Dan Schwartz
State Treasurer

STATE OF NEVADA
OFFICE OF THE STATE TREASURER

NOTICE OF PUBLIC MEETING

THE BOARD OF TRUSTEES OF THE COLLEGE SAVINGS PLANS OF NEVADA

Tuesday, June 21, 2016, 1:00 p.m.

Meeting via videoconference at the following locations:

Dial in access: 1-888-251-2909 Access Code 7399092

Grant Sawyer State Office Building
Governor's Conference Room -Suite 5100
555 E. Washington Avenue
Las Vegas, NV 89101

Laxalt Building
2nd Floor Chambers
401 N Carson Street
Carson City, NV 89701

All items listed on this agenda are for discussion and action by the Board of Trustees unless otherwise noted. Action may consist of any of the following: approve, deny, condition, hold, or table.

AGENDA

1. Public Comment. *Comments from the public are invited at this time prior to the commencement of possible action items. The Board is precluded from acting on items raised during Public Comment that are not on the agenda.*

Consent Agenda

Consent Agenda - All matters in this sub-category are considered by the Board of Trustees to be routine and may be acted upon in one motion without discussion. Most agenda items are phrased for a positive action. However, the Board of Trustees may take other actions, such as hold, table, amend, etc.

2. For possible action: Board review and approval of the minutes of the College Savings Board of Trustees meeting of June 2, 2016.

3. For possible action: Board review and approval of the Ascensus program manager's report encompassing results for Vanguard, USAA, and SSGA Upromise 529 plans for the quarter ended March 31, 2016.

4. For possible action: Board review and approval of the Putnam 529 for America program manager's report for the quarter ended March 31, 2016.

5. For possible action: Board consent to a contract extension of the USAA Private Label Agreement between USAA and Ascensus Broker Dealer, Inc.

6. For possible action: Board review and approval of a supplement to the Vanguard 529 College Savings Plan Program Description to notice participants that Vanguard plans to replace the Vanguard Prime Money Market fund within the Vanguard Short-Term Reserves Account with the Vanguard Federal Money Market Fund.

7. For possible action: Board review and approval of the Prepaid Tuition Investment Monitoring Report prepared by Pension Consulting Alliance, Inc. for the quarter ending March 31, 2016.

8. For possible action: Board review in-state marketing plans for the Vanguard 529 College Savings Plan, USAA College Savings Plan, SSGA Upromise Plan for the RIA channel and Putnam 529 for America.

9. For possible action: Board review and approval the FY17 Education and Outreach plan and budget for the umbrella and SSgA Upromise 529 Plan.

Discussion Agenda

10. For possible action: Board to receive an update on "Let's Go to College! Nevada Saves" from Amplify Relations.

11. For possible action: Board review and approval of amendments to Nevada Administrative Code 353B for the implementation of Senate Bill 412 which provided for a credit against taxes imposed on certain employers if an employer matches the contribution of an employee to certain college savings plans

12. For possible action: Board review and approval of Bill Draft Request which amends Nevada Revised Statute 353B.090 to allow students to use unused Prepaid Tuition contract hours toward graduate credit hours.

13. For possible action: Board review and approval of the Nevada College Savings Plans Investment Monitoring Report prepared by Pension Consulting Alliance, Inc. for the quarter ending March 31, 2016. (Eric White – 10 min.)

14. For possible action: Board review and approval of the annual investment presentation for USAA 529 College Savings Plan.

    a. USAA Presentation (Chris Smith and others –USAA– 20 min.)
    b. PCA's Commentary (Eric White, PCA – 10 min.)
    c. Board review and approval of a supplement to the USAA 529 College Savings Plan Program Description and Participation Agreement to disclose mapping to Governmental Money Market Fund.

15. For possible action: Board review and approval of the FY 2016 actuarial assumptions for the Prepaid Tuition Program. (Ken Alberts & David Kausch, GRS – 10 minutes)

Comments

16. Staff Notes

17. Public Comment. *The Board is precluded from acting on items raised during Public Comment that are not on the agenda*

Prior to the commencement and conclusion of a contested case or a quasi-judicial proceeding that may affect the due process rights of an individual the board may refuse to consider public comment. *See* NRS 233B.126.

Items on the agenda may be taken out of the order presented at the discretion of the Chairman.
Items may be combined for consideration by the public body.
Items may be pulled or removed from the agenda at any time.

Notice of this meeting was posted at the following locations in Carson City, Nevada:
State Capitol Building, 1st & 2nd Floor & Basement, 101 North Carson Street
Nevada Legislative Building, 401 South Carson Street
Nevada State Library, 100 Stewart Street
Blasdel Building, 209 East Musser Street

Notice of this meeting was posted at the following location in Las Vegas, Nevada:
Grant Sawyer State Office Building, 555 East Washington Avenue, Suite 4600, Las Vegas, Nevada
1st Floor Capitol Police - (702) 486-2012

Notice of this meeting was posted on the following website:
www.nevadatreasurer.gov
www.notice.nv.gov
We are pleased to provide members of the public supporting material for the meeting as well as make reasonable accommodations for members of the public who are disabled and would like to attend the meeting. If supporting material or special arrangements for the meeting are required, please notify Linda English with the Office of the State Treasurer, 555 E Washington, Suite 4600, Las Vegas, NV 89101 or call (702) 486-3889 or fax your request to (702) 486-3246 as soon as possible. Materials will also be available at the Office of the State Treasurer, College Savings, 555 E. Washington Suite 4600, Las Vegas, NV 89101

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 2
June 21, 2016

Item: Review and approve the College Savings Board minutes of June 2, 2016.

Recommendation:

That the Board review and approve the minutes of the June 2, 2016, College Savings Board of Trustees meeting.

Fiscal:
None.

Summary:
The minutes of the Board have been prepared and are complete for review and approval.

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

MINUTES OF BOARD MEETING
June 2, 2016

Chairman Dan Schwartz, State Treasurer, called the meeting of the Board of Trustees of the College Savings Plans of Nevada to order at 10:00 a.m., on Thursday, June 2, 2016. The meeting was held by conference call from the Nevada State Laxalt Building, 401 North Carson Street, 2nd Floor Chambers, and Carson City, Nevada to the Grant Sawyer Building, 555 East Washington Avenue, Suite 5100, Las Vegas, Nevada. Other attendees participated in person or by conference call.

Board members present:

Chairman Dan Schwartz – Carson City
Ned Martin – via phone
Janet Murphy – Carson City
Jamie Hullman – Carson City

Others present:

Tara Hagan, Chief Deputy Treasurer, Treasurer's Office
Grant Hewitt, Chief of Staff, Treasurer's Office
Linda J. English, Senior Deputy Treasurer – South
Budd Milazzo, Senior Deputy Treasurer – North
Holly Primka, Treasurer's Office
Sheila Salehian, Deputy Treasurer for Prepaid Tuition & Financial Literacy
Sue Serewicz, Ascensus College Savings
James Canup, Hirschler Fleischer
Eric White, Pension Consulting Alliance
Caitlin Richardson, Putnam
Jyostna Wadera-Sandhu, Putnam
Greg Walker, Thomas & Thomas

Roll was taken, and it was determined a quorum was present. Ms. English indicated the meeting had been properly noticed and the agenda was posted in accordance with the Open Meeting Law in both Carson City and Las Vegas.

1. Public Comment

There was no public comment in Las Vegas or Carson City.

Consent Agenda

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2. For possible action – Board review and approval of the minutes of the College Savings Board of Trustees meeting of April 12, 2016.

3. For possible action: Board review and approval of the education and outreach expenditure report for the SSGA Upromise 529 Plan for the quarter ended March 31, 2016 to be recorded as non-cash revenue in the State's accounting system.

4. For possible action: Board review and approval of the Putnam education and outreach expenditure report for the Putnam 529 for America Plan for fiscal year 2016 and approve the expenditures to be recorded as non-cash revenue in the State's accounting system.

5. For possible action: Board review and approval of the final recipients for the Kenny C Guinn Memorial Millennium Scholarship award for the 2016-2017 academic year:
   a. One finalist for the Northern Nevada award

   b. One finalist for the Southern Nevada award

6. For possible action: Board review and approval of the continuation of the contract with Hirschler Fleisher to serve as 529 disclosure and compliance outside legal counsel to the Board.

7. For possible action: Board review and approval of the Thomas & Thomas unaudited financial statements of the Nevada College Savings Plans compiled for the quarter ended March 31, 2016.

Ned Martin motioned to approve items 2, 5, 6 and 7, Jamie Hullman seconded, and motion carries.

Jamie Hullman asked to pull Agenda Item 3 and Agenda Item 4 from the Consent Agenda. Mr. Hullman asked if both items were budgeted numbers or actual numbers. Linda English replied that they were actual numbers. Mr. Hullman inquired regarding item 3 if the Board has spent approximately half of the budgeted amount and Ms. English said that was correct. Mr. Hullman also wanted to know if the Board would spend the entire remaining amount in the fourth quarter. Ms. English replied she didn't believe so and noted that any amounts not spent for the fiscal year will rollover to next year.

Treasurer Schwartz asked if we knew what the shortfall would be. Ms. English indicated that she did not know but noted that she will send the numbers to the Board later in the day.

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Mr. Hullman wanted to know, regarding Item 4, if there was a budgeted amount for total expenditures for the year and if the amount had been spent. Ms. English noted that per the contract with Putnam, the Board is required to spend a minimum of $50,000 and this amount has been spent.

Jamie Hullman motioned to approve items 3 and 4 and Janet Murphy seconded. Motion carries.

Discussion Agenda

8. For possible action: Board review and approval of proposed changes to the Putnam 529 for America Plan. (PCA Representative, Putnam Representative and Staff – 30 min.)
   A. Recommendation to approve the Putnam Growth Opportunities Fund as the replacement for the Putnam Voyager Fund.

   B. Recommendations to approve the mapping of the Putnam International Capital Opportunities Fund into the existing foreign equity option, the MFS Institutional International Equity Fund.

   C. Putnam Offering Statement

   D. Contract Amendment

Staff noted that during the March 24, 2016, the Board received the quarterly investment report for period ending December 31, 2015 from Pension Consulting Alliance (PCA). Staff stated that the report reviewed the Putnam Voyager fund and over the most recent 12-month period has seen its relative performance drop precipitously as the fund has trailed its benchmark by 11.7%, ranking it in the 97th percentile relative to its peers. Staff stated that in March that the fund management changed significantly, as former portfolio manager Nick Thakore, who had managed the fund since 2008 left Putnam to pursue other opportunities.

Staff stated that in February 2016, Robert Brookby began managing the Voyager Fund, in addition to the Growth Opportunities Fund and the Multi-Cap Growth Fund. Staff noted that historically, under the management of Nick Thakore the Voyager fund had struggled with its risk-adjusted performance as compared to the Growth Opportunities Fund over the past six years under manager Robert Brookby.

Staff noted that Putnam, PCA and staff had started to vet and discuss, prior to the March meeting, the notion of replacing the Putnam Voyager Fund with the Growth Opportunities Fund. Subsequent to these discussions, the Putnam Board has since

made the decision to map the Voyager fund into the Growth Opportunities fund. This decision will discontinue the Voyager fund effective in mid-July 2016.

Treasurer Schwartz asked Ms. Hagan if this had anything to do with the international bond fund recommendation. Ms. Hagan explained that the international bond fund is an issue with the Vanguard plan and this discussion is exclusive to Putnam 529 plan.

The PCA representative, Eric White, noted that PCA, Putnam and staff recommend the Board review and approve the mapping of the Voyager Fund into the Putnam Growth Opportunities Fund. He stated that the recommendation is based on several key factors noted in PCA's report. He noted the key factors include the fact that the Growth Opportunity has a lower level of risk (as measured my standard deviation) and lower volatility than its peer group (Morningstar Large Capitalization Growth) with superior returns and that it more closely aligns to its benchmark. He noted that it's important to review the fund's performance relative to its peer group versus the benchmark. He stated that actively managed large capitalization growth funds have been a difficult space and that the Growth Opportunity Fund is within the top third of its peer group in regards to performance.

Treasurer Schwartz asked Mr. White why it's unreasonable to think that PCA couldn't select a fund within the top 10% of large capitalization growth funds. Mr. White noted that he could probably eliminate the worst 40% of funds and if half the funds outperform the index and half the funds underperform the index, then you can eliminate the bottom 40%. He noted that the top 10% of funds would be nearly impossible to sustain over longer periods of time but rather would have increased volatility. He noted that there is a good probability that you can select a fund that outperforms over a long time period and that scores relatively well within its peer group.

Jyostna Wadera-Sandhu (on the phone) gave a brief presentation regarding the investment philosophy and process of the Growth Opportunities Fund.

Treasurer Schwartz thanked Ms. Wadera-Sandhu for the presentation and asked if any Board members had questions and there were none.

Staff noted that PCA reported that the Putnam International Capital Opportunities fund had been on 'watch' status for 18 months and as of the fourth quarter of 2015, the fund had continued to underperform its benchmark and over the most recent quarter trailed its benchmark by 2.1%, placing the fund in the 54th percentile relative to its peers. Furthermore, Putnam announced an impending manager change for the fund effective March 2016. Staff stated that PCA noted that given the ongoing

underperformance and recent manager changes, that it recommended it work with Putnam to develop a replacement for the existing fund.

The PCA representative, Eric White, noted that PCA, Putnam and staff recommend the Board review and approve the mapping of the Putnam International Capital Opportunities Fund into the existing foreign equity fund the MFS Institutional International Equity fund. He stated that the recommendation is based on several key factors noted in PCA's report. He noted the key factors include the fact that the MFS fund has a lower level of risk (as measured my standard deviation) than its peer group (Morningstar Large Capitalization International Growth) and that the removal of the Putnam International Capital Opportunities Fund does not adversely affect participant diversification.

Jamie Hullman asked Eric White in the whole universe of funds would PCA expect small capitalization international stocks to grow and outpace large international capitalization stocks over the longer term. Mr. White explained that over the longer term, smaller capitalization companies should outperform large capitalization companies. He noted that PCA has looked at many studies of the actual mutual fund universe and the mutual funds that tracked smaller international capitalization companies had not outperformed at a greater degree than large capitalization funds. Mr. White stated that while the theory would hold that the small capitalization funds should outperform over time, history has shown that over the last 15 years this hasn't been the case.

Treasurer Schwartz asked Mr. White if PCA takes into account currency movements and Mr. White said neither of the funds hedges their currencies so currency movements do impact the performance of these funds. Mr. Schwartz asked if this fact was made clear to the Nevada investors and Mr. White stated it is explained in the risk disclosures.

Jamie Hullman wanted to know if over the longer term large capitalization stocks have less volatility than the small capitalization stocks. Eric White answered yes that this tends to be the case and it would be his assumption that going forward this would remain true. Mr. Hullman asked if participants in the plan would no longer have the opportunity to invest in the small capitalization stocks if the fund was changed. Mr. White answered that was correct. Mr. Hullman asked if the fund would have lower volatility and potentially the same returns if this change in funds. Mr. White responded that he would anticipate having the same or at least close to the same returns with lower volatility and risk as measured by standard deviation.

Treasurer Schwartz made a motion to approve A, B, C and D. Jamie Hullman motioned, Ned Martin seconded the motion and motion carried.

9. Public Comment

No public comment in Carson City; no public comment in Las Vegas; and no public comment on conference call.

Meeting adjourned at 10:37am.

Attest:

_____

Linda English, Secretary to the Board

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THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 3
June 21, 2016

Item: **Program Manager Report for the Quarter End Performance Summary**

Recommendation:

That the Board review and approve the March 31, 2016, report from Ascensus College Savings for the direct-sold college savings plans, and direct staff accordingly.

Fiscal:
None.

Summary:
Sue Serewicz, Vice President, Relationship Management with Ascensus College Savings, will be available to answer questions.

College Savings Plans of Nevada
Board of Trustees Meeting
June 21, 2016

Program Management Report
For the Quarter Ended March 31, 2016

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College Savings Plans of Nevada
Board of Trustees Meeting

June 21, 2016

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Executive Summary

SSgA Upromise 529 Plan

- At the end of the 1st quarter, assets in the SSgA Upromise 529 Plan totaled $1.28B, which was a 2.0% increase from 4th quarter and 0.1% lower than one year ago. New Funded Accounts were up by 45.8% over the previous quarter to 818 which was an 3.1% decrease compared to the same time last year. Total Funded Accounts were down 0.7% compared to the 4th quarter of 2015 and down by 2.9% compared to the 1st quarter of 2015. There were a total of 100,189 unique account owners at the end of 1st quarter, representing a decrease of 0.9% from the 4th quarter and a 3.3% decrease over the same period last year. There were 3,379 NV Unique account owners, representing an increase of 2.3% from prior quarter and a 15.6% increase from prior year. Gross contributions, including transfers/rollovers-in, for the quarter equaled $35.15M, an increase of 2.64% compared to the previous quarter and down 9.1% compared with the 1st quarter of 2015. Distributions were down 11.9% compared to the 4th quarter 2015 with a total of $23.42M distributed from the plan this quarter. Distributions were up 8.7% compared to the 1st quarter 2015. This resulted in net contribution of $5.94M for this quarter, compared to $5.7M net contribution in 4th quarter 2015 and $9.94M net contribution in the 1st quarter 2015.
- All tactical asset allocation accounts were within expected tracking of their benchmarks for the quarter.
- New RIA enrollments in 1Q15 totaled $82,574 and Total Account Contributions were $7,349,801, up 3% from previous quarter. The 1Q15 Average national RIA account size was $43,664 (6x the average retail account size) and the Nevada advisor average account size is $19,055. The first half of the fiscal year generated a 75% increase in lead generation over full year FY 2014, that were followed up with internal sales team outreach, and Plan website activity for advisors increased 136% since last quarter.

Vanguard 529® College Savings Plan

- The Vanguard 529 ended the quarter with $12.4 billion in assets under management. Relative to Q1 2015, net cash flow was relatively flat with withdrawals up just under 10%. For the year, net new accounts (7674) were down 13% compared to 2015. Average account balance continues to be the highest in the industry at $40,000.
- Global equities rallied over the last three months and global bonds posted more modest gains. While International stocks outperformed U.S. stocks in the quarter, they continued to trail over the last 12 months amidst concerns over slowing global growth . Both U.S. and currency-hedged non-U.S. bonds generated positive returns over the last year as intermediate- and long-term yields generally fell across the world. Cash investors continued to earn marginally positive nominal returns as short-term rates remained relatively unchanged amid the Fed's ongoing low interest-rate policy.
- During the first quarter, a new synthetic investment contract, issued by Prudential Insurance Company (AA–/A1), was added to the portfolio. The original deposit, and a subsequent one, brought the synthetic contract's allocation to 15.9% of portfolio assets. In addition, a deposit was made to the New York Life separate account contract, increasing the separate account's allocation to 9.8% of portfolio assets. As a result of the deposits, the portfolio's duration increased from 0.62 years to 1.23 years as the cash position decreased modestly to 57.9% of Portfolio assets. The yield on the Portfolio's cash position, Vanguard Prime Money Market Institutional Fund, increased from 0.33% on December 31, 2015 to 0.49% on March 31, 2016.

Executive Summary

- ## USAA ® 529 College Savings Plan

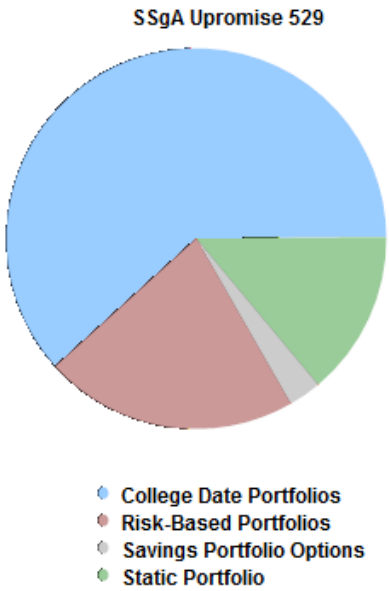
First quarter assets in the USAA 529 Plan totaled $2.5B, representing an increase of 4.2% from 4th quarter and a 7.2% increase from first quarter in 2015. Total Funded Accounts were up 2.6% from prior quarter and up 9.5% from 1Q15. There were a total of 152,429 unique account holders at the end of 1st quarter, representing an increase of 2.4% from prior quarter and up 8.7% from 1Q15 (There were 1,784 NV Unique account owners up 2.1% from prior year).Gross contributions for the quarter were $111.38M, a increase of 11.7% from prior quarter and decrease of 0.1% from 1Q15. Plan Distributions were down 12.2% from prior quarter with a total of $37.60M and up 13.0% from 1Q145. Net contributions for the quarter were $73.78M, compared to $56.87M in prior quarter. From 1Q15, net contributions are down 5.6%

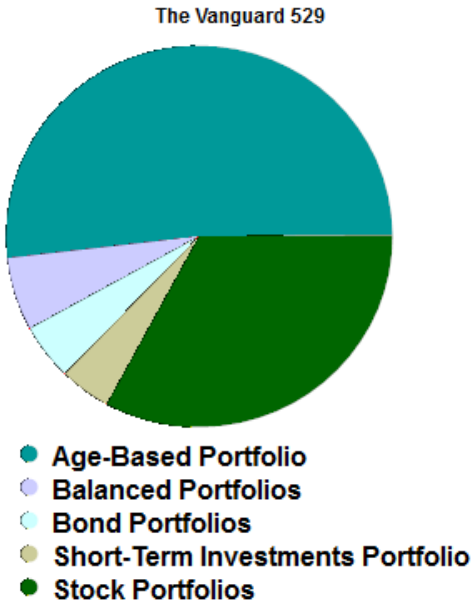
Highlights This Period

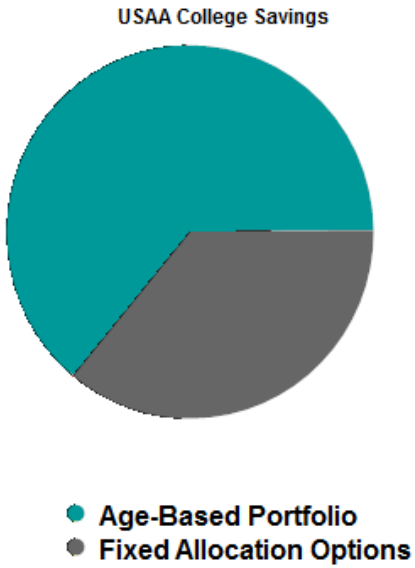
		First Quarter 2016				Fourth Quarter 2015				First Quarter 2015			
		SSgA Upromise 529	**The Vanguard 529 College Savings Plan**	**USAA 529 College Savings Plan**	**Total**	**SSgA Upromise 529**	**The Vanguard 529 College Savings Plan**	**USAA College Savings Plan**	**Total**	**SSgA Upromise 529**	**The Vanguard 529 College Savings Plan**	**USAA 529 College Savings Plan**	**Total**
Assets under Management (Millions)		$1,279.43	$12,326.55	$2,585.43	**$16,191.41**	$1,254.34	$11,818.45	$2,481.10	**$15,553.88**	$1,280.36	$11,498.53	$2,411.00	**$15,189.89**
Total Accounts (Funded)		145,561	307,896	247,796	**701,253**	146,560	300,067	241,432	**688,059**	149,906	278,181	226,313	**654,400**
Account Owners (Unique)		100,189	176,452	152,429	**429,070**	101,102	171,906	148,800	**421,808**	103,609	158,873	140,252	**402,734**
New Accounts (Funded)		818	9,326	8,099	**18,243**	561	10,059	6,601	**17,221**	844	10,080	9,347	**20,271**
Average Account Balance		$8,789.67	$40,034.79	$10,433.70	**$23,089.26**	$8,558.51	$39,386.02	$10,276.61	**$22,605.45**	$8,541.06	$41,334.72	$10,653.37	**$23,211.93**
NV Accounts (Funded)		9,421	4,535	2,969	**16,925**	9,135	4,386	2,880	**16,401**	8,794	3,954	2,679	**15,427**
NV Account Owners (Unique)		3,379	2,625	1,784	**7,788**	3,304	2,529	1,748	**7,581**	3,096	2,275	1,638	**7,009**
NV Average Account Balances		$4,629.94	$30,808.05	$9,359.69	**$12,473.98**	$4,574.32	$30,783.34	$9,239.07	**$12,402.33**	$4,538.59	$32,846.24	$9,626.87	**$12,677.57**
NV Assets under Management(Millions)		$43.62	$139.71	$27.79	**$211.12**	$41.79	$135.02	$26.61	**$203.41**	$39.91	$129.87	$25.79	**$195.58**
Inflow (Millions)	Contribution	$28.96	$391.94	$107.51	**$528.41**	$31.69	$371.90	$95.49	**$499.08**	$31.00	$378.25	$106.72	**$515.97**
	Plan Transfer In	$0.02	$1.88	$0.10	**$2.00**	$0.02	$1.08	$0.37	**$1.47**		$3.46	$0.23	**$3.69**
	Rollover In	$0.37	$47.86	$3.77	**$52.01**	$0.57	$41.54	$3.83	**$45.93**	$0.50	$52.12	$4.50	**$57.12**
	Gross Contributions	$29.36	$441.68	$111.38	**$582.41**	$32.28	$414.52	$99.69	**$546.48**	$31.50	$433.83	$111.46	**$576.78**
Outflow (Millions)	Fee	($0.67)	($0.05)	($0.04)	**($0.75)**	($0.59)	($0.04)	($4.12)	**($4.75)**	($0.70)	($0.04)	($0.03)	**($0.76)**
	Plan Transfer Out	($0.64)	($0.09)	($1.27)	**($2.00)**	($0.56)	($0.17)	($0.81)	**($1.54)**	($0.92)	($0.15)	($2.69)	**($3.77)**
	Rollover Out	($3.84)	($12.01)	($6.62)	**($22.48)**	($3.20)	($14.85)	($4.87)	**($22.92)**	($3.85)	($14.81)	($4.68)	**($23.34)**
	Withdrawal	($18.27)	($94.57)	($29.67)	**($142.50)**	($22.23)	($147.65)	($33.02)	**($202.90)**	($16.09)	($82.31)	($25.86)	**($124.26)**
	Gross Distributions	($23.42)	($106.71)	($37.60)	**($167.72)**	($26.58)	($162.71)	($42.82)	**($232.11)**	($21.55)	($97.31)	($33.27)	**($152.13)**
Total Net Contributions (Millions)		$5.94	$334.97	$73.78	**$414.69**	$5.70	$251.81	$56.87	**$314.38**	$9.94	$336.52	$78.18	**$424.65**
Rollovers In (Thousands)	Plan Transfer In	$23.68	$1,879.84	$95.31	**$1,998.82**	$22.02	$1,077.82	$367.67	**$1,467.51**		$3,459.26	$232.03	**$3,691.29**
	Rollover In	$372.85	$47,860.00	$3,772.54	**$52,005.39**	$565.50	$41,543.42	$3,825.12	**$45,934.04**	$498.17	$52,115.02	$4,503.73	**$57,116.92**
	Gross Rollovers In	$396.53	$49,739.84	$3,867.85	**$54,004.22**	$587.51	$42,621.24	$4,192.79	**$47,401.54**	$498.17	$55,574.28	$4,735.76	**$60,808.21**
Rollovers Out (Thousands)	Plan Transfer Out	($641.57)	($87.64)	($1,271.89)	**($2,001.10)**	($558.31)	($173.10)	($810.58)	**($1,541.98)**	($923.28)	($154.36)	($2,692.73)	**($3,770.37)**
	Rollover Out	($3,842.79)	($12,011.54)	($6,621.01)	**($22,475.34)**	($3,203.16)	($14,849.31)	($4,870.54)	**($22,923.01)**	($3,847.77)	($14,805.55)	($4,683.20)	**($23,336.52)**
	Gross Rollovers Out	($4,484.35)	($12,099.19)	($7,892.90)	**($24,476.44)**	($3,761.47)	($15,022.41)	($5,681.12)	**($24,464.99)**	($4,771.05)	($14,959.92)	($7,375.93)	**($27,106.89)**
Net Rollovers (Thousands)		($4,087.82)	$37,640.65	($4,025.05)	**$29,527.78**	($3,173.95)	$27,598.83	($1,488.33)	**$22,936.55**	($4,272.88)	$40,614.36	($2,640.16)	**$33,701.32**

Asset Breakdown

As of March 31, 2016



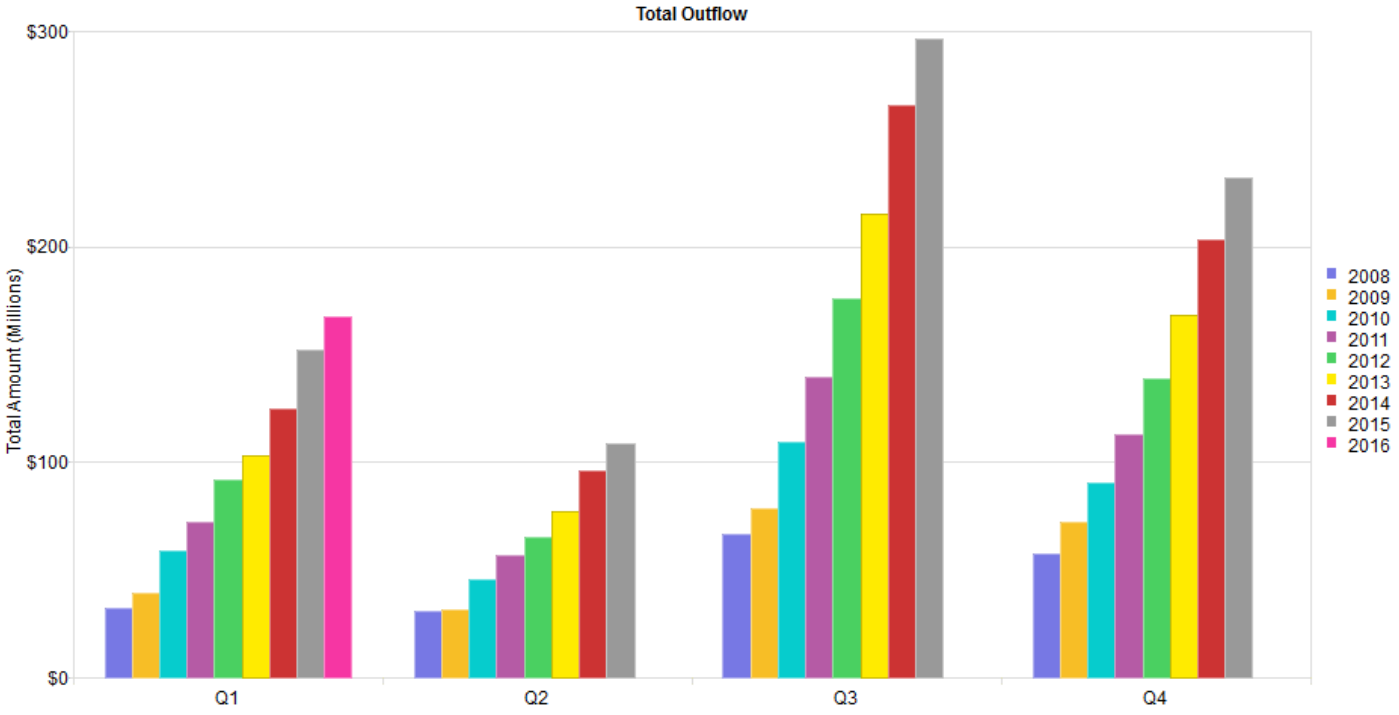




	SSgA Upromise 529	The Vanguard 529 College Savings Plan	USAA 529 College Savings Plan
Age-Based Portfolio		51.98%	64.06%
Balanced Portfolios		6.13%	
Bond Portfolios		4.80%	
College Date Portfolios	61.90%		
Fixed Allocation Options			35.94%
Risk-Based Portfolios	21.41%		
Savings Portfolio Options	2.78%		
Short-Term Investments Portfolio		4.12%	
Static Portfolio	13.91%		
Stock Portfolios		32.97%	
Total	**100.00%**	**100.00%**	**100.00%**

Distributions by Quarter (2008-2016)

As of March 31, 2016



	Amount Shown In Millions Of Dollars			
	Q1	**Q2**	**Q3**	**Q4**
2008	($32.66)	($31.26)	($66.79)	($57.42)
2009	($39.78)	($31.59)	($78.87)	($72.36)
2010	($58.98)	($45.63)	($109.96)	($90.39)
2011	($72.47)	($56.82)	($139.52)	($113.01)
2012	($91.89)	($65.57)	($175.88)	($139.03)
2013	($103.08)	($76.91)	($215.52)	($168.05)
2014	($124.71)	($95.97)	($265.94)	($203.04)
2015	($152.13)	($108.67)	($296.96)	($232.11)
2016	($167.72)			

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COLLEGE SAVINGS PLANS OF NEVADA

Statistical Information

For the Period from July 1, 2015 through March 31, 2016 (Fiscal Year-to-Date)

	SSgA Upromise 529 Plan	The Vanguard® 529 College Savings Plan	USAA 529 College Savings Plan®	Total*
Total Funded Accounts				
Total funded accounts at July 1, 2015				
In-state	8,933	4,078	2,766	**15,777**
Out-of-state	139,956	281,568	229,729	**651,253**
	148,889	285,646	232,495	**667,030**
Total funded accounts at March 31, 2016				
In-state	9,410	4,526	2,971	**16,907**
Out-of-state	136,151	303,370	244,825	**684,346**
	145,561	307,896	247,796	**701,253**
New Accounts				
Year- to- date new accounts				
In-state	680	569	291	**1,540**
Out-of-state	2,320	31,130	24,555	**58,005**
	3,000	31,699	24,846	**59,545**
Closed Accounts				
In-state	153	106	75	**334**
Out-of-state	5,995	8,442	9,123	**23,560**
	6,148	8,548	9,198	**23,894**
Enrollment Method				
Enrolled online	2,582	28,503	24,245	**55,330**
Enrolled paper	418	3,196	601	**4,215**
	3,000	31,699	24,846	**59,454**
Upromise Rewards				
Total Upromise Rewards swept since inception	$123,153,699.75	$14,621,774.32	$8,528,031.50	**$146,303,505.57**
Linked accounts since inception	117,951	29,897	54,434	**202,282**
Ugift				
Total Ugift contributions since inception	$4,859,636.95	$47,532,324.57	$48,002,173.47	$100,394,134.99
Number of Ugift transactions since inception	8,868	22,094	70,377	101,339

Detail By Plan

Table of Contents

- Section I: SSgA Upromise 529 Plan
- Section II: Vanguard 529® College Savings Plan
- Section III: USAA 529 College Savings Plan®

Section I

SSgA Upromise 529 Plan
Plan Detail

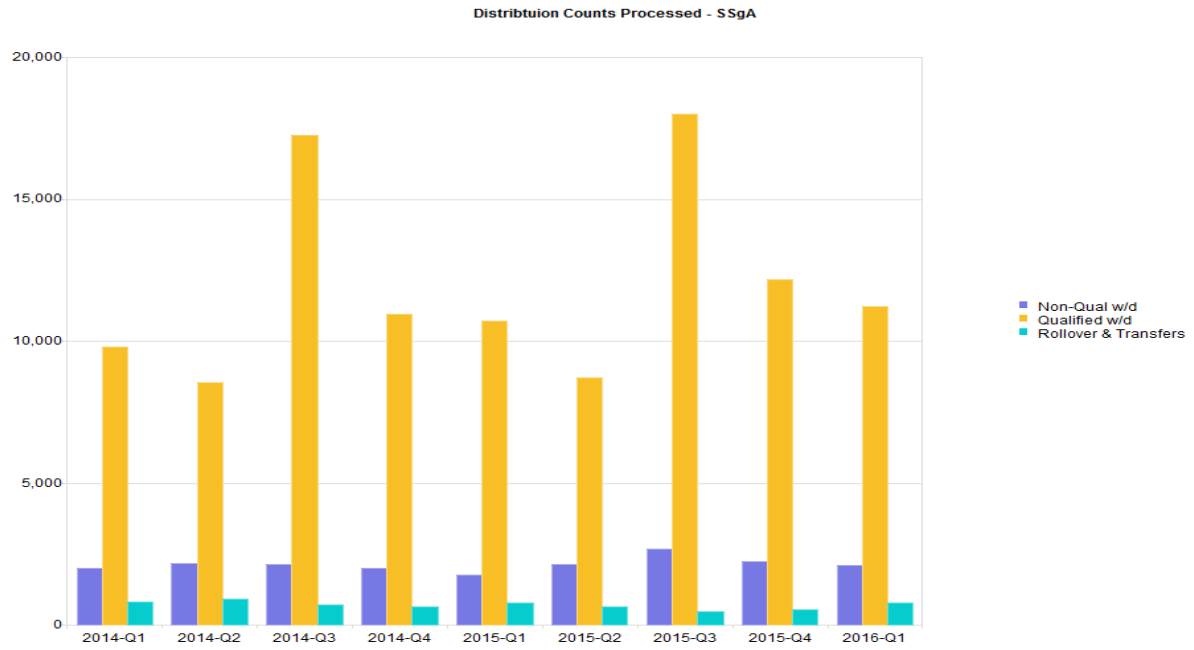
Highlights This Period

	First Quarter 2016	Fourth Quarter 2015	% Chg Q/Q	First Quarter 2015	% Chg Y/Y
Assets under Management (Millions)	$1,279.43	$1,254.34	2.0%	$1,280.36	(0.1%)
Total Accounts (Funded)	145,561	146,560	(0.7%)	149,906	(2.9%)
Account Owners (Unique)	100,189	101,102	(0.9%)	103,609	(3.3%)
New Accounts (Funded)	818	561	45.8%	844	(3.1%)
Average Account Balances	$8,789.67	$8,558.51	2.7%	$8,541.06	2.9%
NV Accounts (Funded)	9,421	9,135	3.1%	8,794	7.1%
NV Accounts (Unique)	3,379	3,304	2.3%	3,096	9.1%
NV Average Account Balances	$4,629.94	$4,574.32	1.2%	$4,538.59	2.0%
NV Assets under Management (Millions)	$43.62	$41.79	4.4%	$39.91	9.3%

Gross Contributions (Millions)	Contribution	$28.96	$31.69	(8.6%)	$31.00	(6.6%)
	Rollover In	$0.37	$0.57	(35.1%)	$0.50	(26.0%)
	Total	$29.36	$32.28	(9.0%)	$31.50	(6.8%)
Gross Distributions (Millions)	Fee	($0.67)	($0.59)	13.6%	($0.70)	(4.3%)
	Plan Transfer Out	($0.64)	($0.56)	14.3%	($0.92)	(30.4%)
	Rollover Out	($3.84)	($3.20)	20.0%	($3.85)	(0.3%)
	Withdrawal	($18.27)	($22.23)	(17.8%)	($16.09)	13.5%
	Total	($23.42)	($26.58)	(11.9%)	($21.55)	8.7%
Net Contributions (Millions)		$5.94	$5.70	4.2%	$9.94	(40.2%)
Rollovers In (Thousands)	Plan Transfer In	$23.68	$22.02	7.5%	$0.00	
	Rollover In	$372.85	$565.50	(34.1%)	$498.17	-25.2%
	Total	$396.53	$587.51	(32.5%)	$498.17	-20.4%
Rollovers Out (Thousands)	Plan Transfer Out	($641.57)	($558.31)	14.9%	($923.28)	-30.5%
	Rollover Out	($3,842.79)	($3,203.16)	20.0%	($3,847.77)	-0.1%
	Total	($4,484.35)	($3,761.47)	19.2%	($4,771.05)	-6.0%
Net Rollovers (Thousands)		($4,087.82)	($3,173.95)	28.8%	($4,272.88)	-4.3%

Distribution Counts Processed by Type (2014-2016)

As of March 31, 2016



		2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Non-Qual w/d	Non-qual w/d Acct Owner	1,947	2,144	2,114	1,962	1,734	2,124	2,620	2,217	2,070
	Non-qual w/d Bene	32	38	29	37	30	28	65	26	48
	Total	1,979	2,182	2,143	1,999	1,765	2,152	2,685	2,243	2,118
Qualified w/d	Qualified w/d Acct Owner	7,838	7,030	13,146	8,303	8,447	7,158	13,705	9,585	9,156
	Qualified w/d Bene	596	557	895	559	658	470	868	490	594
	Qualified w/d Educational Institution	1,376	969	3,191	2,089	1,605	1,077	3,413	2,094	1,480
	Total	9,810	8,556	17,238	10,951	10,710	8,705	17,986	12,169	11,230
Rollover & Transfers	Direct Rollover w/d	523	679	472	462	574	464	333	371	559
	Indirect Rollover w/d	51	45	56	23	45	26	45	20	27
	Plan Transfer Out	99	139	63	91	104	103	49	33	79
	Rollover Out	151	62	122	76	64	66	61	110	127
	Total	824	925	713	652	787	659	488	534	792
Total		**12,613**	**11,663**	**20,094**	**13,602**	**13,262**	**11,516**	**21,159**	**14,946**	**14,140**

Rollovers Out Summary

As of March 31, 2016

Payee Name	State	2016-Q1
Collegeamerica	VA	($652,600.44)
The Vanguard 529 College Savings Plan	NV	($561,090.37)
Nextgen Coll Investing Plan me	ME	($282,944.31)
Edvest Csp	WI	($245,549.43)
New York's 529 College Savings Program Direct Plan	NY	($222,726.90)
Virginia529 Csp	VA	($219,986.15)
Bright Start Csp	IL	($188,107.05)
CollegeInvest Direct Portfolio College Savings Plan	CO	($141,515.59)
CollegeChoice 529 Direct Savings Plan	IN	($137,419.81)
Uesp	UT	($121,107.65)

Account Distribution by Investment Option & Age Statistics

As of March 31, 2016

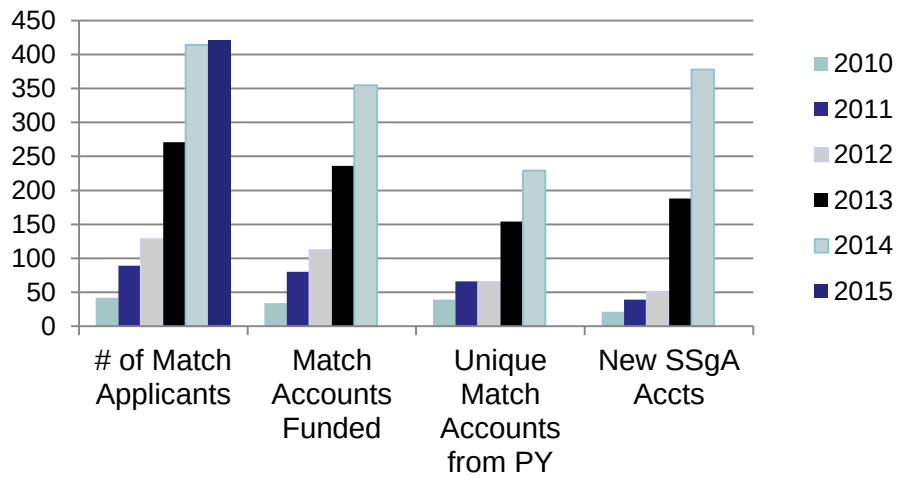
		Total Assets	Percent Of Total
College-Date Portfolios	SSgA College 2015 Portfolio	$93,415,740.40	7.30%
	SSgA College 2018 Portfolio	$195,649,981.27	15.29%
	SSgA College 2021 Portfolio	$252,857,398.62	19.76%
	SSgA College 2024 Portfolio	$142,059,462.13	11.10%
	SSgA College 2027 Portfolio	$43,209,442.74	3.38%
	SSgA College 2030 Portfolio	$13,995,496.06	1.09%
	SSgA College 2033 Portfolio	$2,239,236.73	0.18%
	SSgA College Today Portfolio	$48,581,479.26	3.80%
Risk-Based Portfolios	SSgA Aggressive Portfolio	$161,108,798.25	12.59%
	SSgA Conservative Portfolio	$25,875,159.79	2.02%
	SSgA Moderate Portfolio	$86,924,210.85	6.79%
Savings Portfolio Option	Savings Portfolio	$35,536,915.65	2.78%
Static Portfolios	SPDR Barclays 1-3 Month T-Bill ETF Portfolio	$1,520,670.88	0.12%
	SPDR Barclays Aggregate Bond ETF Portfolio	$13,200,666.70	1.03%
	SPDR Barclays High Yield Bond ETF Portfolio	$2,374,840.96	0.19%
	SPDR Barclays Short Term Corporate Bond ETF Portfolio	$1,974,536.31	0.15%
	SPDR Barclays TIPS ETF Portfolio	$1,143,974.21	0.09%
	SPDR DB International Government Inflation-Protected Bond ETF Portfolio	$371,764.34	0.03%
	SPDR Dow Jones International Real Estate ETF Portfolio	$1,780,566.42	0.14%
	SPDR Dow Jones REIT ETF Portfolio	$5,819,298.02	0.45%
	SPDR S&P 500® ETF Trust Portfolio	$117,167,083.62	9.16%
	SPDR S&P 600® Small Cap ETF Portfolio	$10,131,750.67	0.79%
	SPDR S&P Emerging Markets ETF Portfolio	$3,856,722.99	0.30%
	SPDR S&P Emerging Markets Small Cap ETF Portfolio	$1,303,533.12	0.10%
	SPDR S&P International Small Cap ETF Portfolio	$2,323,619.61	0.18%
	SPDR S&P MidCap 400® ETF Trust Portfolio	$11,083,423.12	0.87%
	SPDR S&P® World ex-US ETF Portfolio	$3,927,236.21	0.31%
Total		**$1,279,433,008.92**	**100.00%**

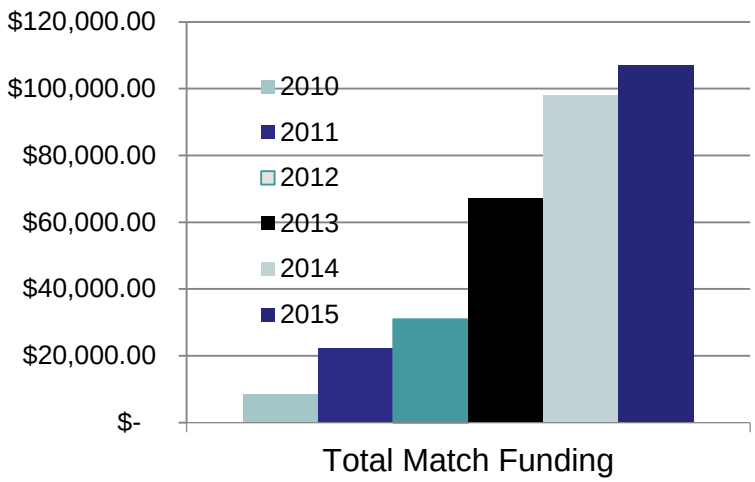
Account Owner Age Group	Total Assets	Funded Accounts
Ages 18 years and younger	$8,680,602	3,664
Ages 19 to 29 years	$2,303,813	586
Ages 30 to 39 years	$87,442,355	17,662
Ages 40 to 49 years	$731,994,521	74,467
Ages 50 to 59 years	$354,223,295	37,626
Ages 60 years and older	$94,788,423	11,556
Total	**$1,279,433,009**	**145,561**

Beneficiary Age Group	Total Assets	Funded Accounts
Ages 5 years or less	$36,694,191	6,481
Ages 6 to 10 years	$239,324,130	28,013
Ages 11 to 15 years	$600,549,948	54,787
Age 16 years	$95,456,262	8,796
Age 17 years	$77,526,188	7,670
Age 18 years	$65,619,320	6,558
Age 19 years	$44,959,993	5,289
Age 20 years	$30,247,041	4,674
Age 21 years	$19,210,926	3,659
Age 22 years	$12,230,902	2,958
Ages 23 years and older	$57,614,110	16,676
Total	**$1,279,433,009**	**145,561**

Silver State Matching Grant (2010-2016)

As of March 31, 2016





	# of Match Applicants	Y/Y Increase	Match Accts Funded	Y/Y Increase
2010	42		34	
2011	89	112.00%	80	135.00%
2012	128	44.00%	112	40.00%
2013	271	112.00%	236	111.00%
2014	414	52.8%	355	50.4%
2015	425	1.02%	383	1.08%

Funding FY	Enrollment Year	Total Match Funding	Y/Y Increase
2011	**2010**	$8,363.51	
2012	**2011**	$22,344.00	167.00%
2013	**2012**	$30,889.47	38.25%
2014	**2013**	$67,283.37	118.00%
2015	**2014**	$98,024.06	45.6%
2016	**2015**	$106,971.02	9.1%

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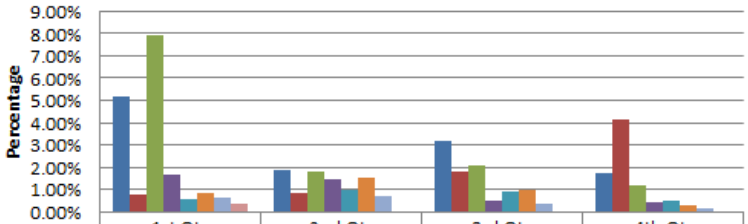
Service Call Volumes & Stats

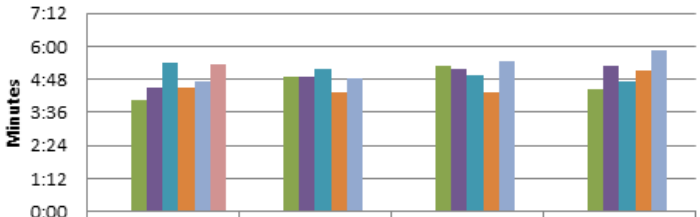
As of March 31, 2016

Abandonment Rate per Quarter (2009-2016)



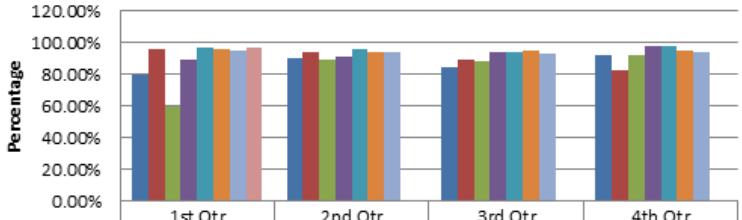
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
2009	5.19%	1.90%	3.20%	1.74%
2010	0.80%	0.83%	1.81%	4.13%
2011	7.91%	1.81%	2.07%	1.15%
2012	1.66%	1.47%	0.49%	0.42%
2013	0.59%	1.00%	0.93%	0.46%
2014	0.85%	1.51%	0.94%	0.27%
2015	0.61%	0.69%	0.35%	0.16%
2016	0.33%			

Average Talk Time (2009-2016)



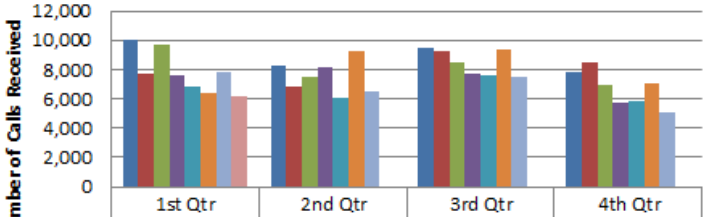
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
2009	0	0	0	0
2010	0	0	0	0
2011	4:03	4:54	5:18	4:27
2012	4:30	4:54	5:12	5:16
2013	5:25	5:12	4:57	4:44
2014	4:30	4:18	4:18	5:07
2015	4:42	4:51	5:27	5:50
2016	5:20			

Percentage of Calls Answered within 30 Seconds per Quarter (2009-2016)



	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
2009	79.31%	90.18%	84.28%	91.31%
2010	95.99%	93.52%	88.98%	81.85%
2011	59.55%	89.34%	88.41%	91.29%
2012	89.05%	90.53%	93.96%	97.24%
2013	96.19%	95.37%	94.10%	97.25%
2014	95.41%	94.14%	94.52%	94.86%
2015	94.86%	93.38%	92.95%	93.73%
2016	96.37%			

Call Volumes by Quarter (2009-2016)



	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
2009	10,055	8,253	9,463	7,835
2010	7,736	6,831	9,249	8,497
2011	9,658	7,464	8,505	6,951
2012	7,641	8,117	7,724	5,728
2013	6,836	6,119	7,613	5,838
2014	6,447	9,292	9,390	7,071
2015	7,878	6,510	7,498	5,090
2016	6,135			

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COLLEGE SAVINGS PLANS OF NEVADA

SSgA Upromise 529 Plan Client Service Metrics
For the Quarter Ended March 31, 2016

	Service Level Agreement	SSgA Upromise 529 Actual 3/31/16	SSgA Upromise 529 Actual 2/28/16	SSgA Upromise 529 Actual 1/31/16
TRANSACTIONS				
Financial sub deposits (same day)	98.00%	100%	100%	100%
Financial sub deposits (accuracy)	98.00%	100%	98.00%	100%
New account set up (same day)	98.00%	100%	100%	100%
New account set up (accuracy)	97.00%	87.50%	93.75%	100%
Withdrawal (same day)	98.00%	100%	100%	100%
Withdrawal (accuracy)	98.00%	98.00%	100%	100%
Non-financial maintenance (3 day)	98.00%	100%	100%	100%
Non-financial maintenance (accuracy)	98.00%	93.75%	88.00%	100%
Financial correspondence (2 day)	98.00%	100%	100%	100%
Non-financial correspondence (7 day)	98.00%	100%	100%	100%
As of trading (accuracy)	98.00%	94.44%	100%	94.74%
CORRESPONDENCE				
Average answer time	30 seconds or less	**0:14**	**0:13**	**0:14**
Average abandonment rate	5% or less	**0.64%**	**0.40%**	**.26%**
Phone inquiries responded to	Within 30 seconds	**1,728 (94%)**	**1,759 (97%)**	**2,648 (96%)**
Email processed	Within 2 business days	**100%**	**100%**	**100%**
Meet licensing requirements		**Yes**	**Yes**	**Yes**
INFORMATION DELIVERY				
Marketing kits delivered	Within 3 business days	**Yes**	**Yes**	**Yes**
Annual statements, quarterly statements and confirms	Delivered within industry guidelines			

Client Service Metrics –Missed SLA Explanation

March 2016

New Account Set Up Accuracy – (SLA 97.00% / Actual SLA 87.50%)

Eight (8) Enrollments reviewed with one (1) error identified; one (1) having SLA impact (8 out of 8 possible transactions were reviewed)

- Account Owner's citizenship was not updated - U195201202

Non-financial Maintenance Accuracy – (SLA 98.00% / Actual SLA 93.75%)

48 Maintenance Transactions reviewed with three (3) errors identified (48 out of 48 possible transactions were reviewed)

- Client submitted form with a name change; however, the case was never routed to the outcall queue to provide the Account Owner instructions as to what is needed to have the name updated - U115762416
- The Power of Attorney's city address was misspelled - U181590988
- Account Owner and Beneficiary address not updated - U175737181

As of Trading Accuracy – (SLA 98.00% / Actual SLA 94.44%)

18 Transactions reviewed with one (1) error identified (18 out of 18 possible transactions were reviewed)

- Distribution received the incorrect trade date – U141599929

Client Service Metrics –Missed SLA Explanation

February 2016

New Account Set Up Accuracy – (SLA 97.00% / Actual SLA 93.75%)

16 Transactions were reviewed with one (1) error identified (16 out 16 possible transactions were reviewed)

- Telephone Numbers were not updated per Enrollment Form – Refer to case U130628847

Non-Financial Maintenance Accuracy – (SLA 98.00% / Actual SLA 88.00%)

50 Transactions were reviewed with six (6) errors identified

- Account Owner's request for account balance statement was not addressed – refer to case U116259799
- Email address was not updated – refer to case U137055764
- Bank Account Number was entered incorrectly – refer to case U149946575
- Authorized Agent's Suffix was not added – refer to case U133144533
- Beneficiary Name Change was not addressed –refer to case U117422851
- Email address was not updated – refer to case U132205247

Client Service Metrics –Missed SLA Explanation

January 2016

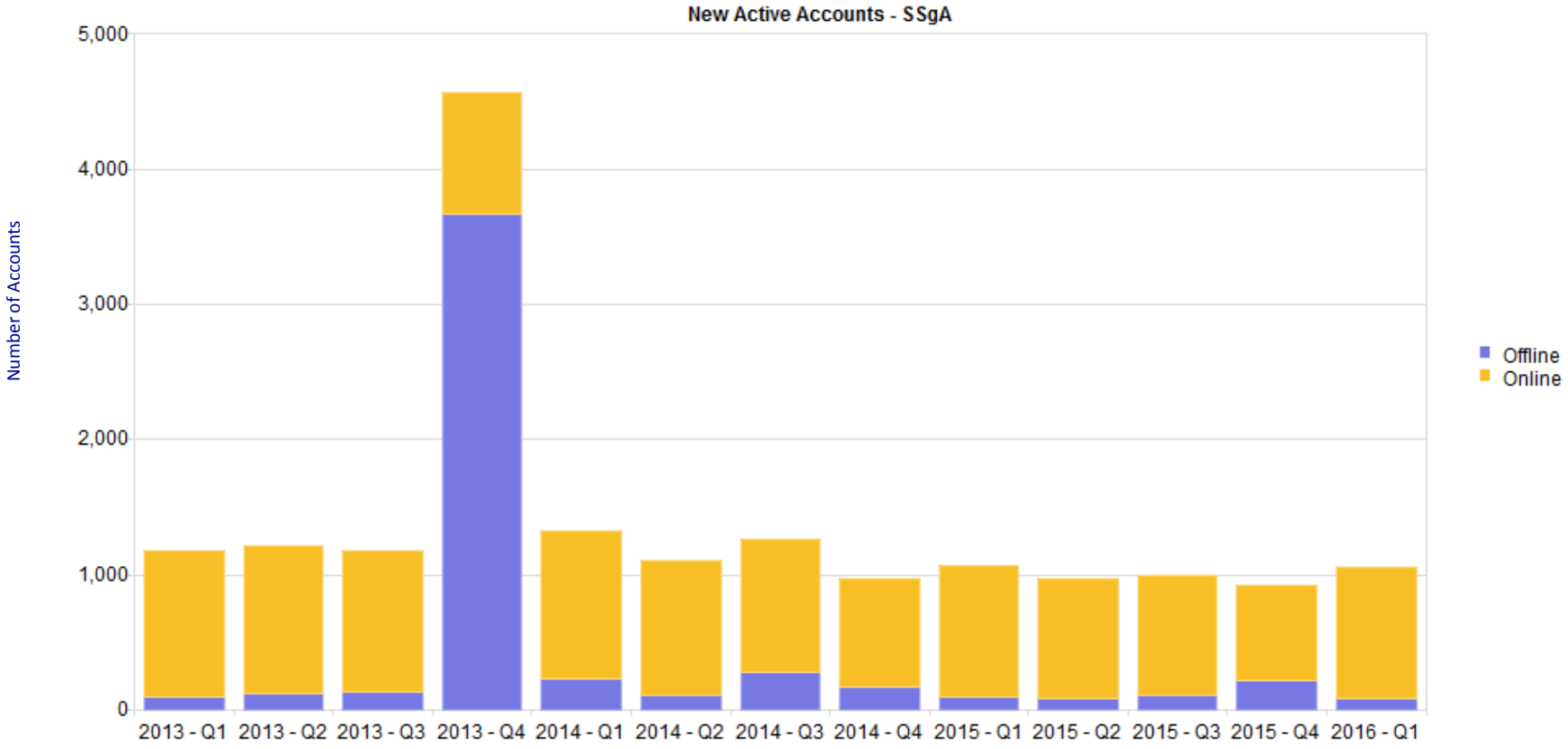
As of Trading Accuracy – (SLA 98% / Actual SLA 94.74%)

19 Transactions were reviewed with one (1) errors identified; one (1) with SLA impact (19 out 19 possible transactions were reviewed)

- Backdate received the incorrect trade date – refer to case U153695641

New Account Volumes (Online vs Offline)

As of March 31, 2016



	Includes all new accounts												
	2013 – Q1	**2013 - Q2**	**2013-Q3**	**2013-Q4**	**2014-Q1**	**2014-Q2**	**2014-Q3**	**2014-Q4**	**2015-Q1**	**2015- Q2**	**2015- Q3**	**2015- Q4**	**2016- Q1**
Total	**1,173**	**1,205**	**1,172**	**4,539**	**1,298**	**1,089**	**1,254**	**957**	**1,061**	**974**	**1,001**	**927**	**1,059**
	100%	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**
Online	1,072	1,088	1,047	874	1,079	987	979	792	965	891	892	706	971
	91%	90%	89%	19%	83%	91%	78%	83%	91%	91%	89%	76%	92%
Offline	101	117	125	3,665	219	102	275	165	96	83	109	221	88
	9%	10%	11%	81%	17%	9%	22%	17%	9%	9%	11%	24%	8%

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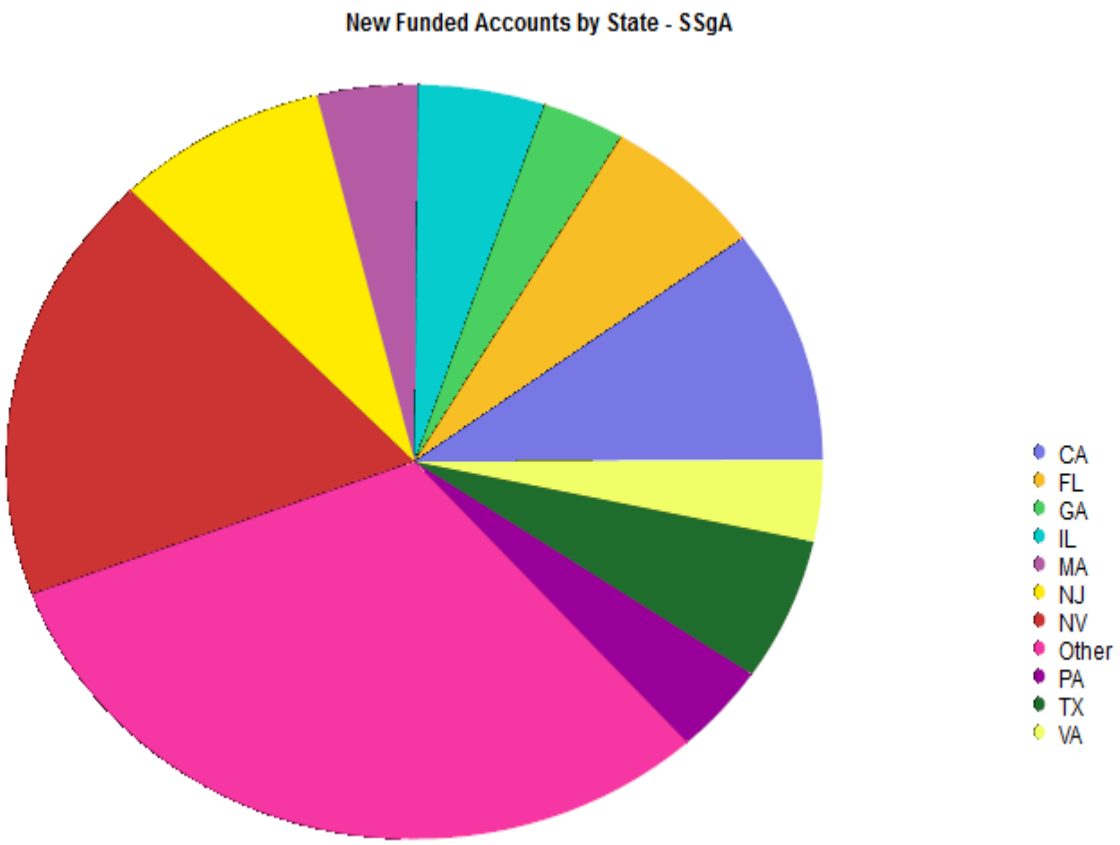
New Funded Accounts by State

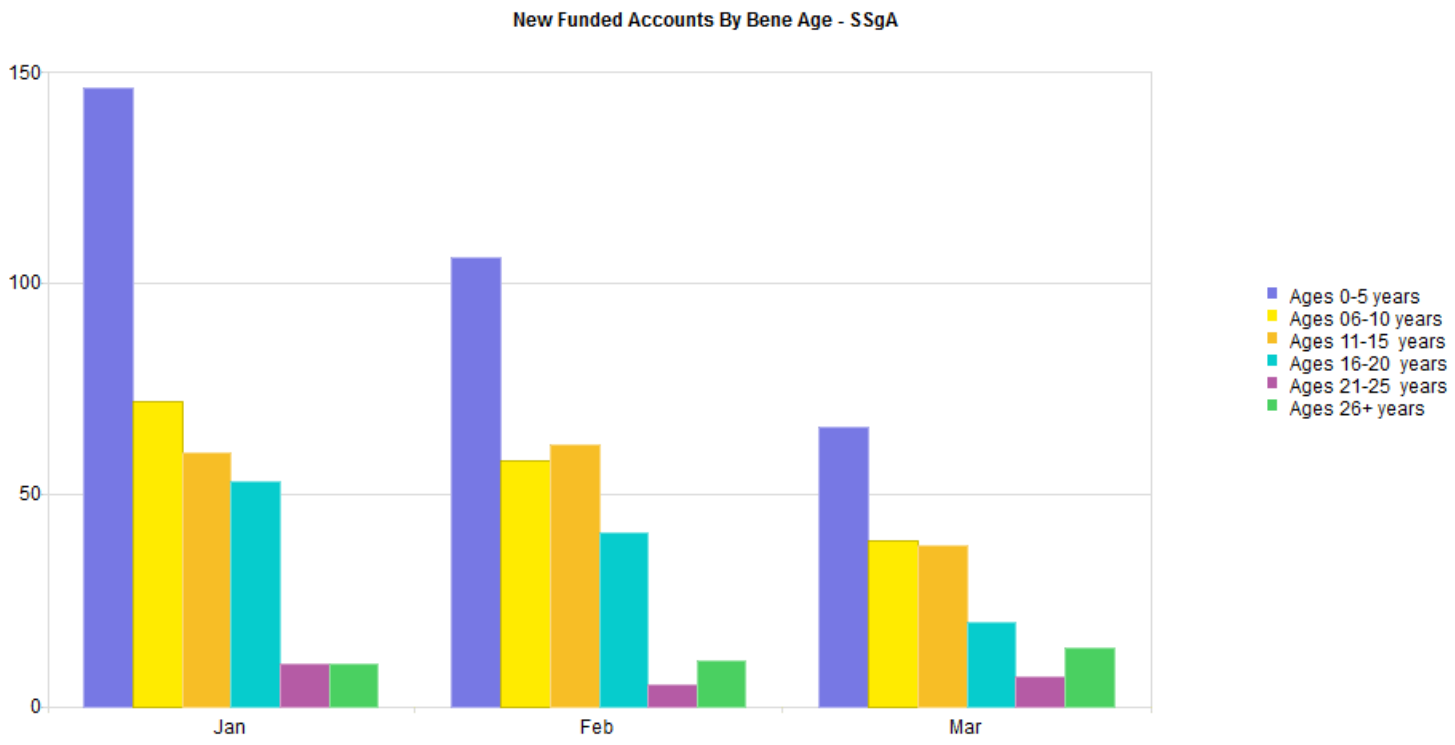
As of March 31, 2016



State	New Funded Accounts	Total Assets
NV	151	$870,555.25
NJ	69	$428,863.46
MA	33	$303,821.78
CA	82	$254,958.70
TX	50	$208,403.30
OR	5	$143,863.02
FL	53	$109,334.50
GA	27	$97,257.36
VA	28	$96,638.61
MD	22	$93,745.61
PA	31	$82,239.31
IL	41	$82,017.98
KY	6	$66,467.52
AL	8	$59,488.12
TN	15	$49,673.21
OH	23	$46,840.68
WI	14	$45,914.53
VT	2	$42,108.73
WA	12	$40,148.01
NY	15	$35,912.37
DE	3	$27,611.81
MI	23	$27,548.85
NC	13	$21,259.43
KS	7	$15,219.39
AZ	13	$13,810.20
SC	7	$13,331.22
ID	4	$11,289.93
LA	5	$9,333.29
RI	4	$8,472.67
CO	2	$7,952.86
CT	19	$6,894.58
ME	5	$6,292.98
WV	1	$4,156.12
IA	1	$3,602.60
NM	4	$3,374.90
IN	8	$3,012.03
DC	3	$1,916.11
HI	1	$1,456.00
NH	1	$956.16
MT	1	$626.40
UT	1	$443.33
MN	1	$284.60
NE	2	$74.44
MS	1	$20.16

New Funded Accounts by Beneficiary Age

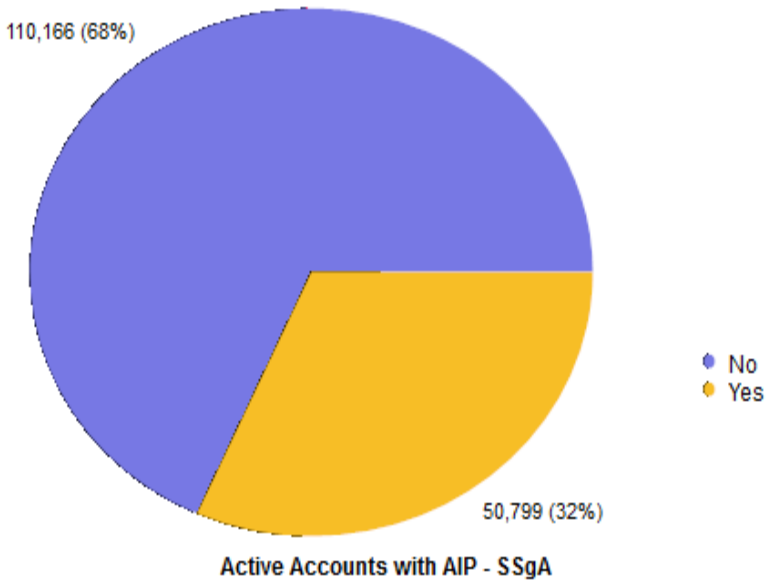
As of March 31, 2016

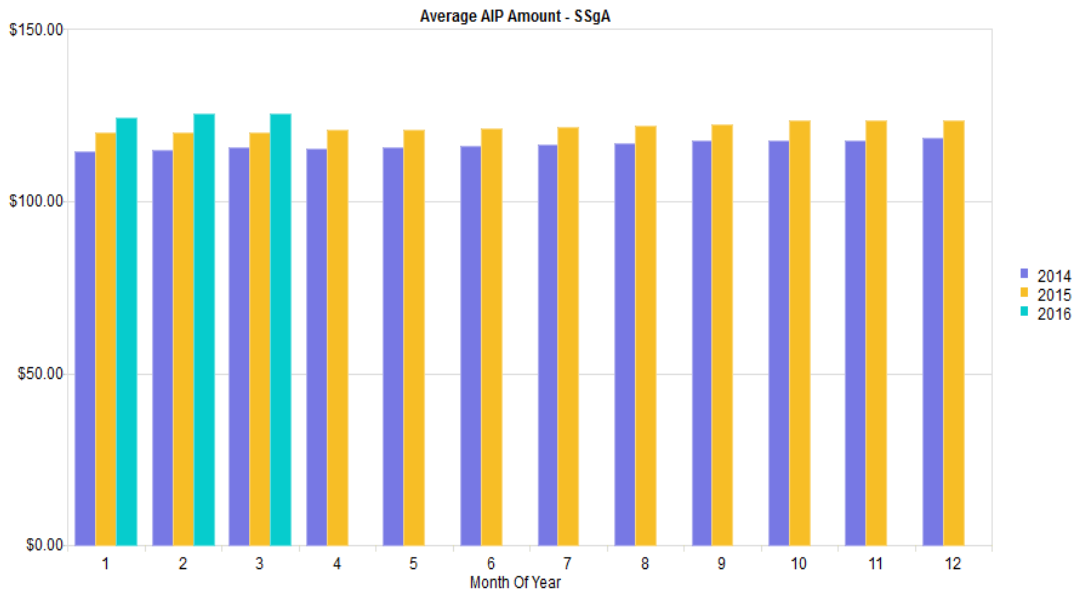


	New Funded Accounts By Beneficiary Age		
	Jan	**Feb**	**Mar**
Ages 0-5 years	146	106	66
Ages 06-10 years	72	58	39
Ages 11-15 years	60	62	38
Ages 16-20 years	53	41	20
Ages 21-25 years	10	5	7
Ages 26+ years	10	11	14

Accounts with Automatic Monthly Contribution

As of March 31, 2016





	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	$99.52	$99.15	$99.45	$100.11	$100.15	$100.58	$101.29	$101.51	$102.42	$102.02	$102.26	$101.70
2012	$104.50	$104.32	$105.51	$104.17	$105.53	$106.01	$106.65	$106.86	$107.00	$108.04	$107.95	$108.37
2013	$109.29	$109.83	$110.28	$111.11	$110.87	$110.80	$111.33	$111.45	$111.86	$112.15	$112.59	$113.34
2014	$114.43	$114.68	$115.52	$115.32	$115.58	$116.09	$116.33	$116.84	$117.53	$117.74	$117.78	$118.22
2015	$119.83	$119.89	$119.96	$120.59	$120.90	$121.08	$121.40	$121.71	$122.38	$123.45	$123.54	$123.52
2016	$124.16											

Rollovers In by Plan

For Quarter ended March 31, 2016

Rollover From Institution	State	2016-Q1
College Access 529 Plan Direct	SD	$147,765.88
Unknown	-	$88,511.92
College America	VA	$50,023.50
College Bound Fund Advisor	RI	$37,500.34
The Vanguard 529 College Savings Plan	NV	$23,680.14
PA Guaranteed Savings Plan	PA	$20,350.55
Scholar Share CSP - Direct	CA	$17,742.48
Bright Start Direct	IL	$6,486.43
Oregon CSP Direct	OR	$1,870.60
Fidelity Investments	NH	$1,575.87

Field Rep Activity

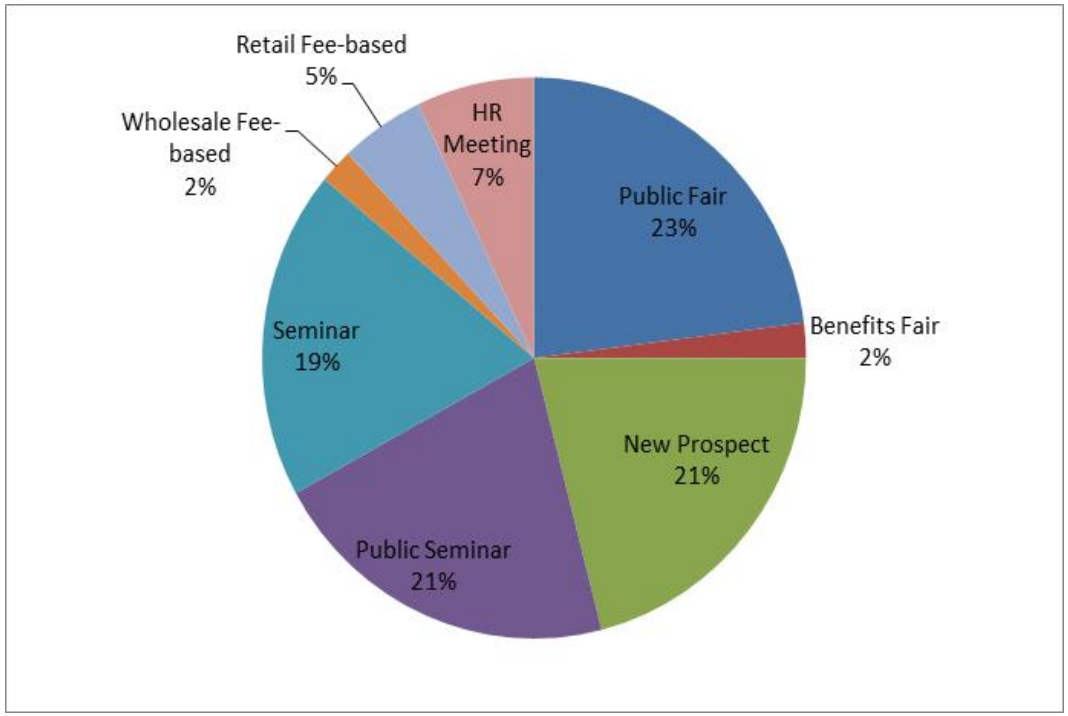
January – March 2016

FY' Q1 Employer Outreach Progress

- ## Employer Leads

  - Participated in college savings workshops for Zappo's, City of Carson City, Reno Diagnostics, and Carson Valley Medical Center. Good response from employees.
  - Participated in the Wellness Fair for Wynn Employees; first time participating in this event. Large Las Vegas casino, good response from employees
  - Participated the Las Vegas Preview 2016 event at UNLV. This is a large business event to showcase college savings to southern NV employers.
  - Participated Reno Chamber Directions 2016 event. This is a large business event in northern NV to showcase college savings to northern NV businesses.
  - Participated in the CUPA Conference (College & University Professional Association for HR Administrators), both the Reno and Las Vegas events. This is a well attended event for university HR professionals.
  - For the first time, we participated in the Nevada Mining conference in Elko. Good opportunity to introduce college savings to the mining community. Will participate in their larger conference in June out in Elko.
  - Participated in the Wellness Fair at the Grand Sierra Resort in Reno. This was our first opportunity to share college savings information with their employees.

Field Rep Activity – January 1st – March 31st 2016



Regional Breakdown	
Greater Reno Area	51
Outer Reno Area	3
Greater Las Vegas Area	43
Outer Las Vegas Area	0
Rural Nevada	3
Other	0
Total Sessions	108
Total Events	100
Total Attendees	8783

Samples of what each category could represent:
***Retail Fee-Based:** NV Women's Expo; Baby Expo
***Wholesale Fee-Based:** SHRM; PTA
***New Prospect:** Zappo's
***HR Meeting:** City of Las Vegas
***Seminar:** State Agencies; City of Carson City
***Public Seminar:** PTA Parent Night (various)
***Benefit Fair:** State Agencies
***Public Fair:** Middle School College Fair

Note: Sessions differ from events in that one event may have multiple sessions. For example, the field rep will visit one employer, but host 2 workshops or visit one employer and spend more than 8 hours there, which would be considered 2 sessions.

A total of 100 events and HR meetings were hosted in the 1st Quarter 2016. Below is a highlight of the events for the Quarter.

Event	Month	Type of Event	Attendees
Las Vegas Preview 2016	January	Employer	400
Reno Directions 2016	January	Employer	300
Girl Scout Cookie Kick-Off	January	Community	40
NV Reading Week	February	Community	75
UNLV CAEO	February	Community	500
Wynn Casino Financial Wellness Fair	February	Employer	110
Business Education Conference	March	Community	500
NV Mining Conference	March	Employer	75
Grand Sierra Resort Wellness Fair	March	Employer	85

Section II

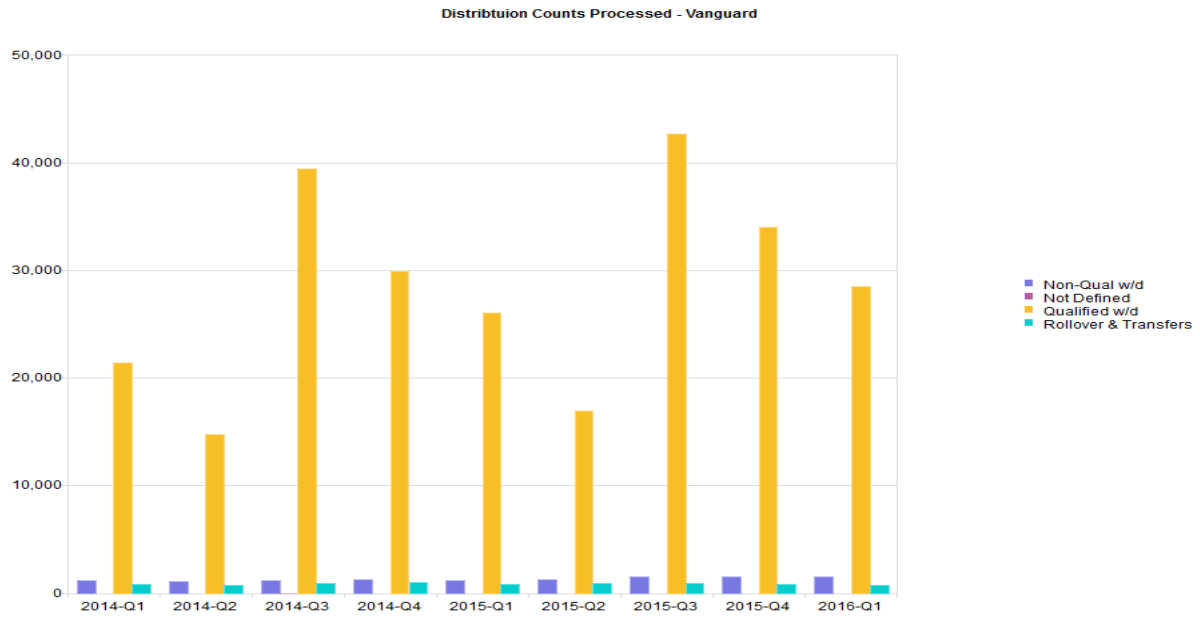
Vanguard 529 ® College Savings Plan
Plan Detail

Highlights This Period

		First Quarter 2016	Fourth Quarter 2015	% Chg Q/Q	First Quarter 2015	% Chg Y/Y
Assets under Management (Millions)		$12,326.55	$11,818.45	4.3%	$11,498.53	7.2%
Total Accounts (Funded)		307,896	300,067	2.6%	278,181	10.7%
Account Owners (Unique)		176,452	171,906	2.6%	158,873	11.1%
New Accounts (Funded)		9,326	10,059	(7.3%)	10,080	(7.5%)
Average Account Balances		$40,034.79	$39,386.02	1.6%	$41,334.72	(3.1%)
NV Accounts (Funded)		4,535	4,386	3.4%	3,954	14.7%
NV Accounts (Unique)		2,625	2,529	3.8%	2,275	15.4%
NV Average Account Balances		$30,808.05	$30,783.34	0.1%	$32,846.24	(6.2%)
NV Assets under Management (Millions)		$139.71	$135.02	3.5%	$129.87	7.6%
Gross Contributions (Millions)	Contribution	$391.94	$371.90	5.4%	$378.25	3.6%
	Plan Transfer In	$1.88	$1.08	74.1%	$3.46	(45.7%)
	Rollover In	$47.86	$41.54	15.2%	$52.12	(8.2%)
	Total	$441.68	$414.52	6.6%	$433.83	1.8%
Gross Distributions (Millions)	Fee	($0.05)	($0.04)	25.0%	($0.04)	25.0%
	Plan Transfer Out	($0.09)	($0.17)	(47.1%)	($0.15)	(40.0%)
	Rollover Out	($12.01)	($14.85)	(19.1%)	($14.81)	(18.9%)
	Withdrawal	($94.57)	($147.65)	(35.9%)	($82.31)	14.9%
	Total	($106.71)	($162.71)	(34.4%)	($97.31)	9.7%
Net Contributions (Millions)		$334.97	$251.81	33.0%	$336.52	(0.5%)
Rollovers In (Thousands)	Plan Transfer In	$1,879.84	$1,077.82	74.4%	$3,459.26	(45.7%)
	Rollover In	$47,860.00	$41,543.42	15.2%	$52,115.02	(8.2%)
	Total	$49,739.84	$42,621.24	16.7%	$55,574.28	(10.5%)
Rollovers Out (Thousands)	Plan Transfer Out	($87.64)	($173.10)	(49.4%)	($154.36)	(43.2%)
	Rollover Out	($12,011.54)	($14,849.31)	(19.1%)	($14,805.55)	(18.9%)
	Total	($12,099.19)	($15,022.41)	(19.5%)	($14,959.92)	(19.1%)
Net Rollovers (Thousands)		$37,640.65	$27,598.83	36.4%	$40,614.36	(7.3%)

Distribution Counts Processed (2014-2016)

As of March 31, 2016



		2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Non-Qual w/d	Non-qual w/d Acct Owner	1,159	1,104	1,201	1,187	1,128	1,230	1,466	1,418	1,469
	Non-qual w/d Bene	44	60	55	97	91	71	85	116	89
	Total	1,203	1,164	1,256	1,284	1,219	1,301	1,551	1,534	1,558
Qualified w/d	Qualified w/d Acct Owner	13,804	10,095	23,073	18,628	16,624	11,575	24,381	21,079	18,409
	Qualified w/d Bene	2,156	1,637	3,368	2,549	2,592	1,921	3,708	3,060	2,713
	Qualified w/d Educational Institution	5,503	3,078	12,955	8,709	6,834	3,435	14,587	9,898	7,402
	Total	21,463	14,810	39,397	29,886	26,051	16,931	42,676	34,037	28,524
Rollover & Transfers	Direct Rollover w/d	680	657	666	691	522	851	807	603	602
	Indirect Rollover w/d	6	11	21	1	30	5	18	13	10
	Plan Transfer Out	11	11	18	8	15	27	11	17	9
	Rollover Out	150	106	250	301	251	86	132	215	171
	Total	**847**	**785**	**955**	**1,001**	**818**	**969**	**968**	**848**	**792**
Total		**23,513**	**16,759**	**41,610**	**32,171**	**28,088**	**19,201**	**45,195**	**36,419**	**30,874**

Rollovers Out Summary

As of March 31, 2016

Payee Name	State	2016-Q1
New York's 529 College Savings Program Direct Plan	NY	($2,272,828.03)
Collegeamerica	VA	($1,510,702.99)
Uesp	UT	($1,257,906.26)
Nextgen College Investing Plan	ME	($920,691.47)
Schwab 529 Plan	KS	($719,439.19)
Fidelity Broker Services LLC	NH	($706,909.94)
Bright Start Csp	IL	($531,397.29)
Blackrock 529 Funds	OH	($440,664.59)
Learning Quest Advisor	KS	($440,083.49)

Account Distribution by Investment Option & Age Statistics

As of March 31, 2016

		Total Assets	Percent Of Total
Age-Based Options	Vanguard Aggressive Age-Based Portfolio	$3,783 ,057,863.75	30.69%
	Vanguard Conservative Age-Based Portfolio	$381,956,285.42	3.10%
	Vanguard Moderate Age-Based Portfolio	$2,242,304,511.12	18.19%
Balanced Options	Vanguard Conservative Growth Portfolio	$128,274,709.98	1.04%
	Vanguard Growth Portfolio	$309,293,555.72	2.51%
	Vanguard Moderate Growth Portfolio	$214,554,963.86	1.74%
	Vanguard Star Portfolio	$103,488,855.72	0.84%
Bond Options	Vanguard High-Yield Bond Portfolio	$134,249,397.45	1.09%
	Vanguard Income Portfolio	$99,397,422.02	0.81%
	Vanguard Inflation-Protected Securities Portfolio	$114,569,995.22	0.93%
	Vanguard Total Bond Market Index Portfolio	$243,670,385.37	1.98%
Stock Options	Vanguard Interest Accumulation Portfolio	$507,987,896.53	4.12%
	Vanguard 500 Index Portfolio	$789,301,607.47	6.40%
	Vanguard Aggressive Growth Portfolio	$646,633,447.09	5.25%
	Vanguard Growth Index Portfolio	$241,449,450.32	1.96%
	Vanguard Mid-Cap Index Portfolio	$396,266,179.85	3.21%
	Vanguard Morgan Growth Portfolio	$70,170,230.13	0.57%
	Vanguard Small-Cap Index Portfolio	$378,027,758.69	3.07%
	Vanguard Total International Stock Index Portfolio	$482,260,578.95	3.91%
	Vanguard Total Stock Market Index Portfolio	$743,873,642.57	6.03%
	Vanguard Value Index Portfolio	$221,668,556.99	1.80%
	Vanguard Windsor Portfolio	$94,093,831.84	0.76%
Total		**$12,326,551,126.07**	**100.00%**

Account Owner Age Group	Total Assets	Funded Accounts
Ages 18 years and younger	$145,257,361	2,496
Ages 19 to 29 years	$57,300,124	2,706
Ages 30 to 39 years	$1,192,449,395	58,537
Ages 40 to 49 years	$5,228,892,542	118,537
Ages 50 to 59 years	$3,263,283,948	62,516
Ages 60 years and older	$2,439,367,756	63,104
Total	**$12,326,551,126**	**307,896**

Beneficiary Age Group	Total Assets	Funded Accounts
Ages 5 years or less	$1,671,422,718	78,975
Ages 6 to 10 years	$3,322,757,224	82,440
Ages 11 to 15 years	$4,101,857,109	77,812
Age 16 years	$697,726,914	12,298
Age 17 years	$646,266,211	11,078
Age 18 years	$550,252,196	9,918
Age 19 years	$405,087,530	8,530
Age 20 years	$288,024,796	7,117
Age 21 years	$174,642,579	5,153
Age 22 years	$108,528,415	3,389
Ages 23 years and older	$359,985,435	11,186
Total	**$12,326,551,126**	**307,896**

Service Statistics (Operations/Web Activity)

As of March 31, 2016

	March			Year-to-Date		
	2016	2015	2014	2016	2015	2014
Calls						
Calls Handled	4,698	5,457	3,405	16,282	16,984	12,281
Prospect	25%	26%	17%	25%	24%	20%
Service	75%	74%	83%	75%	76%	80%
Service Level (20 Sec)	85.2%	87.4%	91.7%	84.7%	88.6%	91.1%
Abandon Rate	2.4%	1.8%	0.6%	2.7%	1.6%	0.7%
Average Speed to Answer (Sec)	25.9	20.6	9.2	35.9	17.5	9.9
Emails						
Received	253	473	466	921	1,162	901
Completed	263	493	468	929	1,173	901
Service Level (48 Hrs)	21.7 hrs	17.9 hrs	12.4 hrs	24.7 hrs	18.9 hrs	18.0 hrs
Web Traffic						
Total Visits	660,342	86,409	240,154	1,762,523	263,499	802,381
Unique Visitors	637,452	64,804	226,105	1,692,783	195,750	755,177
New Visitors	1,412	1,184	1,062	6,671	3,549	3,027

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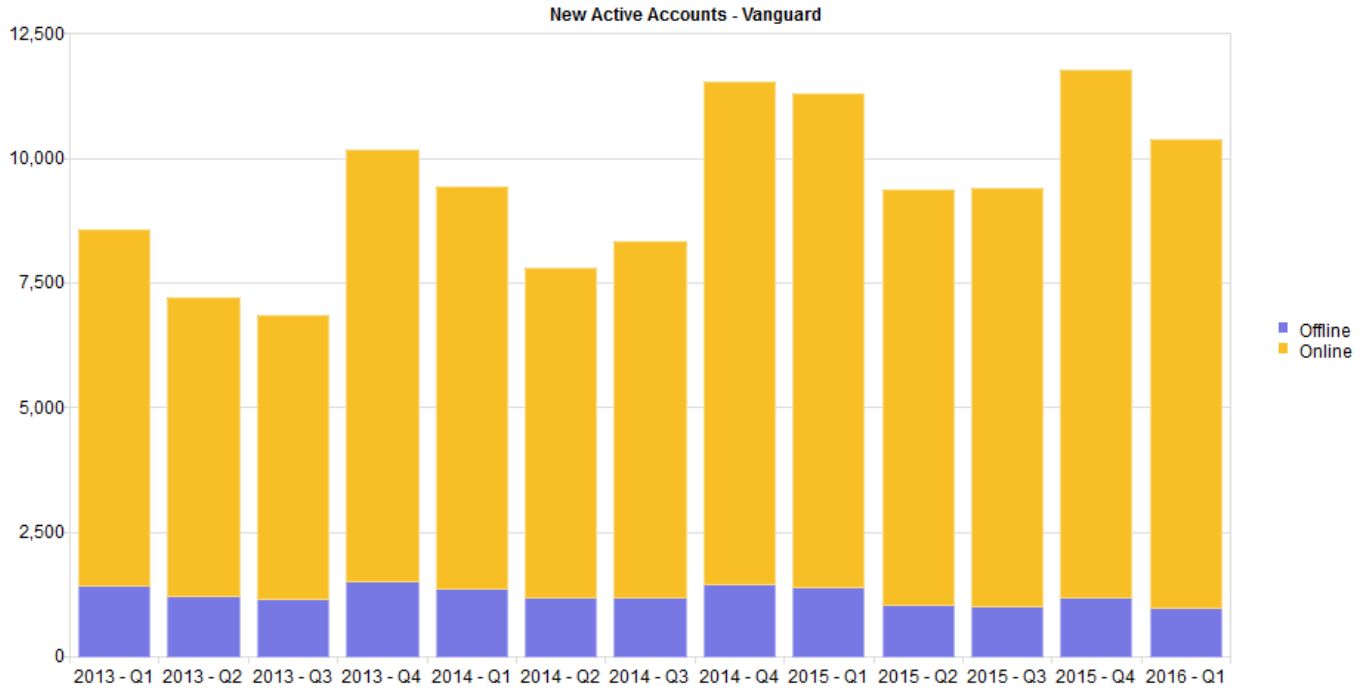
New Account Volumes (Online vs Offline)

As of March 31, 2016



	Includes all new accounts												
	2013 - Q1	**2013 - Q2**	**2013-Q3**	**2013-Q4**	**2014-Q1**	**2014-Q2**	**2014-Q3**	**2014-Q4**	**2015-Q1**	**2015-Q2**	**2015-Q3**	**2015-Q4**	**2016-Q1**
Total	**8,541**	**7,158**	**6,780**	**9,766**	**9,319**	**7,694**	**8,206**	**11,097**	**11,169**	9,353	9,404	11,777	10,392
	100%	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	100%	100%	100%	100%
Online	7,104	5,948	5,652	8,281	7,966	6,520	7,050	9,670	9,804	8,299	8,404	10,578	9,399
	83%	83%	83%	85%	85%	85%	86%	87%	88%	89%	89%	90%	90%
Offline	1,437	1,210	1,128	1,485	1,353	1,174	1,156	1,427	1,365	1,054	1,000	1,199	993
	17%	17%	17%	15%	15%	15%	14%	13%	12%	11%	11%	10%	10%

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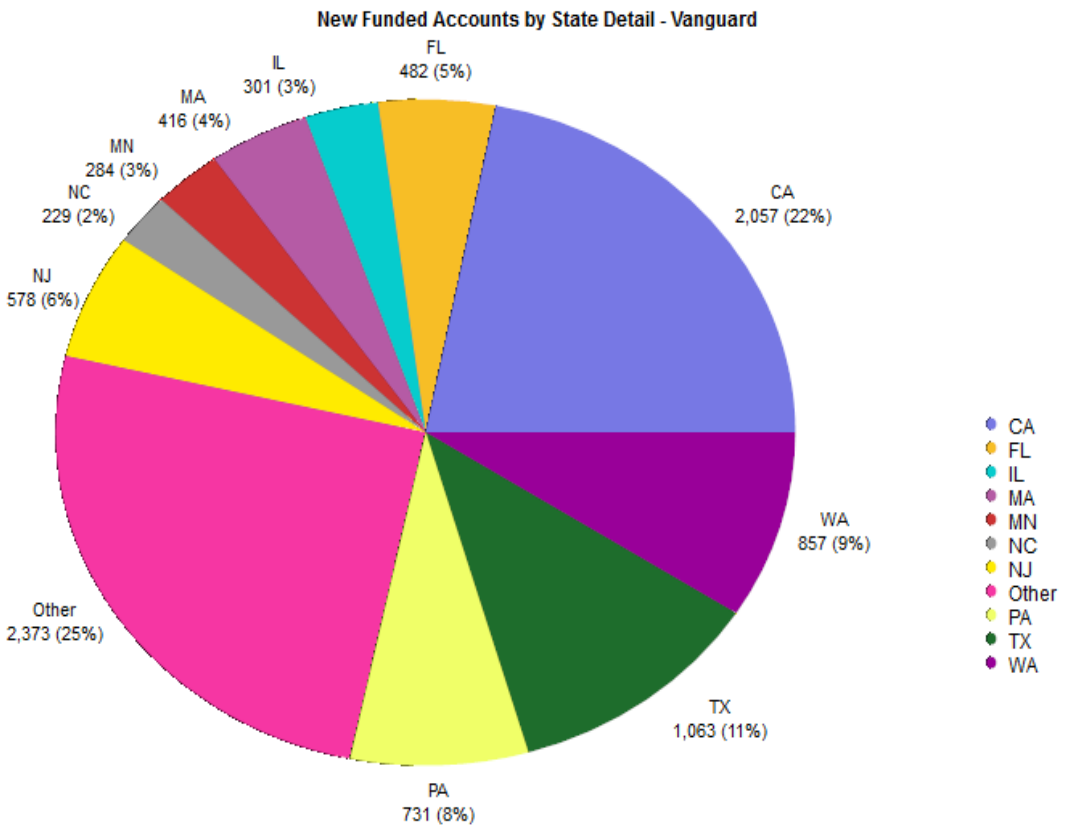
New Accounts by State

