

# Mendocino County Tourism

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## PRICING SUMMARY

In collaboration  
with

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Date

February 2022



We are built for retirement

We innovate with a purpose

Our unique culture sets us apart

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**PLAN | INVEST | PROTECT**

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**VOYA**<sup>®</sup>  
FINANCIAL

# Built for retirement

## Strength and stability of a leader

With the addition and backing of Voya's resources, history and reputation, we can help you demonstrate value, grow your business and provide a differentiated offering to your clients.

### We aspire to be America's Retirement Company®

Our goal is to get 100% of plan participants to retire with at least 70% of their pre-retirement income. Our financial wellness program is designed to help individuals reach retirement on time with preventative care for their finances.

### Our strength. In numbers.

Over  
**6 million**  
plan participants<sup>1</sup>

**40+ years**  
of experience<sup>2</sup>

**#1 brand associated  
with retirement**<sup>3</sup>



**6,000**  
employees<sup>4</sup>



**\$14.8 million**  
customers<sup>4</sup>

**\$7.6 billion**  
2020 revenues<sup>4</sup>

**\$729 billion**  
total AUM and AUA<sup>4</sup>

### Voya Investment Management

Drawing on over 40 years of experience, Voya's Investment Management capabilities span traditional products and solutions as well as those that cannot be easily replicated by an index. As a leading, active asset manager across Fixed Income, Senior Loans, Equities and Multi-Asset Strategies & Solutions, we can partner with you to help your clients reliably and confidently achieve their long-term investment goals.

<sup>1</sup> As of 3/13/21

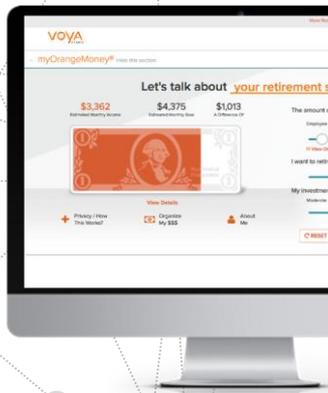
<sup>2</sup> As of 12/13/20

<sup>3</sup> Kantar Added Value, Voya Consumer Brand Tracking Study, 12/27/20

<sup>4</sup> As of 03/31/21



# Purposeful Innovation



## Solutions designed with you in mind

We innovate with a purpose: to improve outcomes for you, your clients and plan participants. By leveraging digital insights, data analytics and learnings from The Behavioral Finance Institute for Innovation, our solutions are designed to effectively engage, guide and drive the next best action.

### myOrangeMoney®

Over **5M** participants have viewed myOrangeMoney since its 2014 launch. Users save **33%** more than non-users (6.1% vs. 8.1%).

### Enrollment Experience

Savings rates are **40%** higher with this new experience (7.4% average savings rate in new web experience vs. 5.3% before)

### Personalized Video

**33%** of participants who watched a video, clicked on the primary call to action. **6%** of those who watch the video take action (compared to **5%** for typical marketing campaigns)

### Loan Calculator

**33%** of customers who used myOrangeMoney Loan Guidance didn't take a loan

### Financial Wellness Assessment

**88%** of participants who start the assessment complete it. **84%** of participants go on to further engage in the experience.

Digital Solutions – data as of 03/31/21

### The Voya Behavioral Finance Institute for Innovation

#### Science + Digital + Outcomes

The Voya Behavioral Finance Institute for Innovation is focused on gaining deeper insights into the behaviors and decisions of Americans regarding their financial and retirement planning activities. These findings help you to have more meaningful and distinctive conversations.

***Learn more at [voya.com/behavioralfinance](https://voya.com/behavioralfinance)***

# Unique Culture

ETHISPHERE®  
WORLD'S MOST  
ETHICAL  
COMPANIES®  
2014-2021



FORTUNE  
WORLD'S MOST  
ADMIRED  
COMPANIES  
2020



See back page for disclosures

## Results you can see. A difference you can feel.

If you measure us by assets, plans or participants – we're one of the largest providers of planning, investment and protection solutions in the industry. If you measure us by tenure and experience – we have been in business for nearly a century with success supporting even the largest, most complex plans in the nation.

We prefer to measure ourselves by the values we proudly uphold and the genuine difference we make in the lives of our customers and communities.

