

Nebraska State Treasurer

Request for Information – Questions and Answers

1. **II. Background Information F(4):** Could we see the breakdown of assets in each investment option, including how much is in the FDIC option and how much is in the checking option?

Information as of 6/30/23

Portfolio Nm	In State		Out of State		Grand Total	
	Total Assets	Funded Accounts	Total Assets	Funded Accounts	Total Assets	Funded Accounts
Bank Savings Option	\$9,460,345.46	1,379	\$4,593,506.87	754	\$14,053,852.33	2,133
Checking Option	\$2,611,542.95	527	\$1,881,542.43	343	\$4,493,085.38	870
Conservative Option	\$2,056,756.20	425	\$1,269,158.30	194	\$3,325,914.49	619
Growth Option	\$3,739,162.97	530	\$3,526,140.95	292	\$7,265,303.91	822
Moderate Option	\$2,951,179.01	543	\$1,638,474.28	223	\$4,589,653.29	766
Total	\$20,818,986.58	3,404	\$12,908,822.83	1,806	\$33,727,809.41	5,210

2. **II. Background Information F(5):** Of the \$45 account fee and the 40-45 basis point annual account fee, how much does the state receive?

Currently, the State takes no part of either fee.

3. **IV. Scope of Service A(2):** Are you looking for the program manager to engage and pay for an outside audit team to perform the audit? Or are you asking the program manager to supply all information needed for the State to perform the audit?

We are asking the program manager to engage and pay for an outside audit team to perform the audit. The State would like the ability to designate the outside auditor.

4. **V. Submission Requirements C(4)(c):** Are you asking the program manager to provide the State with an annual marketing budget or are you asking for the program manager to allocate a certain amount of marketing budget towards Enable marketing and outreach?

We are asking the program manager to propose its annual financial spend for marketing for Enable.

5. **V. Submission Requirements C(4)(c):** What is your current annual marketing budget and do you receive that from your current program manager?

We are currently our own program manager, and our current marketing budget is \$25,000.

6. **V. Submission Requirements C(4)(c):** Does the state currently work with a marketing agency or do you manage all marketing activity in house? Do you have existing marketing relationships outside of Nebraska?

Most marketing activity is in-house. We do work some with one outside company. We have no marketing relationships outside of Nebraska currently.

7. **V. Submission Requirements C(4)(a):** Are you asking for the program manager to provide an investment advisor?

While Enable utilizes the NE Investment Council to review and approve all investments, the program manager should also be prepared to help with researching any investment changes and presenting those to the Investment Council. The program manager can provide this service with in-house personnel, or through a third party investment advisor.

8. **V. Submission Requirements C(4)(a):** Does the program have established investment benchmarks?

Growth Option: 1 month- 4.81; 3 month 5.13; YTD 11.60; 1 year 13.49; 3 year 8.78; 5 year 7.6; Inception 8.97

Moderate Option: 1 month- 3.54; 3 month 3.74; YTD 9.16; 1 year 10.21; 3 year 6.02; 5 year 6.12; Inception 7.01

Conservative Option: 1 month- 1.69; 3 month 1.76; YTD 5.45; 1 year 5.59; 3 year 3.02; 5 year 4.03; Inception 4.24

Bank Savings Option: 1 month- 0.43; 3 month 1.25; YTD 2.39; 1 year 3.75; 3 year 1.33; 5 year 1.57; Inception 4.32

For the Target Risk Portfolios, the custom benchmarks are put together by our recordkeeper using the primary benchmark for each of the underlying funds used in the portfolios. The underlying benchmarks are given the same allocation as the underlying fund used in the portfolio.

9. **IV. Scope of Service F(3):** How often does the Nebraska Investment Council meet? Does it meet in-person?

The Nebraska Investment Council meets approximately six times per year; however, Enable meets with them once per year, to present a year end summary of our plan. Those meetings are in-person, typically in Lincoln or Omaha. Attendance at additional meetings may be necessary if the program manager, State or Investment Council is considering other changes to the investment lineup.

10. **II. Background Information F(6):** What are the total number of accounts in Nebraska and outside Nebraska? Can we get the number of accounts by state?

Accounts inside NE as of 6/30/23 = 2330 outside of NE = 1289

Account Owner Permanent State Nm	Active Accounts	Funded Accounts	Total Assets
AK	2	2	\$126,423.89
AL	433	427	\$3,456,630.33
AR	4	4	\$32,053.67
AZ	15	13	\$243,361.56
CA	55	54	\$1,082,416.85
CO	70	68	\$772,054.15
CT	7	7	\$125,995.28
FL	10	9	\$43,262.89
GA	4	4	\$39,686.99
IA	17	16	\$272,342.55
ID	24	23	\$162,057.14
IL	7	7	\$49,688.77
IN	5	5	\$150,981.75
KS	14	14	\$279,152.63
KY	1	1	\$2,385.68
LA	6	6	\$36,201.67
MA	7	7	\$185,815.63
MD	5	5	\$91,582.29
ME	4	4	\$115,720.66
MI	6	6	\$63,096.42
MN	13	13	\$175,796.97
MO	16	15	\$238,468.18
MS	3	3	\$47,983.43
MT	1	1	\$7,741.08
NC	12	10	\$94,266.59
ND	77	77	\$553,630.22
NE	2,330	2,281	\$20,818,986.58
NJ	8	8	\$154,549.85
NM	3	2	\$78,274.59
NV	2	2	\$17,563.19
NY	8	8	\$31,536.73
OH	3	3	\$7,082.28
OK	7	6	\$86,273.03
OR	7	7	\$125,830.40
PA	4	4	\$74,253.45
RI	1	0	\$0.00
SC	1	1	\$5,029.91
SD	307	301	\$2,059,613.71

11. **II. Background Information F(6):** Do you have a significant number of accounts managed by entity ALR's? If so, can the number of entity ALR accounts be provided?

We don't track the Entity ALR's separately, unfortunately. We currently have about 2,656 accounts with Authorized Individuals on them. We estimate approximately 200 accounts with Entity ALRs.

12. **II. Background Information F(3):** Please clarify what the program needs to achieve in order to become self-sustaining. Outside of developing a marketing strategy, how do you foresee the program manager assisting the program in reaching this goal?

Marketing and growing the asset base will be a large part of making the program self-sustaining. Offering high performing investment options, as well as ease of use, good customer service, are all things that could increase our assets. The treasurer's office does recognize that it may take some time to become self-sustaining, and a stair step approach may be necessary. The state would like to see the program manager be proactive in ways to grow the assets in the program, including allocating its own money to market and promote.

13. **IV. Scope of Services D(4):** Please clarify whether the program manager is only responsible for funding trademark and copyright searches or will the program manager be responsible for additional duties such as performing the legal work associated in obtaining and maintain the trademarks and copyrights?

The state will obtain the legal work necessary to secure trademarks and copyrights. The program manager will be responsible for funding searches and assisting in creating new trademarks and copyrights.

14. **IV. Scope of Services D(6):** Please clarify the scope and expectations of the first sentence. Will the program manager be responsible for monitoring the Internet to ensure that the program's website is the sole source of detailed information for the program?

This sentence means that you will not put Enable info on your website, you will instead link to our website. Additionally, when people search for Enable Savings Plan online (or similar searches), the program manager will ensure that the plan's website will be at the top of the results list.

15. **V. Submission Requirements B:** Can a redacted version of the proposal be submitted to identify confidential information?

Yes, the potential bidders can identify portions of their proposal that are confidential and should be redacted before being shared with the public. Any such suggested redactions must be consistent with State law.