As of March 31, 2016



THE VANGUARD® 529 COLLEGE SAVINGS PLAN

New Accounts by State

For the Quarter Ended March 31, 2016

State	New Funded Accounts	Total Assets
CA	2057	$31,117,661.90
WA	857	$13,740,025.09
TX	1063	$13,099,214.70
PA	731	$9,595,215.31
NJ	578	$8,138,066.67
FL	482	$6,988,058.20
MA	416	$6,960,178.98
IL	301	$3,755,921.05
MN	284	$3,201,313.71
NC	229	$2,898,022.54
TN	145	$2,229,808.51
NY	159	$2,114,688.48
AZ	168	$2,099,878.98
CT	97	$1,864,462.67
GA	127	$1,821,342.27
VA	180	$1,752,560.01
NH	69	$1,651,410.93
MI	90	$1,633,903.93
NV	174	$1,202,528.26
CO	96	$1,028,818.65
OH	55	$925,619.17
OR	61	$893,204.75
KY	72	$827,084.53
MD	98	$822,848.27
WI	46	$778,822.48
DC	59	$749,615.78
HI	72	$692,624.42
RI	40	$594,381.80
ME	26	$518,244.20
NM	43	$501,813.12
KS	58	$493,002.63
AL	30	$459,346.71
AK	24	$455,302.91
SC	35	$429,918.19
VT	11	$428,109.12
UT	13	$391,604.74
OK	32	$370,653.93
DE	41	$348,310.40
IN	30	$330,111.48
IA	5	$245,279.96
MO	48	$214,082.39
MT	16	$209,822.23
SD	18	$194,680.70
ID	15	$192,121.92
WY	20	$165,498.73
LA	9	$160,323.66
AR	25	$121,671.39
WV	8	$64,231.28
MS	7	$56,310.10
NE	10	$51,345.58
ND	9	$37,019.95

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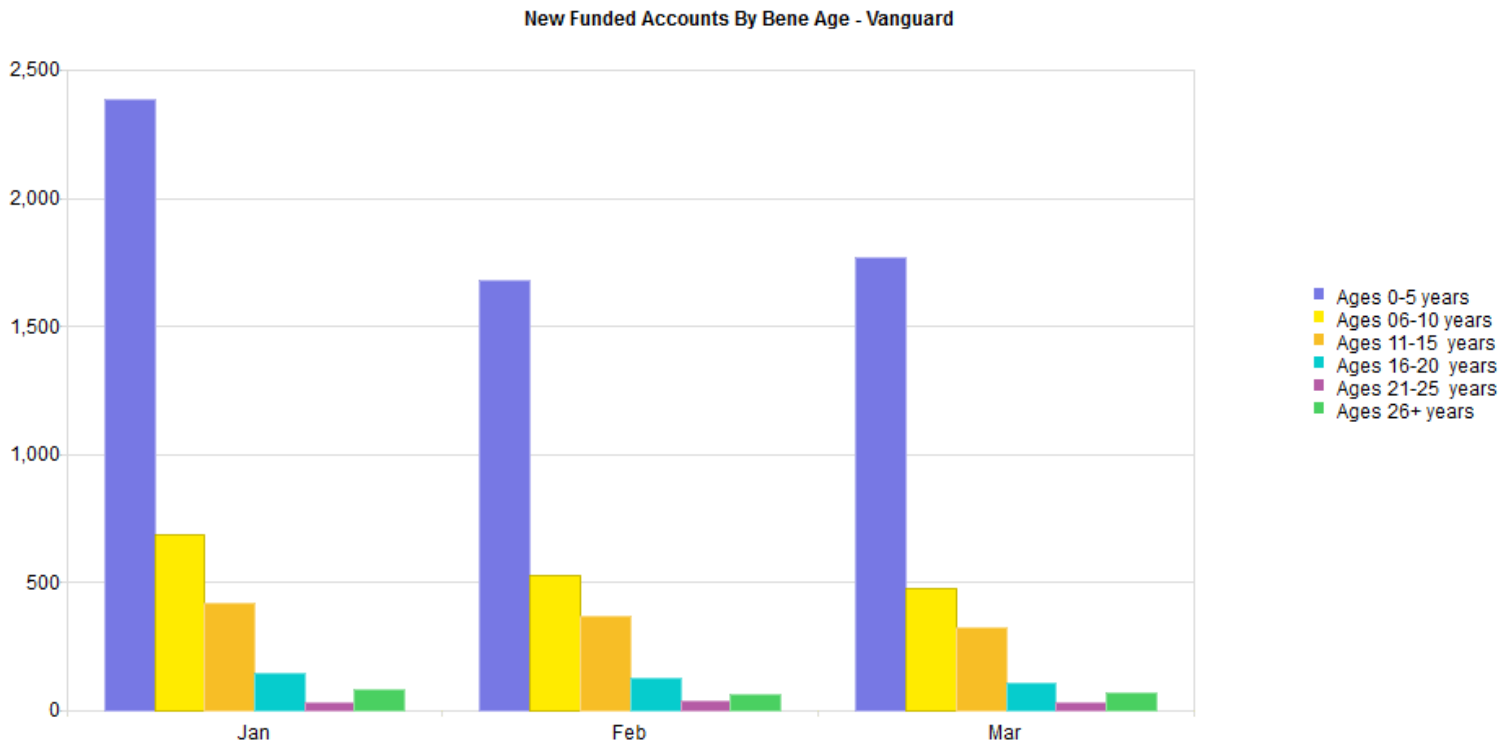
New Accounts by Beneficiary Age

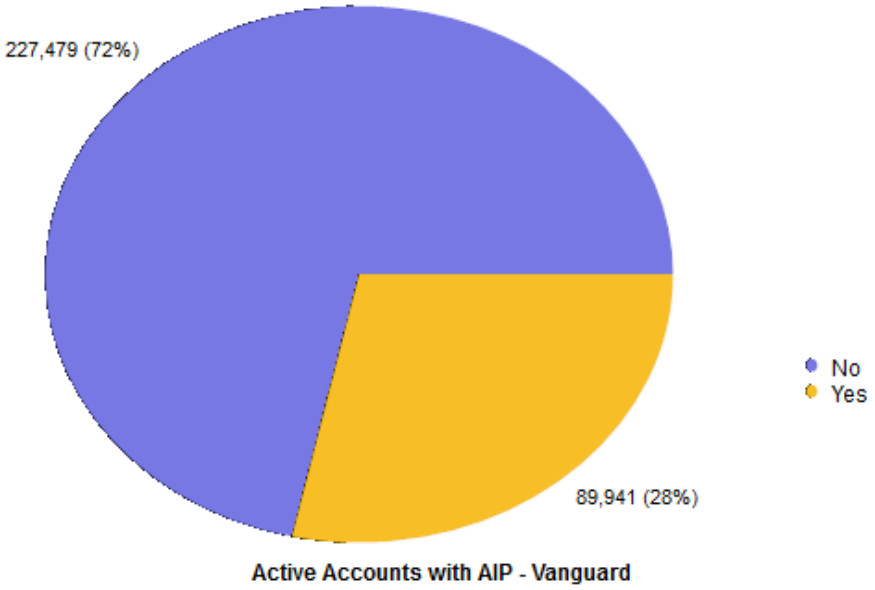
As of March 31, 2016

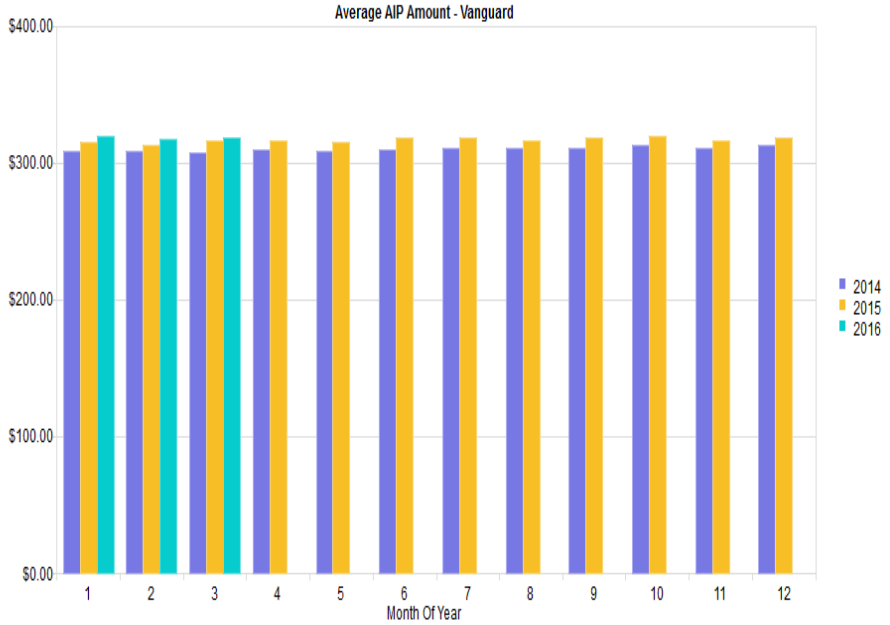


	Jan	Feb	Mar
Ages 0-5 years	2,387	1,678	1,771
Ages 6-10 years	692	527	481
Ages 11-15 years	424	373	322
Ages 16-20 years	146	127	106
Ages 21-25 years	33	42	35
Ages 26+ years	86	69	72

Accounts with Automatic Monthly Contribution (2011-2016)

As of March 31, 2016





	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	$271.55	$273.92	$277.12	$278.26	$278.49	$279.40	$280.00	$277.80	$278.81	$279.08	$278.57	$280.64
2012	$281.60	$284.28	$287.48	$288.09	$287.96	$288.84	$290.77	$292.11	$292.13	$294.98	$296.34	$296.31
2013	$296.25	$296.38	$299.40	$299.24	$300.30	$301.31	$301.03	$303.06	$306.29	$306.07	$305.52	$307.46
2014	$308.63	$308.96	$308.01	$309.14	$308.94	$309.42	$310.26	$310.42	$310.90	$313.22	$310.41	$312.38
2015	$314.56	$313.48	$316.03	$316.52	$314.94	$317.74	$318.80	$316.74	$318.14	$319.25	$316.59	$318.69
2016	$319.81											

Rollovers In by Plan

For Quarter Ended March 31, 2016

Rollover From Institution	State	2016-Q1
American Funds	VA	$3,413,901.95
College America	VA	$2,742,835.61
Guaranteed Edu Tuition 529 Plan	WA	$1,808,734.18
College America	VA	$1,714,716.72
Scholar Share CSP - Direct	CA	$1,591,588.73
Utah Ed Savings Plan Trust	UT	$1,254,567.54
USAA College Savings Plan	NV	$1,243,912.65
Fidelity Investments nh	NH	$924,336.33
NextGen CSP me	ME	$814,077.41
Franklin Templeton 529	NJ	$791,939.02

Section III

USAA 529 College Savings Plan®
Plan Detail

CONFIDENTIAL : For institutional investor use only- Not for distribution to the public

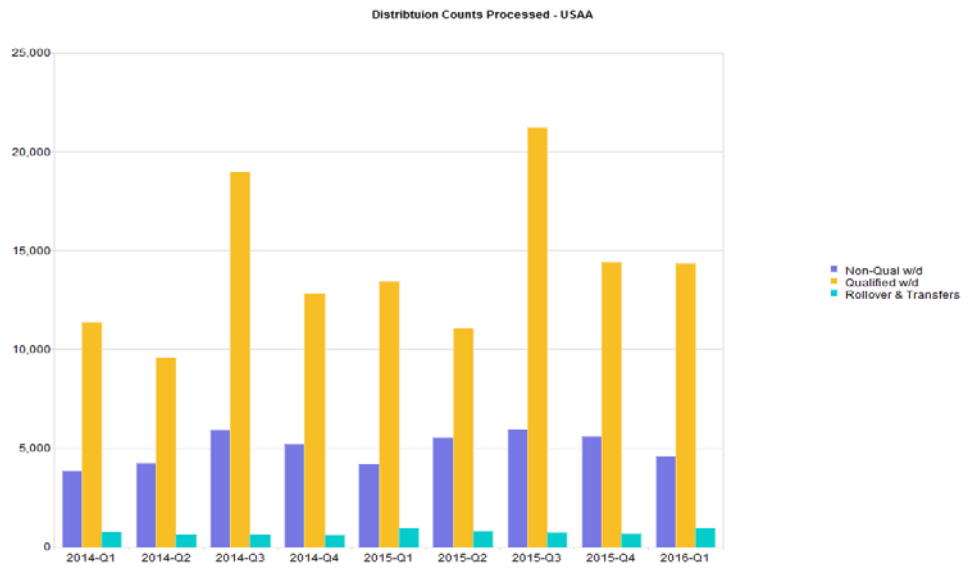
Highlights This Period

		First Quarter 2016	Fourth Quarter 2015	% Chg Q/Q	First Quarter 2015	% Chg Y/Y
Assets under Management (Millions)		$2,585.43	$2,481.10	4.2%	$2,411.00	7.2%
Total Accounts (Funded)		247,796	241,432	2.6%	226,313	9.5%
Account Owners (Unique)		152,429	148,800	2.4%	140,252	8.7%
New Accounts (Funded)		8,099	6,601	22.7%	9,347	(13.4%)
Average Account Balances		$10,433.70	$10,276.61	1.5%	$10,653.37	(2.1%)
NV Accounts (Funded)		2,969	2,880	3.1%	2,679	10.8%
NV Accounts (Unique)		1,784	1,748	2.1%	1,638	8.9%
NV Average Account Balances		$9,359.69	$9,239.07	1.3%	$9,626.87	(2.8%)
NV Assets under Management (Millions)		$27.79	$26.61	4.4%	$25.79	7.8%
Gross Contributions (Millions)	Contribution	$107.51	$95.49	12.6%	$106.72	0.7%
	Plan Transfer In	$0.10	$0.37	(73.0%)	$0.23	(56.5%)
	Rollover In	$3.77	$3.83	(1.6%)	$4.50	(16.2%)
	Total	$111.38	$99.69	11.7%	$111.46	(0.1%)
Gross Distributions (Millions)	Plan Transfer Out	($1.27)	($0.81)	56.8%	($2.69)	(52.8%)
	Rollover Out	($6.62)	($4.87)	35.9%	($4.68)	41.5%
	Withdrawal	($29.67)	($33.02)	(10.1%)	($25.86)	14.7%
	Total	($37.60)	($42.82)	(12.2%)	($33.27)	13.0%
Net Contributions (Millions)		$73.78	$56.87	29.7%	$78.18	(5.6%)

Rollovers In (Thousands)	Plan Transfer In	$95.31	$367.67	(74.1%)	$232.03	(58.9%)
	Rollover In	$3,772.54	$3,825.12	(1.4%)	$4,503.73	(16.2%)
	Total	$3,867.85	$4,192.79	(7.7%)	$4,735.76	(18.3%)
Rollovers Out (Thousands)	Plan Transfer Out	($1,271.89)	($810.58)	56.9%	($2,692.73)	(52.8%)
	Rollover Out	($6,621.01)	($4,870.54)	35.9%	($4,683.20)	41.4%
	Total	($7,892.90)	($5,681.12)	38.9%	($7,375.93)	7.0%
Net Rollovers (Thousands)		($4,025.05)	($1,488.33)	170.4%	($2,640.16)	52.5%

Distribution Counts Processed (2014-2016)

As of March 31, 2016



		2014-Q1	2014-Q2	2014-Q3	2014-Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Non-Qual w/d	Non-qual w/d Acct Owner	3,793	4,198	5,906	5,111	4,181	5,469	5,900	5,566	4,574
	Non-qual w/d Bene	38	46	38	61	31	58	62	25	45
	Non-qual w/d Other	1								
	Total	**3,832**	**4,244**	**5,944**	**5,172**	**4,212**	**5,527**	**5,962**	**5,591**	**4,619**
Qualified w/d	Qual w/d Other									
	Qualified w/d Acct Owner	9,558	8,255	15,467	10,564	11,087	9,478	17,104	11,970	11,896
	Qualified w/d Bene	450	480	777	551	607	516	871	481	640
	Qualified w/d Educational Institution	1,375	855	2,756	1,738	1,746	1,089	3,259	1,985	1,856
	Total	**11,383**	**9,590**	**19,000**	**12,854**	**13,440**	**11,083**	**21,234**	**14,436**	**14,392**
Rollover & Transfers	Direct Rollover w/d	592	428	469	429	538	603	492	444	640
	Indirect Rollover w/d	39	55	26	43	52	39	66	58	71
	Plan Transfer Out	63	48	71	50	247	73	89	87	129
	Rollover Out	82	87	43	75	120	83	57	69	104
	Total	**776**	**618**	**609**	**597**	**957**	**798**	**704**	**658**	**944**
Total		**15,991**	**14,452**	**25,553**	**18,623**	**18,609**	**17,408**	**27,900**	**20,685**	**19,955**

Rollovers Out Summary

As of March 31, 2016

Payee Name	State	2016-Q1
The Vanguard 529 College Savings Plan	NV	($1,243,912.65)
Collegeamerica	VA	($1,109,399.46)
Schwab 529 Plan	KS	($628,684.01)
New York's 529 College Savings Program Direct Plan	NY	($469,466.77)
Uesp	UT	($339,618.50)
Nextgen Coll Investing Plan	ME	($282,554.59)
Virginia529 Csp	VA	($270,858.90)
T. Rowe Price al	AL	($233,721.30)
Edward Jones	NH	($209,938.53)
CollegeInvest Direct Portfolio College Savings Plan	CO	($203,348.47)

Account Distribution by Investment Option & Age Statistics

As of March 31, 2016

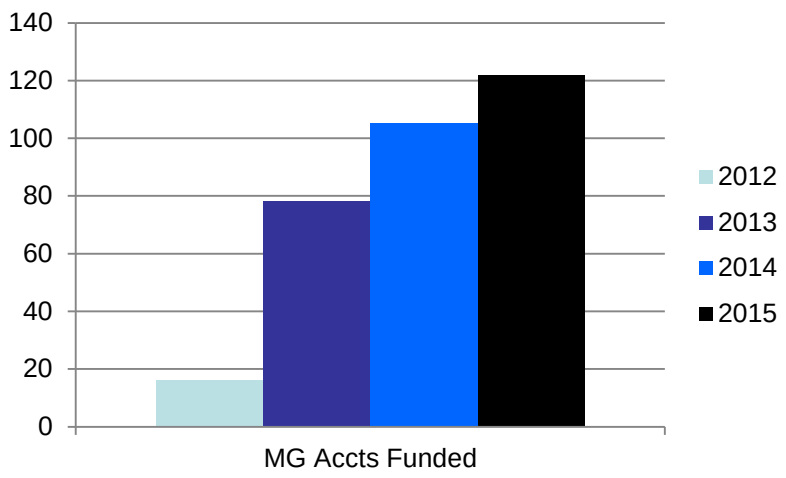
		Account Balances	Percent Of Total
Age-Based Options	Age-Based Option 0-2: Very Aggressive Portfolio	$80,742,176.95	3.12%
	Age-Based Option 12-13: Moderately Conservative Portfolio	$218,974,716.22	8.47%
	Age-Based Option 14-15: Conservative Portfolio	$181,040,943.12	7.00%
	Age-Based Option 16-17: Very Conservative Portfolio	$152,444,220.49	5.90%
	Age-Based Option 18+: In College Portfolio	$146,569,161.84	5.67%
	Age-Based Option 3-4: Aggressive Growth Portfolio	$137,766,548.55	5.33%
	Age-Based Option 5-6: Growth Portfolio	$191,478,899.25	7.41%
	Age-Based Option 7-8: Moderately Aggressive Portfolio	$200,964,929.48	7.77%
	Age-Based Option 9-11: Moderate Portfolio	$346,213,025.60	13.39%
Fixed Allocation Options	Aggressive Growth Portfolio	$277,692,397.89	10.74%
	Conservative Portfolio	$92,147,497.06	3.56%
	Growth Portfolio	$184,711,998.31	7.14%
	In College Portfolio	$37,489,669.02	1.45%
	Moderate Portfolio	$125,808,878.97	4.87%
	Moderately Aggressive Portfolio	$151,117,880.39	5.84%
	Moderately Conservative Portfolio	$6,965,280.77	0.27%
	Very Aggressive Portfolio	$9,459,344.01	0.37%
	Very Conservative Portfolio	$6,088,648.38	0.24%
Preservation of Capital Option	Preservation of Capital Portfolio	$37,752,010.52	1.46%
Total		**$2,585,428,226.80**	**100.00%**

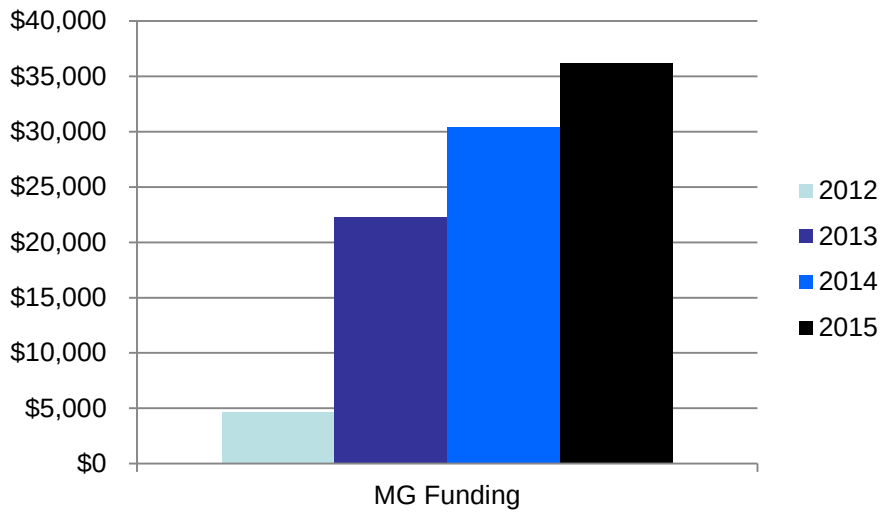
Account Owner Age Group	Account Balances	Funded Accounts
Ages 18 years and younger	$17,912,191	654
Ages 19 to 29 years	$26,682,630	9,772
Ages 30 to 39 years	$534,558,550	90,792
Ages 40 to 49 years	$1,221,893,529	95,669
Ages 50 to 59 years	$487,070,980	29,600
Ages 60 years and older	$297,310,346	21,309
Total	**$2,585,428,227**	**247,796**

Beneficiary Age Group	Account Balances	Funded Accounts
Ages 5 years or less	$421,291,789	82,896
Ages 6 to 10 years	$781,725,140	73,045
Ages 11 to 15 years	$806,136,871	53,101
Age 16 years	$131,254,502	7,783
Age 17 years	$126,021,982	6,851
Age 18 years	$105,898,179	5,738
Age 19 years	$70,304,551	4,511
Age 20 years	$46,378,346	3,341
Age 21 years	$28,179,561	2,457
Age 22 years	$14,578,972	1,430
Ages 23 years and older	$53,658,332	6,643
Total	**$2,585,428,227**	**247,796**

Distinguished Valor Matching Grant Update

As of March 31, 2016

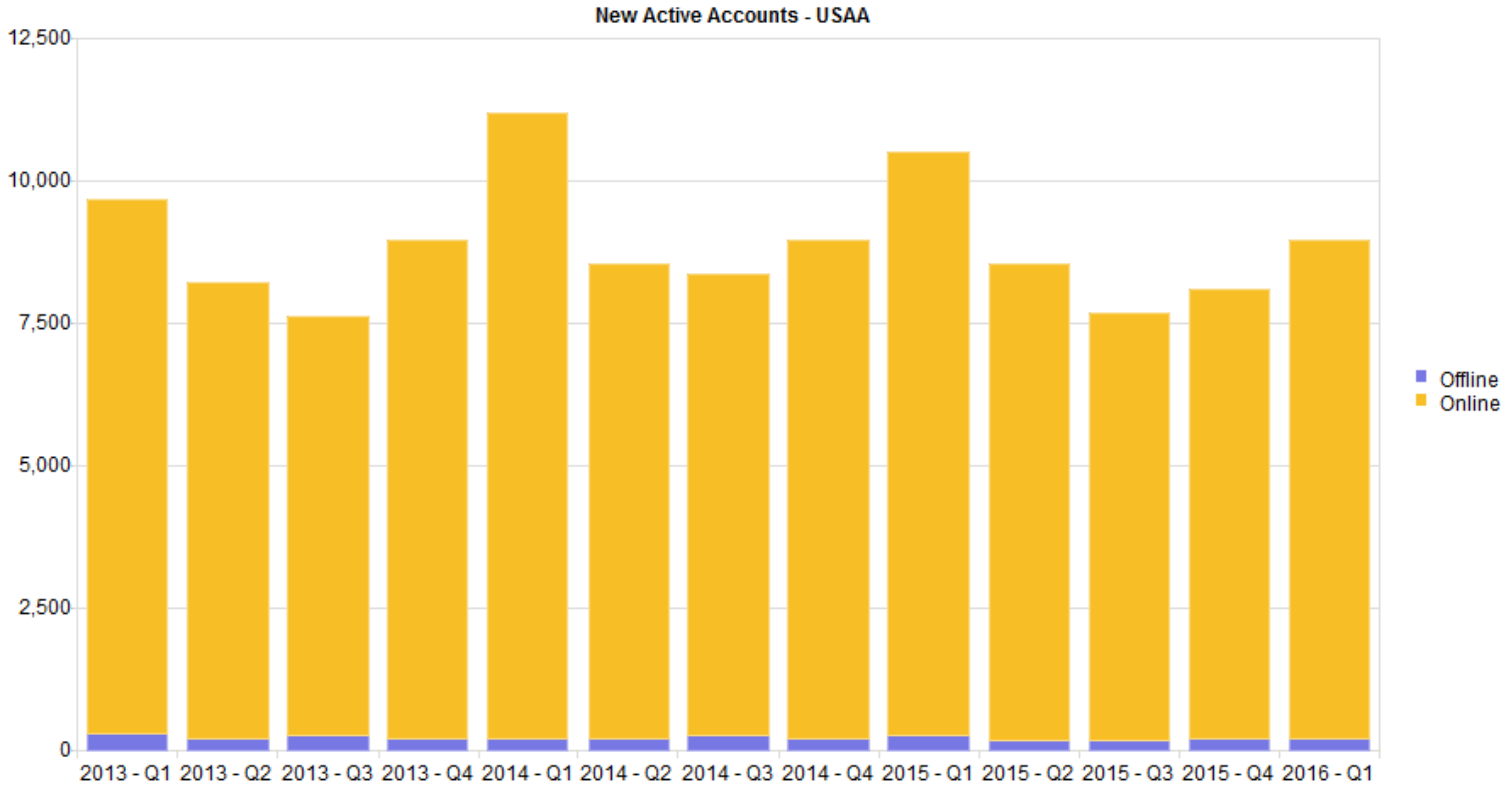




Year	Funded Match Accounts	Y/Y Increase	Total Match Funding	Y/Y Increase
2012	16		$4,700.00	
2013	78	387.5%	$22,280.00	374.00%
2014	105	34.6%	$30,450.00	36.7%
2015	122	16.2%	$36,230.00	19.0%

New Account Volumes (Online vs. Offline) (2013-2016)

As of March 31, 2016



	2013 -Q1	2013 - Q2	2013-Q3	2013 - Q4	2014-Q1	2014-Q2	2014-Q3	2014Q4	2015-Q1	2015-Q2	2015-Q3	2015-Q4	2016-Q1
Total	**9,600**	**8,154**	**7,531**	**8,673**	**11,029**	**8,441**	**8,231**	**8,752**	**10,355**	**8,535**	**7,678**	**8,094**	**8,959**
	100%	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**	**100%**
Online	9,291	7,949	7,275	8,463	10,822	8,217	7,969	8,548	10,100	8,357	7,495	7,892	8,743
	97%	97%	97%	98%	98%	97%	97%	98%	98%	98%	98%	98%	98%
Offline	309	205	256	210	207	224	262	204	255	178	183	202	216
	3%	3%	3%	2%	2%	3%	3%	2%	2%	2%	2%	2%	2%

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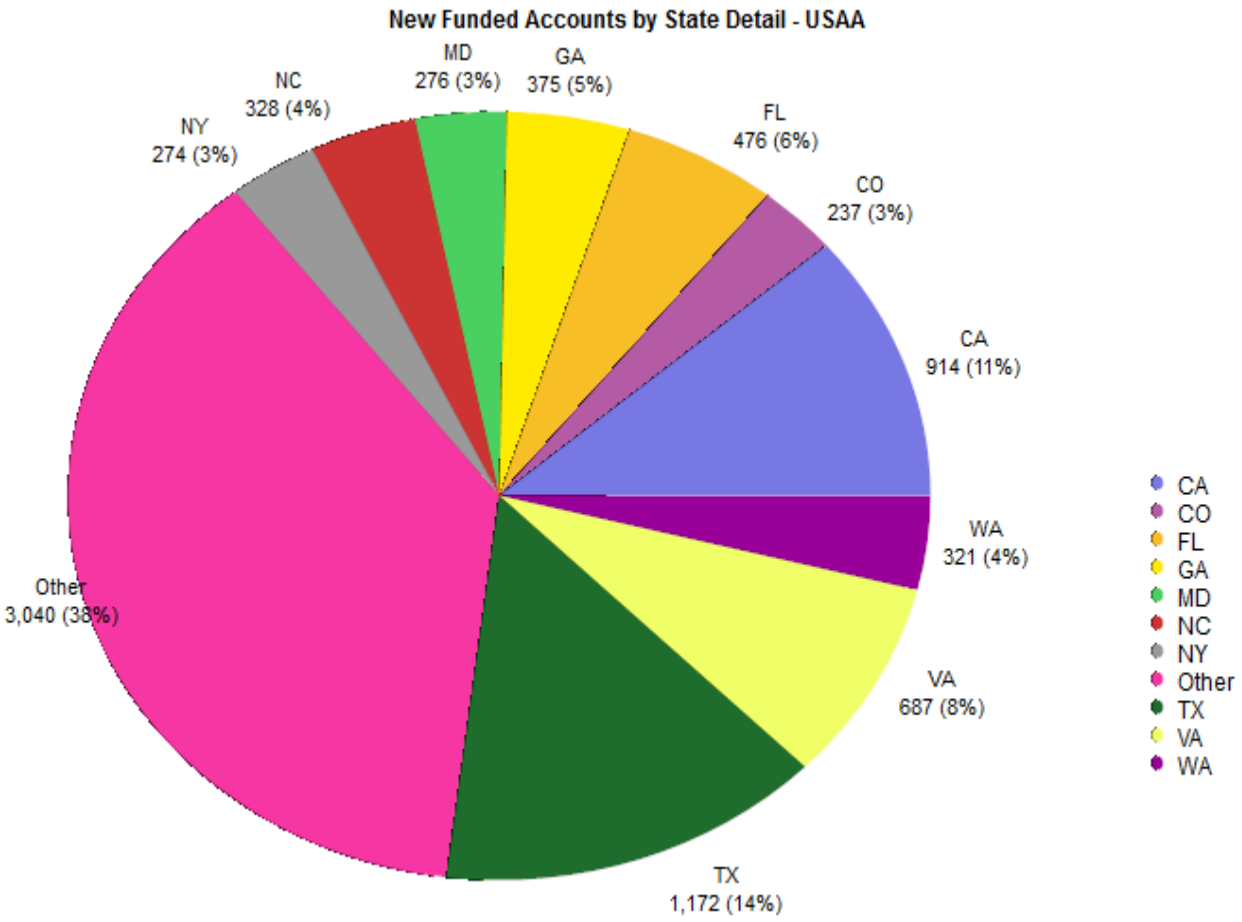
college savings

New Accounts by State

As of March 31, 2016



USAA 529 COLLEGE SAVINGS PLAN®

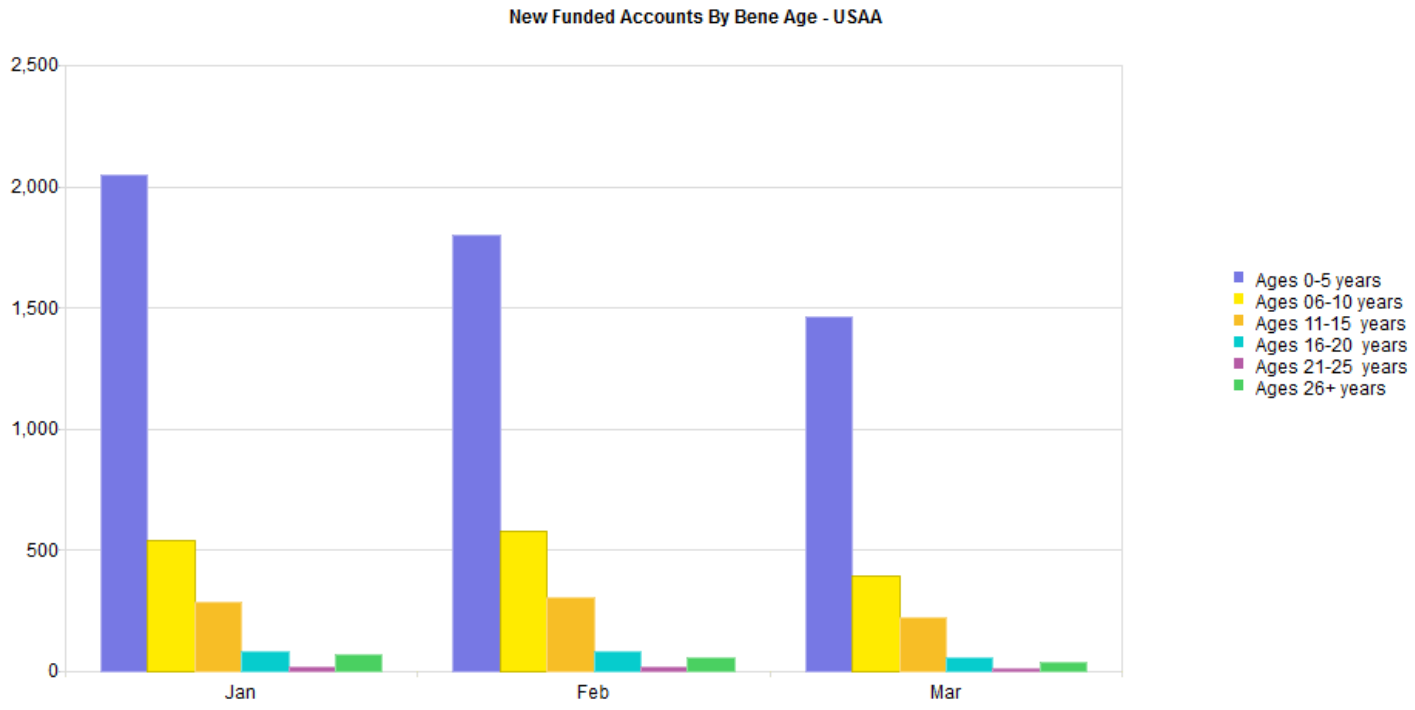
New Accounts by State

For the Quarter Ended March 31, 2016

State	New Funded Accounts	Total Assets
TX	1172	$3,131,944.72
CA	914	$2,603,760.78
VA	687	$1,315,883.09
WA	321	$1,273,474.79
FL	476	$843,459.33
GA	375	$708,917.43
MA	121	$483,771.58
MN	88	$449,702.71
NC	328	$433,938.39
PA	190	$432,989.27
MO	106	$417,719.71
NJ	171	$404,976.01
AZ	207	$393,159.17
NY	274	$384,995.45
NM	93	$383,935.84
IL	146	$383,463.28
MD	276	$380,381.37
CO	237	$327,039.20
TN	139	$278,440.66
HI	97	$208,425.62
NV	89	$198,071.89
SC	136	$184,095.31
KS	108	$174,348.28
CT	45	$166,699.63
AL	131	$149,759.69
AR	29	$124,997.09
NE	49	$116,742.56
OR	74	$113,561.10
MI	64	$103,455.78
OK	89	$102,571.59
OH	147	$102,489.08
AK	62	$79,852.82
DE	36	$78,575.11
IN	59	$75,643.30
WI	43	$71,334.56
LA	70	$68,118.90
RI	38	$57,402.77
UT	41	$54,350.28
KY	64	$54,205.60
WY	14	$53,503.32
DC	51	$50,959.79
MT	31	$48,370.75
IA	24	$43,890.32
ME	20	$42,595.91
ID	30	$38,555.89
NH	36	$32,571.22
MS	29	$31,112.17
GU	8	$28,933.10
WV	16	$16,449.04
VT	6	$9,447.60
SD	7	$4,825.56
ND	9	$2,634.00

New Accounts by Beneficiary Age

As of March 31, 2016



	Jan	Feb	Mar
Ages 0-5 years	2,047	1,799	1,465
Ages 06-10 years	542	581	398
Ages 11-15 years	285	304	226
Ages 16-20 years	84	86	58
Ages 21-25 years	19	19	13
Ages 26+ years	72	61	41

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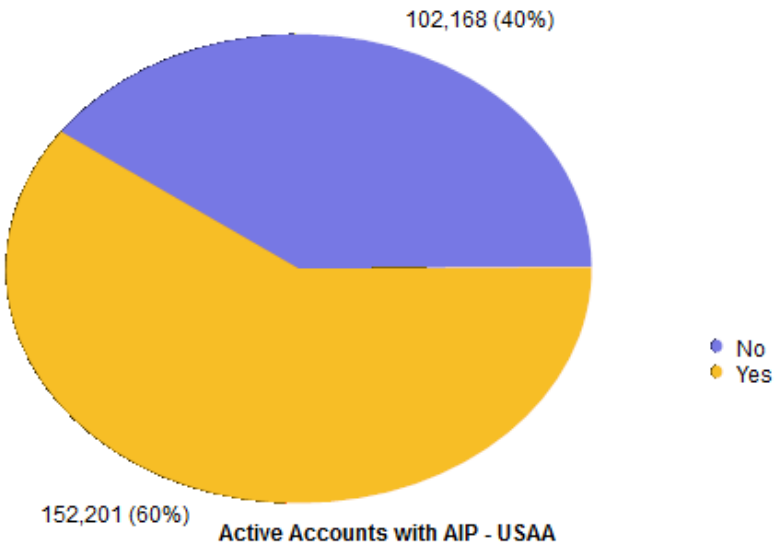
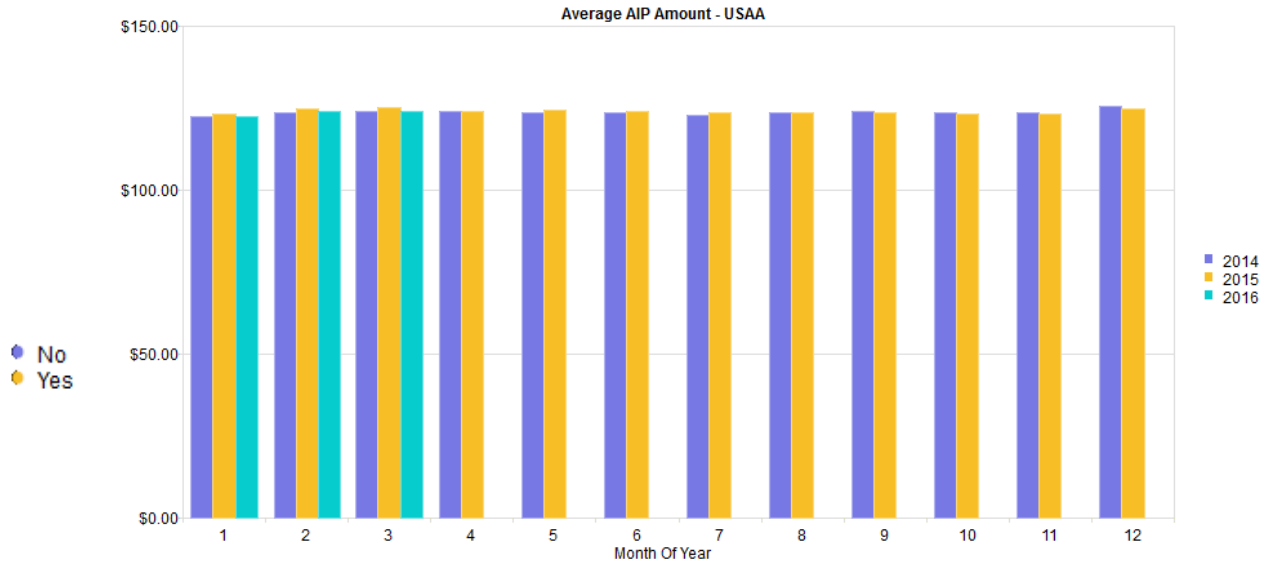
college savings

Accounts with Automatic Monthly Contribution (2011-2016)

As of March 31, 2016





	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2011	$115.71	$117.10	$117.52	$117.68	$118.37	$118.56	$118.33	$118.31	$118.87	$118.29	$118.78	$119.53
2012	$118.83	$119.61	$120.15	$119.78	$119.81	$119.98	$119.73	$120.48	$120.93	$121.15	$121.31	$122.90
2013	$121.40	$122.54	$122.99	$122.66	$122.48	$122.56	$122.10	$122.28	$122.47	$122.42	$122.90	$124.80
2014	$122.59	$123.58	$123.95	$124.15	$123.68	$123.58	$123.04	$123.44	$124.15	$123.88	$123.83	$125.54
2015	$123.21	$124.74	$125.25	$124.31	$124.40	$124.20	$123.70	$123.57	$123.46	$123.19	$123.15	$125.04
2016	$122.69	$123.94	$124.05									

Rollovers In by Plan

For Quarter Ended March 31, 2016

Rollover From Institution	State	2016-Q1
College America	VA	$508,270.88
Franklin Templeton 529 CSP	NJ	$188,135.25
Fidelity Investments	NH	$145,597.28
Scholars Edge CSP	NM	$141,178.16
Uesp	UT	$125,136.40
Fidelity Advisor 529 Plan	NH	$122,859.29
The Education Plan	NM	$109,721.49
College Access 529 Plan Direct	SD	$108,184.16
SSgA Upromise 529	NV	$107,808.02
Future Scholar 529 CSP	SC	$101,055.46

Marketing Activity

Table of Contents

- Section I: SSgA Upromise 529 Plan
- Section II: Vanguard 529® College Savings Plan
- Section III: USAA 529 College Savings Plan®

Section I

SSgA Upromise 529 Plan
Web Activity

Web Activity

General web activity	Q1 2016	Q1 2015	% Change
Total Visits	331,179	437,496	-24.3%
Total Unique Visitors	122,003	126,919	-3.9%
Total New Visitors	47,970	47,885	0.2%
Total Repeat Visitors	83,972	88,122	-4.7%
Total Page Views	2,436,753	2,235,803	9.0%

Campaign driven web activity	Q1 2016		Q1 2015		% Change	
	Hits	Enrolls	Hits	Enrolls	Hits	Enrolls
Employer channel	1,392	24	1,403	44	-0.8%	-45.5%
Upromise	1,550	165	3,340	168	-53.6%	-1.8%
Nevada Saves	1,068	29	0	0	N/A	N/A
529.com	N/A	0	370	8	N/A	N/A

1Q16 Sales and Marketing Highlights

459 leads generated in FY 2016 through direct marketing

Google Paid Search Strategy resulted in 1,116 ad clicks in Q1 2016, and an Average Position of 2.6

Website activity

- Most downloaded PDF: "College Funding Solutions: What's Best for Your Clients?"
- 2,996 Plan website page views in Q1 2016, a 6.9 % increase from Q4 2015

Nevada Advisors Highlights

- A new Nevada advisor opened an account with $78,357 in assets in February
- Seven Nevada advisors have a total of eight accounts with $334,324 in assets and $283,811 in total contributions, a 38.6% increase from the total contributions in Q4 2015
- Average Nevada advisors plan account size has increased to $29,350, a 34.4% increase from the average account size in Q4 2015
- On April 20th, 11 advisors attended the 529 advisor event in Reno with the Treasurer
- Launched Nevada specific direct marketing campaign for College Savings Conversation: A Funding Solutions Road Map

Valuable advisor engagement with marketing campaigns

- A new advisor who opened up three accounts in April, with a total of $24,111 in assets, engaged with our March 2014 eBlast

Source: SSGA, EMI, Ascensus College Savings. March 28, 2016 Report.

1Q16 at a Glance

Plan Highlights

	1Q 2016	4Q 2015
# of New RIA Accounts*	10	7
# of New Nevada Accounts	1	0
AUM	$8,478,889	$8,510,475
Nevada AUM	$334,324	$251,412
Account Contributions	$7,874,935	$7,887,747
Nevada Account Contributions	$283,811	$204,729
Total # of RIA Accounts	212	208
Total # of Nevada Accounts	8	7

RIA Trends

	1Q16	4Q15
# of RIAs with Enrollments	102	96
# of 529 QuickView® Registrations	15	19

*starting Q3 2015 this number is inclusive of rolled over accounts, meaning a 529 account that already existed but the account is now advisor run, so the advisor is new

1Q16 Avg Account Size
$39,995

Total Plan AUM
$8.4M+

1Q16 Total Account Contributions
$7,874,935

Source: Ascensus College Savings. March 28, 2016 Report.

Quarterly Distribution Update

529 Activity Report

Date	Entertainment	Inbound Call	Outbound Call	Live Conversation	Email	Client Meeting	Seminar/Event	Sales Literature	Total
1Q16	103	120	1,281	205	462	18	73	1	2,253

Source: State Street Global Advisors Salesforce reporting

Conference Update

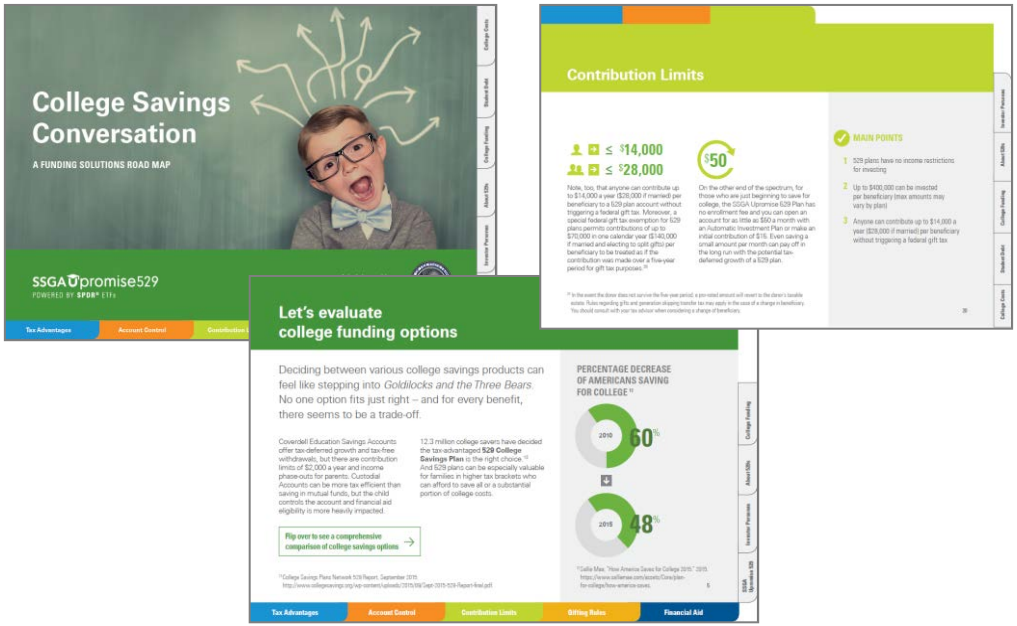
– At each Conference, 529 brochures were highlighted at the booth in order to maximize breadth of outreach

1Q16	2Q16
Fidelity Inside Track – Dallas, TX	Envestnet: 2016 Advisor Summit– Chicago, IL
TD Ameritrade Conference – Orlando, FL	Morningstar Investment Conference– Chicago, IL
	Schwab Impact –San Diego, CA
	Fidelity FLEX Event – TBD

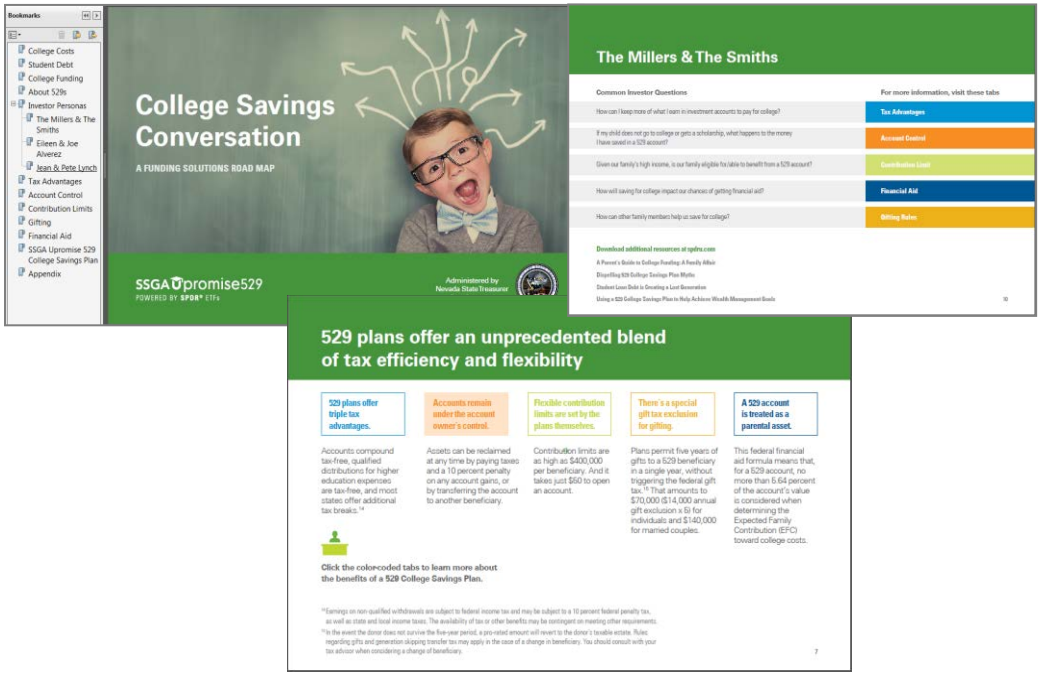
Source: SSGA, Salesforce.
As of March 31, 2016.

New Collateral:
College Savings Conversation – A Funding Solutions Road Map

Print Flipbook



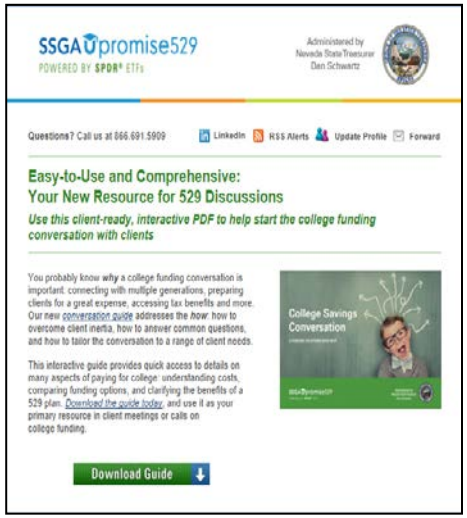
Interactive PDF

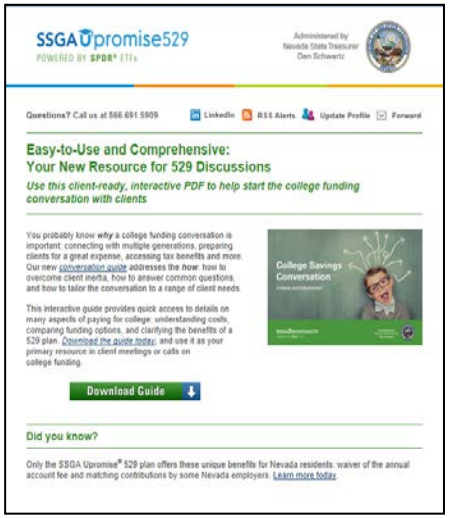


Conversation Guide	**We developed this guide in response to advisor's need for tools and resources to help start and facilitate conversations with clients around college savings.**

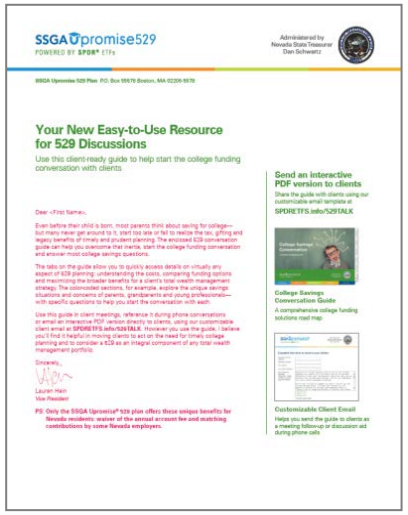
Upcoming Direct Marketing and Advertising: College Savings Conversation – A Funding Solutions Road Map

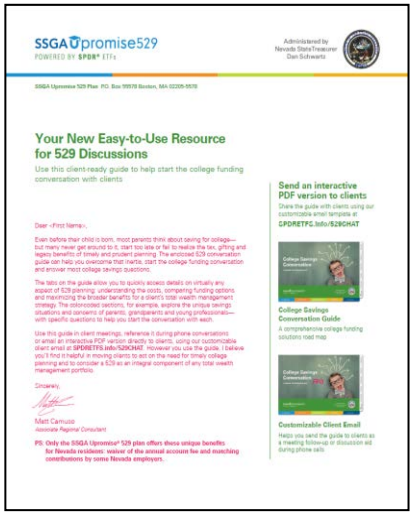
Initial Email Campaign With dedicated Nevada version



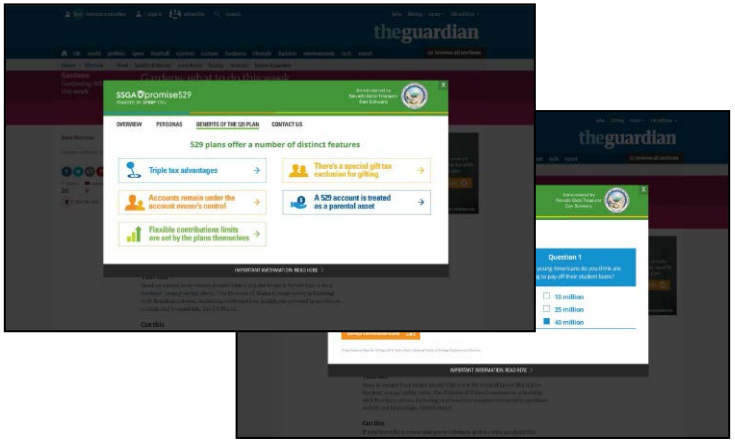


Dedicated Nevada Print Campaign from Regional Relationship Manager





Digital Ad on InvestmentNews.com & Money.com



Source: State Street Global Advisors and EMI.
The information contained above is for illustrative purposes only.

Event with Treasurer in Reno, NV

First Nevada specific advisor event in Reno

- Invited 236 advisors based in Reno and surrounding areas
- Nevada State Treasurer Dan Schwartz welcomed advisors
- Isabel Black, Practice Management Strategist at SSGA, gave a presentation on multigenerational wealth practices
- SSGA Regional Consultants, Lauren Hein of the Independent Broker Dealers (IBD) Channel and Matt Camuso of the Registered Investment Advisors (RIA) Channel highlighted the SSGA Upromise 529 Plan

Results:

- 11 Nevada advisors attended the event
- Received positive feedback about our College Savings Conversation Guide Flipbook

SSGA Upromise529
POWERED BY SPDR® ETFs

Administered by Nevada State Treasurer Dan Schwartz

You're Invited

Join State Street Global Advisors and the Nevada State Treasurer for a luncheon event to help build your practice with multigenerational and college savings client strategies.

Wednesday April 20
11:30 am – 1:30pm

Twisted Fork
1191 Steamboat Pkwy, #1400
Reno, NV, 89521

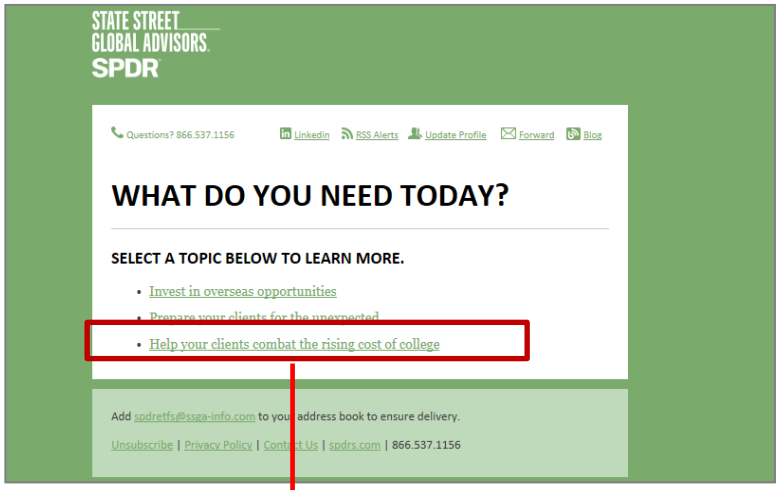
RSVP
michael_durant@ssga.com

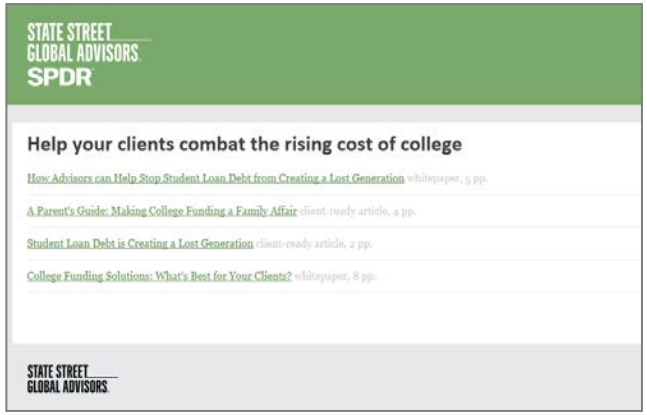
Agenda
- Welcome from the Nevada State Treasurer Dan Schwartz
- Educating Across the Generations: Supporting Investor Comprehension for a Productive Relationship
- Create Meaningful Client Connections with 529 College Savings Strategies

Source: State Street Global Advisors and EMI.
The information contained above is for illustrative purposes only.

Additional SSGA Upromise 529 Email Promotion

February 2016





Conclusion	**5 advisors engaged with this email promotion featuring our client-ready materials and whitepapers.**

Source: State Street Global Advisors and EMI.
The information contained above is for illustrative purposes only.

Google Paid Search Strategy

January-March 2016 Results

Objective

- Google's paid sponsored ad program to engage with RIAs for lead generation

Methodology

- Keywords (terms that Google users might search with)
- Multiple ads (what the user sees after entering in a search term)
  - Written to maximize the relevancy for the searchers, clearly defining offer and its key benefits
  - Each topic is given multiple ads to test different copy

Testing and Optimization:

- Each topic is given multiple text ads for testing; all ads and keywords are continuously monitored and optimized based on what words are/aren't generating clicks to maximize click activity and cost-efficiency

Measures of Success:

- Clicks from ads through to the 529 Advisor site
- Site click activity on the 529 Advisor site, including:
  - Contact Us form submissions, Content downloads, Clicks on the various fund offerings

Results

- 1,134 ad clicks
- Advisor Education ad group generated majority impressions/click activity
- Risk-Based ad group was the next largest in generating activity
- College Date, Custom and Target Date were all significantly behind the other two
- Advisor Education ad group had highest click rates
- Cost-per-Click was slightly higher than recent quarters, but Average position was also higher, meaning we achieved a higher ranking on the page as a result of the slightly higher bids
- 27 Content Downloads were tracked from March 16th to the end of the month
- 11 Contact Us submissions were tracked from March 16th to the end of the month

Conclusion

We are seeing a higher rate of efficiency across the board now that we streamlined our targeted approach. Many of the advisor search terms continue to attract activity and move up the leaderboards of most active keywords. It still appears that many of the searchers and site visitors could be personal investors, but we will continue to refine our approach through the next quarter.

Ad Group (Topic)	Impressions	Clicks	Click-Through Rate	Average Position	Contact Us Submissions	PDF Downloads	Cost per Click
Advisor Education	40,456	1,116	2.76%	2.6	N/A	N/A	$2.66
College Date	411	3	0.73	2.2	N/A	N/A	$6.33
Custom	41	0	0.00	1.8	N/A	N/A	$0.00
Risk Based	1,682	15	0.89	2.4	N/A	N/A	$3.95
Target Date	23	0	0.00	2.6	N/A	N/A	$0.00
TOTAL	**42,613**	**1,134**	**2.66%**	**2.6**	**11***	**27***	**$2.69**

Ad Group Test Examples

Custom 529 Plans
15 options across many styles and asset classes using SPDR ETFs.
SSga.Upromise529.com

Custom 529 Plans
Create your own invesment mix with 529s powered by SPDR ETFs.
SSga.Upromise529.com

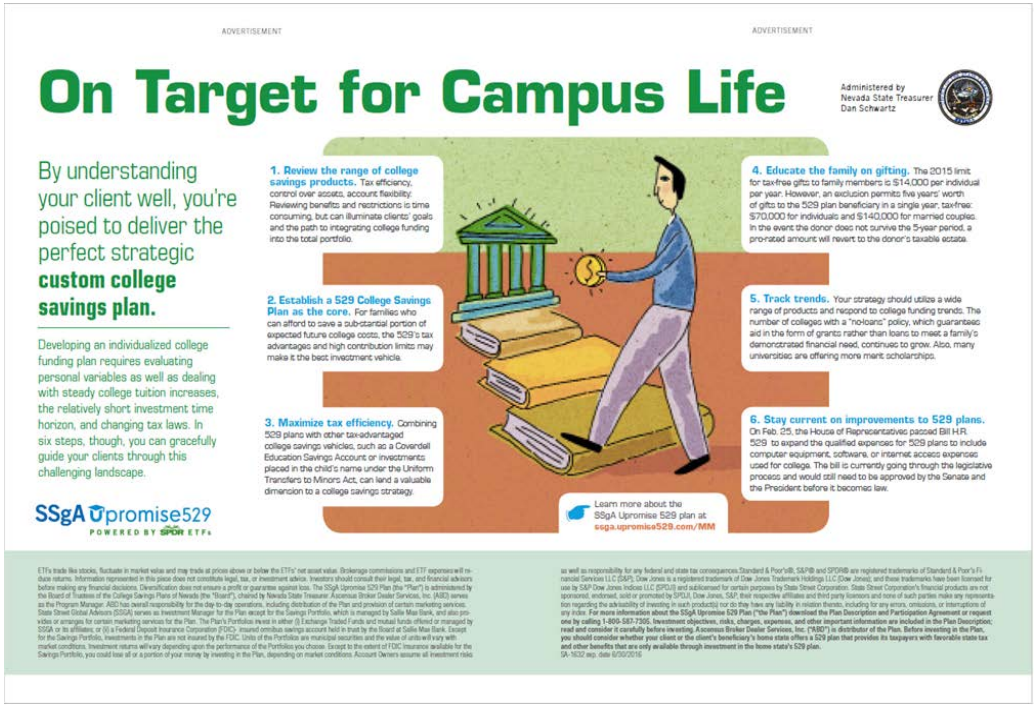
Custom 529 Plans
529s for any approach. Easy online enroll and management for advisors.
SSga.Upromise529.com

*tracking information became active on March 16th, 2016; cannot track by ad group

Source: EMI Strategic Marketing. As of March 31, 2016

FCS Awards: Silver 2nd Place Award

FCS Awards	**Received a Silver 2nd place award for our SSGA Upromise 529 Money Magazine advertorial campaign at the 22nd Annual Financial Communications Society Portfolio Awards. As a reminder, these awards are judged by a panel of 30 senior financial services industry experts and presented annually to honor excellence in financial marketing and communications. Our award was recognized in the Business to Business Communications for a single campaign category.**



ADVERTISEMENT

ADVERTISEMENT

On Target for Campus Life

Administered by
Nevada State Treasurer
Dan Schwartz

By understanding your client well, you're poised to deliver the perfect strategic **custom college savings plan.**

Developing an individualized college funding plan requires evaluating personal variables as well as dealing with steady college tuition increases, the relatively short investment time horizon, and changing tax laws. In six steps, though, you can gracefully guide your clients through this challenging landscape.

1. Review the range of college savings products. Tax efficiency, control over assets, account flexibility. Reviewing benefits and restrictions is time consuming, but can illuminate clients' goals and the path to integrating college funding into the total portfolio.

2. Establish a 529 College Savings Plan as the core. For families who can afford to save a sub-stantial portion of expected future college costs, the 529's tax advantages and high contribution limits may make it the best investment vehicle.

3. Maximize tax efficiency. Combining 529 plans with other tax-advantaged college savings vehicles, such as a Coverdell Education Savings Account or investments placed in the child's name under the Uniform Transfers to Minors Act, can lend a valuable dimension to a college savings strategy.

4. Educate the family on gifting. The 2015 limit for tax-free gifts to family members is $14,000 per individual per year. However, an exclusion permits five years' worth of gifts to the 529 plan beneficiary in a single year, tax-free: $70,000 for individuals and $140,000 for married couples. In the event the donor does not survive the 5-year period, a pro-rated amount will revert to the donor's taxable estate.

5. Track trends. Your strategy should utilize a wide range of products and respond to college funding trends. The number of colleges with a "no-loans" policy, which guarantees aid in the form of grants rather than loans to meet a family's demonstrated financial need, continues to grow. Also, many universities are offering more merit scholarships.

6. Stay current on improvements to 529 plans. On Feb. 25, the House of Representatives passed Bill H.R. 529 to expand the qualified expenses for 529 plans to include computer equipment, software, or internet access expenses used for college. The bill is currently going through the legislative process and would still need to be approved by the Senate and the President before it becomes law.

Learn more about the SSgA Upromise 529 plan at ssga.upromise529.com/MM

SSgA Upromise529
POWERED BY SPDR ETFs

ETFs trade like stocks, fluctuate in market value and may trade at prices above or below the ETFs' net asset value. Brokerage commissions and ETF expenses will reduce returns. Information represented in this piece does not constitute legal, tax, or investment advice. Investors should consult their legal, tax, and financial advisors before making any financial decisions. Diversification does not ensure a profit or guarantee against loss. The SSgA Upromise 529 Plan (the "Plan") is administered by the Board of Trustees of the College Savings Plans of Nevada (the "Board"), chaired by Nevada State Treasurer. Ascensus Broker Dealer Services, Inc. (ABS) serves as the Program Manager. ABS has overall responsibility for the day-to-day operations, including distribution of the Plan and provision of certain marketing services. State Street Global Advisors (SSGA) serves as Investment Manager for the Plan except for the Savings Portfolio, which is managed by Sallie Mae Bank, and also provides or arranges for certain marketing services for the Plan. The Plan's Portfolios invest in either (i) Exchange Traded Funds and mutual funds offered or managed by SSGA or its affiliates, or (ii) a Federal Deposit Insurance Corporation (FDIC)- insured omnibus savings account held in trust by the Board at Sallie Mae Bank. Except for the Savings Portfolio, investments in the Plan are not insured by the FDIC. Units of the Portfolios are municipal securities and the value of units will vary with market conditions. Investment returns will vary depending upon the performance of the Portfolios you choose. Except to the extent of FDIC insurance available for the Savings Portfolio, you could lose all or a portion of your money by investing in the Plan, depending on market conditions. Account Owners assume all investment risks as well as responsibility for any federal and state tax consequences. Standard & Poor's®, S&P®, and SPDR® are registered trademarks of Standard & Poor's Financial Services LLC (S&P). Dow Jones is a registered trademark of Dow Jones Trademark Holdings LLC (Dow Jones), and these trademarks have been licensed for use by S&P Dow Jones Indices LLC (SPDJI) and sublicensed for certain purposes by State Street Corporation. State Street Corporation's financial products are not sponsored, endorsed, sold or promoted by SPDJI, Dow Jones, S&P, their respective affiliates and third party licensors and none of such parties make any representation regarding the advisability of investing in such product(s) nor do they have any liability in relation thereto, including for any errors, omissions, or interruptions of any index. **For more information about the SSgA Upromise 529 Plan ("the Plan") download the Plan Description and Participation Agreement or request one by calling 1-866-587-7365. Investment objectives, risks, charges, expenses, and other important information are included in the Plan Description; read and consider it carefully before investing. Ascensus Broker Dealer Services, Inc. ("ABS") is distributor of the Plan. Before investing in the Plan, you should consider whether your client or the client's beneficiary's home state offers a 529 plan that provides its taxpayers with favorable state tax and other benefits that are only available through investment in the home state's 529 plan.**
SA-1632 exp. date 6/30/2016

Source: State Street Global Advisors.
The information contained above is for illustrative purposes only.

Website Statistics

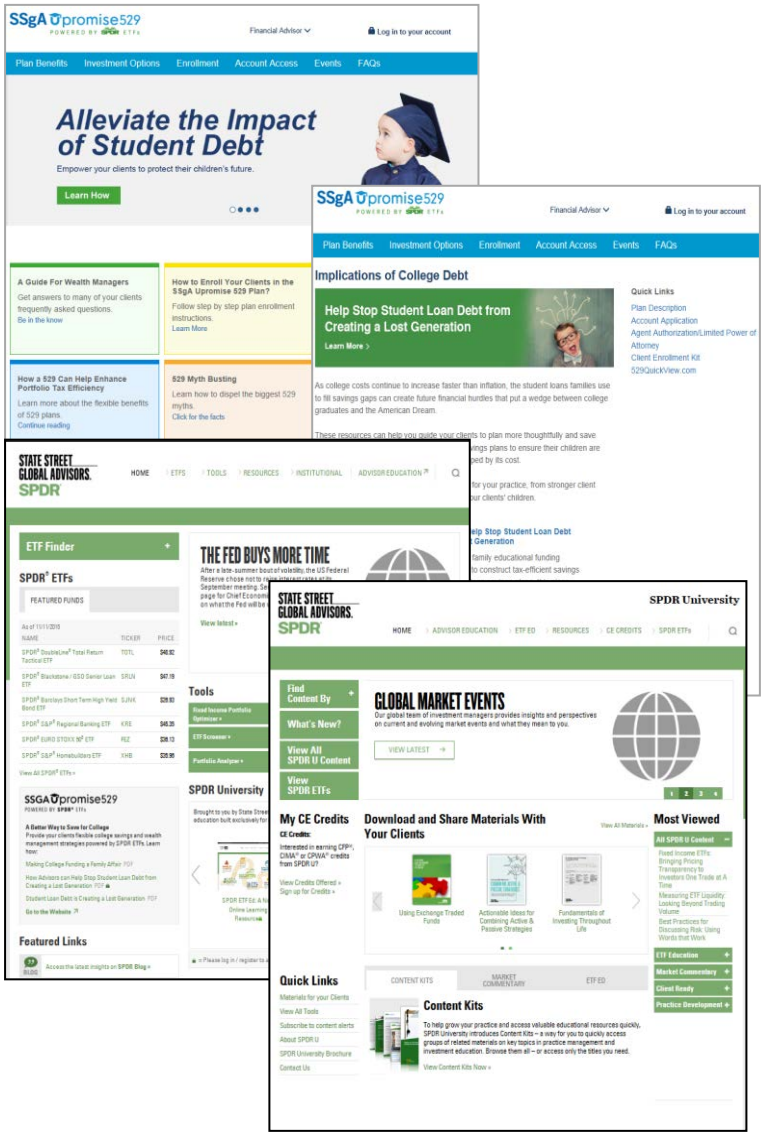
4,207 total PDF downloads in 2015, a 121% increase from total 2014

Plan website:

- Webpage generated 2,996 views in Q1 2016, which is a 6.9% increase from Q4 2015
- Most visited webpage in Q1 continues to be Account Access with 874 views and the Investment Options webpage also received top views with 605 impressions

SPDR® U (www.spdru.com):

- PDF downloads totaled 13 for Q1 2016
- Most downloaded pieces were "College Funding Solutions: What's Best for Your Clients?" (5) and "How Advisors Can Help Stop Student Loan Debt" (4)



Source: Ascensus and SSGA Web Trend Data. As of March 31, 2016.
The information contained above is for illustrative purposes only.

Looking Ahead — 3Q2016

College Savings Conversation: A Funding Solutions Road Map strategies for Q2-Q4 2016:

- Email campaigns
- Targeted Nevada print campaign
- Banner ad and Shutterbox unit on InvestmentNews and Money.com
- Advertorial in special college edition of Money Magazine

eBlast Lead Generation Campaign (Facts and Fiction)

Paid Search Program Results

Sales Tools & Client Ready Material Development

- College Costs by Age Comparison

APPENDIX: IMPORTANT DISCLOSURES

Important Disclosures

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Investing involves risk including the risk of loss of principal. Investment returns will vary depending upon the performance of the Portfolios you choose. Except to the extent of FDIC insurance available for the Savings Portfolio, you could lose all or a portion of your money by investing in the Plan, depending on market conditions. Account Owners assume all investment risks as well as responsibility for any federal and state tax consequences.

ETFs trade like stocks, fluctuate in market value and may trade at prices above or below the ETFs' net asset value. Brokerage commissions and ETF expenses will reduce returns.

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The SSGA Upromise 529 Plan (the "Plan") is administered by the Board of Trustees of the College Savings Plans of Nevada (the "Board"), chaired by Nevada State Treasurer. Ascensus Broker Dealer Services, Inc. (ABD) serves as the Program Manager. ABD has overall responsibility for the day-to-day operations, including distribution of the Plan and provision of certain marketing services. State Street Global Advisors (SSGA) serves as Investment Manager for the Plan except for the Savings Portfolio, which is managed by Sallie Mae Bank, and also provides or arranges for certain marketing services for the Plan. The Plan's Portfolios invest in either (i) Exchange Traded Funds and mutual funds offered or managed by SSGA or its affiliates; or (ii) a Federal Deposit Insurance Corporation (FDIC)- insured omnibus savings account held in trust by the Board at Sallie Mae Bank. Except for the Savings Portfolio, investments in the Plan are not insured by the FDIC. Units of the Portfolios are municipal securities and the value of units will vary with market conditions.

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For more information about the SSGA Upromise 529 Plan ("the Plan") download the Plan Description and Participation Agreement or request one by calling 1-800-587-7305. Investment objectives, risks, charges, expenses, and other important information are included in the Plan Description; read and consider it carefully before investing. Ascensus Broker Dealer Services, Inc. ("ABD") is distributor of the Plan.

Before investing in the Plan, you should consider whether your client or the client's beneficiary's home state offers a 529 plan that provides its taxpayers with favorable state tax and other benefits that are only available through investment in the home state's 529 plan.

All material has been obtained from sources believed to be reliable. There is no representation or warranty as to the accuracy of the information and State Street shall have no liability for decisions based on such information.

State Street Global Advisors, One Lincoln Street, Boston, MA 02111.

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Tracking Code: SA-2033

Expiration Date: 07/20/2016

Section II

Vanguard 529 ® College Savings Plan Marketing Activity

Vanguard 529 College Savings Plan

Growth

Non responder post card.

This is a post card that is sent to prospects who requested a VG529 enrollment kit but did not follow up to open an account.

Post card mailed	Accounts opened	Funded
112	3	$11,782

Vanguard 529 College Savings Plan

Growth and Client engagement

Social Media

We continued to include Vanguard 529 messages in Twitter and Facebook content. Tweets and Facebook post included links to relevant 529 content on the Vanguard web site.

There a total of 8 tweets
with a specific college savings message

Vanguard @Vanguard_Group · Mar 24
Saving and spending for college just got a little easier for 529 investors: vgi.vg/1UOVVv8
4 10

Vanguard @Vanguard_Group · Mar 22
New legislation just made saving for #HigherEd a little easier. 3 changes you should know about: vgi.vg/1S36plN
4 8

Vanguard @Vanguard_Group · Feb 23
Investing in a 529 college savings plan can offer 3 potential tax benefits: vgi.vg/1QZ4NJh
3 8

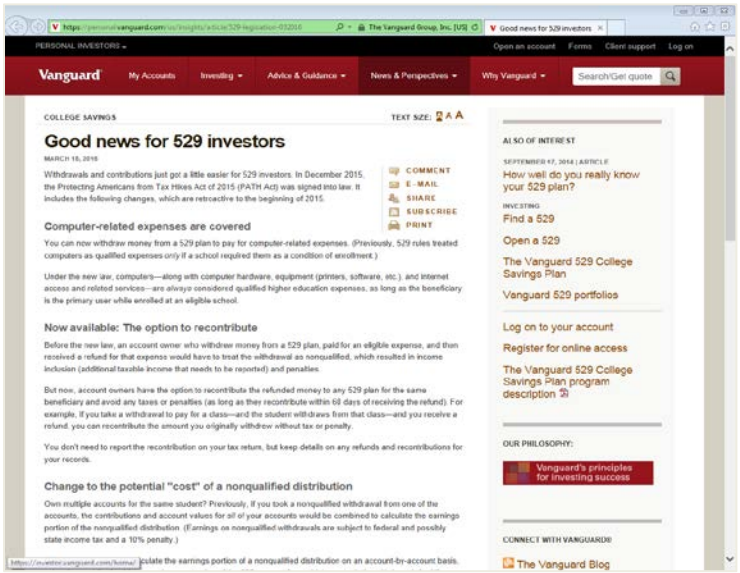
Vanguard 529 College Savings Plan

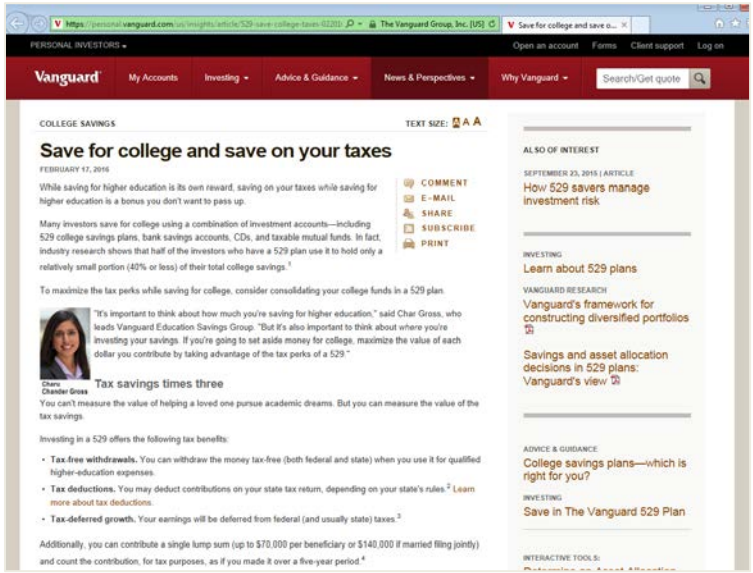
Client engagement

Vanguard.com college savings

This report highlights the education shared through the News and Perspectives area of Vanguard's website as of March 2016.

Title	Vg.com clicks since elevation	Month released
Good news for 529 investors	4,279	March
Save for college and save on your taxes	1,003	February





ascensus™
college savings

Vanguard

Vanguard 529 College Savings Plan

Client engagement

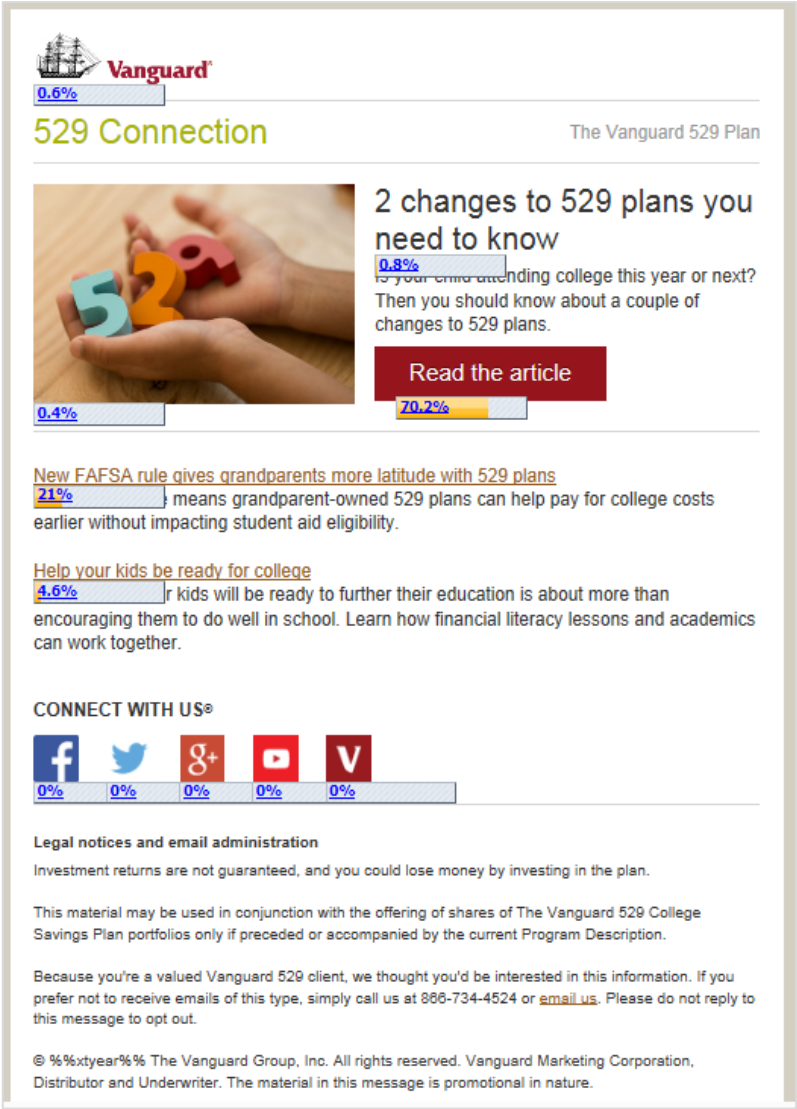
529 Connection March 2016

Relevant and timely 529 information to existing VG529 account owners

The article *"2 changes to 529 plans you need to know"* had the highest interest and readership with a 70.2% click through rate.

Results	Emails sent	E-mail open rate	E-mail open click rate
March 2016 edition	39,934	55.03%	16.55%

Point of reference: Vanguard's e-mail open rate average is 24%
Vanguard's e-mail open click rate average is 8.5.%


Vanguard
0.6%
529 Connection
The Vanguard 529 Plan
2 changes to 529 plans you need to know
0.8%
Is your child attending college this year or next? Then you should know about a couple of changes to 529 plans.
Read the article
70.2%
0.4%
New FAFSA rule gives grandparents more latitude with 529 plans
21%
This means grandparent-owned 529 plans can help pay for college costs earlier without impacting student aid eligibility.
Help your kids be ready for college
4.6%
Your kids will be ready to further their education is about more than encouraging them to do well in school. Learn how financial literacy lessons and academics can work together.
CONNECT WITH US®
0% 0% 0% 0% 0%
Legal notices and email administration
Investment returns are not guaranteed, and you could lose money by investing in the plan.
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Section III

USAA 529 College Savings Plan®
Marketing Activity

USAA 529 College Savings Plan

1St Quarter Marketing Initiatives

- **Digital and email marketing of the USAA 529 Plan**
- **Web Banner adds**

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College Savings Plans of Nevada
Performance Reports

Table of Contents

- Section I: SSgA Upromise 529 Plan
- Section II: Vanguard 529® College Savings Plan
- Section III: USAA College Savings Plan®

Section I

SSgA Upromise 529 Plan Performance Reports

SSGA Upromise 529 Account Performance Commentary 1Q2016

Asset Allocation detracted from value:

- Across most 529 funds, active performance was slightly negative for the first quarter with the most negative outcomes in the more aggressive funds
- One of the largest detractors from total performance were overweight positions held early in the quarter in developed market equities outside the US that sold off aggressively in January and early February
- The overweight position to cash contributed to quarterly underperformance as growth assets recovered in the second half of February and March
- Offsetting the active underperformance were overweight positions to REITS that had a strong first quarter

Source: SSGA.
Past performance is not a guarantee of future results.
As of March 31, 2016

SSGA Upromise529
POWERED BY SPDR® ETFs

SSGA Upromise 529 Account Portfolio Performance (as of March 31, 2016)

Name	Unit value as of 04/19/2016				YTD returns as of 04/19/2016	Average annual total returns as of 03/31/2016			Inception date
	Unit value	Change		APY		1 year	3 year	Since Inception**	
SSGA College 2033 Portfolio	$10.43	$0.05	0.48%	—	3.17%	—	—	2.40%	09/24/2015
SSGA College 2030 Portfolio	$13.66	$0.07	0.52%	—	3.02%	-2.61%	6.02%	7.72%	04/16/2012
SSGA College 2027 Portfolio	$13.51	$0.05	0.37%	—	3.05%	-1.55%	6.01%	7.54%	04/16/2012
SSGA College 2024 Portfolio	$13.00	$0.03	0.23%	—	2.85%	-0.85%	5.31%	6.59%	04/16/2012
SSGA College 2021 Portfolio	$12.36	$0.01	0.08%	—	2.49%	-0.49%	4.31%	5.35%	04/16/2012
SSGA College 2018 Portfolio	$11.52	$0.00	0.00%	—	1.95%	0.17%	2.66%	3.57%	04/16/2012
SSGA College 2015 Portfolio	$10.37	-$0.01	-0.10%	—	0.78%	-0.29%	0.49%	0.92%	04/16/2012
SSGA College Today Portfolio	$10.15	$0.00	0.00%	—	0.59%	-0.20%	0.13%	0.38%	04/16/2012
SSGA Aggressive Portfolio	$14.18	$0.09	0.64%	—	3.35%	-3.41%	6.76%	8.62%	04/16/2012
SSGA Moderate Portfolio	$12.69	$0.04	0.32%	—	2.92%	-1.10%	4.81%	5.91%	04/16/2012
SSGA Conservative Portfolio	$10.27	$0.00	0.00%	—	0.88%	-0.19%	0.39%	0.65%	04/16/2012
SPDR S&P 500® ETF Trust Portfolio	$16.17	$0.05	0.31%	—	3.45%	1.54%	11.19%	12.35%	04/16/2012
SPDR S&P MidCap 400® ETF Trust Portfolio	$15.50	$0.06	0.39%	—	5.87%	-4.05%	8.58%	11.11%	04/16/2012
SPDR S&P 600® Small Cap ETF Portfolio	$15.83	$0.06	0.38%	—	4.63%	-3.55%	9.62%	11.70%	04/16/2012
SPDR S&P® World ex-US ETF Portfolio	$12.06	$0.20	1.69%	—	2.55%	-7.96%	1.30%	3.76%	04/16/2012
SPDR S&P International Small Cap ETF Portfolio	$12.73	$0.15	1.19%	—	5.12%	1.16%	3.43%	5.26%	04/16/2012
SPDR S&P Emerging Markets ETF Portfolio	$9.35	$0.10	1.08%	—	7.97%	-12.64%	-3.81%	-2.49%	04/16/2012
SPDR S&P Emerging Markets Small Cap ETF Portfolio	$9.86	$0.10	1.02%	—	6.59%	-10.43%	-4.35%	-1.21%	04/16/2012
SPDR Dow Jones REIT ETF Portfolio	$14.93	$0.01	0.07%	—	4.55%	4.25%	10.22%	10.74%	04/16/2012
SPDR Dow Jones International Real Estate ETF Portfolio	$13.30	$0.08	0.61%	—	8.39%	-1.74%	2.03%	6.90%	04/16/2012
SPDR Barclays Aggregate Bond ETF Portfolio	$10.92	$0.00	0.00%	—	3.31%	1.59%	2.21%	2.16%	04/16/2012
Savings Portfolio	$10.37	$0.00	0.00%	0.61% [1]	0.19%	0.58%	0.59%	0.65%	10/18/2010
SPDR Barclays TIPS ETF Portfolio	$9.96	$0.03	0.30%	—	4.51%	0.71%	-1.18%	-0.10%	04/17/2012
SPDR DB International Government Inflation-Protected Bond ETF Portfolio	$9.69	$0.07	0.73%	—	8.15%	0.42%	-2.75%	-0.95%	04/16/2012
SPDR Barclays High Yield Bond ETF Portfolio	$11.15	$0.06	0.54%	—	4.60%	-7.34%	-0.49%	2.11%	04/16/2012
SPDR Barclays Short Term Corporate Bond ETF Portfolio	$10.43	$0.00	0.00%	—	1.07%	0.77%	0.88%	1.02%	04/16/2012
SPDR Barclays 1-3 Month T-Bill ETF Portfolio	$9.82	$0.00	0.00%	—	0.00%	-0.41%	-0.40%	-0.46%	04/16/2012

Source: **https://www.ssga.upromise529.com/ucftpl/fund/quarterEndPerformanceAlt.cs**

As of March 31, 2016. The performance data shown represents past performance. **Past performance — especially short-term past performance - is not a guarantee of future results. Investment returns and principal value will fluctuate, so investors' units, when sold, may be worth more or less than their original cost. Current performance may be higher or lower than the performance data cited.** For SSGA Upromise 529 Portfolio performance data current to the most recent month-end visit our website at www.ssga.upromise529.com

SSGA Upromise529

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SA-2012

SSGA Upromise 529 Account Performance: College-Date & Risk-Based Options (as of March 31, 2016)

SSGA Upromise 529 Plan

	One Month	Three Months	Year to Date	Last 12 Months	Three Years	Five Years	Inception
SSGA College Today							**Apr/2012**
Gross Returns	0.38%	0.52%	0.52%	0.09%	0.45%	N/A	0.67%
Custom Blended Index	0.38	0.51	0.51	0.63	0.65	N/A	0.79
Difference	**0.00**	**0.01**	**0.01**	**-0.54**	**-0.21**	N/A	**-0.12**
SSGA College 2015							**Apr/2012**
Gross Returns	0.45	0.74	0.74	0.01	0.81	N/A	1.22
Custom Blended Index	0.48	0.91	0.91	0.73	1.06	N/A	1.46
Difference	**-0.03**	**-0.17**	**-0.17%**	**-0.72**	**-0.25**	N/A	**-0.24**
SSGA College 2018							**Apr/2012**
Gross Returns	0.81	1.75	1.75	0.53	3.00	N/A	3.91
Custom Blended Index	0.81	2.00	2.00	1.18	2.94	N/A	3.86
Difference	**0.00**	**-0.25**	**-0.25**	**-0.65**	**0.06**	N/A	**0.05**
SSGA College 2021							**Apr/2012**
Gross Returns	2.91	1.94	1.94	-0.15	4.64	N/A	5.69
Custom Blended Index	2.81	2.38	2.38	1.12	4.63	N/A	5.69
Difference	**0.10**	**-0.44**	**-0.44**	**-1.27**	**0.01**	N/A	**0.00**
SSGA College 2024							**Apr/2012**
Gross Returns	3.89	1.93	1.93	-0.51	5.65	N/A	6.93
Custom Blended Index	4.00	2.49	2.49	0.69	5.65	N/A	6.96
Difference	**-0.11**	**-0.55**	**-0.55**	**-1.20**	**0.00**	N/A	**-0.02**
SSGA College 2027							**Apr/2012**
Gross Returns	4.75	1.71	1.71	-1.28	6.33	N/A	7.88
Custom Blended Index	5.09	2.38	2.38	0.13	6.46	N/A	8.01
Difference	**-0.34**	**-0.68**	**-0.68**	**-1.41**	**-0.14**	N/A	**-0.14**

The calculation method for value added returns may show rounding differences. Source: SSGA. Performance data source is SSGA for applicable separately managed account or underlying ETFs. The underlying ETF's performance reflects the expenses of managing the ETF, including brokerage and advisory expenses. The performance data shown represents past performance, which is not a guarantee of future results. Investment returns and principal value will fluctuate, so investors' shares, when sold, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data cited. For SSGA Upromise 529 Portfolio performance data current to the most recent month-end visit our website at www.ssga.upromise529.com . Performance returns for periods of less than one year are not annualized. The performance figures contained herein are provided on a gross of fees basis and do not reflect the deduction of advisory or other fees which could reduce the return. The performance includes the reinvestment of dividends and other corporate earnings and is calculated in US dollars. The index returns are unmanaged and do not reflect the deduction of any fees or expenses. The index returns reflect all items of income, gain and loss and the reinvestment of dividends and other income.

SSGA Upromise529
POWERED BY SPDR® ETFs

SSGA Upromise 529 Account Performance: College-Date & Risk-Based Options (as of March 31, 2016) (continued)

SSGA Upromise 529 Plan

	One Month	Three Months	Year to Date	Last 12 Months	Three Years	Five Years	Inception
SSGA 2030							**Apr/2012**
Gross Returns	5.69%	1.35%	1.35%	-2.28%	6.38%	N/A	8.08%
Custom Blended Index	6.21	2.12	2.12	-0.69	6.65	N/A	8.33
Difference	**-0.52**	**-0.77**	**-0.77**	**-1.60**	**-0.27**	N/A	**-0.25**
SSGA 2033							**Sep/2015**
Gross Returns	6.07	1.33%	1.33	N/A	N/A	N/A	4.54
Custom Blended Index	6.62	1.99	1.99	N/A	N/A	N/A	5.99
Difference	**-0.55**	-0.65	-0.65	N/A	N/A	N/A	-1.44
SSGA Aggressive							**Apr/2012**
Gross Returns	7.44	1.20	1.20	-3.08	7.11	N/A	8.98
Custom Blended Index	8.05	1.54	1.54	-2.09	7.42	N/A	9.42
Difference	**-0.61**	**-0.34**	**-0.34**	**-0.99**	**-0.32**	N/A	**-0.44**
SSGA Moderate							**Apr/2012**
Gross Returns	4.26	1.86	1.86	-0.75	5.15	N/A	6.26
Custom Blended Index	4.46	2.44	2.44	0.51	5.15	N/A	6.27
Difference	**-0.20**	**-0.57**	**-0.57**	**-1.27**	**0.00**	N/A	**-0.01**
SSGA Conservative							**Apr/2012**
Gross Returns	0.48	0.82	0.82	0.18	0.74	N/A	0.96
Custom Blended Index	0.51	1.04	1.04	0.93	1.07	N/A	1.21
Difference	**-0.04**	**-0.22**	**-0.22**	**-0.75**	**-0.33**	N/A	**-0.26**

The calculation method for value added returns may show rounding differences. Source: SSGA. Performance data source is SSGA for applicable separately managed account or underlying ETFs. The underlying ETF's performance reflects the expenses of managing the ETF, including brokerage and advisory expenses. The performance data shown represents past performance, which is not a guarantee of future results. Investment returns and principal value will fluctuate, so investors' shares, when sold, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data cited. For SSGA Upromise 529 Portfolio performance data current to the most recent month-end visit our website at www.ssga.upromise529.com . Performance returns for periods of less than one year are not annualized. The performance figures contained herein are provided on a gross of fees basis and do not reflect the deduction of advisory or other fees which could reduce the return. The performance includes the reinvestment of dividends and other corporate earnings and is calculated in US dollars. The index returns are unmanaged and do not reflect the deduction of any fees or expenses. The index returns reflect all items of income, gain and loss and the reinvestment of dividends and other income.

SSGA Upromise529
POWERED BY SPDR® ETFs

Appendix A:
Important Disclosures

SSGA Upromise529
POWERED BY SPDR® ETFs

SA-2012

Important Disclosures

The SSGA Upromise 529 Plan (the "Plan") is administered by the Board of Trustees of the College Savings Plans of Nevada (the "Board"), chaired by Nevada State Treasurer. Ascensus Broker Dealer Services, Inc. (ABD) serves as the Program Manager. ABD has overall responsibility for the day-to-day operations, including distribution of the Plan and provision of certain marketing services. State Street Global Advisors (SSGA) serves as Investment Manager for the Plan except for the Savings Portfolio, which is managed by Sallie Mae Bank, and also provides or arranges for certain marketing services for the Plan. The Plan's Portfolios invest in either (i) Exchange Traded Funds and mutual funds offered or managed by SSGA or its affiliates; or (ii) a Federal Deposit Insurance Corporation (FDIC)- insured omnibus savings account held in trust by the Board at Sallie Mae Bank. Except for the Savings Portfolio, investments in the Plan are not insured by the FDIC. Units of the Portfolios are municipal securities and the value of units will vary with market conditions.

For more information about the SSGA Upromise 529 Plan ("the Plan") download the Plan Description and Participation Agreement or request one by calling 1-800-587-7305. Investment objectives, risks, charges, expenses, and other important information are included in the Plan Description; read and consider it carefully before investing. Ascensus Broker Dealer Services, Inc. ("ABD") is distributor of the Plan.

Before investing in the Plan, you should consider whether your or the beneficiary's home state offers a 529 plan that provides its taxpayers with favorable state tax and other benefits that are only available through investment in the home state's 529 plan. Past performance is no guarantee of future results. It is not possible to invest directly in an index. Index performance does not reflect charges and expenses associated with the fund or brokerage commissions associated with buying and selling a fund. Index performance is not meant to represent that of any particular fund.

In general, ETFs can be expected to move up or down in value with the value of the applicable index. Although ETF shares may be bought and sold on the exchange through any brokerage account, ETF shares are not individually redeemable from the Fund. Investors may acquire ETFs and tender them for redemption through the Fund in Creation Unit Aggregations only. Please see the prospectus for more details.

ETFs trade like stocks, are subject to investment risk, fluctuate in market value and may trade at prices above or below the ETFs net asset value. Brokerage commissions and ETF expenses will reduce returns.

Investments in mid/small companies may involve greater risks than those in larger, better known companies.

REIT funds may be subject to a high degree of market risk due to lack of industry diversification. REIT funds may be subject to other risks including, but not limited to, changes in real estate values or economic conditions, credit risk and interest rate fluctuations and changes in the value of the underlying property owned by the trust and defaults by borrowers.

International Government bonds and corporate bonds generally have more moderate short-term price fluctuations than stocks, but provide lower potential long-term returns.

