

An Employee Benefit that Benefits Everyone

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Introduction

The CSD Retirement Trust - What Is It?

Created **for educators by educators** to provide the best **voluntary** Supplemental Retirement Program, 403(b) & 457(b), for K-12 Teachers/Staff:

The Trust helps teachers/staff by

- ❖ Providing Financial Education and Transparency. **All employees may attend educational programs.**
- ❖ Utilizing “**Best in Class**” Investment Options
- ❖ Keeping Administrative and Investment Management Fees **LOW**
- ❖ Ensuring Flexible Retirement Options
 - 403(b) & 457(b): Roth or Traditional
 - Managed Accounts & Income Replacement

You do not have to move your current 403(b) or 457 to the Trust,
only future contributions

The CSD Retirement Trust - What Is It?

56 Trust Members (9/30/20)

St. Louis Metro

Afton	Lift for Life Academy	Rockwood
Bayless	Lindbergh	St. Clair
Brentwood	Maplewood Richmond	Special School District
Clayton	Heights	Spring Bluff
Confluence Academy	Mehlville	The Saint Louis Language
EducationPlus	Meramec Valley	Immersion School
Elsberry	M.U.S.I.C	University City
Ferguson-Florissant	Normandy Schools	Valley Park
Gasconade	Collaborative.	Warren County R-III
Grandview R-II	Orchard Farm	Washington
Hazelwood	Parkway	Webster Groves
Jennings	Pattonville	Wentzville
KIPP-St. Louis	Ritenour	Wright City

7,500+ Participants and \$183+ Million in
Plan Assets (9/30/20)

The CSD Retirement Trust - What Is It?

56 Trust Members (9/30/20)

Kansas City Metro

Citizens of the World
Dallas County
Frontier Schools
Grain Valley
Harrisonville
Hogan Prep
Independence

Kansas City PSRS
Kansas City Girls Prep Academy
Kearney
KIPP-KC
Lawson
Lee's Summit

Liberty
Oak Grove
Platte County
Smithville
The School District of Kansas
City, MO

7,500+ Participants and \$183+ Million in
Plan Assets (9/30/20)

The CSD Retirement Trust - What Is It?

56 Trust Members (9/30/20)

Outside Missouri

Menasha, WI

Weyauwega-Fremont, WI

AND MORE TO COME

WATCH THIS SPACE

7,500+ Participants and \$183+ Million in
Plan Assets (9/30/2020)



Why the Trust?

Why The CSD Retirement Trust?

WHY

**HAVE THESE DISTRICTS/CHARTERS
JOINED THE TRUST?**

AND

**SO MANY ENTRUSTED THEIR RETIREMENT
SAVINGS TO THE TRUST?**

BECAUSE...

Why The CSD Retirement Trust?

403(b) & 457 plans in a multi-vendor environment are challenging for teachers/staff...



Why The CSD Retirement Trust?

And...Choosing a Provider can be *Frustrating!*

Referral



Research



Give Up!



Why The CSD Retirement Trust?