### We are recognized for doing the right thing

Recognized as one of the world's most ethical companies for 7 years

### We empower our people and celebrate diversity

50% of our executive committee leadership team is female

### We invest in our communities

37,000+ employee volunteer hours

### We care about the environment

51% percent energy reduction  
83% paper reduction

### Helping you have a client conversation that is—and feels—different.

The **Voya Cares program** is a natural extension of our mission to help all Americans have the quality of life they seek in retirement. The program provides help with planning for clients with disabilities and special needs and their caregivers to address their unique financial planning needs.

You will be able to have a differentiated conversation about what may be an underserved community within your client population by addressing key topics around special needs planning.

[Learn more at voyacares.com](https://www.voyacares.com)

# Pricing summary for Mendocino County Tourism

	Assets	Annual Contributions	Participants
<b>Assumptions</b>	\$0.00	\$50,000.00	4

<b>Proposal 1</b>	
Quote ID 464148	
<b>Target Date/QDIA</b>	Voya Index Solution Z
<b>Stability of Principal</b>	Voya Fixed Account - 1%
<b>Recordkeeping Option</b>	TPA Model
<b>+ Advisor Compensation</b>	
Asset-Based Compensation	0.50% Starting Month 01
<b>= Asset Based Fee<sup>1</sup></b>	<b>2.00%</b>
<b>Case Level Annual Fee</b>	<b>\$1,400.00</b>
Expiration date	5/26/2022

<sup>1</sup> Please see the Program Highlights for additional details and a complete list of transaction fees. Any presentation of pricing to the client must be accompanied by the applicable Full Program Highlights, Product disclosure and Fund performance, which include important information regarding the features and costs of the program.

# Disclosures

World's Most Ethical Companies: In 2021, Voya Financial was one of 135 companies recognized by the Ethisphere Institute as one of the 2021 World's Most Ethical Companies. [The World's Most Ethical Company assessment](#) is based upon the Ethisphere Institute's Ethics Quotient® framework, which offers a quantitative way to assess a company's performance in an objective, consistent and standardized way. The information collected provides a comprehensive sampling of definitive criteria of core competencies, rather than all aspects of corporate governance, risk, sustainability, compliance and ethics. Scores are generated in five key categories: ethics and compliance program (35%), corporate citizenship and responsibility (20%), culture of ethics (20%), governance (15%) and leadership, innovation and reputation (10%) and provided to all companies who participate in the process. While Voya's Chief Communications Officer sits on the Strategic Advisory Board for the Ethisphere Institute, he plays no role in the selection process for the World's Most Ethical Company award, but this fact has been disclosed to the extent it may be perceived as a possible conflict of interest. There is a processing fee of \$3,000 USD to participate. There is also a licensing fee for use of the logo.



[Great Place to Work](#): Voya Financial earned this recertification based on ratings provided by more than 1,700 of its employees in a survey administered by the Great Place to Work® Institute. Companies do pay a fee to the Great Place to Work Institute to conduct certification surveys.

*Fortune's* World's Most Admired Companies: Voya is named to *Fortune's* 2020 list of the [World's Most Admired Companies](#). Voya was ranked as one of the most admired companies on the magazine's list of securities and asset management companies. *Fortune's* World's Most Admired Companies list is the definitive report card on corporate reputation, and is developed by *Fortune* and Korn Ferry Hay Group. The study surveys top executives and directors from eligible companies, along with financial analysts, to rate enterprises in their own industry on nine criteria, from investment value and quality of management and products to social responsibility and ability to attract talent. A company's score must rank in the top half of its industry survey to be listed.

Bloomberg Gender-Equality Index: Voya is one of 380 companies accepted to the 2021 [Bloomberg Gender-Equality Index](#), which represents organizations from 50 industries with headquarters in 44 countries and regions. To qualify for the index, Voya disclosed details of its policies and practices with respect to how the company promotes gender equality across four separate areas – company statistics, policies, community engagement and products and services. Voya and other companies included in the 2021 Gender-Equality Index scored above a globally-established threshold, based on the extent of disclosures and the achievement of best-in-class statistics and policies.

Human Rights Campaign Best Places to Work: The [Corporate Equality Index](#) (CEI), administered by the Human Rights Campaign Foundation, evaluates LGBTQ-related policies and practices, including non-discrimination workplace protections, domestic partner benefits, transgender-inclusive health care benefits, competency programs, and public engagement with the LGBTQ community. Voya's efforts in satisfying all of the CEI's criteria earns it a "100 percent" ranking and the designation as a Best Place to Work for LGBTQ Equality.