90-day US Treasury bills are insured and guaranteed by the US government. US Treasury Bills maintain a stable value if held to maturity, but returns are generally only slightly above the inflation rate.

Increase in real interest rates can cause the price of inflation-protected debt securities to decrease. Interest payments on inflation-protected debt securities can be unpredictable.

Companies with large market capitalizations go in and out of favor based on market and economic conditions. Larger companies tend to be less volatile than companies with smaller market capitalizations. In exchange for this potentially lower risk, the value of the security may not rise as much as companies with smaller market capitalizations.

Asset Allocation is a method of diversification which positions assets among major investment categories. Asset Allocation may be used in an effort to manage risk and enhance returns. It does not, however, guarantee a profit or protect against loss.

Important Disclosures

All information has been obtained from sources believed to be reliable, but its accuracy is not guaranteed. There is no representation or warranty as to the current accuracy, reliability or completeness of, nor liability for, decisions based on such information and it should not be relied on as such.

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Equity securities may fluctuate in value in response to the activities of individual companies and general market and economic conditions.

In addition to normal risks associated with equity investing, international investing may involve risk of capital loss from unfavorable fluctuations in currency values, from differences in generally accepted accounting principles, and from adverse political, social and economic instability in other nations.

Passively managed funds invest by sampling the index, holding a range of securities that, in the aggregate, approximates the full Index in terms of key risk factors and other characteristics. This may cause the fund to experience tracking errors relative to performance of the index.

Foreign investments involve greater risks than US investments, including political and economic risks and the risk of currency fluctuations, all of which may be magnified in emerging markets.

Non-diversified funds that focus on a relatively small number of securities tend to be more volatile than diversified funds and the market as a whole.

Bonds generally present less short-term risk and volatility than stocks, but contain interest rate risk (as interest rates rise bond prices usually fall); issuer default risk; issuer credit risk; liquidity risk; and inflation risk. These effects are usually pronounced for longer-term securities. Any fixed income security sold or redeemed prior to maturity may be subject to a substantial gain or loss.

Investing in high yield fixed income securities, otherwise known as "junk bonds" is considered speculative and involves greater risk of loss of principal and interest than investing in investment grade fixed income securities. These lower-quality debt securities involve greater risk of default or price change due to potential changes in the credit quality of the issuer.

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Expiration Date: 7/31/2016

Section II

Vanguard 529 ® College Savings Plan Performance

Vanguard 529 Portfolio Performance (as of March 31, 2016)

The performance data shown represents past performance, which is not a guarantee of future results. Investment returns and principal value will fluctuate, so investors' shares, when sold, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data cited. For performance data current to the most recent month-end visit our website at www.vanguard.com/performance.

						Annualized				
Fund Name	**Inception Date**	**1 Month**	**3 Month**	**Year-to-Date**	**1 Year**	**3 Year**	**5 Year**	**10 Year**	**Since Inception**	**Port Id**
Vanguard 500 Index	12/17/2002	6.75	1.29	1.29	1.58	11.58	11.33	6.67	8.15	4515
S&P 500 Index		6.78	1.35	1.35	1.78	11.82	11.58	7.01	8.61	
Fund performance relative to benchmark		*-0.03*	*-0.06*	*-0.06*	*-0.20*	*-0.24*	*-0.25*	*-0.34*	*-0.46*	
Vanguard Aggress Growth	12/12/2002	7.48	0.47	0.47	-3.40	7.62	7.60	5.22	7.93	4509
Vanguard 529 Aggr Growth Composite		7.53	0.54	0.54	-3.00	8.01	7.94	5.57	8.45	
Fund performance relative to benchmark		*-0.05*	*-0.07*	*-0.07*	*-0.40*	*-0.39*	*-0.34*	*-0.35*	*-0.52*	
Vanguard Conserv Growth	12/16/2002	2.58	2.53	2.53	0.58	3.71	4.75	5.05	5.61	4512
Vanguard 529 Consv Growth Composite		2.60	2.55	2.55	0.89	4.00	5.07	5.39	6.00	
Fund performance relative to benchmark		*-0.02*	*-0.02*	*-0.02*	*-0.31*	*-0.29*	*-0.32*	*-0.34*	*-0.39*	
Vanguard Growth	12/16/2002	5.85	1.24	1.24	-1.89	6.46	6.85	5.39	6.95	4510
Vanguard 529 Growth Composite		5.87	1.26	1.26	-1.56	6.77	7.15	5.67	7.34	
Fund performance relative to benchmark		*-0.02*	*-0.02*	*-0.02*	*-0.33*	*-0.31*	*-0.30*	*-0.28*	*-0.39*	
Vanguard Growth Index	12/17/2002	7.14	0.30	0.30	0.03	12.35	11.86	7.80	8.63	4517
Spliced Growth Index		7.13	0.36	0.36	0.28	12.66	12.19	8.19	9.02	
Fund performance relative to benchmark		*0.01*	*-0.06*	*-0.06*	*-0.25*	*-0.31*	*-0.33*	*-0.39*	*-0.39*	
Vanguard Hi Yield Bd Port	12/11/2002	2.85	2.25	2.25	-1.24	2.59	5.31	5.87	6.51	4524
High-Yield Corporate Composite Idx		3.36	3.13	3.13	-1.99	2.46	5.18	6.53	--	
Fund performance relative to benchmark		*-0.51*	*-0.88*	*-0.88*	*0.75*	*0.13*	*0.13*	*-0.66*	--	
Vanguard Income	12/16/2002	0.77	2.00	2.00	0.77	0.75	2.41	3.63	3.49	4513
Vanguard 529 Income Composite		0.76	2.03	2.03	0.87	0.94	2.62	3.91	3.82	
Fund performance relative to benchmark		*0.01*	*-0.03*	*-0.03*	*-0.10*	*-0.19*	*-0.21*	*-0.28*	*-0.33*	

Vanguard 529 Portfolio Performance (as of March 31, 2016)

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						Annualized				
Fund Name	**Inception Date**	**1 Month**	**3 Month**	**Year-to-Date**	**1 Year**	**3 Year**	**5 Year**	**10 Year**	**Since Inception**	**Port Id**
Vanguard Infla-Prtd Secur	12/11/2002	1.90	4.55	4.55	1.37	-0.94	2.78	4.17	4.39	4523
Barclays US Trsy Inflat Prtcd Index		1.80	4.46	4.46	1.51	-0.71	3.02	4.62	4.93	
Fund performance relative to benchmark		*0.10*	*0.09*	*0.09*	*-0.14*	*-0.23*	*-0.24*	*-0.45*	*-0.54*	
Vanguard Int Accum Port	10/15/2004	0.08	0.17	0.17	0.42	0.20	0.22	1.39	1.57	4528
Interest Accumulation Composite		0.03	0.08	0.08	0.18	0.13	0.19	1.39	1.60	
Fund performance relative to benchmark		*0.05*	*0.09*	*0.09*	*0.24*	*0.07*	*0.03*	*0.00*	*-0.03*	
Vanguard Mid-Cap Index	12/17/2002	7.96	1.12	1.12	-4.47	10.58	9.82	6.93	10.53	4516
Spliced Mid Cap Index		7.98	1.16	1.16	-4.27	10.84	10.08	7.28	10.87	
Fund performance relative to benchmark		*-0.02*	*-0.04*	*-0.04*	*-0.20*	*-0.26*	*-0.26*	*-0.35*	*-0.34*	
Vanguard Moderate Growth	12/11/2002	4.20	1.90	1.90	-0.53	5.15	5.90	5.35	6.31	4511
Vanguard 529 Mod Growth Composite		4.23	1.93	1.93	-0.26	5.43	6.19	5.63	6.69	
Fund performance relative to benchmark		*-0.03*	*-0.03*	*-0.03*	*-0.27*	*-0.28*	*-0.29*	*-0.28*	*-0.38*	
Vanguard Morgan Growth	12/1/2006	6.20	-1.89	-1.89	0.11	12.73	10.55	--	6.60	4541
Russell 3000 Growth Index		6.81	0.34	0.34	1.34	13.16	12.00	--	8.20	
Fund performance relative to benchmark		*-0.61*	*-2.23*	*-2.23*	*-1.23*	*-0.43*	*-1.45*	*--*	*-1.60*	
Vanguard Small-Cap Index	12/16/2002	8.35	0.96	0.96	-7.32	8.30	8.57	6.49	10.54	4519
Spliced Small Cap Index		8.39	1.01	1.01	-7.16	8.51	8.77	6.75	11.09	
Fund performance relative to benchmark		*-0.04*	*-0.05*	*-0.05*	*-0.16*	*-0.21*	*-0.20*	*-0.26*	*-0.55*	
Vanguard STAR Portfolio	12/1/2006	5.04	0.51	0.51	-2.28	6.27	6.86	--	5.05	4543
STAR Composite Index		4.95	1.44	1.44	-0.82	6.03	6.53	--	5.31	
Fund performance relative to benchmark		*0.09*	*-0.93*	*-0.93*	*-1.46*	*0.24*	*0.33*	*--*	*-0.26*	

Vanguard 529 Portfolio Performance (as of March 31, 2016)

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						Annualized				
Fund Name	**Inception Date**	**1 Month**	**3 Month**	**Year-to-Date**	**1 Year**	**3 Year**	**5 Year**	**10 Year**	**Since Inception**	**Port Id**
Vanguard Totl Int Stk Idx	12/11/2002	8.22	-0.24	-0.24	-8.41	0.51	0.35	1.56	7.00	4520
Spl Total International Stock Index		8.25	-0.29	-0.29	-7.95	1.01	0.73	1.97	7.59	
Fund performance relative to benchmark		*-0.03*	*0.05*	*0.05*	*-0.46*	*-0.50*	*-0.38*	*-0.41*	*-0.59*	
Vanguard Totl Stk Mkt Idx	12/11/2002	7.03	0.91	0.91	-0.53	10.97	10.83	6.77	8.61	4514
Spliced Inst Total Stock Market Idx		7.03	0.95	0.95	-0.45	11.14	11.03	7.06	9.14	
Fund performance relative to benchmark		*0.00*	*-0.04*	*-0.04*	*-0.08*	*-0.17*	*-0.20*	*-0.29*	*-0.53*	
Vanguard Ttl Bond Mkt Idx	12/16/2002	0.89	3.03	3.03	1.61	2.19	3.50	4.49	4.08	4522
Spliced Barclays USAgg Float Adj Ix		0.98	3.12	3.12	1.88	2.47	3.80	4.91	4.56	
Fund performance relative to benchmark		*-0.09*	*-0.09*	*-0.09*	*-0.27*	*-0.28*	*-0.30*	*-0.42*	*-0.48*	
Vanguard Value Index	12/11/2002	6.56	1.61	1.61	1.15	10.36	10.32	5.76	8.35	4518
Spliced Value Index		6.57	1.66	1.66	1.34	10.64	10.62	6.11	8.82	
Fund performance relative to benchmark		*-0.01*	*-0.05*	*-0.05*	*-0.19*	*-0.28*	*-0.30*	*-0.35*	*-0.47*	
Vanguard Windsor Port	12/1/2006	8.31	-2.08	-2.08	-6.83	8.73	9.38	--	4.13	4542
Russell 1000 Value Index		7.20	1.64	1.64	-1.54	9.38	10.25	--	4.78	
Fund performance relative to benchmark		*1.11*	*-3.72*	*-3.72*	*-5.29*	*-0.65*	*-0.87*	*--*	*-0.65*	

Investment commentary for the Nevada College Savings Trust Fund March 31, 2016

Inception date	October 15, 2004
Fund number	4532
Fund profile	March 31, 2016
Gross spot yield	1.0%

Characteristics

Number of contract issuers	3
Average duration	1.2 years
MV/BV ratio**	100.23%
Assets (in millions)	$812

Market comments

• U.S. bond prices rallied during the first quarter as Federal Reserve Chair Janet Yellen said the Fed should "proceed cautiously" in raising the interest rate target (bond prices increase as bond yields decrease). Citing mixed economic signals such as the strengthening U.S. job market yet surprisingly weak wage growth, Fed policymakers left short-term rates steady at their March meeting. The growing pool of negative-yield non-U.S. government bonds (owing to aggressive stimulus adopted by Europe's and Japan's central banks) bolstered prices for longer-dated U.S. Treasury securities. As of March 31, 2016, yields of 2- and 5-year U.S. Treasury notes were lower, at 0.72% and 1.20%, respectively, compared with 1.05% and 1.76%, respectively, as of year-end 2015.

• Total returns of representative U.S. bond indexes for the quarter ended March 31, 2016, were: 1.73% for the Barclays U.S. 1–5 Year Credit Bond Index, representing short-term corporates; 1.58% for the Barclays U.S. 1–5 Year Treasury Bond Index (short-term Treasuries); and 3.03% for the Barclays U.S. Aggregate Bond Index (broad bond market). For the 12 months ended March 31, the Barclays Credit Bond Index returned 1.65%, the Treasury Bond Index returned 1.61%, and the Aggregate Bond Index returned 1.96%.

Portfolio comments

• During the first quarter, a new synthetic investment contract, issued by Prudential Insurance Company (AA–/A1), was added to the portfolio. The original deposit, and a subsequent one, brought the synthetic contract's allocation to 15.9% of portfolio assets. In addition, a deposit was made to the New York Life separate account contract, increasing
the separate account's allocation to 9.8% of portfolio assets.

• As a result of the deposits, the portfolio's duration increased from 0.62 years to 1.23 years as the cash position decreased modestly to 57.9% of Portfolio assets. The yield on the Portfolio's cash position, Vanguard Prime Money Market Institutional Fund, increased from 0.33% on December 31, 2015 to 0.49% on March 31, 2016.

• Cash flows remained positive and total assets increased from $765.3 million as of December 31, 2015 to $812.1 million as of March 31, 2016.

• Consistent with the activity highlighted above and bond market performance during the quarter, the Portfolio's market value to book value ratio increased marginally from 99.96% on December 31, 2015 to 100.23% on December 31, 2015. The gross blended yield increased from 0.65% on December 31, 2015 to 1.02% on March 31, 2016.

Investment commentary for the Nevada College Savings Trust Fund March 31, 2016

Total returns

	Periods ended March 31, 2016					
	Quarter	Year to date	One year	Three years	Five years	Ten years
Nevada College Savings Trust Fund (10/15/2004)	0.22%	0.22%	0.51%	0.33%	0.35%	1.67%

Figures for periods of less than one year are cumulative returns. All other figures represent average annual returns. Performance figures include the reinvestment of all dividends and any capital gains distributions. Fund returns are net of expenses. Return figures reflect past performance, which is no guarantee of future results.

Distribution by investment[1]

Constant Duration Contracts	25.7%
Prudential Insurance Co.	15.9
New York Life	9.8
Traditional Investment Contracts	16.4%
Metropolitan Life	10.1
New York Life	6.3
Cash Investments	57.9%
VGI Prime Money Mkt Inst.	57.9
Total	100.0%

Distribution by credit quality[3]

Govt	13.9%
Aaa	8.6
Aa1	0.1
Aa2	58.7
Aa3	11.1
A1	1.4
A2	2.2
A3	2.5
Other	1.5
Total	100.0%

Synthetic underlying fund exposure[2]

VGI Inst. Intermediate-Term Bond Fund	12.9%
New York Life 529 Separate Account	9.9
VGI Inst. Short-Term Bond Fund	3.1
Total	25.9%

Distribution by duration[2]

Under 1 Year	60.8%
1 to 3 Years	21.7
3 to 5 Years	11.3
5 to 10 Years	6.1
Over 10 Years	0.1
Total	100.0%

Distribution by sector[2]

Cash Equivalent	57.7%
Corporate	8.2
Treasury	6.7
Pass-Through MBS	5.5
Asset-Backed	2.0
Agency	1.7
Foreign	1.1
CMBS	0.8
Traditional Contracts	16.3
Total	100.0%

Schedule of Investments for the Nevada College Savings Trust Fund
March 31, 2016

Issuer	Rate	Duration(yrs.)/ Final Maturity	Ratings S&P	Ratings Moody's	Contract Value (000s)	% of Fund
Traditional Investment Contracts						
Metropolitan Life	1.65%	27-Apr-18	AA-	Aa3	$43,049	5.3%
	1.86%	06-Jul-18	AA-	Aa3	$28,531	3.5%
	2.15%	14-Dec-18	AA-	Aa3	$10,063	1.2%
New York Life	1.66%	15-Dec-18	AA+	Aaa	$27,911	3.4%
	2.25%	16-Nov-20	AA+	Aaa	$23,192	2.9%
Total - Traditional Investment Contracts	**1.84%**	**2.35 yrs**	**AA**	**Aa2**	**$132,746**	**16.3%**

Schedule of Investments for the Nevada College Savings Trust Fund
March 31, 2016

Issuer	Rate	Duration(yrs.)/ Final Maturity	Ratings S&P	Ratings Moody's	Contract Value (000s)	% of Fund
Alternative Investment Contracts*						
New York Life	1.78%	3.29	AA+	Aaa	$79,867	9.8%
New York Life 529 Separate Account			AA-	Aa3		
Prudential Insurance Co.	1.64%	3.30	AA-	A1	$129,369	15.9%
VGI Inst. Intermediate-Term Bond Fund			AA	Aa1		
VGI Inst. Short-Term Bond Fund			AA	Aa2		
Total - Alternative Investment Contracts*	**1.69%**	**3.29 yrs**	**AA**	**Aa2**	**$209,236**	**25.8%**
Cash						
VGI Prime Money Mkt Inst.	0.49%		AA	Aa2	$470,107	57.9%
Portfolio Total:	**1.02%**	**1.23 yrs**	**AA**	**Aa2**	**$812,090**	**100.0%**
Net Yield:	**1.02%**					

Schedule of Investments for the Nevada College Savings Trust Fund
March 31, 2016

Issuer	Duration(yrs.)/ Final Maturity	Market Value	Contract Value	Exposure to Issuer as a % of* Contract	Exposure to Issuer as a % of* Fund
New York Life 1.78%	**3.29**				
New York Life 529 Separate Account	3.29	$80,500,544.83			9.91%
		$80,500,544.83	**$79,867,476.37**	**-0.79%**	**-0.08%**
Exposure to New York Life			**($633,068.46)**		**-0.08%**
Prudential Insurance Co. 1.64%	**3.30**				
VGI Inst. Intermediate-Term Bond Fund	3.64	$105,367,534.73			12.97%
VGI Inst. Short-Term Bond Fund	1.86	$25,231,650.42			3.11%
		$130,599,185.15	**$129,368,981.92**	**-0.95%**	**-0.15%**
Exposure to Prudential Insurance Co.			**($1,230,203.23)**		**-0.15%**
Total Fund Exposure To Alternative IC Issuers:			**($1,863,271.69)**		**-0.23%**

Notice

For more information about Vanguard funds, visit www.vanguard.com, or call 866-734-4530, to obtain a prospectus. Investment objectives, risks, charges, expenses, and other important information about a fund are contained in the prospectus; read and consider it carefully before investing.

The Vanguard Income Portfolio and Vanguard Interest Accumulation Portfolio both invest in the Vanguard Short-Term Reserves Account which, in turn, invests in Vanguard Prime Money Market Fund. The Vanguard Short-Term Reserves Account's investment in the Vanguard Prime Money Market Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the Fund seeks to preserve the value of the investment at $1 per share, it is possible that the Vanguard Short-Term Reserves Account may lose money by investing in the Fund.

To obtain more information about the investment adviser, Vanguard Advisers, Inc. ("VAI"), and its business, including advisory services and fees, types of investments advised on, methods of analysis, and investment strategies, among other information, please contact your relationship manager, Stewart Duffield, at 1-800-662-0106, extension 16272 and request a copy of VAI's Form ADV Part II.

Investments are subject to risk. Prices of mid- and small-cap stocks often fluctuate more than those of large-company stocks. Stocks of relatively narrow market sectors face the risk of higher share-price volatility. Foreign investing involves additional risks including currency fluctuations and political uncertainty. Stocks of companies in emerging markets are generally more risky than stocks of companies in developed countries. Investments in bonds are subject to interest rate, credit, and inflation risk. Because high-yield bonds are considered speculative, investors should be prepared to assume a substantially greater level of credit risk than with other types of bonds.

Diversification does not ensure a profit or protect against a loss in a declining market.

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Section III

USAA 529 College Savings Plan® Performance

USAA 529 College Savings Plan Portfolio Performance (as of March 31, 2016)

Portfolio | Age Base	One Year	Three Year	Five Year	Ten Year	Since Inception	Inception Date	Total Annual Fees[a]
Very Aggressive **Ages: 0-2**	-4.89%	N/A %	N/A %	N/A %	-4.64%	3/27/2015	1.14%
Aggressive Growth **Ages: 3-4**	-4.23%	4.67%	5.12%	4.34%	5.53%	6/3/2002	1.07%
Growth **Ages: 5-6**	-3.64%	4.34%	4.99%	4.57%	5.67%	6/3/2002	1.02%
Moderately Aggressive **Ages: 7-8**	-3.11%	3.87%	4.77%	4.92%	5.79%	6/3/2002	0.96%
Moderate **Ages: 9-11**	-2.61%	3.46%	4.41%	5.00%	5.48%	6/3/2002	0.90%
Moderately Conservative **Ages: 12-13**	-2.10%	N/A %	N/A %	N/A %	-1.97%	3/27/2015	0.85%
Conservative **Ages: 14-15**	-1.60%	1.46%	2.64%	4.16%	4.26%	6/3/2002	0.79%
Very Conservative **Ages: 16-17**	0.10%	N/A %	N/A %	N/A %	0.10%	3/27/2015	0.70%
In College **Ages: 18+**	0.31%	1.81%	2.65%	3.85%	3.54%	6/3/2002	0.69%
Preservation of Capital	0.00%	0.00%	0.00%	N/A %	0.02%	9/1/2009	0.65%

NOTE: FUND CHANGES AND SMOOTHER GLIDEPATH implemented on March 27, 2016.

An investment in the Preservation of Capital Portfolio is not insured or guaranteed by the FDIC or any other government agency. Although the Portfolio seeks to preserve the value of your investment at $1.00 per share, it is possible to lose money by investing in the fund.
Current performance may be higher or lower than the performance data quoted. The return and principal value of an investment will fluctuate, so that an investor's shares, when redeemed, may be worth more or less than their original cost. For the most recent month-end performance, please click on the name of the fund, above.
***This total represents the portfolio expense limit, as reported in the current plan description, and is assessed against assets over the course of the year and does not include the annual state account maintenance fee or the annual USAA minimum-balance fee. If as determined periodically by USAA, a portfolio's underlying fund expenses exceed the portfolio expense limit, USAA has voluntarily agreed to make payments to the portfolio to the extent of such excess. USAA may discontinue these payments at any time without notice. The 3 month number is not annualized.**

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USAA 529 College Savings Plan: Underlying Mutual Fund Performance (as of March 31, 2016)

PERIOD ENDING: March 31, 2016				Average Annual Returns				
Fund / Market Index	Expense Ratio	After Reimbursement	Current Month Return	1 Year	3 Year	5 Year	10 Year	Since Fund Inception
USAA Emerging Markets Fund	**1.50%**	**n/a**	**12.06%**	**-8.33%**	**-5.85%**	**-6.50%**	**0.98%**	**3.72 %**
Lipper US Index - Emerging Markets Funds			12.37%	-10.59%	-4.42%	-3.34%	2.59%	
USAA Growth Fund	**1.11%**	**1.00%**	**6.77%**	**2.29%**	**14.26%**	**12.75%**	**6.05%**	**6.45%**
Lipper US Index - Multi Cap Growth Funds			6.16%	-5.29%	11.03%	9.42%	6.50%	
USAA Growth & Income Fund	**0.93%**	**n/a**	**6.81%**	**-2.92%**	**10.52%**	**9.09%**	**5.34%**	**7.61%**
Lipper US Index - Multi Cap Core Funds			-1.02%	12.37%	16.43%	14.71%	8.38%	
USAA High Income Fund	**0.89%**	**n/a**	**4.02%**	**-7.31%**	**0.43%**	**3.80%**	**6.01%**	**6.42 %**
Lipper US Index - High Yield Bond Funds			3.79%	-5.17%	1.24%	4.08%	5.46%	
USAA Income Fund	**0.53%**	**n/a**	**1.89%**	**0.26%**	**2.16%**	**4.02%**	**5.24%**	**8.17%**
Lipper US Index - A Rated Bond Funds			2.15%	0.84%	3.12%	4.61%	5.01%	
USAA Income Stock Fund	**0.79%**	**n/a**	**6.30%**	**2.42%**	**9.91%**	**9.92%**	**4.79%**	**8.18%**
Lipper US Index - Equity Income Funds			6.50%	-0.56%	8.60%	9.33%	5.78%	
USAA Intermediate-Term Bond Fund	**0.68%**	**0.65%**	**2.03%**	**-0.98%**	**1.85%**	**4.38%**	**5.71%**	**5.73%**
Lipper US Index - Core Plus Bond Funds			1.63%	0.37%	2.06%	3.99%	5.31%	
USAA International Fund	**1.12%**	**n/a**	**6.65%**	**-7.75%**	**2.05%**	**3.19%**	**3.67%**	**7.05%**
Lipper US Index - Intl Large Cap Growth Funds			6.49%	-7.57%	1.99%	2.42%	2.56%	
USAA Money Market Fund	**0.65%**	**n/a**	**0.00%**	**0.01%**	**0.01%**	**0.01%**	**1.21%**	**4.65%**
Lipper US Index - Money Market Funds			0.01%	0.03%	0.02%	0.02%	1.09%	
USAA Precious Metals & Minerals	**1.25%**	**n/a**	**6.67%**	**7.42%**	**-17.38%**	**-19.31%**	**-1.84%**	**3.36%**
Lipper US Index - Precious Metals Equity Funds			6.44%	9.90%	-15.23%	-17.86%	-2.33%	
USAA Short-Term Bond Fund	**0.62%**	**n/a**	**0.93%**	**0.60%**	**1.05%**	**1.98%**	**3.57%**	**4.07%**
Lipper US Index - Short Investment Grade Debt Funds			0.65%	0.61%	0.86%	1.58%	2.67%	
USAA Small Cap Stock Fund	**1.16%**	**n/a**	**8.06%**	**-8.55%**	**6.44%**	**7.20%**	**5.14%**	**6.17%**
Lipper US Index - Small Cap Core Funds			8.04%	-6.28%	7.20%	7.38%	5.68%	
USAA Real Return Fund	**1.15%**	**0.89%**	**5.01%**	**-3.81%**	**-1.85%**	**1.16%**	**-**	**1.65%**
Lipper US Index - Inflation Protected Bond Funds			1.85%	0.62%	-1.31%	2.26%	3.96%	
USAA Value Fund	**1.09%**	**1.15%**	**6.21%**	**-5.38%**	**8.27%**	**8.47%**	**5.82%**	**7.17%**
Lipper US Index - Multi Cap Value Funds			7.58%	-4.69%	8.36%	8.48%	4.81%	

•Expense ratios are after fund reimbursement. The performance data quoted represents past performance and is no guarantee of future results. Current performance may be higher or lower than the performance data quoted. The return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost . For performance data current to month-end, visit usaa.com.
Represents the total annual operating expenses (which includes acquired fund fees and expenses (AFFE), if any), before reductions of any expenses paid indirectly, as reported in the fund's most current prospectus. It is calculated as a percentage of average net assets (ANA).

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THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 4
June 21, 2016

Item: **Putnam 529 for America Program Manager Report for the Quarter End Performance Summary**

Recommendation:

That the Board review and approve the Putnam 529 for America Quarterly Report and Performance Summary as of March 31, 2016, and direct staff accordingly.

Fiscal:
None.

Summary:
Judy Minsk, Senior Product Marketing Manager with Putnam Investments will be available to answer questions.

College Savings Plans of Nevada Board of Trustees Meeting

Putnam 529 for America℠

Quarterly Report

January1–March 31, 2016

For use with the College Savings Plans of Nevada Board of Trustees. Not for public distribution.
301373 6/16

Putnam INVESTMENTS

Putnam 529 for America
Commentary as of 3/31/16

Plan update

- Putnam 529 for America plan assets were $387M as of 3/31/16
  - New plan accounts increased 4.24% quarter over quarter
  - Savingforcollege.com ranked Putnam 529 for America the #3 advisor-sold plan based on three-year performance, at NAV, as of March 31, 2016

Quarterly campaigns

- Used paid search with focus on Nevada to drive web traffic to Putnam 529 for America pages
- Promoted tax benefits of gifting to 529 accounts
  - Highlighted 529 features in Wealth Management call
  - Published Wealth Management blog post
- Conducted multiple email campaigns to promote Putnam 529 for America as an attractive alternative for upcoming program manager transitions
- Equipped wholesalers with post-ready college savings content to share with their networks
- Touted benefits of 529 college savings on Twitter

Putnam 529 for America

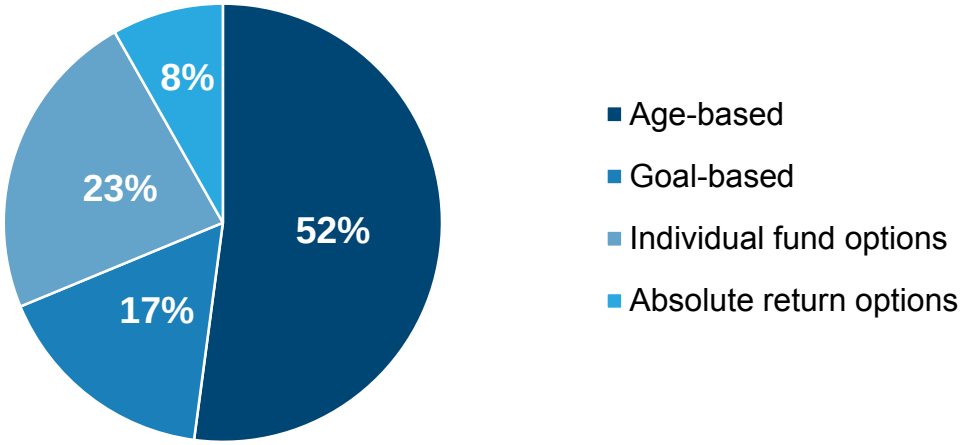
Highlights as of 3/31/16

Highlights this period	1st quarter 2016	4th quarter 2015	% change QvQ	1st quarter 2015	% change y/y
Assets under management	$387,322,396	$385,682,136	0.43%	$395,388,876	-2.04%
Total funded accounts	20,013	19,797	1.09%	19,247	3.98%
Total # unique customers	11,728	11,628	0.86%	11,357	3.27%
New accounts	492	472	4.24%	567	-13.23%
Average customer balance	$19,354	$19,482	-0.66%	$20,543	-5.79%
Nevada total assets	$7,998,040	$8,039,707	-0.52%	$8,141,918	-1.77%
Nevada funded accounts	446	441	1.13%	432	3.24%
Nevada average customer balance	$17,933	$18,231	-1.63%	$18,847	-4.85%
New Nevada accounts	12	10	20.00%	13	-7.69%
Total gross contributions	$10,319,835	$9,900,837	4.23%	$12,029,783	-14.21%
Total distributions	$5,840,295	$8,745,110	-33.22%	$6,200,210	-5.80%
Net contributions	$4,479,540	$1,155,727	287.59%	$5,829,573	-23.16%
Rollovers in	$2,022,844	$1,060,867	90.68%	$2,403,195	-15.83%
Rollovers out	$1,119,262	$1,832,977	-38.94%	$1,369,912	-18.30%
Net rollovers	$903,582	($772,110)	217.03%	$1,033,283	-12.55%
% of funded accounts with systematic investments	30.20%	29.90%	1.00%	29.10%	3.78%

Accounts defined as a unique owner/beneficiary combination.
Average account balance defined as total assets divided by the number of unique owner/beneficiary combinations.
Dollars in millions except average account balances.

Putnam 529 for America

Assets by investment category as of 3/31/16



Category	3/31/16 assets	Percentage of grand total
Age-based	$201,801,840	52.10%
Goal-based	$64,519,144	16.66%
Individual fund options	$89,177,249	23.02%
Absolute return options	$31,824,163	8.22%
Grand total	$387,322,396	100.00%

Excludes seed transactions.

Putnam 529 for America

Assets by investment option as of 3/31/16

Category	Fund	3/31/16 assets	Percentage of grand total
Age-based	**Total**	**$201,801,840**	**52.10%**
		$201,801,840	
Goal-based	**Total**	**$64,519,144**	**16.66%**
	Goal-based balanced	$22,056,764	5.69%
	Goal-based growth	$25,356,689	6.55%
	Goal-based aggressive growth	$17,105,691	4.42%
Individual fund options	**Total**	**$89,177,249**	**23.02%**
	Putnam Equity Income	$16,148,533	4.17%
	Putnam International Capital Opportunities	$5,226,191	1.35%
	Putnam Voyager	$12,709,418	3.28%
	Putnam Small Cap Value	$4,678,919	1.21%
	MFS Institutional International Equity	$5,046,319	1.30%
	Principal MidCap Blend	$16,850,677	4.35%
	Putnam 529 SSgA S&P 500	$7,562,380	1.95%
	Putnam High Yield Trust	$4,456,460	1.15%
	Putnam Income	$6,045,355	1.56%
	Federated U.S. Gov. Securities 2–5 years	$1,314,671	0.34%
	Putnam Money Market	$9,138,325	2.36%
Absolute return	**Total**	**$31,824,163**	**8.22%**
	Absolute 100	$1,582,874	0.41%
	Absolute 300	$5,209,132	1.34%
	Absolute 500	$11,733,378	3.03%
	Absolute 700	$13,298,778	3.43%
	Grand total	**$387,322,396**	**100.00%**

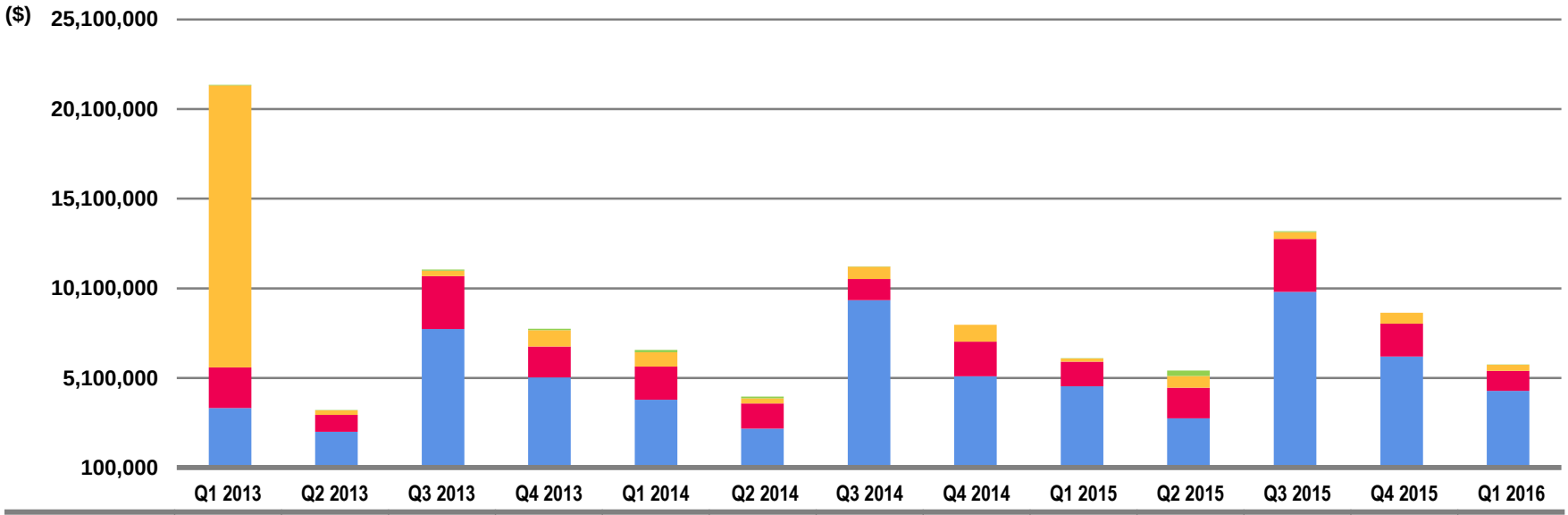
Putnam 529 for America

Contributions by type as of 3/31/16

Sales	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
NV sales	$358,632	$412,975	$167,875	$229,236	$235,233	$385,362	$200,857	$114,144	$273,713	$216,257	$177,238	$107,716	$170,004
National sales	10,157,003	8,723,868	9,854,155	12,136,097	13,097,873	12,488,175	13,054,976	12,158,134	11,756,070	8,882,407	10,372,221	$9,793,121	$10,149,831
Gross	10,515,636	9,136,844	10,022,030	12,365,332	13,333,106	12,873,537	13,255,833	12,272,278	12,029,783	9,098,663	10,549,459	$9,900,837	$10,319,835
NV net	270,942	367,821	39,542	203,283	99,759	305,541	2,645	69,868	165,371	117,214	21,752	$19,809	$67,261
National net	(11,215,080)	5,467,723	(1,172,755)	4,316,554	6,564,155	8,504,922	1,922,907	4,129,187	5,664,202	3,466,629	(2,755,518)	$1,135,919	$4,412,279
Net	(10,944,138)	5,835,544	(1,133,213)	4,519,838	6,663,914	8,810,462	1,925,552	4,199,055	5,829,573	3,583,843	(2,733,766)	$1,155,727	$4,479,540
New or existing account contributions	6,054,932	4,854,277	5,451,986	8,246,570	8,652,524	8,483,072	7,917,847	8,222,386	7,346,943	5,913,812	6,906,167	$6,346,924	$5,727,358
Total rollovers	2,685,750	2,452,362	2,658,867	2,168,806	2,675,330	2,321,566	3,196,751	1,813,134	2,403,195	862,580	1,190,184	$1,060,867	$2,022,844
Systematic investments	1,774,953	1,830,204	1,911,177	1,949,957	2,005,253	2,068,899	2,141,235	2,236,759	2,279,645	2,322,271	2,453,107	$2,493,046	$2,569,633
Systematics as % of sales	17%	20%	19.07%	15.76%	15.03%	16.07%	16.15%	18.22%	18.95%	25.52%	23.25%	25.18%	24.89%
Total rollovers	135	112	108	84	73	95	81	88	70	71	48	47	112

Putnam 529 for America

Distributions by category as of 3/31/16

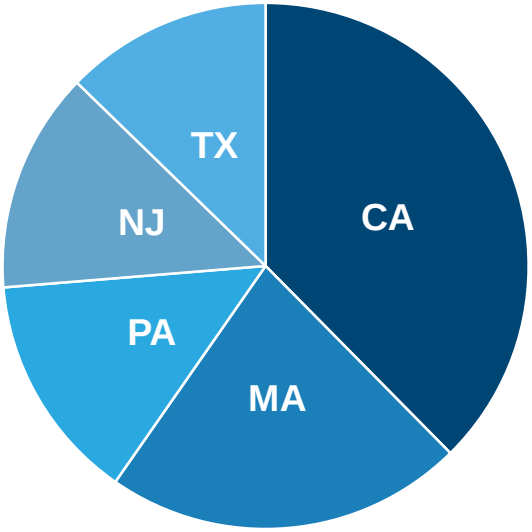


	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Qualified distributions	$3,415,294	$2,101,513	$7,831,508	$5,137,321	$3,884,477	$2,276,200	$9,432,216	$5,198,288	$4,631,785	$2,842,270	$9,897,896	$6,294,664	$4,376,516
Rollovers out	2,279,663	937,786	2,945,186	1,722,776	1,859,982	1,403,402	1,188,604	1,932,714	1,369,914	1,719,410	2,951,683	1,832,977	$1,119,262
Non-qualified distributions	15,735,312	258,988	313,964	897,950	783,761	286,305	685,028	942,222	178,614	651,006	380,989	617,469	$330,430
In-plan transfers	29,504	3,012	64,585	87,449	140,972	97,169	24,433	0	19,898	302,134	52,657	0	$14,087
Total distributions	$21,459,773	$3,301,299	$11,155,243	$5,137,321	$6,669,192	$4,063,075	$11,330,281	$8,073,223	$6,200,210	$5,514,821	$13,283,224	$8,745,110	$5,840,295

Putnam 529 for America

Sales by state as of 3/31/16

Top-selling states during Q1 2016



State	Q1 2016 Sales
CA	$2,421,430
MA	$1,421,675
PA	$903,229
NJ	$874,283
TX	$819,601
MN	$658,568
MO	$463,766
MI	$336,395
IL	$297,504
WA	$276,536

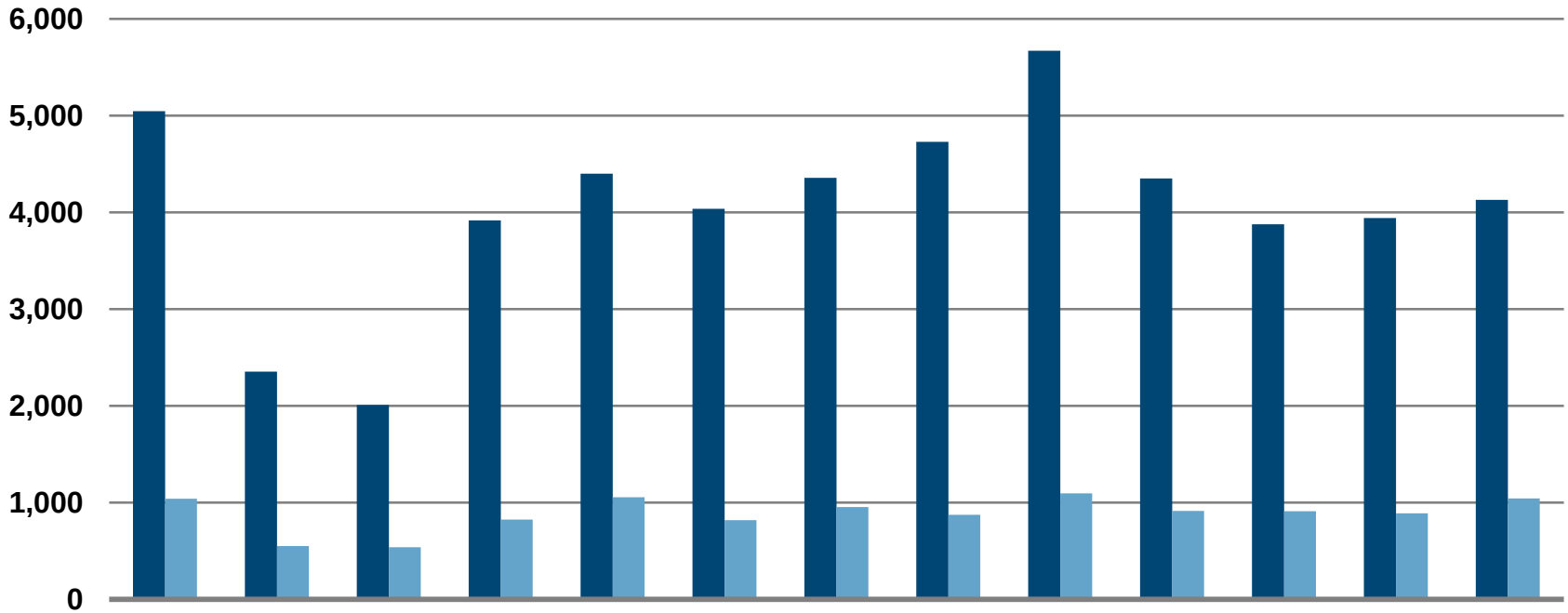
Putnam 529 for America

Client Services metrics as of 3/31/16

CRITERIA	SERVICE LEVEL
Transactions • 96% of all financial and non-financial transactions processed error free	98.9%
Telephone service • 80% of calls answered within 20 seconds	92.1%
Mail service	
• Transaction confirmations – 99% of confirmations and checks mailed within 2 business days of any transaction	100%
• Quarterly statements – 97% of customers receive quarterly statements within 5 business days of the end of each quarter	100%

Putnam 529 for America

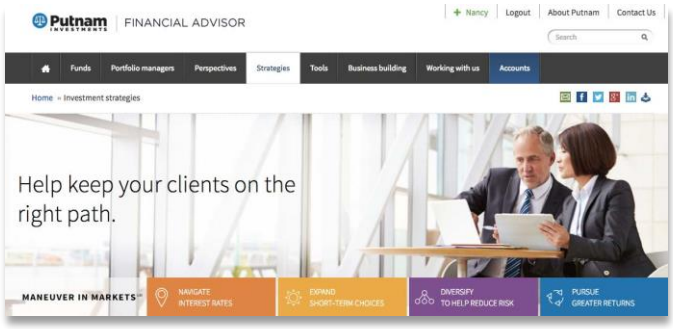
Web usage by customers as of 3/31/16



	Q1 2013	Q2 2013	Q3 2013	Q4 2013	Q1 2014	Q2 2014	Q3 2014	Q4 2014	Q1 2015	Q2 2015	Q3 2015	Q4 2015	Q1 2016
Visits	5,047	2,354	2,010	3,916	4,400	4,037	4,358	4,730	5,673	4,352	3,876	3,943	4,128
Visitors	1,039	550	537	825	1,055	818	952	873	1,094	914	909	888	1,042

Marketing and brand awareness
As of 3/31/16

- Rolled out “Maneuver in Markets” campaign to support advisors as they work to
  - Navigate interest rates
  - Expand short-term choices
  - Diversify to help reduce risk
  - Pursue greater returns
- Continued webcast series
  - Highlighted products with features aligned with Maneuver in Markets themes
  - Educated advisors about impact of DOL fiduciary rule and tax-smart strategies for clients
- Gained brand visibility through LinkedIn influencer posts and wholesaler content sharing
- Leveraged sports affiliations to broaden brand exposure
- Provided corporate support of non-profit causes

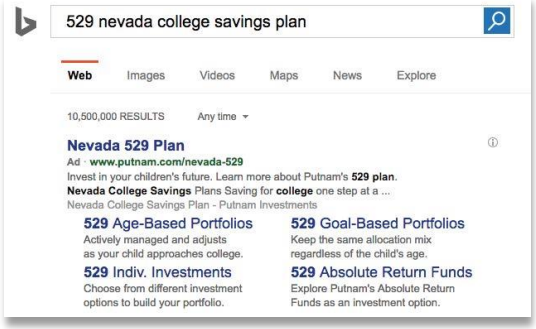


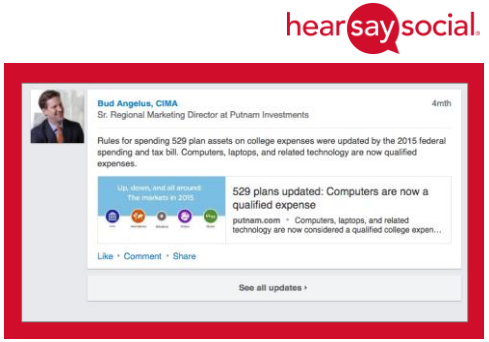
US SKI TEAM

Seasonal campaigns

Tax season

- Promoted tax benefits of gifting to 529 accounts
  - Highlighted 529 features in Wealth Management call
  - Published Wealth Management blog post
- Used paid search with focus on Nevada to drive web traffic to Putnam 529 for America pages
- Conducted multiple email campaigns to promote Putnam 529 for America as an attractive alternative for upcoming program manager transitions
- Equipped wholesalers with post-ready college savings content to share with their networks
- Touted benefits of 529 college saving on Twitter





Performance commentary

Fund	Assets as of 3/31/16	% of plan
Putnam International Capital Opportunities	$5,226,191	1.35%
Putnam Income Fund	$6,045,355	1.56%

Putnam International Capital Opportunities

- As of the end of the first calendar quarter of 2016, Putnam International Capital Opportunities Fund underperformed its benchmark, the S&P Developed ex-U.S. SmallCap Index, -0.94% vs. 0.53%.*
  - Stock selection effects dragged on returns. Sector and country allocation effects, a residual of the investment process, also detracted from performance.
  - Results from the information technology, consumer staples, and industrials sectors contributed most to performance. Stock selection effects were strongest within the information technology sector. Results from the financials, materials, and consumer discretionary sectors detracted most from results. Stock selection effects were weakest within the financials sector.
  - From a country perspective, results from Australia, Taiwan, and Norway contributed most to performance. Stock selection effects were strongest in Australia. Results from Japan, the United Kingdom, and Italy detracted most from results. Stock selection effects were weakest within the United Kingdom.

* Performance figures reflect Y-share returns of underlying funds.

Putnam Income Fund

- During the first calendar quarter of 2016, Putnam Income Fund underperformed its benchmark, the Barclays U.S. Aggregate Bond Index, -0.55% versus +3.03%*
- The fund's term structure strategy — including a relative short-duration position — was the biggest detractor from performance. The strategy was negatively affected as risk-off sentiment increased investors' preference for long-term U.S. Treasuries, which resulted in lower interest rates during the quarter.
- Mortgage credit strategies also weighed on returns, particularly commercial mortgage-backed securities [CMBS] mezzanine debt, and non-agency residential mortgage-backed securities [RMBS]. The mezzanine tranches are in the lower range of a CMBS deal's overall credit spectrum, but in our opinion, these tranches typically offer the best risk-adjusted returns in the deal. Risk-averse sentiment and a challenging liquidity environment were both significant headwinds facing these securities.
- The fund's prepayment strategies, especially its allocation to agency interest-only CMO securities [agency IOs], pushed returns lower, as well. In addition to being negatively affected by strong risk-averse sentiment, prices fell on investor concerns that any further drop in interest rates could cause an increase in prepayment speeds. On a more positive note, some of the declines experienced by these strategies were offset by positioning that took advantage of an increasing yield differential between mortgage rates and U.S. Treasuries.
- The fund's corporate credit strategies also detracted, particularly due to an overweight to the investment-grade financials sector, which underperformed the broader sector.
- The team expects both the moderate economic expansion and the interest-rate normalization in the U.S. to continue. In general, we believe investment opportunities in credit (both corporate and mortgage), prepayment, and liquidity risk are attractive, while de-emphasizing interest-rate risk continues to be a prudent portfolio position decision.

* Performance figures reflect Y-share returns of underlying funds.

Putnam 529 for America

Performance as of 3/31/16

PORTFOLIOS	INCEPTION DATE	3 MONTHS BEFORE SALES CHARGE	3 MONTHS AFTER SALES CHARGE	1 YEAR BEFORE SALES CHARGE	1 YEAR AFTER SALES CHARGE	3 YEARS BEFORE SALES CHARGE	3 YEARS AFTER SALES CHARGE	5 YEARS BEFORE SALES CHARGE	5 YEARS AFTER SALES CHARGE	SINCE INCEPTION BEFORE SALES CHARGE	SINCE INCEPTION AFTER SALES CHARGE	TOTAL EXPENSE RATIO
AGE-BASED PORTFOLIOS												
Graduate	10/1/2010	0.00%	-5.75%	-0.62%	-6.33%	1.50%	-0.49%	2.00%	0.80%	2.17%	1.07%	0.96%
Graduate Index		0.90		0.32		2.15		2.52		2.73		
1995	10/1/2010	0.00	-5.75	-0.64	-6.36	2.43	0.43	3.32	2.10	3.93	2.82	0.96
1995 Index		0.41		0.13		2.58		3.53		4.22		
1996	10/1/2010	-0.08	-5.82	-0.86	-6.56	2.94	0.93	3.79	2.57	4.49	3.37	0.98
1996 Index		0.57		0.15		3.07		4.02		4.79		
1997	10/1/2010	0.00	-5.75	-0.98	-6.68	3.43	1.41	4.27	3.04	5.03	3.91	1.00
1997 Index		0.73		0.18		3.56		4.50		5.36		
1998	10/1/2010	-0.07	-5.82	-1.17	-6.86	3.90	1.87	4.70	3.46	5.55	4.42	1.03
1998 Index		0.92		0.22		4.05		4.95		5.90		
1999	10/1/2010	-0.14	-5.89	-1.43	-7.09	4.42	2.37	5.13	3.90	6.06	4.93	1.04
1999 Index		1.03		0.19		4.54		5.39		6.44		
2000	10/1/2010	-0.21	-5.95	-1.67	-7.32	4.92	2.87	5.54	4.30	6.55	5.40	1.07
2000 Index		1.14		0.15		5.00		5.80		6.93		
2001	10/1/2010	-0.28	-6.01	-1.89	-7.54	5.41	3.35	5.89	4.65	6.99	5.85	1.08
2001 Index		1.25		0.08		5.47		6.17		7.39		
2002	10/1/2010	-0.40	-6.13	-2.25	-7.87	5.86	3.79	6.18	4.93	7.37	6.22	1.09
2002 Index		1.34		0.01		5.92		6.51		7.81		
2003	10/1/2010	-0.53	-6.25	-2.59	-8.19	6.20	4.12	6.42	5.17	7.69	6.54	1.10
2003 Index		1.41		-0.09		6.28		6.80		8.19		
2004	10/1/2010	-0.72	-6.42	-2.93	-8.51	6.51	4.43	6.64	5.38	7.98	6.82	1.11
2004 Index		1.45		-0.23		6.58		7.03		8.50		

Performance for periods of less than one year is not annualized.

Putnam 529 for America

Performance as of 3/31/16

PORTFOLIOS	INCEPTION DATE	3 MONTHS BEFORE SALES CHARGE	3 MONTHS AFTER SALES CHARGE	1 YEAR BEFORE SALES CHARGE	1 YEAR AFTER SALES CHARGE	3 YEARS BEFORE SALES CHARGE	3 YEARS AFTER SALES CHARGE	5 YEARS BEFORE SALES CHARGE	5 YEARS AFTER SALES CHARGE	SINCE INCEPTION BEFORE SALES CHARGE	SINCE INCEPTION AFTER SALES CHARGE	TOTAL EXPENSE RATIO
AGE-BASED PORTFOLIOS												
2005	10/1/2010	-0.77%	-6.48%	-3.14%	-8.71%	6.74%	4.66%	6.76%	5.51%	8.18%	7.02%	1.12%
2005 Index		1.42		-0.41		6.81		7.20		8.74		
2006	10/1/2010	-0.89	-6.59	-3.42	-8.97	6.98	4.89	6.88	5.62	8.36	7.20	1.13
2006 Index		1.38		-0.60		7.01		7.35		8.96		
2007	10/1/2010	-1.01	-6.70	-3.63	-9.17	7.18	5.08	6.97	5.71	8.50	7.34	1.13
2007 Index		1.33		-0.79		7.18		7.48		9.14		
2008	10/1/2010	-1.13	-6.81	-3.84	-9.37	7.31	5.22	7.06	5.80	8.64	7.48	1.13
2008 Index		1.29		-0.99		7.30		7.58		9.29		
2009	10/1/2010	-1.18	-6.87	-4.05	-9.57	7.43	5.33	7.14	5.88	8.76	7.60	1.14
2009 Index		1.24		-1.22		7.39		7.65		9.40		
2010	10/1/2010	-1.24	-6.92	-4.26	-9.77	7.50	5.40	7.22	5.96	8.85	7.69	1.14
2010 Index		1.19		-1.44		7.44		7.70		9.48		
2011	1/3/2011	-1.32	-7.00	-4.42	-9.92	7.57	5.46	7.33	6.06	7.91	6.70	1.14
2011 Index		1.14		-1.61		7.50		7.76		8.36		
2012	1/3/2012	-1.40	-7.07	-4.61	-10.09	7.65	5.55	–	–	10.89	9.36	1.15
2012 Index		1.10		-1.75		7.56		–		10.80		
2013	1/2/2013	-1.39	-7.06	-4.67	-10.15	7.70	5.60	–	–	9.62	7.64	1.15
2013 Index		1.04		-1.83		7.61		–		9.51		
2014	1/2/2014	-1.47	-7.13	-4.78	-10.25	–	–	–	–	3.31	0.63	1.15
2014 Index		0.99		-1.90		–		–		3.54		
2015	1/2/2015	-1.40	-7.07	-4.65	-10.13	–	–	–	–	-1.28	-5.85	1.16
2015 Index		0.96		-1.94		–		–		0.29		
2016*	1/4/2016	-1.50	-7.16	–	–	–	–	–	–	-1.50	-7.16	1.16
2016 Index*		0.93		–		–		–		0.93		

* "Since inception" performance is not annualized, but cumulative.
Periods less than one year are not annualized.

Putnam 529 for America

Performance as of 3/31/16

PORTFOLIOS	INCEPTION DATE	3 MONTHS BEFORE SALES CHARGE	3 MONTHS AFTER SALES CHARGE	1 YEAR BEFORE SALES CHARGE	1 YEAR AFTER SALES CHARGE	3 YEARS BEFORE SALES CHARGE	3 YEARS AFTER SALES CHARGE	5 YEARS BEFORE SALES CHARGE	5 YEARS AFTER SALES CHARGE	SINCE INCEPTION BEFORE SALES CHARGE	SINCE INCEPTION AFTER SALES CHARGE	TOTAL EXPENSE RATIO
GOAL-BASED PORTFOLIOS												
Balanced	10/1/2010	-0.92%	-6.62%	-3.39%	-8.95%	6.53%	4.45%	6.76%	5.50%	7.78%	6.63%	1.12%
Balanced Index		1.33		-0.54		6.57		7.11		8.29		
Growth	10/1/2010	-1.47	-7.14	-4.91	-10.37	7.67	5.57	7.42	6.15	9.04	7.87	1.16
Growth Index		0.94		-1.97		7.64		7.90		9.69		
Aggressive Growth	10/1/2010	-1.79	-7.44	-5.77	-11.19	8.52	6.40	8.21	6.93	10.10	8.92	1.18
Aggressive Growth Index		0.49		-2.53		8.52		8.46		10.61		
INDIVIDUAL OPTIONS												
Putnam Equity Income Fund	10/1/2010	0.27	-5.50	-4.19	-9.70	8.57	6.45	9.79	8.50	12.13	10.92	1.10
Russell 1000 Value Index		1.64		-1.54		9.38		10.25		12.44		
Putnam International Capital Opportunities Fund	10/1/2010	-1.02	-6.71	-4.52	-10.01	0.55	-1.41	0.19	-0.99	2.78	1.68	1.37
S&P Developed Ex U.S. SmallCap Index		0.52		1.96		6.62		4.69		7.07		
Putnam Voyager Fund	10/1/2010	-4.31	-9.81	-12.83	-17.85	8.77	6.64	4.99	3.75	7.22	6.07	1.12
Russell 1000 Growth Index		0.74		2.52		13.61		12.38		14.64		
Putnam Small Cap Value Fund	9/12/2014	-1.33	-7.00	-7.02	-12.37	–	–	–	–	-2.14	-5.81	1.29
Russell 2000 Value Index		1.70		-7.72		–		–		-1.72		
MFS Institutional International Equity Fund	10/1/2010	-2.43	-8.04	-8.28	-13.55	2.05	0.06	3.18	1.96	4.67	3.55	1.10
MSCI EAFE Index (ND)		-3.01		-8.27		2.23		2.29		3.82		
Principal MidCap Fund	10/1/2010	0.80	-4.99	-4.23	-9.73	10.68	8.52	12.14	10.82	14.75	13.52	1.09
Russell Mid Cap Index		2.24		-4.04		10.45		10.30		13.23		

Periods less than one year are not annualized.

Putnam 529 for America

Performance as of 3/31/16

PORTFOLIOS	INCEPTION DATE	3 MONTHS BEFORE SALES CHARGE	3 MONTHS AFTER SALES CHARGE	1 YEAR BEFORE SALES CHARGE	1 YEAR AFTER SALES CHARGE	3 YEARS BEFORE SALES CHARGE	3 YEARS AFTER SALES CHARGE	5 YEARS BEFORE SALES CHARGE	5 YEARS AFTER SALES CHARGE	SINCE INCEPTION BEFORE SALES CHARGE	SINCE INCEPTION AFTER SALES CHARGE	TOTAL EXPENSE RATIO
INDIVIDUAL OPTIONS												
SSGA S&P 500 Index	6/27/2012	1.17%	-4.64%	1.30%	-4.53%	11.17%	9.00%	_	_	14.04%	12.26%	0.55%
S&P 500 Index		1.35		1.78		11.82		_		14.72		
Putnam High Yield Trust	10/1/2010	2.87	-1.25	-4.79	-8.60	1.11	-0.26	3.79%	2.94%	4.76	3.98	1.17
JPMorgan Developed High Yield Index		3.06		-3.99		1.85		5.20		6.11		
Putnam Income Fund	10/1/2010	-0.66	-4.64	-4.00	-7.84	0.82	-0.54	3.36	2.52	3.37	2.61	0.99
Barclays U.S. Aggregate Bond Index		3.03		1.96		2.50		3.78		3.26		
Federated U.S. Government Securities Fund	10/1/2010	1.77	-2.30	0.58	-3.44	-0.03	-1.38	0.98	0.15	0.61	-0.13	0.97
BofA Merrill Lynch 3–5 Year Treasury Index		2.45		2.56		1.69		2.59		2.06		
Putnam Money Market Fund	10/1/2010	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.87
Lipper Money Market Funds Average		0.01		0.03		0.02		0.02		0.02		
ABSOLUTE RETURN OPTIONS												
Absolute Return 100 Fund	10/1/2010	-0.97	-1.96	-1.83	-2.81	-0.07	-0.40	0.02	-0.18	0.34	0.16	0.80
BofA Merrill Lynch U.S. Treasury Bill Index		0.11		0.17		0.11		0.11		0.12		
Absolute Return 300 Fund	10/1/2010	-3.11	-4.08	-4.81	-5.76	-0.67	-1.00	-0.17	-0.37	0.52	0.34	0.98
BofA Merrill Lynch U.S. Treasury Bill Index		0.11		0.17		0.11		0.11		0.12		
Absolute Return 500 Fund	10/1/2010	-0.94	-6.63	-3.32	-8.88	1.08	-0.89	2.00	0.80	2.82	1.72	1.25
BofA Merrill Lynch U.S. Treasury Bill Index		0.11		0.17		0.11		0.11		0.12		
Absolute Return 700 Fund	10/1/2010	-1.24	-6.92	-5.15	-10.60	1.34	-0.64	2.38	1.18	3.34	2.23	1.40
BofA Merrill Lynch U.S. Treasury Bill Index		0.11		0.17		0.11		0.11		0.12		

Periods less than one year are not annualized.

Putnam 529 for America

Underlying performance as of 3/31/16

	QUARTER	YEAR TO DATE	1 YR	3 YRS	5 YRS	10 YRS	SINCE INCEPTION
Putnam GAA All Equity Portfolio (9/29/2010)	-1.69%	-1.69%	-5.42%	8.96%	8.65%	–	10.63%
Putnam Equity Blended Index	0.49	0.49	-2.53	8.52	8.46	–	10.63
Lipper Multi-Cap Core Funds average	0.42	0.42	-3.87	9.24	9.02	–	11.46
Putnam GAA Growth Portfolio (9/29/2010)	-1.28	-1.28	-4.25	7.84	7.59	–	9.19
Putnam Growth Blended Benchmark	1.08	1.08	-1.80	7.34	7.70	–	9.40
Lipper Mixed-Asset Target Allocation Growth Funds average	0.54	0.54	-3.09	5.70	6.02	–	7.64
Putnam GAA Balanced Portfolio (9/29/2010)	-0.75	-0.75	-2.95	7.22	7.62	–	8.65
Putnam Balanced Blended Benchmark	1.49	1.49	-0.30	6.87	7.50	–	8.66
Lipper Mixed-Asset Target Allocation Moderate Funds average	1.17	1.17	-2.71	4.29	5.10	–	6.34
Putnam GAA Conservative Portfolio (9/29/2010)	0.43	0.43	-1.56	4.70	5.91	–	6.16
Putnam Conservative Blended Benchmark	2.30	2.30	0.77	4.71	5.75	–	6.09
Lipper Mixed-Asset Target Allocation Consv. Funds average	1.70	1.70	-1.73	2.63	3.91	–	4.60
Federated U.S. Government Sec Fund: 2–5 Years Instl (2/18/1983)	1.89	1.89	0.91	0.36	1.37	3.44%	5.96
BofA Merrill Lynch 3–5 Year Treasury Index	2.45	2.45	2.56	1.69	2.59	4.34	–
Lipper Short-Intermediate U.S. Government Funds average	1.30	1.30	0.71	0.51	1.27	3.04	5.96
Putnam Small Cap Value Y (4/12/1999)	-1.25	-1.25	-6.73	6.73	7.28	3.32	9.12
Russell 2000 Value Index	1.70	1.70	-7.72	5.73	6.67	4.42	9.02
Lipper Small-Cap Value Funds average	2.66	2.66	-6.46	6.10	6.67	5.28	10.35
Principal MidCap Fund Instl (3/1/2001)	0.91	0.91	-3.84	11.18	12.69	9.96	10.13
Russell Mid Cap Index	2.24	2.24	-4.04	10.45	10.30	7.45	8.60
Lipper Multi-Cap Growth Funds average	-2.86	-2.86	-4.38	10.31	9.11	6.40	5.09
SSgA S&P 500 Index Fund (12/30/1992)	1.30	1.30	1.67	11.65	11.44	6.87	8.87
S&P 500 Index	1.35	1.35	1.78	11.82	11.58	7.01	9.02
Lipper S&P 500 Index Funds average	1.18	1.18	1.25	11.21	10.96	6.49	8.65
Putnam Equity Income Fund Y (6/15/1977)	0.36	0.36	-3.84	9.03	10.25	7.58	10.15
Russell 1000 Value Index	1.64	1.64	-1.54	9.38	10.25	5.72	–
Lipper Equity Income Funds average	2.87	2.87	-1.48	7.82	8.63	6.03	10.53
Putnam International Capital Opportunities Fund Y (12/28/1995)	-0.94	-0.94	-4.17	0.94	0.58	2.80	9.33
S&P Developed ex U.S. SmallCap Index	0.52	0.52	1.96	6.62	4.69	4.19	6.88
Lipper International Small/Mid-Cap Core average	-0.81	-0.81	-2.65	4.10	2.81	2.87	8.90

Performance for periods of less than one year is not annualized.

Putnam 529 for America

Underlying performance as of 3/31/16

	QUARTER	YEAR TO DATE	1 YR	3 YRS	5 YRS	10 YRS	SINCE INCEPTION
Putnam Income Fund Y (11/1/1954)	-0.55%	-0.55%	-3.61%	1.21%	3.79%	5.62%	7.63%
Barclays U.S. Aggregate Bond Index	3.03	3.03	1.96	2.50	3.78	4.90	–
Lipper Core Bond Funds average	2.71	2.71	0.93	1.94	3.52	4.38	–
Putnam High Yield Trust Y (2/14/1978)	2.97	2.97	-4.44	1.52	4.22	6.10	8.38
JPMorgan Developed High Yield Index	3.06	3.06	-3.99	1.85	5.20	7.16	–
Lipper High Yield Funds average	2.26	2.26	-4.01	1.05	3.83	5.55	8.09
Putnam Money Market Fund A (10/1/1976)	0.00	0.00	0.01	0.01	0.01	1.16	4.96
Lipper Money Market Funds average	0.01	0.01	0.03	0.02	0.02	1.03	5.08
Putnam Voyager Fund Y (4/1/1969)	-4.27	-4.27	-12.59	9.22	5.41	6.31	10.50
Russell 1000 Growth Index	0.74	0.74	2.52	13.61	12.38	8.28	–
Lipper Large-Cap Growth Funds average	-2.77	-2.77	-1.45	11.86	10.44	6.89	9.70
MFS Instl International Equity Fund (1/30/1996)	-2.33	-2.33	-7.95	2.47	3.59	4.14	7.39
MSCI EAFE Index (ND)	-3.01	-3.01	-8.27	2.23	2.29	1.80	4.21
Lipper International Large-Cap Growth average	-1.98	-1.98	-7.08	2.18	2.24	2.79	6.84
Putnam Absolute Return 100 Fund Y (12/23/2008)	-0.91	-0.91	-1.45	0.33	0.42	–	1.21
BofA Merrill Lynch U.S. Treasury Bill Index	0.11	0.11	0.17	0.11	0.11	–	0.15
Putnam Absolute Return 300 Fund Y (12/23/2008)	-2.99	-2.99	-4.48	-0.28	0.21	–	2.01
BofA Merrill Lynch U.S. Treasury Bill Index	0.11	0.11	0.17	0.11	0.11	–	0.15
Putnam Absolute Return 500 Fund Y (12/23/2008)	-0.84	-0.84	-2.95	1.47	2.42	–	3.92
BofA Merrill Lynch U.S. Treasury Bill Index	0.11	0.11	0.17	0.11	0.11	–	0.15
Putnam Absolute Return 700 Fund Y (12/23/2008)	-1.17	-1.17	-4.83	1.75	2.79	–	4.96
BofA Merrill Lynch U.S. Treasury Bill Index	0.11	0.11	0.17	0.11	0.11	–	0.15

Performance for periods of less than one year is not annualized.

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NOT FOR PUBLIC DISTRIBUTION.

Putnam Retail Management
putnam.com

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 5
June 21, 2016

Item: **Consent to Amendment 15 to the USAA Private Label Product Agreement with Ascensus**

Recommendation:

That the Board consent to Amendment 15 to the USAA Private Label Product Agreement, with Ascensus.

Fiscal:
None by this action.

Summary:

This Amendment 15 to the USAA Private Label Product Agreement extends the current expiration date of the agreement from June 30, 2016 to September 30, 2016.

Sue Serewicz of Ascensus and Christopher Smith of USAA will be available to answer questions.

15th Amendment to the PRIVATE LABEL PRODUCT AGREEMENT

THIS 15th AMENDMENT is entered into as of June 7, 2016 and modifies the PRIVATE LABEL PRODUCT AGREEMENT (the "Agreement") made and entered into as of August 13, 2004, (as amended from time to time) among Ascensus Broker Dealer Services, Inc. (f/k/a Upromise Investments, Inc., a Delaware corporation) ("ABD"), Ascensus Investment Advisors, LLC (f/k/a Upromise Investment Advisors, LLC) a Delaware limited liability company) ("AIA"), and Ascensus College Savings Recordkeeping Services, LLC (f/k/a Upromise Investments Recordkeeping Services, LLC) a Delaware limited liability company ("ACSR" and collectively with ABD and AIA "Ascensus"); and USAA Investment Management Company, a Delaware corporation ("USAA IMCO"), (Ascensus and USAA IMCO collectively referred to as the "Parties").

WHEREAS the current term of the Agreement (the Initial Renewal Term) is scheduled to expire on June 30, 2016; and

WHEREAS the Parties are engaged in ongoing discussions to amend the Agreement in order to extend the term of the Agreement and to make certain other updates; and

WHEREAS the Parties wish to extend the term of the Agreement until such time as it is expected the updates to the Agreement will be finalized.

NOW THEREFORE, for valuable consideration, the receipt and sufficiency of which is hereby acknowledged by the Parties, the Parties agree as follows:

1. The term of the Agreement is hereby extended through September 30, 2016.

2. Except as provided herein, the Agreement remains unchanged and in full force and effect. All defined terms will have the same meaning ascribed to them in the Agreement, unless otherwise defined herein.

IN WITNESS WHEREOF, each of the Parties hereto has caused this 15th Amendment to the Agreement to be executed on its behalf by a duly authorized representative.

ASCENSUS BROKER DEALER SERVICES, INC.

By: _____
Name: Jeff Howkins
Title: President and CEO
Date: June 7, 2016

ASCENSUS COLLEGE SAVINGS RECORDKEEPING SERVICES, LLC.

By: _____
Name: Jeff Howkins
Title: President and CEO
Date: June 7, 2016

ASCENSUS INVESTMENT ADVISORS, LLC.

By: _____
Name: Jeff Howkins
Title: President and CEO
Date: June 7, 2016

USAA INVESTMENT MANAGEMENT COMPANY

By: _____
Name: Travis Cox
Title: Contract Advisor
Date: 7 June 2016

CONSENT OF BOARD OF TRUSTEES

USAA Private Label Product Agreement

Consent of State of Nevada
Board of Trustees of the College Savings Plans of Nevada

The State of Nevada Board of Trustees of the College Savings Plans of Nevada, acting by and through its Administrator, the State Treasurer of the State of Nevada ("State"), hereby consents, pursuant to Section 2.2 of the Direct Program Management Agreement attached as Attachment A to the Contract for Services of Independent Contractor between the State and Ascensus Broker Dealer Services, Inc. (formerly known as Upromise Investments, Inc.), to the execution, delivery, performance of, and compliance with Amendment #15 to the USAA Private Label Product Agreement attached hereto among Ascensus Broker Dealer Services, Inc., Ascensus Investment Advisors, LLC, Ascensus College Savings Recordkeeping Services, LLC, and USAA Investment Management Company.

Dated: June 21, 2016

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

By: _____
Chair of the Board
State Treasurer

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 6
June 21, 2016

Item: **Supplement to the Vanguard 529 College Savings Plan Program Description**

Recommendation:

That the Board review and approve a supplement to the Vanguard 529 College Savings Plan Program Description per NRS 353B.370; or direct staff as appropriate.

Fiscal Impact:
None.

Summary:
Under NRS 353B.370 the Board must approve all marketing materials for each plan within the Nevada College Savings Program.

This supplement to the Vanguard 529 College Savings Plan, dated November 2014, notices participants that Vanguard plans to replace the Vanguard Prime Money Market fund within the Vanguard Short-Term Reserves Account with the Vanguard Federal Money Market Fund.

Tom Hewitt, with Vanguard, will be available to answer questions.

SUPPLEMENT DATED [DATE] TO THE VANGUARD 529 COLLEGE SAVINGS PLAN PROGRAM DESCRIPTION DATED NOVEMBER 2014

Please keep this Supplement, which describes important changes, with your other Vanguard 529 College Savings Plan documents.

Vanguard Federal Money Market Fund Replacing Vanguard Prime Money Market Fund in the Vanguard Short-Term Reserves Account

The following replaces the third and fourth paragraphs of the "Investment Strategy" for the Vanguard Income Portfolio on pages 12 and 13 of the Program Description:

Through its investment in Vanguard Short-Term Reserves Account, the Portfolio indirectly invests in funding agreements issued by one or more insurance companies, synthetic investment contracts (SICs), and shares of Vanguard Federal Money Market Fund. Funding agreements and SICs are interest-bearing contracts that are structured to preserve principal and accumulate interest earnings over the life of the investment. Funding agreements generally pay interest at a fixed interest rate and have fixed maturity dates that normally range from 2 to 5 years. SICs pay a variable interest rate and have an average duration range between 2 and 5 years. The Federal Money Market Fund invests primarily in high-quality, short-term money market instruments issued by the U.S. government and its agencies and instrumentalities.

Note: Vanguard Short-Term Reserves Account's investments in Vanguard Federal Money Market Fund are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the Federal Money Market Fund seeks to preserve the value of the investment at $1 per share, it is possible that the Vanguard Short-Term Reserves Account may lose money by investing in the Fund.

The following replaces the "Investment Risks" for the Vanguard Income Portfolio on page 13 of the Program Description:

Because it invests mainly in bond funds, the Portfolio is primarily subject to low to moderate levels of interest rate risk, credit risk, income risk, and call/prepayment risk. The Portfolio also has a moderate level of income fluctuation risk and low levels of manager risk, index sampling risk, and derivatives risk.

The following replaces the "Investment Strategy" for the Vanguard Interest Accumulation Portfolio on page 20 of the Program Description:

The Portfolio directs all of its assets into Vanguard Short-Term Reserves Account, through which the Portfolio owns funding agreements issued by one or more insurance companies, synthetic investment contracts (SICs), and/or shares of Vanguard Federal Money Market Fund. Funding agreements and SICs are interest-bearing contracts that are structured to preserve principal and accumulate interest earnings over the life of the investment. Funding agreements generally pay interest at a fixed interest rate and have fixed maturity dates that normally range from 2 to 5 years. SICs pay a variable interest rate and have an average duration range between 2 and 5 years. Investments in either new funding agreements or SICs are based upon available liquidity in the Portfolio and the competitiveness of offered yields, based on market conditions and trends. The Short-Term Reserves Account may also invest as little as 5% to 25% of its assets in shares of Vanguard Federal Money Market Fund, to meet normal liquidity needs, to as much as all or a large portion of its assets in this Fund if sufficient investments cannot be obtained from issuers meeting the minimum credit standards and contract terms.

Vanguard Federal Money Market Fund invests in high-quality, short-term money market instruments issued by the U.S. government and its agencies and instrumentalities. Although these securities are high-quality, most of the securities held by the Fund are neither guaranteed by the U.S. Treasury nor supported by the full faith and credit of the U.S. government. To be considered high-quality, a security generally must be rated in one of the two highest credit-quality categories for short-term securities by at least two nationally recognized rating services (or by one, if only one rating service has rated the security). Vanguard Federal Money Market Fund maintains a dollar-weighted average maturity of 60 days or less and a dollar-weighted average life of 120 days or less. The performance of the Interest Accumulation Portfolio will reflect the blended earnings of the funding agreements, SICs, and Vanguard Federal Money Market Fund shares held by the Portfolio, minus the Portfolio's expenses, including a benefit responsive charge paid to the issuers of SICs and separate account funding agreements. The benefit responsive charges range from 0.20% to 0.30%. The Portfolio's target duration is expected to range between 1.5 and 3.5 years. The Portfolio has a longer average maturity than money market funds, which should result in higher yields when interest rates are stable or declining. However, because only a portion of the Portfolio's investment matures each year, its yield will change more slowly than that of a money market fund. As a result, when interest rates are rising, the Portfolio's yield may fall below money market funds' yields for an extended period.

Note: Vanguard Short-Term Reserves Account's investment in Vanguard Federal Money Market Fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the Fund seeks to preserve the value of the investment at $1 per share, it is possible that Vanguard Short-Term Reserves Account may lose money by investing in the Fund.

The following replaces the "Investment Risks" for the Vanguard Interest Accumulation Portfolio on page 20 of the Program Description:

The Portfolio is subject to a **high** level of **income risk** and **moderate** levels of **manager risk** and **credit risk**. The Portfolio also has a **low** level of **derivatives risk**.

*"**Industry Concentration Risk**" is deleted as a Risk Factor under "Explanation of the Risk Factors of the Portfolios" on page 21 of the Program Description:*

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 7
June 21, 2016

Item: **Prepaid Tuition/Higher Education Trust Fund Investment Performance Review for the Quarter End Performance Summary**

Recommendation:

That the Board review and approve the Nevada Higher Education Trust Fund quarterly review of investment performance by Pension Consulting Alliance for the quarter ending March 31, 2016, and direct staff as appropriate.

Fiscal:
None.

Summary:

In October 2011, the Board approved the Amended Investment Policy Statement and Comprehensive Investment Plan for the Nevada Higher Education Prepaid Tuition Trust Fund outlining the criteria for investment monitoring and analysis, including the establishment of a "Watch List" process.

In October of 2014 the Board approved a contract with Pension Consulting Alliance (PCA) to perform investment review services of the Nevada Prepaid Tuition/Higher Education Trust Fund (formerly performed by Callan Associates). These services include an independent quarterly review of investment performance and fund monitoring of each underlying fund or separate account. Attached is PCA's report for the quarter ending March 31, 2016.

Eric White from PCA will be available should there be any questions from the Board.

PCA PENSION CONSULTING ALLIANCE

1Q 2016

Nevada Higher Education Prepaid Tuition Program

QUARTERLY REPORT

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Nothing herein is intended to serve as investment advice, a recommendation of any particular investment or type of investment, a suggestion of the merits of purchasing or selling securities, or an invitation or inducement to engage in investment activity.

INTRODUCTION

The Nevada Prepaid Tuition Plan Portfolio had an aggregate value of $215.8 million as of March 31, 2016. During the latest quarter, the Total Portfolio increased in value by $4.2 million, and over the latest year the Total Portfolio increased by $11.8 million. US GDP growth for the first quarter of 2016 (advanced estimate) has slowed since the fourth quarter of 2015 decreasing from 1.4% to 0.5%. GDP growth during the first quarter was driven mostly by consumer spending on household services. The unemployment rate dropped to 4.9% as of quarter end, continuing its downward trend over the last 2+ years. The Consumer Price Index for All Urban Consumers increased by 0.5% in the quarter. Commodities improved in the first quarter, as they returned 0.3%, up from last quarter's return of (10.5%). The US dollar appreciated against the British Pound, and depreciated against the Yen and Euro this quarter. US equities provided mixed results, with broad and large cap stocks delivering slightly positive returns for the quarter, and small cap growth and core stocks earning negative returns over the same period. International Equities performed poorly for the quarter and 1-year periods. The BC Universal Index returned 3.1% during the quarter, which increased the 1-year return to 1.8%.

Asset Allocation Trends

With respect to policy targets, the Total Portfolio ended the latest quarter overweight Equities and Fixed Income, while underweight Covered Calls. All asset class weights are within their policy target bands.

Recent Investment Performance

The Total Portfolio underperformed its policy benchmark by (40) basis points over the most recent Quarter, and outperformed the benchmark over the 1-, 3-, and 5-year periods by 60, 30, and 90 basis points, respectively.

Recent Investment Performance (Gross of Fees)[2]

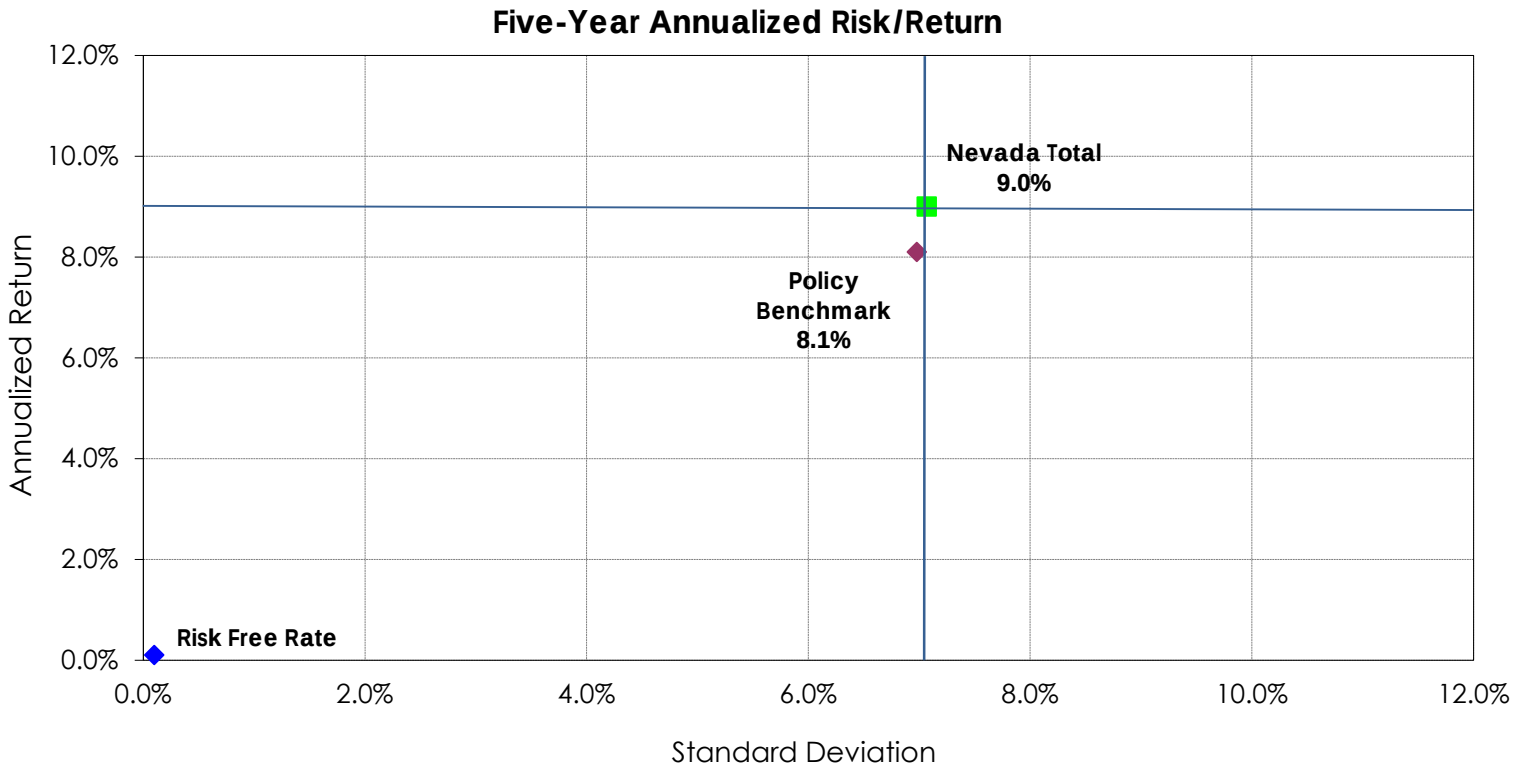
	Quarter	1 Year	3 Year	5 Year
Total Portfolio (Gross of Fees)	1.2	2.1	7.7	9.0
Policy Benchmark[1]	*1.6*	*1.5*	*7.4*	*8.1*
Excess Return	**(0.4)**	**0.6**	**0.3**	**0.9**

[1] Policy Benchmark consists of 39% S&P 500 Index, 30% Barclays US Aggregate Bond Index, 20% CBOE BXM Index, 7% S&P Midcap 400 Index, 4% S&P Smallcap 600 Index as of 9/30/2014. Prior to 9/30/2014 Policy Benchmark consisted of 45% S&P 500 Index, 43% Barclays US Aggregate Bond Index, 8% S&P Midcap 400 Index, 4% S&P Small cap 600 Index

[2] Gross of fee returns for the Vanguard equity funds calculated using the following fee schedule: Vanguard Institutional = 4 basis points, Vanguard Mid Cap = 8 bps, Vanguard Small Cap = 8 bps Glenmede Secured Options = 84 bps

NEVADA PREPAID PORTFOLIO REVIEW

Nevada Prepaid Tuition Plan RISK/RETURN ANALYSIS
Period ending March 31, 2016



ASSET ALLOCATION

Actual vs. Target Allocations

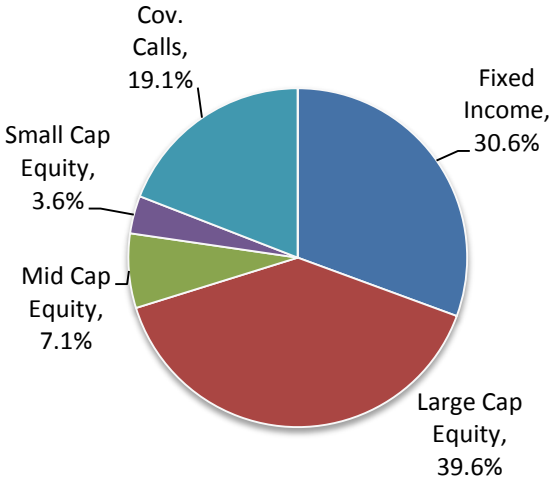
With respect to policy targets, the Total Portfolio ended the latest quarter slightly overweight Equities and Fixed Income, while Covered Calls was overweight its target allocation. Within Domestic Equity, Both Large cap and Mid cap allocations were overweight their target allocations, while Small Cap equity was 0.4% underweight its 4% target allocation. Fixed Income was 0.6% above its target and the Covered Calls asset class is currently (0.9%) underweight its 20% target allocation.

Asset Allocation - As of March 31, 2016 (This chart does not represent performance)

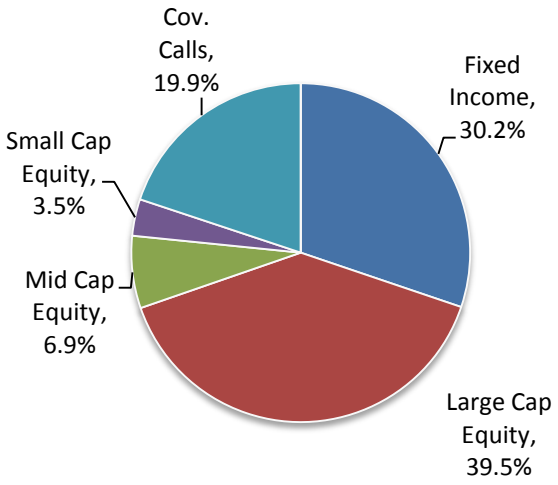
Rebalancing Triggers

Segment	Actual $(000)	Actual %	Target %*	Policy Minimum	Policy Maximum	Acceptable Variance
Total Portfolio	**215,812**	**100%**	**100%**	**---**	**---**	
Domestic Equity	**108,536**	**50.3%**	**50.0%**	**45%**	**55%**	✓
Large Cap	85,546	39.6%	39.0%	36.5%	41.5%	✓
Mid Cap	15,286	7.1%	7.0%	4.5%	9.5%	✓
Small Cap	7,703	3.6%	4.0%	2.5%	5.5%	✓
Covered Calls	**41,183**	**19.1%**	**20.0%**	**15%**	**25%**	✓
Total Fixed Income	**66,094**	**30.6%**	**30.0%**	**25%**	**35%**	✓

March 31, 2016



December 31, 2016



Asset Class Performance

The **Domestic Equity** asset class components (Large cap, Mid cap, and Small Cap) all tracked their respective benchmarks over the recent quarter and 1-year periods. Over the 3-year period, the Large cap and Mid cap components matched their respective benchmarks while the Small Cap component outperformed by 10 basis points. Over the 5-year period, Large cap and Small cap equity outperformed by 80 and 20 basis points, respectively, while Mid cap equity underperformed by (20) basis points.

The **Fixed Income** asset class underperformed its benchmark over the quarter by (10) basis points, but outperformed over the most recent 1-year period by 20 basis points. Over both the 3- and 5-year periods, the fixed income asset class underperformed by (30) and (20) basis points, respectively.

The **Covered Calls** asset class returned (2.9%) over the quarter, underperforming its benchmark by (2.1%). Over the 1-year period, the Covered Calls asset class outperformed by 1.1%, gross of fees.

Periods ending March 31, 2016 (Gross of Fees)*

Asset Class	Quarter	1 Year	3 Year	5 Year
Total Portfolio	**1.2**	**2.1**	**7.7**	**9.0**
Policy Benchmark^	***1.6***	***1.5***	***7.4***	***8.1***
Large Cap Equity	1.4	1.8	11.9	12.4
S&P 500 Index	*1.4*	*1.8*	*11.8*	*11.6*
Mid Cap Equity	3.8	(3.6)	9.5	9.3
S&P Mid Cap 400 Index	*3.8*	*(3.6)*	*9.5*	*9.5*
Small Cap Equity	2.7	(3.1)	10.5	10.6
S&P Small Cap 600 Index	*2.7*	*(3.2)*	*10.4*	*10.4*
Covered Calls	(2.9)	3.6	---	---
CBOE BXM Index	*(0.8)*	*2.7*	---	---
Total Fixed Income	2.9	2.2	2.2	3.6
Barclays US Agg. Index	*3.0*	*2.0*	*2.5*	*3.8*

^ Policy Benchmark consists of 39% S&P 500 Index, 30% Barclays US Aggregate Bond Index, 20% CBOE BXM Index, 7% S&P Midcap 400 Index, 4% S&P Smallcap 600 Index as of 9/30/2014. Prior to 9/30/2014 Policy Benchmark consisted of 45% S&P 500 Index, 43% Barclays US Aggregate Bond Index, 8% S&P Midcap 400 Index, 4% S&P Small cap 600 Index

* Gross of fee returns for the Mutual funds calculated using the following fee schedule: Vanguard Institutional = 4 basis points, Vanguard Mid Cap = 8 bps, Vanguard Small Cap = 8 bps, Glenmede Secured Options = 84 bps

MANAGER PERFORMANCE

Manager Performance – Periods ending March 31, 2016 (Gross of Fees)

Manager	Mkt Value ($000)	Asset Class	Management Style	Quarter	1 YR	3 YR	5 YR	Estimated Annual Fee (bps)
Vanguard Institutional Fund	85,546	Large Cap Equity	Passive	1.4	1.8	---	---	4
S&P 500 Index	---	---	---	*1.4*	*1.8*	---	---	---
Vanguard S&P Mid Cap	15,286	Mid Cap Equity	Passive	3.8	(3.6)	---	---	8
S&P Mid Cap 400	---	---	---	*3.8*	*(3.6)*	---	---	---
Vanguard S&P Small Cap	7,703	Small Cap Equity	Passive	2.7	(3.1)	---	---	8
S&P Small Cap 600	---	---	---	*2.7*	*(3.2)*	---	---	---
Glenmede	41,183	Covered Calls	Active	(2.9)	3.6	---	---	84
CBOE BXM	---	---	---	*(0.8)*	*2.7*	---	---	---
Chicago Equity Partners	66,094	Fixed Income	Active	2.9	2.2	2.2	3.6	22
Barclays US Aggregate	---	---	---	*3.0*	*2.0*	*2.5*	*3.8*	---

Vanguard:
The three passive Vanguard equity funds all performed roughly in line with their benchmarks. This performance is within expectations for passive mandates.

Glenmede:
The Plan's Covered Calls manager returned (2.9%) during the most recent quarter, falling short of its benchmark return of (0.8%). Over the 1-year period, the Covered Calls manager outperformed the benchmark by 90 basis points.

Chicago Equity Partners:
The Plan's Fixed Income manager underperformed its index, the Barclays US Aggregate Bond Index, over the quarter by (10) basis points. Over the 1-year period, Chicago Equity Partners returned 2.2%, beating the benchmark by 20 basis points. Over the 3- and 5-year periods, the fund returned 2.2% and 3.6%, underperforming its benchmark by (30) and (20) basis points, respectively.

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The information contained in this report may include forward-looking statements. Forward-looking statements include a number of risks, uncertainties and other factors beyond the control of the Firm, which may result in material differences in actual results, performance or other expectations. The opinions, estimates and analyses reflect PCA's current judgment, which may change in the future.

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THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 8
June 21, 2016

Item: FY 17 In-state Marketing Plans for the Vanguard, USAA and SSGA Upromise (RIA Channel) 529 College Savings Plans

Recommendation:

That the Board review and approve in-state, Fiscal Year 2017 Marketing Plans for the SSGA Upromise 529 Plan (RIA Channel), the Vanguard College Savings Plan and the USAA College Savings Plan and delegate final approval on materials contained in these plans to Treasurer Office Staff.

Fiscal:
None by this action.

Summary:
Under NRS 353B.370, the Board must approve all marketing materials for the Nevada College Savings Program.

Sue Serewicz of Ascensus and Judy Minsk of Putnam will be available to answer questions.

Draft - content not finalized. Friday, June 3, 2016 at 3:27:25 PM

Putnam 529 for America Marketing Plan FY 2017

A world of investing.®

Putnam INVESTMENTS

June 2016

Not FDIC Insured	May Lose Value	No Bank Guarantee

For use with the Board of Trustees of the College Savings Plans of Nevada only. Not for public distribution.