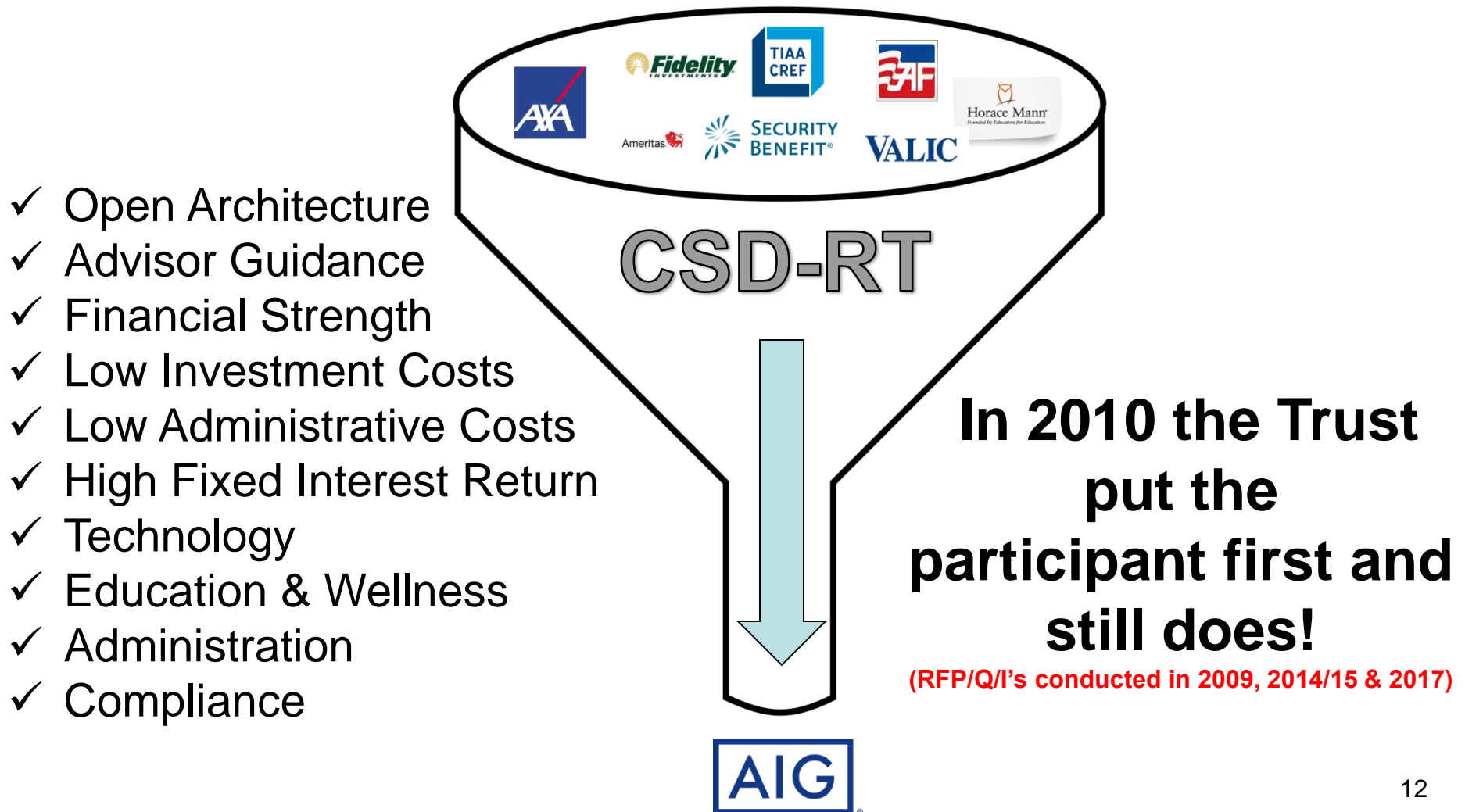
**And... your employer
can't advise you.**



Sorry... when it comes to 403(b) or 457(b) providers, I can't recommend one but here's a list of approved providers.

Why The CSD Retirement Trust?

But...The Trust as a Single Provider Helps You!





How Does The Trust Help?

How does The CSD Retirement Trust Help?

How Does the Retirement Trust Help Teachers & Staff Have a Better Retirement?

The Trust Helps because it...

Employs a flexible “open architecture” approach to investment options including

- ✓ Index, Actively Managed and Target Date Funds
- ✓ Managed Accounts

Provides:

- ✓ Flexibility: Both a 403(b) and a 457(b) - Traditional and Roth
- ✓ Income Replacement (QLAC - when retiring)

Educates employees to improve retirement outcomes. Financial advisors focus on retirement planning & education, not selling products

How does The CSD Retirement Trust Help?

CSD Retirement Trust Investment Lineup

(investment management fees in parenthesis as of 9/30/20. **Weighted Average = 17bps**)

Plus Vanguard Index Funds in the following categories:

- Bond (**0.05%**)
- Large Cap Growth (**0.05%**)
- Large Cap Value (**0.05%**)
- S&P 500 (Large Blend) (**0.04%**)
- Mid Cap (**0.04%**)
- Small Cap (**0.04%**)
- Foreign/International (**0.11%**)

Bold % = lower investment management fees since inception

NO REVENUE SHARING

Investors should carefully consider the investment objectives, risks, charges and expenses of a fund before investing. This and other information is contained in the fund's prospectus and should be read carefully before investing. To obtain a prospectus please contact AIG.



How does The CSD Retirement Trust Help?

