9:45 a.m. Salon E & F 5th Floor	**Conference Opening and Welcome**
9:45a.m. – 10:00a.m. Salon E & F 5th Floor	**Invited Guest: U. S. Congresswoman Allyson Y. Schwartz (D-PA)**
10:00 a.m. – 11:00 a.m. Salon E & F 5th Floor	**General Session: The Washington Report: Retirement Security and Individual Responsibility** NAGDCA Legislative Counsel and others will recap where pension legislation is today and discuss what NAGDCA members can expect in the immediate future in regard to legislative action. In addition, the panelists will also discuss new proposals on the horizon that might affect NAGDCA members and their plans. *Moderator: Alex Turner, State of Arizona, NAGDCA Past President and Legislative Committee Chair* *Featured Speakers: Jennifer Eller, Groom Law Group; Susan White, Susan J. White & Associates, NAGDCA Legislative Counsel*
11:00 a.m. – 11:15 a.m. Salon E Foyer 5th Floor	**Coffee Break** *Sponsored by Wellington Management Company, LLP*
11:15 a.m. – 12:15 p.m. Salon E & F 5th Floor	**General Session: MARKET SIGNALS; What the Financial Markets Are Telling Us Now** "If the majority of people were right, the majority of the people would be rich…and they're not!" Following the herd has rarely produced superior long-term results. Tulane University's Peter Ricchiuti will share his informative and entertaining perspective on financial markets, the importance of proper diversification and the cyclical nature of both stocks and investment sectors. *Keynote Speaker: Peter Ricchiuti, Investment Expert, Professor of Finance at Tulane University*
12:15 p.m. – 1:30 p.m. Franklin Hall B 4th Floor	**Opening Luncheon and Leadership Awards Recognition** *Sponsored by ING*
1:30 p.m. – 1:45 p.m.	**Break**
1:45 p.m. – 3:15 p.m.	**"Breakout Sessions" – Government Member Sessions**
Salon A 5th Floor	**Session #1: $100 million or less** *Facilitator: Ed Rutherford, Larimer County (CO)*

Salon B 5th Floor	**Session #2: $101 million - $250 million** *Facilitator: Joshua Hitchens, State of Delaware*
Salon C 5th Floor	**Session #3: $251 million - $499 million** *Facilitator: Polly Scott, State of Wyoming*
Salon D 5th Floor	**Session #4: $500 million - $999 million** *Facilitator: Sherry Mose, City of Houston (TX)*
Salon J 5th Floor	**Session #5: $1 billion or more** *Facilitator: Lori Doyle, CalPERS*
1:45 p.m. – 2:45 p.m. Salon K/L 5th Floor	**Industry Member Annual Meeting**
3:30 p.m. – 5:00 p.m. Salon E Foyer 5th Floor	**Leadership Award Winner Photos**
6:00 p.m. – 7:30 p.m. Franklin Hall B 4th Floor	**Reception** *Sponsored by Great-West Retirement Services*

<u>Tuesday, September 14</u>

7:30 a.m. – 8:15 a.m. Salon E Foyer 5th Floor	**Breakfast Buffet**
7:30 a.m. – 1:00 p.m. Salon E Foyer 5th Floor	**Registration**
7:30 a.m. – 1:00 p.m. Salon E Foyer 5th Floor	**Philadelphia CVB Information Table**
7:30 a.m. – 1:00 p.m. Salon I 5th Floor	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
8:30 a.m. – 10:00 a.m. Salon E & F 5th Floor	**General Session: IRS Update – Activities and Regulations** This session will feature IRS representatives to discuss recently issued (or soon to be released) regulations pertaining to defined contribution plans. *Moderator: Mindy Harris, Multnomah County (OR)* *Featured Speakers: Marilyn Collister, Great-West Retirement Services; Cheryl Press, IRS*
10:00 a.m. – 10:15 a.m. Salon E Foyer 5th Floor	**Coffee Break** *Sponsored by BlackRock*
10:15 a.m. – 11:30 a.m.	**Concurrent Sessions**
Salon A	**Topic #1: Employee Education and Saving for Retirement**