301555 6/16

Draft - content not finalized. Friday, June 3, 2016 at 3:27:25 PM

Agenda

- Review FY 2016
- Outline FY 2017
- Focus in Nevada
- Budget

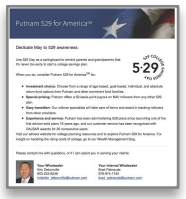
Draft - content not finalized. Friday, June 3, 2016 at 3:27:25 PM

Approach combined loyal producers with new prospects

- Use of predictive modeling
  - Internal/external data sources used to identify characteristics of 529 producers
  - Non-producers are then "scored" based on presence of those characteristics
  - Advisor prospect list created based on modeling and sales agreement requirements

Putnam Investments	epsilon	Discovery Data	Market Metrics / Albridge Analytics
Proprietary data	**Human/lifestyle measures**	**Professional data**	**Competitive data**

- Messaging
  - Benefits of 529
  - Key features of Putnam plan and abundant 529 resources
  - Invitation to various events throughout the year



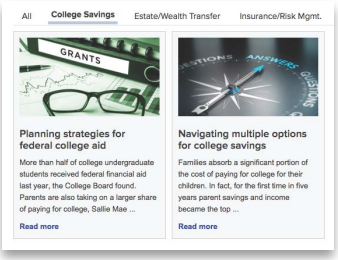
- Campaign treatments
  - Email
  - Outbound sales calls and inbound service calls
  - Conference calls
  - 529 seasonal banners on advisor and shareholder sites
  - Social media activity
  - Evaluate targeted direct mail approach in Nevada

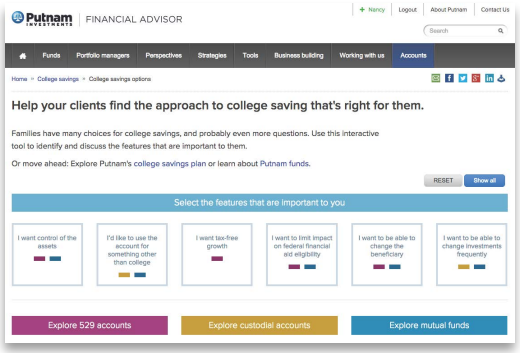
Seasonal campaign

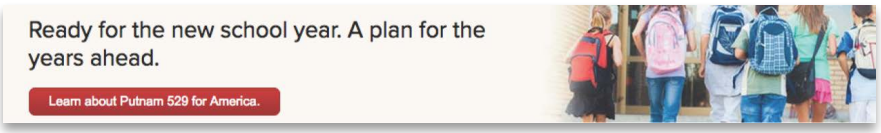
Back-to-school

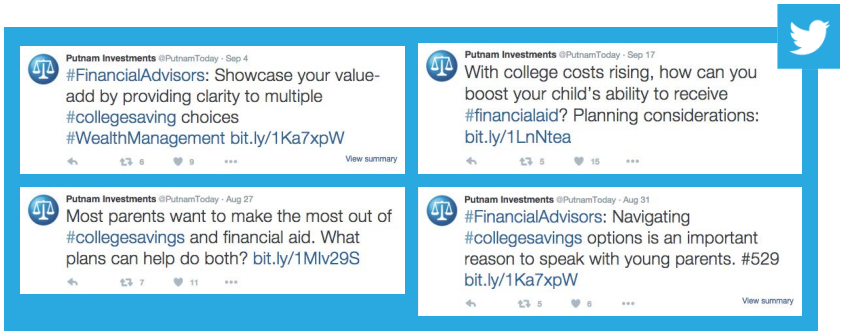
Integrated campaign highlighting Putnam resources across the college savings horizon, from infancy to "spend down" years

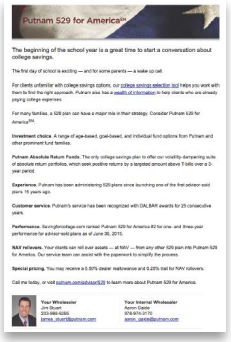
- Launched Putnam College Savings Selection Tool
- Introduced new collateral piece, *Strategies to make the most of college savings*
- Targeted producers and highly qualified prospects via email
- Posted banners on advisor and shareholder sites
- Promoted via social channels
- Published Wealth Management blog post in support of new collateral piece







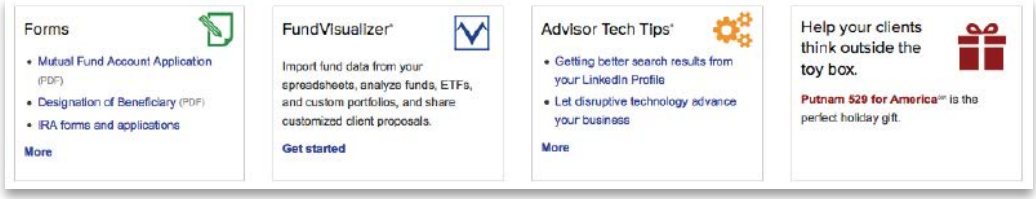


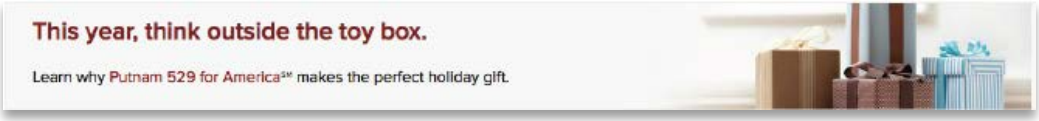


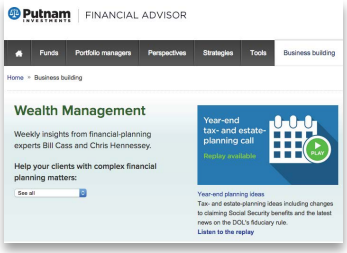
Seasonal campaign

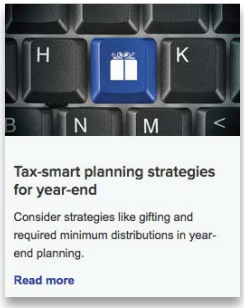
Gift-giving and year-end planning

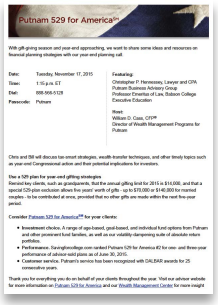
- Posted banners on advisor and shareholder sites
- Promoted gifting to 529 accounts as tax-smart move
  - Invited producers to year-end planning Wealth Management call
  - Published Wealth Management blog post
- Launched email campaign for year-end planning and to provide alternatives for upcoming program manager transitions
- Equipped wholesalers with post-ready college savings content to share with their networks

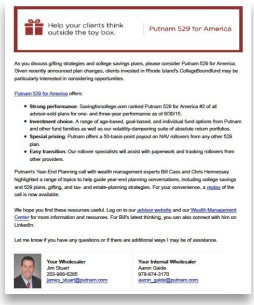


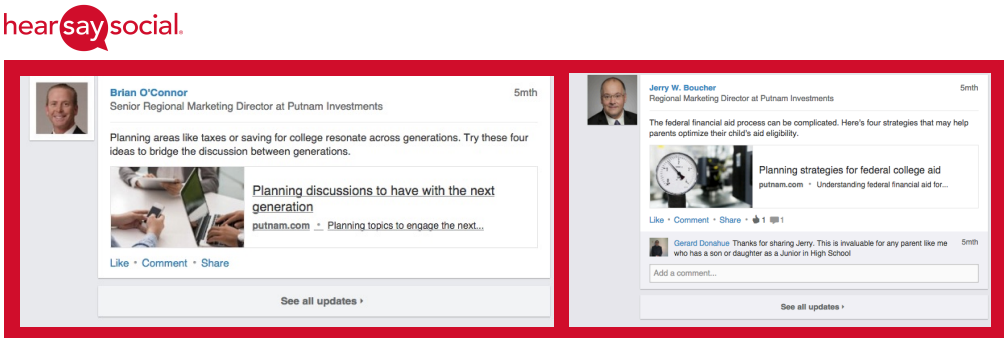








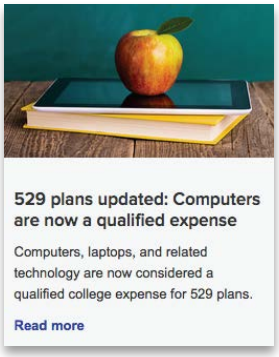


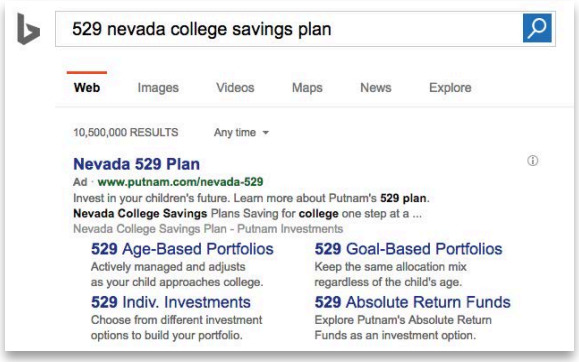


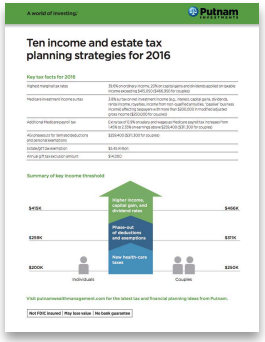
Seasonal campaign

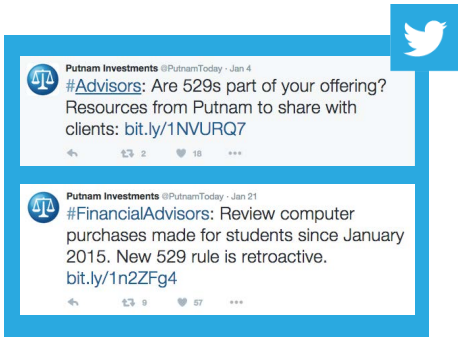
Tax season

- Promoted tax benefits of gifting to 529 accounts
  - Highlighted 529 features in Wealth Management call
  - Published Wealth Management blog post
- Used paid search with focus on Nevada to drive web traffic to Putnam 529 for America pages
- Conducted multiple email campaigns to promote Putnam 529 for America as an attractive alternative for upcoming program manager transitions
- Equipped wholesalers with post-ready college savings content to share with their networks
- Touted benefits of 529 college saving on Twitter









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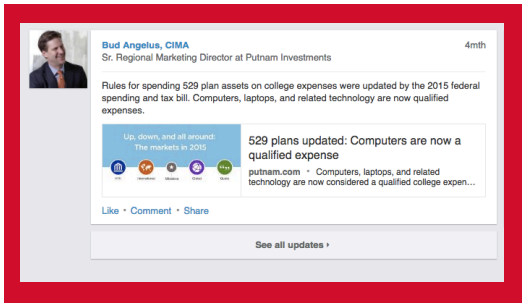
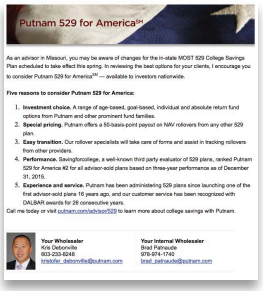
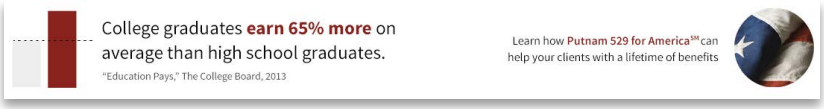


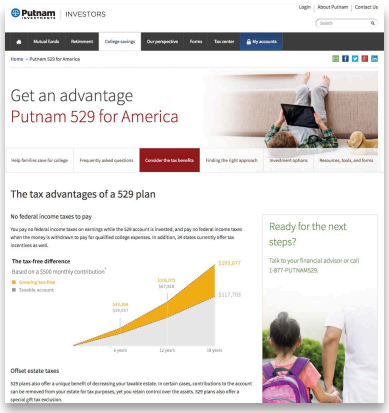


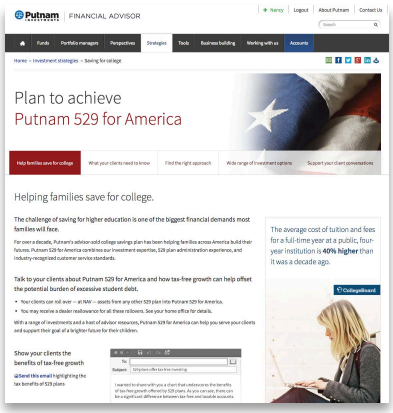
Seasonal campaign

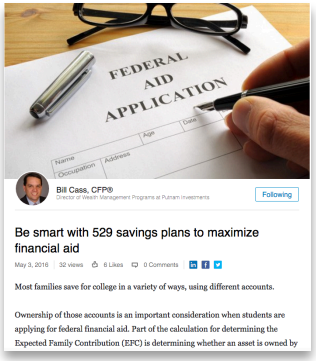
529 awareness

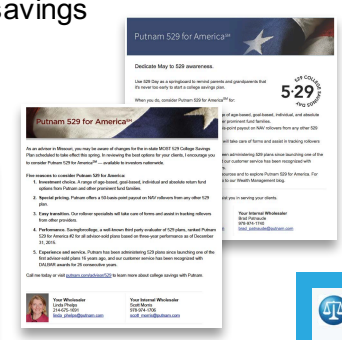
- Refreshed and re-designed all 529 pages on Putnam sites
- Posted banners on advisor and shareholder sites
- Launched Facebook ad campaign and expanded paid search to drive traffic to Putnam 529 web content
- Published Wealth Management blog posts
- Conducted multiple email campaigns to promote Putnam 529 for America as an attractive alternative for upcoming program manager transitions
- Distributed targeted emails promoting 529 awareness
- Equipped wholesalers with post-ready college savings content to share with their networks

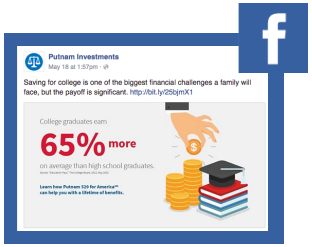


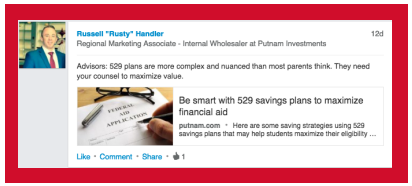


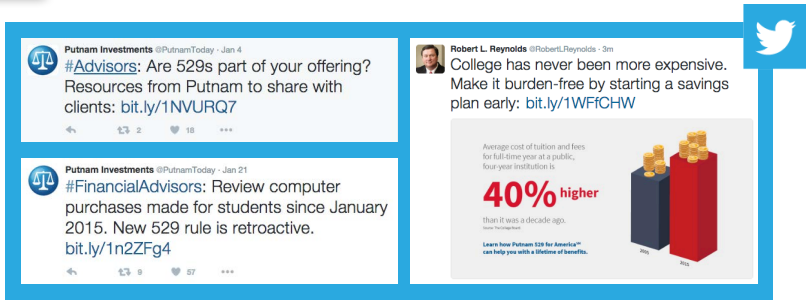












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FY 2016 campaign timeline provided consistent resources and activities

September 2015
- Debut college savings selection tool
- Back-to-school advisor email promoting Putnam college savings resources across spectrum of needs/stages
- Web banners
- DMS follow-up calls

November 2015
- Gift-giving/year-end planning email highlighting Cass/Hennessey call
- Web banners
- Cass/Hennessey call
- DMS follow-up calls

March 2016
- State-specific emails and follow-up calls
- New prospects profiled and incorporated into campaign

May 2016
- May awareness emails, internal training sessions
- Banners
- New web pages/content
- May 18 webinar Global Asset Allocation (DAA) Maneuver in Markets
- Facebook ad campaign launch

Seed Hearsay library with 529 topics; post college savings blogs and tweets; conduct paid search

October 2015
- Introduced new literature piece, *Making the Most of College Savings*
- Used lit content as blog post
- Second back-to-school email wave highlighted spend-down advice from lit piece
- DMS follow-up calls

February 2016
- Tax season/DOL Cass/Hennessey call
- 1000+ attendees
- Web banners
- Cass/Hennessey call
- DMS follow-up calls
- MO targeted email
- Equity Income webinar

April 2016
- Round two: state specific emails and follow-up calls
- Absolute Return webinar

Marketing and distribution activities produced positive sales results year over year*

- Target group sales increased 57%
- Renewed focus on banks positively impacted 529: 42.23% increase in the channel
- Campaigns captured new advisors: 464, 48% from campaign target group

Live interaction with advisors increased throughout the year

Activity	% Change
In-person	34%
Spoke to rep	20%
Left message or spoke with sales assistant	22%

* Data as of April 30, 2016.

FY 2017 marketing will continue to dedicate multi-faceted resources to Putnam 529 for America

July 2016
- LinkedIn webinar: college search

September 2016
- Equity Income webinar
- DMS follow-up calls

February 2017
- Tax season resources
- Blog posts
- Wealth Management call

May 2017
- May awareness emails, internal training sessions
- 529 awareness web banners

Seed Hearsay library with 529 topics; post college savings blogs and tweets; conduct paid search

August 2016
- Money market reform webcast
- Back-to-school promotional messages
- Back-to-school web banners

November 2016
- Post-election review; 16/17 year-end planning Cass/Hennessey call
- Gift-giving promotional messages
- Gift-giving web banners
- DMS follow-up calls

March 2017
- Tax season banners
- Seasonal advisor outreach (e.g., email)

June 2017
- DMS follow-up

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Continue to focus on 529 in top states, across channels, and internally

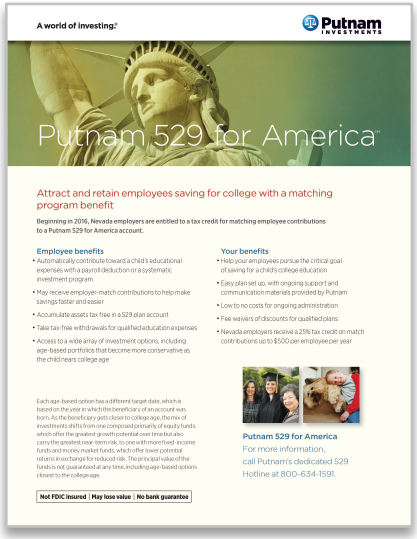
- Use predictive model to update campaign list
- Use new technologies to further refine audience
- Hybrid wholesalers to pilot call out program to additional 1,000 advisors
- Focus on new accounts and contributions
- Increase visibility internally and with external clients:
  - Include 529 in “Maneuver in Markets” mutual fund campaign for 2016: rates, volatility, taxes, growth
  - Increase frequency of training and updates for internals
- Create opportunities for NV-specific growth

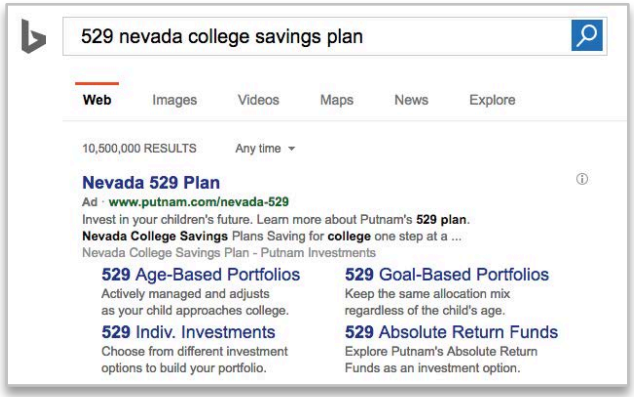
Target characteristics influencing 529 sales

- 529 sales agreement enables advisor to sell Putnam 529 for America
- NAV rollover program – offers advisor 50-basis-point finder's fee
  - New opportunity with Raymond James advisors: approved participation in April 2016
- Availability of state tax deduction for 529 contributions
  - No deduction in Alaska, Nevada, New Hampshire, New Jersey, South Dakota, or Texas
  - Arizona, Kansas, Maine, and Missouri offer deductions of contributions to home-state or out-of-state plans (tax parity)
- State contract conversions may influence rollover activity

Increase visibility in Nevada

- **Tax credit:** Work with staff on promotional materials for employers
- **Fact sheet for residents:** Highlights no annual or state fees; encourages workplace savings and participation in scholarship program
- **Web page:** Links to Nevada's site and provides educational resources
- **Partnership:** Opportunity with Treasurer's Office and representatives at key firms
- **Hearsay Social:** Facilitates distribution of custom Nevada content by salesforce





Channel allocation: $50K total investment

Paid search — 30%

- Steady paid search presence with surge spending seasonally
- Focus on Nevada
- Manage closely to pursue hot categories in search
- Mine data for high-potential targets

Bing

Google YAHOO!

Social ads — 60%

- Seasonal stream of content focused on 529
- Paid social promotion to enhance reach and drive engagement
- Paid promotion of Putnam content in 529 editorial across web

outbrain

LinkedIn

Production — 10%

- Expand prospecting efforts in Nevada
- Freshen web elements to support seasonal campaigns
- Flight email campaigns aligned with seasonal topics
- Test subject lines and calls to action to enhance response

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epsilon

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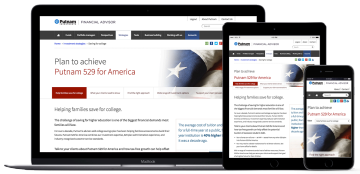

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Putnam Retail Management
putnam.com

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Putnam INVESTMENTS

A world of investing.®

FY 2017 RIA & IBD Marketing Plan

June 21, 2016

SSGA Upromise529
POWERED BY SPDR® ETFs

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2015 Marketing Summary and Review

SSGA Upromise529
POWERED BY SPDR® ETFs

2015 Marketing Highlights

Google Paid Search Strategy resulted in 2,453 ad clicks and an average $2.44 cost-per-click in Q3-Q4 2015

Completed 5 Direct Email Marketing Campaigns which surpassed goal expectations

- Obtained 848 direct email marketing leads and 37 new contacts through lead generation campaigns
- 5.91% average engagement rate, exceeded 2%–3% goal and 2014 engagement rate
- 28.53% average open rate, exceeded 15%–18% goal
- 1,138 content downloads from email campaigns

Significantly increased plan website activity

- 17,553 total page views, a 193% increase from 2014 total page views
- Account Access page continues to be top visited page with 6,878 views
- 4,207 total PDF downloads in 2015, a 121% increase from total 2014

Digital Advertising Campaign Engagement

- Average CTR of 0.11% well above the industry average of 0.07%
- 1,778 advisors engaged with the digital ad
- Over 900,000 total impressions

Successfully completed brand refresh by updating all RIA and IBD marketing materials

Nevada Advisors Highlights

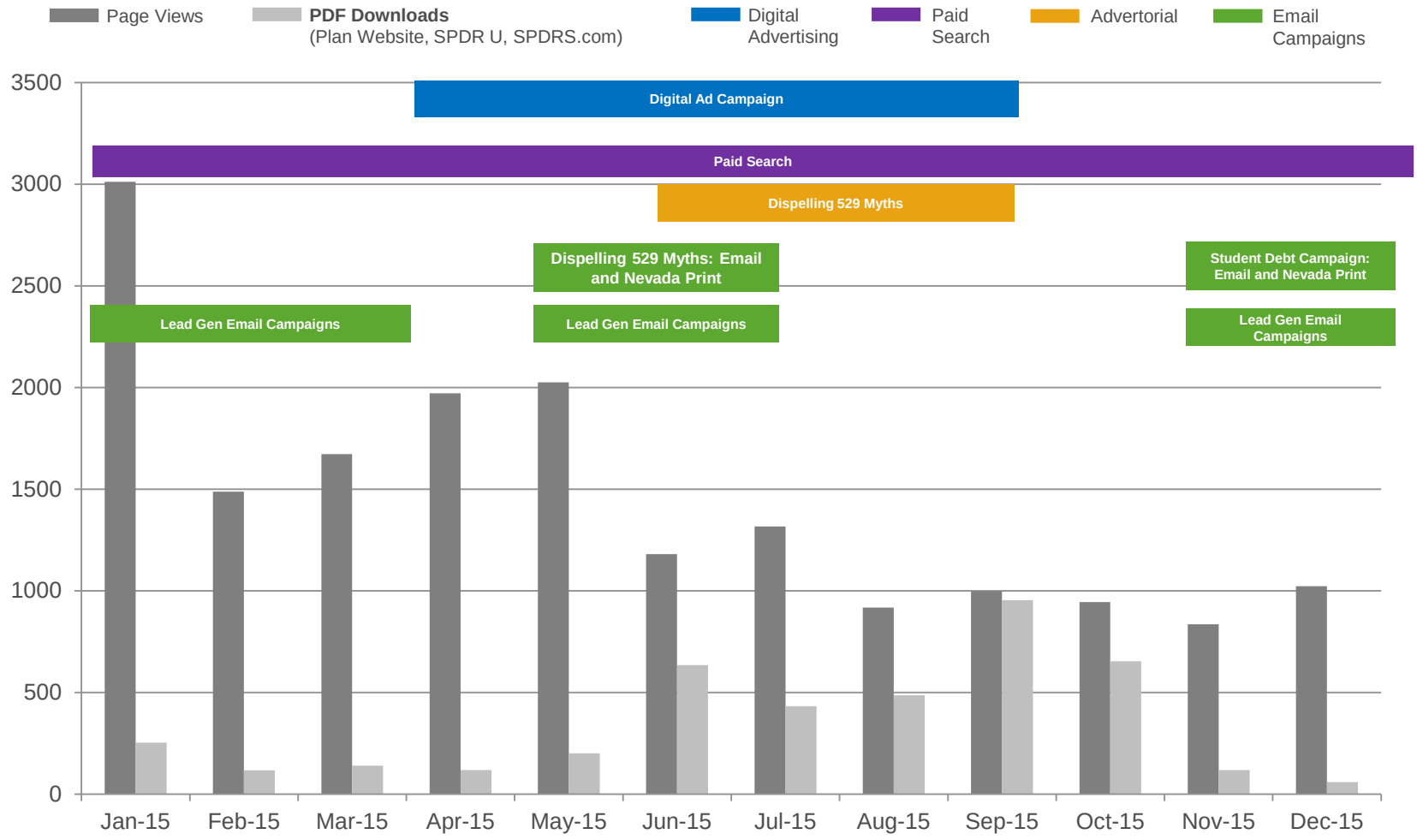
- Reached 100 Nevada based RIA & IBD advisors with Student Debt Implications print campaign
- Print campaign resulted in 14 Nevada advisors typing in specific link to download additional information
- Hosted first ever event with Nevada State Treasurer on August 21st which was attended by 13 advisors, generated positive feedback, new ideas for future marketing pieces, and several face to face meetings

Valuable advisor engagement with marketing campaigns

- An advisor who engaged with the Q2 2015 Facts and Fictions direct marketing campaign, opened a new account in Q4 2015 for $17,989, conversion time aligns with average sale cycle

Source: SSGA, EMI, Ascensus College Savings. December 31, 2015 Report.

2015 Campaign & Web Trends Correlation



Source: Ascensus and SSGA Web Trend Data. As of December 31, 2015.
Page views and PDF downloads reflect data from ssga.upromise529.com and spdru.com

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FY 2016 Marketing Components

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FY 2016 Year Marketing Components

Brochures, Guides and Whitepapers

529 Fact & Fiction Whitepaper

Client Student Debt Whitepaper

Advisor Student Debt Whitepaper

Student Debt: Parent's Guide

All Promoted in email campaigns, on Plan website and in Advisor Kit

Direct Marketing Campaigns

Campaign	Quarter	Emails	Sent	Views	Open Rate	Downloads	Engagement	Cost per Lead
529 Fact or Fiction Email Campaign: Dispelling 529 College Savings Plan Myths Whitepaper	Q2/15	Initial Email	14,455	3,624	25.10%	716	3.30%	$3.15
		Follow-up email	520	194	37.38%	162	12.72%	$22.73
Lead Generation Email Campaign: Wealth Management and College Funding Solutions Whitepapers	Q2/15	Initial email	113,740	—	—	183	0.16%	$47.81
		Follow-up email	49	19	38.78%	9	18.37%	$111.11
529 College Debt Implications Campaign: Student Debt Whitepapers	Q4/15	Initial Email	15,222	3,213	21.11%	194	1.27%	$7.73
		Follow-up email to engagers	231	93	40.26%	27	11.69%	$55.56
		Follow-up email to non-engagers	14,833	2,787	18.79%	85	0.57%	$17.65
Lead Generation Email Campaign: Dispelling 529 College Savings Plan Myths Whitepaper	Q4/15	Initial email	110,281	—	—	152	0.14%	$57.57
		Follow-up email	147	45	30.41%	19	12.84%	$52.63

Completed 4 Direct Marketing Campaigns and surpassed metric goal expectations

- Goal: 2%–3% engagement rate, actual: 5.91% average rate
- Goal: 15%–18% open rate, actual: 28.53% average rate
- 1,375 content downloads from email campaigns
- 459 leads generated in FY 2016 to date through direct marketing

Source: SSGA, EMI. As of March 16, 2016.

FY 2016 Marketing Components Continued…

Digital Advertising

Digital campaign on Money.com, investmentnews.com

	June-September 2015
Impressions:	927,487
Clicks:	1,014
Click Rate:	0.11%
Page Views:	1,778
Engagement Rate:	0.19%
Cost per Engagement:	$48.88

Digital advertising campaign engagement

- Average CTR of 0.11% well above the industry average of 0.07%
- We had an increase in engagement by 2500% from our successful 2014 ad campaign
- Impressions reached 403,274 unique users, telling us that 71% of total volume was served to users for the first time

Social Media

SPDR ETF LinkedIn Company Page

May 2015 Dispelling 529 College Savings Plan Myths, Clicks: 4
December 2015 Student Loan Debt Microsite, Clicks: 9
December 2015 Dispelling 529 College Savings Plan Myths, Clicks: 12, Likes: 5

Paid Search

2,453 ad clicks

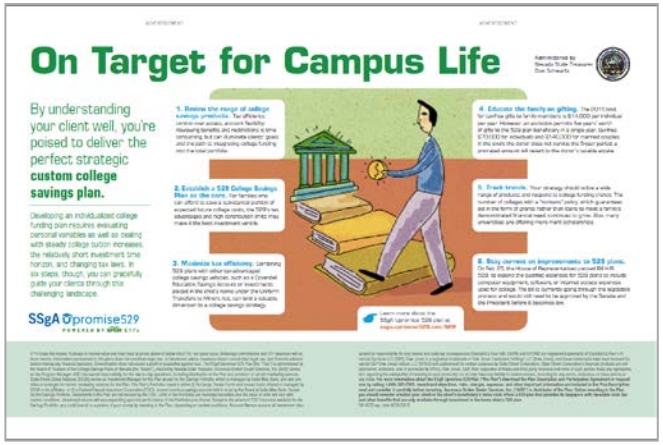
Advisor Education ad group generated vast majority of impression and click activity

Ad Group (Topic)	Impressions	Clicks	Click-Through Rate	Average Position	Contact Us Submissions	PDF Downloads	Cost per Click
Advisor Education	80,366	2,430	3.07%	3.0	2	N/A	$2.41
College Date	847	1	0.36%	2.7	0	N/A	$2.14
Custom	436	0	0.00%	1.8	0	N/A	$0.00
Risk Based	3,046	22	0.73%	2.5	0	N/A	$6.12
Target Date	51	0	0.00%	4.8	0	N/A	$0.00
Total	**84,362**	**2,453**	**2.94%**	**3.1**	**2**	**N/A**	**$2.41**

Source: SSGA, EMI. As of March 16, 2016.

FY 2016 Marketing Components Continued…

Advertorials



On Target for Campus Life

By understanding your client well, you're poised to deliver the perfect strategic **custom college savings plan.**

Developing an individualized college funding plan requires evaluating personal variables as well as dealing with steady college tuition increases, the relatively short investment time horizon, and changing tax laws. In six steps, though, you can graciously guide your clients through this challenging landscape.

SSgA Upromise529 POWERED BY SPDR ETFs

Separating Fact From Fiction: The Truth About 529s

WITH COLLEGE COSTS CONTINUING TO increase faster than the rate of inflation[1], even wealthy families need to plan and save for college. And there may be no better savings vehicle than a 529 college savings plan that is designed to combine tax advantages with high contribution limits and control over how money is invested and spent.

Yet, perhaps because a 529 can seem too good to be true, numerous myths perpetuate about the college savings plan. Here, we address some of the most common misunderstandings to help you distinguish fact from fiction.

FICTION: Investment options are limited in a 529.
FACT: The SSgA Upromise 529 plan offers four investment choices. One of these choices is the College Date Portfolios where you simply select the year you expect the student (the account beneficiary) to start college and these portfolios adjust automatically from more aggressive to more conservative as the student gets closer to the selected college date year.

FICTION: Only a parent can open a 529.
FACT: Parents, grandparents, aunts, uncles, and friends can open a 529 plan for a student beneficiary. Of course, some females prefer to open the account themselves and invite friends and family to make contributions. In fact, Gift® is an easy, free way for friends and family to contribute to a 529 plan. Gift contributions can be made online or by check, so there's no extra paperwork. (Adults also can open a 529 account and name themselves as the beneficiary to fund their own education.)

FICTION: If the child doesn't go to college, the 529 money is lost.
FACT: The person who opens the 529 account controls it. That means if the first beneficiary decides not to attend college, the account holder can change the beneficiary to another eligible "member of the family" (according to the Internal Revenue Code) with no penalty. The 529 plan also can be left to the first beneficiary's name and passed on to his or her yet-unborn children, creating an education legacy as assets are passed down between generations[2]. It's also possible to take a non-qualified distribution where account earnings would be subject to federal income tax and may be subject to a 10% federal penalty tax, as well as state and local income taxes.

FICTION: There's no real benefit to investing in a 529 Plan with ETFs.
FACT: The breadth of ETFs enables you to build more diversified portfolios. Certain asset classes (small-cap emerging markets, international TIPS, and international REITs) typically aren't available in a passive mutual fund. Portfolio managers of the SSgA Upromise 529 plan use ETFs as a precision tool to create diversified global portfolios based on a tactical asset allocation investment process.

Additionally, with the range of fixed income ETFs, College Date portfolios in the SSgA Upromise 529 plan own core bonds, TIPS, and high yield and short-term corporate bond ETFs. It is easy to adjust bond exposures as interest rate forecasts change. While the duration of longer term College Date portfolios is between two and five years, duration is less than 1.5 years in the 2018, 2015 and College Today portfolios, designed to potentially lower sensitivity to interest rate hikes.

SSgA Upromise529 POWERED BY SPDR ETFs

Learn more about the SSgA Upromise 529 Plan at ssga.upromise529.com/FA

For more facts about 529s, please visit spdretfs.info/MYTHS

- **Money and Financial Advisor Magazine advertorials**
- **Distributed in Q2 & Q3 2015 editions**
- **Received 138 total views**
- **Money Magazine advertorial was featured in special college report edition and won silver at the 22nd Annual FCS Portfolio Award as being among the best in financial marketing branded print B2B single category in 2015 . The work was selected by a consensus from among the judging panel of 29 industry experts (senior marketing and creative executives from financial services firms and agencies) who each nominated their favorite from among 400+ entries.**

Source: SSGA. As of April 28, 2016.

FY 2016 Web Trends

Plan Page Views:

- 13,276 Page Views (July 2015 – May 2016)
- 4,215 views to the Account Access page
- 90 page views on the new Debt Implications sub-page (December 2015 – May 2016)

SPDRU.com:

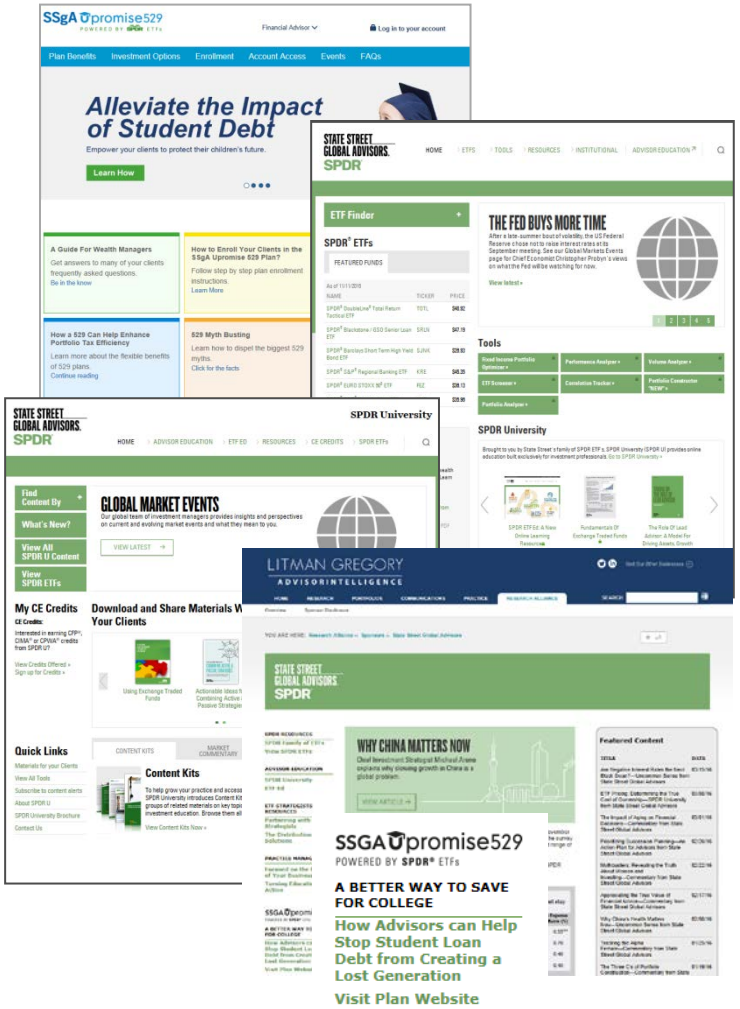
- 257 total downloads in FY 2016, a 93% increase from downloads in FY 2015
- *College Funding Options: A Quick Comparison Guide* was the most 529 downloaded piece on SPDRU with 42 downloads in 8 months

SPDRs.com:

- The most downloaded pieces were two of our case studies, Accelerated Gifting (153) and Creating a Legacy (100)
- 2015 new pieces had a total of 211 downloads in 2 months

Litman Gregory:

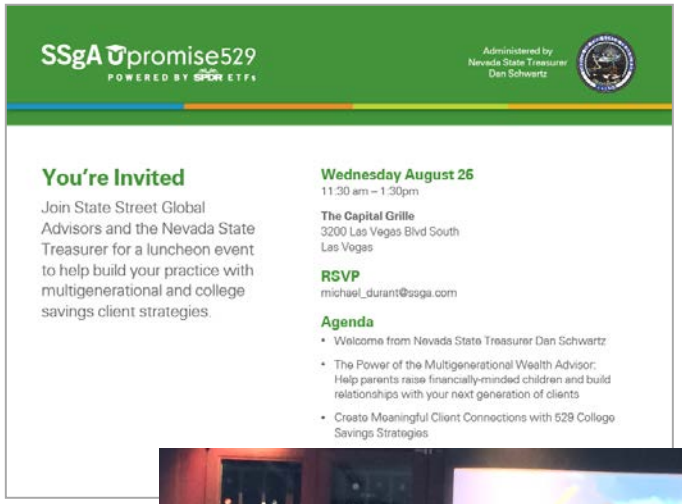
- *How a 529 Plan Can Help Enhance Overall Portfolio Tax Efficiency* received 24 downloads and remained on top ten download list for the year since posted



Source: Ascensus Web Trend Data and Litman Gregory Flash Report. As of May 31, 2016. The information contained above is for illustrative purposes only.

Launch of Nevada Advisor Event Series

August 26, 2015



SSgA Upromise529
POWERED BY SPDR ETFs

Administered by
Nevada State Treasurer
Dan Schwartz

You're Invited

Join State Street Global Advisors and the Nevada State Treasurer for a luncheon event to help build your practice with multigenerational and college savings client strategies.

Wednesday August 26
11:30 am – 1:30pm

The Capital Grille
3200 Las Vegas Blvd South
Las Vegas

RSVP
michael_durant@ssga.com

Agenda

- Welcome from Nevada State Treasurer Dan Schwartz
- The Power of the Multigenerational Wealth Advisor: Help parents raise financially-minded children and build relationships with your next generation of clients
- Create Meaningful Client Connections with 529 College Savings Strategies

First Nevada specific advisor event in Las Vegas

Details:

- Invited 236 Nevada advisors based around the Las Vegas area
- Nevada State Treasurer Dan Schwartz welcomed advisors
- Brie Williams, Head of Practice Management at SSGA, gave a presentation on multigenerational wealth practices
- SSGA Regional Consultants, Lauren Hein for the Independent Broker Dealers (IBD) Channel and Matt Camuso for the Registered Investment Advisors (RIA) Channel highlighted the SSGA Upromise 529 Plan

Results:

- 13* Nevada advisors attended the event
- Received positive feedback about the event from advisors
- One 529 account was rolled over by a Nevada advisor after this event (with total AUM of $23,341) and several face to face meetings occurred

*strong showing considering event occurred amidst the August 24th major financial event

Source: State Street Global Advisors.
The information contained above is for illustrative purposes only.

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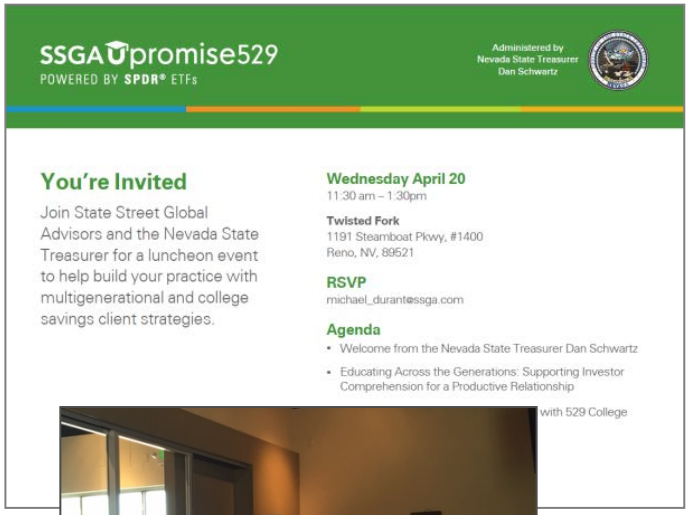
Nevada Advisor Event Series in Reno

April 20, 2016



SSGA Upromise529
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Administered by Nevada State Treasurer Dan Schwartz

You're Invited

Join State Street Global Advisors and the Nevada State Treasurer for a luncheon event to help build your practice with multigenerational and college savings client strategies.

Wednesday April 20
11:30 am – 1:30pm

Twisted Fork
1191 Steamboat Pkwy, #1400
Reno, NV, 89521

RSVP
michael_durant@ssga.com

Agenda
- Welcome from the Nevada State Treasurer Dan Schwartz
- Educating Across the Generations: Supporting Investor Comprehension for a Productive Relationship

with 529 College

First Nevada specific advisor event in Reno

- Invited 236 advisors based in Reno and surrounding areas
- Nevada State Treasurer Dan Schwartz welcomed advisors
- Isabel Black, Practice Management Strategist at SSGA, gave a presentation on multigenerational wealth practices
- SSGA Regional Consultants, Lauren Hein of the Independent Broker Dealers (IBD) Channel and Matt Camuso of the Registered Investment Advisors (RIA) Channel highlighted the SSGA Upromise 529 Plan

Results:

- 11 Nevada advisors attended the event
- Received positive feedback about our College Savings Conversation Guide Flipbook

Source: State Street Global Advisors.
The information contained above is for illustrative purposes only.

FY 2016 Distribution Metrics and Expectations

529 Sales Engagement July 2015 — YTD (May 2016)

External/Internal Sales	Semi-Annual Activity Goal
External Sales	16–24 client meetings with ISG portfolio managers per year per RC
Internal Sales Source: Sales Force	150 outbound live conversations with clients

External/Internal Sales Distribution Status/Activity

from July 1,2015 to May 19, 2016

Entertainment	Inbound Call	Outbound Call	Live Conversation	Email	Client Meeting	Seminar/Event	Sales Literature	Total
34	17	111	235	66	88	2	1.477	555

Each external sales regional consultant is mandated to travel twice a year (or more) with a client facing portfolio manager from Investment Solutions Group to promote this team's investment offerings which include SSGA Upromise 529 Plans

Each internal sales representative is mandated to include 529s in at least 25% of overall SPDR ETF focused live conversations with advisors

Source: SSGA, Salesforce. As of May 19, 2016.

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FY 2017 Marketing Plan

Marketing Objectives

Make 529s easier for RIAs, IBDs and their Clients

- Introduce simple, easily digestible materials and tools for advisors and clients with user-friendly access on Financial Advisor web pages of Plan site

Expand RIA & IBD Database

- Targeted lead generation activities to increase our reach

Nevada RIA & IBD Penetration

- Build dedicated presence with Nevada RIAs and IBDs

Drive Enrollment through Plan Website and 529 QuickView®

- Consistent communication of 529 QuickView® benefits and ease of enrollment on website

Marketing Opportunities and Challenges

Opportunities

- Ability to segment direct marketing campaigns for RIAs and IBDs
- Overcome misconceptions of 529s with RIAs and IBDs and arm sales with tools to help communicate 529 wealth management strategy benefits to complement college funding strategies
- Increase our perceived value and likelihood for enrollment by providing easy-to-use guides, clear and simple descriptions of the Plan and client-ready educational materials
- Drive engagement with current RIA & IBD contacts and prospects with consistent communication, visibility and outreach with an easy and clear call to action

Challenges

- Continual work towards defining our sweet spot with RIAs & IBDs will help refine our messaging
- RIA and HNW Investor misconceptions of 529s; no perceived need of a 529 plan
- Lack of awareness of 529 wealth management strategies
- RIAs and IBDs have minimal knowledge of 529 investment options and that there are ETF-based plans available

FY 2017 Marketing Program Themes and Focuses

Theme/Focus	Strategy	Tactics
AWARENESS: **Conversation guide — helping advisors speak to their clients about 529s**	• Q3 and Q4 2016 Arm advisors with an easy-to-use guide to speak to clients about 529s throughout different life events. Provide a quick reference opportunity for the advisor to feel more confident when speaking about 529s and empower them to find tools and information at their finger tips. Enhance our relationship with advisors and become the trusted 529 Plan providing the tools they need	• Leverage created conversation guide that includes when to speak to clients about 529s, how to start the conversation and supporting tools • Direct Marketing Tactics: email campaign to RIAs and IBDs, targeted survey, print direct mail campaign, website promotion, LinkedIn, and conferences • Media Strategy: Digital ad with interactive shutterbox unit on Money.com and investment news.com, advertorial in special college edition of Money Magazine
LEAD GENERATION: **Expand reach and gain new advisors**	• Q3 and Q4 2016 Lead generation activities to bring in RIA & IBD leads that fit more in the 529 sweet spot	• eBlast lead generation campaigns through paid list outreach • Sales team call campaign follow-up • Digital ad placements with money.com and investmentnews.com
AWARENESS: **College Costs by Age Comparison**	• Q1 and Q2 2017 Compares the total cost of college over the lifetime of a child leading up to college and how much parents need to save to cover such costs	• Printed and digital whitepaper • Direct Marketing Tactics: email campaign to RIAs and IBDs, targeted survey, print direct mail campaign, website promotion, LinkedIn, and conferences • Media Strategy: Digital ad with interactive shutterbox unit on Money.com and investment news.com, advertorial in special college edition of Money Magazine
CONVERSIONS: **Nevada Advisor Market Penetration**	• Throughout FY 2017 Build a dedicated presence with Nevada RIAs through various direct marketing and event opportunities in high RIA populated areas	• Lunch and Learn in Las Vegas and Reno in collaboration with Ascensus Field Sales and Treasurer's Office • Direct mail campaign to RIAs & IBDs in Nevada promoting plan and tools available • Sales call campaigns to RIAs & IBDs in Nevada to support each promotion • Targeted media exposure in Nevada through Money Magazine advertorials placement • Targeted digital ads on money.com for Nevada IP addresses

FY 2017 Advisor Touch points and Timeline

Orange = Nevada targeted **Green** = National coverage

	Q3 16			Q4 16			Q1 17			Q2 17		
MARKETING SUPPORT:	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Direct Marketing Campaigns												
Database Leveraged Email Campaigns			Email series		Email series			Email series			Email series	
eBlast Lead Generation Campaigns (purchased lists)	★			★			★			★		
Nevada dedicated campaign (email/print)								★				
Paid Search/SEO												
Google Text Ads												
SEO Framework												
Advertising/Media												
Advertorial (sponsored editorial — Money)												
Digital Advertising on investmentnews.com and newsletter	2017 schedules still to come											
Digital Advertising on money.com (Nevada only)												
Social Media												
LinkedIn Posts on SPDR ETF Advisor Group	Dates TBD, 1-2 mentions per quarter											
Websites												
Plan Refresh (January 2017)							★					
Promote Campaigns/Content on Plan Website												
Content promoted on spdrs.com/ Litman Gregory AdvisorIntelligence microsite												
Content Kit highlighted on spdru.com												
Content Creation												
College Costs by Age Comparison												
Nevada Sales Outreach												
Lunch and learns, call campaigns	★				★			★				

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FY 2017 Conference Detail

June 3–5, Pershing Insite

- Annual conference for RIAs that custody assets with Pershing
- 800 RIAs in attendance

June 18–20, Morningstar Investment Conference

- ETF/Mutual fund focused conference hosted by leading research provider
- Typically 750+ RIAs in attendance

September 17–19, Morningstar ETF Conference

- ETF-focused conference hosted by a leading research provider
- Typically there are 750+ attendees, including various financial advisors

September 28–30, Fidelity Inside Track Conferences

- Investment centric conference hosted for local RIAs who custody with Fidelity Chicago, IL

November 10–15, Schwab Impact Conference

- Leading RIA annual conference for all RIAs who custody with Schwab
- Typically 2000 RIAs are in attendance
- Attendees (TBD) but usually at least 10 RIA sales reps

2016 Conference planning in development for: Barron's Winner Circle, TD Ameritrade, Inside ETF Conference, SSGA/SPDR ETF RIA Partner Symposium

FY 2017 Goals and Measurement

1. Increase the number of Nevada and National advisors who have sold our Plan
2. Increase the number of advisor sold accounts in Nevada and Nationally
3. Maintain or increase engagement with our advertising and direct mail initiatives
4. Increase website engagement
5. Increase number of advisors registered on 529 QuickView®

FY 2017 RIA Marketing Budget

Technique	$260K Annual Budget
	% of Total
Advertising/Media/Sponsorships	46
Paid Search/SEO	10
Lead Generation eBlast campaigns	8
Direct Marketing Email Campaigns	12
Sales Events in Nevada	5
Printing/Production	8
MISC (awards, posters, etc.)	11

Note: Additional $25k per annum payment is made to Ascensus for general plan marketing and fulfillment expenses

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Appendix A: RIA Market

Active SSGA Advisor Database Reach in Nevada

Map of RIAs

Current Nevada Sales Database Reach:

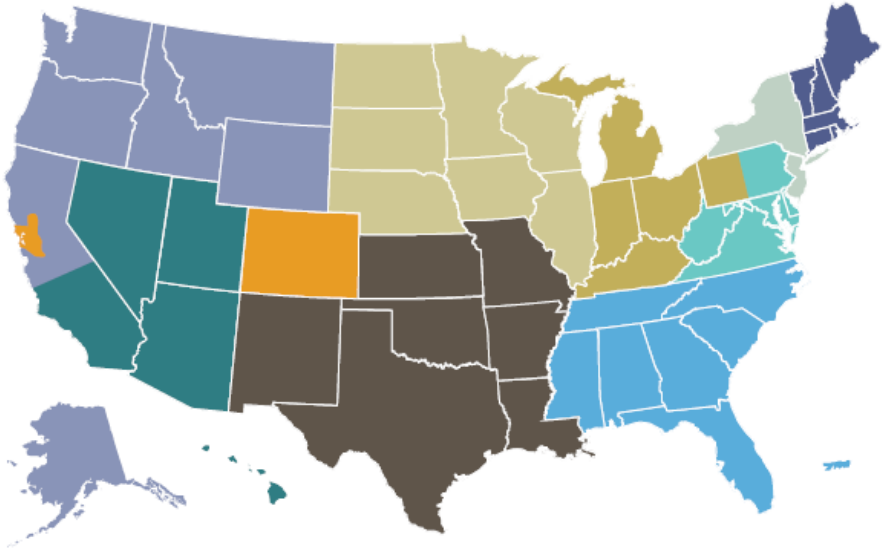
- 268 Registered Investment Advisors (RIAs)
  - 21 over $100 million in AUM
- 582 Independent Broker Dealers (IBDs)
  - 34 over $50 million in AUM

Current Nevada Marketing Database Reach (i.e. advisors who have opted into our communication):

- 187 total financial advisors
- 83 RIA's

Source: EMI. As of February 18, 2016 and SSGA as of March 16, 2016.

RIA Marketing Sizing/Coverage



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C	Open			IA, IL, MN, ND, NE, SD, WI	John Haddad	617 537 3199	john_haddad@ssga.com
D	Kerith Rothfeld	415 836 9864	kerith_rothfeld@ssga.com	N. CA (Bay Area / San José), CO	Alexandra Post	617 664 3971	alexandra_post@ssga.com
E	Eric Anderson	626 390 7898	eric_anderson@ssga.com	AR, KS, LA, MO, NM, OK, TX	Ben Crook	617 664 2682	benjamin_crook@ssga.com
G	Mike McIlravy	404 442 0562	michael_mcilravy@ssga.com	AL, FL, GA, MS, NC, SC, TN, Puerto Rico	Andrew Nazzaro	617 662 1104	andrew_nazzaro@ssga.com
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J	Mark Ramunno	216 816 8911	mark_ramunno@ssga.com	IN, KY, MI, OH, W. PA	Holly Foster	617 664 2140	hatherly_foster@ssga.com
K	Alex Rokicki	617 306 3809	alexander_rokicki@ssga.com	AK, N. CA, ID, MT, OR, WA, WY	Alexandra Post	617 664 3971	alexandra_post@ssga.com
L	Matt Camuso	857 206 4643	matthew_camuso@ssga.com	AZ, S. CA, HI, NV, UT	Mike Durant	617 664 0316	michael_durant@ssga.com

Source: SSGA. As of March 9, 2016

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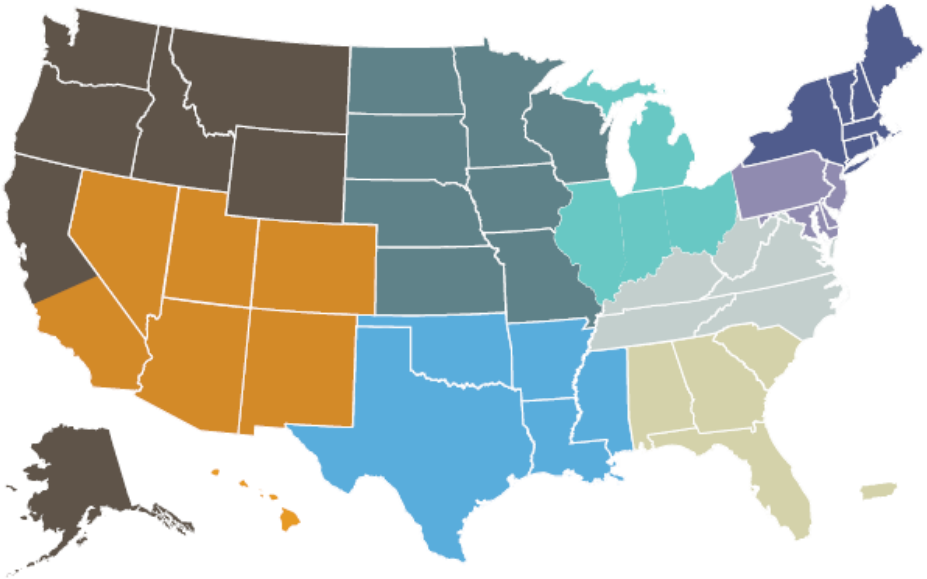
IBD Marketing Sizing/Coverage



Director of National Sales	Phone	Email
Michael Stevens	617 664 4573	michael_stevens@ssga.com
Divisional Sales Manager		
Kelly Ryan CPWA®	617 664 8682	kelly_ryan@ssga.com
Western Internal Sales Manager		
Darreck Mitchell, CRPC®	617 664 5621	darreck_mitchell@ssga.com
Eastern Internal Sales Manager		
Bryan Ciborowski	617 664 5010	bryan_ciborowski@ssga.com

Region	Regional Consultant				Internal Consultant		
1	Adam Browne CIMA® CPWA®	312 714 8399	adam_browne@ssga.com	CT, MA, ME, NH, NY, RI, VT	Kevin Lee	617 537 3049	kevin_lee@ssga.com
2	Arend Elston	312 391 4244	arend_elston@ssga.com	IL, IN, MI, OH	Brendan Corey	617 664 5876	brendan_corey@ssga.com
3	Douglas Glennon CIMA®	239 250 3336	douglas_glennon@ssga.com	AL, FL, GA, PR, SC	Stanley Andre	617 664 0006	stanley_andrejr@ssga.com
4	Lauren Hein	619 306 0118	lauren_hein@ssga.com	AZ, S. CA, CO, HI, NM, NV, UT	Chris Friend	617 537 0428	christopher_friend@ssga.com
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7	Beau Barnett	571 451 4302	beau_barnett@ssga.com	DC, KY, NC, TN, VA, WV	Cole Fisher	617 664 7923	cole_fisher@ssga.com
8	Laura Grusczynski	201 221 6073	laura_grusczynski@ssga.com	DE, MD, NJ, PA	Jonathan Bui	617 664 4597	jonathan_bui@ssga.com
9	Bobby Carlson	612 406 1880	bobby_carlson@ssga.com	IA, KS, MN, MO, ND, NE, SD, WI	Chris Puliafico	617 664 3267	christopher_puliafico@ssga.com

Source: SSGA. As of March 9, 2016

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Appendix B: Important Disclosures

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Important Disclosures

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IMPORTANT RISK INFORMATION
Information represented in this piece does not constitute legal, tax or investment advice. Investors should consult their legal, tax and financial advisors before making any financial decisions.

The statements and opinions expressed are subject to change at any time, based on market and other conditions. State Street cannot guarantee the accuracy or completeness of any third-party statements or data.

Investing involves risk including the risk of loss of principal. Investment returns will vary depending upon the performance of the portfolios you choose. Except to the extent of FDIC insurance available for the Savings Portfolio, you could lose all or a portion of your money by investing in the Plan, depending on market conditions. Account owners assume all investment risks as well as responsibility for any federal and state tax consequences.

ETFs trade like stocks, fluctuate in market value and may trade at prices above or below the ETFs' net asset value. Brokerage commissions and ETF expenses will reduce returns.

Frequent trading of ETFs could significantly increase commissions and other costs such that they may offset any savings from low fees or costs.

Diversification does not ensure a profit or guarantee against loss.

The SSGA Upromise 529 Plan (the "Plan") is administered by the Board of Trustees of the College Savings Plans of Nevada (the "Board"), chaired by Nevada State Treasurer. Ascensus Broker Dealer Services, Inc. (ABD) serves as the Program Manager. ABD has overall responsibility for the day-to-day operations, including distribution of the Plan and provision of certain marketing services. State Street Global Advisors (SSGA) serves as Investment Manager for the Plan except for the Savings Portfolio, which is managed by Sallie Mae Bank, and also provides or arranges for certain marketing services for the Plan. The Plan's portfolios invest in either (i) Exchange Traded Funds and mutual funds offered or managed by SSGA or its affiliates; or (ii) a Federal Deposit Insurance Corporation (FDIC)-insured omnibus savings account held in trust by the Board at Sallie Mae Bank. Except for the Savings Portfolio, investments in the Plan are not insured by the FDIC. Units of the portfolios are municipal securities and the value of units will vary with market conditions.

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For more information about the SSGA Upromise 529 Plan ("the Plan") download the Plan Description and Participation Agreement or request one by calling 1-800-587-7305. Investment objectives, risks, charges, expenses and other important information are included in the Plan Description; read and consider it carefully before investing. Ascensus Broker Dealer Services, Inc. ("ABD") is distributor of the Plan.

Before investing in the Plan, you should consider whether your client or the client's beneficiary's home state offers a 529 plan that provides its taxpayers with favorable state tax and other benefits that are only available through investment in the home state's 529 plan.

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SA-2044
Exp. 06/30/2017

2017 529 Marketing Focus

- USAA Investment Management Company

Matthew Baker
ED IMCO Client Management

Paul Fulmer
AVP Product Management

Christopher Smith
Director, Investment Product Management

June 21, 2016

Confidential

New Member / Product

- Seasonality
- Bank-actives
- IMCO-actives
- Enhanced Targeting

New Assets

- Systematic Investments
- Planning & Advice Tools
- Leads & Offers
- NV Resident Offer(Matching Grant)

Marketing	Tax Season	Gifting (529)
Media – Local Radio	X	
Digital (Programmatic)	X	
Digital (Direct)	X	X
Paid Search / Brand	X	X
Print / Direct	X	X
Other	X	X

Vanguard 529 ® College Savings Plan
2017 Marketing Plan

June 2016–May 2017 Marketing plan

Situation analysis

VG529 business priorities, marketplace opportunities, and target audience needs

	The Vanguard 529 Plan business	The marketplace	Our target audience
Observations	• Leads and conversions will be our prime focus. • Reducing the expense ratios fee to be competitive in the market place. • U.S. parents' awareness of The Vanguard 529 Plan remains relatively low nationally (19%), especially when compared to the awareness of 529 plans overall, and unchanged since 2015. • In the NPS survey, the "Provides guidance" score improved from red to yellow.	• Competitors are cutting prices while simultaneously offering additional marketing dollars to promote their 529 plans. • Significant asset opportunity to draw additional assets into 529 plans from other savings vehicles ($368B).*	• 9 out of 10 parents are expecting their child to attend college, but only half of parents with a child under age 18 are saving for college.* • There is apprehension among 59% of parents that they will not save enough for college and that it's too late, which leads to inertia.* • Education level correlates with higher income, yielding clients with higher long-term earnings potential* • 529 plan account owners, on average, tend to have significantly higher household incomes relative to the industry.**
		*Source: FRC: How America saves for college 2009	*Source: America Saves : How for College 2015 **Source: US Census Bureau
Implications	• Continue to focus on increasing leads and conversions. • Tailor our message to highlight Vanguard's brand and our low expense ratios. • Provide guidance through programs (i.e., Enhanced guidance program) to address NPS feedback and overall score.	• Ensure that Vanguard differentiates itself in the marketplace by leading with the Vanguard brand. • Convey the benefits of 529 plans versus other vehicles used to save for college. • Tailor our message to show the benefits of switching from other savings vehicles to The Vanguard 529 Plan.	• Tailor our message to ease the apprehension about saving for college. • Provide content that stresses the importance of saving for college early, and that it's never too late to start. • Create enhanced educational content that provides insight about the correlation between education level and higher long-term earnings potential.

June 2016–May 2017
Marketing plan

Objective

The focus for The Vanguard 529 Plan for 2016–2017 will be to increase our efforts on account growth and existing client engagement.

Plan growth

- Promote The Vanguard 529 Plan as the plan of choice for Vanguard retail clients, Nevada residents, and college savers nationwide.

Client engagement

- Drive engagement with timely, relevant 529 investor education and communications.

Give people the opportunity to improve their lives through higher education

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June 2016–May 2017 Marketing plan

Growth strategy

The growth strategy has been guided by the situation analysis, proven approach, and testing new channels.

Objectives	Strategies	Rationale
Retail client acquisition	• Leverage proven marketing channels within the state of Nevada and expand efforts nationally. • Partner with the Nevada state treasurer's office to coordinate marketing efforts.	• The 2015 marketing efforts have had healthy outcomes. • Continued commitment to partnership with Nevada and positioning Vanguard 529 to Nevada residents with existing Vanguard relationships.
Pure prospect acquisition New for 2016	Test and learn with new advertising channel and messages.	• Testing different approaches to acquire new clients will be a key component to ongoing, successful growth. • Great opportunity to promote The Vanguard 529 Plan in Nevada, and as a compelling alternative in other states without state tax benefits.

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June 2016–May 2017
Marketing plan

Client engagement strategy

The client engagement strategy has been guided by the situation analysis and proven approaches.

Objectives	Strategies	Rationale
Client engagement	• Target the right message to the appropriate audience. • Drive engagement during key events in 2015 (529 day, college savings month, gifting and year-end contribution campaigns). • Provide additional guidance and education to encourage account service adoption.	• Findings from the NPS results, Awareness survey and asset allocation research show that there are needs and opportunities for further education on 529 plans, investments, and risk tolerance.

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June 2016–May 2017 Marketing plan

Marketing tactics based on existing knowledge and testing to gain additional insight

Driving Growth

Strategies	Tactics	Rationale
Proven channels, learnings, and messages	Web offers, target emails	• Successful 2015 results with a targeted audience • Targeted emails have proven to improve engagement and conversion
Test and learn New for 2016	Prospect advertising/remarketing, paid search	• Opportunity to draw additional assets into VG529 plan from other savings vehicles ($368B) • Contribute a significant portion of new households to meet overall goal of acquiring new households • Continued commitment to partnership with Nevada and building awareness in the state of Nevada.

Driving engagement

Strategies	Tactics	Rationale
Proven channel, learnings and message	Email	• Providing guidance to the investor will drive loyalty
Provide timely, relevant communications	Email and direct mail	• A regulatory requirement to inform account owners of any plan changes

For internal use only. Not for public distribution.

June 2016–May 2017 Marketing plan

Measurement of success

Growth measurement	Definition
Number of leads: email	Number of leads who clicked through to the email
Number of leads: VG advertising	Prospects who were served an ad and went through to the vanguard.com college savings page
Number of conversions: VG advertising	Prospects who viewed an ad and clicked through the open account process
Awareness	Awareness of The Vanguard 529 Plan as the vehicle of choice to save for college

Engagement measurement	Definition
Number of clicks: email	Increase open click rate using historical results as a benchmark
Increase the overall Vanguard 529 Plan NPS score	Increase NPS score of 45%
Awareness	Increase plan awareness of 17%
Service adoption	Increase overall automatic investment adoption

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June 2016–May 2017 Marketing plan

Vanguard 529 Plan
2016–2017 marketing & communication plan

	Q3 2016			4Q 2016			1Q 2017			2Q 2017		
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March	April	May	June
Plan growth			Advertising (banner ads, search)									
					All Retail clients (no 529) (email, OOTW)						Retail clients (no 529) residing in Nevada (email, OOTW)	
					Recurring Contribution (email)						Recurring Contribution (email)	
	Social media											
Support client engagement *(no RS client cross over)*	Articles on VG.com							529 Account check up (email)				
		529 Connection (email)			529 Connection (email)			529 Connection (email)			529 Connection (email)	
	Social media											

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THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 9
June 24, 2015

Item: Fiscal Year 2017 Umbrella and SSGA Upromise 529 Plan Education and Outreach Plans

Recommendation:

That the Board review and approve the Fiscal Year 2017 Outreach and education Plan which encompasses both the umbrella and Ascensus non-cash commitment and delegate to the Treasurer's Office the approval of materials contained within the plans.

Fiscal:
FY 2016 outreach, education and promotion services approved by the Board in July 2014, paid from college savings fee revenue (budget account 1092) are not to exceed $800,000 annually. Ascensus non-cash commitment is $200,000 annually.

Summary:
Under NRS 353B.370, the Board must approve all marketing materials for the Nevada College Savings Program. Once approved, this Board action approves the overall plan for FY 2017 and delegates final approval of individual education and outreach materials to the Treasurer's Office.

In relation to the Ascensus non-cash marketing commitment, Ascensus will make quarterly reports on expenditures. After approval, appropriate expenses will be properly recorded in the state budget process, as required.

Grant Hewitt, Chief of Staff to the State Treasurer, and Sheila Salehian, Deputy Treasurer, will be available for questions.

SSGA Upromise529

2017 Nevada Events and Outreach Plan Proposal June 8, 2016

Background

The following proposal details the intent for use of the $211,750 SFY 2017 marketing commitment from Ascensus College Savings.

Should there be any unused funds from the FY 2016 plan, the surplus will rollover and be added to the total funds available. Contractually, these funds are designated for use in promoting Nevada college savings within the state of Nevada.

Last year with the introduction of Sage and the umbrella awareness campaign, the in-state marketing strategy for the marketing commitment funds shifted to lead generation and targeted follow up.

The objective of these efforts was to effectively drive and measure new SSGA Upromise 529 Plan enrollments. As such, the FY 2016 plan focused primarily on securing booth space and sponsorships at family friendly events to invoke one on one conversations and resulting action. Given the strong momentum from last year, the intent is to continue to fine tune these efforts in FY 2017.

Strategy

- Goals:
  - Drive one-on-one conversations
  - Capture email marketing opt ins
  - Develop joint (Amplify and Ascensus) post event outreach and conversion plan to drive account growth
- Target audience:
  - Nevada Parents with children ages 0-15, skewing female
- Execution:
  - Align SSGA with applicable and family-friendly sponsorships and exhibiting opportunities that will allow one on one conversations and personal contact.
  - Increase employer outreach to share new employer matching contribution option
  - “Flip the marketing” to attract parents who want to avoid the college debt trap. (Lunch N’ Learns, Parent Information Nights, Community Center Presentations)
- Timing:
  - July 2016 – June 2017

Tactics

- Provide parental incentives to encourage engagement and participation in taking action to save for college
- Engage with community business leaders (chambers of commerce, economic alliances, etc.) to raise awareness and to increase participation in payroll direct deposit
- Continue partnerships with nonprofits to leverage existing programs such as the Piggy Bank initiatives at elementary schools
- Implement an email campaign to send customized messages to attendees who participated in previous college savings events
- Sponsor a child's "life events" such as kindergarten graduations, birth of a new baby, fifth grade graduations
- Continue to integrate college savings into all Financial Literacy events sponsored by the Treasurer's Office

Repeat opportunities:

- The Treasurer's Office Staff and the Ascensus Field Representatives reviewed the events and sponsorships from SFY 2016 and determined if an event should be repeated based on the cost, attendance, and ability to collect qualified leads.
- Past opportunities that were viewed favorably have been recommended again for SFY 2017.

Nevada Womens Expo

New opportunities and what's included:

- **Elko Balloon Festival Sponsorship**
  - College Savings ad on their website
  - College Savings banner flown on a balloon throughout the festival
  - Eight tickets to the event
  - Booth for all four days of event
- **Little League Baseball Sponsorships**
  - College Savings Link posted on league's website
  - College Savings logo on the team jerseys
  - Website link to be included in email blasts
  - College Savings banner at snack areas throughout season
  - Opportunity to talk to parents at opening parents night meeting
- **Young Philharmonic Sponsorship Events**
  - Sponsorship of major concerts throughout the season
  - College Savings Ad in each concert program
  - Name mention during the concert and in four annual email blasts
  - Booth in the foyer area of each concert
- **Lunch and Learn Events – Chamber Sponsorships (SB412 & Direct Deposit)**

Supplemental and contingency funds

- This plan is flexible in design. As new opportunities present themselves, there will be funds available for assignment and use.
- The plan also allocates funding to cover postage costs for maintenance mailings in support of Kick Start and Silver State Matching Grant.

nevada college kickstart

Silver State Matching Grant Program

Proposed Spending Breakdown

Opportunity	Region	Timing	Estimated Cost
NV Women's Expo	Reno	Fall	$1,000
The Discovery Museum (Day at the Museum Sponsorship)	Reno	Spring	$8,500
Children's Discovery Museum (Day at the Museum Sponsorship)	Las Vegas	Fall	$10,000
Baby Expo	Reno	Spring	$1,700
Baby Fair and Diaper Derby	Reno	September	$6,000
Back to School Fair & Fashion Show	Reno	August	$3,000
Winterfest	Henderson	December	$1,800
Clark County Fair & Rodeo	Logandale	April	$2,000
Run for Education	Reno		$5,000
Reno Aces	Reno	April-September	$16,000
Reno Kite Festival	Reno	June	$10,000
Elko Balloon Festival	Elko	September	$5,000
Little League Baseball Sponsorships	Statewide	Various	$10,000
Family Engagement Event Sponsorships - Private Schools	Statewide	Various	$5,000
Young Philharmonic Event Sponsorships	Statewide	Various	$5,000
Online Advertising	Statewide	12 months	$20,000
Kick Start and SSMG Postage	Statewide	Fall	$30,000
Kindergarten Graduations in Private Schools/Magnets/Charter in Clark County and Washoe County	Statewide	Spring	$20,000

Continued

Parent Information Nights - Gift cards to give away at events	Statewide	Fall/Winter	$2,500
Lunch N' Learn Events - Chamber Sponsorships	Statewide - Las Vegas Chamber, Latin Chamber, Henderson Chamber, and Reno Chamber		$10,000
Lunch N' Learn Private Employer Events	Reno/Las Vegas	Spring	$15,000
Promo items/membership fees/booth fees	Statewide	12 months	$20,000
Total			$207,500
Las Vegas 51s	Las Vegas	April-September	?

Fiscal Year 2017 Strategy Update

Report to the State of Nevada
College Savings Board

June 21, 2016

Fiscal Year 2017

What's New

- 2 new 15-second television ads
- 3 new radio ads
- Increased email campaign with 27,000 pre-vetted email leads collected over 12 months
- Increased Pandora Radio and Online ad budget

What's Continuing

- Creative Services
- Public Relations
- Social Media Support

Awareness to Leads to Conversions

- Continuing to build awareness through traditional media
- Capture awareness through Pandora and online ads (clicks to NV529.org) and our new pre-vetted, opt-in email address collection (to receive ongoing, income-targeted emails) and convert to leads
- Focus on events to turn awareness into positive conversations and warm leads
- Increase the number and quality of leads to result in converstions

How it works together

Awareness

- Media Campaign
- Visits to NV529.org

Leads

- Events & Sponsorships
- Email Collection

Conversions

- Follow up Emails
- Targeted Media

Budget Snapshot

	Q1	Q2	Q3	Q4
TV/Radio Production	$45,000			
TV Ads	$33,000	$33,000	$33,000	$33,000
Pandora Ads	$20,000	$20,000	$20,000	$20,000
Public Radio Ads		$15,000	$15,000	
Online Ads	$20,000	$20,000	$20,000	$20,000
Mail	$37,000	$35,000	$10,000	$75,000
Email Campaign	$15,000	$15,000	$15,000	$15,000
Admin/Creative/PR/Social	$27,000	$27,000	$27,000	$27,000
Contests	$6,877	$1,587	$1,587	$6,877

Overview by Quarter

Q1

- New ad production
- TV Ads
- NV529.org Pandora Ads
- NV529.org Mailer
- NV529.org Online Ads
- CKS Welcome Letter
- Begin production of Sage stress balls

Q2

- TV Ads
- NV529.org Pandora Ads
- NV529.org Online Ads
- Prepaid Mailer
- Prepaid Backpack Fliers
- Prepaid Public Radio Ads

Overview by Quarter

Q3

- TV Ads
- Prepaid Pandora Ads
- Prepaid Online Ads
- Prepaid Public Radio Ads
- Prepaid Mailer

Q4

- TV Ads
- Matching Grant Pandora Ads
- Matching Grant Online Ads
- Matching Grant Mailer
- NV529.org Mailer

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 10
June 21, 2016

Item: Amplify Relations Education and Outreach Update

Recommendation:

That the Board receive an update on education and outreach activities and results from Amplify Relations.

Fiscal Impact:
None.

Summary:

Megan Bedera, Vice President, Amplify Relations, will present the results of the umbrella campaign.

“Let’s Go to College: Nevada Saves” Campaign

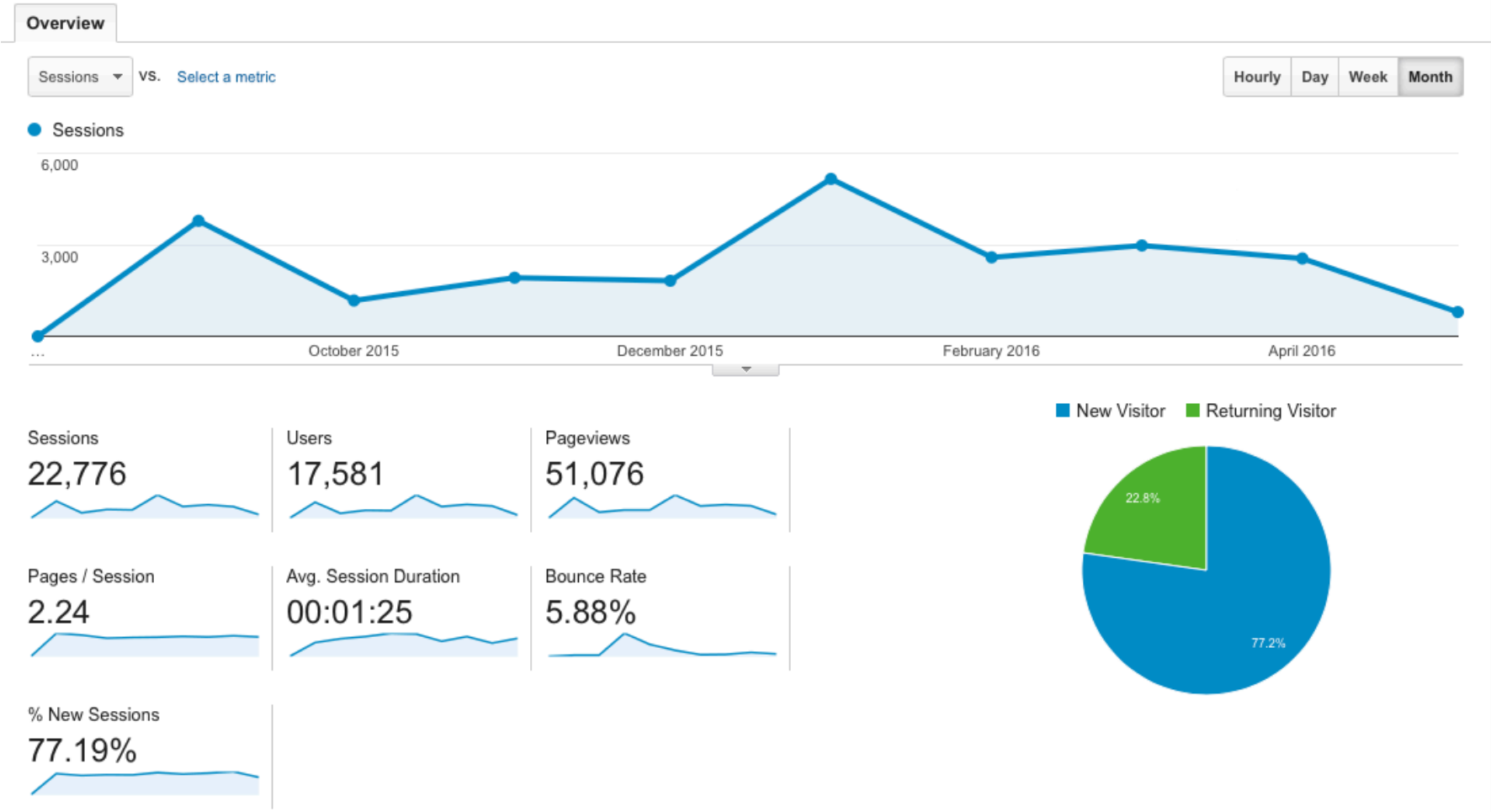
Report to the State of Nevada
College Savings Board

June 21, 2016

Awareness Results

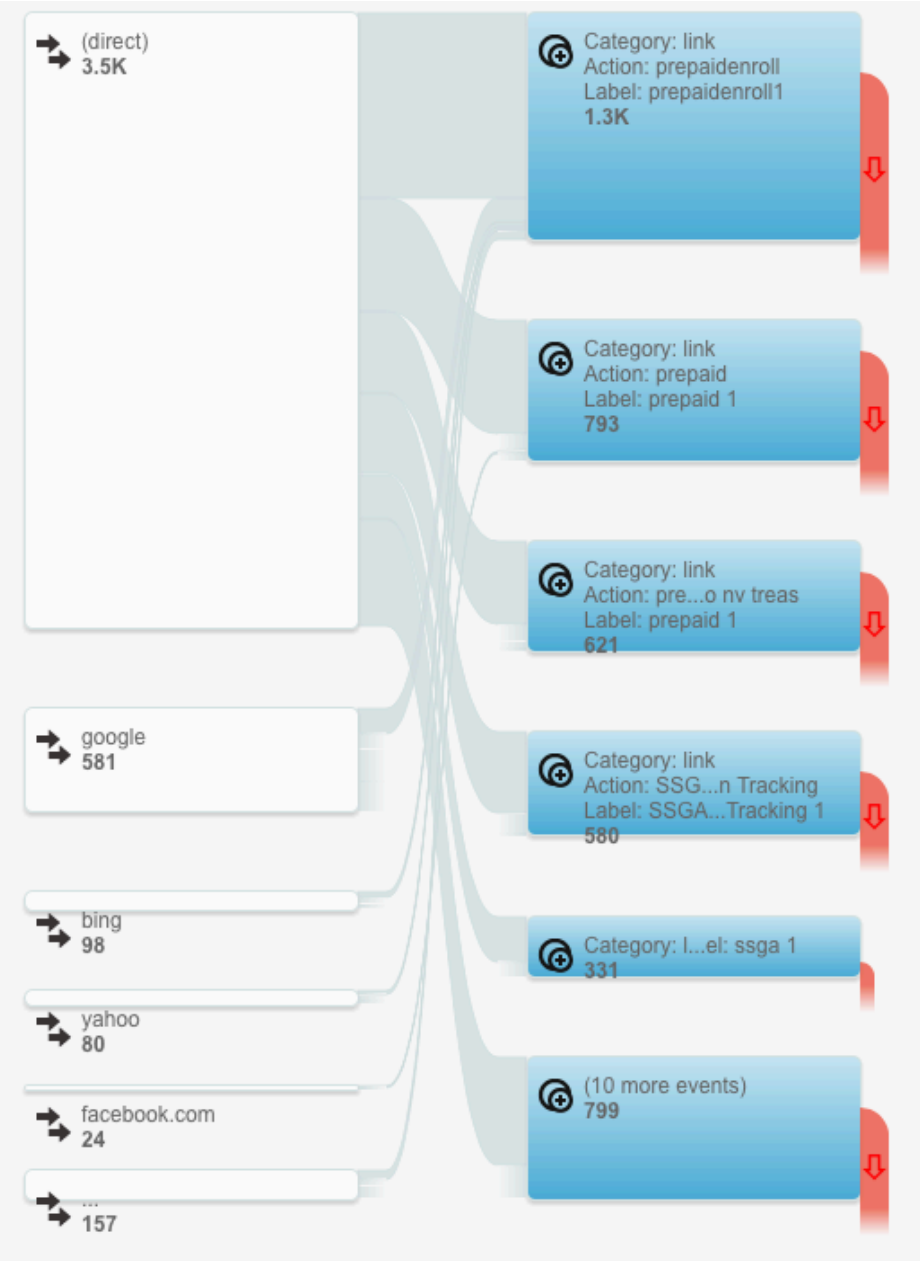
- Nevada College Kick Start has an awareness of 16.4%
- Nevada Prepaid Tuition has an awareness of 30.6%
- In less than one year, awareness of Sage is at 16%
- Nevada residents are more likely than other states to have seen or heard media coverage in the past year
- Television as news source about 529 plans increased 35% (to 61%)
- Advertisement recall increased 19% (to 48%)
- Recall of television ads increased 17% (to 25%)

NV529.org Traffic

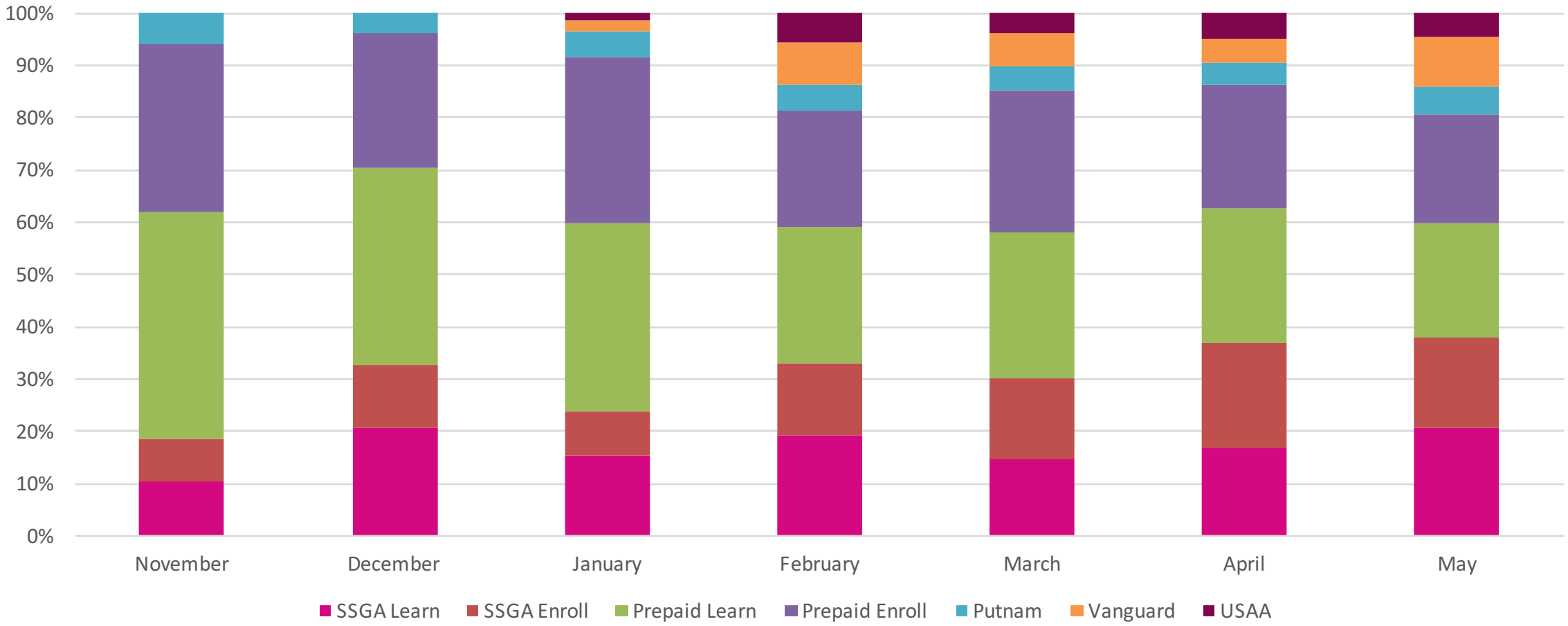


NV529.org Exits

- Most visitors are entering directly through NV529.org
- Most visitors are exiting to one of the Prepaid links (learn more or enroll), followed by SSGA
- We will be working to clarify this graphic before the next report by further grouping each of the programs



Distribution of website exit clicks

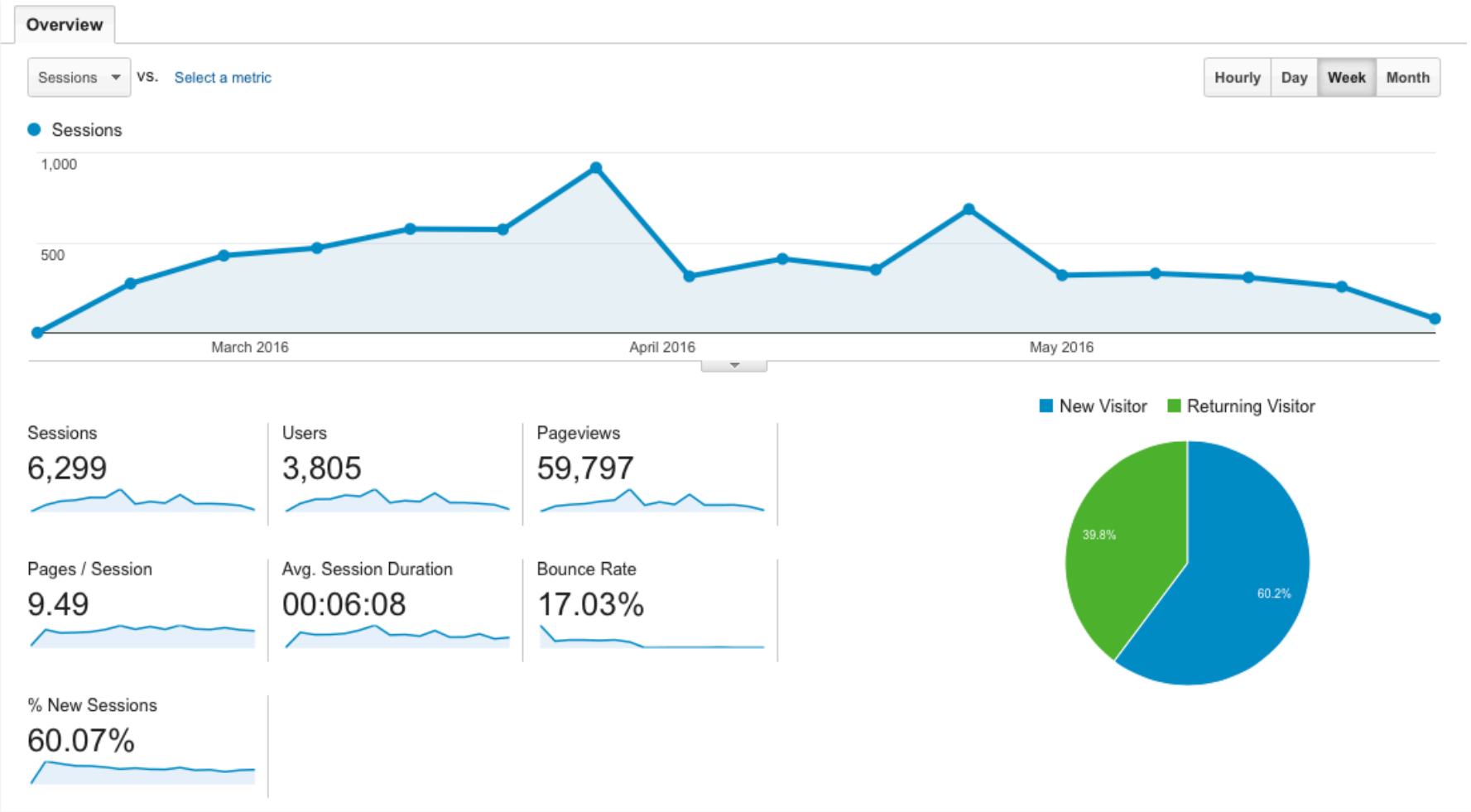


Distribution of website clicks - totals

	SSGA Learn	SSGA Enroll	Prepaid Learn	Prepaid Enroll	Putnam	Vanguard	USAA	Total by Week
November	53	43	223	165	30			514
December	167	96	304	207	30			804
January	369	205	858	760	117	50	33	2392
February	125	88	166	143	32	53	36	643
March	182	191	343	337	56	81	47	1237
April	124	147	191	173	32	33	37	737
May	62	51	66	62	16	28	14	299
Total by Destination	1082	821	2151	1847	313	245	167	

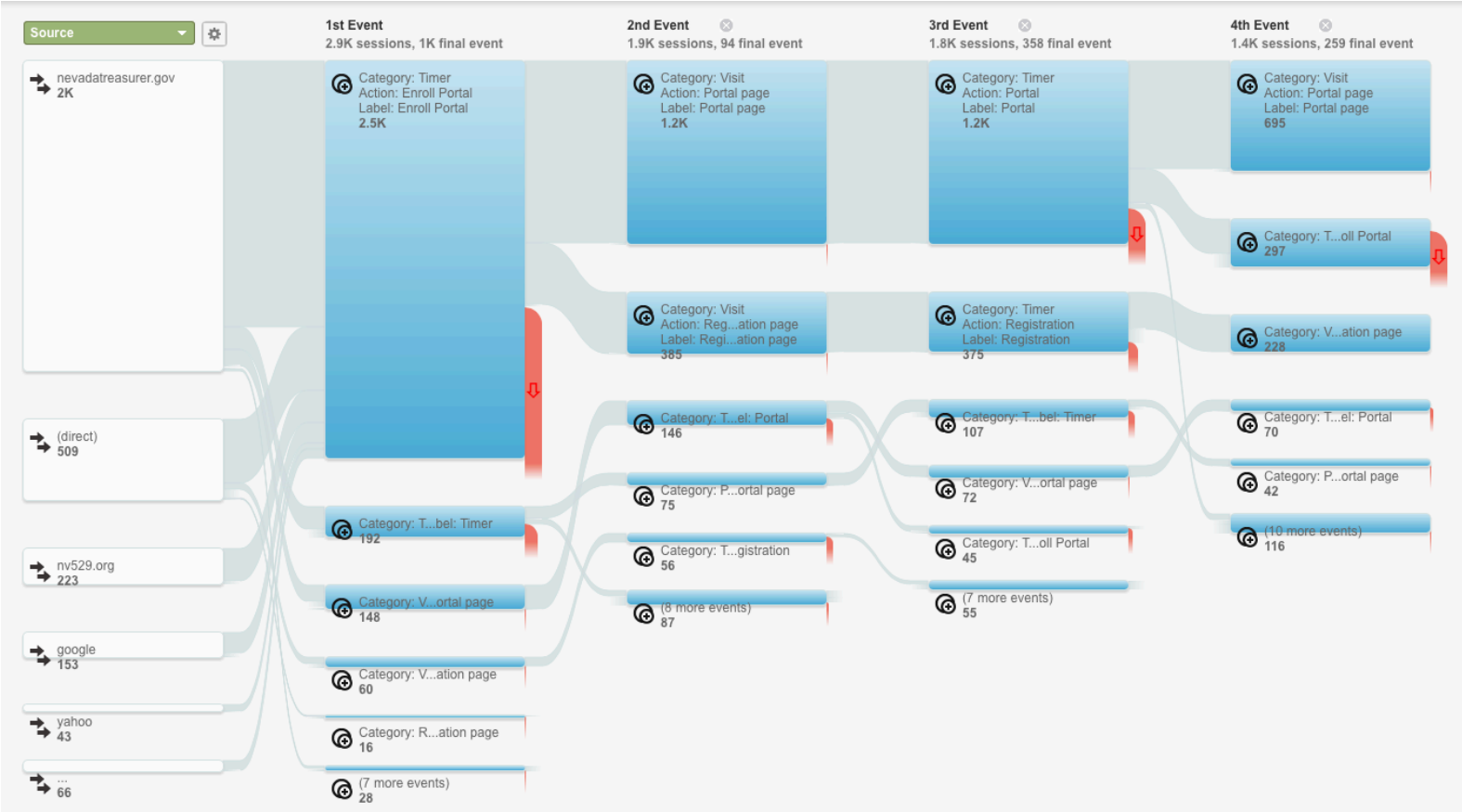
*Due to a bug in the tracking codes, Putnam, Vanguard and USAA began tracking in early January

Prepaid Tuition Portal Traffic



Prepaid Tuition Visitor Flow

- Most visitors are entering directly through NevadaTreasurer.gov
- Most visitors appear to be returning users navigating through the portal pages
- We will work with staff to create better labels to more clearly monitor progress through the site



Actual Enrollments vs. Enroll Now Exit Clicks

	SSGA New Enrollments	SSGA Enroll Now Clicks	Conversion Rate
November	34	43	79%
December	46	96	48%
January	82	205	40%
February	56	88	64%
March	64	191	34%
April	43	147	29%
May	81	51	158%
Totals	**406**	**821**	**64.57%**

	Prepaid New Enrollments	Prepaid Enroll Now Clicks	Conversion Rate
November	77	165	47%
December	74	207	36%
January	247	760	33%
February	86	143	60%
March	335	337	99%
April	143	173	83%
May	8	62	-
Totals	**970**	**1847**	**60%**

*Data before the third week of November is inconsistent due to new website bugs and tracking challenges across platforms

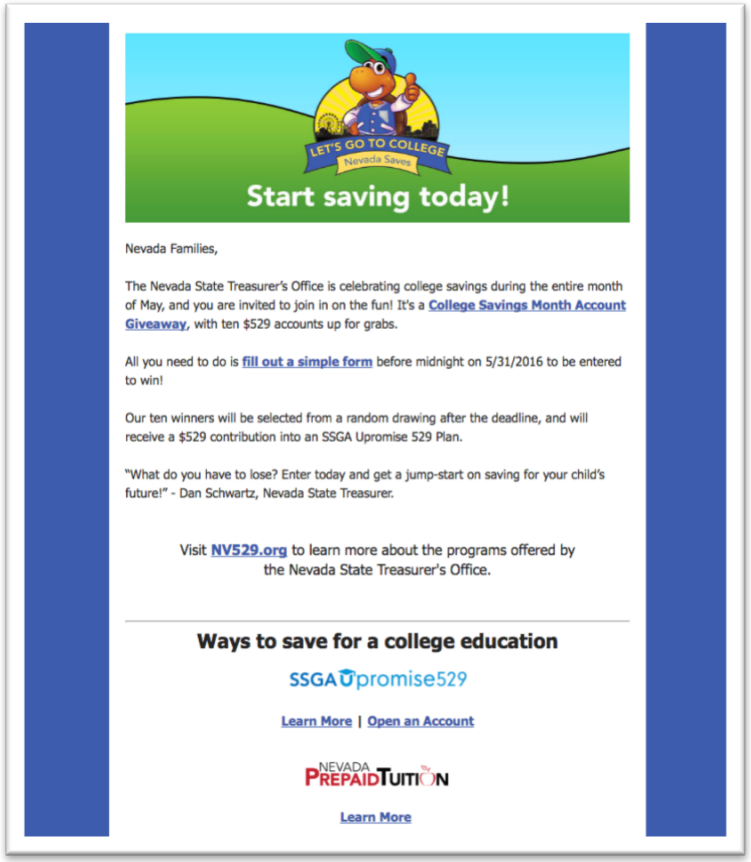
Monthly Emails

Event	Total Emails	Delivered	Bounced	Unique Opens	Total Clicks	Unsubscribes
February (Sent 2/29/16)	1,198	826 (69%)	186 (15.53%) – Hard 186 (15.53%) – Soft	216 (26%)	31	7 (1%)
March (Sent 3/16/16)	1,006	961 (95.5%)	38 (3.8%) – Hard 7 (.7%) – Soft	282 (29.3%)	249	3 (.3%)
April 1* (Sent 4/28/16)	1,151	1,137 (98.8%)	0 (0%) – Hard 14 (1.2%) – Soft	352 (31%)	69	5 (.4%)
April 2** (Sent 4/28/16)	1,325	1,119 (84.45%)	9 (.68%) – Hard 197 (14.87%) – Soft	578 (29%)	89	4 (.3%)
May (Sent 5/26/16)	2,287	2,244 (98.1%)	14 (0%) - Hard 29 (.1%) - Soft	423 (18.9%)***	75	7 (0%)
Averages	1,393	89.17%		26.84%	103	0.4%

*List size increased due to email addresses that had completed the event flow
**First send to email addresses collected during the September giveaway
***Several variables my have contributed to the lower open rate. We will continue to watch for trends.

