

Deferred Compensation Plan Summary of Three Years with Prudential Retirement Services

Total Plan Assets

August 2016 \$40,847,395
 August 2017 \$44,988,471
 August 2018 \$49,569,910

GoalMaker Balance

August 2016 \$19,841,499
 August 2017 \$22,098,615
 August 2018 \$24,630,626

GoalMaker Participants

August 2016 1,006
 August 2017 1,037
 August 2018 1,067

Participation Allocation of Assets

Guaranteed Income
 GoalMaker
 Individually Selected Funds

Actively Deferring Participants

August 2016 1,262
 August 2017 1,291
 August 2018 1,264

Guaranteed Income

August 2016 \$13,846,836
 August 2017 \$14,852,726
 August 2018 \$15,493,623

Participants with 100% in Guaranteed Income

August 2016 179
 August 2017 171
 August 2018 162

August 2015 August 2016 August 2018

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|-----|-----|-----|
| 34% | 33% | 31% |
| 49% | 49% | 50% |
| 18% | 18% | 21% |