



Chairman's Comments

Welcome to the Spring edition of the ACEC Retirement Trust ("Trust") Newsletter. This newsletter is one of many resources available to you to stay informed about Trust activities. The Trust has been very busy lately with new benefits for the Trust. You can read more about recent developments in this issue's **Trust Update**.

For years now, one of the great benefits associated with membership in ACEC is that members can turn to the ACEC Retirement Trust to help plan for their retirement and meet their long-term financial objectives.

Benefits of ACEC Membership: As Trustees, we have as our objective to provide the best opportunities for your retirement plan. As the retirement market evolves and changes, we are always benchmarking our program with what is available. When necessary, adjustments are made to provide our members with options to meet their financial goals.

Reduced Cost and Fiduciary Exposure: With an excellent track record of lowest rates, expense ratios and management costs, the ACEC Retirement Trust is there for you. Please take the time to review the benefits afforded to all ACEC members through the Retirement Trust. I am confident that if you do, you will find a significant reduction in your fiduciary exposure as a plan sponsor. We offer funds that have been selected by professionals reviewing and benchmarking the best in class, management costs that are significantly lower than other retirement plan options, and fund options that will meet the needs of each ACEC member.

Combined Bargaining Power: We have been successful on the last four contract renewals with our service providers in reducing the Trust overhead rates due to the bargaining power of combined assets. This translates directly into savings for each of the plan sponsors. Your employees have direct access to manage their accounts personally in a manner consistent with their goals and objectives and we provide the necessary education and support needed by member firms. You always have someone you can talk to.

As Trustees, we stand ready to help and assist with any issues that you might have. Please contact us if you have questions or concerns. The Trust is here to support you in your efforts to establish and reach your financial objectives.

Vaughn Anderson
Chairman

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Trust Update

There has been a lot of activity for the Trust lately. We've renegotiated our contract with Prudential Retirement® and Wells Fargo Advisors, LLC; enhanced our website; added an investment offering that provides participants with guaranteed lifetime income, and more!

New Contract with Prudential Retirement and Wells Fargo Advisors, LLC

The renegotiated contract with Prudential Retirement provides recordkeeping and plan administration support, investments, advisory and trustee services, and personalized participant communication services. Our new contract with Wells Fargo Advisors, LLC provides for onsite education and investment planning support by Nancy Barrette, Managing Director - Investments, and her team.

These new contracts are the result of the Trust's continuing efforts to provide a high level of service to member firms while passing on even greater savings to both the firms and their employees.

New Investment Offerings

Guaranteed Lifetime Income Option

In an effort to help participants address concerns about outliving their retirement savings, the Trust has added a guaranteed lifetime income option* to the investment lineup while being able to benefit from the investment markets' potential upswings.

Replacement of Socially Responsible Fund

At the recommendation of the Investment Sub-Committee, the Trust voted to replace the Calvert Large Cap Growth Fund with the Domini Social Equity Fund, a socially responsible fund that more appropriately meets the criteria of the Trust Investment Policy.

New Qualified Default Investment Alternative (QDIA)

The Trustees have selected GoalMaker® with guaranteed lifetime income as the QDIA for the Trust. This option will serve as the investment selection for participants who do not make an investment selection on their own.

Revisions to Investment Policy

The Trust has revised the Investment Policy to reflect the duties of the Executive Director, as well as:

- a. Modified the investment guidelines to include bank and insurance funds to make the document consistent with the addition of the guaranteed income option.
- b. Increased the fund manager dollar volume criteria from \$100MM to \$250MM.
- c. Established a minimum quarterly review and analysis of fund performance.

Precious Metals Investment Option Update

The Investment Sub-Committee has determined this type of investment is not an appropriate investment for the Trust array at this time. These funds are typically much more volatile investments than typical stock funds and although the funds may achieve higher returns than the market in general, the standard deviation for risk/return for these funds is considerably higher than the overall market.

*Guarantees are based on the claims-paying ability of the insurance company and are subject to certain limitations, terms and conditions.

New Website

The ACEC Retirement Trust website, found at www.acecrt.com, features a sleek new look, along with a simple organization that makes it easy to quickly access information regarding the ACEC Retirement Trust. It's a terrific resource for current and prospective plan sponsors.



www.acecrt.com



**Bruce
McFarland**

Executive Director Profile

As your Trustees, we are committed to assuring the best possible service to plan sponsors and participants. As volunteers, we are also actively engaged in the daily operations of our firms. Over the last few years the activities of the Trust have grown and we recognize that we need a full-time advocate who can attend to the daily administrative activities of the Trust and the coordination of the services of our partners. To assist in this regard, we created the position of Executive Director.

We are pleased to tell you that Bruce McFarland will serve in this new position. Recently retired from a Trust member firm where he was the CFO for 20 years and administrator of its 401(k) plan, Bruce is well positioned to assist us in implementing Trust decisions, managing daily activities and maintaining appropriate records. He will also work with the Trust partners that provide recordkeeping, investments and employee education to assure compliance with Trust policies and procedures. He is also available to assist you with concerns regarding Trust operations or activities.

Bruce was a Trustee of the ACEC Retirement Plan for five years prior to his retirement and brings considerable financial and administrative experience to this position. We are looking forward to his contributions to help make the Trust valuable to you.

CONTACT BRUCE

To share your feedback, ask questions, or discuss issues, you can reach Bruce:

By email: bmcfarland@gen2grouponline.com

By phone: (248) 535-3300

You can also email Bruce directly through a link on our website!

To receive a proposal from the Trust, or to request onsite employee education for your participants, please contact:

Nancy Barrette, Managing Director - Investments

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Calendar of Events

The Trust is coming to your state! Visit us at your state's convention:

June 2-4

Arkansas, Kansas and Missouri

June 8-10

Michigan

July 21-23

Alabama, Louisiana and Mississippi

August 4-6

Florida

September 8-10

Washington

September 22-24

Arizona, Colorado, Nevada, New Mexico and Utah

Prudential Retirement Educational Webinar Series

These webinars are available at no cost and cover such topics as Retirement Readiness, Basic Budgeting, Increasing Contributions, and much more.

For additional information on our complete National Webinar Series, including the ability to view our archived webinars, please click [here](#).

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