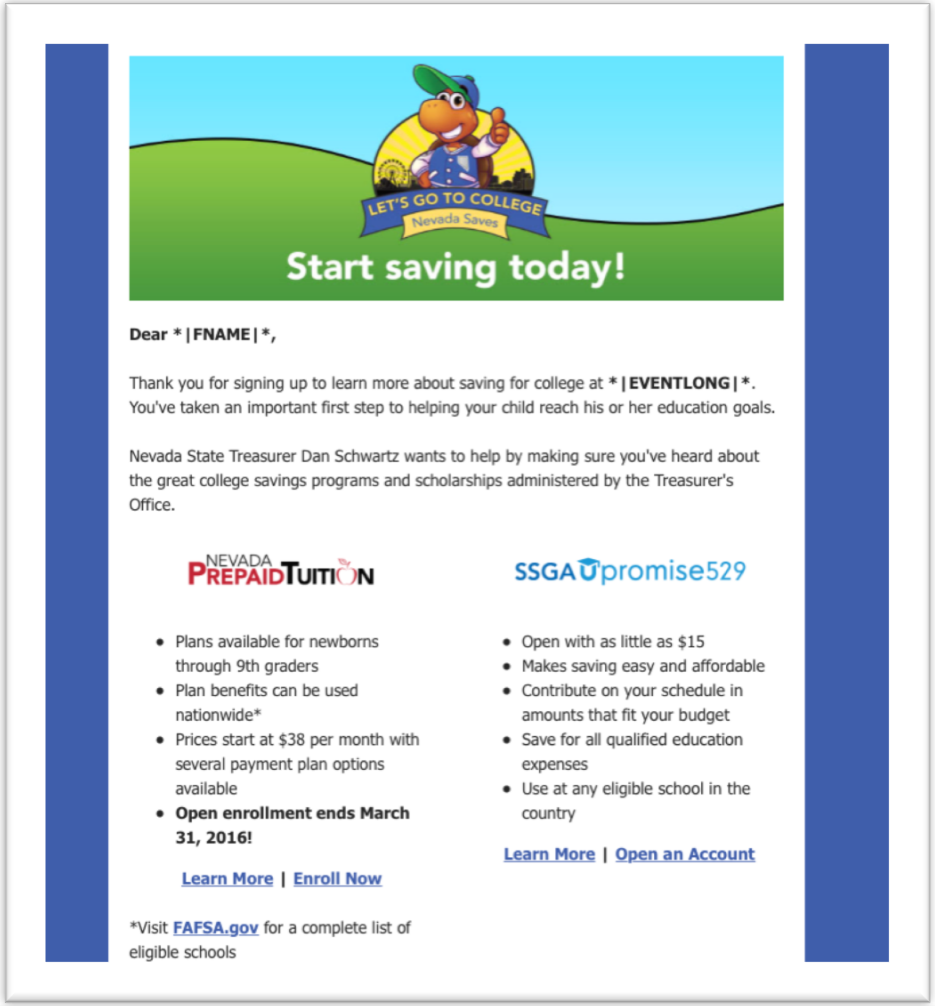
Hard bounces are bad email addresses that cannot be emailed and will be removed from the system. Soft bounces are temporary issues with the inbox (full or incorrect settings) and will be emailed several times to try to achieve a delivery before they are removed from the system.

May Email Excerpt



Event Introduction Emails

- 3-email series following each event
- Open Rates
  - Email 1: 36.8%
  - Email 2: 22.37%
  - Email 3: 22.2%



LET'S GO TO COLLEGE
Nevada Saves

Start saving today!

Dear * | FNAME | *,

Thank you for signing up to learn more about saving for college at *** | EVENTLONG | ***. You've taken an important first step to helping your child reach his or her education goals.

Nevada State Treasurer Dan Schwartz wants to help by making sure you've heard about the great college savings programs and scholarships administered by the Treasurer's Office.

NEVADA PREPAID TUITION

- Plans available for newborns through 9th graders
- Plan benefits can be used nationwide*
- Prices start at $38 per month with several payment plan options available
- **Open enrollment ends March 31, 2016!**

Learn More | Enroll Now

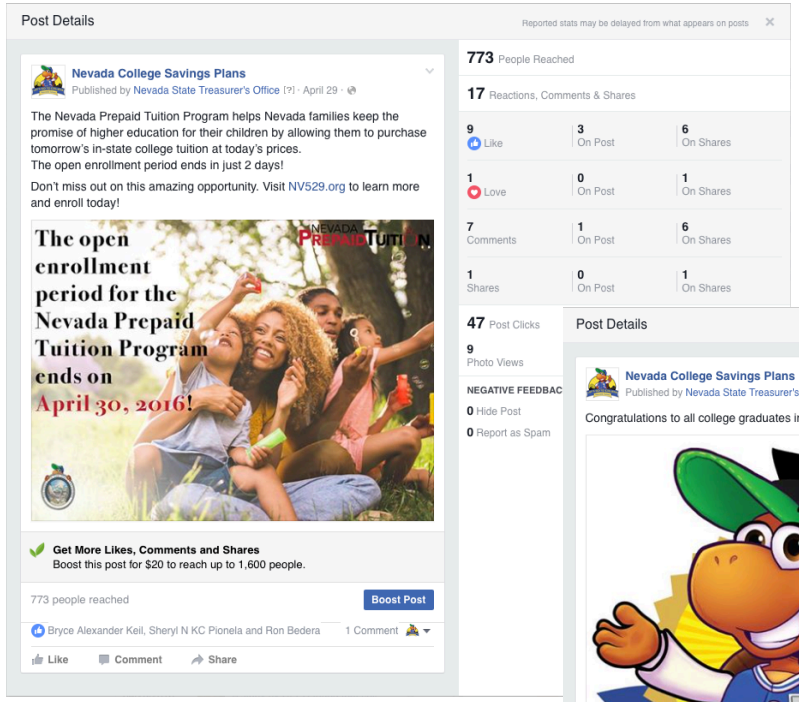
SSGA U promise529

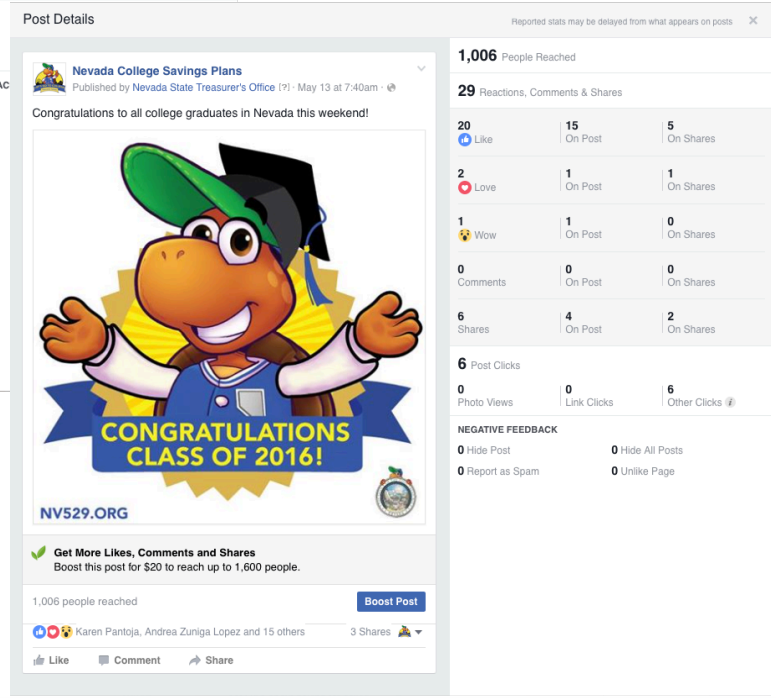
- Open with as little as $15
- Makes saving easy and affordable
- Contribute on your schedule in amounts that fit your budget
- Save for all qualified education expenses
- Use at any eligible school in the country

Learn More | Open an Account

*Visit FAFSA.gov for a complete list of eligible schools

Social Media





Public Relations

May 20, 2016

Beginner's guide to college savings in Nevada

The cost of a college education continues to rise every year. But without a degree in higher education, your children will most likely relegate themselves to the lower rungs of the socio-economic ladder for life. At the Treasurer's Office, we offer two types of college savings plan programs to help parents and grandparents in Nevada to begin saving for their loved one's education. It's never too late or too early to start.

Nevada 529 College Saving Plan

We sponsor four different 529 plans which have different minimum requirements and fee structures. A 529 can be used for tuition, fees, books, housing and technology. Our most widely known plan is the SSGA Upromise 529. The SSGA Upromise 529 can be opened with as little as $15, while offering the same quality investments as our other plans. And you can use automatic payment or payroll deduction! Our other plan partners are USAA, Vanguard and Putnum. You can learn about all of our plans at NV529.org. You may even discover you qualify for our Silver State Matching Grant! For households who make less than $75,000 per year, you might be eligible to receive up to $300 per year for up to 5 years — that's a total of $1,500 for FREE!

Prepaid Tuition Program

Prepaid Tuition locks in "tomorrow's in-state tuition at today's prices." Families can choose from various payment plans from as little as $38/month for 2 years of in-state community college and $91/month for 2 years of in-state university tuition. Though this program is for tuition only, sometimes families choose to open both a prepaid tuition plan as well as a 529 plan, to have a plan for all related costs. Should you need to get your money back (or cash-out your account) for any reason plan holders are entitled to receive the amount they have paid in, less a $100 administration fee. The contract is also transferrable to another family member.

Don't worry if your child wants to go to college somewhere other than Nevada. The prepaid tuition plan can be used at any eligible institution nationwide, and the Nevada State Treasurer's Office pays up to the amount of what Nevada's tuition rates are at the time your child begins enrollment at any eligible college.

News Date	News Headline	Outlet Name	Outlet City	Viewers
4/1/16	Prepaid tuition extended	KKOH-AM	Reno	
4/1/16	Prepaid tuition extended	Channel 2 News at 11:00 - KTVN-TV	Reno	
4/1/16	Nevada Prepaid Tuition Enrollment Extended	KTVN-TV Online	Reno	175120
4/1/16	Prepaid tuition extended	Channel 2 News at 5:00 - KTVN-TV	Reno	
4/25/16	Nevada Prepaid Tuition Program Enrollment Period Extended	KTVN-TV Online	Reno	175120
4/28/16	Prepaid tuition enrollment ending	Daily Sparks Tribune - Online	Sparks	
4/29/16	Enrollment for Nevada pre-paid tuition program closes this week	Ely Times - Online	Ely	22635
5/2/16	Applications now being accepted for Nevada ESA program	KVVU-TV Online	Henderson	507205
5/3/16	Education Savings Account enrollment underway	KTNV-TV Online	Las Vegas	265969
5/6/16	ESA open enrollment period for applications began May 1	Ely Times - Online	Ely	22635
5/14/16	Nevada Treasurer's Office holds contest to kickstart college savings	KTNV-TV Online	Las Vegas	265969
5/17/16	Schwartz: A beginner's guide to college savings programs in Nevada	Reno Gazette-Journal Online	Reno	750402
5/19/16	Beginner's guide to college savings in Nevada	Nevada Appeal Online	Carson City	178416
5/31/16	Free Admission to The Discovery Wednesday	KTVN-TV Online	Reno	175120

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 11
June 21, 2016

Item: Amendments to Nevada Administrative Code 523B for the implementation of Senate Bill 412

Recommendation

Board review and approval of amendments to Nevada Administrative Code 353B for the implementation of Senate Bill 412 which provided for a credit against taxes imposed on certain employers if an employer matches the contribution of an employee to certain college savings plans.

Fiscal Impact:
None

Background:
During the 2015 Legislative Session, Senate Bill 412 (SB 412) was passed by the Legislature and signed by the Governor. SB 412 provides for a tax credit against taxes imposed on certain employers if an employer matches contributions of an employee to certain college savings plans; providing for the amount of such a credit; providing for the credit to be applied after the year during which the credit was earned in certain circumstances, and providing other matters properly relating thereto.

Summary:
Staff has drafted amendments to Chapter 353B of Nevada Administrative Code (NAC) to establish certain regulations which were set forth in SB 412. In addition to the changes required under SB 412, Staff is also requesting the Board's review and approval on

following amendments to NAC Chapter 353B Nevada Higher Education Prepaid Tuition Program:

- Amend NAC 353B.310 'Conditions for change in designated qualified beneficiary' to allow a purchaser to change the qualified beneficiary after benefits have been paid assuming the contract has remaining credit hours. The new qualified beneficiary must adhere to the original contract expiration date or the Board may charge a fee, if it deems necessary.

- Amend NAC 353B 'Options for method of payment by purchaser' to allow for a 10-year monthly payment plan.

The process for adopting regulations takes several steps including the approval by the Legislative Commission. Below is a draft timeline for events for completion of the process.

1. Thursday, June 23: Send the draft regulations to Legislative Counsel Bureau.

2. Friday, June 24: Post the workshop and public hearing notices.

3. Wednesday, July 13: Hold the public workshop.

4. Thursday, July 28: Hold the public hearing.

5. August 1: Send all necessary documents to Legislative Counsel Bureau.

6. Wait for Legislative Commission meeting to be held.

The remaining NAC changes in the attached document allow for the changes passed in SB 412.Tara Hagan, Chief Deputy Treasurer, and Shelia Salehian, Deputy Treasurer will be present this item and answer any questions.

ADOPTED REGULATION OF THE OFFICE OF THE

STATE TREASURER

LCB FILE No. R_ _ _ -15

Effective _ _, 2016

Authority: Chapter 353B of NRS is hereby amended by adding thereto the provisions set forth in SB 412 (2015), allow a purchaser to change the qualified beneficiary after benefits have been paid, and allow for a 10-year monthly payment plan.

A REGULATION relating to taxation; providing for a credit against taxes imposed on certain employers if an employer matches the contribution of an employee to certain college savings plans; allow a purchaser to change the qualified beneficiary after benefits have been paid, and allow for a 10-year monthly payment plan.

Chapter 353B of NAC is hereby amended as follows:

1. **NAC 353B.310 Conditions for change in designation of qualified beneficiary**

   a. Amend Subsection 3 as follows:

   Subsection 3. If any benefits have been paid pursuant to the contract, the new qualified beneficiary must adhere to the original expiration date of the contract, and the Board may charge a fee as determined necessary to ensure the actuarial soundness of the trust fund.

2. **NAC 353B.350 Options for method of payment by purchaser. (NRS 353B.090, 353B.100)**
   a. Add the following in Section 1
      i. For 120 months

3. **NAC 353B.370 Remittance of payment pursuant to employer tax credit on Prepaid Tuition matching grant submission; required provisions**
   a. Add new Subsection 3 as follows:

   3. An Employer may remit payments on behalf of an employee who is a Purchaser or Legal Successor on an existing, active contract.

      (a) Employee is responsible for providing proof of payments made to an active contract to their employer, along with the contract number for matching contribution qualification.
      (b) Employer issuing matching contributions must provide the employee's name, contract number, and matching contribution payment to the address specified by the Program.

4. **NAC 353B.645 Authority to make contribution; minimum amounts; refusal of certain contributions.**
    a. **Add new Subsection 2 as follows:**
       2. Any employer may make a matching contribution to be credited to the qualified beneficiary on whose behalf the matching contribution was made.

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 12
June 21, 2016

Item: Bill Draft Request to amend NRS 353B.090

Recommendation:

Board review and approval of Bill Draft Request which amends Nevada Revised Statute 353B.090 to allow students to use unused Prepaid Tuition contract hours toward graduate credit hours.

Fiscal Impact:
None

Background:
At July 23, 2015, College Savings Board meeting, Staff presented a potential amendment to the Nevada Revised Statutes for the Nevada Prepaid Tuition Plan. The amendment would allow beneficiaries with unused tuition credits which remain on his or her contract to use this credit (at the same undergraduate credit hour rate) toward graduate courses. The intent is that the amount will not exceed the amount payable under the beneficiary's plan for undergraduate level course at the eligible educational institution.

Attached is a matrix of other state's prepaid tuition plans which includes whether they allow unused tuition credits/units to be used for graduate level courses. The matrix indicates that of the eleven (11) states which were surveyed (including Nevada), seven states currently allow unused tuition credits or units to be used for graduate level courses and four do not allow this practice.

Summary:
Staff has drafted a Bill Draft Request (attached) which includes amendments to Nevada Revised Statute Chapter 353B. Please see the redlined version below.

NRS 353B.090 Development of Program by Board; regulations.

1. The Board shall develop the Nevada Higher Education Prepaid Tuition Program for the prepayment of tuition at a guaranteed rate which is established based on the annual actuarial study required pursuant to NRS 353B.190 for undergraduate studies at a university, state college or community college that is a member of the System.

a) The Board may allow for contracts with unused tuition credit hours following graduation from a university or state college that is a member of the System toward graduate level studies. The amount may not exceed the amount payable under the beneficiary's plan for undergraduate level courses at the eligible educational institution pursuant to NRS 353B.190.

2. The Board shall adopt regulations for the implementation of the Program, including, without limitation, regulations setting forth requirements for residency, a limit on the number of qualified beneficiaries, the termination, withdrawal and transfer of money paid into the Trust Fund, the time within which the money paid into the Trust Fund must be used, and payment schedules.

(Added to NRS by 1997, 3484; A 2001, 2163, 2166; 2005, 364)

Tara Hagan, Chief Deputy Treasurer, and Shelia Salehian, Deputy Treasurer will be present this item and answer any questions.

BILL DRAFT REQUEST
FOR THE
2017 LEGISLATIVE SESSION

*** Person or Entity Authorized to Submit BDR: Treasurer Schwartz Office of the State Treasurer**

*** Name of Person Submitting Request: Treasurer Dan Schwartz**

*** 1. Intent of Proposed Bill or Resolution** (Describe the problem to be solved, intended effect, and/or the goal(s) of the proposed bill or resolution – may be attached as separate document):

The State Treasurer and the College Savings Board of Trustees is requesting an amendment to NRS 353B.090 which will allow beneficiaries with unused tuition credits which remain on his or her contract to use tuition credit (at the same undergraduate credit hour rate) toward graduate courses. The intent is that the amount will not exceed the amount payable under the beneficiary's plan for undergraduate level course at the eligible educational institution.

2. Any additional information that may be helpful in drafting the bill (e.g., any relevant legislative measures, cases or federal or state laws – may be attached as separate document):

Attached is a matrix of other State's prepaid tuition plans which includes whether other states allow unused tuition credits/units to be used for graduate level courses. The matrix indicates that of the eleven (11) states which were surveyed (including Nevada), seven states currently allow unused tuition credits or units to be used for graduate level courses and four do not allow this practice.

* Required fields.

3. NRS Title(s), Chapter(s) and Section(s) affected and/or Nevada Constitutional provisions affected:

Please see the redlined changes below to the Nevada Revised Statute Chapter 353B - College Savings plans of Nevada and Education Savings Accounts.

CHAPTER 353B - COLLEGE SAVINGS PLANS OF NEVADA AND EDUCATION SAVINGS ACCOUNTS

NRS 353B.090 Development of Program by Board; regulations.

1. The Board shall develop the Nevada Higher Education Prepaid Tuition Program for the prepayment of tuition at a guaranteed rate which is established based on the annual actuarial study required pursuant to NRS 353B.190 for undergraduate studies at a university, state college or community college that is a member of the System.

a) The Board may allow for contracts with unused tuition credit hours following graduation from a university or state college that is a member of the System toward graduate level studies. The amount may not exceed the amount payable under the beneficiary's plan for undergraduate level courses at the eligible educational institution pursuant to NRS 353B.190.

2. The Board shall adopt regulations for the implementation of the Program, including, without limitation, regulations setting forth requirements for residency, a limit on the number of qualified beneficiaries, the termination, withdrawal and transfer of money paid into the Trust Fund, the time within which the money paid into the Trust Fund must be used, and payment schedules.

(Added to NRS by 1997, 3484; A 2001, 2163, 2166; 2005, 364)

4. Effective Date:

☐ Default (October 1, 2017)
X July 1, 2017
☐ January 1, 2018
☐ Upon Passage and Approval
☐ Other

*** 5. Person(s) to be consulted if more information is needed:**

Name: Treasurer Dan Schwartz

Phone Number(s): 775-684-7109

E-mail Address: dschwartz@nevadatreasurer.gov

* Required fields.

6. Description of any known cost to the State or a local government that would result from carrying out the changes in the bill if enacted:

None.

REQUIRED PREFILING:

Non-Legislators: A bill draft requested by any entity other than a legislator or a legislative committee is required to be prefiled on or before August 31 preceding the regular legislative session. By statute, a measure that is not prefiled on or before that date is deemed to be withdrawn. There is no authority to waive this requirement.

Please submit completed Bill Draft Request form by mail to: Brenda Erdoes, Legislative Counsel, Legislative Building, 401 South Carson Street, Carson City, Nevada 89701, by e-mail at erdoes@lcb.state.nv.us or by fax at (775) 684-6761.

* Required fields.

Prepaid Research Summary
Compiled as of 12/22/2015 and 2/4/2016

Follow up research compiled on 2/4/2016 including the columns that are highlighted in blue

State	Unused Tuition Units						Payment Structure		
	Scholarship	Tranfer Beneficiary	Restrictions on Transfer of Beneficiary	Grad School	Rollover	Refund	Payment Options	Prepayment Benefit	Prepayment Benefit Clarified
FL	The amount covered by the plan, not just what you paid in, can be refunded or used to pay for tuition and fees not covered by the scholarship. The scholarship refund would equal the amount that would've been paid to the school.	Yes. Remaining credit hours in the Plan can be used for additional undergarduate courses or graduate courses, transferred to an eligible family member of the child, or refunded to the Account Owner.	Beneficiary must be a family member by blood or marriage Must use unused tuition units within 10 years from original beneficiary's high school graduation date	Yes. Unused Contract benefits may be applied toward comparable graduate-level tuition, mandatory fees, and housing fees based on the type of Plan with remaining benefits. The Board will transfer an amount not to exceed the amount payable under the Beneficiary's Plan for undergraduate-level courses at that Eligible Educational Institution.	No. Can request refund for unused amount to rollover into a savings plan, but only the principal is refunded unless involves beneficiary's death, disability or scholarship.	Yes, unless drops out mid-term. If the Beneficiary does not use all the benefits available under the Plan that was purchased, a refund of the pro rata balance of the total amount paid for the Plan, minus any outstanding fees, may be requested. If the Beneficiary withdraws or is terminated from postsecondary enrollment during an academic term, the fees paid for that term will not be refunded.	(1) a lump-sum payment plan (2) a 55-month payment schedule (3) a monthly payment schedule. Payment amounts are determined based on the age of the Beneficiary when each respective Plan is purchased.	Interest saved varies by age of beneficiary (ranges from 1.99% to 3.99%). No penalty for prepayment. A lump-sum or partial prepayment may be made on a 55-month or monthly payment schedule with no prepayment penalty. A lump-sum or partial prepayment prepays in advance the monthly payments equal to the amount of the lump-sum or partial prepayment, but does not change the total amount due for the Plan.	Discount is not a flat percentage and includes compounding of interest over time.
IL	If your student receives a college scholarship, any unused benefits can be held for future use or transferred to another family member. Or the value of the unused benefits can be refunded to the purchaser on a semester-by-semester basis up to the amount of the scholarship. The amount of a scholarship refund depends on the type of school you are attending and your prepaid tuition plan type.	Yes. Change of beneficiary is allowed.	Can make the transfer as long as the new beneficiary does not end up with more than 9 semesters or 135 hours Can only transfer to a family member If the account has not yet been used at the time of transfer, the new beneficiary may have up to 20 years to finish using the units If the acount has already been used at the time of transfer, the new beneficiary has until the original beneficiary's expiration date to use the units (the expiration date is 10 years since the original beneficiary began using the units)	Yes. College Illinois! is not intended to cover the full cost of graduate-level or professional courses. The Program will pay the undergraduate base tuition and mandatory fee rate charged for a new student for the current academic year if you are attending an Illinois public institutuion. If you enroll in graduate or professional courses at an out-ofstate or private school, College Illinois! will pay "the mean-weighted average tuition rate" for your plan type multiplied by the number of hours enrolled, as long as it does not exceed the tuition and mandatory fee costs at that school.	No. Account is processed as cancellation. Account owner has 60 days to rollover remaining balance into 529 savings account to avoid tax consequences.	Yes. In these instances the credit hours purchased may be depleted in fewer semesters than listed in the contract resulting in payment of fewer total semesters for which mandatory fees were purchased. In this situation the contract purchaser will be entitled to a refund of the mandatory fees for the unused semester.	(1) Lumpsum (2) 5 year monthly (3) 15 year monthly (4) 5 year annual (5) 15 year annual	8% annually. No penalty for prepayments.	Depends. Interest is front-loaded so interest savings depends on where you are in the payment cycle. Could be savings less than 8% or more than 8%. For example, if prepaying early on than later, would be saving a lot more on interest.
MA	May transfer to another beneficiary, or cash out to claim the refund (for an amount equal to principal plus interest) and earnings will not be taxed even if not used for qualified expenses	Yes. Can transfer unused benefits to another beneficiary.	Beneficiaries do not need to be related but both must be a related family member of the account owner Tuition Certificates must be redeemed within six years of maturity date	No. Cannot use for graduate school at this time.	No. No direct rollovers allowed to another savings plan.	Yes. May claim refund of remaining balance which equals the total principal plus any interest (CPI).	NA - purchase of individual certificates Bond requires 5 years to mature so beneficiary is not allowed to use certificates for 5 years since time of purchase.	NA	NA

State	Unused Tuition Units						Payment Structure		
	Scholarship	Tranfer Beneficiary	Restrictions on Transfer of Beneficiary	Grad School	Rollover	Refund	Payment Options	Prepayment Benefit	Prepayment Benefit Clarified
MD	• Continue to use your Benefits – up to the amount of the Scholarship – towards other Qualified Higher Education Expenses such as room, board, books, or additional Tuition at a private or out-of-state Eligible Educational Institution; • Change the Beneficiary to another Member of the Family of your Beneficiary; • Keep Benefits in your Account to pay for future Qualified Higher Education Expenses at either the undergraduate or graduate level; or • Request a refund up to the amount of the Scholarship.	Yes. Transfer to another beneficiary is permitted.	Cannot transfer if there is less than 1 semester left Transfer allowed to relative or family member Can use leftover units typically up to 10 years from new beneficiary's high school graduation date	Yes. In order to use Unused Benefits or Delayed Benefits to pay for graduate school, the Beneficiary must be enrolled at an Eligible Educational Institution, taking at least one graduate level course as part of a graduate degree program. If you elect to have graduate Benefits paid, they will be based on the Weighted Average Tuition of the Maryland Public Colleges in the tuition plan selected. You may use up to the entire amount of Unused Benefits or Delayed Benefits towards the actual Tuition charged by the Eligible Educational Institution.	Yes. You may transfer all or part of the money in your Account to another Account in the Prepaid College Trust or an account in another Qualified Tuition Program (including the Maryland College Investment Plan) without adverse federal income tax consequences if the transfer occurs within 60 days of the withdrawal from your Account. • Contract of less than three years: actual payments made to the Prepaid College Trust plus or minus 75% of the Investment Earnings or losses realized on the payments, less operating expenses and any Benefits used. • Contract of three years or more: actual payments made to the Prepaid College Trust plus or minus 100% of the Investment Earnings or losses realized on the pay.	Yes. Reduced refunds are given under all circumstances (other than death, disability, scholarship) and include a financial penalty on Investment Earnings in order to maintain the actuarial oundness of the Prepaid College Trust. • Contract of less than three years: The reduced refund will equal the actual payments made less operating expenses and any Benefits used, plus or minus 50% of the Investment Earnings or losses on payments. • Contract of three years or more: The reduced refund will equal the actual payments made less operating expenses and any Benefits used, plus or minus 90% of the Investment Earnings or losses on payments.	1. Lump Sum Payment. A one-time payment that covers the full amount of the Contract. 2. Annual Payment. Equal yearly payments for a designated number of years. 3. Five-Year Monthly Payment. 60 equal monthly payments. 4. Extended Monthly Payment. Equal monthly payments made through December of the year before the Beneficiary's projected year of high school graduation or year of Initial Eligibility. 5. Down Payment Option. A down payment of 25%, 40%, or 55% of the lump sum amount.	An undisclosed amount. You may also pay off your Account at any time. Payoff amounts will be less than your original total Contract payments. You may accelerate your payments in either of the following ways: • Pay more than your monthly or annual payment amount. This may lessen the number of monthly or annual payments you will have to make. This will not reduce the total amount of your payments. • Make a single payment of at least 25% of the payoff amount. This will reduce the total amount of your payments you will have to make	7.5% annually. If prepayment is "significant", i.e. at least 25% of the total balance, then can request to refinance at which time the remaining monthly payments will be reduced or remaining term is reduced. Significant prepayments reduce principal. If prepayment is not "significant" (i.e. less than 25%), then prepayments would not result in any discounts. For e.g., prepayment of 10 monthly payments would not be discounted for any interest savings
MI	• Full tuition scholarship, he or she may terminate the contract and the Refund Designee will receive a refund of the average tuition (Full Benefits and Community College contracts) or lowest tuition (Limited Benefits contract). A full scholarship must be equivalent to or greater than the contract years purchased. • Partial scholarship, the institution should invoice MET for all credit hours for which a student enrolls. Any excess amount may be applied to other expenses or refunded to the student by the institution.	Yes. Can transfer unused benefits to another beneficiary.	Original beneficiary has to be at least 18 years old or already graduated from high school (unless there is a death or disability) Can transfer only to family member New beneficiary has 15 years from his or her high school graduation date to use units	Yes. Can use unused benefits for graduate school.	No. No direct rollovers allowed to another savings plan.	Yes. Refund amount is greater of (1) principal or (2) lowest tuition rate ($9,343 per year) in Michigan. Beneficiaries that dropped out of school can claim refund as long as total credits are not over 60. Refund options are available for full scholarship, military enlistment, death or disability, or not attending college.	(1) Pay as you go: $571 per credit (2) Installment Plan (3) lump sum	7.01% annually. No penalty for prepayments.	Can make prepayment as long as there is at least 1 year of payment left Discount depends on time left in the contract and how much has already been paid down
MS	Can claim scholarship refunds.	No. Transfer to another beneficiary is not permitted since 2014 under new structure.	NA	Yes. Can use for graduate school but at undergraduate tuition rates.	No. Treated as cancellation and refund.	Yes. The amount refunded to a Purchaser will include but not be limited to the amount paid in and an additional amount in the nature of interest at a rate that corresponds to the prevailing interest rates for savings accounts provided by banks and savings and loan associations. The Board may impose reasonable charges for such withdrawal or refund. All relevant Administrative Fees, including, but not limited to, Cancellation Fees, Termination Fees and Account Maintenance Fees, will be deducted from Contract payments before calculation of the Redemption Value.	(1) lump sum (2) installment	8% annually. No penalty for prepayment	Based on discussion with Customer Services, discount is not a flat 8% but it includes benefit of avoiding compounding of interest

State	Unused Tuition Units						Payment Structure		
	Scholarship	Tranfer Beneficiary	Restrictions on Transfer of Beneficiary	Grad School	Rollover	Refund	Payment Options	Prepayment Benefit	Prepayment Benefit Clarified
NV	Can receive full refund of total contributions made to plan (does not include any interest) or transfer contract to another beneficiary. Nevada Prepaid will only cover tuition but not any other cost of attendance. So in a partial scholarship, can use the amount to pay for other qualified expenses not covered by tuition.	Yes. The Program may be used in conjunction with a partial scholarship, including the Governor Guinn Millennium Scholarship. If the scholarship does not cover the same benefits as the contract, you may elect to use benefits as originally planned. If the scholarship equals or exceeds the contract benefits, the purchaser may transfer the contract to another qualified beneficiary or cancel the contract and request a refund.	Transfer allowed only before any units are used New beneficiary must be younger or no more than 3 years older than the original beneficiary Transfer is allowed to family member only	No. Can only use contract for undergraduate level fees at this time.	No. Refunds for this purpose are treated as cancellation of contract. The Qualified/Non-qualified Refund must be re-invested within 60 days and the Beneficiary of the accepting plan must be an eligible Family Member.	Yes. Qualified Refunds will be made by the Program only for the amount held in the Program for a minimum of three years or such shorter time period as may be imposed by state or federal laws, regulations or policies or approved by the Program Administrator. This three year time limit does not apply to Nonqualified Refunds.	(1) One time lump sum (2) 5 Year (60 monthly payments) (3) Extended Monthly (monthly until high school graduation)	6.25% annually. A Purchaser under a Monthly Purchase option who makes a Lump Sum payment to complete the Total Contract Price before the final Monthly Purchase Amount is due will receive an Early Payoff Discount (currently 6.25%) on the unpaid remaining balance at the rate set annually by the Board.	Discount is flat 6.25% on remaining balance
PA	For a scholarship, tuition waiver, or appointment to a U.S. military academy, the Tuition Inflation Value (plus the Sum of Contributions for non-mature contributions) for the academic period covered by the scholarship will be paid. And, only an amount not exceeding the amount of the scholarship or tuition waiver, or value of the Qualified Higher Education Expenses at the military academy for the academic period, may be withdrawn.	Yes. Change of beneficiary is allowed. You can only change the Beneficiary or transfer a portion of the Account to a different Beneficiary if the two Beneficiaries are specified members of the same family.	No time limit to the account Can only transfer to another family member	Yes. "Eligible Educational Institutions" include most American and many foreign colleges and universities, for undergraduate and graduate programs, and many career and trade schools. The determining criterion is that the school must be eligible to participate in the U.S. Department of Education's student financial aid programs.	Yes can do partial or full rollovers. The transfer amount is lesser of: (1) the Tuition Inflation Value (Qualified withdrawal) or (2) the Investment Performance Value (Nonqualified withdrawal) which cannot be less than the total principal contributed	Yes. Can receive refund to reinvest in a savings plan. The refund is lesser of: (1) the Tuition Inflation Value (Qualified withdrawal) or (2) the Investment Performance Value (Nonqualified withdrawal) which cannot be less than the total principal contributed	NA - purchase of tuition units at the credit rate.	NA	NA
Private	Can claim scholarship refunds and use toward other qualified expenses, transfer to another beneficiary, rollover to another savings plan or claim a non-qualified refund and cash out.	Yes. May transfer unused units to another beneficiary.	Certificate is good for 30 years upon issue date Transfer of beneficiary is allowed to another family Cannot transfer beneficiary for the Uniform Transfer to Minor Act Account unless orginal beneficiary is compensated	No. Cannot use unused units for graduate school.	Yes. Direct rollovers are possible.	Yes. Refunds equal net contributions plus or minus interest capped at 2%. Must hold contract for 1 year before refunds can be claimed.	NA - purchase of individual certificates.	NA	NA
TX	• Keep your unused Tuition Units for later use. • Change the Beneficiary of your contract to a member of the current Beneficiary's family who meets the residency requirement on the date of change • Transfer the Transfer Value of unused Tuition Units to a 529 college savings plan • Request a Refund of the "Refund Value." Refunds made due to a documented scholarship receive the Refund Value, even if they do not meet the three-year holding period requirement.	Yes. Change the Beneficiary of the account to a member of the family.	Transfer is allowed to family member only Units must be used within 10 years of original beneficiary's high school graduation date	No. Your Texas Tuition Promise Fund cannot be used for graduate school.	Yes. The value of the Contract at the time of a direct rollover/transfer is the Transfer Value. Transfer Value (Transfer Outside of Plan) is limited to the lesser of (1) the costs the Tuition Unit would cover at a public in-state college or university or (2) the original purchase price of the Tuition Unit plus or minus the Plan's net investment earnings or losses on that amount. Transfer Value does not include any state provided or procured matching contributions or any earnings on state provided or procured matching contributions.	Yes. Reduced Refund Value. For Tuition Units that do not meet the three-year holding period requirement, the Purchaser may receive the Reduced Refund Value which will be the lesser of: a) the amount paid by the Purchaser or other contributor to purchase any unused Tuition Units under the Contract; or b) the amount paid for any unused Tuition Units, plus or minus the portion of the total net earnings or losses on assets of the Plan attributable to that amount.	1. Lump Sum 2. Installment for 5 years or 10 years or Number of years between the Beneficiary's age at enrollment in the Plan and projected high school graduation date. 3. Pay-As-You-Go	8% annually. You may change to another payment plan at any time or pay a greater amount on an accelerated basis without penalty.	Discount could be more than 8% since would include savings on the compounding of interest
VA	• If the Beneficiary accepts a full or partial tuition scholarship prior to using all Benefits under a Contract, any unused Benefits under the Contract may be transferred to a Member of the Family. • Receive a refund of Payments made, less the amount of any Benefits already used and less the amount of any Tuition not covered by the scholarship, plus the applicable Reasonable Rate of Return. In no event shall the amount of any refund exceed the amount of the scholarship.	Yes. May be transferred to another beneficiary.	Can transfer as long as the new beneficiary had not finished 9th grade when the account was originally opened New beneficiary must be a family member New beneficiary has 10 years upon his or her high school graduation date to use up the units	Yes. Benefits may also be applied toward the cost of tuition and fees at other Eligible Educational Institutions, as well as toward the cost of graduate-level tuition, but does not guarantee payment in full of tuition and mandatory fees in those instances.	Yes. Funds can be rolled over from Virginia529 prePAID to inVEST, CollegeWealth, CollegeAmerica or another state's 529 plan once every rolling 12 months for the same Beneficiary. The amount to be rolled over will be all Payments made, plus the applicable Reasonable Rate of Return, less the amount of any Benefits already used and less any applicable fees.	Yes. Any unused Benefits may be refunded to the Account Owner upon request. Refund amount includes principal and interest.	(i) a lump sum payment for the full amount of the Contract as specified in the Participation and Payment Schedule; (ii) an initial down payment of less than the full amount of the Contract and installment Payments of the balance due in the amounts and for the term provided in the Participation and Payment Schedule; or (iii) installment Payments in the amounts and for the term provided in the Participation and Payment Schedule.	6% annually. There is no prepayment penalty. Amounts received in excess of any installment Payment will be applied to principal unless otherwise agreed in writing.	Discount could be more than 6% since would include savings on the compounding of interest

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 13
June 21, 2016

Item: PCA Investment Monitoring Report

Recommendation:

That the Board review and approve the Nevada College Savings Plans Investment Monitoring Report prepared by Pension Consulting Alliance, Inc. for the quarter ending March 31, 2016.

Fiscal:
None.

Summary:
In December of 2010 the Board hired Pension Consulting Alliance (PCA) to perform investment review services of the Nevada College Savings Plans. These services include an independent quarterly review of investment performance and fund monitoring of each underlying fund or portfolio within each of the four college savings plans.

In May of 2011, the Board adopted the 2011 Comprehensive Investment Policies for College Savings outlining the criteria for investment monitoring and analysis, including the establishment of a "Watch List" process. Attached is the quarterly report for the quarter ended March 31, 2016. In their report and memorandum regarding funds on "Watch" status, PCA is recommending the following changes to "Watch" status:

- None

Eric White of PCA will be in attendance to answer any questions or provide further information to the Board.

PCA PENSION CONSULTING ALLIANCE

MEMORANDUM

Date: **June 21, 2016**

To: **Nevada College Savings Plans**

From: Pension Consulting Alliance, LLC (PCA)

CC: Eric White, CFA – PCA
Kay Ceserani – PCA
Sean Copus – PCA

RE: **Review of Portfolios Qualifying for "Watch" Status**

Summary

PCA has conducted a review of the underlying funds in the Nevada College Savings Plans for the period ending March 31, 2016.

Currently, three funds from the **USAA** Program remain on "Watch" with no additional funds qualifying for "Watch."

- USAA Real Return
- USAA Intermediate-Term Bond
- USAA Income

In the **Putnam** 529 for America Program, there are three funds currently on "Watch" with no additional funds qualifying for "Watch."

- Putnam International Capital Opportunities
- Putnam Income
- Putnam Voyager

The **Vanguard** 529 Program has no funds that either qualify for "Watch," or are currently on "Watch."

The **SSgA** Upromise 529 College Savings Plan has no funds that either qualify for "Watch," or are currently on "Watch."

USAA 529 Plan

Summary of Watch Status

Portfolios	On Watch	Criteria Utilized for Watch Status			
		1-12 months	Short-term	Medium-term	Long-term
USAA Real Return	Yes	N/A	✓	---	N/A
USAA Intermediate-Term Bond	Yes	N/A	✓	---	N/A
USAA Income	Yes	N/A	✓	---	N/A

N/A Watch status not applicable for time period due to fund inception date
✓ Indicates eligible for Watch status as a result of performance
--- Indicates not eligible for Watch status as a result of performance

Performance of Funds Currently on Watch Status

Funds on Watch Status	Board Action Date	Watch Status Start Date	No. Months Since Watch Began	Excess Return Since Watch
USAA Real Return	9/24/2015	7/1/2015	9	-5.6%
USAA Intermediate-Term Bond	12/17/2015	10/1/2015	6	-1.2%
USAA Income	3/24/2016	4/1/2016	3	0.0%

Funds Currently on "Watch"

USAA Real Return (4Q Combined Status Report – Page 24)

Since being placed on "Watch" status 9 months ago, the USAA Real Return fund has underperformed its benchmark, the Barclays U.S. Government Inflation-linked Bond index, by (5.6%). Over the latest 3-month period, the fund underperformed its benchmark by (92) basis points, placing it in the 3rd percentile of its Conservative Allocation peer group. The fund's 3.8% absolute return for the most recent quarter was strong as inflation-linked bonds saw an uptick in demand which allowed the fund's inflation-linked bond index to post a 4.7% return over the same period. Due to the fund's multi-asset approach, it was unable to keep up with the strong showing of the all-bond index. Much of the relative underperformance was once again due to lackluster returns on commodities over the period, which worked to depress the fund's overall performance. ***PCA, therefore, recommends the USAA Real Return fund remain on "Watch" status.***

USAA Intermediate-term Bond (1Q Combined Status Report – Page 25)

Since being placed on "Watch" status 6 months ago, the USAA Intermediate-term Bond fund has underperformed its benchmark, the Barclays US Aggregate Bond index, by (1.2%), placing the fund in the 87th percentile of its Intermediate-term Bond peer group. Over the most recent quarter, the fund underperformed its benchmark by (34) basis points while ranking in the 43rd percentile of its peer group. The portfolio's overweighting of commodities-related bonds (metals/mining, pipelines, etc.), which have detracted from performance in the past, began to prove beneficial over the most recent quarter as commodity prices improved. The fund also benefited from a heavy overweight in BBB-rated bonds relative to its benchmark. However, the

fund was ultimately hurt by its underweighting of treasuries and mortgage-backed securities, which posted solid gains during the quarter. Going forward, fund management expects credit spreads to remain volatile and are responding by focusing on building a yield-focused portfolio that can provide solid risk-adjusted returns as they move into the second half of 2016. ***PCA, therefore, recommends the USAA Intermediate-Term Bond fund be remain on "Watch" status.***

Funds Qualifying for "Watch"

USAA Income (1Q Combined Status Report – Page 26)

Since being placed on "Watch" status 3 months ago, the USAA Income fund has outperformed its benchmark, the Barclays US Aggregate Bond index, by 1 basis point, placing the fund in the 15th percentile of its Intermediate-term bond peer group. Previously, PCA discussed the similarities between the USAA Income fund and the USAA Intermediate-term Bond fund; primarily the fact that both have similar mandates and share the same management team. These similarities were evident in the USAA Income fund's performance attribution as, like the Intermediate-term Bond fund, it benefited most from its holdings in corporate bonds relating to mining and metals, while being hurt by its underweighting of U.S. Treasuries and mortgage-backed securities. However, the fund also benefited from its longer duration treasury holdings, which performed strongly during the quarter and helped the fund slightly outperform its benchmark. ***PCA, therefore, recommends the USAA Income fund remain on "Watch" status.***

Putnam 529 for America Plan

Summary of Watch Status

Portfolios	On Watch	Criteria Utilized for Watch Status			
		1-12 months	Short-term	Medium-term	Long-term
Putnam International Cap. Opps.	Yes	N/A	---	✓	N/A
Putnam Income	Yes	N/A	✓	---	N/A
Putnam Voyager	Yes	N/A	✓	---	N/A

Performance of Funds Currently on Watch Status

Funds on Watch Status	Board Action Date	Watch Status Start Date	No. Months Since Watch Began	Excess Return Since Watch
Putnam International Cap. Opps.	9/9/2014	7/1/2014	21	-5.5%
Putnam Income	9/24/2015	7/1/2015	9	-6.5%
Putnam Voyager	3/24/2016	4/1/2016	3	-5.0%

Putnam International Capital Opportunities (1Q Combined Status Report – Page 30)

Since being placed on "Watch" status 21 months ago, the Putnam International Capital Opportunities fund has trailed its benchmark, the S&P Developed ex U.S. Small Cap index, by (5.5%). The fund continued to underperform over the most recent quarter as it trailed its benchmark by (1.5%), placing the fund in the 42nd percentile of its Foreign Small/Mid Value peer group. Much of the underperformance over the past quarter can be attributed to poor stock selection in the Eurozone and the United Kingdom, which were the 1st and 3rd most heavily weighted regions, respectively, in the portfolio.

As a reminder, due to the funds continued underperformance and recent portfolio manager turnover, replacement of the fund was approved at the special board meeting on June 2, 2016 and the fund's assets are expected to be reallocated to the MFS International Equity fund in August. ***PCA, therefore, recommends the Putnam International Capital Opportunities fund remain on "Watch" status until its assets have been reallocated to the MFS International Equity fund.***

Putnam Income (1Q Combined Status Report – Page 31)

Since being placed on "Watch" status 9 months ago, the Putnam Income fund has underperformed its benchmark, the Barclays US Aggregate Bond index, by (6.5%). The most recent 3-month period for the fund was exceptionally difficult as it underperformed its benchmark by (3.6%), placing it in the 99th percentile of its Intermediate-term Bond peer group. The fund had major difficulties keeping up with its benchmark, especially during the first half of the period, as investors initially became risk-averse and piled into the safety of Treasuries. Given the Putnam Income fund's short-duration position, it was unable to keep up with its benchmark as the market's higher demand safety led to increase in prices for treasuries. The fund's

overweight in investment grade corporates, especially in the Financials sector, also hurt the fund as the sector underperformed the broader benchmark. ***PCA, therefore, recommends the Putnam Income fund remain on "Watch" status.***

Putnam Voyager (1Q Combined Status Report – Page 32)

Since being placed on "Watch" status 3 months ago, the Putnam Voyager fund has underperformed its benchmark, the Russell 1000 Growth index, by (5.0%), placing the fund in the 75th percentile of its Large Growth peer group. The fund's underperformance over the most recent quarter was due to both poor stock selection and adverse sector allocation. The Healthcare sector proved to be the largest detractor over the period as its poor performance in relation to both its sector benchmark and the portfolio's overall benchmark was exacerbated by its 3.5% overweighting relative to the index.

As a reminder, due to the fund's underperformance and recent portfolio manager turnover, Putnam has decided to merge the Putnam Voyager fund with the Putnam Growth Opportunities fund with the transition of assets expected to be completed in July. PCA provided its recommendation to shift to the Putnam Growth Opportunities fund at the special board meeting on June 2, 2016, which was subsequently approved. ***PCA, therefore, recommends the Putnam Voyager fund remain on "Watch" status until its assets are transferred to the Putnam Growth Opportunities fund.***

Vanguard 529 Plan

No Funds qualify for "Watch," or are currently on "Watch."

SSgA Upromise 529 College Savings Plan

No Funds qualify for "Watch," or are currently on "Watch."

APPROVED FOR WATCH STATUS:

_____

Dan Schwartz, State Treasurer

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PCA PENSION CONSULTING ALLIANCE

1Q 2016

NEVADA COLLEGE SAVINGS PROGRAMS

INVESTMENT PERFORMANCE STATUS REPORT

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AGENDA ITEMS

Section	Tab
Summary of Fund Performance and Watch Status	1
Age-based Risk / Return Analysis	2
Underlying Fund Analysis:	
Vanguard 529 Plan	3
Upromise 529 College Savings Program	4
USAA 529 College Savings Program	5
Putnam 529 for America Program	6

SECTION 1 SUMMARY OF FUND PERFORMANCE STATUS

SUMMARY OF FUND PERFORMANCE STATUS

Vanguard 529 Plan

SUMMARY OF FUND PERFORMANCE STATUS

Portfolios	Prior Quarter Status	Current Quarter Status
Passively Managed Funds		
Vanguard 500 Index Fund	Positive	Positive
Vanguard Ttl Stock Mkt Indx Fund	Positive	Positive
Vanguard Value Index Fund	Positive	Positive
Vanguard Growth Index Fund	Positive	Positive
Vanguard Mid-Cap Index Fund	Positive	Positive
Vanguard Small Cap Index Fund	Positive	Positive
Vanguard Ttl Intl Stock Index Fund	Positive	Positive
Vanguard Total Bond Market Fund	Positive	Positive
Vanguard Ttl Bond Market II Fund	Positive	Positive
Actively Managed Funds		
Vanguard Morgan Growth Fund	Positive	Positive
Vanguard Windsor Fund	Positive	Positive
Vanguard STAR	Positive	Positive
Vanguard Infl-Protected Securities	Positive	Positive
Vanguard High-Yield Bond Fund	Positive	Positive

- Current status is based on evaluation results from short-term (rolling 12-months), medium-term (rolling 36-month) analysis.
- According to the Investment Status Schedule, the portfolio's overall "Current Status" equals the lowest status as achieved by one or more of the criteria during the quarter (see page Appendix for details.)

SUMMARY OF FUND PERFORMANCE STATUS

Vanguard 529 Plan

SUMMARY OF WATCH STATUS

Portfolios	Currently on Watch?	Qualifies for Watch?
Passively Managed Funds		
Vanguard 500 Index Fund	NO	NO
Vanguard Ttl Stock Mkt Indx Fund	NO	NO
Vanguard Value Index Fund	NO	NO
Vanguard Growth Index Fund	NO	NO
Vanguard Mid-Cap Index Fund	NO	NO
Vanguard Small Cap Index Fund	NO	NO
Vanguard Ttl Intl Stock Index Fund	NO	NO
Vanguard Total Bond Market Fund	NO	NO
Vanguard Ttl Bond Market II Fund	NO	NO
Actively Managed Funds		
Vanguard Morgan Growth Fund	NO	NO
Vanguard Windsor Fund	NO	NO
Vanguard STAR	NO	NO
Vanguard Infl-Protected Securities	NO	NO
Vanguard High-Yield Bond Fund	NO	NO

- Funds identified as “Currently on Watch” are those whose Watch status has been approved by the State Treasurer’s Office.
- Funds identified as “Qualifying for Watch” have not necessarily been approved as being on Watch by the State Treasurer’s Office, but qualify for Watch according to the approved Monitoring Criteria (see Appendix for details).

SSgA Upromise 529 Plan

SUMMARY OF FUND PERFORMANCE STATUS

Portfolios	Prior Quarter Status	Current Quarter Status
Passively Managed Funds		
SPDR S&P 500 ETF Trust	Positive	Positive
SPDR S&P Mid-Cap 400 ETF Trust	Positive	Positive
SPDR S&P 600 Small Cap ETF	Positive	Positive
SPDR Dow Jones REIT ETF	Positive	Positive
SPDR Dow Jones International Real Estate ETF	Positive	Positive
SPDR S&P World ex-US ETF	Positive	Positive
SPDR S&P International Small-Cap ETF	Positive	Positive
SPDR S&P Emerging Markets ETF	Positive	Positive
SPDR S&P Emerging Markets Small-Cap	Positive	Positive
SPDR BarCap Aggregate Bond ETF	Positive	Positive
SPDR BarCap TIPS ETF	Positive	Positive
SPDR DB Intl Govt Infl-Protected Bond ETF	Positive	Positive
SPDR BarCap High Yield Bond ETF	Positive	Positive
SPDR BarCap Short-Term Corp Bond ETF	Positive	Positive
SPDR BarCap 1-3 Month T-Bill ETF	Positive	Positive

- Current status is based on evaluation results from short-term (rolling 12-months), medium-term (rolling 36-month) analysis.
- According to the Investment Status Schedule, the portfolio's overall "Current Status" equals the lowest status as achieved by one or more of the criteria during the quarter (see page Appendix for details.)

SUMMARY OF FUND PERFORMANCE STATUS

SSgA Upromise 529 Plan

SUMMARY OF WATCH STATUS

Portfolios	Currently on Watch?	Qualifies for Watch?
Passively Managed Funds		
SPDR S&P 500 ETF Trust	NO	NO
SPDR S&P Mid-Cap 400 ETF Trust	NO	NO
SPDR S&P 600 Small Cap ETF	NO	NO
SPDR Dow Jones REIT ETF	NO	NO
SPDR Dow Jones International Real Estate ETF	NO	NO
SDPR S&P World ex-US ETF	NO	NO
SPDR S&P International Small-Cap ETF	NO	NO
SPDR S&P Emerging Markets ETF	NO	NO
SPDR S&P Emerging Markets Small-Cap	NO	NO
SPDR BarCap Aggregate Bond ETF	NO	NO
SPDR BarCap TIPS ETF	NO	NO
SPDR DB Intl Govt Infl-Protected Bond ETF	NO	NO
SPDR BarCap High Yield Bond ETF	NO	NO
SPDR BarCap Short-Term Corp Bond ETF	NO	NO
SPDR BarCap 1-3 Month T-Bill ETF	NO	NO

- Funds identified as “Currently on Watch” are those whose Watch status has been approved by the State Treasurer’s Office.
- Funds identified as “Qualifying for Watch” have not necessarily been approved as being on Watch by the State Treasurer’s Office, but qualify for Watch according to the approved Monitoring Criteria (see Appendix for details).

SUMMARY OF FUND PERFORMANCE STATUS

USAA529 Plan

SUMMARY OF FUND PERFORMANCE STATUS

Portfolios	Prior Quarter Status	Current Quarter Status
USAA Growth Fund	Positive	Positive
USAA Growth & Income Fund	Acceptable	Acceptable
USAA Value Fund	Positive	Acceptable
USAA Income Stock Fund	Acceptable	Caution
USAA Small Cap Stock Fund	Acceptable	Acceptable
USAA International Fund	Acceptable	Positive
USAA Emerging Markets Fund	On Watch	Acceptable
USAA Income Fund	Caution	On Watch
USAA Intermediate-Term Bond	On Watch	On Watch
USAA High Income Fund	Acceptable	Acceptable
USAA Short -Term Bond Fund	Acceptable	Acceptable
USAA Precious Metals & Minerals	Positive	Positive
USAA Real Return	On Watch	On Watch

- Current status is based on evaluation results from short-term (rolling 12-months), medium-term (rolling 36-month) analysis.
- According to the Investment Status Schedule, the portfolio's overall "Current Status" equals the lowest status as achieved by one or more of the criteria during the quarter (see page Appendix for details.)

SUMMARY OF FUND PERFORMANCE STATUS

USAA529 Plan

SUMMARY OF WATCH STATUS

Portfolios	Currently On Watch?	Qualifies for Watch?
USAA Growth Fund	NO	NO
USAA Growth & Income Fund	NO	NO
USAA Value Fund	NO	NO
USAA Income Stock Fund	NO	NO
USAA Small Cap Stock Fund	NO	NO
USAA International Fund	NO	NO
USAA Emerging Markets Fund	NO	NO
USAA Income Fund	***YES***	Short-Term
USAA Intermediate-Term Bond	***YES***	Short-Term
USAA High Income Fund	NO	NO
USAA Short -Term Bond Fund	NO	NO
USAA Precious Metals & Minerals	NO	NO
USAA Real Return	***YES***	Short-Term

- Funds identified as “Currently on Watch” are those whose Watch status has been approved by the State Treasurer’s Office.
- Funds identified as “Qualifying for Watch” have not necessarily been approved as being on Watch by the State Treasurer’s Office, but qualify for Watch according to the approved Monitoring Criteria (see Appendix for details).

SUMMARY OF FUND PERFORMANCE STATUS

Putnam 529 for America Plan

SUMMARY OF FUND PERFORMANCE STATUS

Portfolios	Prior Quarter Status	Current Quarter Status
Portfolios for Age/Goal Based		
GAA All Equity	Positive	Acceptable
GAA Growth	Positive	Acceptable
GAA Balanced	Positive	Acceptable
GAA Conservative	Positive	Acceptable
Individual Fund Options		
SPDR S&P 500 ETF Trust	Positive	Positive
Putnam Equity Income	Positive	Acceptable
Putnam Voyager	Caution	On Watch
Principal MidCap Blend	Positive	Positive
MFS Inst. International Equity	Positive	Positive
Putnam International Cap Opps	On Watch	On Watch
Putnam Income	On Watch	On Watch
Federated US Govt Sec: 2-5 Years*	Caution	Caution
Putnam High Yield Trust	Acceptable	Acceptable
Absolute Return Funds		
Putnam Absolute Return 100*	Caution	Caution
Putnam Absolute Return 300*	Caution	Caution
Putnam Absolute Return 500*	Caution	Caution
Putnam Absolute Return 700*	Caution	Caution

* Fund has been excluded from Watch status but remains below watch criteria

- Current status is based on evaluation results from short-term (rolling 12-months), medium-term (rolling 36-month) analysis.
- According to the Investment Status Schedule, the portfolio's overall "Current Status" equals the lowest status as achieved by one or more of the criteria during the quarter (see page Appendix for details.)

SUMMARY OF FUND PERFORMANCE STATUS

Putnam 529 for America Plan

SUMMARY OF WATCH STATUS

Portfolios	Currently on Watch?	Qualifies for Watch?
Portfolios for Age/Goal Based		
GAA All Equity	NO	NO
GAA Growth	NO	NO
GAA Balanced	NO	NO
GAA Conservative	NO	NO
Individual Fund Options		
SPDR S&P 500 ETF Trust	NO	NO
Putnam Equity Income	NO	NO
Putnam Voyager	***YES***	Short-Term
Principal MidCap Blend	NO	NO
MFS Inst. International Equity	NO	NO
Putnam International Cap Opps	***YES***	Medium-Term
Putnam Income	***YES***	Short-Term
Federated US Govt Sec: 2-5 Years*	NO	Short-Term Medium-Term
Putnam High Yield Trust	NO	NO

* Fund has been removed from Watch status but remains below watch criteria

- Funds identified s “Currently on Watch” are those whose Watch status has been approved by the State Treasurer’s Office.
- Funds identified as “Qualifying for Watch” have not necessarily been approved as being on Watch by the State Treasurer’s Office, but qualify for Watch according to the approved Monitoring Criteria (see Appendix for details).

SUMMARY OF FUND PERFORMANCE STATUS

Putnam 529 for America Plan

SUMMARY OF WATCH STATUS

Portfolios	Currently on Watch?	Qualifies for Watch?
Absolute Return Funds		
Putnam Absolute Return 100*	NO	Short-Term
Putnam Absolute Return 300*	NO	Short-Term Medium-Term
Putnam Absolute Return 500*	NO	Short-Term Medium-Term
Putnam Absolute Return 700*	NO	Short-Term Medium-Term

* Fund has been excluded from Watch status but remains below watch criteria

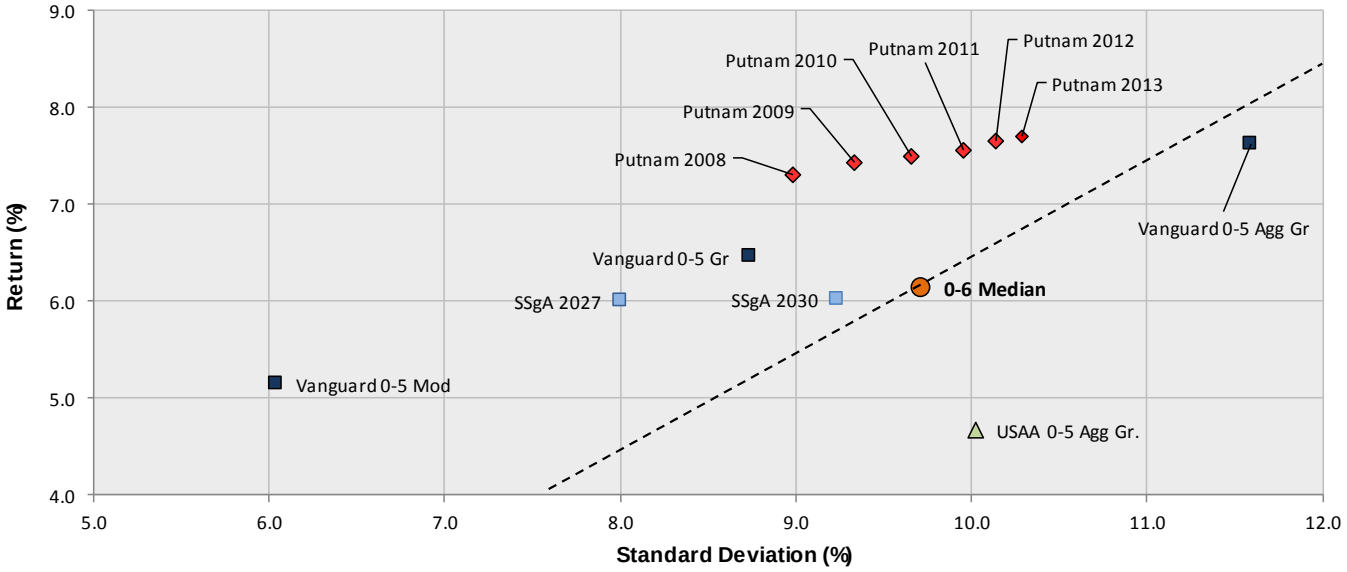
- Funds identified s “Currently on Watch” are those whose Watch status has been approved by the State Treasurer’s Office.
- Funds identified as “Qualifying for Watch” have not necessarily been approved as being on Watch by the State Treasurer’s Office, but qualify for Watch according to the approved Monitoring Criteria (see Appendix for details).

SECTION 2 AGE-BASED RISK / RETURN CHARTS

AGE-BASED RISK / RETURN CHARTS

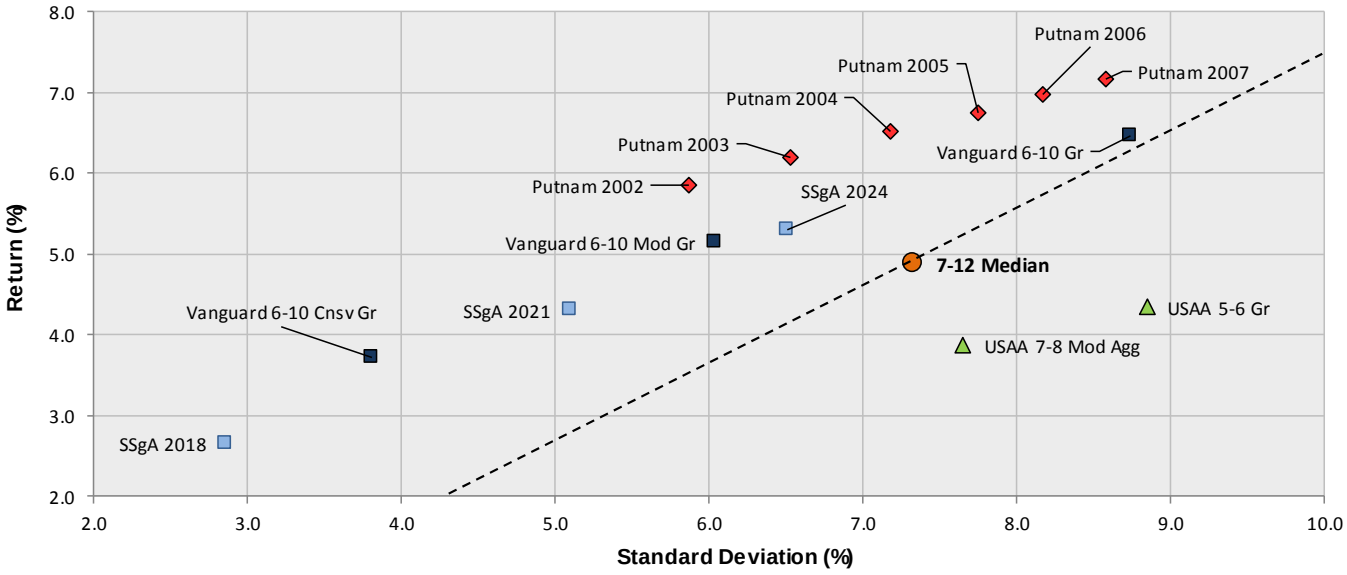
Age 0-6

3-year (as of March 31, 2016)



Age 7-12

3-year (as of March 31, 2016)

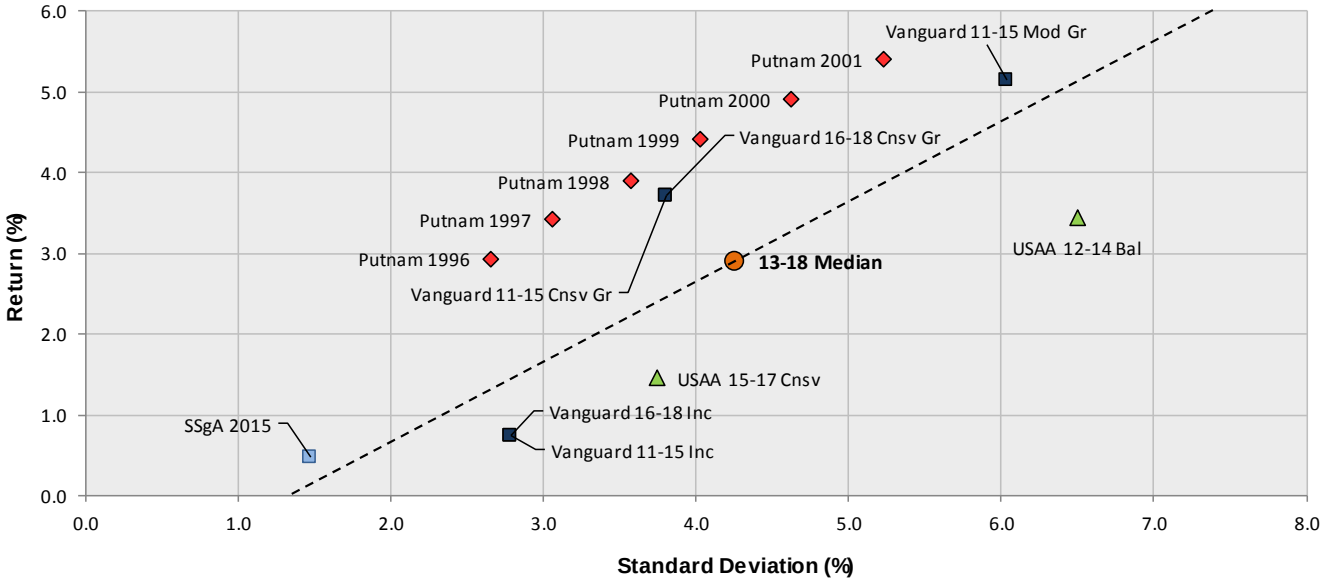


Source: MorningStar

AGE-BASED RISK / RETURN CHARTS

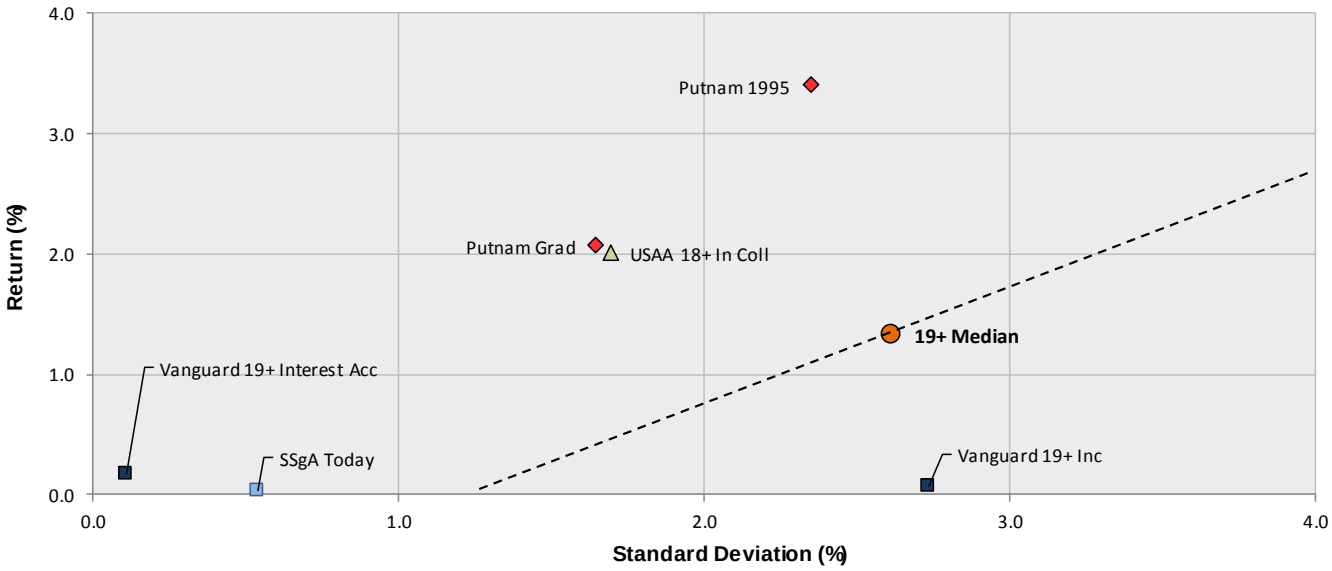
Age 13-18

3-year (as of March 31, 2016)



Age 19+

3-year (as of March 31, 2016)



Source: MorningStar

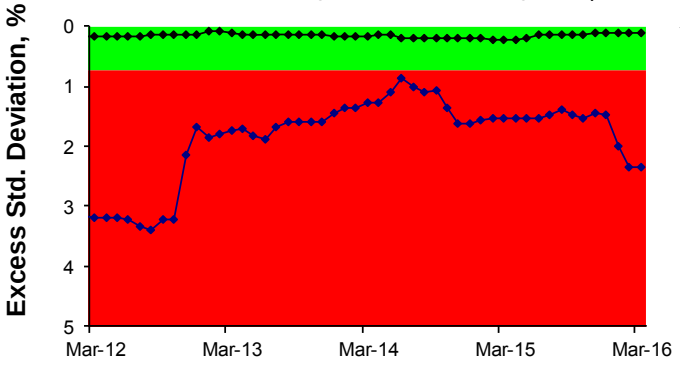
UNDERLYING FUND PERFORMANCE

SECTION 3 REVIEW OF FUNDS – VANGUARD 529 PLAN

VANGUARD FUNDS – PASSIVELY MANAGED

VANGUARD TOTAL INTERNATIONAL STOCK INDEX

Short-term (Rolling 12-Month Tracking Error)

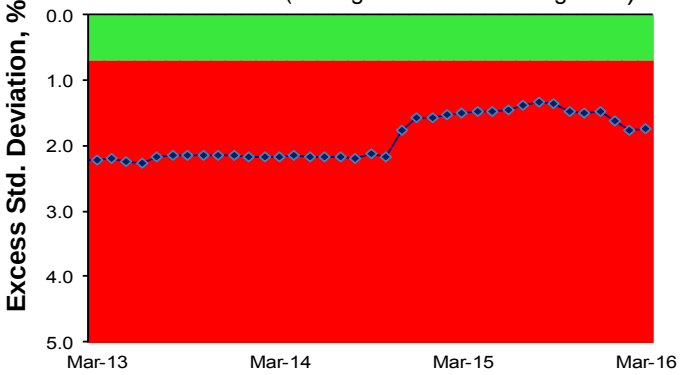


actual tracking error with FMV removed

probationary performance band 0.75%

- Increased tracking error is due primarily to the Vanguard Total International Stock Index Fund's "fair market value" (FMV) adjustment procedures, which increases or decreases the Fund's actual closing price to compensate for pricing differences between international markets. This results in increased tracking error during periods of high volatility. This chart also shows the actual performance for the Total International Stock Index Fund's since March 2010.

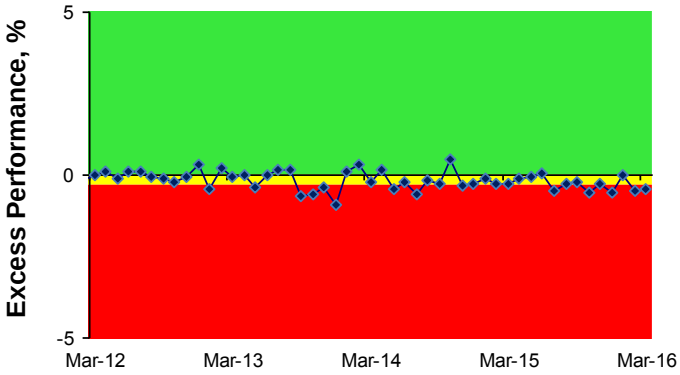
Medium-term (Rolling 36-Month Tracking Error)



probationary performance band 0.70%

- Medium-term tracking error remains in the Caution range, but is due to the FMV adjustment

Long-term (Rolling 60-Month Excess Performance)



- Long-term performance Was Acceptable for the period

probationary performance band -0.30%

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (12/17/2002)
Vanguard Total Intl Stock Index	-0.18	-8.24	0.74	0.61	7.37
FTSE Global All Cap ex US TR	-0.23	-7.70	1.35	1.05	---

Source: Vanguard

Positive
Acceptable
Caution or Watch

Current Status

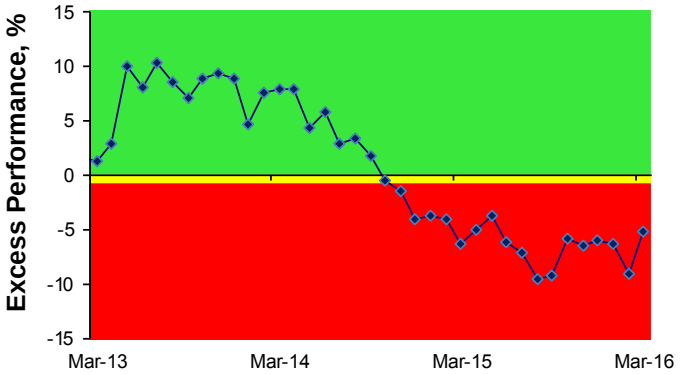
Positive

SECTION 4 REVIEW OF FUNDS – UPROMISE COLLEGE FUND 529 PLAN

SECTION 5 REVIEW OF FUNDS – USAA 529 PLAN

USAA REAL RETURN FUND

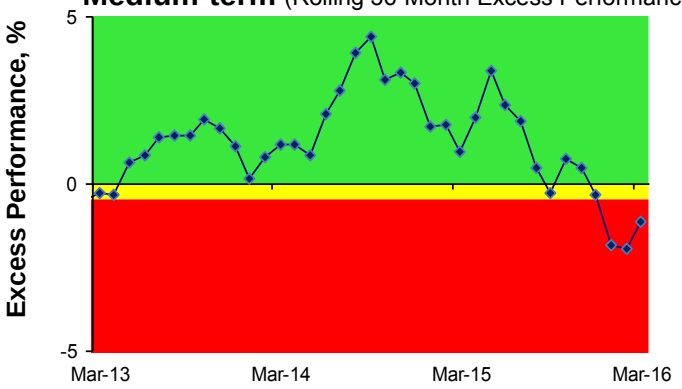
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remained in the Caution range

← probationary performance band -0.75%

Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Caution range

← probationary performance band -0.50%

- Long-term criteria to take effect 2Q 2017

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (2/1/2012)
USAA Real Return	3.75	-3.81	-1.85	1.16	0.63
Barclays US Govt Infl Lkd TR	4.67	1.37	-0.68	3.15	0.52
Peer Rank (Percentile)	3	77	94	96	96

Source: Morningstar Direct Peer Group = US OE Conservative Allocation

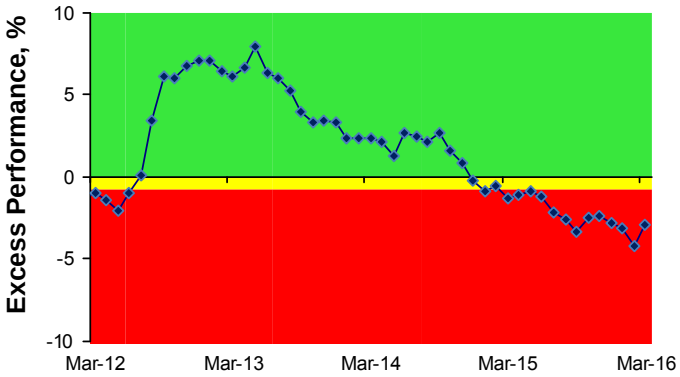
Positive
Acceptable
Caution or Watch

Current Status

On Watch

USAA INTERMEDIATE-TERM BOND FUND

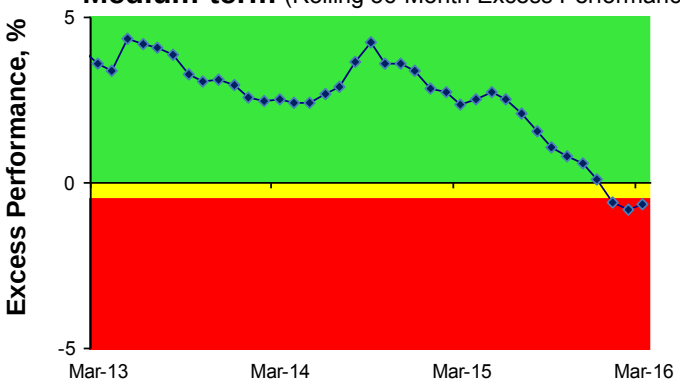
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remained in the Caution range

← probationary performance band -0.75%

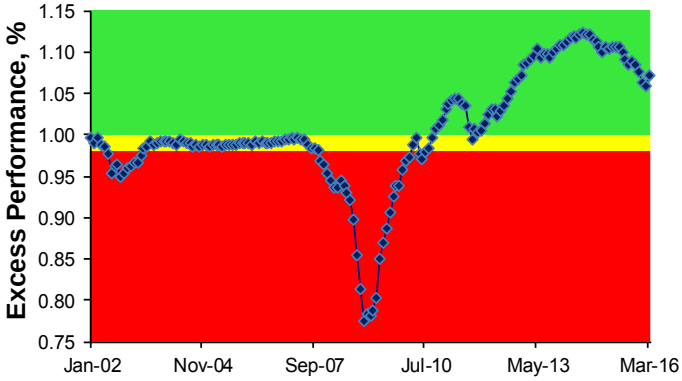
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Caution range

← probationary performance band -0.50%

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Positive range

← probationary performance band > 0.98

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (1/1/2002)
USAA Intermediate-Term Bond	2.69	-0.98	1.85	4.38	5.36
BC US Agg Bond Index	3.03	1.96	2.50	3.78	4.86
Peer Rank (Percentile)	43	92	56	12	14

Source: Morningstar Direct Peer Group = US OE Intermediate-Term Bond

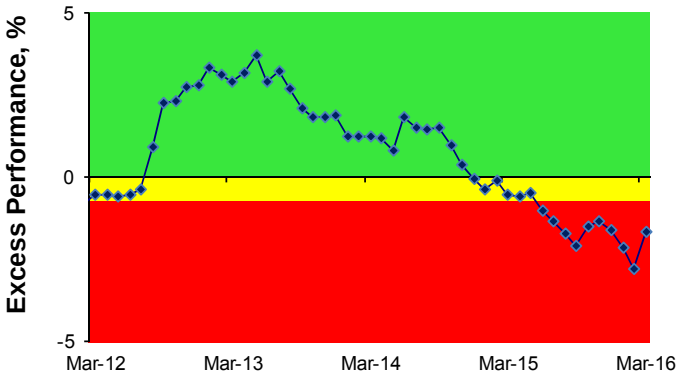
Positive
Acceptable
Caution or Watch

Current Status

On Watch

USAA INCOME FUND

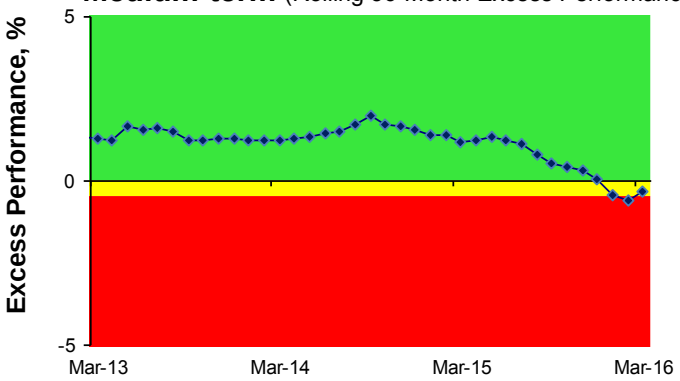
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remained in the Caution range

← probationary performance band -0.75%

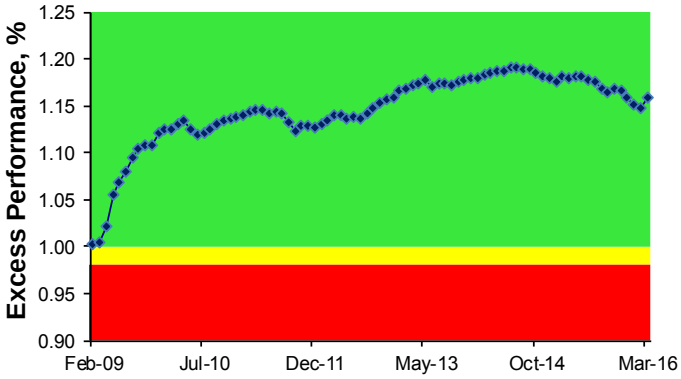
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Acceptable range

← probationary performance band -1.50%

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Positive range

← probationary performance band > 0.97

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (2/1/2009)
USAA Income Fund	3.04	0.26	2.16	4.02	6.74
BC US Agg Bond Index	3.03	1.96	2.50	3.78	4.56
Peer Rank (Percentile)	15	70	39	25	17

Source: Morningstar Direct Peer Group = US OE Intermediate-Term Bond

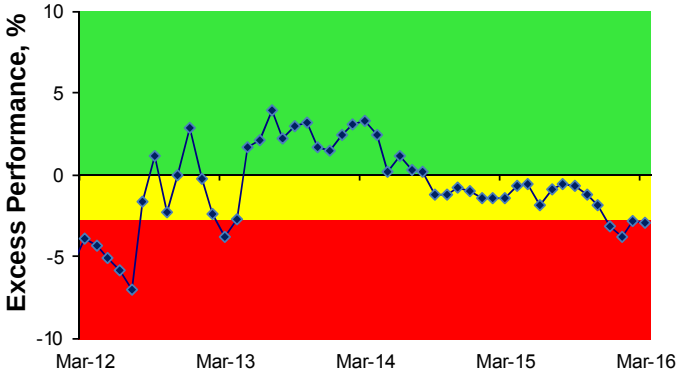
Positive
Acceptable
Caution or Watch

Current Status

On Watch

USAA INCOME STOCK FUND

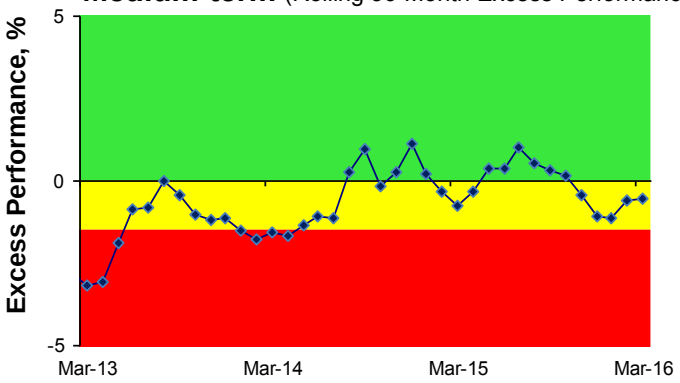
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance dropped into the Caution range

← probationary performance band -2.75%

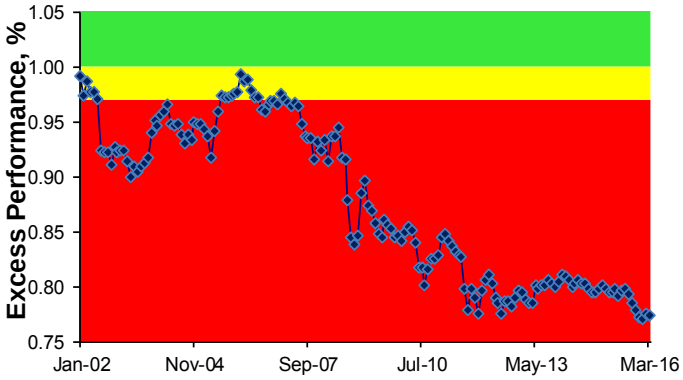
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Acceptable range

← probationary performance band -1.50%

Long-term (Cumulative Excess Performance)



← probationary performance band > 0.97

- Long-term performance remains in the Caution range

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (2/1/2009)
USAA Income Stock Fund	3.86	2.42	9.91	9.92	13.76
Russell 1000 Value TR	1.64	-1.54	9.38	10.25	14.92
Peer Rank (Percentile)	13	10	20	28	51

Source: Morningstar Direct Peer Group = US OE Large Value

Positive
Acceptable
Caution or Watch

Current Status

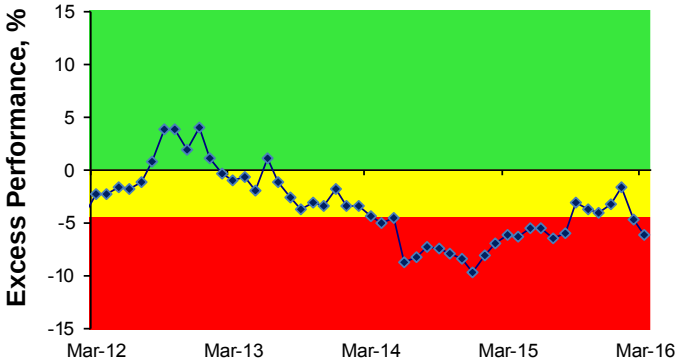
Caution

SECTION 6 REVIEW OF FUNDS – PUTNAM 529 FOR AMERICA PLAN

PUTNAM – INDIVIDUAL FUND OPTIONS

PUTNAM INTL. CAPITAL OPPS FUND

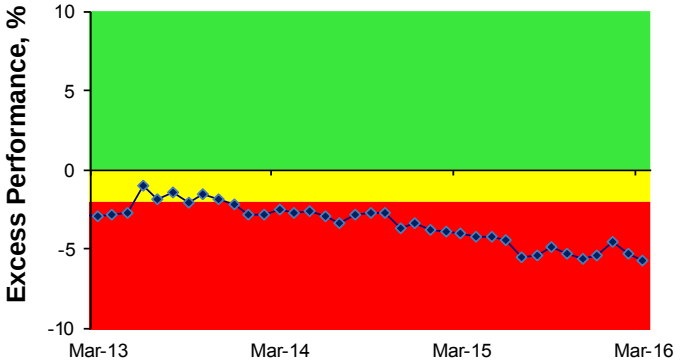
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remained Acceptable for the period

← probationary performance band -4.50%

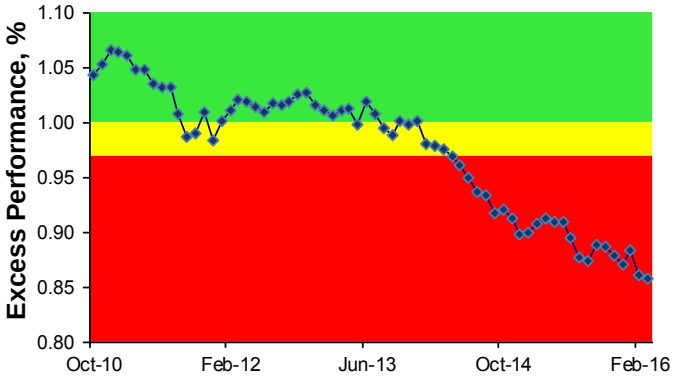
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance remained in the Caution range

← probationary performance band -2.00%

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Caution range

← probationary performance band 0.97

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Intl Capital Opportunities	-0.94	-4.17	0.94	0.58	3.34
S&P Dev xUS Small TR	0.53	1.97	6.66	4.69	7.18
Peer Rank (Percentile)	42	61	76	72	64

Source: Morningstar Direct Peer Group = US OE Foreign Small/Mid Value

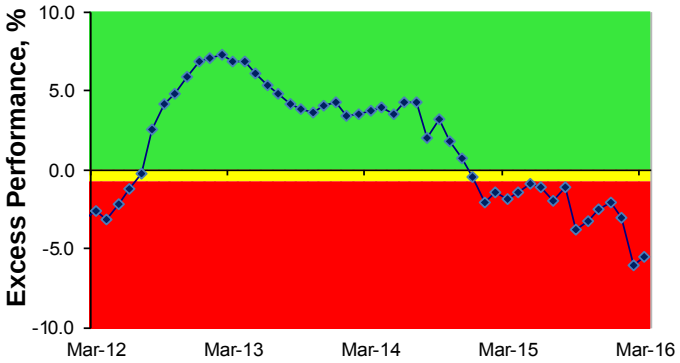
Positive
Acceptable
Caution or Watch

Current Status

On Watch

PUTNAM INCOME FUND

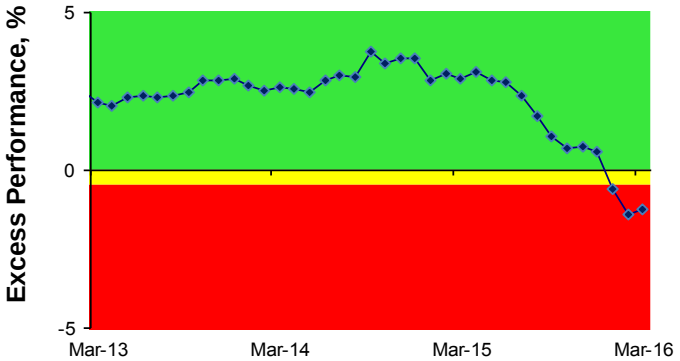
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remains in the Caution range

← probationary performance band -0.75%

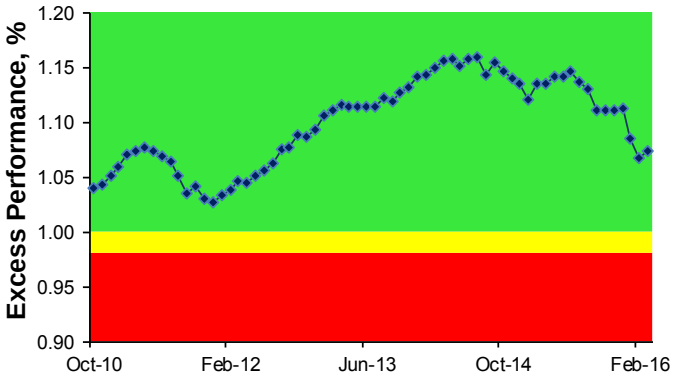
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Caution range

← probationary performance band -0.50%

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Positive range

← probationary performance band 0.98

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Income Fund	-0.55	-3.61	1.21	3.79	3.80
BarCap US Agg Bond TR	3.03	1.96	2.50	3.78	3.26
Peer Rank (Percentile)	99	98	84	39	23

Source: Morningstar Direct Peer Group = US OE Intermediate Term Bond

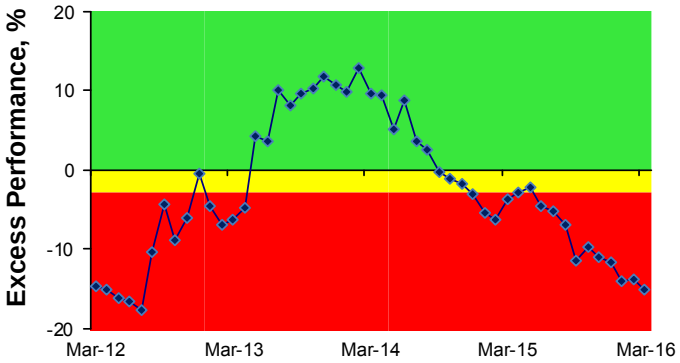
Positive
Acceptable
Caution or Watch

Current Status

On Watch

PUTNAM VOYAGER FUND

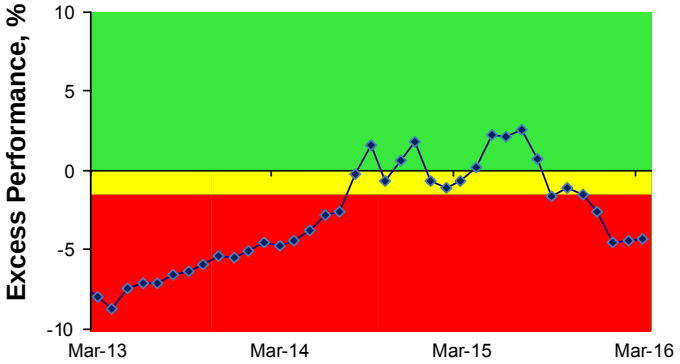
Short-term (Rolling 12-Month Excess Performance)



- Short-term performance remained in the Caution range

← probationary performance band -2.75%

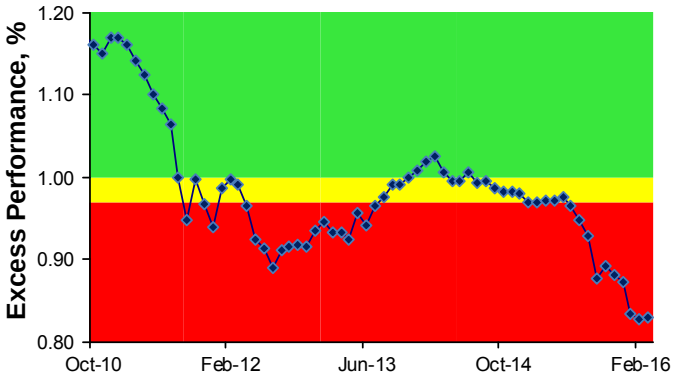
Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance remained Positive for the period

← probationary performance band -1.50%

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Caution range

← probationary performance band 0.97

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Voyager Fund	-4.27	-12.59	9.22	5.41	7.72
Russell 1000 Growth TR	0.74	2.52	13.61	12.38	14.69
Peer Rank (Percentile)	75	98	82	98	98

Source: Morningstar Direct Peer Group = US OE Large Growth

Positive
Acceptable
Caution or Watch

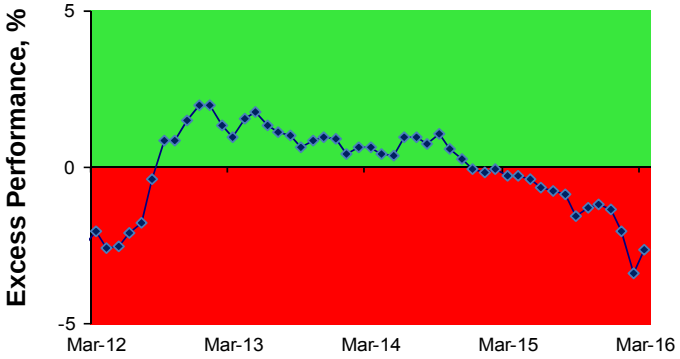
Current Status

On Watch

PUTNAM – ABSOLUTE RETURN FUNDS

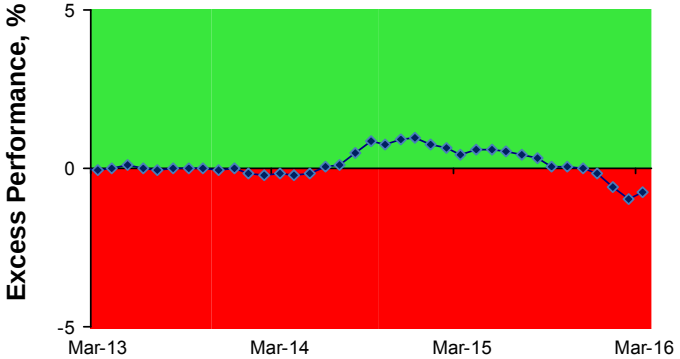
PUTNAM ABSOLUTE RETURN 100 FUND

Short-term (Rolling 12-Month Performance)



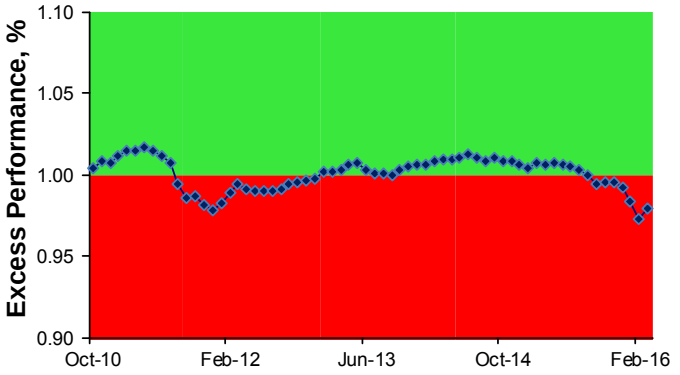
- Short-term performance remains in the Caution range

Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance dropped into the Caution range

Long-term (Cumulative Excess Performance)



- Long-term performance dropped into the Caution range

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Abs Ret 100	-0.91	-1.45	0.33	0.42	0.74
BofA ML Tbill + 1.0%	0.36	1.19	1.11	1.12	1.07
Peer Rank (Percentile)	79	48	39	79	82

Source: Morningstar Direct Peer Group = US OE Nontraditional Bond

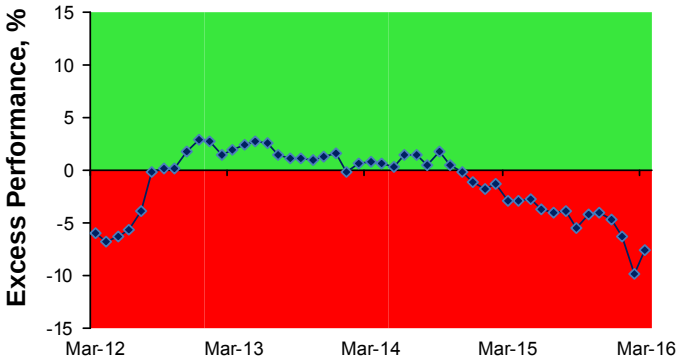
Positive
Acceptable
Caution or Watch

Current Status

Caution

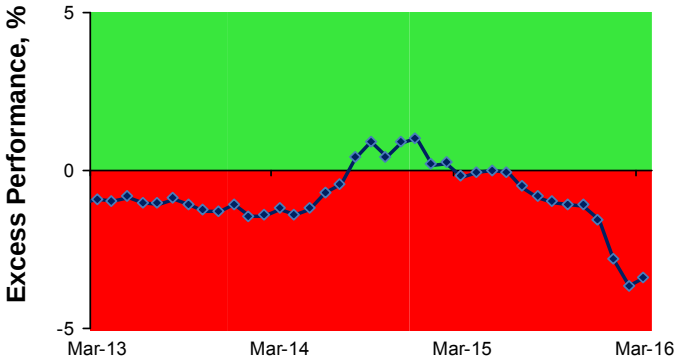
PUTNAM ABSOLUTE RETURN 300 FUND

Short-term (Rolling 12-Month Performance)



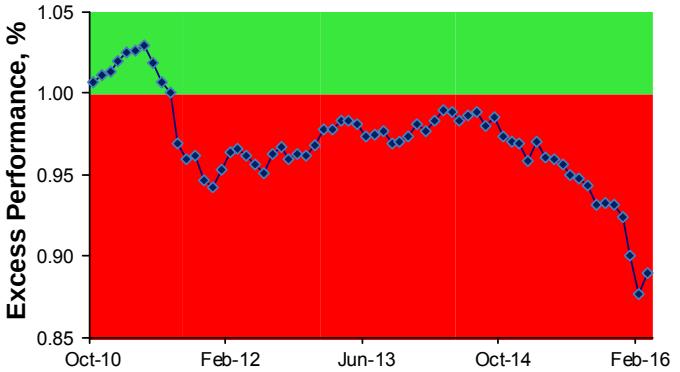
- Short-term performance remains in the Caution range

Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance remains in the Caution range

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Caution range

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Abs Ret 300	-2.99	-4.48	-0.28	0.21	0.94
BofA ML Tbill + 3.0%	0.85	3.20	3.12	3.12	2.98
Peer Rank (Percentile)	90	88	57	82	77

Source: Morningstar Direct Peer Group = US OE Nontraditional Bond

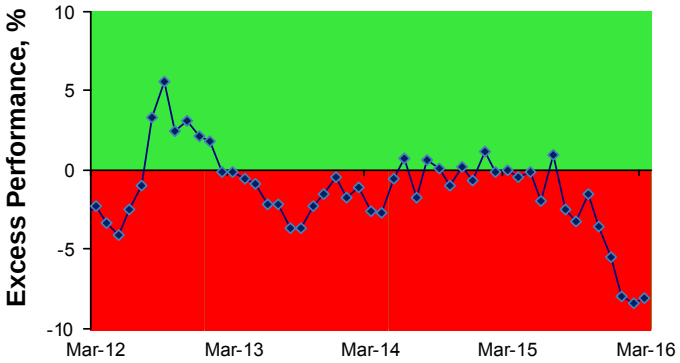
Positive
Acceptable
Caution or Watch

Current Status

Caution

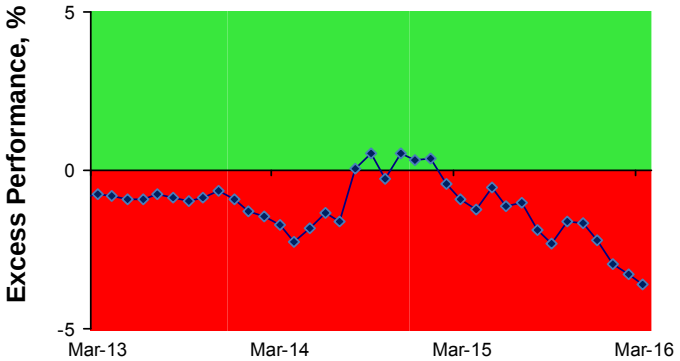
PUTNAM ABSOLUTE RETURN 500 FUND

Short-term (Rolling 12-Month Performance)



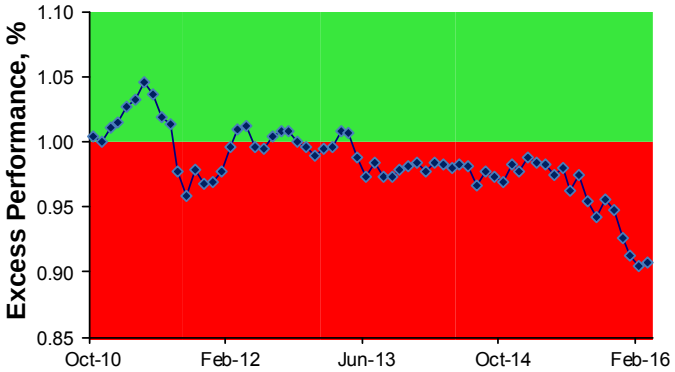
- Short-term performance remains in the Caution range

Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance remains in the Caution range

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Caution range

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Abs Ret 500	-0.84	-2.95	1.47	2.42	3.27
BofA ML Tbill + 5.0%	1.34	5.19	5.11	5.12	4.88
Peer Rank (Percentile)	62	32	38	33	34

Source: Morningstar Direct Peer Group = US OE Multialternative

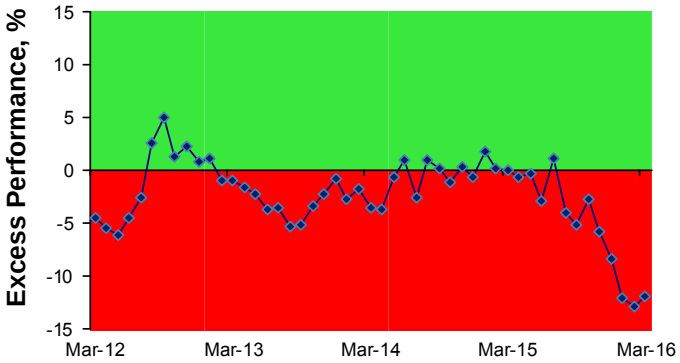
Positive
Acceptable
Caution or Watch

Current Status

Caution

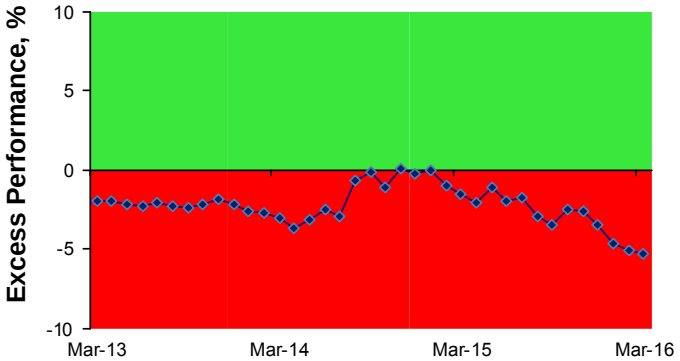
PUTNAM ABSOLUTE RETURN 700 FUND

Short-term (Rolling 12-Month Performance)



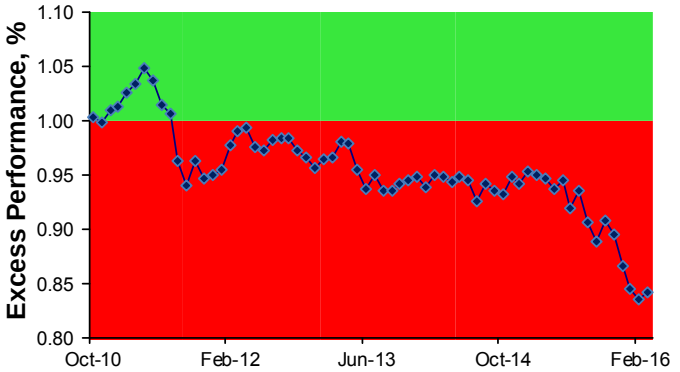
- Short-term performance remains in the Caution range

Medium-term (Rolling 36-Month Excess Performance)



- Medium-term performance remains in the Caution range

Long-term (Cumulative Excess Performance)



- Long-term performance remains in the Caution range

Annualized Performance Results (Net of management fees)

	Qtr.	1 Year	3 Year	5 Year	Inc. (10/1/2010)
Putnam Abs Ret 700	-1.17	-4.83	1.75	2.79	3.79
BofA ML Tbill + 7.0%	1.82	7.20	7.11	7.12	6.78
Peer Rank (Percentile)	70	57	33	26	22

Source: Morningstar Direct Peer Group = US OE Multialternative

Positive
Acceptable
Caution or Watch

Current Status

Caution

Disclosures

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THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 14
June 21, 2016

Item: USAA 529 College Savings Plan Investment Update

Recommendation:

That the Board receive a presentation from USAA concerning their current investment strategies and investment performance during the past year; receive a memorandum from Pension Consulting Alliance, Inc. commenting on recommendations; approve investment options and provide direction, as appropriate.

