hooker & holcombe

2018 year in review

"2018 – What a year! As I reflect on the past year, it occurs to me how each business unit took the opportunity to focus on our clients' needs through teamwork, innovative thinking and a commitment to quality."

This collaboration exemplifies how we came together as one company to deliver value to our clients while also giving back to the communities where we live and work.

Our Actuarial Services Group added several new faces to the team, bringing superior expertise to our clients and business partners. The group's commitment to innovation further expanded our online pension administration portal, offering plan sponsors and participants even easier access to their pension data. Innovation also spurred the creation of a cash balance plan for municipalities, built a pension "opt-out" plan design feature, and realized more than $6 million in savings over the next 20 years for one client by delivering a two-tiered salary model through a complex, yet easy-to-use, solution.

Commitment to service excellence continued in our Retirement Services Group. The team built several new processes and workflows designed to provide clients and participants with enhanced recordkeeping and TPA services. Additionally, our partnership with Charles Schwab and dedication to delivering leading-edge technology remains strong as we continue to work together to provide participants with enhanced website features and navigation ease.

Our award-winning Investment Advisory Group achieved a milestone by reaching $3 billion in assets under advisement – proof of its ability to bring value to each and every client. Through the group's affiliation with Pensionmark® and the addition of several new team members, they were able to deliver exceptional insight regarding market volatility, a rollback of the DOL's fiduciary rule, and fears of inflation and trade wars.

We are proud of these accomplishments, but our accomplishments in one year do not define our firm. Our success – and the success of our clients – depends on our ability to continue creating value for each client through customized solutions, transparency, openness and superior quality.

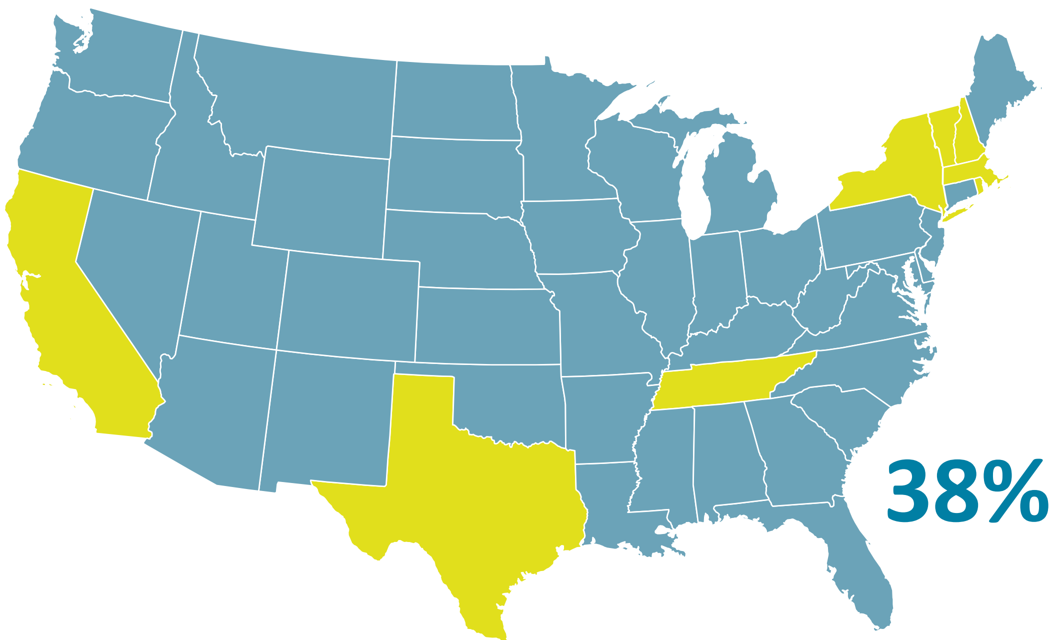
Thank you for your business in 2018. We look forward to working with you in the months and years ahead.

Sincerely,

Richard S. Sych
President
Hooker & Holcombe

By the numbers

Although our roots are in Connecticut, one of our growth goals was to further expand client relationships outside of Connecticut. We knocked that one out of the park!



38% **new business outside of CT**

63 years
in business

855
qualified & non-qualified plans

11
Enrolled Actuaries

5 CFA
Charterholders

$3.0 billion
assets under advisement
Investment Advisory group

Other credentials held by the team
QKA, QPA, CPC, APA, ERPA, AIF®, CFP®, CAIA, CRC, FSA, ASA, FCA, MAAA

planadviser's 2018
TOP100
RETIREMENT PLAN ADVISERS

Named to PLANADVISER's list of Top 100 Retirement Plan Advisors since 2016

New faces & places

Stephen Chykirda, ASA, MAAA

Consulting Actuary, Actuarial Services

Stephen has been an enrolled actuary since 1998. He brings a wealth of experience to the team and specializes in working with municipalities, multi-employer plans and Fortune 500 companies.