5th Floor

This session is designed to help plan sponsors understand the importance of creating a sound financial education plan for improving employees' retirement planning decisions and employee financial well being. The presentation will include a review of several key studies and current literature on the topic. In addition, employee attitudes and preferences will be examined for identifying real-world solutions for reaching and motivating participants to participate in voluntary savings plans.
Featured Speaker: Don Harris, VALIC

Salon B
5th Floor

Topic #2: Communications with Participants
What does it take to educate and communicate effectively with public sector participants? Hear from Plan Sponsors that received the Special Award of Distinction for Effective Communication on the strategies and tactics they used to earn NAGDCA's highest award. The group will showcase their programs by explaining how each campaign was developed, implemented and measured, and will discuss their successes and challenges.
Moderator: Lori Doyle, CalPERS
Featured Speakers: Tim Berry, State of Indiana; Beth Chapman, State of Tennessee; Tom Strup, County Commissioners Association of Ohio

Salon C
5th Floor

Topic #3: Social Networking and Its Place in Plan Administration
As the workplace demographic changes, plan sponsors will need to consider new communication alternatives to motivate employees to take action when faced with their retirement savings alternatives. In a world with computers, the internet, cell phones and MP3 players, employees today communicate through media unheard of as recently as ten years ago. Industry members are taking their first steps into a new landscape of tweets, blogs and IMs as a way to engage their participants – young and not-so-young alike. The session will look at advances in communication alternatives, particularly the use of social media networks, as options currently available and on the rise. What works, what doesn't and things to avoid, all in an attempt to make administration of your plan more efficient in the evolving digital age.
Moderator: Christian Putnam, ACS Human Capital Management Solutions
Featured Speakers: Ron Campana, ING; Mindy Harris, Multnomah County (OR); Stephen Johnson, TIAA-CREF

Salon K/L
5th Floor

Topic #4: Stable Value Funds and Fixed Account Options: Best Practices
In recent years, the Industry has largely focused on the role of mutual funds in a plan sponsor's asset allocation mix. Due to recent market volatility, current trends suggest that future cash flows will continue to increase in stable value fund vehicles. In today's challenging economic climate plan sponsors may look to industry professionals to provide stable value fund and fixed account option best practices. Additionally, participant communications require increased focus and disclosure. This session seeks to provide fiduciaries a valuable resource for issues pertaining to this predominant asset class. Issues to be discussed are: fee transparency, rate setting, portfolio holdings, credit quality, duration, book value liquidity guarantees and wrap contracts, any equity wash provisions, market to book value

ratios as well as termination provisions, such as deferred payouts, 12 month “put” and market value adjustments (MVAs).
Moderator: John Barry, State of Maryland
Featured Speakers: Andrew Apostol, Dwight Asset Management; Marcia Beard, RV Kuhns; James King, Prudential Retirement

Salon D 5th Floor	**Topic #5: Understanding Risks** There is more to investing than just looking at returns - the ability to identify, measure and manage risk is critical to success. This session will focus on defining general risk concepts, such as market risk, operational risk, inflation risk, standard deviation, variance, alpha and beta. We'll also explore how risk impacts a total portfolio and how risks may differ between underlying equity and fixed income investments. *Moderator: Jacob O'Shaughnessy, Arnerich Massena & Associates, Inc.* *Featured Speakers: Fredrik Axsater, BlackRock; David Fischer, State of New York; Jim Link, PFM Asset Management, LLC; Julian Regan, Marco Consulting*
11:30 a.m. – 11:45 a.m. Salon E Foyer 5th Floor	**Coffee Break** *Sponsored by ACS, A Xerox Company*
11:45 a.m. – 1:00 p.m.	**Repeat of Concurrent Sessions** **Topic #1: Employee Education and Saving for Retirement** **Topic #2: Communications with Participants** **Topic #3: Social Networking and Its Place in Plan Administration** **Topic #4: Stable Value Funds and Fixed Account Options** **Topic #5: Understanding Risks**
2:00 p.m. – 5:00 p.m. Depart from Hotel Lobby	**Philadelphia History & Education Event (Sign-up Required)** *Sponsored by ICMA-RC*

