



DELAWARE RETIREMENT SAVINGS PLAN

**DEFER**

For a brighter tomorrow™

State of Delaware 457b, 401a, and 403b

# 3Q20 PROGRAM REVIEW

September 1, 2020

Voya Financial



# Topics for Review

1

## **Enrollment and Consolidation Trends**

Share key statistics on enrollment and consolidating in the plan

2

## **Communication Update**

Review updates to the Communication Strategy

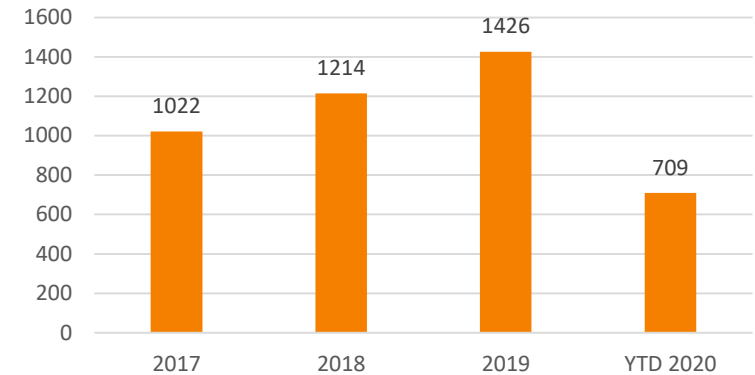


# Enrollment and Consolidation Trends

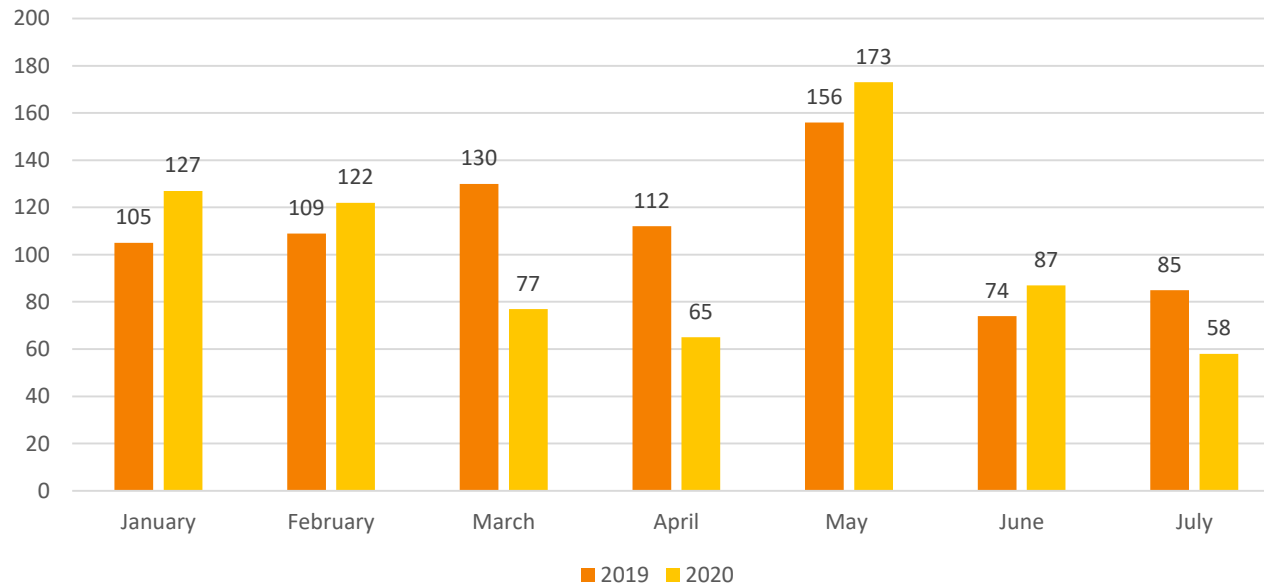
# Enrollment by Month

- Best month of enrollments on record in May of 2020 with 173 new enrollments into the plan
- Finalizing enrollment communication to new hires to help promote awareness of plan benefits