Fiscal:
None to the Board.

Summary:
As provided in the contracts for each of the college savings plans sponsored by the State of Nevada and the comprehensive investment plan and investment policies adopted by the Board in August 2009, each plan must present an annual investment review to the Board of Trustees. In addition, the Board is required to annually approve the investment options of the plans offered to account holders.

USAA has prepared its annual investment review for the USAA 529 College Savings Plan. The Board is asked to receive and review the report and approve the lineup of investment options proposed for the upcoming year. By contract, if the Board does not approve a particular proposed portfolio or investment option, the investment manager must retain the investment lineup from the previous year and bring a new proposal to the Board for approval.

Staff and Pension Consulting Alliance, Inc. (PCA) have reviewed the proposed allocations and have presented a written report for the Board to consider on USAA performance and proposed changes.

Christopher Smith and others from USAA will be either present or available via telephone to make the presentation, and Eric White from PCA will also be present to comment on the recommendations.

PCA PENSION CONSULTING ALLIANCE

MEMORANDUM

Date: June 2, 2016

To: Nevada 529 Savings Programs

From: Pension Consulting Alliance, LLC (PCA)

CC: Eric White, CFA – PCA; Kay Ceserani – PCA

RE: **USAA Annual Review and Recommendation**

Summary and Recommendation

USAA is recommending three changes to the Program. The proposed changes are:

1. Remove the USAA Real Return fund and reallocate the assets to Core Fixed Income
2. Reduce the allocation to the USAA Emerging Market fund and reallocate the funds to US Equities and Developed International Equities
3. Change the weighting between the underlying funds within the Fixed Income allocation

The changes will take place across the Plan's age based options. While PCA draws issue with USAA's rationale for the removal of the fund, we believe the fund's allocation in the Program is immaterial and as such recommends the Board adopt the recommendation. USAA is also recommending reducing the allocation to Emerging Markets within the Program's equity allocation. The recommendation is to bring the Emerging Market allocation in line with market weights. As such, PCA is supportive of the move. USAA is also recommending a slight reallocation amongst the underlying funds within the Fixed Income allocation. The recommendation is in response to the reallocation of the USAA Real Return assets to the Fixed Income allocation and a slight fund shift resulting in a minor reduction in interest rate risk in favor of credit risk in order to bring the portfolio in line with USAA's strategic thinking. PCA believes these changes to the Fixed Income allocation are reasonable. Therefore, PCA recommends that the Board adopt USAA's recommendations.

Background

PCA has reviewed the proposed changes to the USAA 529 program. The remainder of this memo highlights some of our analysis and our recommendation.

Remove USAA Real Return Fund

USAA is recommending the removal of the USAA Real Return fund and reallocating the assets to investment grade Fixed Income. Their rationale for this change is that market signals indicate that global inflationary pressures remain muted and that expectations for future inflation also remain tepid. They therefore believe performance will be improved by reallocating the assets from the Real Return fund to the Core Fixed Income. We agree with USAA's assessment of the current market environment; inflationary pressures as well as inflation expectations remain muted. However, PCA does find issue with the premise that these muted expectations warrant the removal of the fund. Broadly speaking, real return investments are designed to hedge

against unanticipated increases in inflation. Real return funds essentially act as an insurance policy against unanticipated increases in inflation. Anticipated movements in the rate of inflation are already reflected in the prices of nominal assets (core fixed income). As such, removing the fund will reduce the Plan's durability when faced with unanticipated increases in inflation. During episodes of unanticipated increases in inflation other nominal assets (stocks and bonds) often sell off. This adverse price movement is most impactful on fixed income investments. As the following table highlights, nominal assets tend to perform poorly in periods of high or unanticipated increases in inflation.

	Real Returns Over Past 130 Years			
Price Environment	CPI %	Equities %	Bonds %	U.S. T-Bills and Commercial Paper %
Deflation (4-Period Average):				
General Decline in the Overall Price Level (all or part of 38 years)	-3.3	0.0	8.5	8.1
Price Stability (4-Period Average):				
General Decline in the Overall Price Level (all or part of 25 years)	0.1	19.9	4.8	2.6
Price Stability & Moderate Inflation (5-Period Average):				
Stable Overall Price Level/Moderate Increase in the Overall Price Level (all or part of 44 years)	1.7	12.7	3.9	2.5
Rapid Inflation (5-Period Average):				
Rapid Increase in the Overall Price level (all or part of 40 years)	8.3	3.8	-5.2	-3.6

That being said the fund's recent performance has been relatively poor compared to Core Fixed Income. This is due to inflationary assets performing poorly relative to nominal assets owing to the current low inflationary environment. However, we find the current market environment as underpricing inflation risk premium given the unprecedented monetary policy currently being engaged in on a global scale.

While we may disagree with the underlying premise for USAA's recommendation we do not believe the fund's removal will have a material impact on the Plan. This is because the fund has a mere 2% allocation across the different portfolios. This small allocation is not sufficient to move the needle even if conditions evolved to be ideal for the fund. As such, we do not draw issue with USAA's recommendation to remove the fund and reallocate the assets to Core Fixed Income.

Reduce the allocation to the USAA Emerging Market fund

USAA is recommending reducing the allocation to the USAA Emerging Market fund and reallocating the assets to developed international equities and US equities. USAA's recommendation will bring the allocation to Emerging Markets in line with market weights. The Plan's current allocation is overweight Emerging Markets relative to actual market weights. PCA

supports the recommendation to bring the portfolio in line with market weights thereby removing a potential structural bet on Emerging Market equities.

Fixed Income Reallocation

Within the Fixed Income asset class USAA is recommending the assets from the Real Return fund be allocated to investment grade Fixed Income as well as slight reduction to the Intermediate-Term bond fund allocation while increasing the Income fund's allocation. The rationale given for making the recommendation is to bring the 529 portfolio allocations in line with USAA's strategic thinking. Doing so should slightly decrease interest rate risk while increase credit risk. PCA believes USAA's recommendations are reasonable.

Conclusion

PCA has reviewed USAA recommendation for changes to the USAA 529 Program. PCA recommends that the Board adopt USAA recommendations. While PCA draws issue with USAA's rationale for the removal of the fund, we believe the fund's allocation in the Program is immaterial and as such recommends the Board adopt the recommendation. USAA is also recommending reducing the allocation to Emerging Markets within the Program's equity allocation. PCA believes the move to bring the portfolio in line with market weights is desirable. USAA is also recommending a slight reallocation amongst the underlying funds within the Fixed Income allocation. PCA believes the slight changes to the Fixed Income allocation are reasonable.

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Annual Investment Review

- USAA Investment Management Company

Robert Landry
AVP Investment Portfolio Manager

Paul Fulmer
AVP Product Management

Christopher Smith
Director, Investment Product Management

June 21, 2016

DID No 207417 - 0616

WHO WE ARE

Our Mission

The mission of the association is to facilitate the financial security of its members, associates, and their families through provision of a full range of highly competitive financial products and services; in so doing, USAA seeks to be the provider of choice for the military community.

Core Values

Service • Loyalty • Honesty • Integrity

Our Brand Promise

GOING ABOVE

FOR THOSE WHO HAVE GONE BEYOND

Our Brand Pillars

Shared Military Values

Financial Strength & Wisdom

Passionate Member Advocacy

Investment Philosophy

Mission Statement

- Strive for superior performance through the ups and downs of the market
- Adhere to the highest ethical standards
- Our focus remains constant; keeping our members' financial future in mind

Investment Philosophy

- Focus on global valuation and risk management
- Seek returns that compensate investors for the risk taken
- Measure success in years, not months
- Adhere to disciplined research and portfolio construction process even if it causes us to deviate from the crowd

Investment Process

- Team-oriented approach
- Rigorous, proprietary research of equity, fixed income, alternative asset classes and macroeconomics
- Leverage our core competencies of security selection,
  asset allocation, risk management and manager selection to construct single and multi-asset class portfolios

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Investment Capabilities

- Seek Superior Returns Over a Full Economic Cycle
- Contrarian Approach

Fixed Income

- Fundamental bottom-up credit research
- Broader mandate and opportunistic approach

Equities

- Specialized in-house capabilities
- Selective outsourcing to leading sub-advisors

Multi- Asset

- Target risk, target date and outcome-oriented strategies
- Active management through tactical overlay

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Program Review

- Market Outlook
- 1Q16 Performance
- Proposed Changes
- Appendix

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APRIL IN REVIEW

- International equities significantly outperformed U.S. markets in April. The MSCI EAFE Index of developed market stocks climbed 4.4%, largely powered by Europe's expanded monetary program announced in March. Emerging markets rose 3.3%, in part due to stronger commodity prices and a weaker U.S. dollar. At home, the S&P 500 index picked up 0.6% to extend its YTD gain to 1.7%. The Russell 2000 fared better, rising 2.1% during the month. The small-cap index is now flat YTD.

- Commodities turned in a stellar month, gaining nearly 8%. Additional stimulus announced by China's government was a key factor. Oil, up nearly 16% in April, led the way on expectations that global supply and demand might come into closer balance. Gold continued its strong rally, rising more than 5% on dollar weakness and a safe-haven trade. Gold was up 22% YTD at month end.

- The Federal Reserve met market expectations by holding off on a hike for short-term interest rates. While the Fed envisions a pair of rate hikes in 2016, the futures market continues to price in a single rate increase late in the year. In their post-meeting statement, Fed officials said they had growing concern about a further slowdown in U.S. economic activity and diminished household spending. The first print for GDP growth in the first quarter came in at 0.5%, its slowest pace in two years.

- Credit thrived in April, as spreads continued to narrow after gaping wide starting in late 2015. High-yield led the way with a 5% gain, bringing its YTD performance to roughly 8%, while lower-rated IG credits posted an attractive gain (+2.2% in April, 6.4% YTD). Emerging market debt also did well during the month, due in part to dollar depreciation and higher commodities.

CURRENT OUTLOOK

- We are maintaining our focus on fundamentals and valuations as the basis for determining optimal portfolio asset allocations. We seek to construct portfolios that can capitalize on a wide range of potential outcomes regarding global growth, central bank policy and inflation.

- credit-sensitive segments of the market.

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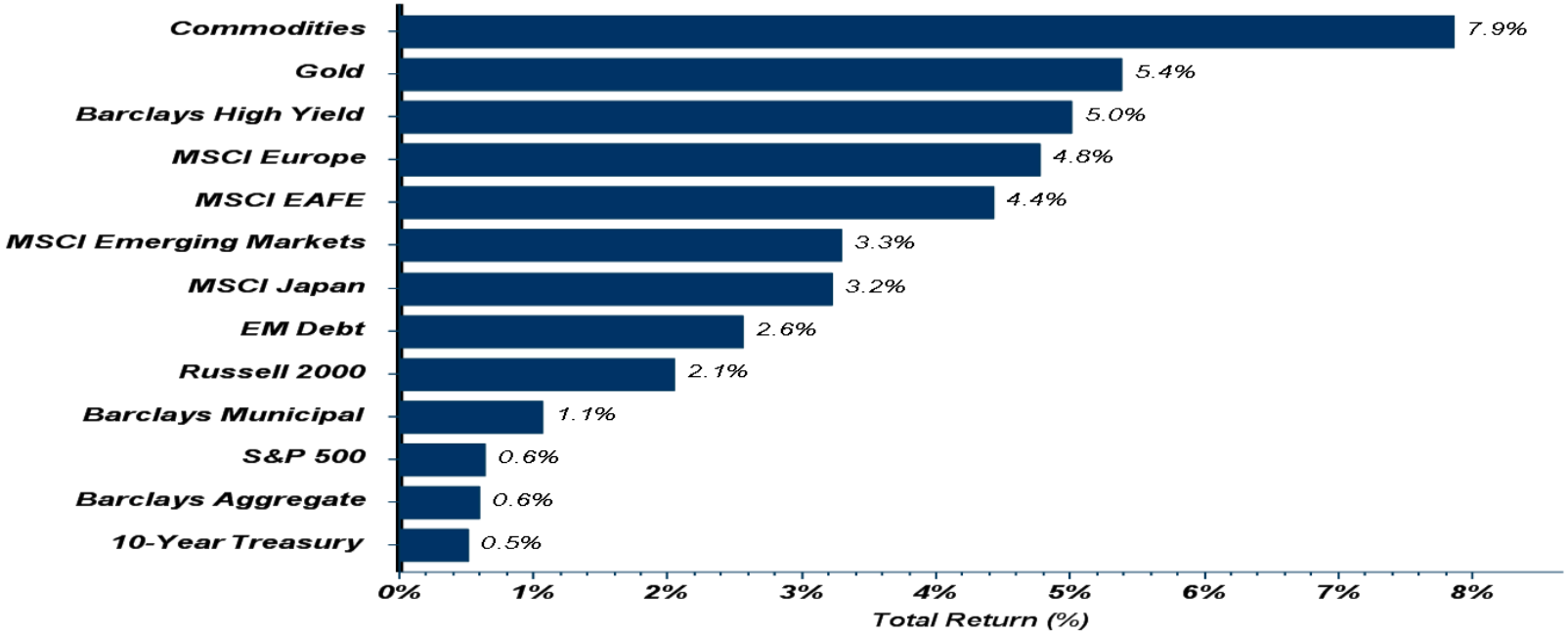
Index Returns - Monthly

Data as of 4/29/2016. Equity and Fixed Income Market Returns Expressed Including Dividends



Source: Thomson Reuters Datastream

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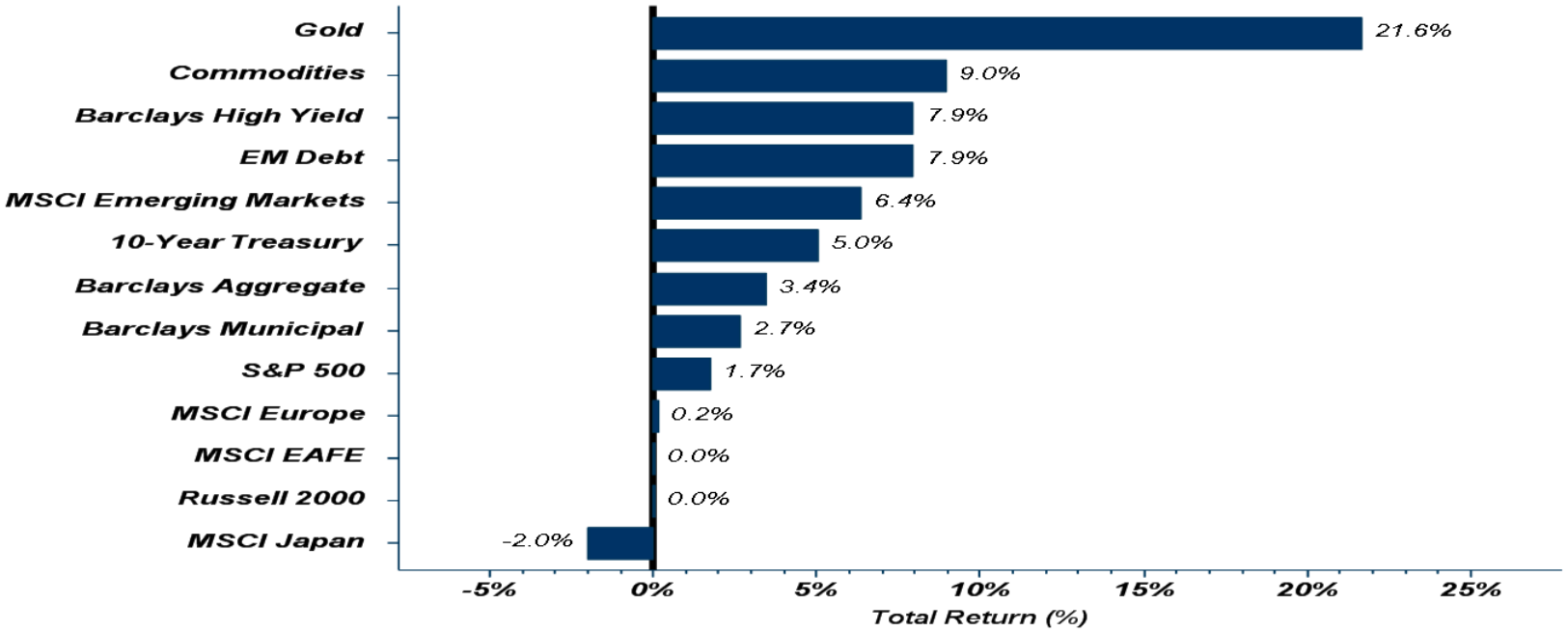
Index Returns YTD

Data as of 4/29/2016. Equity and Fixed Income Market Returns Expressed Including Dividends



Source: Thomson Reuters Datastream

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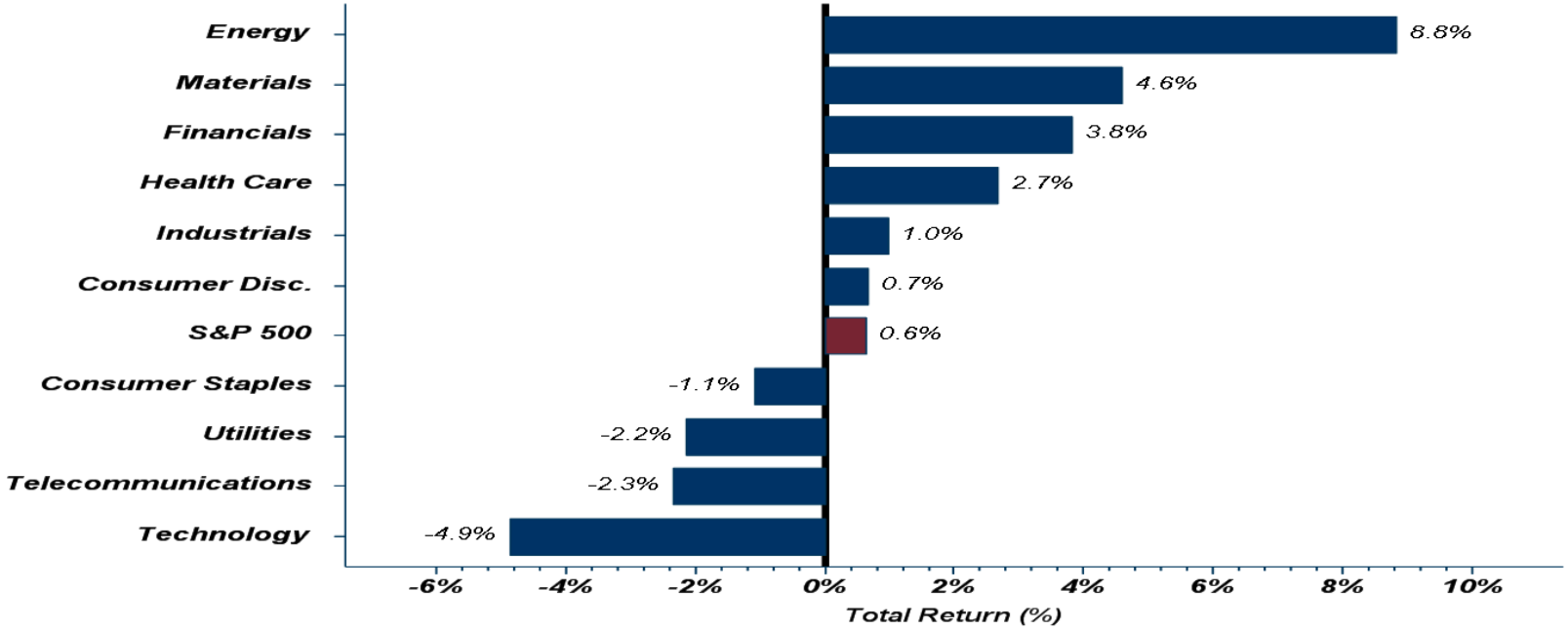
Sector Returns MTD

Data as of 4/29/2016. Expressed as Total Returns



Source: Thomson Reuters Datastream

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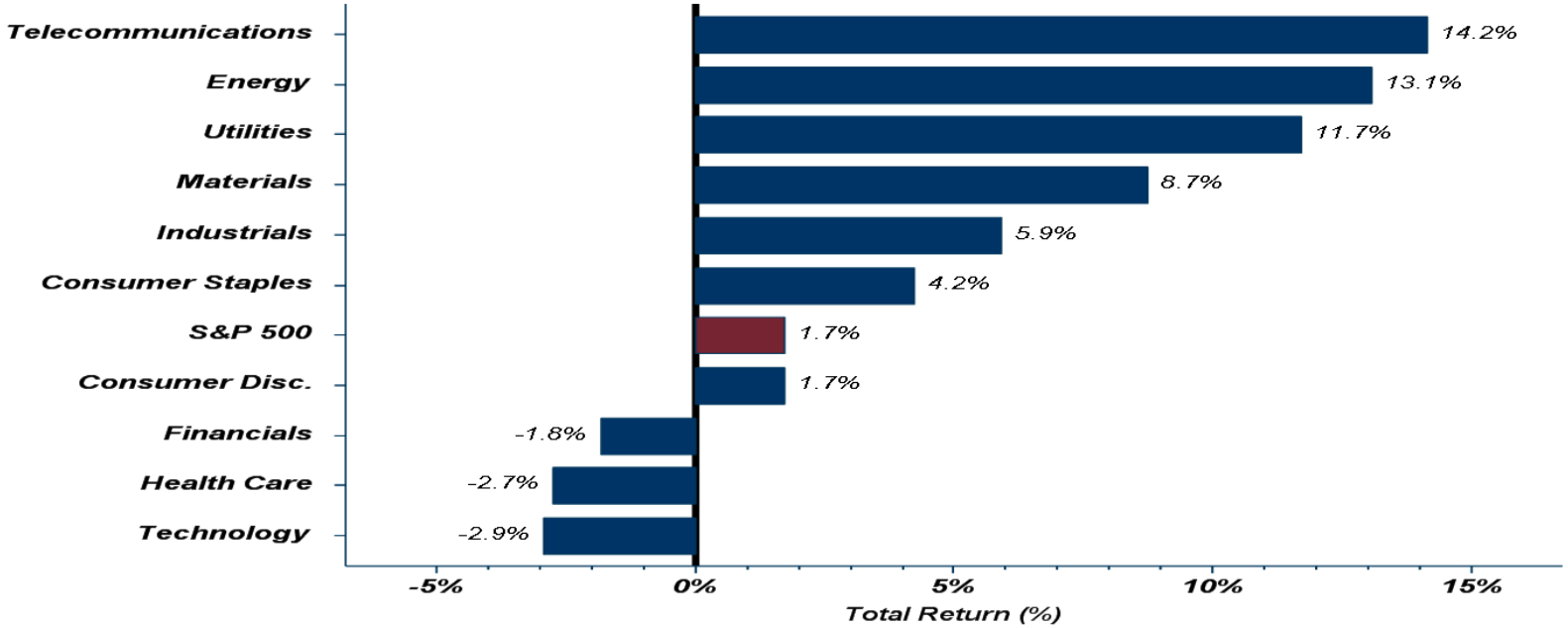
Sector Returns YTD

Data as of 4/29/2016. Expressed as Total Returns



Source: Thomson Reuters Datastream

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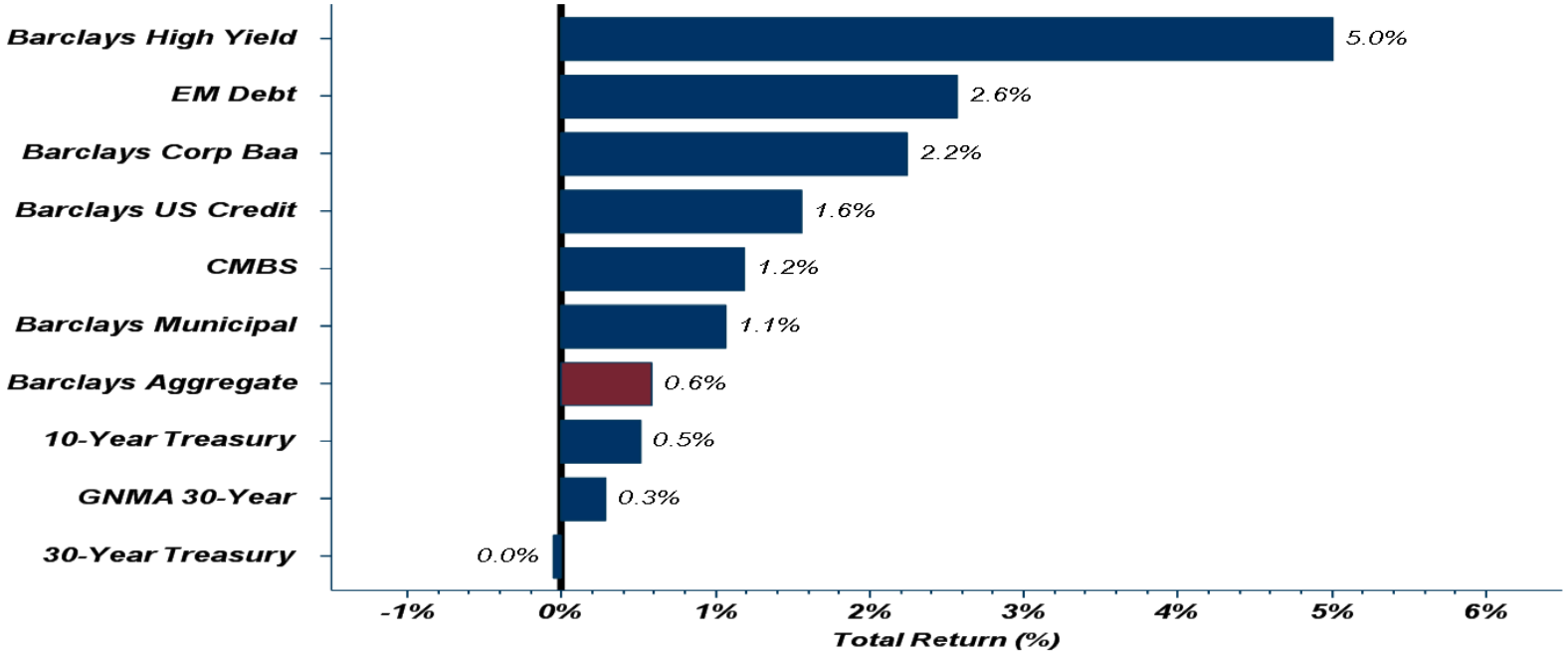
Fixed Income Returns MTD

Data as of 4/29/2016. Equity and Fixed Income Market Returns Expressed Including Dividends



Source: Thomson Reuters Datastream

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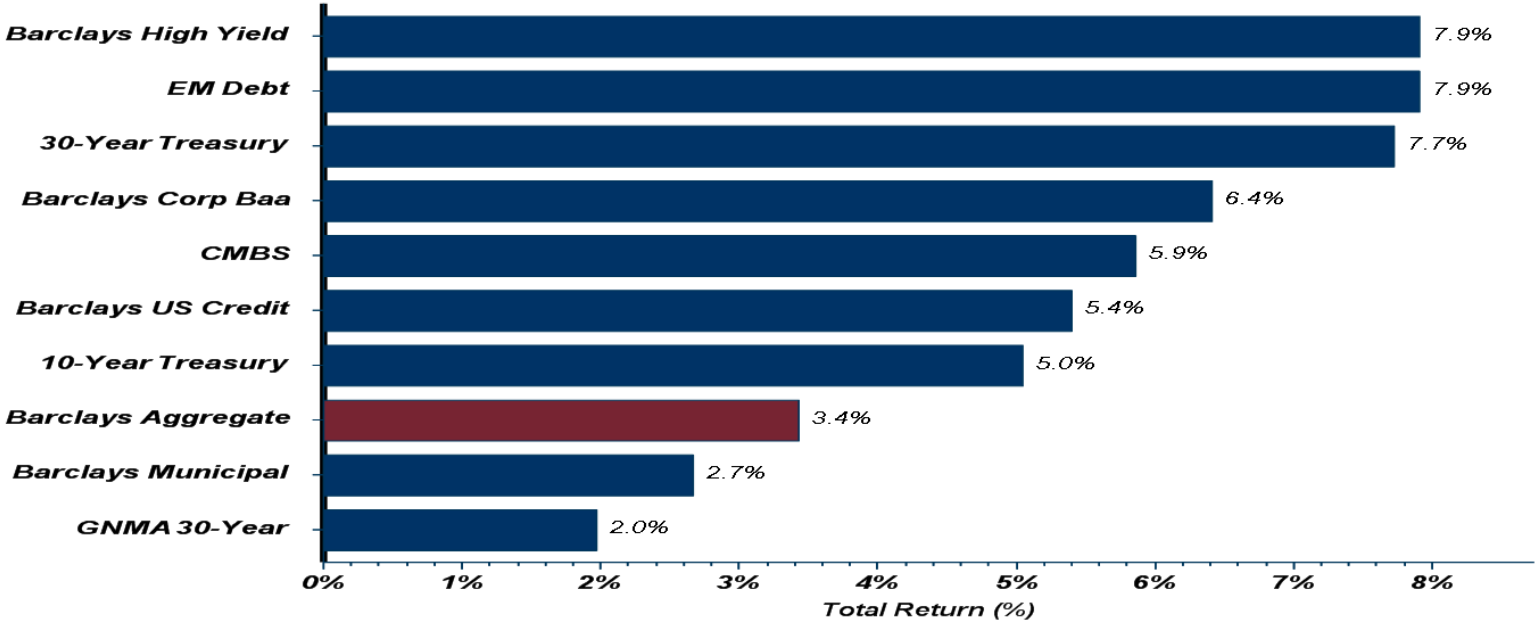
Fixed Income Returns YTD

Data as of 4/29/2016. Equity and Fixed Income Market Returns Expressed Including Dividends



Source: Thomson Reuters Datastream

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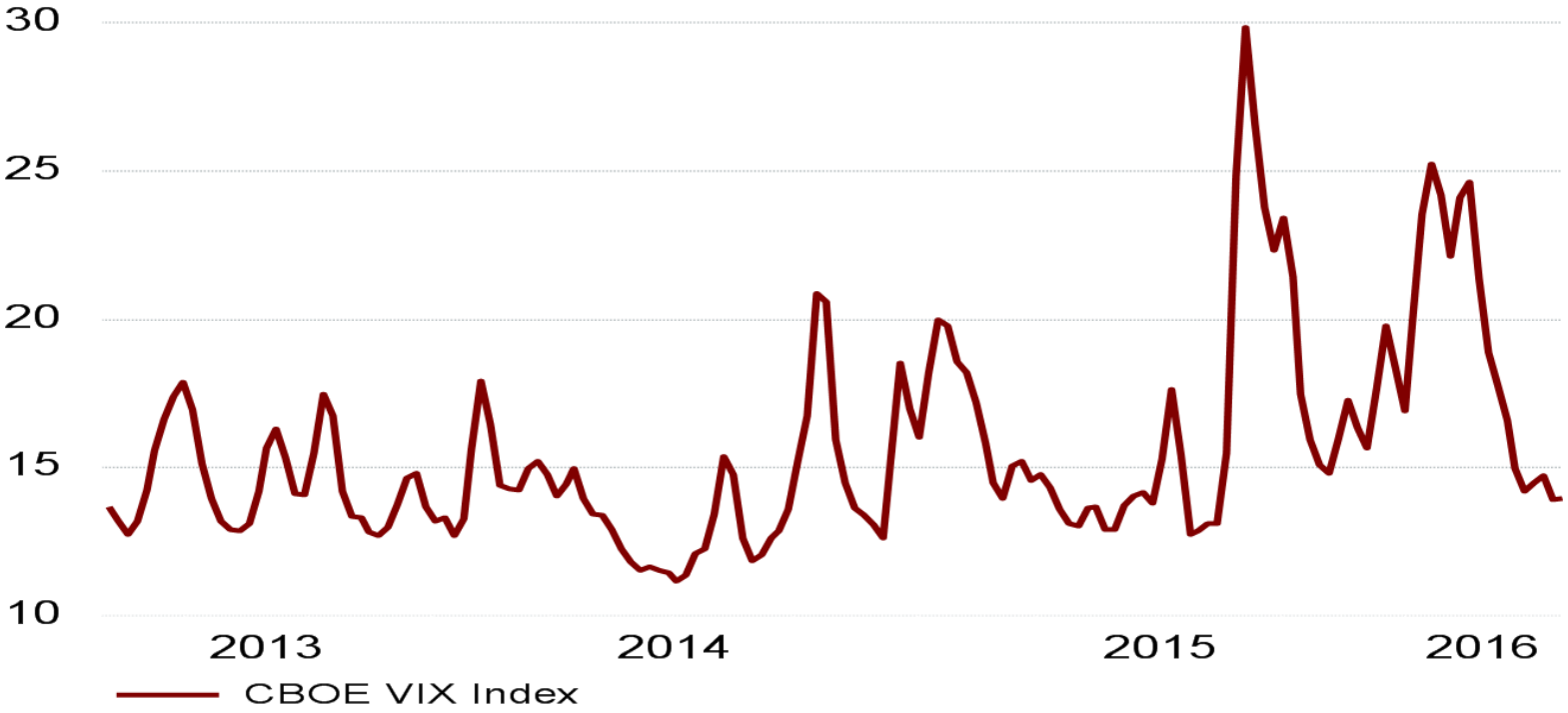
CBOE Volatility Index

10-Day Moving Average, as of 4/29/2016



Source: Thomson Reuters Datastream / Fathom Consulting

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US Inflation

Twelve-month percentage change, as of Apr 16

Source: Thomson Reuters Datastream

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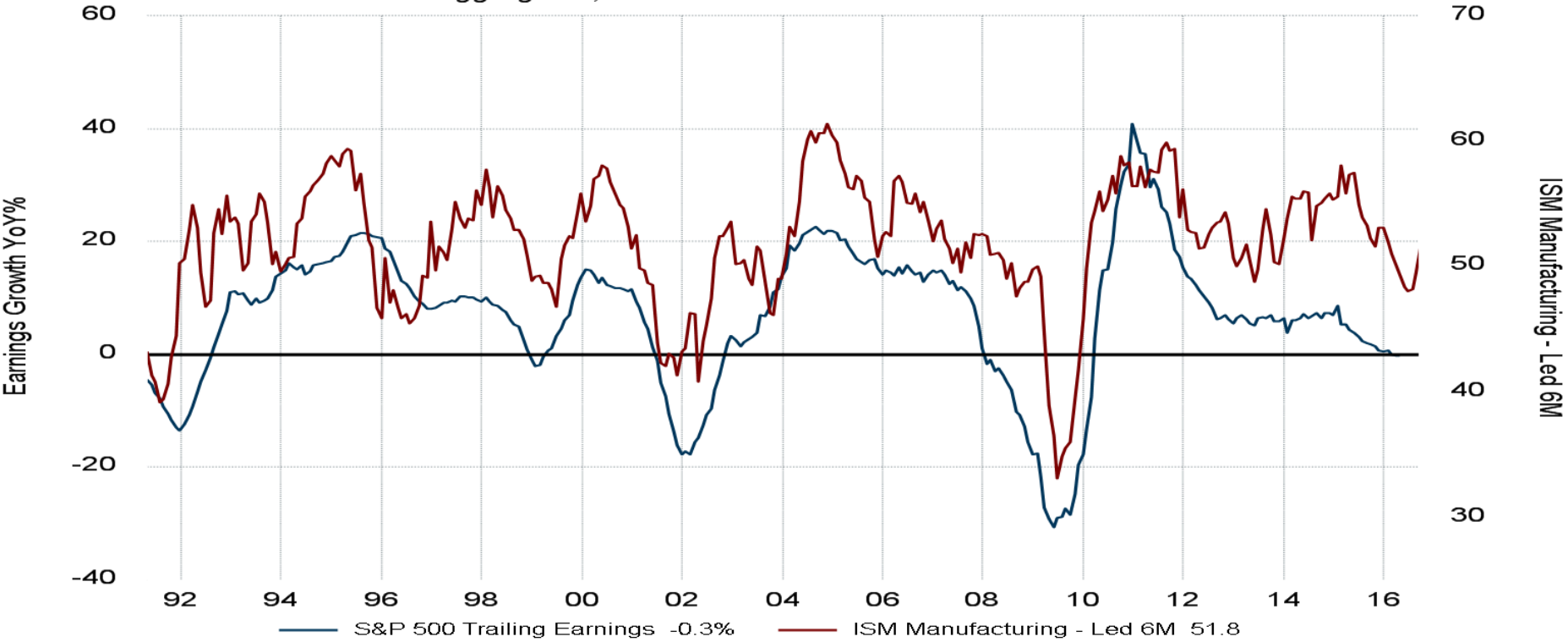
Earnings Growth & ISM Manufacturing

Source: IBES Global Aggregates, as of 4/29/2016



Source: Thomson Reuters Datastream

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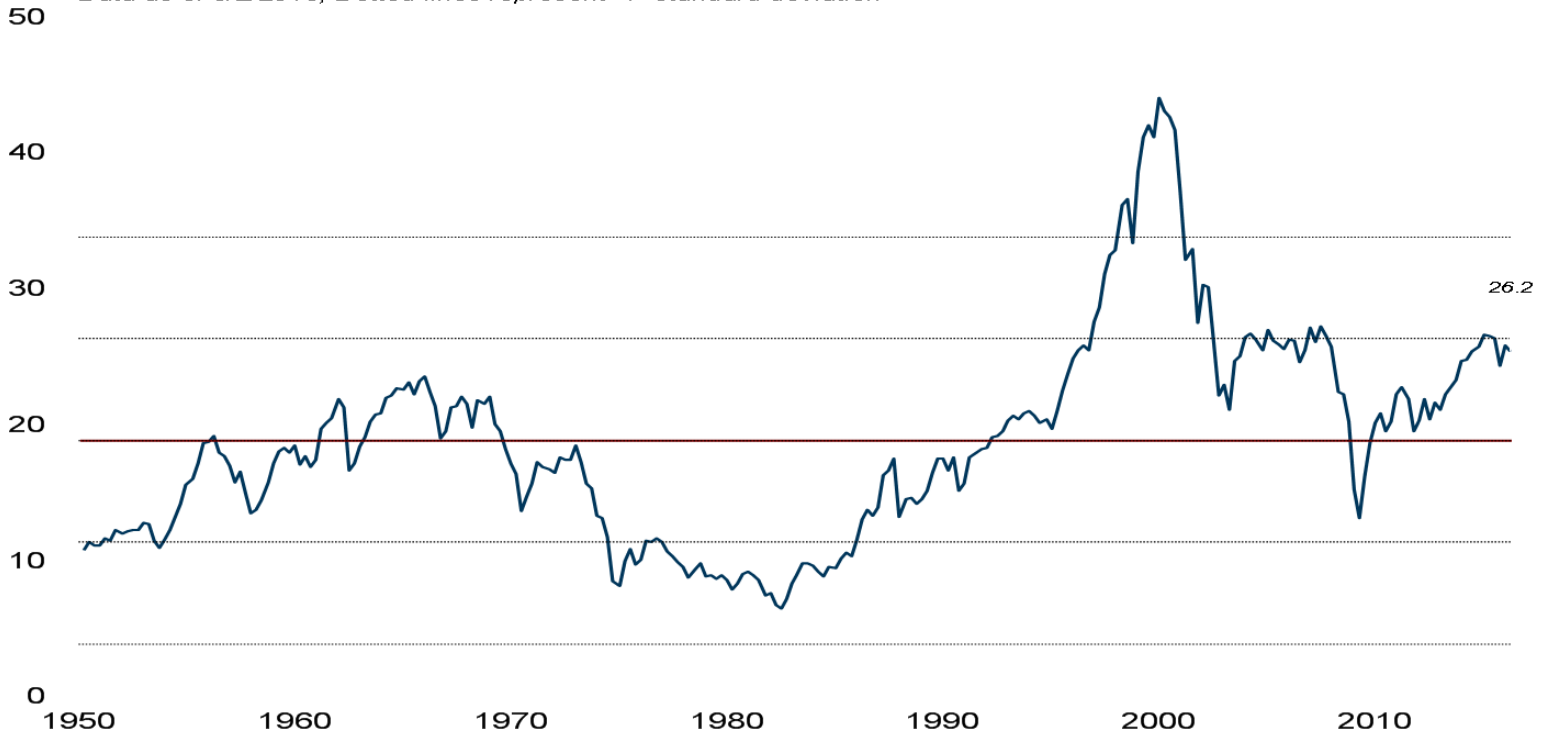
Shiller P/E - S&P 500

Data as of 5/2/2016, Dotted lines represent +/- standard deviation



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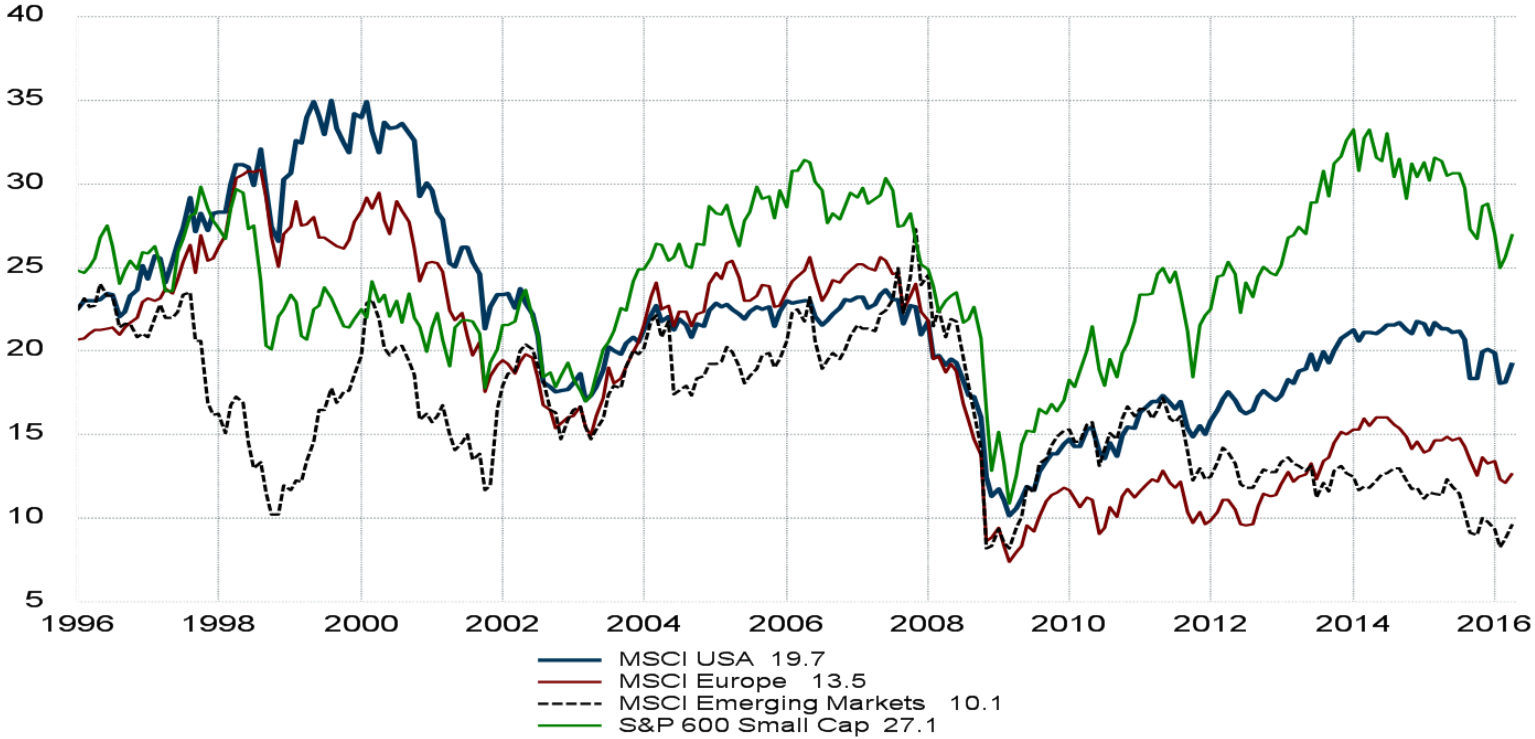
Regional Valuation Measures

Price / 5-Year Average Earnings, as of 4/29/2016



Source: Thomson Reuters Datastream

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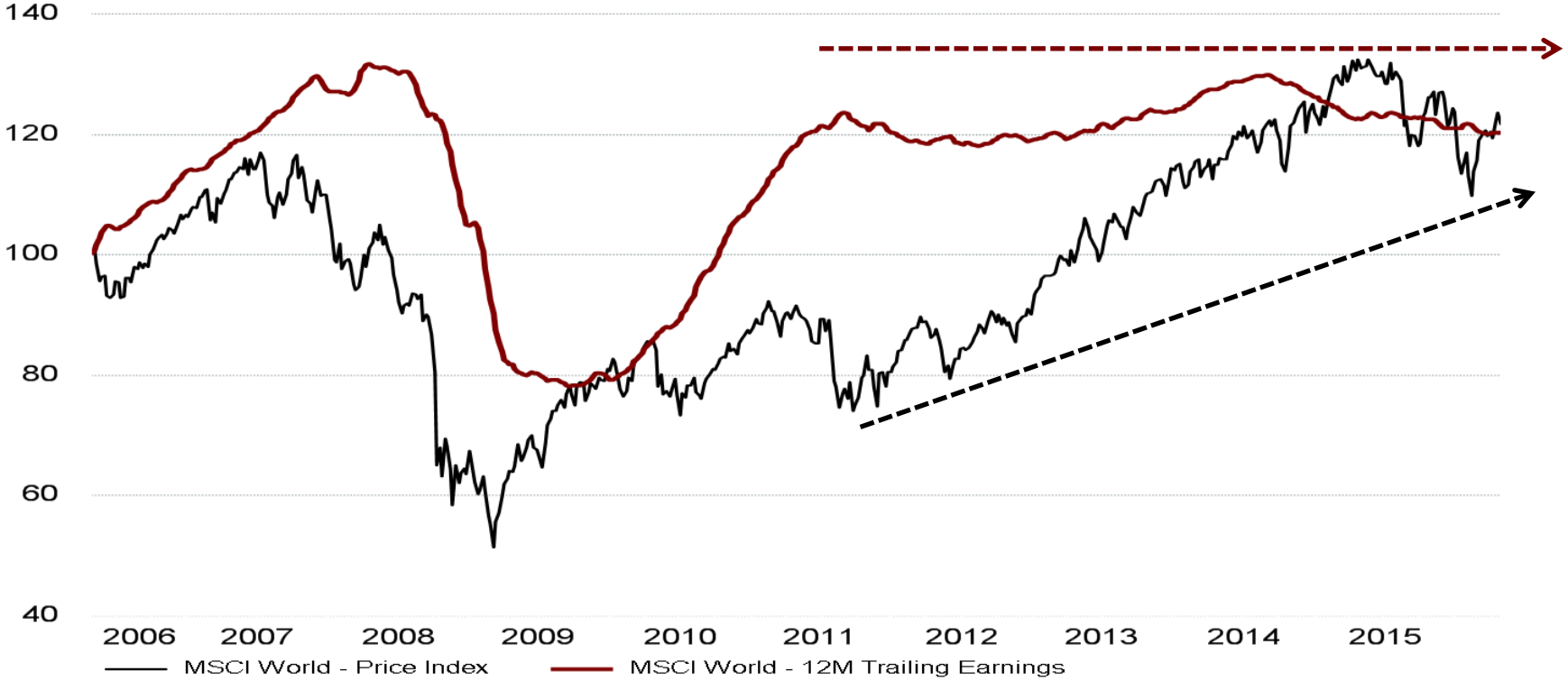
Earnings and Prices

MSCI World, as of 4/29/2016



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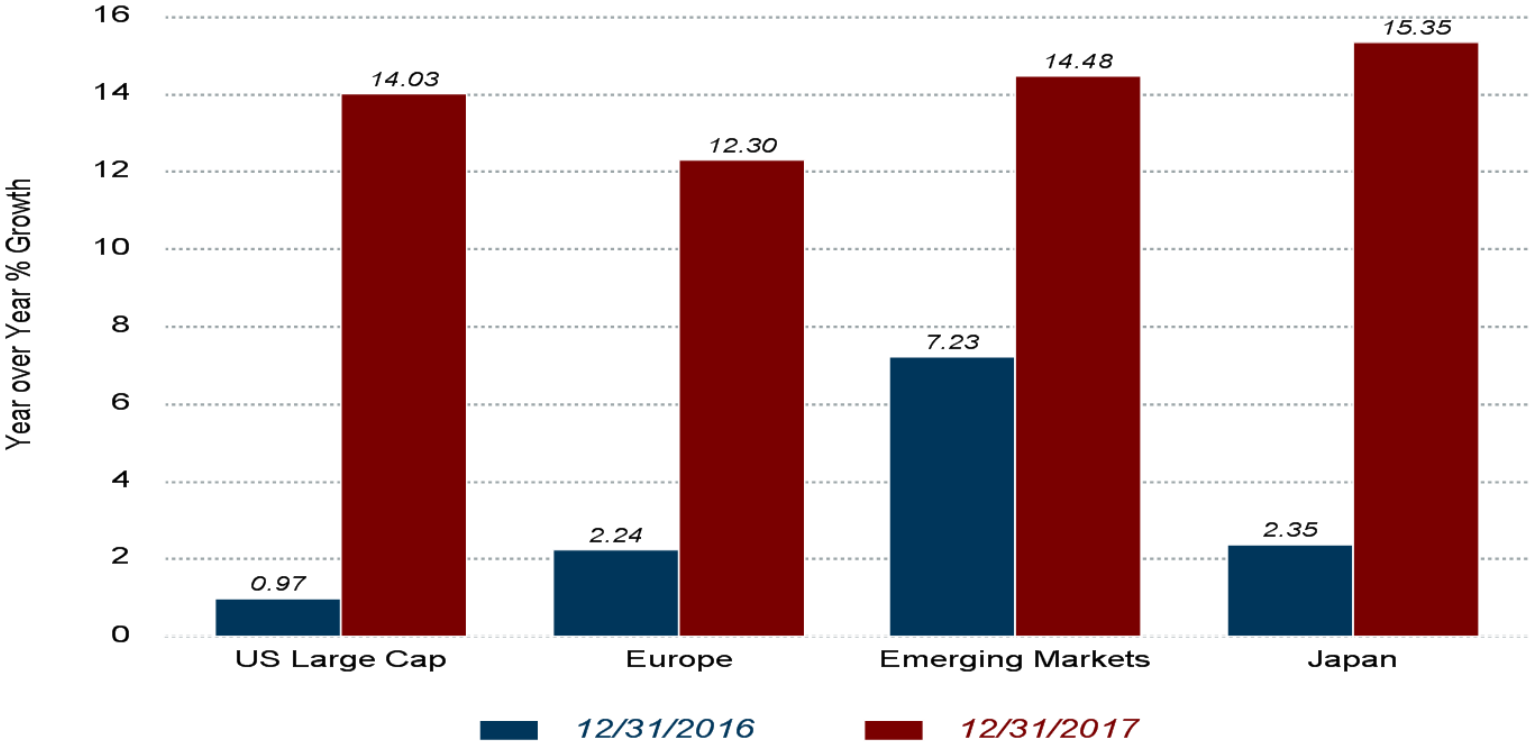
Regional Estimated Earnings Growth

Based on IBES Estimates, Data as of 4/21/2016



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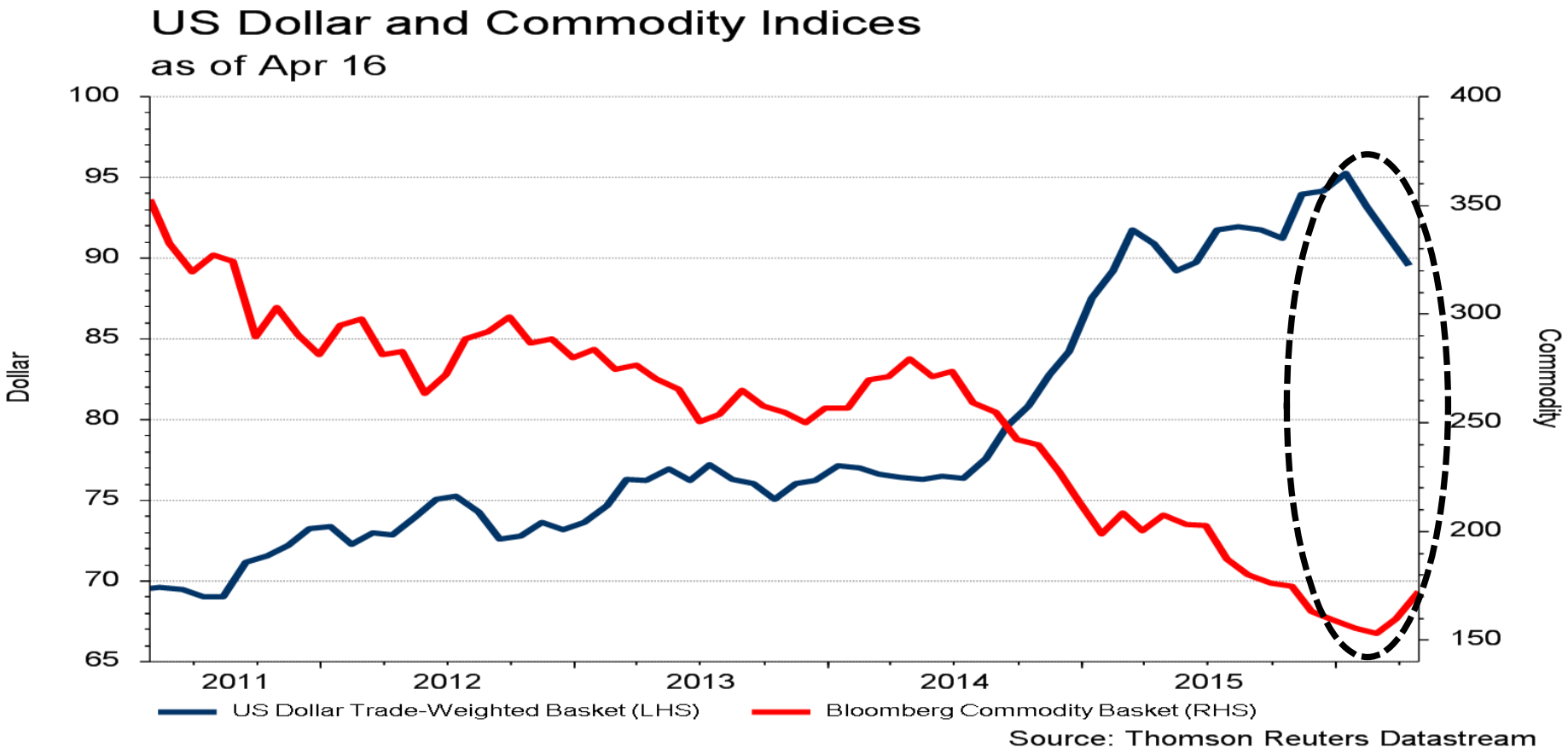

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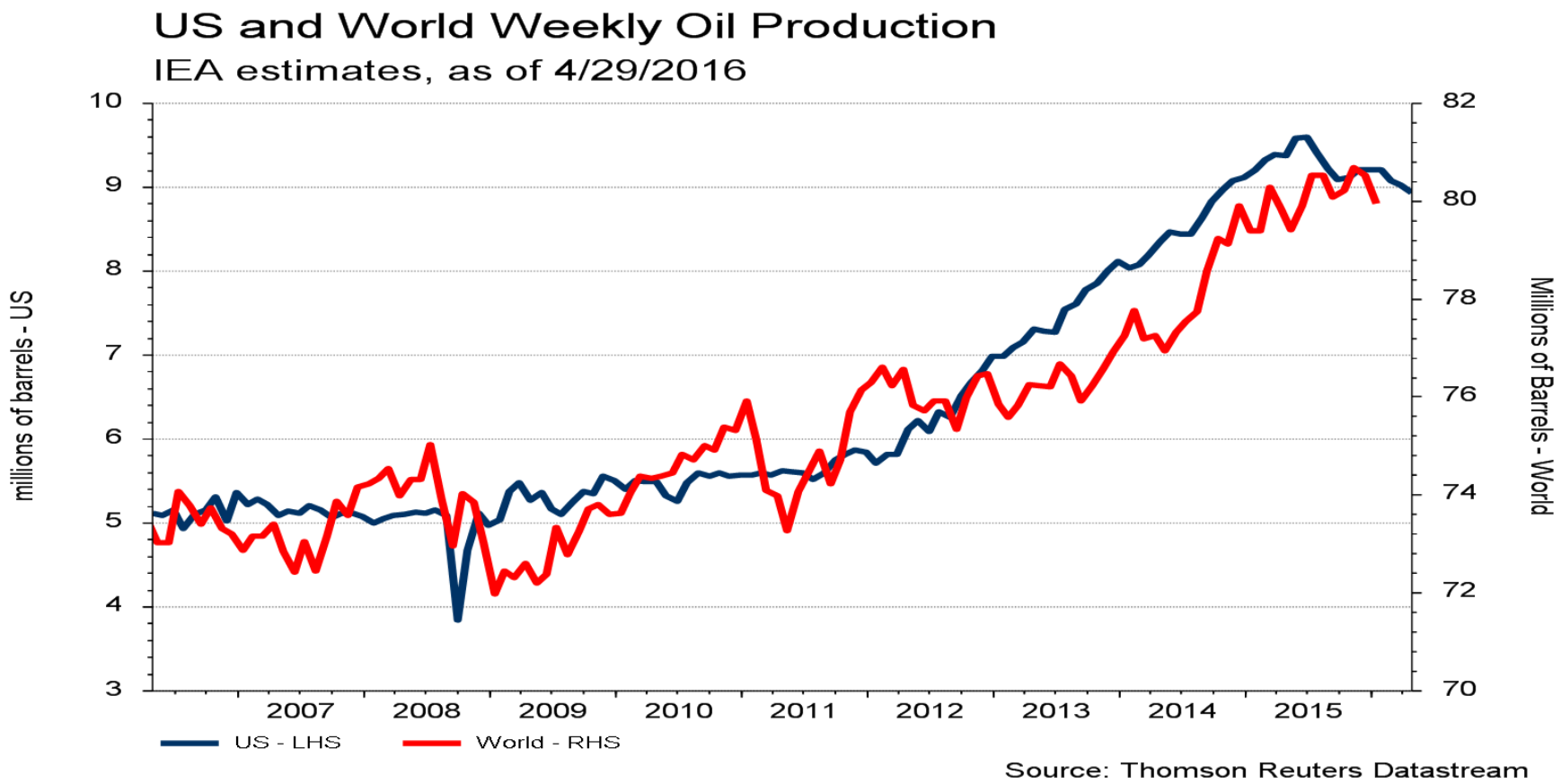

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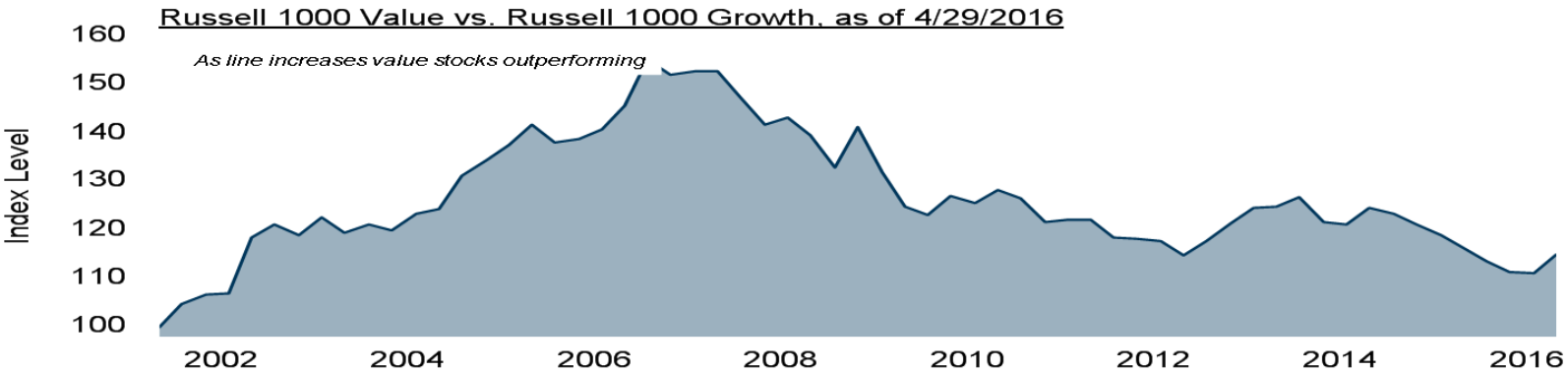
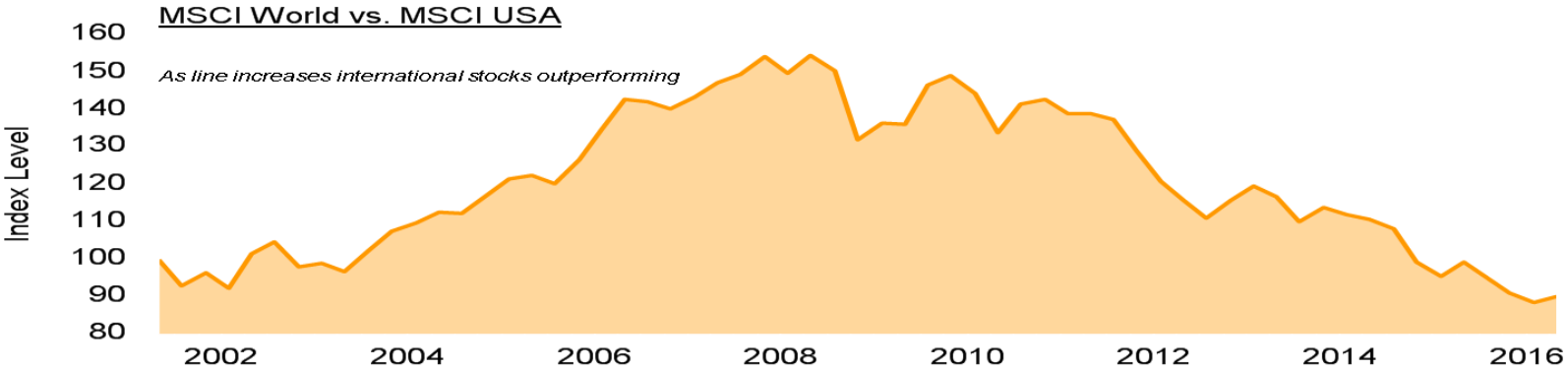
Relative Style Performance





Source: Thomson Reuters Datastream

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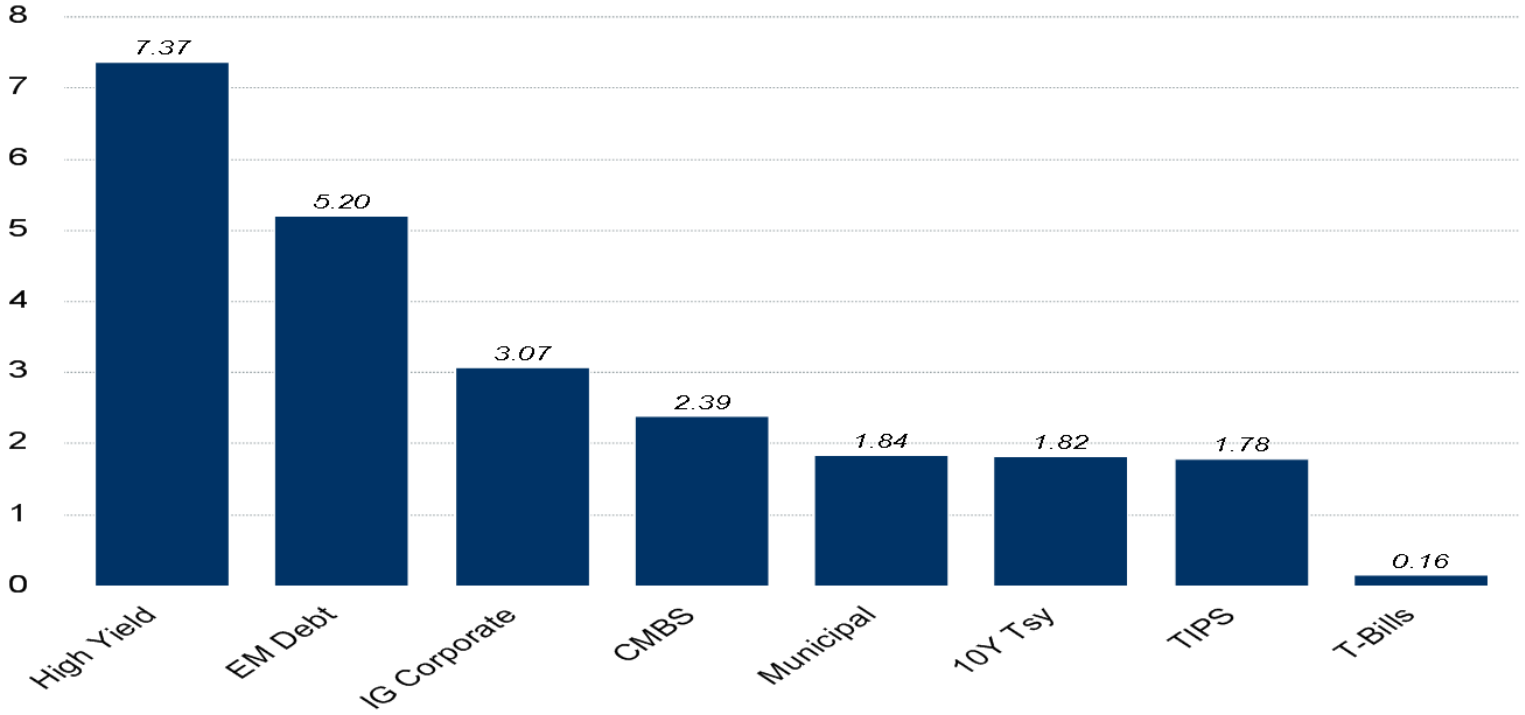
Current Fixed Income Yields

Source: Barclays Capital, As of 4/29/2016



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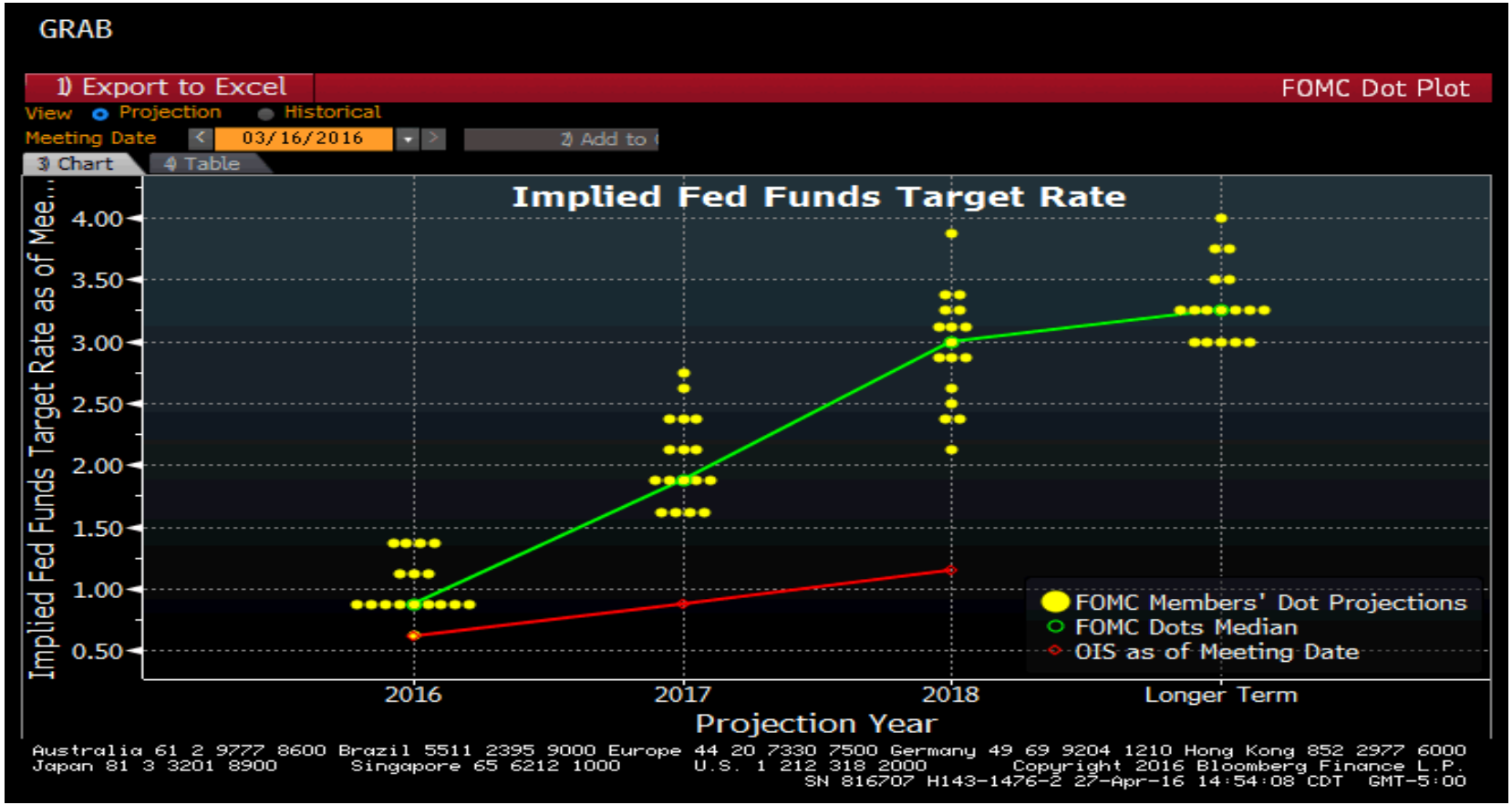

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US Style	Value	Core	Growth
Large	40	33	9
Mid	22	43	20
Small	56	81	51

QTD	EAFE			Global	Emerging Markets
	Value	Core	Growth		
Large	66	65	65	40	27
SMID	32	46	40		

LEGEND	
	> 75% of Managers Beat Index
	50% - 75% of Managers Beat Index
	25% - 50% of Managers Beat Index
	< 25% of Managers Beat Index

Numbers = Index Percentile Rank

Source: Prudential and Morningstar; as of 3/31/2016

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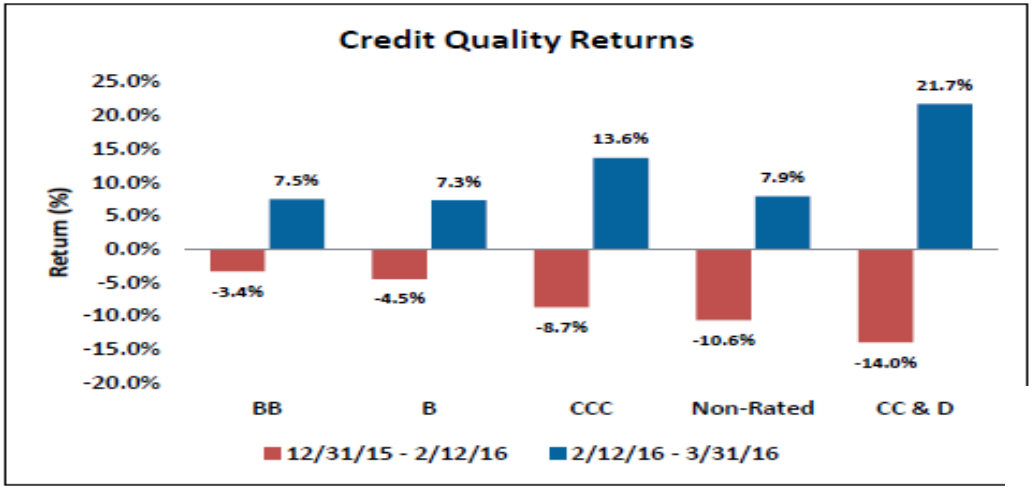
Fixed Income					
	Intermediate	Nontraditional	High Yield	EM	World
1Q16	16	5	8	60	26

Source: Prudential and Morningstar; as of 3/31/2016



Source: Barclays

LEGEND	
	> 75% of Managers Beat Index
	50% - 75% of Managers Beat Index
	25% - 50% of Managers Beat Index
	< 25% of Managers Beat Index

Numbers = Index Percentile Rank

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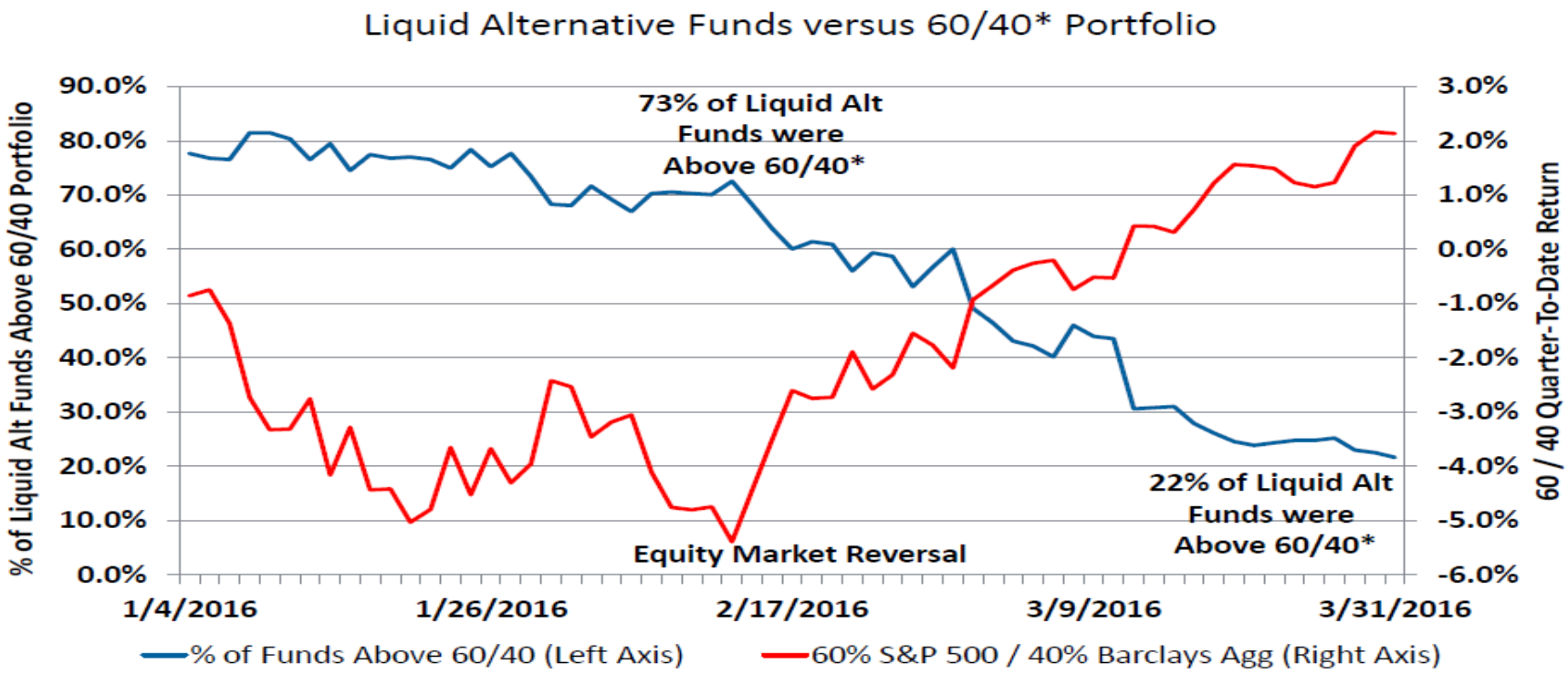

Source (as of 3/31/16): Morningstar, S&P, Barclays. *60/40: 60% S&P 500/40% (this is a hypothetical portfolio and not representative of any investment).

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1Q16 Performance

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DID No 207417 - 0616

Review of Age-Based Options Returns

USAA

Average Annual Total Returns for period ending March 31, 2016 (Reported Quarterly)

Portfolio | Age Base	One Year	Three Year	Five Year	Ten Year	Since Inception	Inception Date	Total Annual Fees[a]
Very Aggressive **Ages: 0-2**	-4.89%	N/A %	N/A %	N/A %	-4.64%	3/27/2015	1.14%
Aggressive Growth **Ages: 3-4**	-4.23%	4.67%	5.12%	4.34%	5.53%	6/3/2002	1.07%
Growth **Ages: 5-6**	-3.64%	4.34%	4.99%	4.57%	5.67%	6/3/2002	1.02%
Moderately Aggressive **Ages: 7-8**	-3.11%	3.87%	4.77%	4.92%	5.79%	6/3/2002	0.96%
Moderate **Ages: 9-11**	-2.61%	3.46%	4.41%	5.00%	5.48%	6/3/2002	0.90%
Moderately Conservative **Ages: 12-13**	-2.10%	N/A %	N/A %	N/A %	-1.97%	3/27/2015	0.85%
Conservative **Ages: 14-15**	-1.60%	1.46%	2.64%	4.16%	4.26%	6/3/2002	0.79%
Very Conservative **Ages: 16-17**	0.10%	N/A %	N/A %	N/A %	0.10%	3/27/2015	0.70%
In College **Ages: 18+**	0.31%	1.81%	2.65%	3.85%	3.54%	6/3/2002	0.69%
Preservation of Capital	0.00%	0.00%	0.00%	N/A %	0.02%	9/1/2009	0.65%

An investment in the Preservation of Capital Portfolio is not insured or guaranteed by the FDIC or any other government agency. Although the Portfolio seeks to preserve the value of your investment at $1.00 per share, it is possible to lose money by investing in the fund.

Current performance may be higher or lower than the performance data quoted. The return and principal value of an investment will fluctuate, so that an investor's shares, when redeemed, may be worth more or less than their original cost. For the most recent month-end performance, please click on the name of the fund, above.

***This total represents the portfolio expense limit, as reported in the current plan description, and is assessed against assets over the course of the year and does not include the annual state account maintenance fee or the annual USAA minimum-balance fee. If as determined periodically by USAA, a portfolio's underlying fund expenses exceed the portfolio expense limit, USAA has voluntarily agreed to make payments to the portfolio to the extent of such excess. USAA may discontinue these payments at any time without notice. The 3 month number is not annualized.**

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Review of Age-Based Options Returns

Average Annual Total Returns for period ending 04/30/2016 (Reported Monthly)

Portfolio | Age Base	One Month	Three Month	One Year	Three Year	Five Year	Ten Year	Since Inception
Very Aggressive **Ages: 0-2**	1.36%	7.93%	-5.76%	N/A %	N/A %	N/A %	-3.11%
Aggressive Growth **Ages: 3-4**	1.38%	7.34%	-4.69%	4.81%	4.62%	4.35%	5.61%
Growth **Ages: 5-6**	1.40%	6.83%	-3.85%	4.48%	4.55%	4.60%	5.74%
Moderately Aggressive **Ages: 7-8**	1.42%	6.35%	-3.03%	4.03%	4.40%	4.96%	5.86%
Moderate **Ages: 9-11**	1.43%	5.83%	-2.21%	3.62%	4.13%	5.06%	5.56%
Moderately Conservative **Ages: 12-13**	1.53%	5.40%	-1.39%	N/A %	N/A %	N/A %	-0.46%
Conservative **Ages: 14-15**	1.46%	4.88%	-0.71%	1.76%	2.62%	4.27%	4.34%
Very Conservative **Ages: 16-17**	0.60%	2.13%	0.50%	N/A %	N/A %	N/A %	0.64%
In College **Ages: 18+**	0.49%	1.24%	0.81%	1.76%	2.51%	3.88%	3.56%
Preservation of Capital	0.00%	0.00%	0.00%	0.00%	0.00%	N/A %	0.02%

Each account in a Portfolio will indirectly bear its pro rata share of the expenses of the Portfolio (Annual Asset-Based Fees). A Portfolio's Annual Asset-Based Fees currently consist of the Portfolio's pro rata share of the annual fund operating expenses of the underlying USAA mutual funds in which the Portfolio invests (Underlying Fund Expenses). Underlying Fund Expenses include the mutual fund's investment advisory fees and administrative fees, which are paid to USAA, and other expenses. Currently, each Portfolio's Annual Asset-Based Fees represent the annual Portfolio expense limit, as described in the Plan Description. If, as determined periodically by USAA, a Portfolio's Annual Asset-Based Fees exceed the Portfolio expense limit, USAA has voluntarily agreed to make payments to the Portfolio to the extent of such excess. USAA may discontinue these payments at any time without notice.

The Average Annual Total returns shown for a Portfolio are net of Annual Asset-Based Fees and do not take into account the Annual State Account Maintenance Fee or the Annual USAA Minimum-Balance Fee. This performance information assumes that withdrawals from the Plan are used for qualified higher education expenses, and if amounts withdrawn are not used for such purposes, the after-tax returns would be lower than the returns shown. Since the Plan's inception date, the underlying mutual funds have changed and may change in the future. The performance of each Portfolio shown above (other than that for Preservation of Capital Portfolio) reflects the performance of underlying funds that are no longer included in the Portfolio. Performance information for the Portfolios should not be viewed as a prediction of future performance of any particular Portfolio and may be higher or lower than the performance data shown. The return and/or principal value of an investment in the Plan will fluctuate, and an account in the Plan may be worth more or less than the amount contributed to the account.

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Underlying Fund Performance

PERIOD ENDING: March 31, 2016				Average Annual Returns				
Fund / Market Index	Expense Ratio	After Reimbursement	Current Month Return	1 Year	3 Year	5 Year	10 Year	Since Fund Inception
USAA Emerging Markets Fund	1.50%	n/a	12.06%	-8.33%	-5.85%	-6.50%	0.98%	3.72 %
Lipper US Index - Emerging Markets Funds			12.37%	-10.59%	-4.42%	-3.34%	2.59%	
USAA Growth Fund	1.11%	1.00%	6.77%	2.29%	14.26%	12.75%	6.05%	6.45%
Lipper US Index - Multi Cap Growth Funds			6.16%	-5.29%	11.03%	9.42%	6.50%	
USAA Growth & Income Fund	0.93%	n/a	6.81%	-2.92%	10.52%	9.09%	5.34%	7.61%
Lipper US Index - Multi Cap Core Funds			-1.02%	12.37%	16.43%	14.71%	8.38%	
USAA High Income Fund	0.89%	n/a	4.02%	-7.31%	0.43%	3.80%	6.01%	6.42 %
Lipper US Index - High Yield Bond Funds			3.79%	-5.17%	1.24%	4.08%	5.46%	
USAA Income Fund	0.53%	n/a	1.89%	0.26%	2.16%	4.02%	5.24%	8.17%
Lipper US Index - A Rated Bond Funds			2.15%	0.84%	3.12%	4.61%	5.01%	
USAA Income Stock Fund	0.79%	n/a	6.30%	2.42%	9.91%	9.92%	4.79%	8.18%
Lipper US Index - Equity Income Funds			6.50%	-0.56%	8.60%	9.33%	5.78%	
USAA Intermediate-Term Bond Fund	0.68%	0.65%	2.03%	-0.98%	1.85%	4.38%	5.71%	5.73%
Lipper US Index - Core Plus Bond Funds			1.63%	0.37%	2.06%	3.99%	5.31%	
USAA International Fund	1.12%	n/a	6.65%	-7.75%	2.05%	3.19%	3.67%	7.05%
Lipper US Index - Intl Large Cap Growth Funds			6.49%	-7.57%	1.99%	2.42%	2.56%	
USAA Money Market Fund	0.65%	n/a	0.00%	0.01%	0.01%	0.01%	1.21%	4.65%
Lipper US Index - Money Market Funds			0.01%	0.03%	0.02%	0.02%	1.09%	
USAA Precious Metals & Minerals	1.25%	n/a	6.67%	7.42%	-17.38%	-19.31%	-1.84%	3.36%
Lipper US Index - Precious Metals Equity Funds			6.44%	9.90%	-15.23%	-17.86%	-2.33%	
USAA Short-Term Bond Fund	0.62%	n/a	0.93%	0.60%	1.05%	1.98%	3.57%	4.07%
Lipper US Index - Short Investment Grade Debt Funds			0.65%	0.61%	0.86%	1.58%	2.67%	
USAA Small Cap Stock Fund	1.16%	n/a	8.06%	-8.55%	6.44%	7.20%	5.14%	6.17%
Lipper US Index - Small Cap Core Funds			8.04%	-6.28%	7.20%	7.38%	5.68%	
USAA Real Return Fund	1.15%	0.89%	5.01%	-3.81%	-1.85%	1.16%	-	1.65%
Lipper US Index - Inflation Protected Bond Funds			1.85%	0.62%	-1.31%	2.26%	3.96%	
USAA Value Fund	1.09%	1.15%	6.21%	-5.38%	8.27%	8.47%	5.82%	7.17%
Lipper US Index - Multi Cap Value Funds			7.58%	-4.69%	8.36%	8.48%	4.81%	

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USAA Funds on Nevada's Watch List

Quarter Ending December 31, 2015

- USAA Emerging Markets Fund
- USAA Real Return Fund
- USAA Income Stock Fund

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Proposed Changes

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Summary of Proposed Changes

- USAA recommends the removal of the USAA Real Return fund. The allocation previously being contributed to the USAA Real Return fund will be allocated to Fixed Income. This will impact percentage allocations to all fixed-income holdings. This change will be reflected across all portfolios on the glide path with the exception of the Very Conservative and In College portfolio (which will remain unchanged).
- USAA recommends reducing the equity allocation of Emerging Markets slightly and increasing U.S. Large Cap and International Developed allocations. This change would affect all portfolio except the In College portfolio.
- USAA recommends reducing the fixed income allocation of Intermediate-Term slightly and increasing the Income fund allocation. Additionally, USAA recommends increasing the total fixed income allocation by the same amount that the Real Return Fund is being reduced. This increase will be allocated towards our Investment Grade funds but will have impacts on all fixed income holdings and weightings within the fixed income allocation change. Below are more details highlighting a standard 60/40 portfolio, based off setting our ideal allocation in a 60/40 and spreading that allocation out on a formulaic basis.
- USAA breaks up fixed income into two major buckets: Investment Grade and High Yield. When we had Real Return in the fund 38% of the portfolio (in a 60/40 portfolio) was allocated to Fixed Income in a 34%/4% split between Investment Grade and High Yield. With our recommendation to remove the Real Return Fund, the allocation to Fixed Income will change to 40% with a 36%/4% split between Investment Grade and High Yield. From USAA's perspective, we only actively changed investment grade. However, since the remainder of the portfolio model is based on a formulaic breakdown, High Yield did get impacted.

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Summary of Proposed Changes (Continued)

- Previously, with High Yield making up 4% of a 38% Fixed Income allocation, that equates to about 10.53% of the entire Fixed Income allocation. When High Yield makes up 4% of a 40% Fixed Income allocation, that makes it 10% of the entire Fixed Income allocation. To determine the High Yield fund weighting in each model, we take the percentage of Fixed Income in that portfolio multiplied by the weighting (10%).
- The Income, Intermediate-Term, and Short-Term funds are all classified as Investment Grade. We weight these 3 funds respectively within the Investment Grade bucket. In an effort to bring the 529 portfolio allocations more in line with the Portfolio Manager's view, there was a slight shift within that allocation where we reduced the allocation to Intermediate-Term fund slightly and increased the Income fund allocation. As we can see, this affects all portfolios with the exception of the In-College Portfolio.
- In light of the Money Market Reform, USAA will utilize the USAA Treasury Money Market Fund in place of the USAA Money Market Fund. All portfolios holding a Money Market position will be exchanged for the USAA Treasury Money Market Fund. The portfolio reallocations and money market exchanges will be made before October 2016.

Items for future discussions:

- USAA is exploring the substitution of holdings in Short Term Bond and Money Market in our three most conservative portfolios (Very Conservative, In College, and Capital Preservation) with a USAA Stable Value fund. USAA is considering the inclusion of this fund primarily as a response to the new money market reform requirements , as well as industry trends. USAA will revisit this topic with the Board at a later date.