How Does the Retirement Trust Help Teachers & Staff Have a Better Retirement?

Managed Accounts

What is a Managed Account? A Managed Account is when a professional investment advisor puts together a group of investments, using those offered by the Trust. The independent financial advisor will exercise discretionary authority, after talking with the participant about their risk tolerance, their other assets and other shared financial data. If the participant approves, the Investment Manager will allocate and/or reallocate their account to implement the individualized advice.

Why does the Trust offer it? Because it provides additional flexibility in helping participants who are not comfortable making their own investment decisions and:

Managed Accounts are one of three options approved by the Department of Labor (DOL) for (Q)ualified (D)efault (I)nvestment (A)lternatives. The three are target date funds, balanced funds and managed accounts.

How does The CSD Retirement Trust Help?

How Does the Retirement Trust Help Teachers & Staff Have a Better Retirement?

Roth: To Have or Not - That is the Question

Why Does the CSD-RT Offer a Roth for its 403(b) & 457?

To provide flexibility and choice. Because Roth accounts, “Tax Wise,” differ from Traditional Plans. Therefore, Roth accounts may be a better option for younger individuals just starting to work

When is Roth a better choice?

The Trust’s Financial Advisors can help answer that question.

How does The CSD Retirement Trust Help?

How Does the Retirement Trust Help Teachers & Staff Have a Better Retirement?

Income Replacement - Who Needs It?

How worried are Americans about retirement?

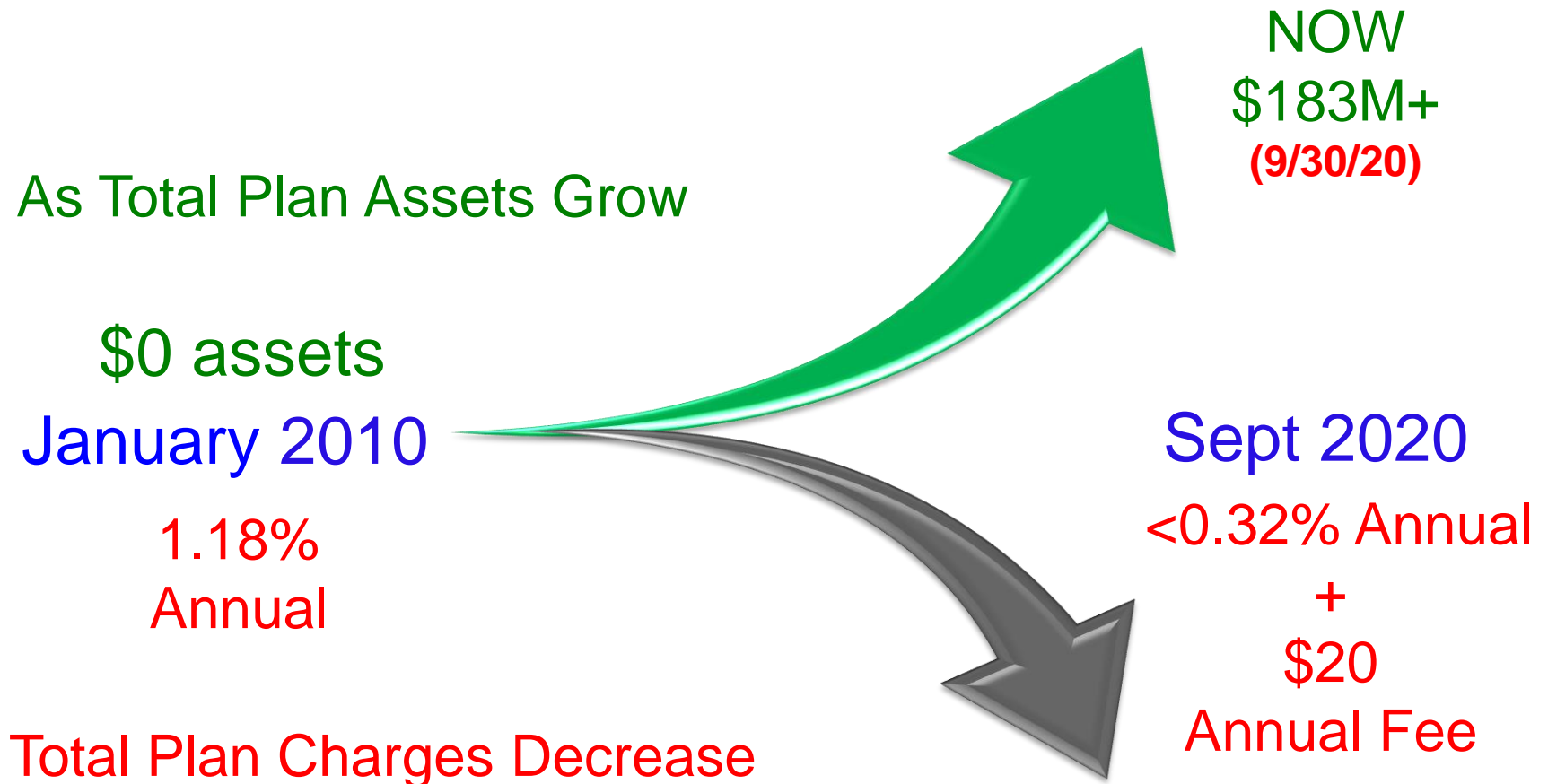
A 2016 Employee Benefit Research Institute Retirement Confidence Survey Found:

