

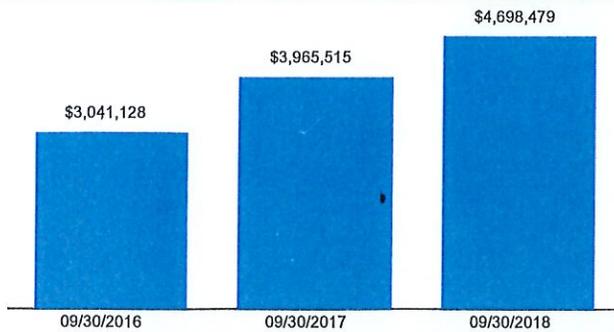
RAA RFP 18-03 Investment Management Services Q & A

<u>Number</u>	<u>Question</u>	<u>Answer</u>
1	Is RAA currently using a single administrator for its 457 (b) Plan Recordkeeping?	Yes
2	As an independent agency we receive our compensation through either a company or client. Would I be able to receive compensation through the company I have a relationship with, or will RAA pay a fee to my agency?	RAA will not pay a fee to your agency
3	Please provide the total number of participants in the 457 plan.	See RFP
4	What is the frequency of on-site education service today? Do you consider this to be adequate?	Once annually; We are interested in increasing this number
5	How many different locations are required to be serviced?	One
6	Are employees eligible to contribute to the 457 plan immediately upon date of hire?	No, 90 days after a full-time employee's hire date
7	Can you confirm the type of entity that RAA is considered? Are they a governmental entity, tax-exempt/non-profit or do they have dual status?	RAA is a tax-exempt governmental entity and a non-profit
8	Please provide a recent plan asset statement	See attached
9	Provide guidance on the proposed fund lineup - open architecture or our standard fund line up?	Your standard fund lineup unless there is a stronger but secure program available. Both options are welcome.
10	Are you the consultant that RAA has selected to help them through the RFP process?	Sam Rosenthal is the consultant
11	Is the RFP to potentially replace Principal as the provider for the RAA 457 (b) Plan?	RAA is diligently seeking to secure the best and most appropriate Investment Management Services provider to meet our needs as detailed in this RFP.
Any answers from any source beyond this document are unofficial, may be inaccurate and should be disregarded.		

RICHMOND AMBULANCE AUTHORITY

Retirement Plan Executive Summary
 Primary Contract Number: 455311 | Report Date: 10/15/2018

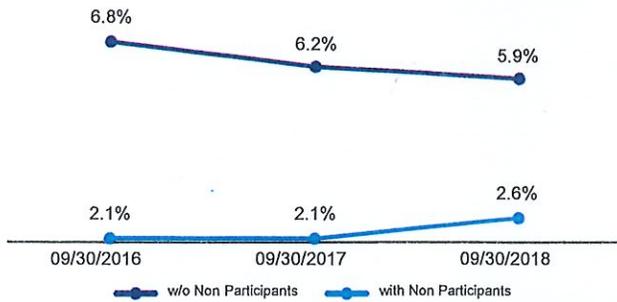
Total Account Value as of 09/30/2018



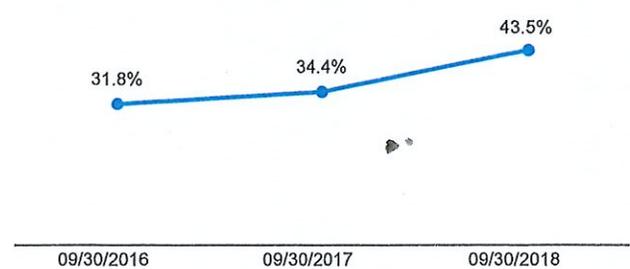
Participant Details as of 09/30/2018

Total Deferring Participants	166
Total Eligible Participants	382
Eligible Employees Participating %	43.5%
Eligible Employees Not Participating %	56.5%
Account Values for Participants w/o Term Date	\$4,116,203
Number of Participants with an Account Value	206
Average Account Balance	\$19,982
Terminated Participant Account Value	\$480,420
Terminated Participant Counts	9
Highly Compensated Employee Account Value	\$0
Highly Compensated Employee Counts	0

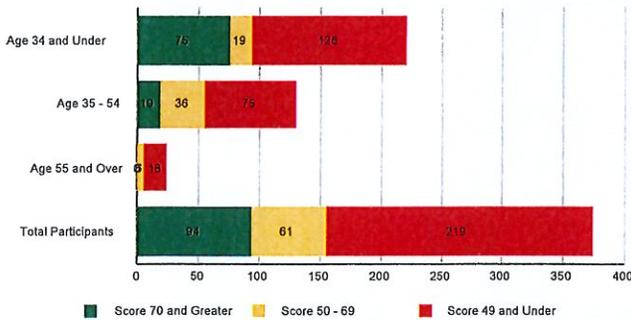
Average Deferral Rates as of 09/30/2018



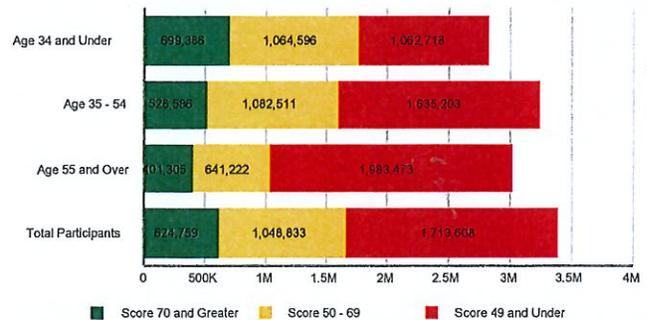
Average Participation Rate as of 09/30/2018



Retirement Wellness Score - Plan Level as of 06/30/2018



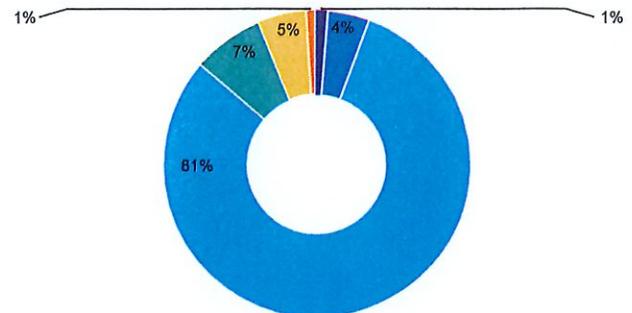
All Defined Contribution Plans as of 06/30/2018



Plan Design and Settings as of 10/15/2018

Automatic Enrollment	Yes - 1.00%
Auto Enroll Plan Type	ACA
Automatic Increase	No
QDIA Investment Option	No
Salary Deferral Service	Yes
Step Ahead Retirement Option	Yes
Safe Harbor Plan Design	No
Roth Contributions Allowed	No
# of Available Loans At One Time	2
Hardship Withdrawals Allowed	No
Eligibility Determination Service	Yes
Match Type (if allowed)	Discretionary Match
Match Formula Definition	Match 50% of the first 6.0% of pay

Asset Class Allocation as of 09/30/2018



■ Short-Term Fixed Income
 ■ Fixed Income
 ■ Balanced/Asset Allocation
■ Large U.S. Equity
 ■ Small/Mid U.S. Equity
 ■ International Equity