<u>Wednesday, September 15</u>

7:45 a.m. – 12:00 p.m. Salon E Foyer 5th Floor	**Registration/ANC Foundation Raffle Tickets**
7:45 a.m. – 1:00 p.m. Salon I 5th Floor	**Cyber Café and Message Center** *Sponsored by Fidelity Investments*
7:45 a.m. – 4:30 p.m. Salon E Foyer 5th Floor	**Albuquerque Convention and Visitors Bureau Information Table** (Site of 2011 Annual Conference)
7:45 a.m. – 8:30 a.m. Salon H 5th Floor	**Breakfast – Recognition of ANC Foundation Donors (Open to all)**
8:45 a.m. – 10:00 a.m.	**Concurrent Sessions**
Salon A 5th Floor	**Topic #6: Building the Ideal Retirement Plan/Fund Lineup** Numerous studies and surveys have been conducted in an attempt to identify the ideal DC retirement plan design. Most

point to making a diverse mix of asset classes available while limiting the number of decisions participants have to make. Other important criteria include offering investment options with strong, consistent track records and relatively low overall costs. But how do you put this all together and assure proper usage by participants? This session will focus in on the recent industry shift towards streamlining and simplifying the investment decision process. Speakers will discuss the most effective way to take advantage of this industry shift and how plan sponsors may structure their plan investment line-up to provide the best value to their participants. The types of investment options that should be considered and the appropriate number of options will also be covered.
Moderator: James Sia, Wellington Management Company, LLP
Featured Speakers: Todd Allen, Howard County (MD) ; Rod Crane, TIAA-CREF; Theresa Cruz Myers, Great-West Retirement Services; Winfield Evens, Hewitt Associates

Salon B
5th Floor

Topic #7: Successful RFP Design
A successful plan starts with a good plan design and part of that design includes a well-defined and thorough RFP. When searching for a provider for recordkeeping, investment or other services, plan sponsors need to fully understand their administration needs and the needs of their plan participants. Those service requirements need to be effectively communicated through the RFP and the results evaluated to discern a service provider's unique abilities. The session will illustrate RFP design techniques that provide plan sponsors with the feedback needed to make a thorough evaluation of service provider proposals and pitfalls to avoid in the RFP design.
Moderator: Mike Halpin, State of Maryland
Featured Speakers: Andrew Ness, Mercer Investment Consulting; Gregory Settle, Hyas Group; Jeffrey Snyder, Segal Advisors, Inc.

Salon C
5th Floor

Topic #8: Keep Participants Saving for Retirement
During this period of economic downturn and market volatility, employees are faced with new financial challenges – How to meet their day-to-day financial obligations at a time when they're facing furloughs and pay cuts. If they're struggling now, how will they survive in their retirement years? Plan Sponsors today are certainly faced with a set of new challenges. This session will discuss methods for getting employees to realize the importance of starting and continuing to save even in tough economic times. Plan sponsors and Vendors will share success stories and strategies that have worked to capture the attention of their employees and caused them to take action.
Moderator: Laurel Ludden, VALIC
Featured Speakers: Pamela Hess, Hewitt Associates; Keith Sendall, ICMA-RC; Kandi Winters, State of Florida

Salon D
5th Floor

Topic #9: Preparing for the Inevitable: Security/Off Site Storage, Contingency Planning (swine flu, ice storms, etc.)
It's no longer a matter of if, but of when a manmade or natural disaster will occur. This session will cover how to prepare for the implications associated with natural disasters of varying types. It will create a framework for what and how to communicate to participants, ways to safeguard data and plan assets, and insure service delivery from your providers. This session will address what role state and federal governments have in helping plans

prepare for and mitigate complications resulting from an incident. It will cover how to plan and prepare a disaster recovery and business continuity plan. Additionally, this session will provide tools to deal with pandemic outbreaks and how to set the stage to allow employees to carry out their functions at home or at alternate locations. As plan sponsors we need to identify our responsibilities and determine what we should expect from the government and our business partners. A must attend for plan administrators, record keepers and managers involved in contingency planning and service delivery.
Moderator: Doug Miller, Suffolk County (NY)
Featured Speakers: David Edwards, Dodge & Cox; Barry Strasnick, ING