- ❖ 21% of workers are very confident about having enough money for a comfortable retirement
- ❖ 19% of workers say they are “not at all confident” they will be prepared for retirement
- ❖ 52% of workers have not done a basic retirement needs calculation



Cost

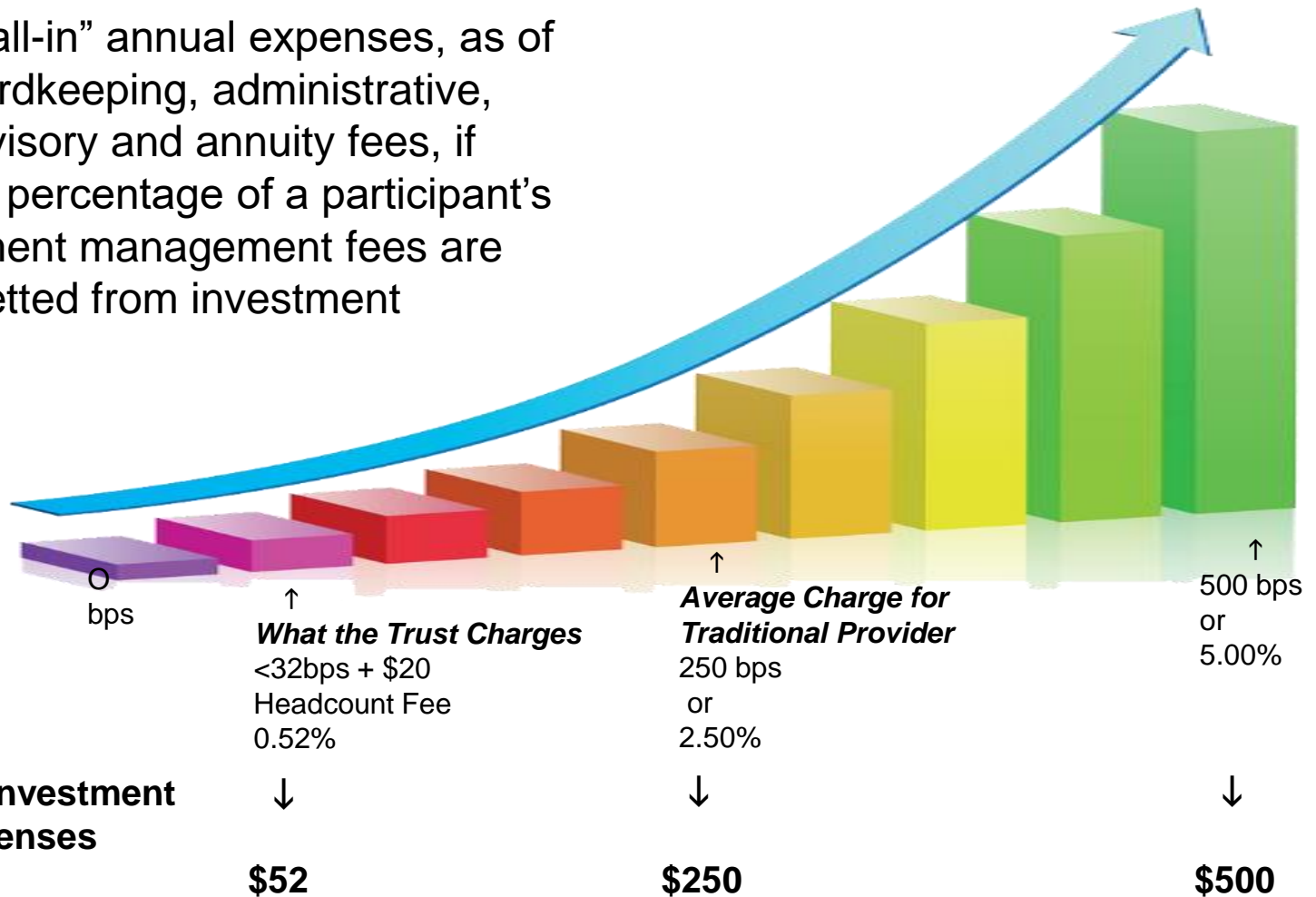
The CSD Retirement Trust - Cost



In January 2010, annual fee for a participant with a \$10,000 account was \$118. As of Jun 2020, it was less than \$52, a 56% decrease!

The CSD Retirement Trust - Cost

These are the “all-in” annual expenses, as of 9/30/20 for recordkeeping, administrative, compliance, advisory and annuity fees, if applicable, as a percentage of a participant’s assets. Investment management fees are separate and netted from investment performance.



Based on a \$10,000 investment Account, annual expenses would be:

The CSD Retirement Trust - Cost

So...What Do You Get for \$52?

- ❖ Financial Advisor, an 800# and Award-Winning Website
- ❖ Financial Education
 - ✓ Ongoing, both individual and group
 - ✓ Periodic Workshops on optimizing Your Defined Benefit/Social Security benefits
- ❖ “Best in Class” Investment Options
 - ✓ Actively Managed, Index & Target Date Funds
 - ✓ Reviewed Quarterly for Performance vs. Peers (Since Trust launched 100% beat their benchmark)
- ❖ LOW Administrative and Investment Management Fees - Since Trust Launched
 - ✓ Admin Fees decreased 56%
 - ✓ Investment Management Fees have decreased in 94% of the funds
- ❖ Flexible Options:
 - ✓ 403(b) & 457(b): Roth & Traditional
 - ✓ Managed Accounts
 - ✓ Income Replacement (QLAC)

Conclusion

The CSD Retirement Trust – The Better Choice

Why the Trust is “A Better Choice” It is a “Best in Class” model that...