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Current Asset Allocation

Age of Child	0-2 years	3-4 years	5-6 years	7-8 years	9-11 years	12-13 years	14-15 years	16-17 years	18+ years
	Very Agg.	Agg. Growth	Growth	Moderate	Balanced	Mod. Conservative	Conservative	Very Conservative	In College
Stocks	98.0%	83.5%	71.0%	58.5%	46.0%	33.5%	21.0%	8.5%	0.0%
Bonds	0.0%	14.5%	27.0%	39.5%	52.0%	64.5%	77.0%	81.5%	70.0%
Alternatives	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	0.0%	0.0%
Cash	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%	30.0%

		Very Agg.	Agg. Growth	Growth	Moderate	Balanced	Mod. Conservative	Conservative	Very Conservative	In College
Equity	**Ticker**	**98.00%**	**83.50%**	**71.00%**	**58.50%**	**46.00%**	**33.50%**	**21.00%**	**8.50%**	**0.00%**
Growth	USAAX	12.25%	10.44%	8.88%	7.31%	5.75%	4.19%	2.63%	1.06%	0.00%
Growth & Income	USGRX	8.17%	6.96%	5.92%	4.88%	3.83%	2.79%	1.75%	0.71%	0.00%
Income Stock	USISX	10.21%	8.70%	7.40%	6.09%	4.79%	3.49%	2.19%	0.89%	0.00%
Value	UVALX	10.21%	8.70%	7.40%	6.09%	4.79%	3.49%	2.19%	0.89%	0.00%
Small Cap Stock	USCAX	16.33%	13.92%	11.83%	9.75%	7.67%	5.58%	3.50%	1.42%	0.00%
International	USIFX	29.40%	25.05%	21.30%	17.55%	13.80%	10.05%	6.30%	2.55%	0.00%
Emerging Markets	USEMX	11.43%	9.74%	8.28%	6.83%	5.37%	3.91%	2.45%	0.99%	0.00%
Fixed		**0.00%**	**14.50%**	**27.00%**	**39.50%**	**52.00%**	**64.50%**	**77.00%**	**81.50%**	**70.00%**
Income	USAIX	0.00%	6.05%	11.27%	16.49%	21.71%	26.93%	32.15%	8.15%	7.00%
Intermediate-Term	USIBX	0.00%	4.32%	8.05%	11.78%	15.51%	19.23%	22.96%	0.00%	0.00%
Short-Term	USSBX	0.00%	2.59%	4.83%	7.07%	9.31%	11.54%	13.78%	73.35%	63.00%
High Yield Opportunities	USHYX	0.00%	1.53%	2.84%	4.16%	5.47%	6.79%	8.11%	0.00%	0.00%
Real Assets		**2.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**0.00%**	**0.00%**
Real Return	USRRX	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	2.00%	0.00%	0.00%
Cash		**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**10.00%**	**30.00%**
Money Market		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	30.00%
	Total	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**	**100.00%**

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Proposed Asset Allocation changes

	Age of Child	0-2 years	3-4 years	5-6 years	7-8 years	9-11 years	12-13 years	14-15 years	16-17 years	18+ years
		Very Agg.	Agg. Growth	Growth	Moderate	Balanced	Mod. Conservative	Conservative	Very Conservative	In College
	Stocks	2.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Bonds	0.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	0.0%	0.0%
	Alternatives	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%	0.0%	0.0%
	Cash	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

		Very Agg.	Agg. Growth	Growth	Moderate	Balanced	Mod. Conservative	Conservative	Very Conservative	In College
Equity	**Ticker**	**2.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Growth	USAAX	0.75%	0.42%	0.36%	0.29%	0.23%	0.17%	0.11%	0.04%	0.00%
Growth & Income	USGRX	0.50%	0.28%	0.24%	0.20%	0.15%	0.11%	0.07%	0.03%	0.00%
Income Stock	USISX	0.63%	0.35%	0.30%	0.24%	0.19%	0.14%	0.09%	0.04%	0.00%
Value	UVALX	0.63%	0.35%	0.30%	0.24%	0.19%	0.14%	0.09%	0.04%	0.00%
Small Cap Stock	USCAX	0.33%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
International	USIFX	2.27%	1.39%	1.18%	0.97%	0.77%	0.56%	0.35%	0.14%	0.00%
Emerging Markets	USEMX	-3.10%	-2.78%	-2.37%	-1.95%	-1.53%	-1.12%	-0.70%	-0.28%	0.00%
Fixed		**0.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**2.00%**	**0.00%**	**0.00%**
Income	USAIX	0.00%	1.37%	1.78%	2.18%	2.59%	2.99%	3.40%	0.00%	0.00%
Intermediate-Term	USIBX	0.00%	0.13%	-0.22%	-0.57%	-0.93%	-1.28%	-1.63%	0.00%	0.00%
Short-Term	USSBX	0.00%	0.38%	0.39%	0.40%	0.41%	0.43%	0.44%	0.00%	0.00%
High Yield Opportunities	USHYX	0.00%	0.12%	0.06%	-0.01%	-0.07%	-0.14%	-0.21%	0.00%	0.00%
Real Assets		**-2.00%**	**-2.00%**	**-2.00%**	**-2.00%**	**-2.00%**	**-2.00%**	**-2.00%**	**0.00%**	**0.00%**
Real Return	USRRX	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	-2.00%	0.00%	0.00%
Cash		**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**
Money Market	UATXX	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	10.00%	30.00%
Money Market	USAXX	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-10.00%	-30.00%
	Total	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**	**0.00%**

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Analysis of proposed changes

REMOVAL OF USAA REAL RETURN FUND w/MINOR ADJ TO FIXED-INCOME ALLOCATION

Performance Through Year-End 2015				Performance Through Month-End April 2016			
5-Year				**5-Year**			
Time Period: 1/1/2011 to 12/31/2015				Time Period: 1/1/2011 to 4/30/2016			
529 Aggressive Growth Allocation	**Return**	**Std. Dev.**	**Sharpe Ratio**	529 Aggressive Growth Allocation	**Return**	**Std. Dev.**	**Sharpe Ratio**
No Real Return	6.79%	11.44%	0.63	No Real Return	5.40%	11.92%	0.63
With Real Return	6.75%	11.52%	0.62	With Real Return	5.35%	12.00%	0.62
Variance	0.04%	-0.08%	0.01	Variance	0.05%	-0.08%	0.01
3-Year				**3-Year**			
Time Period: 1/1/2013 to 12/31/2015	**Return**	**Std. Dev.**	**Sharpe Ratio**	Time Period: 5/1/2013 to 4/30/2016	**Return**	**Std. Dev.**	**Sharpe Ratio**
No Real Return	7.98%	9.46%	0.85	No Real Return	5.80%	10.44%	0.85
With Real Return	7.91%	9.52%	0.84	With Real Return	5.74%	10.51%	0.84
Variance	0.07%	-0.06%	0.01	Variance	0.06%	-0.07%	0.01
1-Year				**1-Year**			
Time Period: 1/1/2015 to 12/31/2015	**Return**	**Std. Dev.**	**Sharpe Ratio**	Time Period: 5/1/2015 to 4/30/2016	**Return**	**Std. Dev.**	**Sharpe Ratio**
No Real Return	-1.81%	11.43%	-0.11	No Real Return	-4.13%	13.14%	-0.11
With Real Return	-1.90%	11.51%	-0.12	With Real Return	-4.21%	13.25%	-0.12
Variance	0.09%	-0.08%	0.01	Variance	0.08%	-0.11%	0.01

Source: Morningstar Direct

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Analysis of proposed changes

REDUCTION IN EMERGINING MARKETS EQUITY ALLOCATION

Performance Through Year-End 2015			
5-Year			
Time Period: 1/1/2011 to 12/31/2015			
529 Moderate Allocation	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	5.86%	8.57%	0.70
EM Equity Proposed	6.11%	8.55%	0.73
Variance	-0.25%	0.02%	-0.03
3-Year			
Time Period: 1/1/2013 to 12/31/2015	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	6.01%	7.34%	0.83
EM Equity Proposed	6.27%	7.36%	0.86
Variance	-0.26%	-0.02%	-0.03
1-Year			
Time Period: 1/1/2015 to 12/31/2015	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	-2.00%	8.76%	-0.20
EM Equity Proposed	-1.81%	8.81%	-0.17
Variance	-0.19%	-0.05%	-0.03

Performance Through Month-End April 2016			
5-Year			
Time Period: 1/1/2011 to 4/30/2016			
529 Moderate Allocation	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	4.91%	8.96%	0.57
EM Equity Proposed	5.11%	8.94%	0.60
Variance	-0.20%	0.02%	-0.03
3-Year			
Time Period: 5/1/2013 to 4/30/2016	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	4.62%	8.14%	0.59
EM Equity Proposed	4.79%	8.15%	0.61
Variance	-0.17%	-0.01%	-0.02
1-Year			
Time Period: 5/1/2015 to 4/30/2016	**Return**	**Std. Dev**	**Sharpe Ratio**
EM Equity Current	-3.02%	10.37%	-0.26
EM Equity Proposed	-2.95%	10.39%	-0.25
Variance	-0.07%	-0.02%	-0.01

Source: Morningstar Direct

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MMF and TMM Fund Information as of 5/19/16

	Duration	YTD	1 Year	3 Year	5 Year	10 Year	Inception
Taxable Money Market	29 days	0.00%	0.01%	0.01%	0.01%	1.25%	4.66%
Treasury Money Market	32 days	0.00%	0.00%	0.00%	0.00%	0.89%	2.60%

Taxable Money Market

Industry	Percent
Asset Backed Financing	11.02
Education	7.40
Hospital	6.74
Electric Utilities	4.87
Electric/Gas Utility	4.53
Real Estate Operating Companies	3.79
Diversified Real Estate Activities	2.97
Health Care Facilities	2.91
Multifamily Housing	2.81
Integrated Oil & Gas	2.30
Airport/Port	2.07
Education Services	1.63
Steel	1.51
Pharmaceuticals	1.36
Soft Drinks	1.29
Agricultural Products	1.11
Food Retail	0.82
Building Products	0.79
Distributors	0.70
Life & Health Insurance	0.67
Specialty Stores	0.59
Student Loans	0.59
Aerospace & Defense	0.57
Diversified Chemicals	0.54

Treasury Money Market

Industry	Percent
US Government	100

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Appendix

- USAA Overview
- Standard Deviation of 529 Investment Options

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About USAA

1922	1963	1970	1982	1983
Property & Casualty	Life Company	Investment Company	Real Estate Company	Federal Savings Bank

- Founded in 1922 by 25 U.S. Army Officers in Texas
- A privately-held reciprocal company
- Over 11.4 million members
- A solid financial foundation of strong liquidity, low debt and over $27.8B Net Worth

As of 3/31/16

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Who We Are

OUR MISSION

The mission of the association is to facilitate the financial security of its members, associates, and their families through provision of a full range of highly competitive financial products and services; in so doing, USAA seeks to be the provider of choice for the military community.

CORE VALUES

Service ★ Loyalty ★ Honesty ★ Integrity

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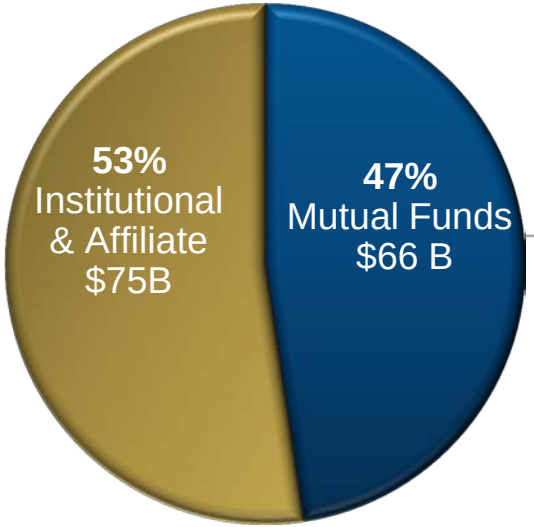
USAA Investments

Since 1970

Total Assets Owned and Managed: $141B



$9.0B	Cash (14%)
$9.3B	Multi-Asset/A.I. (14%)
$10.2B	Tax-Exempt Bonds (15%)
$14.9B	Taxable Fixed Income (23%)
$22.7B	Equities (34%)

- **Stability** - Average of 20 years of investment experience across the team
- **Tenure** - Portfolio Managers have an average tenure of over 17 years with USAA
- **Consistency** - Focus on assessing investment risk

As of 3/31/16

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About USAA

Serving Military Families for 94 Years

The Military Community is Vast

- 22MM U.S. Veterans
- Exceeds 60MM including spouses and children
- 9% of all U.S. nonfarm businesses are majority owned by Veterans *(over 2.4MM companies)*

- Founded in 1922 in TX by 25 U.S. Army Officers
- 1 of only a handful of financial companies with the highest possible financial strength ratings from Moody's & AM Best
- Over 70 major industry accolades in 2014

Engaging Industry Advisors

- 28,000 FAs are USAA Members
  - 8,300 Have Served
  - 620 Attended an Academy
- 6,800 RIAs are USAA Members
  - 1,700 Have Served
  - 140 Attended an Academy

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Investment Philosophy

Mission Statement

- Strive for superior performance over full market cycles
- **Adhere to the highest ethical standards**
- Our focus remains constant; keeping our members' financial futures in mind

Investment Philosophy

- **Focus on global valuation and risk management**
- **Seek returns that compensate investors for their risk**
- Measure success in years, not months
- Adhere to disciplined research and portfolio construction process even if it causes us to deviate from the crowd

Investment Process

- Rigorous, proprietary research of equity, fixed income, alternative asset classes and macroeconomics
- **Utilize a team-oriented approach**
- Leverage our core competencies of security selection,
  asset allocation, risk management and manager selection to construct single and multi-asset class portfolios

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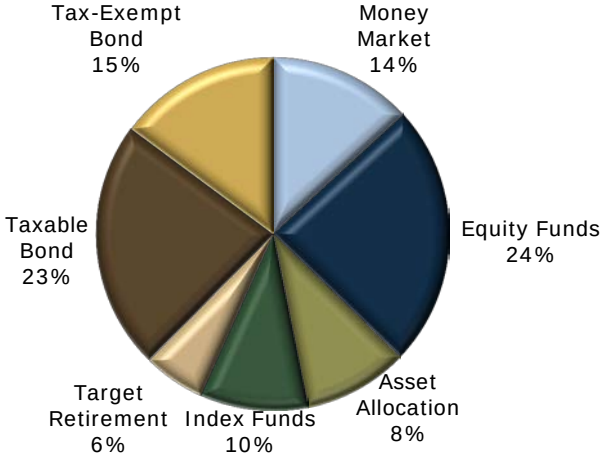
USAA Mutual Funds

- 1971 Inception
- $66B in AUM across over 50 funds
- Fulcrum fees (+/- 6 bps)
- No-Load Share Classes
  - Adviser: .25% 12B-1
  - Retail: No-load
  - Institutional: Low cost

Diversified Asset Mix ($B)



Growth of AUM ($B)

As of 3/31/16

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Standard Deviation of 529 Investment Options

5 Year Performance and Risk

Time Period: 5/1/2011 to 4/30/2016	Return	Std Dev
NV USAA Aggressive Growth Port	4.61	11.39
NV USAA Growth Port	4.55	10.02
NV USAA Moderately Aggressive Port	4.40	8.58
NV USAA Moderate Port	4.13	7.30
NV USAA Conservative Port	2.62	3.70
NV USAA In College Port	2.52	1.98

3 Year Performance and Risk

Time Period: 5/1/2013 to 4/30/2016	Return	Std Dev
NV USAA Aggressive Growth Port	4.80	10.03
NV USAA Growth Port	4.48	8.86
NV USAA Moderately Aggressive Port	4.02	7.67
NV USAA Moderate Port	3.62	6.52
NV USAA Conservative Port	1.75	3.82
NV USAA In College Port	1.76	1.67

1 Year Performance and Risk

Time Period: 5/1/2015 to 4/30/2016	Return	Std Dev
NV USAA Aggressive Growth Port	-4.72	13.08
NV USAA Growth Port	-3.87	11.48
NV USAA Moderately Aggressive Port	-3.05	9.89
NV USAA Moderate Port	-2.24	8.33
NV USAA Conservative Port	-0.71	5.37
NV USAA In College Port	0.79	1.00

Source: Morningstar Direct

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Asset Class	2015 Geometric Returns	2015 Arithmetic Returns	Standard Deviation	Benchmark
US Large	6.40%	7.44%	15.03%	S&P 500 TR USD
US SMID	6.20%	7.76%	18.56%	Russell 2500 TR USD
Int'l Dev	6.80%	8.12%	17.06%	MSCI EAFE NR USD
EM Equity	9.20%	11.47%	22.85%	MSCI EM NR USD
REITs	6.50%	8.63%	21.85%	MSCI US REIT GR USD
Commodities	3.60%	4.93%	16.88%	Bloomberg Commodity TR USD
US Treasuries	2.50%	2.55%	3.08%	Barclays Intermediate Treasury TR USD
US IG	3.40%	3.48%	4.04%	Barclays US Interm Credit TR USD
High Yield Fixed	5.30%	5.72%	9.50%	BofAML US HY Master II TR USD
EM Debt	5.20%	5.61%	9.32%	JPM EMBI Global TR USD
Cash	2.50%	2.50%	0.59%	Citi Treasury Bill 3 Mon USD

Standard deviation and correlation from Morningstar Direct; time frame is common inception (1/1/1999) through 6/30/2015

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Top Down Approach – Peer Estimates

Return												
Asset Class	USAA Bottom Up	USAA CFO	External median	State Street	Hewitt	Wellington	JPMorgan	ING	BlackRock	GSAM	Northern Trust	William Blair
US Large	6.25%	7.60%	6.50%	6.4%	6.7%	7.3%	6.5%	5.6%	6.5%	6.5%	6.6%	5.5%
US SMID	5.50%	8.05%	6.90%	6.9%		7.5%	6.8%	7.4%		7.4%		-3.2%
Int'l Dev	6.50%	7.70%	7.00%	6.4%	7.3%	7.5%	6.5%	3.5%	7.0%	6.3%	7.2%	7.4%
EM Equity	10.00%	9.55%	8.45%	7.4%	8.5%	8.8%	8.8%	7.1%	7.3%	8.1%	9.0%	14.2%
REITs	6.75%	6.75%	6.25%	4.9%			6.5%	4.4%	6.0%	7.5%	8.0%	
Commodities	3.60%	5.00%	3.60%	6.0%	5.6%	4.8%	3.5%	1.7%	2.8%	5.6%	3.0%	
US Treasuries	2.75%	3.75%	2.80%	2.7%	3.5%		4.0%	2.2%	3.0%	3.3%	2.8%	1.8%
US IG	4.00%	4.76%	3.20%	3.4%	4.0%	2.6%	4.8%	3.2%	3.0%	3.1%	3.0%	3.5%
High Yield Fixed	5.65%	7.75%	5.00%	5.2%	4.0%		6.0%	5.0%	5.0%	4.8%	5.6%	4.6%
EM Debt	5.15%	n/a	5.20%	6.3%	5.2%		7.0%	5.4%	5.3%	4.6%	6.0%	1.7%
Time Frame	10 Yrs	30 Yrs		30 Yrs	30 Yrs	15 Yrs	10-15 Yrs	10 Yrs	10 Yrs	10 Yrs	5 Yrs	8 Yrs

External median also includes Research Affiliates, BNY Mellon, and CMO.

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Return Assumptions based on the Building Block Approach

Equity Returns = **Income Return** + **Nominal Earnings Growth** + **Re-Pricing**

- Income Return: Dividend Yield; Net Share Buybacks
- Nominal Earnings Growth: Expected Inflation; Expected Earnings Growth
- Re-Pricing: Change in P/E Ratio

Fixed Income Returns = **US Treasury Rate** + **Credit Spread** + **Defaults & Re-Pricing**

Note: International asset class returns also have a currency effect

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	US Large	US SMID	Int'l Dev	EM Equity	REITs	Sources
Dividend Yield	2.00%	1.25%	2.75%	2.50%	4.50%	Bloomberg ETF Yields
Net Share Buybacks	1.00%	-0.50%	0.50%	0.00%	N/A	US Equities: NDR historical data; Int'l and EM: NDR, outside estimates
Income Return	**3.00%**	**0.75%**	**3.25%**	**2.50%**	**4.50%**	
Expected Inflation	2.25%	2.25%	1.50%	3.50%	2.25%	IMF estimates
Expected Earnings Growth	2.00%	3.25%	1.75%	3.50%	N/A	US: Philly Federal Reserve estimates, ext. estimates, IMF; Int'l/EM: relative estimates, IMF
Nominal Earnings Growth	**4.25%**	**5.50%**	**3.25%**	**7.00%**	**2.25%**	
P/E Repricing	-1.00%	-0.75%	0.00%	0.50%	0.00%	Datastream, Research Affiliates
Total Return	**6.25%**	**5.50%**	**6.50%**	**10.00%**	**6.75%**	Commodities is a median of external sources

Note: US Large and SMID P/E is repriced over 20 year period; Int'l and EM is repriced over 10 year period

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	US Treasuries	US IG	High Yield Fixed	EM Debt	Sources
Treasury Rate	3.15%	3.15%	3.15%	3.15%	Global Insights rate forecast
Quality Spread	N/A	1.50%	4.50%	3.25%	JPM estimates; DataStream historical spreads (normalized to account for ‘08-’09)
Total Yield	**3.15%**	**4.65%**	**7.65%**	**6.40%**	
Unrealized G/L & Default	-1.00%	-1.00%	-2.00%	-1.25%	S&P Default and Recovery studies; Global Insights rate forecast; current Bloomberg ETF yields
Total Return	**2.15%**	**3.65%**	**5.65%**	**5.15%**	

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GOING ABOVE FOR THOSE WHO HAVE GONE BEYOND

SUPPLEMENT DATED AUGUST 2016
TO THE
USAA 529 COLLEGE SAVINGS PLAN™
PLAN DESCRIPTION AND PARTICIPATION AGREEMENT
DATED JANUARY 2016

Please file this Supplement to the USAA 529 COLLEGE SAVINGS PLAN™ Plan Description and Participation Agreement (Plan Description) with your records. All defined terms used in this Supplement have the same meanings as in the Plan Description, unless otherwise specified.

In response to amendments to the regulations governing money market funds adopted by the U.S. Securities and Exchange Commission (SEC), we are changing the money market fund used by the underlying Portfolios. Beginning on or about August 12, 2016, all shares of the USAA Money Market Fund currently held in underlying Portfolios will be exchanged for shares of the USAA Treasury Money Market Trust (USAA Treasury Fund). Shares of the USAA Money Market Fund and the USAA Treasury Fund are offered by USAA Mutual Funds Trust, an open-end management investment company.

This change is being made because under the amended money market fund regulations, if the liquidity of a money market fund significantly decreases (as during a time of significant market stress), the fund's board of trustees may impose a temporary fee on redemptions, referred to as a "liquidity fee," or a temporary halt to redemptions, referred to as a "redemption gate."

Government money market funds, such as the USAA Treasury Fund, are not required to impose liquidity fees or redemption gates. The Board of Trustees of USAA Mutual Funds Trust has determined that it will not impose such fees or gates with respect to shares of the USAA Treasury Fund.

As a result of these changes:

All references to "USAA Money Market Fund" in the section titled "Preservation of Capital Option" on page 19 are hereby deleted and replaced with "USAA Treasury Money Market Trust."

The footnotes reference on pages 28-30 are hereby deleted and replaced with the following:

***The Very Conservative Portfolio invests in the USAA Treasury Money Market Trust. You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $1 per share, it cannot guarantee it will do so. An investment in the Fund is not a deposit in USAA Federal Savings Bank, or any other bank, and is not insured or guaranteed by the Federal Deposit Insurance Corporation (FDIC) or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

***The In College Portfolio invests in the USAA Treasury Money Market Trust. You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $1 per share, it cannot guarantee it will do so. An investment in the Fund is not a deposit in USAA Federal Savings Bank, or any other bank, and is not insured or guaranteed by the Federal Deposit Insurance Corporation (FDIC) or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

***The Preservation of Capital Portfolio invests in the USAA Treasury Money Market Trust. You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $1 per share, it cannot guarantee it will do so. An investment in the Fund is not a deposit in USAA Federal Savings Bank, or any other bank, and is not insured or guaranteed by the Federal Deposit Insurance Corporation (FDIC) or any other

government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

The disclosure found on page 36 in the section titled "Cash Management Fund" is hereby deleted and replaced with the following:

The *USAA Treasury Money Market Trust* provides investors maximum current income while maintaining the highest degree of safety and liquidity by investing its assets in U.S. government securities with maturities of 397 days or less, which include U.S. Treasury bills, notes, and bonds; repurchase agreements collateralized by such obligations; and other obligations of the U.S. Treasury.

The table and last sentence of the footnote reference on page 52 of the Plan Description is hereby deleted and replaced with the following:

Investment Options (Portfolios)	Estimated Underlying Funds Weighted-Average Expense Ratio*	Program Manage-ment Fee**	Total Annual Asset-Based Expenses	Annual Minimum-Balance Fee***
Very Aggressive	0.99%	0.15%	1.14%	$10
Aggressive Growth	0.92%	0.15%	1.07%	$10
Growth	0.87%	0.15%	1.02%	$10
Moderately Aggressive	0.81%	0.15%	0.96%	$10
Moderate	0.75%	0.15%	0.90%	$10
Moderately Conservative	0.70%	0.15%	0.85%	$10
Conservative	0.64%	0.15%	0.79%	$10
Very Conservative	0.54%	0.15%	0.69%	$10
In College	0.50%	0.15%	0.65%	$10
Preservation of Capital[1]	0.52%	0.00%	0.52%	$10

[1]*For Preservation of Capital Portfolio, the weighted average was determined by assuming the allocation of all the Portfolio's assets in the USAA Treasury Money Market Trust.*

The tables shown under the Example of Investment Costs found on pages 53 and 54 of the Plan Description are hereby deleted and replaced in their entirety with the following:

Accounts Other than Nevada Resident

Investment Options	1 Year	3 Years	5 Years	10 Years
Very Aggressive	$116	$362	$628	$1,386
Aggressive Growth	$109	$340	$590	$1,306
Growth	$104	$325	$563	$1,248
Moderately Aggressive	$98	$306	$531	$1,178
Moderate	$92	$287	$498	$1,108
Moderately Conservative	$87	$271	$471	$1,049
Conservative	$81	$252	$439	$978
Very Conservative	$70	$221	$384	$859
In College	$66	$208	$362	$810
Preservation of Capital	$53	$167	$291	$653

Nevada Resident Accounts

Investment Options	1 Year	3 Years	5 Years	10 Years
Very Aggressive	$116	$362	$628	$1,386
Aggressive Growth	$109	$340	$590	$1,306
Growth	$104	$325	$563	$1,248
Moderately Aggressive	$98	$306	$531	$1,178
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Conservative	$81	$252	$439	$978
Very Conservative	$70	$221	$384	$859
In College	$66	$208	$362	$810
Preservation of Capital	$53	$167	$291	$653

The disclosures found on page 74 in the section titled "Credit Risk" and "Not Insured Risk" are hereby deleted and replaced with the following:

Credit Risk:
This involves the possibility that an issuer cannot make timely interest and principal payments on its securities or that negative market perceptions of the issuer's ability to make such payments will cause the price of that security to decline. Credit risk is expected to be very low for the Fund because it invests primarily in securities that are considered to be of high quality.

Not Insured Risk:
You could lose money by investing in the Fund. Although the Fund seeks to preserve the value of your investment at $1 per share, it cannot guarantee it will do so. An investment in the Fund is not a deposit in USAA Federal Savings Bank, or any other bank, and is not insured or guaranteed by the Federal Deposit Insurance Corporation (FDIC) or any other government agency. The Fund's sponsor has no legal obligation to provide financial support to the Fund, and you should not expect that the sponsor will provide financial support to the Fund at any time.

THE BOARD OF TRUSTEES OF THE
COLLEGE SAVINGS PLANS OF NEVADA

Agenda Item 15
June 21, 2016

Item: Annual Actuarial Assumptions

Recommendation:

The Board review and approve the Actuarial Assumptions for the Prepaid Tuition – Higher Education Tuition Trust Fund for tuition increases, price inflation, utilization of credits, refunds, etc. for use in the fiscal year 2016 Actuarial Valuation and subsequent pricing of contracts; and/or direct staff accordingly.

Fiscal Impact:
None by this action.

Summary:
Annually, the Board sets the actuarial assumptions for future tuition increases, investment rate of return, interest rate for payment plans, inflation, and utilization of credits. These assumptions are used by the actuary appointed by the Board in preparing the annual actuarial valuation required by NRS 353B.190. These numbers are also used to develop pricing scenarios for consideration by the Board in preparation for fiscal year 2017 Nevada Prepaid Tuition open enrollment period. Pricing scenarios will be brought back to the Board for consideration at the scheduled July 14, 2016 Board meeting.

The assumptions adopted by the Board last year were as follows:

Tuition Increase – 2016-2019:	4% University
	4% Community College

Tuition Increase – Beyond 2019:	5.75% University 5.5% Community College
Investment Rate of Return:	6.00%
Interest Rate for Payment Plans:	6.25%
Inflation:	2.75%

The Proposed assumptions:

Tuition Increase – 2017-2019:	4% University 4% Community College
Tuition Increase – Beyond 2019:	5.75% University 5.00% Community College
Investment Rate of Return:	6.00%
Interest Rate for Payment Plans:	6.25%
Inflation:	2.50 %

Any additional recommended changes are captured in the attached memo.

Ken Alberts and David Kausch from Gabriel, Roeder and Smith (GRS) will be available by phone to discuss the recommended assumptions and answer questions.

GRS
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Consultants & Actuaries
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June 8, 2016

Board of Trustees of the College Savings Plans of Nevada
Office of the State Treasurer
555 E. Washington Ave.
Suite 4600
Las Vegas, NV 89101

Attention: Ms. Sheila A. Salehian, Deputy Treasurer – Prepaid Tuition

Re: Assumptions for 2015 Actuarial Valuation and Proposed Assumptions for the 2016 Actuarial Valuation

Dear Trustees:

Enclosed are the proposed assumptions for the 2016 actuarial valuation of the Nevada Prepaid Tuition Program.

In light of recent indicators, we believe that revisions in the assumed rate of return and the long-term tuition increase assumption should be discussed.

We believe the reasonable range of price inflation is 1.75% to 2.75% based on recent inflation experience, which has been trending downward for the last few decades. A lowering of this assumption could justify a lowering of the assumed rate of return and a lowering of the assumed long-term tuition increase (but doesn't necessitate lowering of these assumptions). The current implicit price inflation assumption is 2.75% and is at the high side of this range. We recommend lowering this assumption to 2.50%.

Based on our updated capital market assumption modeler, we believe that a rate of return assumption in the range of 5.00% to 7.00% is reasonable. The assumption for the June 30, 2015 actuarial valuation was 6.00% and is at the middle of this range. We understand that the Board's investment consultant's 10-year expectation is 5.91% and are compatible with the current 6.00% assumption. Based on this information and the fact we are recommending a lowering of the price inflation to 2.50% and continuing the assumed rate of investment return of 6.00%.

Based on the recent data published by the College Board, we believe that a long-term tuition increase assumption should be in the range of:

- 5.00% to 6.50% for 4-year institutions; and
- 4.25% to 5.50% for 2-year institutions.

The current long-term increase assumptions for 2-year and 4-year institutions are 5.50% and 5.75%, respectively. This is the middle of the range for 4-year institutions and the high end of the range for 2-year institutions. The last page of the enclosure summarizes the increases for public institutions (as reported by the College Board) for different historical periods. Based on that data and the fact that we are recommending a lowering of the price inflation, we recommend a long-term tuition increase assumption of 5.75% for 4-year institutions (no change) and 5.00% for 2-year institutions (50 basis points reduction).

We currently recommend no changes to any of the other assumptions.

The enclosure details the list of the actual 2015 and proposed 2016 actuarial assumptions for valuation purposes.

In accordance with your request, we are including a brief discussion of the relationship between the funded status of the program and the risk premium in the pricing.

A risk premium (or margin) is an amount that is added to the price of contracts in excess of the price developed from the actuarial valuation assumptions. There are two kinds of risk premiums: implicit and explicit. An implicit premium is created if pricing assumptions differ from valuation assumptions and those pricing assumptions result in higher contract costs. The use of spot interest rates that are lower than the valuation investment return assumption, as used in the current pricing methodology is an example of implicit risk premium. Explicit risk premiums occur when the calculated costs are increased by an explicit factor (across the board). This is also used in the current pricing methodology. The total risk premium is the sum of the two. If experience is exactly as expected then the funded status of the program will (over time) exceed 100% by the total risk premium. If the total risk premium is less than the amount the funded status exceeds 100%, there will be downward pressure on the funded status as more contracts are sold. The more contracts sold, the more the downward pressure. We recommend no changes to the current method of developing the total risk premiums (using spot interest rates plus explicit factors).

Once the Board adopts assumptions, we will prepare the pricing.

We look forward to discussing this with the Board at the June meeting. If you have any questions, please do not hesitate to contact us.

Sincerely,

Kenneth G. Alberts

KGA:ah
Enclosure

cc: Blanca Platt
David T. Kausch, GRS

Nevada Prepaid Tuition Program

June 30, 2015 Actuarial Valuation Assumptions and June 30, 2016 Proposed Valuation Assumptions

Review of Assumptions and Methods

Price Inflation (Implicit Assumption)*:	2.75% (June 30, 2015 valuation) 2.50% (June 30, 2016 valuation)
Assumed Rate of Return, Net of Investment Fees*:	6.00% (June 30, 2015 valuation) 6.00% (June 30, 2016 valuation)
Interest Rate for Payment Plans:	6.25% (June 30, 2015 valuation) 6.25% (June 30, 2016 valuation)
Assumed Rate of Tuition Increases Used for 2015 valuation and 2015/2016 pricing:	
○ **4-Year and 2-Year Colleges:**	4% for the 2016/2017 school year, 4% for the 2017/2018 school year, 4% for the 2018/2019 school year, and 5.75% (4-year colleges)/5.50% (2-year colleges) for each subsequent school year.
Proposed Assumed Rate of Tuition Increases for 2016 valuation and 2016/2017 pricing:	
○ **4-Year and 2-Year Colleges*:**	Actual 2016/2017 tuition used (no assumption necessary) 4% for the 2017/2018 school year, 4% for the 2018/2019 school year, and 5.75% (4-year colleges)/5.00% (2-year colleges) for each subsequent school year.
○ **4-Year Contracts:**	On expected Payout Year: First Year: 20% Second Year: 20% Third Year: 20% Fourth Year: 20% Fifth Year: 15% Sixth Year: 5%
○ **2-Year Contracts:**	On expected Payout Year: First Year: 40% Second Year: 40% Third Year: 15% Fourth Year: 5%
○ **1-Year Contracts:**	First Year: 100%

** Change in assumption recommended.*

Nevada Prepaid Tuition Program

June 30, 2015 Actuarial Valuation Assumptions and June 30, 2016 Proposed Valuation Assumptions

Refunds:	Accumulated contract payments to plan without interest. Withdrawal rates at the beginning of each year are based on the following schedule in accordance with the type of contract purchased:
○ **Lump Sum Payments:**	0.50% for all years
○ **5-Year Contracts:**	3.00% for Years 1 to 3 1.25% for Year 4 1.20% for Year 5 0.50% Thereafter
Extended Contracts:	5.00% for Years 1 to 3 3.50% for Year 4 2.00% for Year 5 0.50% Thereafter
Election of Program Changes:	None.
Election of Change of Beneficiary:	None.
Liability Adjustments for Administrative Expenses:	None. Administrative expenses are paid from outside the trust.
Contract Terms:	No changes in contract terms are assumed, once initiated.
Pricing Methodology:	Based on Weighted Average Tuition (WAT) rate increased to assumed year of payment, based on tuition rate increase assumption and discounted to payment date based on net investment return assumption.
Timing of Tuition Payments:	Two payments per year (one in the fall, one in the winter) for beneficiaries have matriculated.
Timing of Refunds:	At the end of the month the member withdraws from the plan.
Bias Load:	None.

WAT (Weighted Average Tuition)	June 30, 2016	June 30, 2015
4-Year Colleges	$6,217.50	$5,977.50
2-Year Colleges	$2,745.00	$2,640.00

Nevada Prepaid Tuition Program

Historical Tuition Increase Information

	Average Annual Tuition and Fee Increases for Public Institutions							
	5-Year Period Ending		10-Year Period Ending		15-Year Period Ending		20-Year Period Ending	
Type of Institution	2015	2014	2015	2014	2015	2014	2015	2014
2-Year	4.60%	5.23%	4.33%	4.60%	5.14%	5.36%	4.86%	5.22%
4-Year	4.04%	4.82%	5.40%	5.73%	6.54%	6.53%	5.97%	6.11%

Data Source: 2015-trends-college-pricing-source-data-12_16_15.xlsx (Table 3) downloaded from the College Board's website.

TRENDS IN

COLLEGE PRICING 2015

CollegeBoard

TRENDS IN HIGHER EDUCATION SERIES

See the Trends in Higher Education website at trends.collegeboard.org for figures and tables in this report and for more information and data.

About the College Board

The College Board is a mission-driven not-for-profit organization that connects students to college success and opportunity. Founded in 1900, the College Board was created to expand access to higher education. Today, the membership association is made up of over 6,000 of the world's leading educational institutions and is dedicated to promoting excellence and equity in education. Each year, the College Board helps more than seven million students prepare for a successful transition to college through programs and services in college readiness and college success — including the SAT® and the Advanced Placement Program®. The organization also serves the education community through research and advocacy on behalf of students, educators, and schools. For further information, visit **www.collegeboard.org**.

Trends in Higher Education

The Trends in Higher Education publications include the annual *Trends in College Pricing* and *Trends in Student Aid* reports and the *Education Pays* series, along with *How College Shapes Lives* and other research reports and topical analysis briefs. These reports are designed to provide a foundation of evidence to strengthen policy discussions and decisions.

The tables supporting all of the graphs in this report, a PDF version of the report, and a PowerPoint file containing individual slides for all of the graphs are available on our website trends.collegeboard.org.

Please feel free to cite or reproduce the data in this report for noncommercial purposes with proper attribution.

For inquiries or requesting hard copies, please contact: **trends@collegeboard.org**.

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Highlights

The increases in tuition and fee prices in 2015-16 were, like the increases in the two preceding years, relatively small by historical standards. However, the very low rate of general inflation makes this year's increases in college prices larger in real terms than those of 2014-15 and 2013-14. Significantly, and perhaps counter to public impressions, price increases are not accelerating over time. However, the average published tuition and fee price of a full-time year at a public four-year institution is 40% higher, after adjusting for inflation, in 2015-16 than it was in 2005-06. The average published price is 29% higher in the public two-year sector and 26% higher in the private nonprofit four-year sector than a decade ago.

In *Trends in College Pricing 2015,* we report on the prices charged by colleges and universities in 2015-16, how prices have changed over time, and how they vary within and across types of institutions, states, and regions. We also include information on the estimated net prices students and families pay after taking financial aid into consideration. Data on institutional revenues and expenditures and on changing enrollment patterns over time supplement the data on prices to provide a clearer picture of the circumstances of students and the institutions in which they study.

PUBLISHED TUITION AND FEES AND ROOM AND BOARD

Between 2005-06 and 2015-16, published in-state tuition and fees at public four-year institutions increased at an average annual rate of 3.4% per year beyond inflation, compared to average annual rates of increase of 4.2% between 1985-86 and 1995-96 and 4.3% between 1995-96 and 2005-06.

– The average annual rate of increase of published tuition and fees at private nonprofit four-year institutions declined from 3.5% between 1985-86 and 1995-96 to 3.0% between 1995-96 and 2005-06 and to 2.4% between 2005-06 and 2015-16.

– Average published tuition and fees for in-state students in the public four-year sector increased by $265 (2.9% before adjusting for inflation), from $9,145 in 2014-15 to $9,410 in 2015-16. Average total tuition and fee and room and board charges are $19,548.

– Average published out-of-state tuition and fees at public four-year institutions rose by $786 (3.4%), from $23,107 in 2014-15 to $23,893 in 2015-16. Average total charges are $34,031.

– Average published tuition and fees at private nonprofit four-year institutions rose by $1,122 (3.6%), from $31,283 in 2014-15 to $32,405 in 2015-16. Average total charges are $43,921.

– Average published in-district tuition and fees at public two-year colleges increased by $99 (3.0%), from $3,336 in 2014-15 to $3,435 in 2015-16.

– Estimated average tuition and fees for full-time students in the for-profit sector increased by about $450 (3.0%), from $15,160 in 2014-15 to $15,610 in 2015-16.

– About two-thirds of full-time students pay for college with the assistance of grant aid; many receive federal tax credits and deductions to help cover expenses.

VARIATION IN TUITION AND FEES

The average published in-state tuition and fee price for full-time undergraduates enrolled at public master's universities is $8,225, compared to $10,354 at public doctoral universities.

– The average published tuition and fee price for undergraduates enrolled at private nonprofit master's universities is $28,466, compared to $40,519 at private doctoral universities.

– Among full-time undergraduates at public and private nonprofit four-year institutions, the median published tuition and fee price in 2015-16 is $11,814.

– Thirteen percent of full-time students in the public four-year sector attend institutions that did not increase their tuition prices at all in 2015-16 and another 39% faced increases below 3%. Three percent of students in this sector attend institutions that increased their prices by 9% or more.

DIFFERENCES ACROSS STATES

Published 2015-16 in-state tuition and fees at public four-year institutions range from $4,890 in Wyoming and $6,350 in Montana to $14,990 in Vermont and $15,160 in New Hampshire.

– In-district tuition and fees at public two-year colleges range from $1,420 in California and $1,680 in New Mexico to $6,510 in New Hampshire and $7,530 in Vermont.

– In 18 states, average in-state tuition and fees at public four-year institutions either decreased or increased by less than 10% in inflation-adjusted dollars between 2010-11 and 2015-16. In 11 states, the increase was 20% or more.

– California's 59% inflation-adjusted increase in average published tuition and fees for full-time students at public two-year colleges between 2010-11 and 2015-16 was second only to Louisiana's 64%, but California's price remains the lowest in the country.

– In 2015-16, the published out-of-state tuition and fees at public four-year institutions range from $10,510 in South Dakota and $15,630 in Wyoming to $33,080 in Michigan and $35,710 in Vermont.

WHAT STUDENTS ACTUALLY PAY

Both average net tuition and fees and average net tuition and fees and room and board for full-time public two-year college students are lower in inflation-adjusted dollars in 2015-16 than they were in 2005-06 or in 1995-96.

– Despite increasing published prices, the average net tuition and fee prices that students paid after taking grant aid and tax benefits into consideration declined between 2005-06 and 2010-11 in public two-year and four-year institutions and in private nonprofit four-year institutions.

– Following these declines in net price, average net tuition and fees increased in all three sectors between 2010-11 and 2015-16 as aid levels, which rose rapidly between 2007-08 and 2010-11, stabilized.

– In public four-year colleges, net tuition and fees averaged $3,980 in 2015-16 — $1,100 higher (in 2015 dollars) than a decade earlier. The average net tuition and fees in private nonprofit four-year colleges was $14,890 in 2015-16, compared to $14,700 in 2005-06.

– In 2011-12, 85% of full-time dependent students from families with incomes below $30,000 attending public two-year colleges and 62% of those attending public four-year institutions received enough grant aid to cover their entire tuition and fees.

– These low-income students faced total budgets, including housing, food, books, and other expenses, that exceeded their grant aid by an average of $8,090 at public two-year colleges and $12,000 in the public four-year sector.

– In 2011-12, 31% of full-time dependent students from families with incomes below $30,000 attending private nonprofit four-year colleges and 4% of those attending for-profit institutions received enough grant aid to cover their entire tuition and fees.

– These low-income students faced total budgets, including housing, food, books, and other expenses, that exceeded their grant aid by an average of $19,520 at private nonprofit four-year colleges and $24,270 in the for-profit sector.

INSTITUTIONAL FINANCES

Average subsidies per full-time equivalent (FTE) student — expenditures not covered by net tuition revenues — declined by 26% at public doctoral universities, by 29% at public master's universities, and by 15% at public two-year colleges between 2002-03 and 2012-13.

– State funding per FTE student in public institutions declined from a high of $10,110 (in 2014 dollars) in 2000-01 to $6,960 in 2012-13, and rose to $7,540 in 2014-15.

– The $81.0 billion in total state appropriations for higher education in 2014-15 represented a 1% decline in inflation-adjusted dollars over a decade, and a decline of 12% from the peak of $92.3 billion (in 2014 dollars) in 2007-08.

– The portion of state resources going to support higher education, measured by funding per $1,000 in personal income, declined from $9.74 in 1989-90 to $7.36 in 1999-00, to $6.55 in 2009-10, and to $5.55 in 2014-15.

– In 2014-15, state appropriations per FTE student for public colleges and universities ranged from $3,660 in New Hampshire and $3,810 in Arizona to $15,160 in Wyoming and $18,560 in Alaska.

– Average education expenditures per FTE student increased by a total of 10% in inflation-adjusted dollars at public doctoral universities between 2002-03 and 2007-08 and by 1% between 2007-08 and 2012-13. At private nonprofit doctoral universities these increases were 16% over the first five years and 3% over the more recent five years.

– The percentage of faculty members employed full time declined in all sectors between 1993-94 and 2003-04 and again between 2003-04 and 2013-14 — from 76% to 70% to 67% at public four-year institutions, from 35% to 32% to 30% at public two-year institutions, from 62% to 58% to 57% in the private nonprofit four-year sector, and from 28% in 2003-04 to 20% in 2013-14 at for-profit institutions.

– In 2012-13, 10 private doctoral universities held 44% of the total endowment assets of all private nonprofit four-year institutions combined; 10 public doctoral universities held 37% of the total endowment assets of all public four-year institutions combined.

ENROLLMENT PATTERNS

Total postsecondary enrollment, which increased by 20% between 2005 and 2010, declined by 3% between 2010 and 2013; enrollment in the public and private nonprofit four-year sectors grew slightly over these three years.

– After growing from 240,000 in 1995 to 2.4 million in 2010, enrollment in the for-profit sector declined to about 2 million in 2013.

– In fall 2012, the percentage of first-time students at public four-year institutions who were state residents ranged from 34% in Vermont and 38% in North Dakota to 93% in Alaska and New Jersey and 94% in Texas.

– In 2013-14, only 3% of the four-year degree-granting colleges and universities in the United States accepted less than 25% of their applicants, while 45% of these institutions accepted 75% or more of their applicants.

COLLEGE AFFORDABILITY

Average published tuition and fees for in-state students attending public four-year colleges rose by $6,335 (in 2014 dollars) between 1984 and 2014 — 69% of the increase in income ($9,219) of the middle 20% of families and 9% of the increase in income ($73,670) of the 20% of families in the highest income bracket.

– The average income of the middle 20% of families was $66,899 in 2014 — a 2% decline over 10 years and a 16% increase over 30 years.

– In 2014, the $109,018 median family income for families headed by a four-year college graduate was more than twice the median for families headed by a high school graduate.

– Tuition and fees constitute 39% of the total budget for in-state students living on campus at public four-year colleges and universities and 20% of the budget for public two-year college students who pay for off-campus housing.

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Introduction

College prices are in the spotlight as concerns about college affordability gain momentum. Questions about how much students borrow for education, about access for low-income students, about how middle-income and even more affluent families can finance college, and about the role of postsecondary education in contributing to or ameliorating inequality abound.

Trends in College Pricing 2015 clarifies both the dramatic rise in the price of college relative to other goods and services over time and the reality that this is not a new story. The rate of increase in tuition and fees has actually slowed over time. But in an era where some postsecondary education is a prerequisite for most types of employment that can support a middle-class lifestyle and where family incomes have been stagnant or declining for years, rising prices create more barriers.

Moreover, during the Great Recession, the federal government stepped up to significantly increase student aid, widening the gap between published prices and the net prices students and families actually pay for college. On average, after subtracting grant aid and tax benefits, students paid less in tuition and fees in 2010-11 than they had five years earlier. But while this funding is still available, and colleges and universities have continued to increase the institutional grant aid they offer, net prices have grown as the economy has started to recover. At the same time, as Figure 22A shows dramatically, income inequality has increased and average incomes have been stagnant or declining across the income spectrum.

Finding solutions requires a clear understanding of the issues. *Trends in College Pricing 2015* reports on price increases in recent years that are moderate by historical standards, but persistent. It includes information on the context of challenging circumstances for students and families; on the failure of state funding to keep up with growing enrollments, a key factor in pushing tuition up; on the relatively slow recent growth in expenditures at most types of institutions; and on the reality that net tuition prices are much lower than published prices, particularly for lower-income students. The companion publication, *Trends in Student Aid 2015*, focuses on the funds available to help students pay the price of college, and this year, particularly on where problems with student debt really lie and where there may be misperceptions. The information in these reports should strengthen our ability to develop constructive policy approaches to increasing educational opportunity, rather than focusing on broad ideas that may have political appeal but miss the roots of the challenges we face.

PUBLISHED PRICES FOR ONE YEAR OF FULL-TIME STUDY

The prices reported in *Trends in College Pricing* are for one year of full-time study. Many students enroll part time, and prorating these prices does not always give an accurate picture of the published prices students face, much less of the net prices generated by the grant assistance and tax benefits provided by federal and state governments, colleges and universities, and employers and other private sources. But even for full-time students, one-year prices at "two-year" and "four-year" institutions may not be adequate indicators of the cost to students of pursuing postsecondary certificates and degrees. Among students who began their studies full time at a four-year institution in 2007, about 40% had completed bachelor's degrees at their first institution after four years and about 60% had completed their degrees after six years (NCES, *Digest of Education Statistics 2014*, Table 326.10). In other words, among students who earned bachelor's degrees within six years, one-third took more than four years to do so. Not all of these students paid more than four years of full-time tuition — they may have taken time off or enrolled part time for at least a semester. But for many of those who took longer than four years to earn their degrees, tuition and fees (before accounting for grant aid) were likely to be considerably more than four times the one-year price.

Taking more than two years to earn an associate degree or more than four years to earn a bachelor's degree has financial implications beyond tuition and fee expenses. Forgone earnings from reduced participation in the labor force constitute the largest portion of the cost of college for most students. The more quickly students earn their degrees, the more time they have to earn college-level wages and reap the financial benefits of postsecondary education. Bachelor's degree recipients between the ages of 25 and 34 had median earnings 66% ($17,636) higher than those with high school diplomas in 2014 (U.S. Census Bureau, 2014 Income Data, Table PINC-03).

PAST AND FUTURE

As Figure 5 illustrates, the rate of growth of published tuition and fees is not accelerating over time. In both the public and private nonprofit four-year sectors, the inflation-adjusted increase in prices was smaller between 2005-06 and 2015-16 than over either of the two previous decades. The increase between 2010-11 and 2015-16 was smaller than the increase over the previous five years. But Figure 6 shows how the price increases accumulate over time. After adjusting for inflation, the average published tuition and fee price in the public four-year sector is 3.22 times its level of 30 years ago. In the public two-year and private nonprofit four-year sectors, the prices are about 2.4 times their 1985-86 levels.

Institutional expenditures tell only a small part of the story behind these rising prices. As Figure 19A reveals, outside of private doctoral universities, per-student educational expenditures have not risen rapidly over the past decade. They have increased by only 2% in the public two-year sector — where tuition and fees increased by 29% in constant dollars between 2005-06 and 2015-16. As in other sectors, net tuition revenues in the public two-year sector constitute a growing share of the budget. For public institutions, declining state revenues per student are a

major factor behind this trend. State funding for higher education is cyclical (Figure 16A), but there is also a long-term downward trend in this subsidy to postsecondary students.

PUBLISHED AND NET PRICES

Although it is generally the published prices that make headlines, the net prices paid by individual students are what matter the most for college access and affordability. We estimate that in 2015-16, while the average published in-state tuition and fee price at public four-year institutions is $9,410, the average net price is about $3,980. Grants and tax credits and deductions cover the remainder for the average full-time student.

As Figures 11, 12, and 13 indicate, the difference between the published tuition and fee prices and the average net prices that students pay has grown over time as grant aid and education tax benefits have come to play a larger role. In particular, from 2008-09 to 2010-11, the federal government markedly increased its funding for students, causing average net prices for students to decrease in years when tuition was rising rapidly. Private nonprofit colleges continue to increase their institutional grant aid, but for public four-year college students, the $1,060 increase (in 2015 dollars) in published tuition and fees between 2010-11 and 2015-16 was not met by an increase in grant aid per student. Net price is rising rapidly for students in this sector.

These averages across sectors conceal considerable variation among students. As Figures 14 and 15 reveal, in 2011-12, grant aid covered tuition and fees for many students and very few paid net prices resembling the published tuition and fee levels reported in Trends. Despite the reality that some student aid is allocated on the basis of factors other than financial need, net prices are positively correlated with family incomes.

TUITION AND FEES VERSUS TOTAL CHARGES

In addition to tuition and fees, we report room and board charges for residential students, living costs for commuter students, and other components of student budgets. Whether students live on campus or off campus, they must pay for housing and food, buy books and supplies, and cover transportation and other basic living costs. Many of these expenses are not really part of the cost of attending college, but are expenses people face whether or not they are in school. The largest real college cost many students face is forgone earnings. It is very difficult to succeed in college while working full time. However, the cost of students' time is difficult to measure, and we make no attempt to do so in this report. Because students tend to think of living expenses as part of the cost of going to college, and because they must come up with the funds to cover these outlays, it is useful to use these expenses as a proxy for forgone earnings.

The cost of living poses a significant hurdle for many students. Even those who receive grant aid sufficient to cover tuition and fee charges may struggle to cover living expenses. It is not so much the prices charged by institutions, but the very real costs that students incur by devoting their time to school and forgoing the income needed to support themselves and their families while in school that create the burden for these students.

COLLEGE AFFORDABILITY

College affordability is about more than just college prices. It is about economic inequality, about income levels for the majority of families and individuals, about the prices of other goods and services, and about personal and societal priorities. Again, the changes in the level and distribution of family incomes illustrated in Figure 22A are critical to the story of educational opportunity. Similarly, the information about state funding of public higher education reported in Figures 16A, 16B, 17A, and 17B — combined with the details on financial aid included in *Trends in Student Aid 2015* — provides insight into what society as a whole is doing and is not doing to share the responsibility for financing postsecondary education.

In addition to the very different circumstances facing students from different backgrounds and of different ages, there is considerable variation in prices across sectors and across states and regions, as well as among institutions within these categories. College students in the United States have a wide variety of educational institutions from which to choose, with many different price tags and with different levels of financial aid. One of the issues many students face is how to make sense of all the options and complex pricing structures.

INTERPRETING THE DATA

Measuring Tuition

Average tuition and fees by sector becomes a less and less precise measure over time. A growing number of institutions charge different prices for different years of study and/or for different academic majors. In other words, many students on a campus may face published prices quite different from those reported by institutions in the College Board's Annual Survey of Colleges.

Even more fundamental, the lines between sectors are increasingly blurry. Two-year colleges in a number of states offer some four-year degrees. The National Center for Education Statistics, on whom we rely for much of the data included in the Trends reports, categorizes institutions as four-year if they award any bachelor's degrees. The data make it possible, however, to draw the line between schools that are predominantly four-year with more than half of the degrees granted as four-year degrees or higher, and others. In *Trends in College Pricing 2015*, we have switched to this definition wherever possible. This change does not affect our estimates of published prices, which have always drawn lines based on the predominant type of degree awarded. But we have revised our enrollment analyses and our analysis of the distribution of financial aid by sector in *Trends in Student Aid* to be more consistent with "predominant" categorization.

Trends in College Pricing 2015 presents detailed pricing data for public two-year and four-year colleges and private nonprofit four-year institutions. Although we provide an estimate of the average charges at for-profit institutions, because of the relatively small sample of those institutions from which we are able to collect data and the complex pricing structures prevalent in this sector, it is important to interpret that information with caution.

Price Changes

While the information reported here provides a best approximation of trends in college charges over time, we caution readers about placing too much reliance on either precise dollar amounts or precise annual percentage changes. Each year we revise the average prices calculated the previous year to account for revised data we receive from institutions and to provide an enrollment-weighted average based on the most recent available data on the number of full-time students attending each institution. If, over time, increasing numbers of students were to enroll in the lower-priced institutions within a sector, our measure of the average price increase would be lower than if enrollment were stable. Details relating to our methodology and to other technical issues and data reliability can be found at the end of the report in the Notes and Sources section.

The tables supporting all of the graphs in the Trends publications, PDF versions of the publications, PowerPoint files containing individual slides for all of the graphs, and other detailed data on student aid and college pricing are available at trends.collegeboard.org. Please feel free to cite or reproduce the data in Trends for noncommercial purposes with proper attribution.

Published Charges by Sector, 2015-16

The average published tuition and fee price for in-state students enrolled full time at public four-year colleges and universities is $9,410 in 2015-16, $265 (2.9% before adjusting for inflation) higher than it was in 2014-15.

TABLE 1A Average Published Charges (Enrollment-Weighted) for Full-Time Undergraduates by Sector, 2015-16

	Public Two-Year In-District	Public Four-Year In-State	Public Four-Year Out-of-State	Private Nonprofit Four-Year	For-Profit
Tuition and Fees					
2015-16	$3,435	$9,410	$23,893	$32,405	$15,610
2014-15	$3,336	$9,145	$23,107	$31,283	$15,160
$ Change	$99	$265	$786	$1,122	$450
% Change	3.0%	2.9%	3.4%	3.6%	3.0%
Room and Board					
2015-16	$8,003	$10,138	$10,138	$11,516	—
2014-15	$7,856	$9,786	$9,786	$11,162	—
$ Change	$147	$352	$352	$354	—
% Change	1.9%	3.6%	3.6%	3.2%	—
Tuition and Fees and Room and Board					
2015-16	$11,438	$19,548	$34,031	$43,921	—
2014-15	$11,192	$18,931	$32,893	$42,445	—
$ Change	$246	$617	$1,138	$1,476	—
% Change	2.2%	3.3%	3.5%	3.5%	—

— Sample too small to provide reliable information.

NOTES: Prices in Table 1A are not adjusted for inflation. Prices reported for 2014-15 have been revised and may differ from those reported in *Trends in College Pricing 2014*. Public two-year room and board charges are based on commuter housing and food costs. Tuition and fee figures for the for-profit sector should be interpreted with caution because of the low response rate.

SOURCE: The College Board, Annual Survey of Colleges.

Enrollment-weighted tuition and fees weight the price charged by each institution by the number of full-time undergraduate students enrolled in fall 2014. Public four-year in-state charges are weighted by total fall 2014 full-time undergraduate enrollment in each institution, including both in-state students and out-of-state students. Out-of-state tuition and fees are computed by adding the average in-state price to the out-of-state premium weighted by the number of full-time out-of-state undergraduate students enrolled at each institution. Room and board charges are weighted by the number of undergraduate students residing on campus for four-year institutions and by the number of commuter students for public two-year institutions.

– The average published tuition and fee price for full-time out-of-state students at public four-year institutions is about 2.5 times as high as the price for in-state students. The average out-of-state tuition premium increased from $13,962 in 2014-15 to $14,483 in 2015-16.

– The average published in-district tuition and fee price for students enrolled full time at public two-year colleges increased by $99 (3.0% before adjusting for inflation) between 2014-15 and 2015-16.

– The average published tuition and fee price for students enrolled full time at private nonprofit four-year colleges and universities increased by $1,122 (3.6%) between 2014-15 and 2015-16.

– The estimated $15,610 average tuition and fee price for full-time students enrolled in for-profit institutions in 2015-16 is about 4.5 times as high as the average price at public two-year colleges and 66% higher than the average in-state price at public four-year colleges and universities.

ALSO IMPORTANT:

– About two-thirds of undergraduate students enrolled full time in 2011-12 received grants that reduced the actual price of college (NCES, NPSAS, 2012). In addition, many states and institutions grant tuition waivers to groups such as veterans, teachers, or dependents of employees. See Figures 11, 12, and 13 for estimates of net prices paid by students and *Trends in Student Aid 2015* for details about student aid.

– About one out of six full-time public two-year students are in California, which has the lowest tuition and fee price in that sector. Excluding California raises the average published price of public two-year colleges from $3,435 to $3,811.

– The total price of a college education depends on how long a student is enrolled before completing a degree. Many students spend more than four years earning a bachelor's degree. Average time to degree is longer in public than in private nonprofit institutions.

– In fall 2013, 61% of students at public two-year colleges were enrolled part time, as were 19% of undergraduates at public four-year, 17% at private nonprofit four-year, and 28% at for-profit institutions. (NCES, IPEDS fall enrollment data; calculations by the authors)

Published Charges by Carnegie Classification, 2015-16

In 2015-16, average published tuition and fee prices for full-time in-state students in the public four-year sector range from $7,350 at bachelor's colleges and $8,225 at master's universities to $10,354 at public doctoral universities.

TABLE 1B Average Published Charges (Enrollment-Weighted) for Full-Time Undergraduates by Carnegie Classification, 2015-16

	Public Four-Year In-State			Private Nonprofit Four-Year		
	Doctoral	Master's	Bachelor's	Doctoral	Master's	Bachelor's
Tuition and Fees						
2015-16	$10,354	$8,225	$7,350	$40,519	$28,466	$30,521
2014-15	$10,079	$7,964	$7,142	$39,074	$27,495	$29,526
$ Change	$275	$261	$208	$1,445	$971	$995
% Change	2.7%	3.3%	2.9%	3.7%	3.5%	3.4%
Room and Board						
2015-16	$10,520	$9,499	$9,773	$13,401	$11,086	$10,507
2014-15	$10,197	$9,088	$9,515	$12,987	$10,763	$10,168
$ Change	$323	$411	$258	$414	$323	$339
% Change	3.2%	4.5%	2.7%	3.2%	3.0%	3.3%
Tuition and Fees and Room and Board						
2015-16	$20,874	$17,724	$17,123	$53,920	$39,552	$41,028
2014-15	$20,276	$17,052	$16,657	$52,061	$38,258	$39,694
$ Change	$598	$672	$466	$1,859	$1,294	$1,334
% Change	2.9%	3.9%	2.8%	3.6%	3.4%	3.4%
Percentage Distribution of Full-Time Undergraduates						
Fall 2014	58%	36%	6%	28%	38%	29%

NOTES: Prices in Table 1B are not adjusted for inflation. Prices reported for 2014-15 have been revised and may differ from those reported in *Trends in College Pricing 2014*. Special-focus institutions are not included in Table 1B. These institutions enroll less than 1% of all full-time undergraduate students in the public four-year sector and about 5% of all full-time undergraduate students in the private nonprofit four-year sector. See Notes and Sources on page 42 for definitions of the institutional categories in Table 1B.

SOURCE: The College Board, Annual Survey of Colleges.

Enrollment-weighted tuition and fees weight the price charged by each institution by the number of full-time undergraduate students enrolled in fall 2014. Public four-year in-state charges are weighted by total fall 2014 full-time undergraduate enrollment in each institution, including both in-state students and out-of-state students. Room and board charges are weighted by the number of undergraduate students residing on campus.

– The average published tuition and fee price for full-time undergraduates at private nonprofit master's universities is 70% of the price at private nonprofit doctoral universities — $28,466 versus $40,519.

– Average room and board charges at private nonprofit institutions range from $10,507 at bachelor's colleges to $13,401 at doctoral universities.

ALSO IMPORTANT:

– Within each sector, the average institutional grant aid is higher at higher-price institutions. As a result, the differences in published prices across types of institutions in each sector are greater than the differences in net prices. For example, in 2012-13, public doctoral universities awarded an average of $3,050 per first-time full-time undergraduate student in institutional grant aid, compared to $1,540 at public master's universities. (*Trends in Student Aid 2015*, Figure 30)

– In the private nonprofit sector, institutional grant aid in 2012-13 averaged $15,310 per first-time full-time undergraduate student at doctoral universities, $12,460 at master's universities, and $12,810 at bachelor's colleges. (*Trends in Student Aid 2015*, Figure 30)

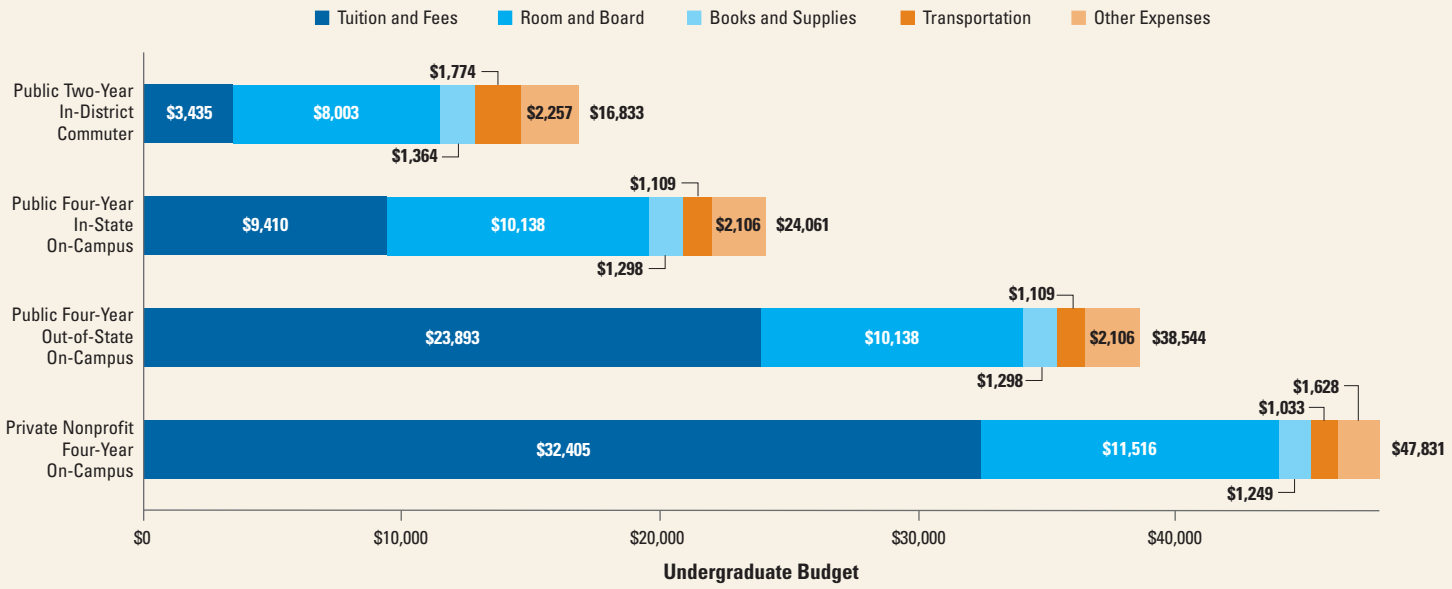
– Published in-state tuition and fee prices at public doctoral universities increased by 23% in 2015 dollars between 2007-08 and 2011-12 and by 7% between 2011-12 and 2015-16. The increases at public master's universities were similar — 24% and 8%, respectively. (*Trends in College Pricing*, 2008 through 2015, Table 1B; calculations by the authors)

– Published tuition and fee prices at private nonprofit doctoral universities increased by 7% in 2015 dollars between 2007-08 and 2011-12 and by 12% between 2011-12 and 2015-16. The increases at private master's universities were 7% over the first four years and 8% over the second four years. At private bachelor's colleges, published tuition and fee prices increased by 12% in 2015 dollars between 2007-08 and 2011-12 and by 9% between 2011-12 and 2015-16. (*Trends in College Pricing*, 2008 through 2015, Table 1B; calculations by the authors)

Student Budgets, 2015-16

Tuition and fees constitute 39% of the total budget for in-state students living on campus at public four-year colleges and universities and 20% of the budget for public two-year college students who pay for off-campus housing.

FIGURE 1 Average Estimated Full-Time Undergraduate Budgets (Enrollment-Weighted) by Sector, 2015-16



NOTES: Expense categories are based on institutional budgets for students as reported by colleges and universities in the College Board's Annual Survey of Colleges. Figures for tuition and fees and room and board mirror those reported in Table 1A. Other expense categories are the average amounts allotted in determining the total cost of attendance and do not necessarily reflect actual student expenditures.

SOURCE: The College Board, Annual Survey of Colleges.

– Student budgets are constructed by institutional financial aid offices. These budgets form the basis for determining the total cost of attendance, which can affect the amount of financial aid for which students are eligible.

– Tuition and fees differ more across sectors than room and board and other components of student budgets. As a result, while the average in-state published tuition and fee price at public four-year institutions is 2.7 times as high as the price at public two-year colleges, the total student budget is only 1.4 times as high.

– The average in-state published tuition and fee price at public four-year institutions is 29% of the average at private nonprofit four-year institutions, but the average student budget is 50% as high.

ALSO IMPORTANT:

– According to the National Association of College Stores, the average price of a new textbook increased from $57 in 2007 to $65 in 2010 and to $79 in 2013. The gap between new and used book prices has increased over time, with the latter rising from $49 to $59 over these years. (http://www.nacs.org/research/industrystatistics/higheredfactsfigures.aspx)

– Most forms of financial aid, including federal and state grants and federal loans, can cover any expenses that students incur, not just tuition and fees. However, federal education tax credits and deductions cover books, supplies, and equipment required for attendance, but not room and board.

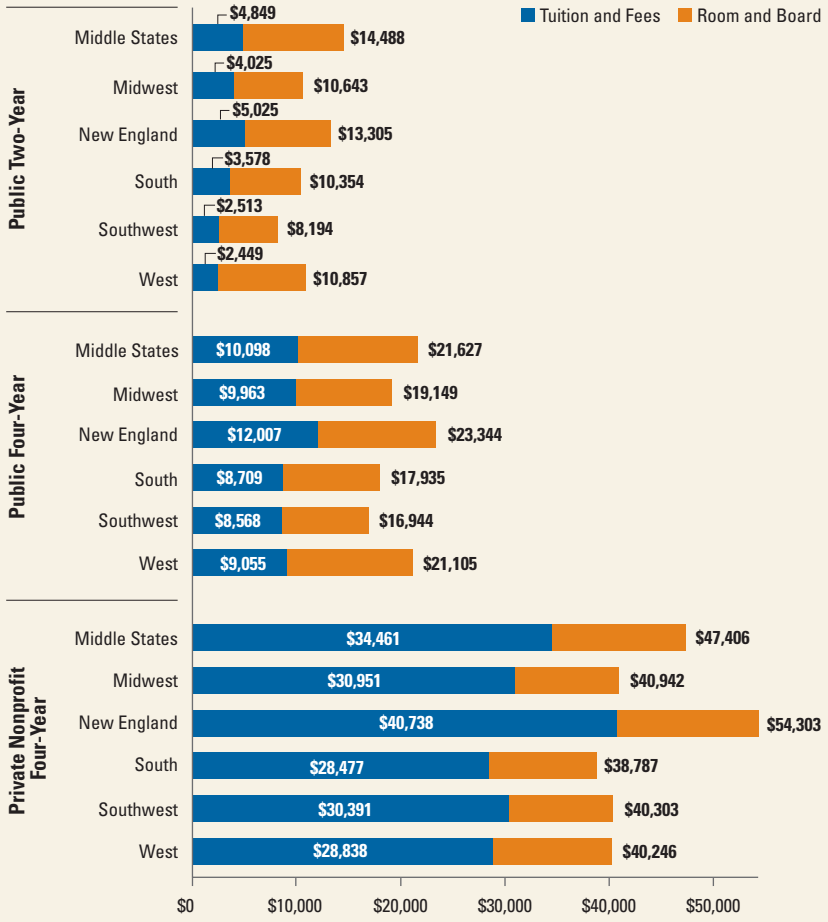
– Housing, food, and other living expenses are not actually costs of attending college since people must pay for these things whether or not they are in college. However, a very significant cost of going to college is forgone earnings from time devoted to school instead of to the labor market. Without adequate earnings, many students struggle to meet daily expenses, and non-tuition components of student budgets can easily interfere with student success.

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Regional Variation in Charges

In 2015-16, average published tuition and fees for in-state students at public four-year colleges and universities range from $8,568 in the Southwest to $12,007 in New England.

FIGURE 2 Average Tuition and Fees and Room and Board (Enrollment-Weighted) by Sector and College Board Region, 2015-16



- In 2015-16, average published tuition and fees for full-time in-district students at public two-year colleges range from $2,449 in the West to $5,025 in New England.
- The largest dollar gap between average 2015-16 tuition and fees at public four-year and public two-year institutions is $6,982 in New England. The smallest gap is $5,131 in the South.
- Average room and board charges at public four-year institutions range from $8,376 in the Southwest to $12,050 in the West. Room and board as a percentage of total charges range from 48% in the Midwest to 57% in the West.
- Over the decade from 2005-06 to 2015-16, increases in average tuition and fees at public four-year institutions ranged from 24% ($1,934 in 2015 dollars) in the Midwest to 66% ($3,600) in the West.
- The percentage increase in average tuition and fees at public four-year institutions over the decade beginning in 2005-06 was almost twice as large in the West as it was in New England, but the average published tuition and fee price in the West in 2015-16 is $2,952 (25%) lower than the price in New England.
- The largest percentage increase in average tuition and fees at public two-year colleges over the decade beginning in 2005-06 was 52% in the West, which has the lowest published tuition and fees in the nation in 2015-16.

Ten-Year Dollar Change and Ten-Year Percentage Change in Inflation-Adjusted Tuition and Fees, 2005-06 to 2015-16

	Public Two-Year In-District		Public Four-Year In-State		Private Nonprofit Four-Year	
Region	Ten-Year $ Change	Ten-Year % Change	Ten-Year $ Change	Ten-Year % Change	Ten-Year $ Change	Ten-Year % Change
Middle States	$751	18%	$2,043	25%	$7,519	28%
Midwest	$771	24%	$1,934	24%	$6,973	29%
New England	$1,037	26%	$3,146	36%	$7,866	24%
South	$1,040	41%	$3,300	61%	$6,113	27%
Southwest	$553	28%	$2,415	39%	$9,656	47%
West	$840	52%	$3,600	66%	$3,837	15%

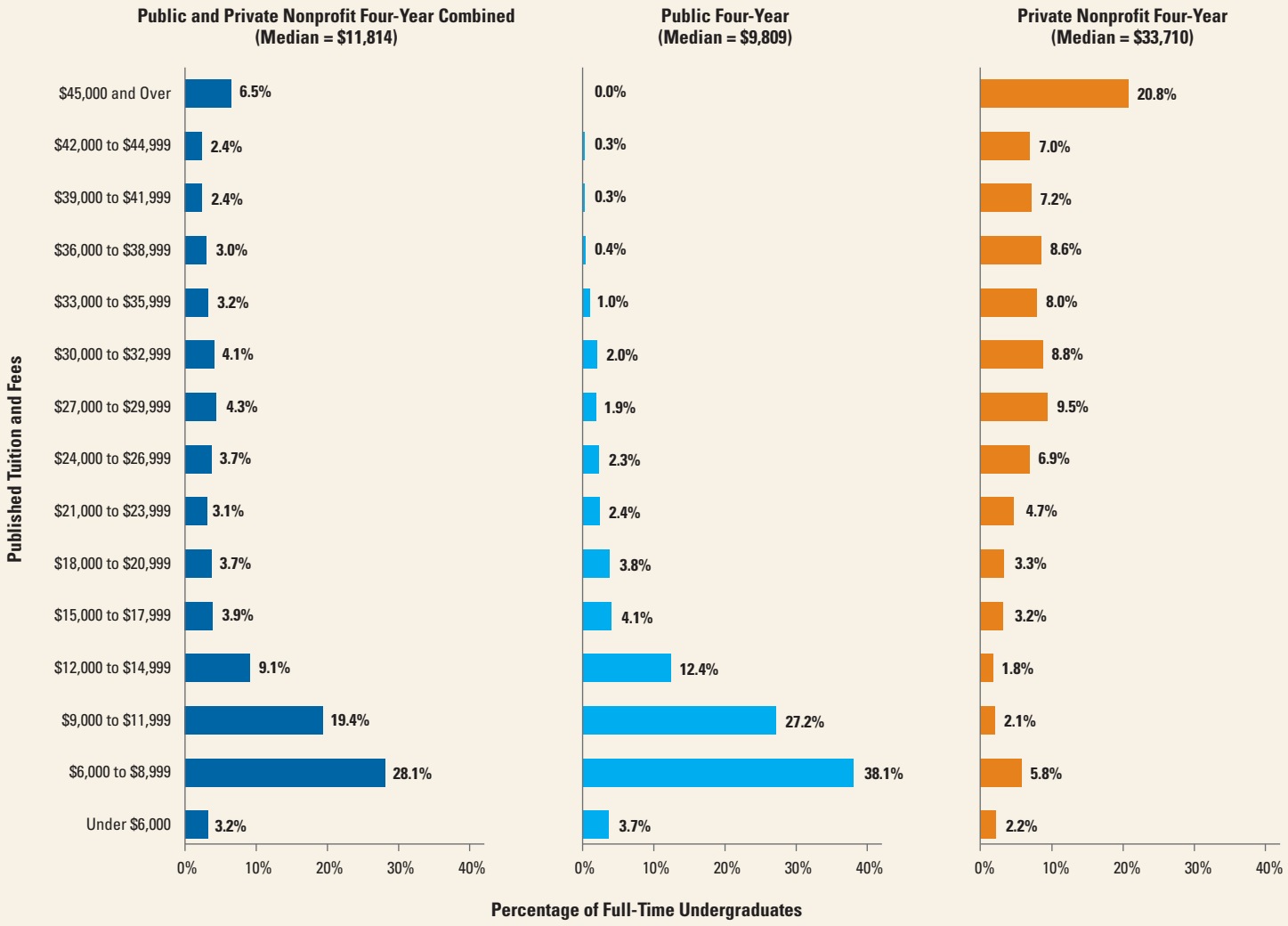
NOTES: Public two-year room and board charges are based on commuter housing and food costs. States and territories included in the regions are as follows: Middle States: DC, DE, MD, NJ, NY, PA, and PR; Midwest: IA, IL, IN, KS, MI, MN, MO, NE, ND, OH, SD, WI, and WV; New England: CT, MA, ME, NH, RI, and VT; South: AL, FL, GA, KY, LA, MS, NC, SC, TN, and VA; Southwest: AR, NM, OK, and TX; West: AK, AZ, CA, CO, HI, ID, MT, NV, OR, UT, WA, and WY.

SOURCE: The College Board, Annual Survey of Colleges.

Variation in Tuition and Fees, 2015-16

Half of all full-time undergraduates at public and private nonprofit four-year colleges and universities attend institutions with published tuition and fees of $11,814 or less, and half attend institutions with published tuition and fees of $11,814 or more.

FIGURE 3 Distribution of Full-Time Undergraduates at Four-Year Institutions by Published Tuition and Fees, 2015-16



NOTES: For out-of-state students enrolled in public four-year institutions, the nonresident premium has been added to in-state tuition and fees. Some out-of-state students benefit from reciprocity agreements, which allow students from neighboring states to pay less than the full out-of-state price. The distribution of students across institutions is based on the latest available enrollment data, which are for fall 2014. Percentages may not sum to 100 because of rounding.

SOURCE: The College Board, Annual Survey of Colleges.

– In 2015-16, among all full-time public four-year college undergraduates, including both in-state and out-of-state students, 38% are enrolled in institutions with published tuition and fee levels between $6,000 and $8,999 (and 4% are in institutions with lower prices); 19% face published prices of $15,000 or more.

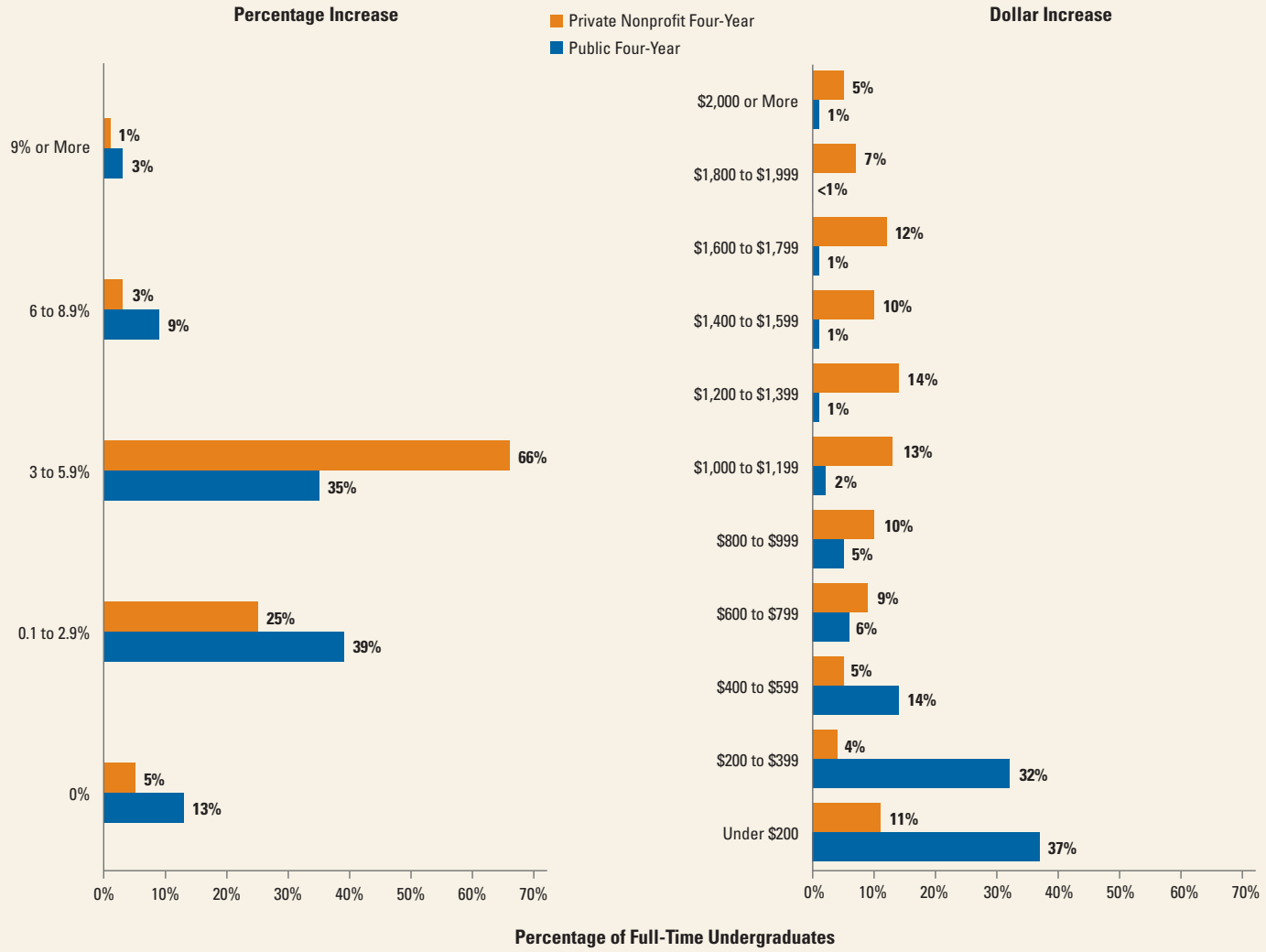
– In 2015-16, among all full-time undergraduates at private nonprofit four-year colleges, 12% are enrolled in institutions with published tuition and fees below $15,000 and 21% face published prices of $45,000 or more.

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Variation in One-Year Increases in Tuition and Fees

The average one-year increase in published tuition and fees at public four-year institutions in 2015-16 was 2.9% for in-state and 3.4% for out-of-state undergraduates, but 13% of full-time students in the sector attend institutions that did not increase their tuition and fees and 12% faced price increases of 6% or more.

FIGURE 4 Distribution of Full-Time Undergraduates at Four-Year Institutions by One-Year (2014-15 to 2015-16) Percentage Increase and Dollar Increase in Published Tuition and Fees



NOTES: The percentage and dollar increases in Figure 4 are not adjusted for inflation. For out-of-state students enrolled in public four-year institutions, the nonresident premium has been added to in-state tuition and fees. Some out-of-state students benefit from reciprocity agreements, which allow students from neighboring states to pay less than the full out-of-state price. The distribution of students across institutions is based on the latest available enrollment data, which are for fall 2014. Percentages may not sum to 100 because of rounding.

SOURCE: The College Board, Annual Survey of Colleges.

– The average increase in tuition and fees at private nonprofit four-year colleges and universities in 2015-16 was 3.6% (before adjusting for inflation), with 66% of the full-time undergraduates in this sector attending institutions that increased their tuition and fees by between 3% and 6%.

– Thirty percent of undergraduates in the private nonprofit four-year sector attend institutions that increased their prices by less than 3%, while 1% faced increases of 9% or more.

– The median 2015-16 dollar increase in published tuition and fees was $296 for public four-year students and $1,162 for private nonprofit four-year students.

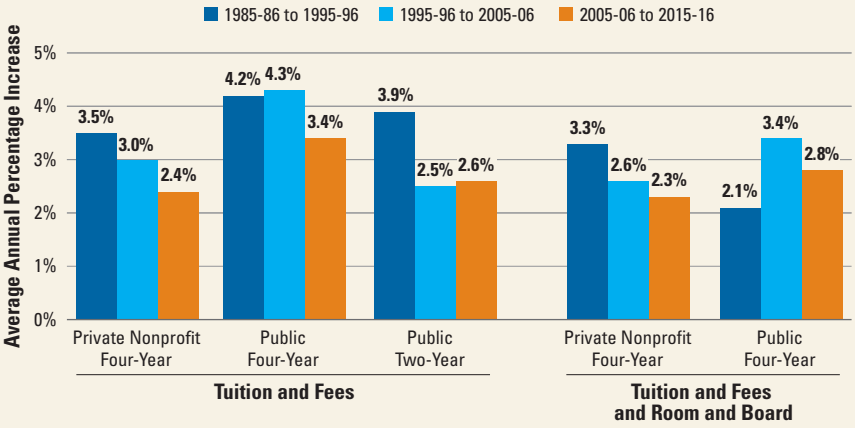
ALSO IMPORTANT:

– Increases in published prices do not necessarily correspond to increases in the amounts that students pay. The amounts students pay also depend on the amount of grant aid they receive.

Published Charges over Time

Between 2005-06 and 2015-16, published in-state tuition and fees at public four-year institutions increased at an average rate of 3.4% per year beyond inflation, compared to average annual rates of increase of 4.2% between 1985-86 and 1995-96 and 4.3% between 1995-96 and 2005-06.

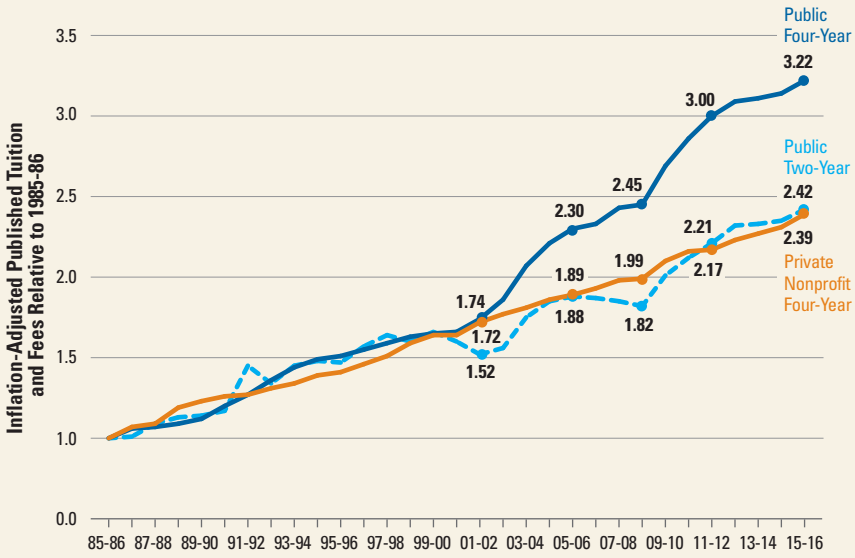
FIGURE 5 Average Annual Percentage Increase in Inflation-Adjusted Published Prices by Decade, 1985-86 to 2015-16



NOTES: Each bar in Figure 5 shows the average annual rate of growth of published prices in inflation-adjusted dollars over a 10-year period. For example, from 2005-06 to 2015-16, average published tuition and fees at private nonprofit four-year colleges rose by an average of 2.4% per year beyond increases in the Consumer Price Index. Average tuition and fee prices reflect in-district charges for public two-year institutions and in-state charges for public four-year institutions.

SOURCES: The College Board, Annual Survey of Colleges; NCES, Integrated Postsecondary Education Data System (IPEDS).

FIGURE 6 Inflation-Adjusted Published Tuition and Fees Relative to 1985-86, 1985-86 to 2015-16 (1985-86 = 1.0)



NOTES: Figure 6 shows published tuition and fees by sector, adjusted for inflation, relative to 1985-86 published prices. For example, a value of 3.22 indicates that the tuition and fee price in the public four-year sector in 2015-16 is 3.22 times as high as it was in 1985-86, after adjusting for increases in the Consumer Price Index. Average tuition and fee prices reflect in-district charges for public two-year institutions and in-state charges for public four-year institutions.

SOURCES: The College Board, Annual Survey of Colleges; NCES, IPEDS.

– The average annual rate of increase of published tuition and fees at private nonprofit four-year institutions declined from 3.5% between 1985-86 and 1995-96 to 3.0% between 1995-96 and 2005-06 and to 2.4% between 2005-06 and 2015-16.

– Room and board charges consistently rise more slowly than tuition and fees, but over the most recent decade, the gap between these rates of growth was small by historical standards in both the public and private nonprofit four-year sectors.

– Between 1985-86 and 2001-02, average published tuition and fees increased by 74% in inflation-adjusted dollars in the public four-year sector, by 72% in the private nonprofit four-year sector, and by 52% in the public two-year sector. However, between 2001-02 and 2005-06, when average published tuition and fees increased by 10% in real terms in private nonprofit institutions, the price increased by 32% in public four-year institutions.

– During the Great Recession, average public four-year published tuition and fees increased by 22% in inflation-adjusted dollars between 2008-09 and 2011-12, compared to 9% in the private nonprofit four-year sector.

– Between 2011-12 and 2015-16, average published tuition and fees increased by 8% at public four-year institutions and by 10% at private nonprofit four-year institutions, after adjusting for inflation.

ALSO IMPORTANT:

– Median family income in the United States rose at an average rate of 0.7% per year between 1985 and 1995 and 0.8% per year between 1995 and 2005. Between 2005 and 2014, median family income declined at an average rate of 0.2% per year, after adjusting for inflation. (U.S. Census Bureau, 2014 Income Data, Table F-5; calculations by the authors)

– Freshman students are more likely than upper-level students to live on campus. For example, two-thirds of 2003-04 beginning full-time undergraduates at public four-year institutions and three-quarters of those at private nonprofit four-year institutions lived on campus. By 2006-07, only 20% of these students who were enrolled full time at public colleges and 50% of those at private colleges lived on campus. (NCES, Beginning Postsecondary Students Longitudinal Study 2009)

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Published Charges over Time

Published tuition and fees increased at about the same rate in current dollars in 2015-16 as in the preceding two years. However, because the Consumer Price Index increased by less than 0.2% between July 2014 and July 2015, the inflation-adjusted increase was larger in 2015-16.

TABLE 2A Average Tuition and Fees and Room and Board in 2015 Dollars, 1975-76 to 2015-16, Selected Years

	Tuition and Fees in 2015 Dollars						Tuition and Fees and Room and Board in 2015 Dollars			
	Private Nonprofit Four-Year	Five-Year % Change	Public Four-Year	Five-Year % Change	Public Two-Year	Five-Year % Change	Private Nonprofit Four-Year	Five-Year % Change	Public Four-Year	Five-Year % Change
1975-76	$10,088		$2,387		$1,079		$16,213		$7,833	
1980-81	$10,438	3%	$2,320	–3%	$1,128	5%	$16,143	0%	$7,362	–6%
1985-86	$13,551	30%	$2,918	26%	$1,419	26%	$19,708	22%	$8,543	16%
1990-91	$17,094	26%	$3,492	20%	$1,658	17%	$24,663	25%	$9,286	9%
1995-96	$19,117	12%	$4,399	26%	$2,081	26%	$27,202	10%	$10,552	14%
2000-01	$22,197	16%	$4,845	10%	$2,268	9%	$30,716	13%	$11,655	10%
2005-06	$25,624	15%	$6,708	38%	$2,665	18%	$35,106	14%	$14,797	27%
2010-11	$29,300	14%	$8,351	24%	$3,002	13%	$39,918	14%	$17,710	20%
2015-16	$32,405	11%	$9,410	13%	$3,435	14%	$43,921	10%	$19,548	10%

TABLE 2B Average Tuition and Fees and Room and Board in 2015 Dollars, 2005-06 to 2015-16

	Tuition and Fees in 2015 Dollars						Tuition and Fees and Room and Board in 2015 Dollars			
	Private Nonprofit Four-Year	One-Year % Change	Public Four-Year	One-Year % Change	Public Two-Year	One-Year % Change	Private Nonprofit Four-Year	One-Year % Change	Public Four-Year	One-Year % Change
2005-06	$25,624		$6,708		$2,665		$35,106		$14,797	
2006-07	$26,162	2.1%	$6,807	1.5%	$2,657	–0.3%	$35,765	1.9%	$15,055	1.7%
2007-08	$26,833	2.6%	$7,093	4.2%	$2,628	–1.1%	$36,655	2.5%	$15,534	3.2%
2008-09	$26,927	0.4%	$7,160	0.9%	$2,584	–1.7%	$36,672	0.0%	$15,593	0.4%
2009-10	$28,524	5.9%	$7,838	9.5%	$2,847	10.2%	$38,865	6.0%	$16,884	8.3%
2010-11	$29,300	2.7%	$8,351	6.5%	$3,002	5.4%	$39,918	2.7%	$17,710	4.9%
2011-12	$29,454	0.5%	$8,742	4.7%	$3,141	4.6%	$40,111	0.5%	$18,123	2.3%
2012-13	$30,197	2.5%	$9,006	3.0%	$3,285	4.6%	$41,091	2.4%	$18,560	2.4%
2013-14	$30,783	1.9%	$9,077	0.8%	$3,311	0.8%	$41,842	1.8%	$18,781	1.2%
2014-15	$31,336	1.8%	$9,161	0.9%	$3,342	0.9%	$42,517	1.6%	$18,963	1.0%
2015-16	$32,405	3.4%	$9,410	2.7%	$3,435	2.8%	$43,921	3.3%	$19,548	3.1%

NOTE: Average tuition and fee prices reflect in-district charges for public two-year institutions and in-state charges for public four-year institutions.

SOURCES: The College Board, Annual Survey of Colleges; NCES, IPEDS data.

– Average published tuition and fees in the public four-year sector rose by 2.8%, 2.9%, and 2.9 % in 2013-14, 2014-15, and 2015-16, respectively, the smallest current dollar increases since the mid-1970s (online Table 2). The inflation-adjusted increases were 0.8% in 2013-14, 0.9% in 2014-15, and 2.7% in 2015-16.

– Average published tuition and fees at public four-year colleges and universities increased by 13% in 2015 dollars over the five years from 2010-11 to 2015-16, following a 24% increase between 2005-06 and 2010-11.

– Average published tuition and fees at public two-year colleges and universities increased by 14% in 2015 dollars over the five years from 2010-11 to 2015-16, following a 13% increase between 2005-06 and 2010-11.

– Average published tuition and fees at private nonprofit four-year colleges and universities increased by 11% in 2015 dollars over the five years from 2010-11 to 2015-16, following a 14% increase between 2005-06 and 2010-11.

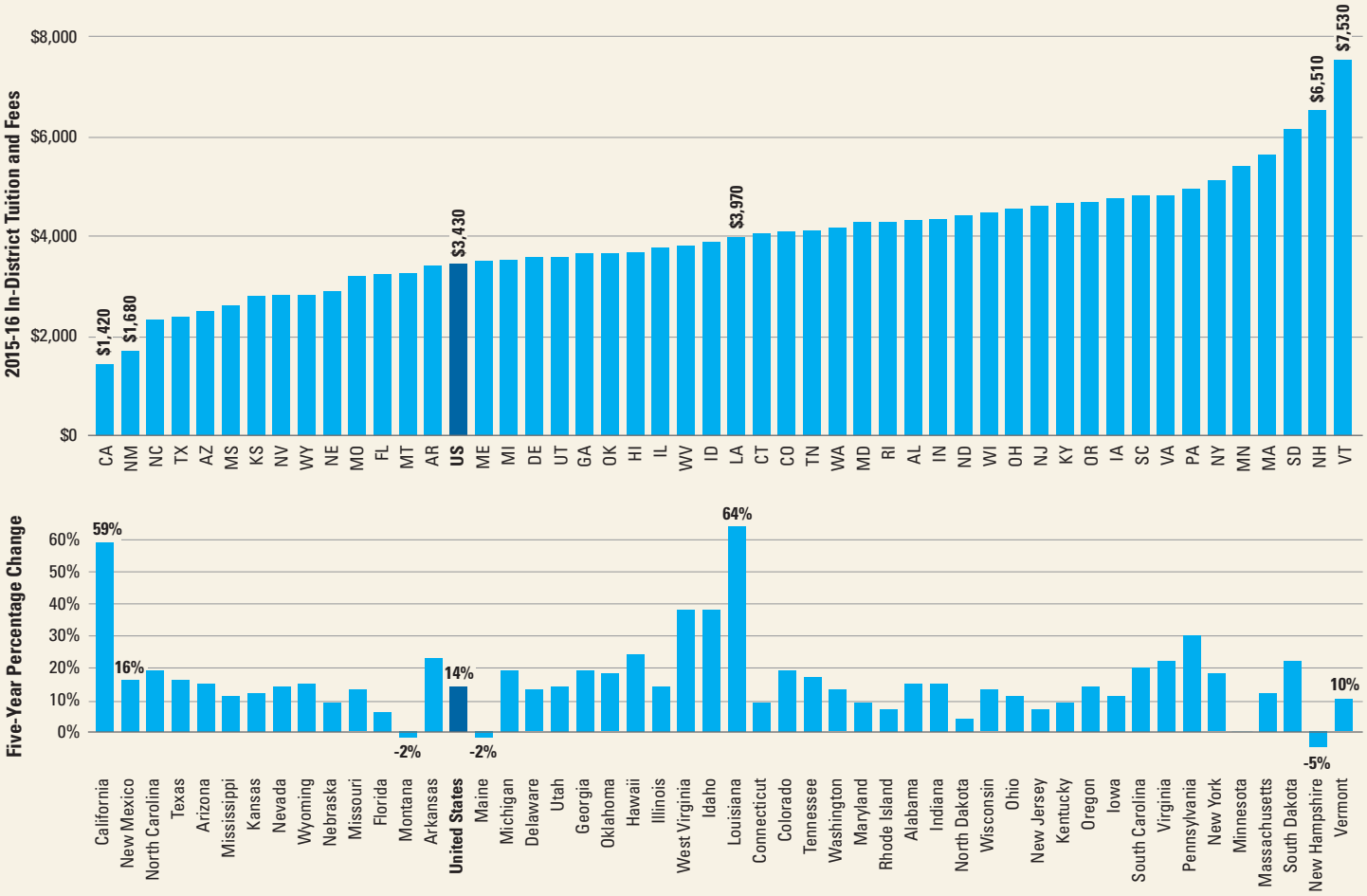
ALSO IMPORTANT:

– The increases in the net prices that students actually pay, after taking grant aid and tax benefits into consideration, have been smaller over the long term than increases in published prices. See Figures 11, 12, and 13 for details on net prices over time.

