

Delaware EARNNS Board Meeting

**DELAWARE
EARNNS** 



June 2, 2026

Vestwell

2026 Program Activity

2026 Annual Wave - June 30, 2026 deadline

- 2026 Annual Wave consists of 788 employers
- 2 Pre- deadline communications have been sent, 3 communications planned to send. One pre- deadline and two- post deadline.

Data Access & Marketing Team Support

- Built and delivered a data pipeline enabling regular, automated access for the external marketing team
- Ongoing ad hoc data access support for external marketing team

Payroll Webinars & Employer Emails

- Continuing monthly payroll webinars for employers
- Expecting additional employers to join over the next few months in coordination with the annual wave
- We continue to send out targeted emails to employers in a few instances:
 - Emails to employers using integrated payroll providers
 - Emails to employers that selected “no provider”
 - Reminder emails to add new employees (for those who haven’t added employees in the last 90 days)

Employer Update

Comparison across Q2, Q3, and Q4 2025, Q1 2026, and Q2 2026 to date

* Total employer growth driven by annual data ingestion

* Registered employer count stable QoQ, reflecting natural churn (new employers offset by closures/ exemptions)

	As of 6/30/2025	As of 9/30/2025	As of 12/31/2025	As of 03/31/26	As of 05/25/26
Total Employers	8,030	8,042	8,089	8,890	8,898
Registered Employers	1,791	1,828	1,946	1,944	1,943
Total Unregistered Employers	2,565	2,337	2,008	2,367	2,294
Exempt Employers	3,674	3,877	4,135	4,579	4,661
Submitting Payroll	825	893	935	921	940

Employee Update

Comparison across Q2, Q3, and Q4 2025, Q1 2026, and Q2 2026 to date

*Continued strong saver growth

*Crossed the \$10M AUM milestone

*Av. Account Balance and Ave Contribution Rate continued to trend upward

	As of 6/30/2025	As of 9/30/2025	As of 12/31/2025	As of 03/31/2025	As of 05/25/26
Funded Saver Accounts	6,607	7,638	8,553	9,166	9,523
Total Saver Assets	\$4.5M	\$6.6M	\$8.4M	\$9.6M	\$11.8M
Av. Account Balance	\$644	\$821	\$982	\$1,054	\$1,249
Av. Contribution Rate	5.04%	5.05%	5.03%	5.65%	5.63%
Av. Monthly Contribution Amount	\$152	\$132	\$145	\$148	\$154

Additional Program Items

Payroll Integration Expansion

- Planning a launch of the 360 API with Paychex in June of 2026 (one of the larger payroll providers across states)

Call Center Transition

- Transitioned back- end operations of the call center to Amazon Web Services in April
- Provides enhanced experience for employers and savers that call into the call center via a more seamless backend operation

Thank you

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