Salon K/L
5th Floor

Topic #10: Is your organization ready for the new retirement environment?
Are you responsible for hiring retirement plan employees or managing retirement services vendors? Due to the aging of the boomers, the Bureau of Labor Statistics estimates the need for financial and retirement planning to be among the 10 fastest growing occupations over the next decade, with an expected job growth rate of over 40%. Based on a survey with retirement professionals from employer retirement plans, government agencies, banks, insurance companies, mutual funds, third party administrators, financial planning firms and brokerage houses, a recommended curriculum and retirement industry career guide will be presented that identifies the knowledge and skills needed by entry level and existing employees for your organization and vendors to better serve your members in the new retirement environment.
Featured Speaker: Dr. John Salter, Director, Personal Financial Planning, TTU

10:00 a.m. – 10:15 a.m.
Salon E & F Foyer
5th Floor

Coffee Break

10:15 a.m. – 11:45 a.m.
Salon E & F
5th Floor

General Session: Target Date Funds – "New Trends"
Target Date Funds have taken the retirement plan world by storm, and the vast majority of defined contribution plans now offer a target date fund series. Most of the dramatic growth in the usage of these options has taken place in the last few years, and therefore the available products are still constantly developing. New trends in the way these options are put together and unique features seem to show up quite frequently. This session will focus on the recent trends in the Target Date Fund arena and will include a discussion on the addition of guaranteed retirement income features, the allocation to less traditional asset classes as well as comments on proposed legislation that will affect the way these products are structured and offered to investors.
Moderator: Jayson Davidson, Hyas Group
Featured Speakers: James Lyday, Prudential Retirement; Stacy Schaus, PIMCO; Wayne Wicker, ICMA-RC

12:00 p.m. – 1:30 p.m.
Salon H
5th Floor

Government Member Annual Business Meeting and Luncheon

12:00 p.m.

Guest Program (Advance Sign-up Required)

Depart from Hotel Lobby

1:45 p.m. – 3:00 p.m.	**Repeat of Concurrent Sessions** **Topic #6: Building the Ideal Retirement Plan/Fund Lineup** **Topic #7: Successful RFP Design** **Topic #8: Keep Participants Saving for Retirement** **Topic #9: Preparing for the Inevitable: Security/Off Site Storage, Contingency Planning (swine flu, ice storms, etc.)** **Topic #10: Is your organization ready for the new retirement environment?**
3:00 p.m. – 3:15 p.m. Salon E & F Foyer 5th Floor	**Coffee Break / Celebration of NAGDCA's 30th Anniversary**
3:15 p.m. – 4:30 p.m. Salon E & F 5th Floor	**Closing Session: Fiduciary Responsibilities** It is important that plan sponsors understand their fiduciary responsibilities and duties in order to protect the rights and benefits of plan participants. Failure to meet these duties can result in litigation. This session will help plan sponsors understand their fiduciary responsibilities by answering the following questions: Who is a plan fiduciary? Who is NOT? How do fiduciary duties change based on plan design with an annuity contract versus a trust platform? With the recent market events and lawsuits related to investments and fees, have fiduciary responsibilities changed? What are the trends in defined contribution plan fiduciary governance? What are the responsibilities of a fiduciary when it comes to plan issues such as approving QDROs, hardship distributions, loans, and plan expenses? Can fiduciary duties be delegated to a Consultant? Does that delegation relieve the plan sponsor from responsibility? Should your plan provide fiduciary training to employees and board members? Do participant outcomes matter? Should fiduciaries be focused on aspirational goals or only focus on meeting the minimum legal standards? *Moderator: Anthony Hines, Commonwealth of Pennsylvania* *Featured Speakers: Lew Minsky, Defined Contribution Institutional Investment Association; Jeffrey Robertson, Barran Liebman*
6:30 p.m. – 7:30 p.m. Salon E Foyer 5th Floor	**Final Night Reception** *Co-Sponsored by Charles Schwab and NAGDCA*
7:30 p.m. – 10:00 p.m. Salon E & F 5th Floor	**Final Night Dinner** *Entertainment Sponsored by TIAA-CREF*