Norm Yamamoto, ASA, FCA, MAAA

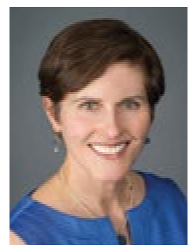
Consulting Actuary, Actuarial Services

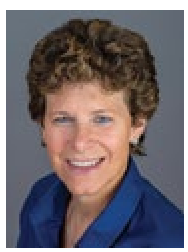
Norm has been in the actuarial consulting industry since 1988. His expertise covers all aspects of retirement plan consulting for a diverse client base including corporate and not-profit entities.

Pamela E. Minish, CFA, CAIA

Managing Director, Investment Advisory

Pam has been actively involved in the investment community for nearly two decades. Her robust strategy and consulting background extends from Chicago to China, with a focus on educational institutions and non-profit organizations.





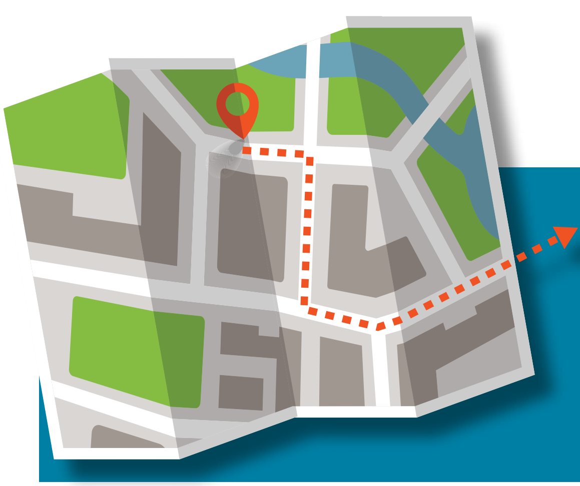
Brenda J. Bachman, AIF®

Retirement Plan Education Specialist, Investment Advisory

Brenda has been part of the investment community since 2005. Her vast experience will greatly enhance the firm's retirement education and financial wellness programs, further helping our clients' participants prepare for a comfortable retirement.

We were also pleased to welcome the following individuals to the H&H family:

David Mendel, Actuarial Student, Actuarial Services
James Pashko, Actuarial Analyst, Actuarial Services
Kelsey Neligon, Pension Analyst, Actuarial Services
Kathryn Toyota, Actuarial Student, Actuarial Services
Renee Sweatt, Administrative Assistant, Support Services Center



We are moving!

After more than 4 decades, we are retiring from our location at 65 LaSalle Road in West Hartford. As of April 1st, our new location will be 1300 Hall Boulevard, Suite 1C, Bloomfield, CT 06002.

Celebrating our communities and co-workers

The communities we serve have played a tremendous part in our 63 year history. We proudly support over 30 local not-for-profit groups annually through charitable donations and employee volunteer programs, with the goal of supporting initiatives that will educate and enrich these communities.

Our diverse range of recipients include organizations that benefit or provide services for children and families, healthcare, education, local landmarks, the physically impaired, and even our furry friends.

We look forward to continuing our charitable and community outreach programs into 2019.

Our consultants shared their expertise in 2018

FMS Society and CT Bankers Association Economic and Regulatory Update:
Economic and Financial Markets Update

Tri-State Society for Human Resources Management Conference:
Trends in Compensation and Benefits: Design and Delivery

NY Government Finance Officers Association's Summer Session:
GASB 75: The Latest on Postemployment Benefits

With over 63 years of experience, Hooker & Holcombe offers the solutions needed to identify, achieve and exceed our clients' retirement plan goals.

Actuarial Services

- Actuarial valuations
- Plan terminations
- Plan design & optimization
- Funding strategies
- Asset liability modeling
- De-risking strategies
- Experience studies
- Union negotiation planning
- Arbitration testimony
- Online pension administration

Support Services Center

- Service Center
- Forms audit & processing
- Benefit Payment Services

Investment Advisory

- Investment oversight
- Expense & performance audits
- Investment policy guidelines & objectives
- Asset allocation strategies
- Asset liability modeling
- Investment manager searches
- Fund evaluation & selection
- Performance monitoring & reporting
- Assistance with RFPs
- Financial wellness education

Retirement Services

TPA & consulting

- Plan document
- Plan demographic analysis
- Plan design consultation & preparation
- Compliance testing
- Form 5500 preparation & filing
- Contribution calculations
- Participant education & communication
- Fee benchmarking

Recordkeeping

- Plan administration
- Data collection
- Benefit statements
- Management reports
- Daily or periodic valuations
- Loan, transfer, rollover & withdrawal determinations
- Retirement or termination payout calculations & vesting
- Processing investment trades

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hhconsultants.com

The "PLANADVISER Top 100 Retirement Plan Advisers" list is compiled from responses to the PLANADVISER Retirement Plan Adviser Survey. The list is drawn solely from a set of quantitative variables & information in the survey supplied by the advisers themselves. For an adviser to be eligible for recognition in the Top 100 for any calendar year, their firm had to submit a completed entry in the prior year to the Retirement Plan Adviser Survey. A sub-segment of the questions was used to determine eligibility for the Top 100. H&H qualified under the small team category which is an advisor with 10 or fewer team members. Go to planadviser.com/awards/Top-100 for more information. No fee is charged to participate.