New Enrollments by Year



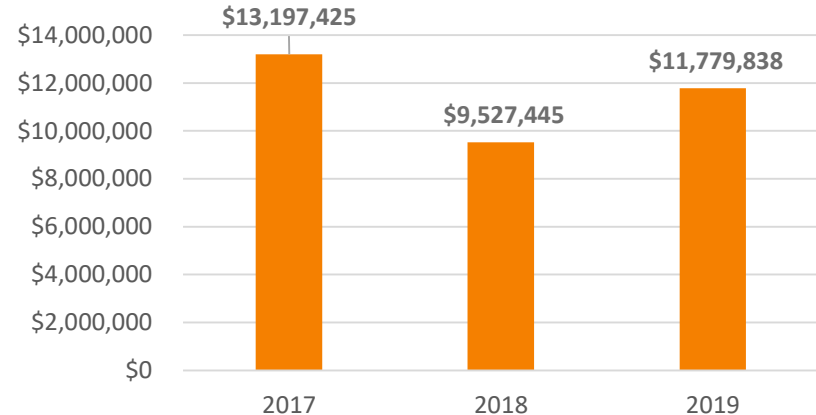
Enrollments 2019 vs 2020



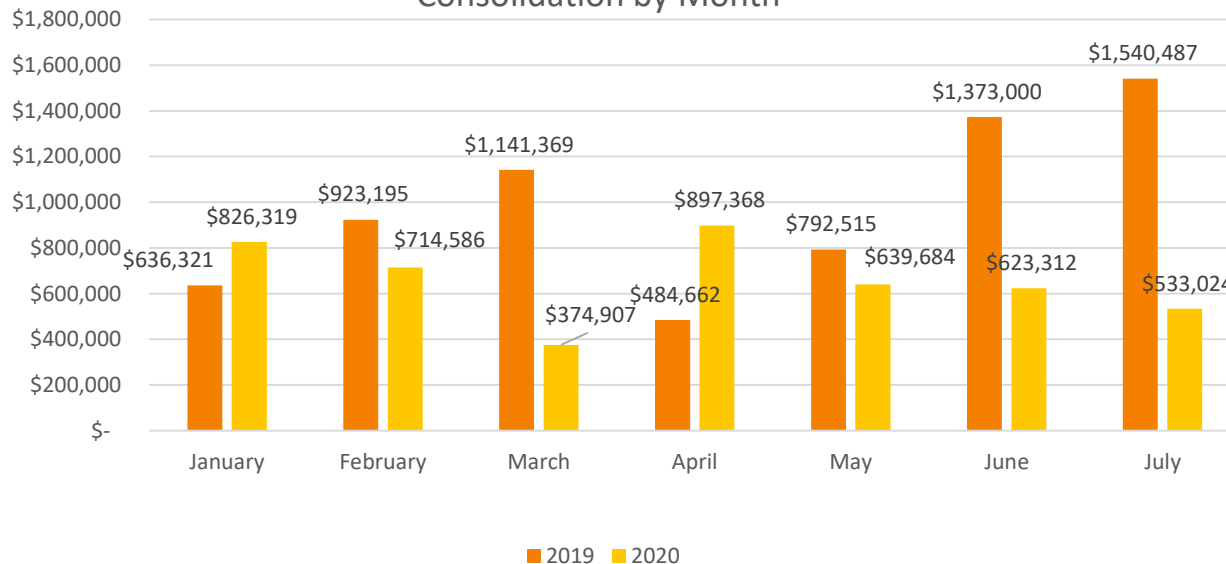
# Consolidation Efforts

- Year to date as of the end of July \$4.6 Million
- Continue to see slowdown in consolidation of assets which may be attributed to market volatility
- Consolidation Campaign moved to Q4 expect due to Covid – 19

Consolidation by Year



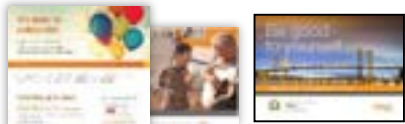












Consolidation by Month





# 2020 Communication Update

# 2020 Engagement Calendar

		Q1	Q2	Q3	Q4	
	<b>Targeted campaigns</b>	<ul style="list-style-type: none"><li><input type="checkbox"/> e.g. Beneficiary Designation</li><li><input type="checkbox"/> e.g. Contribution Increase</li><li><input type="checkbox"/> e.g. Digital Engagement</li><li><input type="checkbox"/> e.g. Diversification</li></ul>	-	-	Beneficiary mailing	Enrollment & Rollover mailing
	<b>Email blasts</b>	<ul style="list-style-type: none"><li><input type="checkbox"/> Up to 6 per year</li><li><input type="checkbox"/> Enrollment fairs, workshops</li><li><input type="checkbox"/> Events</li></ul>	On	On	On	On
	<b>Always On Strategy</b>	Personalized Financial Wellness Messaging <ul style="list-style-type: none"><li>- Diversification</li><li>- Restart</li><li>- Save More</li><li>- Beneficiary</li><li>- Financial Wellness Engagement</li></ul>	On	On	On	On
		Participant web messages	On	On	On	On
		America Saves Week	2/24 – 2/29	-	-	-
		National Retirement Security Month	-	-	-	October
		Quarterly Statement Content	Tax time	Market volatility	Tools & Resources	TBD
	<b>Always On Digital Resources</b>	 myOrangeMoney® Web experience	 Participant Content Hub Blog.voya.com	 Personal Financial Dashboard		
		 Voya Retire mobile app	 Financial Wellness Experience	 IRS Limits Microsite		
		 Voya Learn: Live and On Demand	 Voya Cares®	 Roth Microsite		

# Communication Updates

## Year to Date:

- New Resource Center
- Market Volatility Information in Statements
- Communication at Open Enrollment
- NAGDCA award submission
- Communication to promote benefits of consolidation

## Coming Soon:

- National Retirement Security Month
- Enrollment information for new hires