Helps improve retirement outcomes for Participants by:

- ❖ Providing **educational seminars & workshops** on retirement planning for **all employees**
- ❖ Using licensed Financial Advisors **whose compensation is not based on investments selected**, and who focus on improving retirement outcomes, not selling products
- ❖ Increasing flexibility with both pre- and post-tax deferral options for 403(b) & 457(b)
- ❖ Striving to increase retirement balances to provide **higher income replacement**
- ❖ **Enabling them to purchase service credits in state pension system, if applicable, with no rollover fees**
- ❖ Providing a Qualified Longevity Income Annuity (QLAC) for those needing additional **guaranteed income** in retirement

The CSD Retirement Trust – The Better Choice

Why the Trust is “A Better Choice” It is a “Best in Class” model that...

In addition to helping participants, at no cost to the district, the Trust

- ❖ Provides representation on the Board of Advisors as a decision-maker
- ❖ Responsible for all compliance for Members and their Participants while saving the Administration time and money that can be used for other needs
- ❖ Places all providers under the Trust’s administrative umbrella, thereby improving processing & compliance for loans, hardship withdrawals, etc.
- ❖ Is faster and more flexible in incorporating needed plan changes
- ❖ Ensures consistent plan communications
- ❖ Reduces interruptions and security concerns during the workday

Conclusion – Why should your organization join the Trust?

Consider joining the growing number of organizations in the Trust

To learn more:

- Visit csdretirementtrust.com or
- Call/email Stephen Keyser, Managing Director CSD Retirement Trust at 314.265.6192 or skeyser@csdretirementtrust.com