Tuition and Fees by State: Public Two-Year

In 2015-16, average published tuition and fee prices for in-district students at public two-year institutions range from $1,420 in California and $1,680 in New Mexico to $6,510 in New Hampshire and $7,530 in Vermont.

FIGURE 7 Average 2015-16 In-District Tuition and Fees at Public Two-Year Institutions by State and Five-Year Percentage Change in Inflation-Adjusted Tuition and Fees



NOTE: Alaska is not included in Figure 7 because it does not have a separate community college system.

SOURCE: The College Board, Annual Survey of Colleges.

– California's 59% inflation-adjusted increase in average published tuition and fees for full-time students at public two-year colleges between 2010-11 and 2015-16 was second only to Louisiana's 64% increase. Nonetheless, California's price, the lowest in the country, is about $2,000 below the national average.

– In five states, average tuition and fees at public two-year colleges either fell slightly or rose by less than 5% in inflation-adjusted dollars between 2010-11 and 2015-16. In New Hampshire, which has the second highest price in the country, the average tuition and fees declined by 5% in real terms over these five years, but remained almost $3,100 above the national average.

ALSO IMPORTANT:

– California enrolled about one-sixth of the nation's full-time public two-year students in fall 2014.

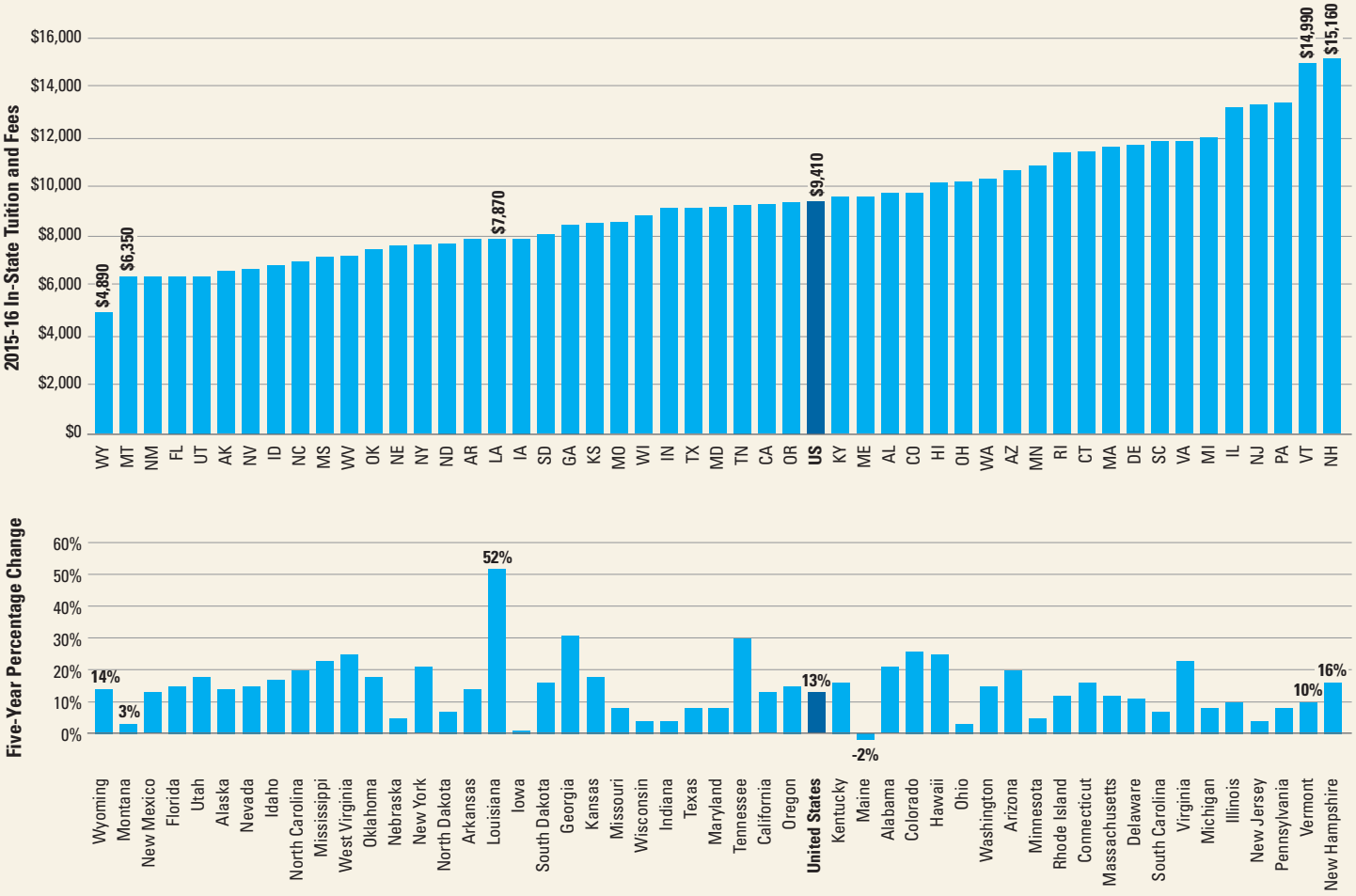
– In 2015-16, the difference between average published in-state tuition and fees at public four-year institutions and average in-district published tuition and fees at public two-year institutions ranges from $1,920 in South Dakota and $2,080 in Wyoming to $8,710 in New Jersey and $9,440 in Illinois. (*Trends in College Pricing 2015*, Table 5; calculations by the authors)

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Tuition and Fees by State: Public Four-Year In-State

In 2015-16, average published tuition and fee prices for in-state students at public four-year institutions range from $4,890 in Wyoming and $6,350 in Montana to $14,990 in Vermont and $15,160 in New Hampshire.

FIGURE 8 Average 2015-16 In-State Tuition and Fees at Public Four-Year Institutions by State and Five-Year Percentage Change in Inflation-Adjusted Tuition and Fees



SOURCE: The College Board, Annual Survey of Colleges.

– In 18 states, average in-state tuition and fees at public four-year institutions increased by less than 10% in inflation-adjusted dollars between 2010-11 and 2015-16. In nine of those states, the 2015-16 prices are below the national average; in nine of those states, the prices are above the national average.

– In 11 states, average in-state tuition and fees at public four-year institutions increased by 20% or more in inflation-adjusted dollars between 2010-11 and 2015-16. In six of those states, the 2015-16 prices are below the national average; in five of those states, the prices are above the national average.

ALSO IMPORTANT:

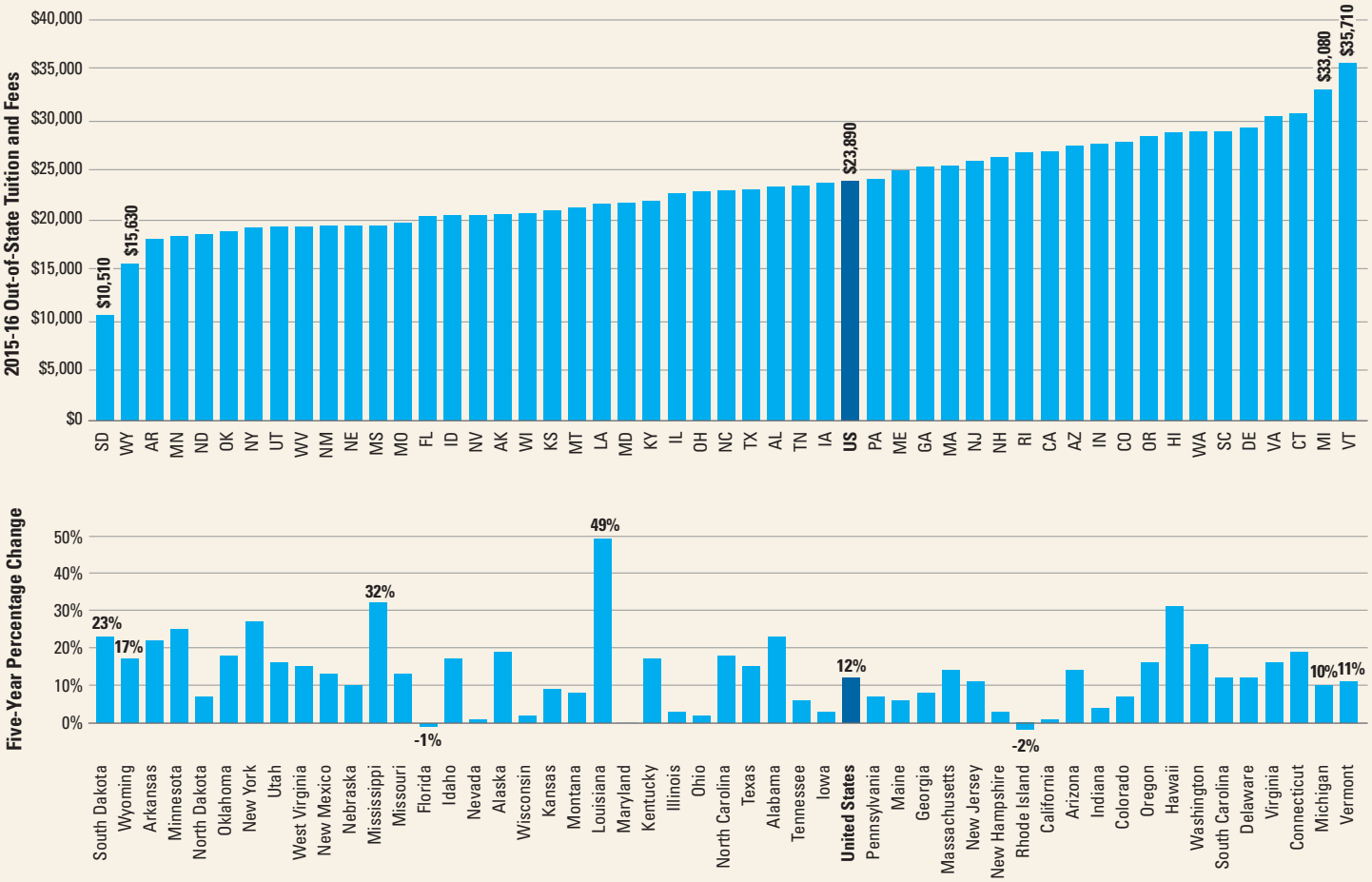
– As Figure 17B indicates, Wyoming and New Mexico, two of the three states with the lowest in-state tuition and fees, had state appropriations per full-time equivalent (FTE) student considerably higher than the national average in 2014-15. However, Montana has low tuition despite appropriations per student that are below the national average.

– Four of the six states with the highest in-state tuition and fee levels were among the seven states with appropriations per FTE student at least $2,400 below the national average in 2014-15.

Tuition and Fees by State: Public Four-Year Out-of-State

In 2015-16, the highest average published out-of-state tuition and fees at public four-year institutions are in Michigan ($33,080) and Vermont ($35,710), where the published price is almost 40% and 50% higher than the national average of $23,890, respectively.

FIGURE 9 Average 2015-16 Out-of-State Tuition and Fees at Public Four-Year Institutions by State and Five-Year Percentage Change in Inflation-Adjusted Tuition and Fees



SOURCE: The College Board, Annual Survey of Colleges.

– The lowest average published out-of-state tuition and fees for public four-year colleges and universities in 2015-16 are $10,510 in South Dakota and $15,630 in Wyoming.

– Over the five years from 2010-11 to 2015-16, percentage changes in average public four-year out-of-state tuition and fees ranged from inflation-adjusted declines of 2% in Rhode Island and 1% in Florida to increases of 32% in Mississippi and 49% in Louisiana. Rhode Island's out-of-state tuition remains higher than the national average; the out-of-state tuition prices in Mississippi and Louisiana remain lower.

ALSO IMPORTANT:

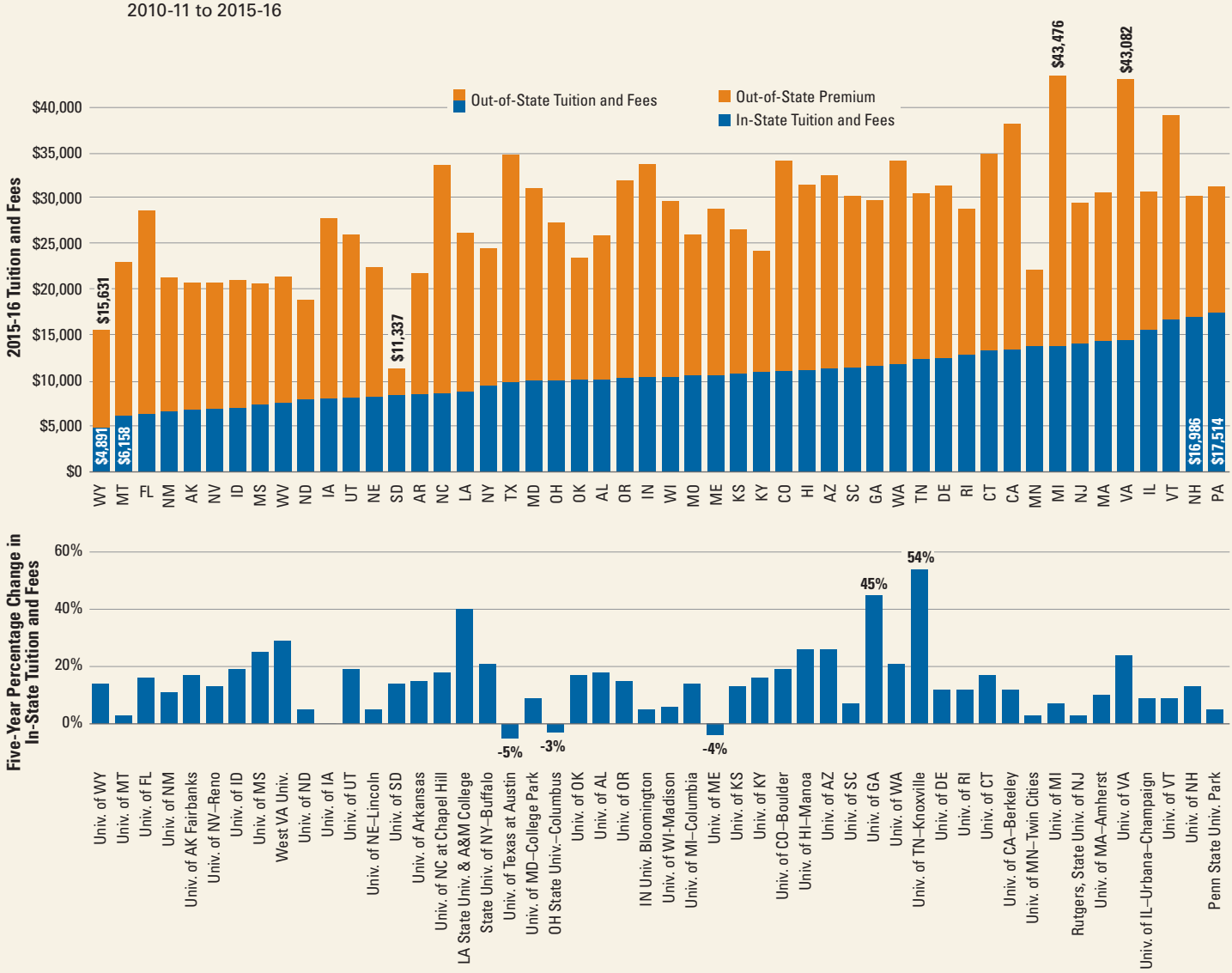
– The difference between average in-state and out-of-state published tuition and fees ranges from $2,460 in South Dakota and $7,590 in Minnesota to $20,720 in Vermont and $21,090 in Michigan.

– Because of reciprocity agreements, not all out-of-state students pay the prices reported here, even before taking financial aid into consideration. For details, see http://www.nasfaa.org/State_Regional_Tuition_Exchanges.

Tuition and Fees by State: Flagship Universities

In 2015-16, published tuition and fees for full-time first-year in-state students at flagship universities range from $4,891 at the University of Wyoming and $6,158 at the University of Montana to $16,986 at the University of New Hampshire and $17,514 at Penn State, University Park.

FIGURE 10 2015-16 Tuition and Fees at Flagship Universities and Five-Year Percentage Change in Inflation-Adjusted In-State Tuition and Fees, 2010-11 to 2015-16



SOURCE: The College Board, Annual Survey of Colleges.

– Changes in published tuition and fees for in-state students at flagship universities over the five years from 2010-11 to 2015-16 ranged from declines of 5% at the University of Texas at Austin and 4% at the University of Maine to increases of 45% at the University of Georgia and 54% at the University of Tennessee.

– In 2015-16, published tuition and fees for out-of-state students at flagship universities range from $11,337 at the University of South Dakota and $15,631 at the University of Wyoming to $43,082 at the University of Virginia and $43,476 at the University of Michigan, Ann Arbor.

ALSO IMPORTANT:

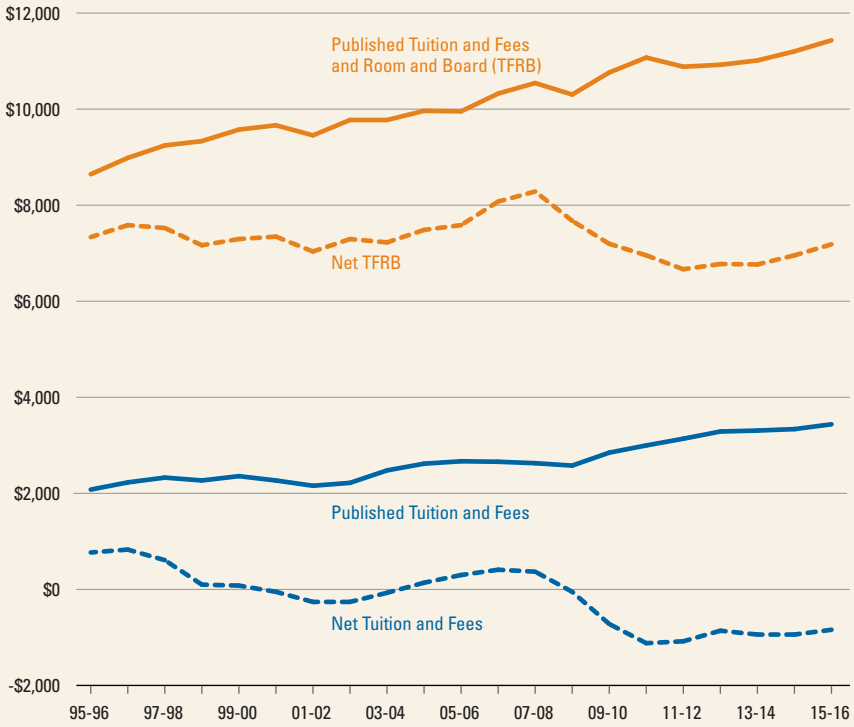
– Many institutions charge differential tuition and fees based on program and/or year of study.

– Some institutions charge higher tuition and fees for upper-level students while a few charge higher tuition and fees for lower-level students.

Average Net Price: Public Two-Year

Both average net tuition and fees and average net tuition and fees and room and board for full-time public two-year college students are lower in inflation-adjusted dollars in 2015-16 than they were in 2005-06 or in 1995-96.

FIGURE 11 Average Published and Net Prices in 2015 Dollars, Full-Time In-District Undergraduate Students at Public Two-Year Institutions, 1995-96 to 2015-16



NOTES: Because information on grant aid and education tax benefits for 2015-16 is not yet available, the net price for 2015-16 is estimated based on 2014-15 financial aid data. Room and board in this sector refers to housing and food costs for commuter students since few community colleges provide on-campus housing. Prices and grant aid are rounded to the nearest $10.

SOURCES: The College Board, Annual Survey of Colleges; *Trends in Student Aid 2015.*

– Net prices rose between 2013-14 and 2015-16, as aid levels, which rose rapidly between 2007-08 and 2010-11, stabilized. In 2015-16, full-time students at public two-year colleges received an average of about $4,300 in grant aid and federal education tax credits and deductions to help them cover their tuition and fees and other expenses associated with college attendance.

– Between 2005-06 and 2015-16, the average published tuition and fees at public two-year colleges increased by $770 (29%) after adjusting for inflation. Average combined grant aid and tax benefits increased by $1,910 over the decade.

– Since 2008-09, full-time students at public two-year colleges have, on average, received enough grant aid and tax benefits to cover published tuition and fees as well as a portion of other expenses.

– In 2015-16, on average after grant aid, full-time students at public two-year colleges must cover about $7,160 in housing and food costs in addition to books and supplies, transportation, and other living expenses.

ALSO IMPORTANT:

– The national average published tuition and fee price of $3,440 for full-time students at public two-year colleges in 2015-16 rises to $3,810 if California is excluded. The average net price is also higher if California, with the lowest tuition and fees and about one-sixth of the nation's public two-year full-time college students, is not included in the estimate.

Average Published and Net Prices and Total Grant Aid per Student in 2015 Dollars, Full-Time In-District Undergraduate Students at Public Two-Year Institutions, 1995-96 to 2015-16, Selected Years

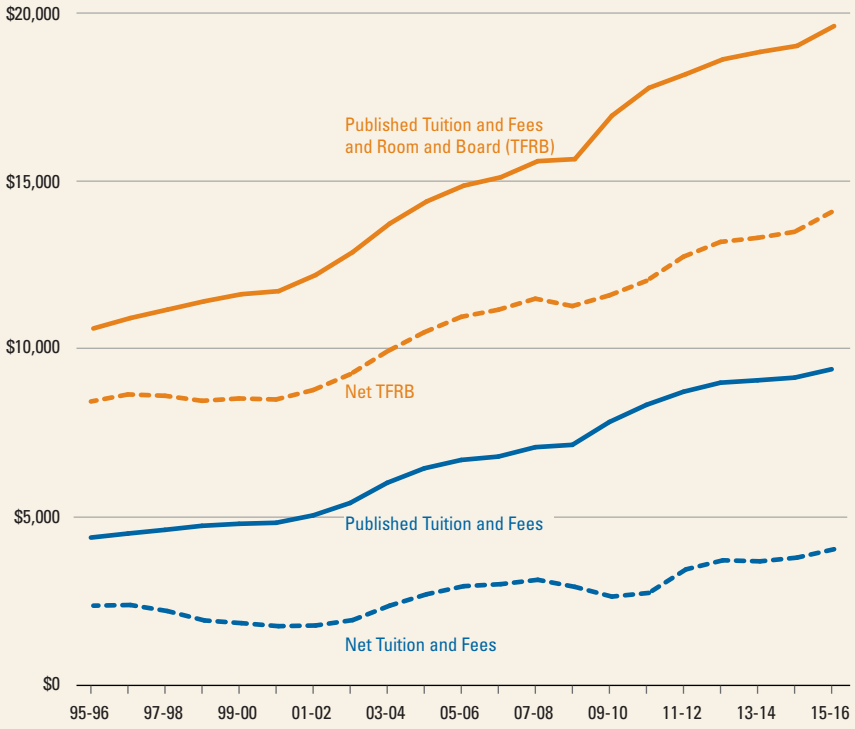
	95-96	00-01	05-06	07-08	09-10	11-12	13-14	15-16
Published Tuition and Fees	$2,080	$2,270	$2,670	$2,630	$2,850	$3,140	$3,310	$3,440
Published Room and Board	$6,570	$7,400	$7,290	$7,920	$7,920	$7,750	$7,710	$8,000
Published Tuition and Fees and Room and Board (TFRB)	$8,650	$9,670	$9,960	$10,550	$10,770	$10,890	$11,020	$11,440
Net Tuition and Fees	$770	-$50	$300	$370	-$720	-$1,080	-$940	-$840
Net TFRB	$7,340	$7,350	$7,590	$8,290	$7,200	$6,670	$6,770	$7,160
Grant Aid and Tax Benefits per Student	$1,310	$2,320	$2,370	$2,260	$3,570	$4,220	$4,250	$4,280

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Average Net Price: Public Four-Year

Between 2005-06 and 2010-11, average net tuition and fees declined for full-time in-state students at public four-year institutions. However, between 2010-11 and 2015-16, average net tuition and fees in this sector rose rapidly as published prices continued to rise, but grant aid and tax benefits per student leveled off.

FIGURE 12 Average Published and Net Prices in 2015 Dollars, Full-Time In-State Undergraduate Students at Public Four-Year Institutions, 1995-96 to 2015-16



NOTES: Because information on grant aid and education tax benefits for 2015-16 is not yet available, the net price for 2015-16 is estimated based on 2014-15 financial aid data. Prices and grant aid are rounded to the nearest $10.

SOURCES: The College Board, Annual Survey of Colleges; *Trends in Student Aid 2015.*

– In 2015-16, full-time students at public four-year institutions pay average net tuition and fees, after considering grant aid and federal education tax credits and deductions, of about $4,000, compared to an average published price of $9,410. These students face an additional $10,140 in room and board charges.

– Both published tuition and fees and published tuition and fees and room and board grew more rapidly in inflation-adjusted dollars between 2005-06 and 2010-11 than in the most recent five years. However, because of the dramatic increase in federal student aid between 2007-08 and 2010-11 and the subsequent leveling off after that, average net tuition and fees increased by about 50% between 2010-11 and 2015-16.

– Average published tuition and fees for in-state students at public four-year colleges and universities increased from $4,400 (in 2015 dollars) in 1995-96 to $6,710 in 2005-06 and to $9,410 in 2015-16. The average net tuition and fees students pay after taking grant aid from all sources and federal education tax credits and deductions into consideration increased from $2,300 (in 2015 dollars) to $2,880 and to $3,980 over these years.

ALSO IMPORTANT:

– Average net prices conceal considerable differences among students both within institutions and across institutions within the sector.

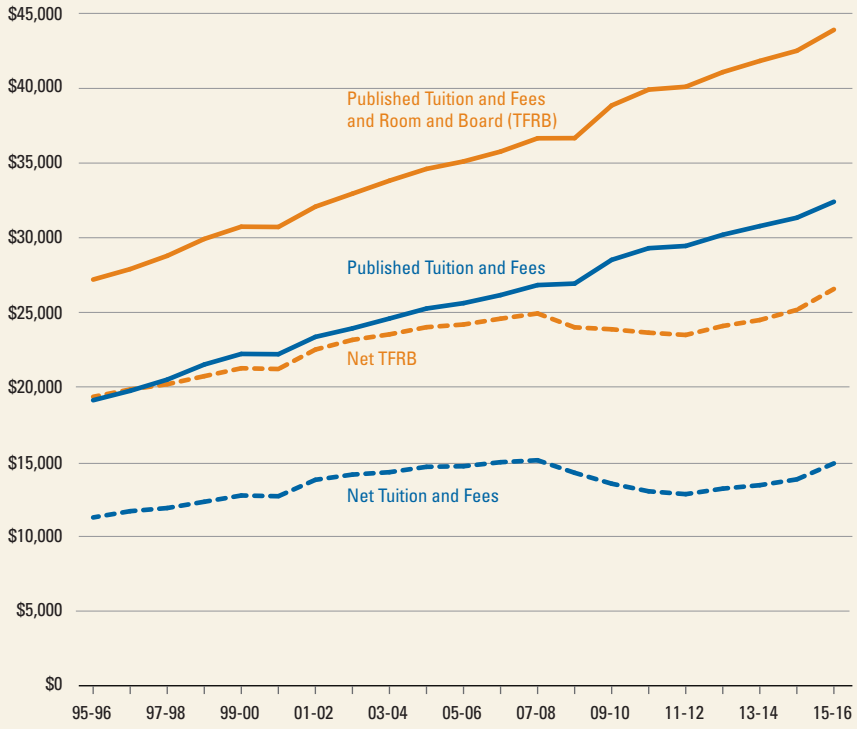
Average Published and Net Prices and Total Grant Aid per Student in 2015 Dollars, Full-Time In-State Undergraduate Students at Public Four-Year Institutions, 1995-96 to 2015-16, Selected Years

	95-96	00-01	05-06	07-08	09-10	11-12	13-14	15-16
Published Tuition and Fees	$4,400	$4,840	$6,710	$7,090	$7,840	$8,740	$9,080	$9,410
Published Room and Board	$6,150	$6,820	$8,090	$8,440	$9,040	$9,380	$9,700	$10,140
Published Tuition and Fees and Room and Board	$10,550	$11,660	$14,800	$15,530	$16,880	$18,120	$18,780	$19,550
Net Tuition and Fees	$2,300	$1,690	$2,880	$3,070	$2,570	$3,380	$3,620	$3,980
Net TFRB	$8,450	$8,510	$10,970	$11,510	$11,610	$12,760	$13,320	$14,120
Grant Aid and Tax Benefits per Student	$2,100	$3,150	$3,830	$4,020	$5,270	$5,360	$5,460	$5,430

Average Net Price: Private Nonprofit Four-Year

In 2015-16, after considering grant aid and federal education tax credits and deductions, full-time students at private nonprofit four-year institutions pay average net tuition and fees of about $15,000, compared to an average published price of $32,410.

FIGURE 13 Average Published and Net Prices in 2015 Dollars, Full-Time Undergraduate Students at Private Nonprofit Four-Year Institutions, 1995-96 to 2015-16



NOTES: Because information on grant aid and education tax benefits for 2015-16 is not yet available, the net price for 2015-16 is estimated based on 2014-15 financial aid data. Prices and grant aid are rounded to the nearest $10.

SOURCES: The College Board, Annual Survey of Colleges; *Trends in Student Aid 2015.*

– About 70% of the $17,520 in aid per student that lowers net prices comes from colleges and universities in the form of discounts from their published prices.

– Average net tuition and fees in the private nonprofit four-year sector have increased for four consecutive years, but have not yet reached their 2007-08 peak of $15,100 (in 2015 dollars).

– The average net tuition and fees and room and board price is about $1,470 (in 2015 dollars) higher in 2015-16 than it was in 2007-08.

ALSO IMPORTANT:

– In 2011-12, 67% of full-time students at private nonprofit four-year institutions received grant aid from their institutions. Thirty-six percent received federal grant aid and 24% received state grant aid. (NCES, NPSAS, 2012)

Average Published and Net Prices and Total Grant Aid per Student in 2015 Dollars, Full-Time Undergraduate Students at Private Nonprofit Four-Year Institutions, 1995-96 to 2015-16, Selected Years

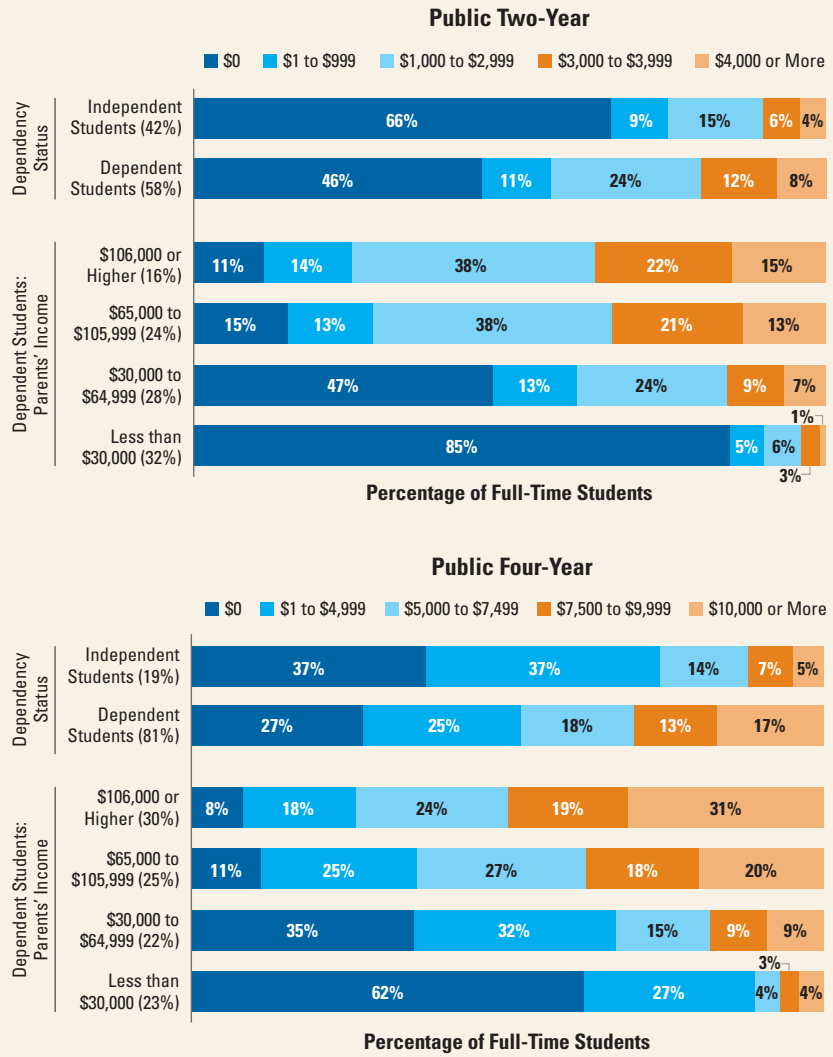
	95-96	00-01	05-06	07-08	09-10	11-12	13-14	15-16
Published Tuition and Fees	$19,120	$22,200	$25,620	$26,830	$28,520	$29,450	$30,780	$32,410
Published Room and Board	$8,080	$8,520	$9,490	$9,830	$10,340	$10,660	$11,060	$11,510
Published Tuition and Fees and Room and Board (TFRB)	$27,200	$30,720	$35,110	$36,660	$38,860	$40,110	$41,840	$43,920
Net Tuition and Fees	$11,270	$12,690	$14,700	$15,100	$13,530	$12,830	$13,430	$14,890
Net TFRB	$19,350	$21,210	$24,190	$24,930	$23,870	$23,490	$24,490	$26,400
Grant Aid and Tax Benefits per Student	$7,850	$9,510	$10,920	$11,730	$14,990	$16,620	$17,350	$17,520

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Net Price by Income: Public Institutions

In 2011-12, 85% of full-time dependent students from families with incomes below $30,000 attending public two-year colleges received enough grant aid to cover their entire tuition and fees.

FIGURE 14 Distribution of Net Tuition and Fees at Public Institutions by Dependency Status and Family Income, 2011-12



NOTES: Percentages on the vertical axis are percentages of full-time students in each group. Unlike the net price estimates in Figures 11, 12, and 13, these calculations subtract only grant aid — not education tax credits and deductions — from the published price to determine the net price. Includes full-time students who were U.S. citizens or permanent residents. Percentages may not sum to 100 because of rounding.

SOURCES: NCES, National Postsecondary Student Aid Study, 2012; PowerStats calculations by the authors.

– In 2011-12, 62% of dependent students from families with incomes below $30,000 attending public four-year colleges and universities received enough grant aid to cover their entire tuition and fees.

– These low-income students faced total budgets, including housing, food, books, and other expenses, that exceeded their grant aid by an average of $8,090 at public two-year colleges and $12,000 in the public four-year sector.

– Among dependent students from families with incomes of $106,000 or higher enrolled in public four-year institutions, 31% paid net tuition and fees of $10,000 or more in addition to the other expenses in their budgets.

– In 2011-12, 66% of independent students attending public two-year colleges and 37% of those in public four-year institutions received enough grant aid to cover their tuition and fees. They faced average net budgets of $12,100 and $16,300, respectively.

ALSO IMPORTANT:

– In addition to the grant aid incorporated in Figure 14, the federal government provided about $17 billion in education tax credits and deductions to undergraduate students, which helped students and families pay college expenses in 2011-12. (*Trends in Student Aid 2015*, online Table 2)

Average Net Budget for Full-Time Students

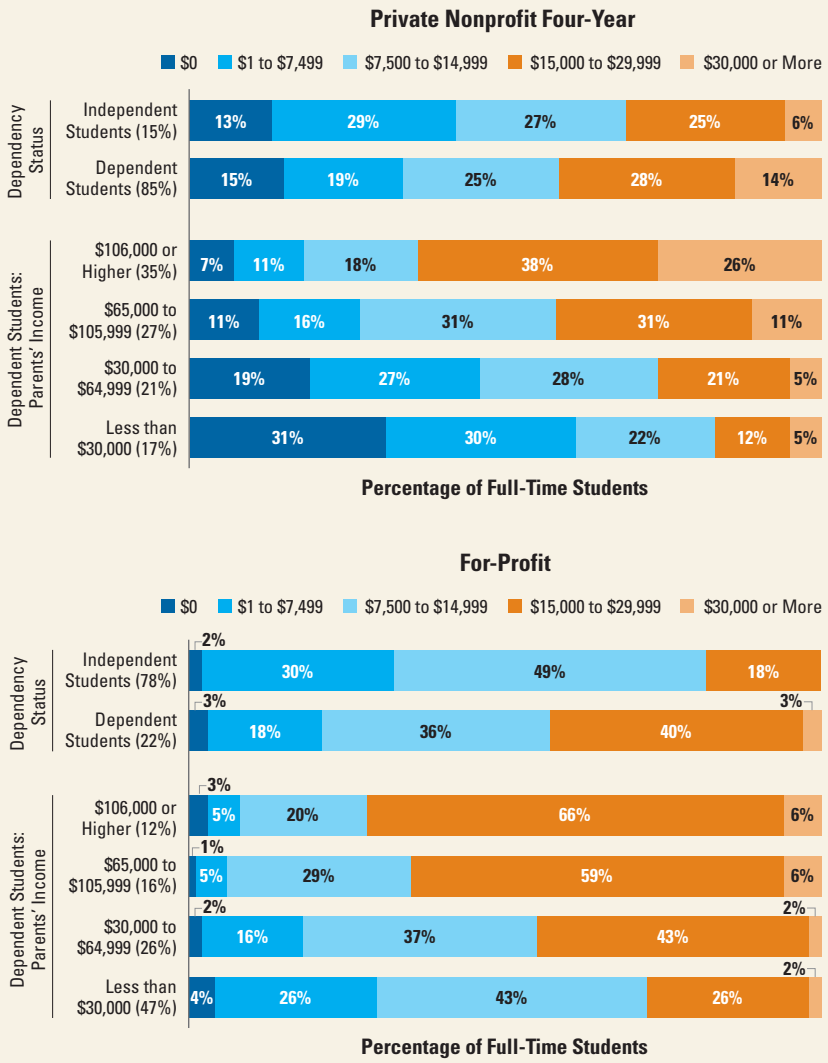
	Public Two-Year	Public Four-Year
Independent Students	$12,100	$16,300
Dependent Students	$11,050	$18,130
Dependent Students: Parents' Income		
Less than $30,000	$8,090	$12,000
$30,000 to $64,999	$11,020	$15,940
$65,000 to $105,999	$13,300	$20,180
$106,000 or Higher	$13,800	$22,650

NOTES: Total budget includes tuition and fees, room and board, books and supplies, transportation, and other living expenses. Net budget is total budget less all grant aid.

Net Price by Income: Private Institutions

In 2011-12, 31% of full-time dependent students from families with incomes below $30,000 attending private nonprofit four-year colleges received enough grant aid to cover their entire tuition and fees.

FIGURE 15 Distribution of Net Tuition and Fees at Private Institutions by Dependency Status and Family Income, 2011-12



NOTES: Percentages on the vertical axis are percentages of full-time students in each group. Unlike the net price estimates in Figures 11, 12, and 13, these calculations subtract only grant aid — not education tax credits and deductions — from the published price to determine the net price. Includes full-time students who were U.S. citizens or permanent residents. Percentages may not sum to 100 because of rounding.

SOURCES: NCES, National Postsecondary Student Aid Study, 2012; PowerStats calculations by the authors.

– In 2011-12, 4% of dependent students from families with incomes below $30,000 attending for-profit institutions received enough grant aid to cover their entire tuition and fees.

– These low-income students faced total budgets, including housing, food, books, and other expenses, that exceeded their grant aid by an average of $19,520 at private nonprofit four-year colleges and $24,270 in the for-profit sector.

– In 2011-12, 64% of dependent students in the private nonprofit four-year sector from families with incomes of $106,000 or higher and 17% of those from families with incomes below $30,000 paid net tuition and fees of $15,000 or more. In the for-profit sector, these proportions were 72% and 28%.

– In 2011-12, 13% of independent students attending private nonprofit four-year institutions and 2% of those in for-profit institutions received enough grant aid to cover their tuition and fees. They faced average net budgets of $24,670 and $24,450, respectively.

ALSO IMPORTANT:

– In addition to the grant aid incorporated in Figure 15, the federal government provided about $17 billion in education tax credits and deductions to undergraduate students, which helped students and families pay college expenses in 2011-12. (*Trends in Student Aid 2015*, online Table 2)

Average Net Budget for Full-Time Students

	Private Nonprofit Four-Year	For-Profit
Independent Students	$24,670	$24,450
Dependent Students	$28,220	$27,340
Dependent Students: Parents' Income		
Less than $30,000	$19,520	$24,270
$30,000 to $64,999	$22,940	$27,250
$65,000 to $105,999	$28,640	$32,280
$106,000 or Higher	$35,250	$33,120

Institutional Revenues: State Funding

State funding per full-time equivalent (FTE) student in public institutions declined from a high of $10,110 (in 2014 dollars) in 2000-01 to $6,960 in 2012-13, and rose to $7,540 in 2014-15.

FIGURE 16A Annual Percentage Change in Inflation-Adjusted Per-Student State Funding for Higher Education and in Tuition and Fees at Public Institutions, 1984-85 to 2014-15

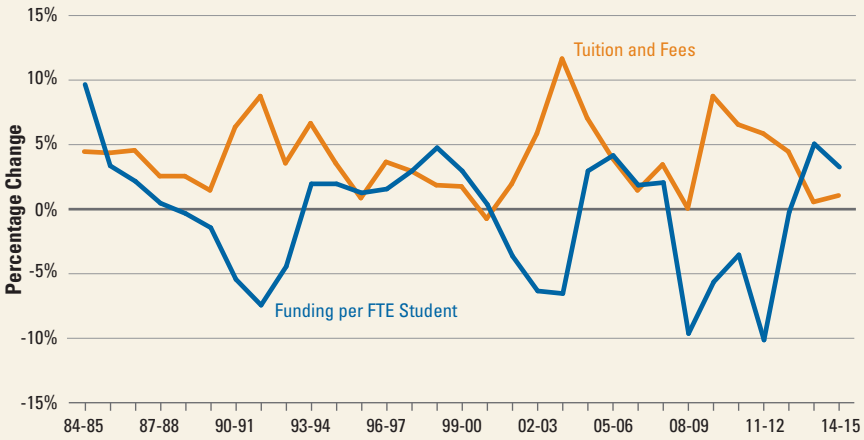
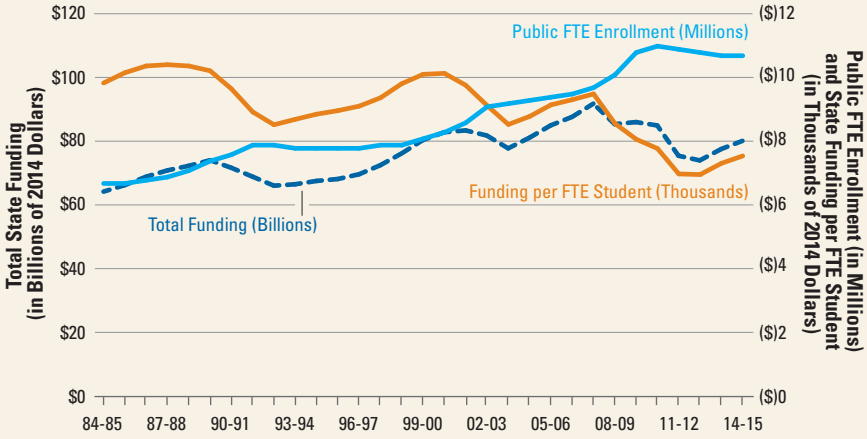


FIGURE 16B Total and Per-Student State Funding for Higher Education in 2014 Dollars and Public FTE Enrollment, 1984-85 to 2014-15



NOTES: Enrollment figures are fall FTE enrollments for public two-year and four-year institutions, with fall 2014 estimated at fall 2013 levels. Funding is for both two-year and four-year institutions and includes tax revenues and other state funds for higher education, but excludes funding for capital expenditures. Tuition and fees reflect an FTE enrollment-weighted average of two-year and four-year prices.

SOURCES: The College Board, Annual Survey of Colleges; Illinois State University, Grapevine reports; NCES, *Digest of Education Statistics 2013*, Table 307.10; NCES, IPEDS fall 2013 enrollment data; calculations by the authors.

– States appropriated $81 billion for public higher education operations in 2014-15, 3% less (in 2014 dollars) than in 2000-01. Public FTE enrollments rose 30% over these 14 years.

– Although appropriations per student rose between 2012-13 and 2014-15, the $7,540 in 2014-15 was 14% lower in 2014 dollars than the 2004-05 amount.

– The sharp declines in per-student state funding in recent years were accompanied by rapid increases in public college tuition and fees. Since state funding started to recover in 2013-14, tuition increases have been much smaller.

ALSO IMPORTANT:

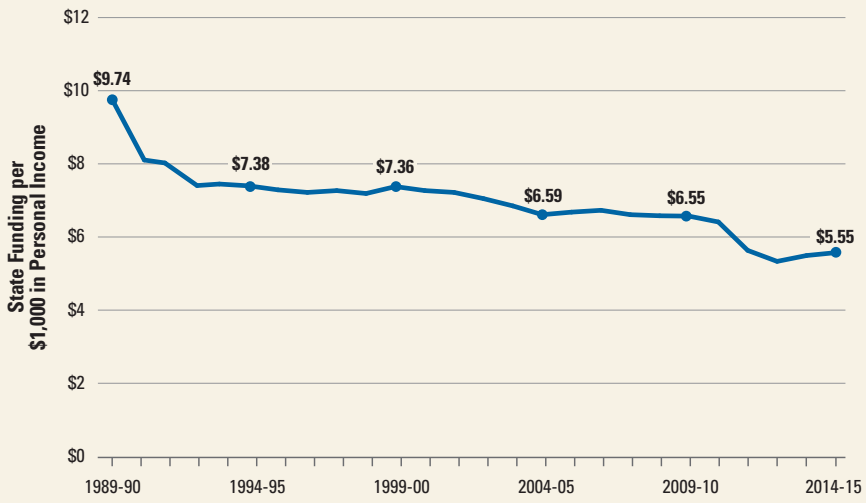
– From fall 2003 to fall 2013, total FTE enrollment in public institutions in the United States increased by 16%. Changes in enrollment ranged from a decline of 1% in Illinois to increases of 26% in Florida and 28% in Oregon and Georgia. (Figure 27)

– Between 2009-10 and 2014-15, total inflation-adjusted state funding for higher education increased by 32% in Illinois and by 19% in North Dakota. Appropriations declined by 29% in Arizona and 32% in Louisiana, and by more than 15% in 10 additional states. (Illinois State University, Grapevine data, Table 1; calculations by the authors)

Institutional Revenues: State Funding

The portion of state resources going to support higher education, measured by funding per $1,000 in personal income, declined from $9.74 in 1989-90 to $7.36 in 1999-00, to $6.55 in 2009-10, and to $5.55 in 2014-15.

FIGURE 17A Average State Funding for Higher Education per $1,000 in Personal Income, 1989-90 to 2014-15



NOTE: The Bureau of Economic Analysis (BEA) measure of personal income is the sum of income from all sources received by individuals, including earnings (net of social insurance taxes but not income taxes), interest, dividends, rental income, and transfer payments.

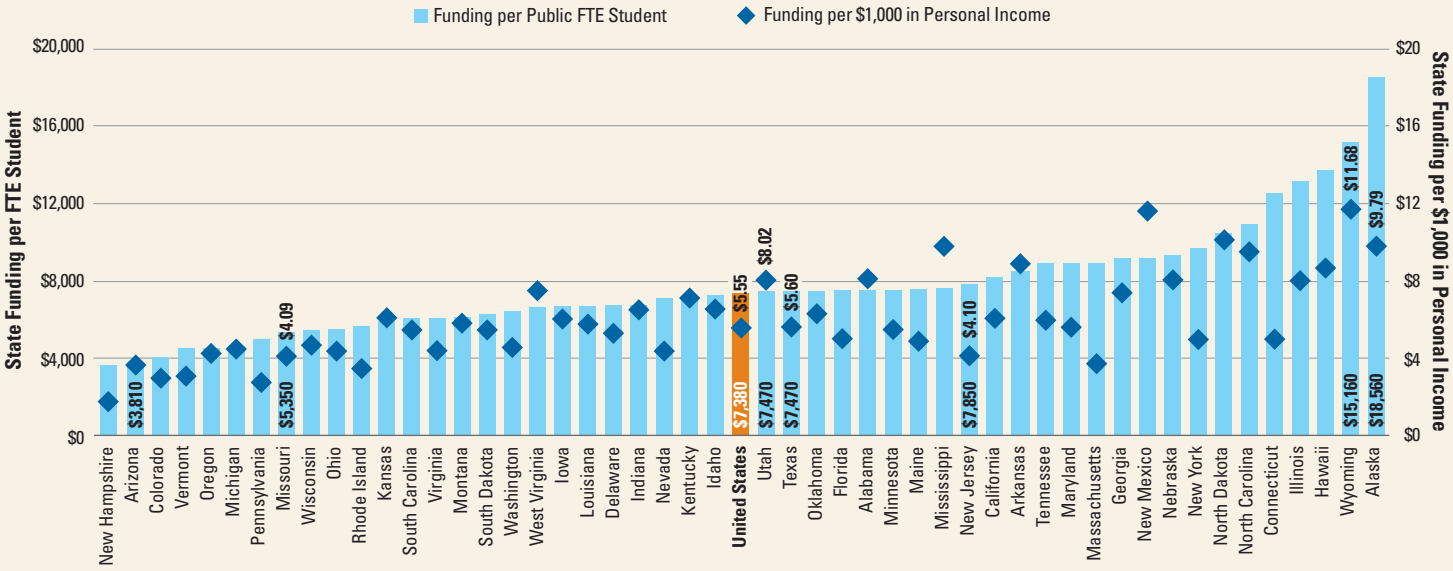
SOURCES: Illinois State University, Grapevine reports; calculations by the authors.

- In 2014-15, state funding per full-time equivalent (FTE) student for the operating expenses of public colleges and universities ranged from $3,660 in New Hampshire and $3,810 in Arizona to $15,160 in Wyoming and $18,560 in Alaska.
- A given level of funding per $1,000 in personal income yields higher per-student support in states with higher levels of personal income (and also in states with lower college enrollment rates). For example:
  - Both Missouri and New Jersey provided about $4.10 per $1,000 in personal income, but Missouri's $5,350 in fiscal support per FTE student was considerably smaller than New Jersey's $7,850 figure.
  - Texas and Utah each provided $7,470 per student in funding, but Texas provided $5.60 per $1,000 in personal income while Utah provided $8.02.

ALSO IMPORTANT:

- Between 2009-10 and 2014-15, state funding for higher education declined by 10% or more (after adjusting for inflation) in 25 states.

FIGURE 17B State Funding for Higher Education per Student and per $1,000 in Personal Income by State, 2014-15



SOURCES: Illinois State University, Grapevine reports; calculations by the authors.

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Institutional Revenues

Over the five years from 2007-08 to 2012-13, net tuition revenue per full-time equivalent (FTE) student grew by a total of 6% (in inflation-adjusted dollars) at private nonprofit doctoral universities, by 7% at private master's universities, and by 1% at private nonprofit bachelor's colleges.

FIGURE 18A Institutional Revenues per Full-Time Equivalent (FTE) Student in 2012 Dollars at Private Nonprofit Institutions, 2002-03, 2007-08, and 2012-13

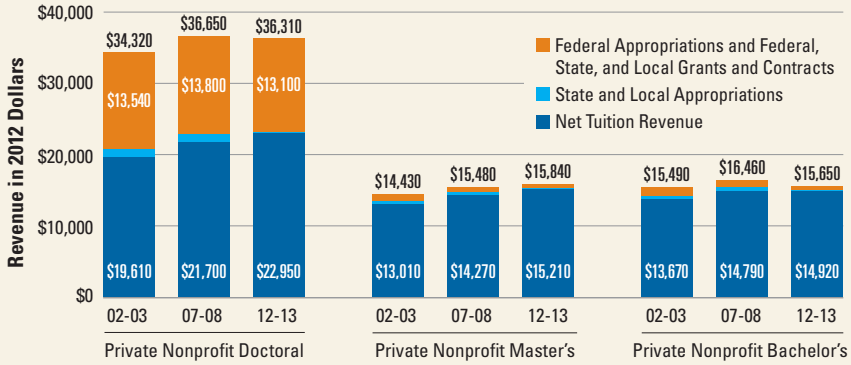
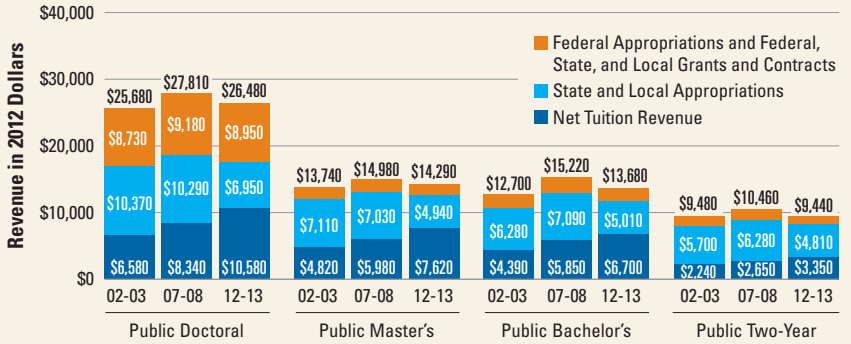


FIGURE 18B Institutional Revenues per Full-Time Equivalent (FTE) Student in 2012 Dollars at Public Institutions, 2002-03, 2007-08, and 2012-13



NOTES: Net tuition revenue is the amount of revenue an institution takes in from tuition and fees, net of all institutional grant aid provided to students. Some of this revenue comes in the form of financial aid to students from federal and state governments and from other sources. Figures 18A and 18B exclude revenues from private gifts, investment returns, and endowment income, which fluctuate considerably at many institutions from year to year. Institutional averages are weighted by 12-month FTE enrollments.

SOURCES: The Delta Cost Project, 2000-01 to 2009-10; NCES, IPEDS 2012-13 finance data; calculations by the authors.

Percentage of Institutional Revenues from Various Sources

Revenue Source		Public				Private Nonprofit		
		Doctoral	Master's	Bachelor's	Two-Year	Doctoral	Master's	Bachelor's
Net Tuition Revenue	2002-03	26%	35%	35%	24%	57%	90%	88%
	2007-08	30%	40%	38%	25%	59%	92%	90%
	2012-13	40%	53%	49%	35%	63%	96%	95%
State and Local Appropriations	2002-03	40%	52%	49%	60%	3%	3%	3%
	2007-08	37%	47%	47%	60%	3%	3%	4%
	2012-13	26%	35%	37%	51%	1%	0%	0%
Federal Appropriations and Federal, State, and Local Grants and Contracts	2002-03	34%	13%	16%	16%	39%	7%	9%
	2007-08	33%	13%	15%	15%	38%	5%	7%
	2012-13	34%	12%	14%	14%	36%	4%	4%

– Between 2007-08 and 2012-13, net tuition revenue per FTE student grew between 26% and 27% (in inflation-adjusted dollars) at public doctoral and master's universities and at public two-year colleges.

– In 2002-03, state and local appropriations ranged from 40% of revenues at public doctoral universities to 60% at public two-year colleges. By 2012-13, this source of revenue for public institutions had declined to 26% at doctoral universities and to 51% at two-year colleges.

– Between 2002-03 and 2012-13, the composition of revenues changed less at private nonprofit than at public institutions. However, net tuition revenues grew from 57% of the total to 63% at private nonprofit doctoral universities, from 90% to 96% at private nonprofit master's universities, and from 88% to 95% at private nonprofit bachelor's colleges.

ALSO IMPORTANT:

– Over the 10 years from 2002-03 to 2012-13, revenue from private gifts, investment returns, and endowment income at private doctoral universities was about 70% as large as the sum of the revenue sources described in Figure 18A.

– Revenues from private gifts, investment returns, and endowment income fluctuate markedly from year to year. These sources provided more than the income from other sources combined at private doctoral universities in 2006-07, but generated losses slightly greater than the total revenues from other sources in 2008-09.

– Revenues from auxiliary enterprises such as residence and dining facilities, hospitals, and independent operations, not included in Figures 18A and 18B, are usually dedicated to running those operations.

Institutional Revenues and Expenditures

In private nonprofit doctoral universities, educational expenditures per full-time equivalent (FTE) student were 3% higher in 2012-13 than in 2007-08, after adjusting for inflation. In public doctoral universities, expenditures per student were only 1% higher in 2012-13 than in 2007-08.

FIGURE 19A Net Tuition Revenues, Subsidies, and Education and Related Expenditures per Full-Time Equivalent (FTE) Student in 2012 Dollars at Private Nonprofit Institutions, 2002-03, 2007-08, and 2012-13

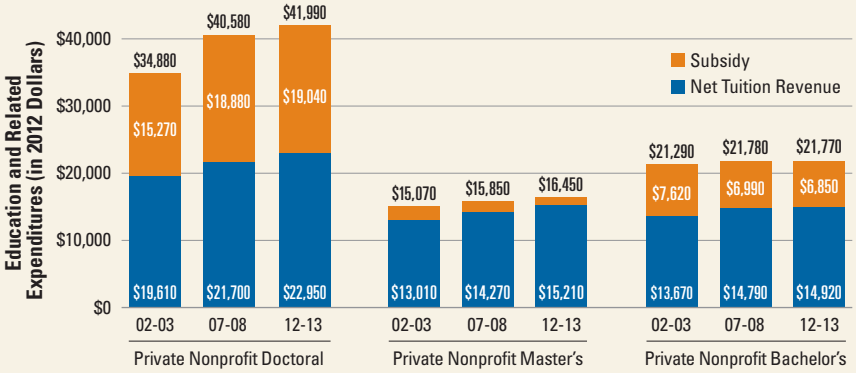
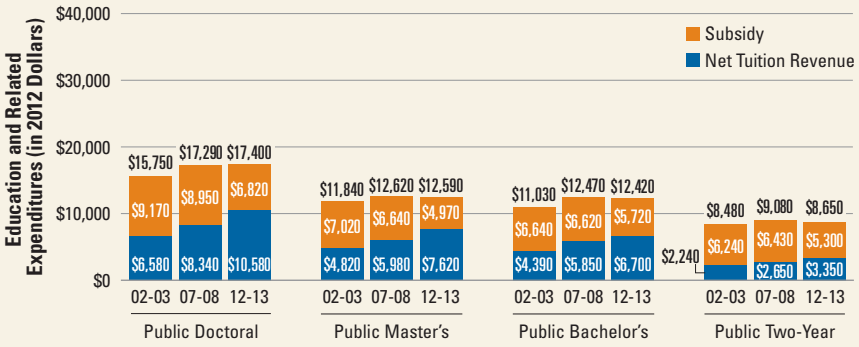


FIGURE 19B Net Tuition Revenues, Subsidies, and Education and Related Expenditures per Full-Time Equivalent (FTE) Student in 2012 Dollars at Public Institutions, 2002-03, 2007-08, and 2012-13



NOTES: Net tuition revenue is the amount of revenue an institution takes in from tuition and fees, net of all institutional grant aid provided to students. Some of this revenue comes in the form of financial aid from federal and state governments and other sources. Education and related expenditures include spending on instruction, student services, and the education share of spending on central academic and administrative support, as well as operations and maintenance. Expenditures for both undergraduate and graduate students are included in these estimates. Institutional averages are weighted by 12-month FTE enrollments.

SOURCES: The Delta Cost Project, 2000-01 to 2009-10; NCES, IPEDS 2012-13 finance data; calculations by the authors.

– Growth in expenditures per FTE student was smaller between 2007-08 and 2012-13 than over the previous five years in all sectors of public and private nonprofit higher education. Educational expenditures per FTE student declined by 5% at public two-year colleges over these five years.

– From 2002-03 to 2012-13, educational expenditures per FTE student at public doctoral universities increased by 10% in inflation-adjusted dollars. Average net tuition revenues increased by 61%, while subsidies per FTE student declined by 26%, from $9,170 (in 2012 dollars) in 2002-03 to $6,820 in 2012-13.

– At public two-year colleges, educational expenditures per FTE student rose by 2% over the decade. Average net tuition revenues increased by 50%, while subsidies per FTE student declined by 15%, from $6,240 (in 2012 dollars) to $5,300.

ALSO IMPORTANT:

– Doctoral and master's universities enroll both undergraduate and graduate students while bachelor's institutions enroll almost exclusively undergraduate students. Because average expenditures for graduate students are generally higher than average expenditures for undergraduate students, per-student revenues and expenditures at different types of institutions are not strictly comparable.

– In addition to the amounts included in "educational and related expenditures," institutional budgets also include expenditures for other purposes such as research, public service, and auxiliary enterprises.

Percentage of Education and Related Expenditures Covered by Net Tuition Revenues

	Public			
	Doctoral	Master's	Bachelor's	Two-Year
2002-03	42%	41%	40%	26%
2007-08	48%	47%	47%	29%
2012-13	61%	61%	54%	39%

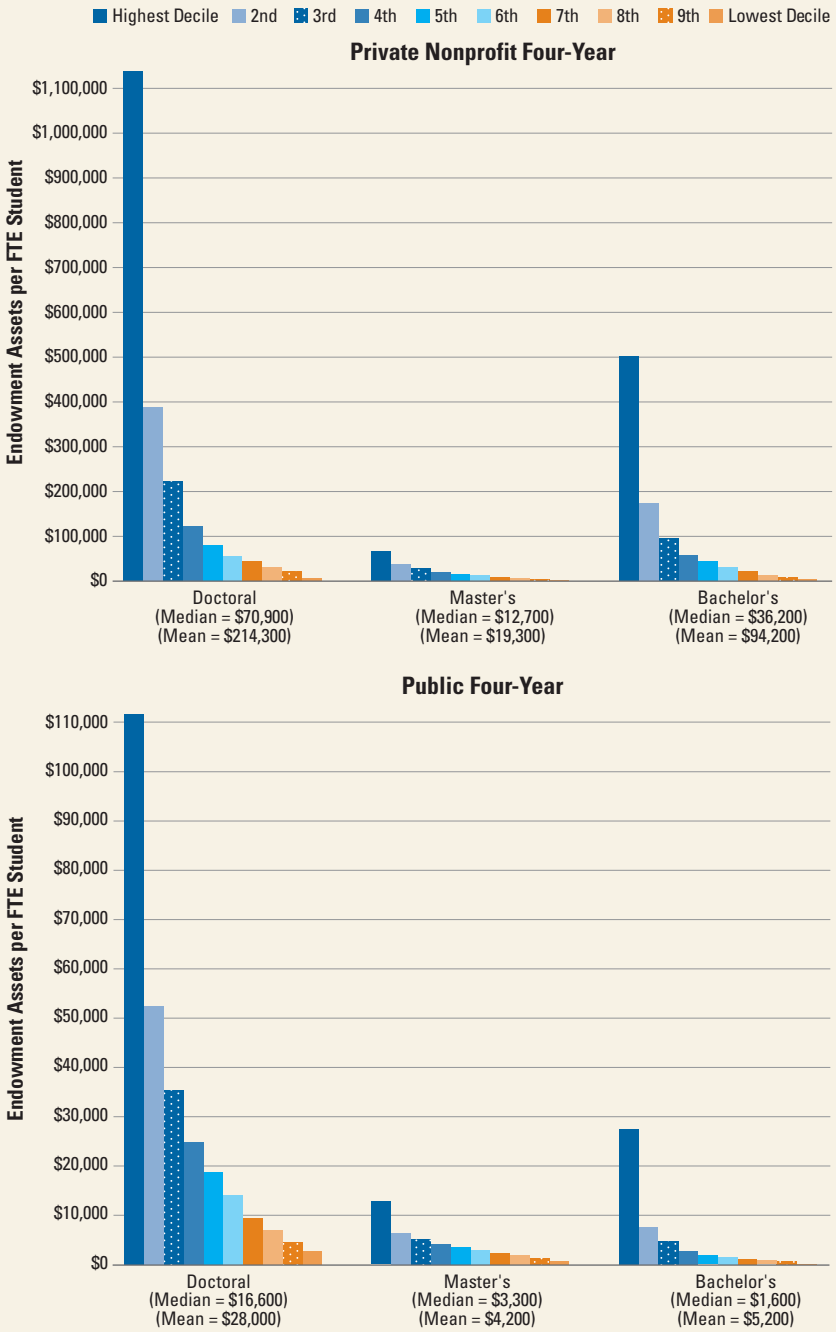
	Private Nonprofit		
	Doctoral	Master's	Bachelor's
2002-03	56%	86%	64%
2007-08	53%	90%	68%
2012-13	55%	92%	69%

 For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Endowments

In 2012-13, the 10% of students enrolled in the private doctoral universities with the highest endowments per student benefited from endowments averaging $1.14 million per full-time equivalent (FTE) student. The median endowment per FTE student in this sector was $70,900.

FIGURE 20 Endowment Assets per Full-Time Equivalent Student at Four-Year Colleges and Universities by Decile, 2012-13



– There is a wide range of institutional wealth even within the top decile of private doctoral universities. In 2012-13, endowment per FTE student at the 10 universities in the top decile ranged from $490,000 to $2.28 million. Assuming a 4% annual spending rate, this yields annual budget supplements ranging from about $20,000 per FTE student to over $90,000.

– In 2012-13, the 10% of students enrolled in the private nonprofit bachelor's colleges with the highest endowments per student benefited from endowments averaging $501,500 per FTE student. The median endowment per student in this sector was $36,200.

– Four out of 11 public doctoral universities in the top decile had endowments exceeding $100,000 per FTE student in 2012-13. The median for this sector was $16,600.

ALSO IMPORTANT:

– In 2012-13, 10 private doctoral universities held 44% of the total endowment assets of all private nonprofit four-year institutions combined; 10 public doctoral universities held 37% of the total endowment assets of all public four-year institutions combined.

– By law, the principal of some endowment funds must be preserved in perpetuity and restricted endowment funds can only be used to support purposes specified by the donor. Institutions have more flexibility over the use of unrestricted endowment funds.

– Average expenditures on graduate students are higher than average expenditures on undergraduate students, so endowment differences between doctoral universities and bachelor's institutions overstate the differences in the subsidies available to undergraduate students from endowment income.

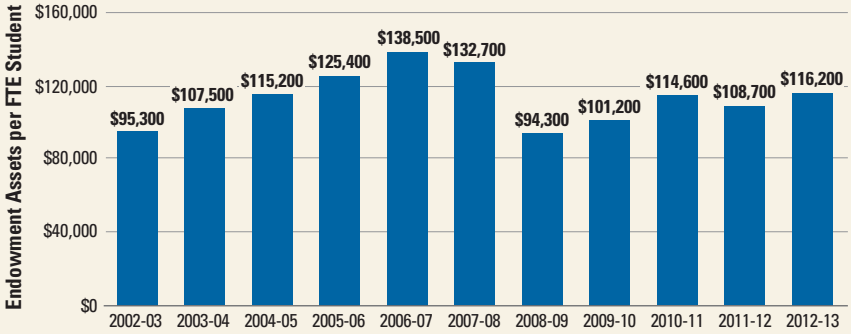
NOTES: The value of endowment assets is as of the end of FY13. Based on data for 108 private doctoral, 350 private master's, 459 private bachelor's, 171 public doctoral, 257 public master's, and 96 public bachelor's institutions. The average endowment per student for each decile is calculated by ordering the institutions in the sector by assets per student and by dividing the students in the sector into deciles. Total assets in institutions enrolling 10% of students in the sector are divided by the number of students in those institutions.

SOURCES: National Association of College and University Business Officers (NACUBO), 2014 NACUBO-Commonfund Study of Endowments; NCES, IPEDS finance data; calculations by the authors.

Endowments

At the end of 2012-13, the average endowment per full-time equivalent (FTE) student at private nonprofit colleges and universities was $116,200, 23% higher than the 2008-09 low, but 84% of the 2006-07 peak.

FIGURE 21A Private Nonprofit Four-Year College and University Endowment Assets per Full-Time Equivalent (FTE) Student in 2012 Dollars, 2002-03 to 2012-13



NOTES: The value of endowment assets is as of the end of June (i.e., June 2013 for 2012-13). Based on data from 1,005 private nonprofit institutions reporting each year from 2002-03 through 2012-13.

SOURCES: National Association of College and University Business Officers (NACUBO), 2014 NACUBO-Commonfund Study of Endowments; NCES, IPEDS finance data; calculations by the authors. Data are from NACUBO where available.

– Between 2002-03 and 2007-08, the percentage of their endowment values that private nonprofit institutions spent each year declined from an average of 5.2% to 4.4%. Over these years, average spending rates were similar across institutions with different endowment sizes.

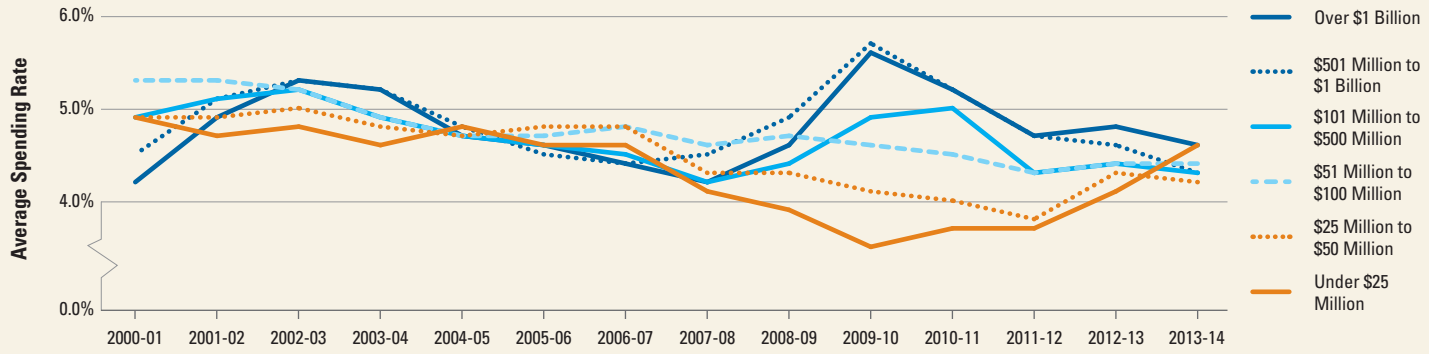
– In 2008-09 and 2009-10, institutions with endowments exceeding $500 million increased their spending rates sharply, while those with small endowments lowered their spending rates.

– Since 2011-12, average spending rates have converged and are similar across institutions.

ALSO IMPORTANT:

– Institutions with large endowments, where endowment income funds a significant portion of operating expenses, frequently base the draw from their endowment on an average of its values over three years. As a result, spending declines more slowly than asset values, raising the spending rate while endowments are declining.

FIGURE 21B Average Reported Spending Rates for College and University Endowments by Endowment Size, 2000-01 to 2013-14



SOURCE: National Association of College and University Business Officers (NACUBO), 2014 NACUBO-Commonfund Study of Endowments.

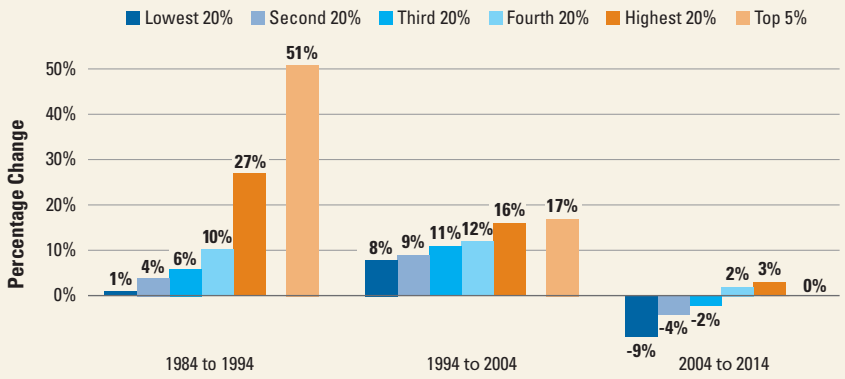
Average Reported Spending Rates for College and University Endowments, 2000-01 to 2013-14

Endowment Size	2000-01	2001-02	2002-03	2003-04	2004-05	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14
Under $25 Million	4.9%	4.7%	4.8%	4.6%	4.8%	4.6%	4.6%	4.1%	3.9%	3.5%	3.7%	3.7%	4.1%	4.6%
$25 Million to $50 Million	4.9%	4.9%	5.0%	4.8%	4.7%	4.8%	4.8%	4.3%	4.3%	4.1%	4.0%	3.8%	4.3%	4.2%
$51 Million to $100 Million	5.3%	5.3%	5.2%	4.9%	4.7%	4.7%	4.8%	4.6%	4.7%	4.6%	4.5%	4.3%	4.4%	4.4%
$101 Million to $500 Million	4.9%	5.1%	5.2%	4.9%	4.7%	4.6%	4.5%	4.2%	4.4%	4.9%	5.0%	4.3%	4.4%	4.3%
$501 Million to $1 Billion	4.5%	5.1%	5.3%	5.2%	4.8%	4.5%	4.4%	4.5%	4.9%	5.7%	5.2%	4.7%	4.6%	4.3%
Over $1 Billion	4.2%	4.9%	5.3%	5.2%	4.7%	4.6%	4.4%	4.2%	4.6%	5.6%	5.2%	4.7%	4.8%	4.6%

Family Income

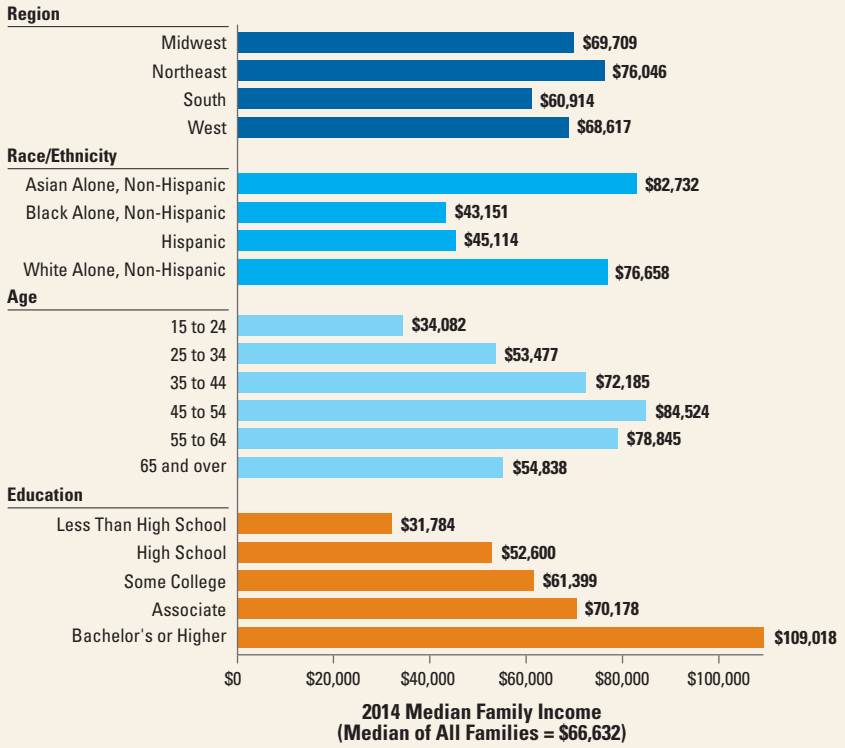
Inequality in family incomes increased in each of the three decades from 1984 to 2014. Over these 30 years, average income for the lowest 20% declined by $218 (1%) in 2014 dollars, average income for the highest 20% increased by $73,670 (51%), and average income for the highest 5% increased by $162,825 (79%).

FIGURE 22A Percentage Change in Inflation-Adjusted Mean Family Income by Quintile, 1984 to 1994, 1994 to 2004, and 2004 to 2014



	Lowest 20%	Second 20%	Third 20%	Fourth 20%	Highest 20%	Top 5%
$ Change 1984 to 2014	–$218	$3,296	$9,219	$20,633	$73,670	$162,825
% Change 1984 to 2014	–1%	9%	16%	25%	51%	79%
2014 Income Bracket	$29,099 or less	$29,100 to $52,696	$52,697 to $82,031	$82,032 to $129,005	$129,006 or higher	$230,030 or higher
2014 Mean Income	$16,110	$40,681	$66,899	$103,115	$217,021	$370,085

FIGURE 22B Median Family Income by Selected Characteristics, 2014



SOURCES: U.S. Census Bureau, Current Population Survey, 2015 Annual Social and Economic Supplement, Table F-1, Table F-3, Table F-5, and FINC-01; calculations by the authors.

– The average income for the middle 20% of families was $66,899 in 2014 — a 2% decline (after adjusting for inflation) over 10 years and a 16% increase over 30 years.

– The average income for the top 5% of families was $370,085 in 2014, about the same in real terms as the average income in 2004.

– The average income of the top 5% of families was 45% higher than the average income of the top 20% of families in 1984 and was 71% higher in 2014; average income for the top 20% of families was two and one-half times as high as average income for the middle 20% in 1984 and over three times as high in 2014; average income for the middle 20% of families was three and one-half times as high as average income for the lowest 20% in 1984 and over four times as high in 2014.

– In 2014, when median family income for all families was $66,632, median income for families headed by individuals ages 45 to 54 — the age bracket of most parents of traditional age college students — was $84,524 (27% higher than the overall median).

– In 2014, median income for black and Hispanic families was less than 60% of the median for white families.

– In 2014, the $109,018 median family income for families headed by a four-year college graduate was more than twice the median for families headed by a high school graduate.

ALSO IMPORTANT:

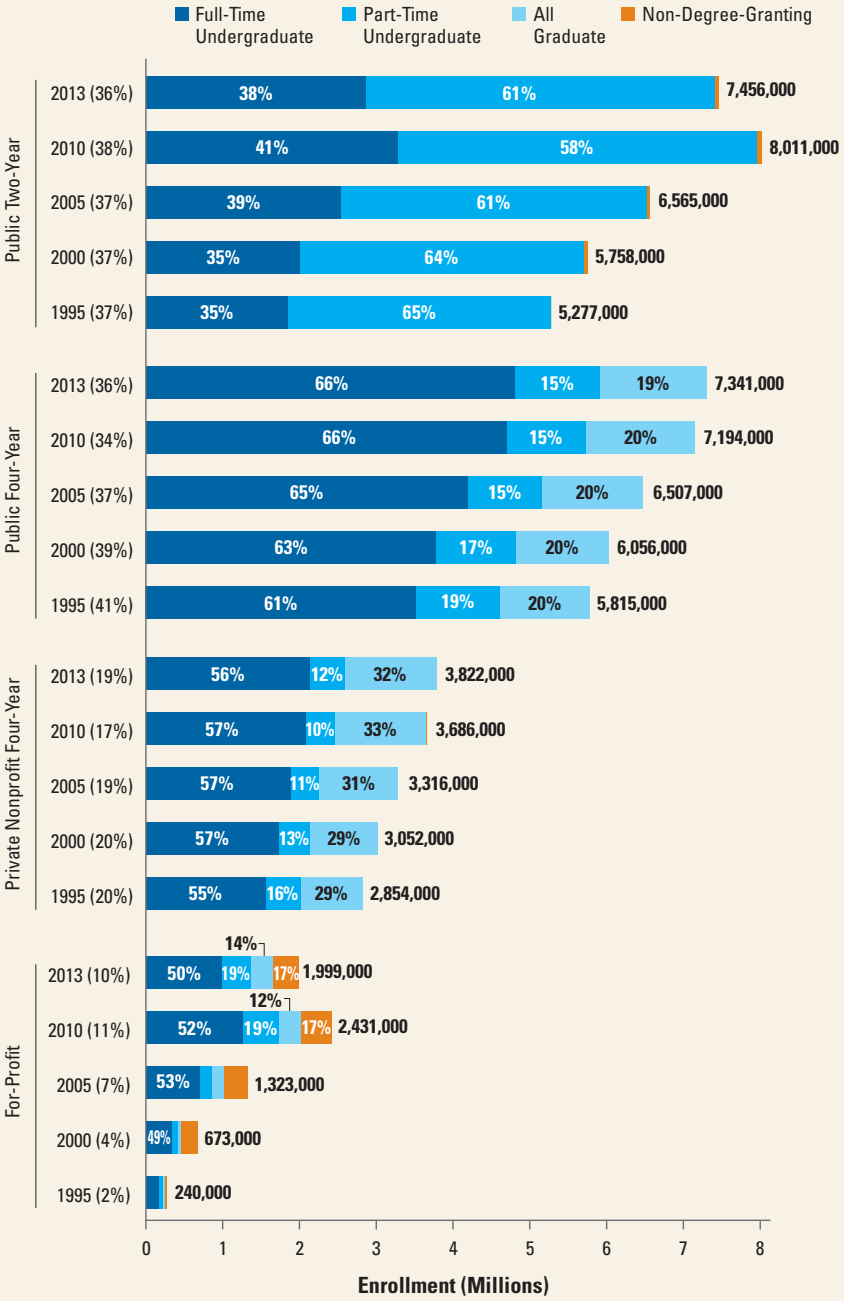
– The share of all income going to the 20% of families with the lowest incomes has steadily declined, from 4.8% in 1984 to 4.2% in 1994, to 4.0% in 2004, and to 3.6% in 2014. The share of income going to the top 5% of families rose from 15.4% in 1984 to 20.1% in 1994 and to 20.9% in 2004, and was 20.8% in 2014. (U.S. Census Bureau, Table F-2)

– Average published tuition and fees for in-state students attending public four-year colleges rose by $6,335 (in 2014 dollars) over this 30-year period — 69% of the increase in income ($9,219) of the middle 20% of families and 9% of the increase in income ($73,670) of the 20% of families in the highest income bracket. (*Trends in College Pricing 2015*, online Table 2; calculations by the authors)

Enrollment Patterns over Time

After increasing from 240,000 students in 1995 to 2.4 million in 2010, enrollment in the for-profit sector declined by 18%, to about 2 million in 2013. Between 2010 and 2013, enrollment declined by 7% in the public two-year sector and increased slightly in the public and private nonprofit four-year sectors.

FIGURE 23 Postsecondary Fall Enrollment by Attendance Status and Level of Enrollment (with Percentage of All Students Enrolled in Each Sector), 1995 to 2013, Selected Years



NOTES: Percentages on the y-axis represent the enrollment in each sector as a percentage of total enrollments. Four-year institution categories include only those institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher. Non-degree-granting institutions do not award associate, baccalaureate, or graduate degrees. Percentages may not sum to 100 because of rounding.

SOURCES: NCES, IPEDS enrollment data; calculations by the authors.

– Total postsecondary enrollment, which increased by 20% between 2005 and 2010, declined by 3% between 2010 and 2013.

– There were nearly 1.5 million more full-time undergraduate students and 1.0 million more part-time undergraduate students in 2013 than in 2005.

– The percentage of all undergraduate students who were enrolled full time increased from 58% in 1995 to 63% in 2013.

– In 2013, 42% of all graduate students were enrolled in private nonprofit four-year colleges and universities. In contrast, 20% of full-time and 7% of part-time undergraduate students were enrolled in this sector.

ALSO IMPORTANT:

– Figure 23, which defines four-year institutions as those where more than 50% of degrees/certificates awarded are bachelor's degrees or higher, reports that in 2013, 36% of all postsecondary students were enrolled in public four-year institutions and 36% were enrolled in public two-year institutions. Using the Department of Education's definition that includes in the four-year category institutions awarding any four-year degrees would raise the percentage in the four-year sector to 39% and lower the percentage in the two-year sector to 32%.

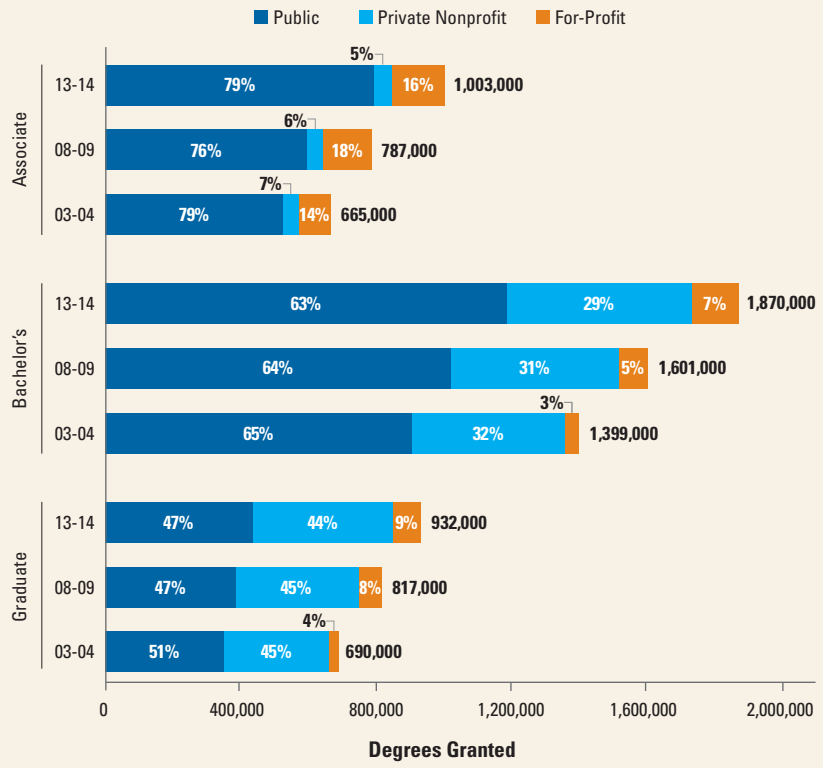
– Students enrolled in non-degree-granting institutions may be eligible for federal student aid if they are working toward certificates at accredited institutions.

– All of the students reported in Figure 23 were enrolled in institutions that participate in federal student aid programs. In the late 2000s, about 600,000 to 800,000 students were enrolled in for-profit institutions that do not participate in these programs. (S. Cellini & C. Goldin, "Does Federal Student Aid Raise Tuition? New Evidence on For-Profit Colleges," NBER Working Paper 17827)

Enrollment and Degrees Granted

In 2003-04, the for-profit sector awarded 14% of all associate, 3% of all bachelor's, and 4% of all graduate degrees. A decade later, this sector awarded 16% of all associate, 7% of bachelor's, and 9% of graduate degrees.

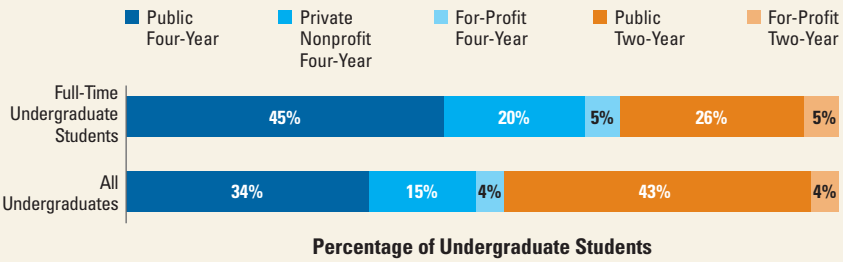
FIGURE 24 Degrees Granted by Type of Degree and Sector, 2003-04, 2008-09, and 2013-14



NOTES: Graduate degrees include master's, first professional, and doctoral degrees. Percentages may not sum to 100 because of rounding.

SOURCES: NCES, *Digest of Education Statistics 2013*, Table 318.40; *Postsecondary Institutions and Cost of Attendance in 2014-15*; *Degrees and Other Awards Conferred, 2013-14*; and *12-Month Enrollment, 2013-14: First Look (Preliminary Data)* (NCES 2015-097).

FIGURE 25 Undergraduate Enrollment by Sector, Fall 2013



NOTES: Four-year institution categories include only those institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher. Includes only students enrolled in degree-granting institutions. Excludes the 1% of students enrolled in private two-year nonprofit institutions.

SOURCES: NCES, IPEDS fall 2013 enrollment data; calculations by the authors.

– Just under half of the degrees awarded in 2013-14 were bachelor's degrees, 24% were graduate degrees, and 26% were associate degrees.

– Because 61% of public two-year college students were enrolled part time in fall 2013, students in this sector represented 43% of all undergraduate students, but only 26% of full-time undergraduate students.

– In fall 2013, 45% of full-time undergraduates — and 34% of all undergraduates — were enrolled in public four-year institutions.

ALSO IMPORTANT:

– In addition to the 17.5 million undergraduate students enrolled in degree-granting institutions in fall 2013, there were 472,000 undergraduates enrolled in non-degree-granting institutions. Seventy-three percent of these students attended for-profit institutions. Many non-degree-seeking students were working toward vocational certificates. (NCES, IPEDS data)

– Counting all institutions awarding any bachelor's degrees in the four-year category, as the National Center for Education Statistics does, would increase the percentage of all undergraduates enrolled in public four-year institutions from 34% to 39% and reduce the percentage in public two-year colleges from 43% to 38%.

Percentage of Undergraduate Students Enrolled Part Time by Sector, Fall 2013

	All Degree-Granting Institutions	Public		Private Nonprofit	For-Profit	
		Four-Year	Two-Year	Four-Year	Four-Year	Two-Year
Percentage Enrolled Part Time	37%	19%	61%	17%	34%	21%

Public Enrollment by State

In fall 2013, 22% of the full-time equivalent (FTE) enrollment in degree-granting public institutions in the United States was in either California or Texas.

FIGURE 26A Public Full-Time Equivalent (FTE) Enrollment in Degree-Granting Institutions by State, Fall 2013

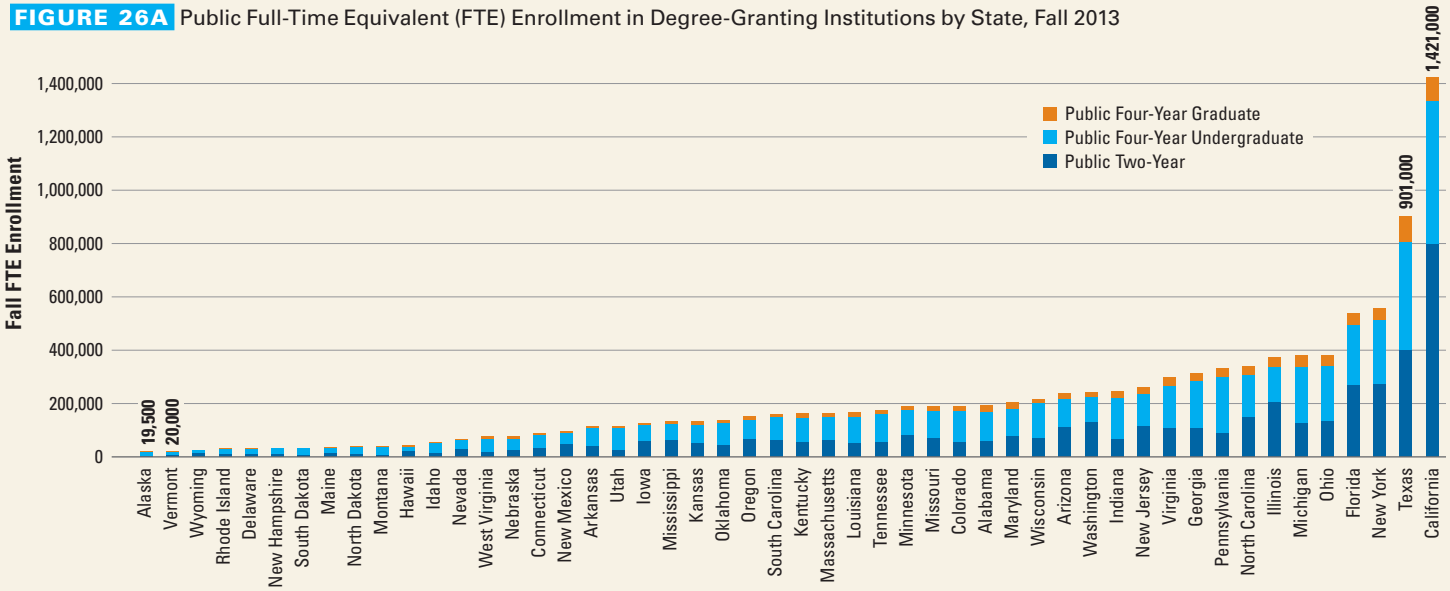
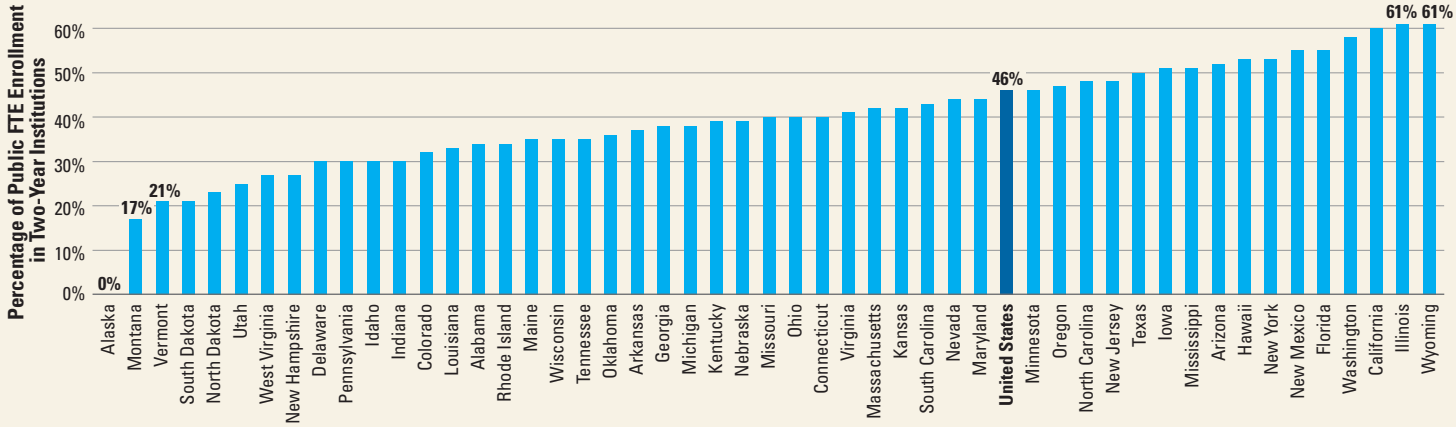


FIGURE 26B Percentage of All Public Full-Time Equivalent (FTE) Undergraduate Enrollment in Two-Year Institutions by State, Fall 2013



NOTES: Four-year institution categories include only those institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher. All of the students who are not included in the percentages reported in Figure 26B are enrolled in public four-year colleges and universities.

SOURCES: NCES, IPEDS fall 2013 enrollment data; calculations by authors.

– In some states, public two-year colleges can grant bachelor's degrees. The definition on which Figures 26A and 26B are based includes in the four-year category only institutions where more than half of the degrees/certificates awarded are bachelor's degrees or higher.

– In 2013, California and Texas accounted for 27% of the nation's FTE enrollment in public two-year colleges, 18% of undergraduate enrollment in public four-year institutions, and 19% of graduate students in public universities.

– Some state public higher education systems rely almost exclusively on four-year institutions, while in other states many students enroll in community colleges. In fall 2013, 60% of California's undergraduate FTE public enrollments and 61% of those in Illinois and Wyoming, but 17% of Montana's and 21% of South Dakota's and Vermont's, were in public two-year colleges.

– In 2013, two-year college enrollments accounted for 50% or more of public FTE undergraduate enrollments in 12 states. In six states, that percentage was below 25%.

ALSO IMPORTANT:

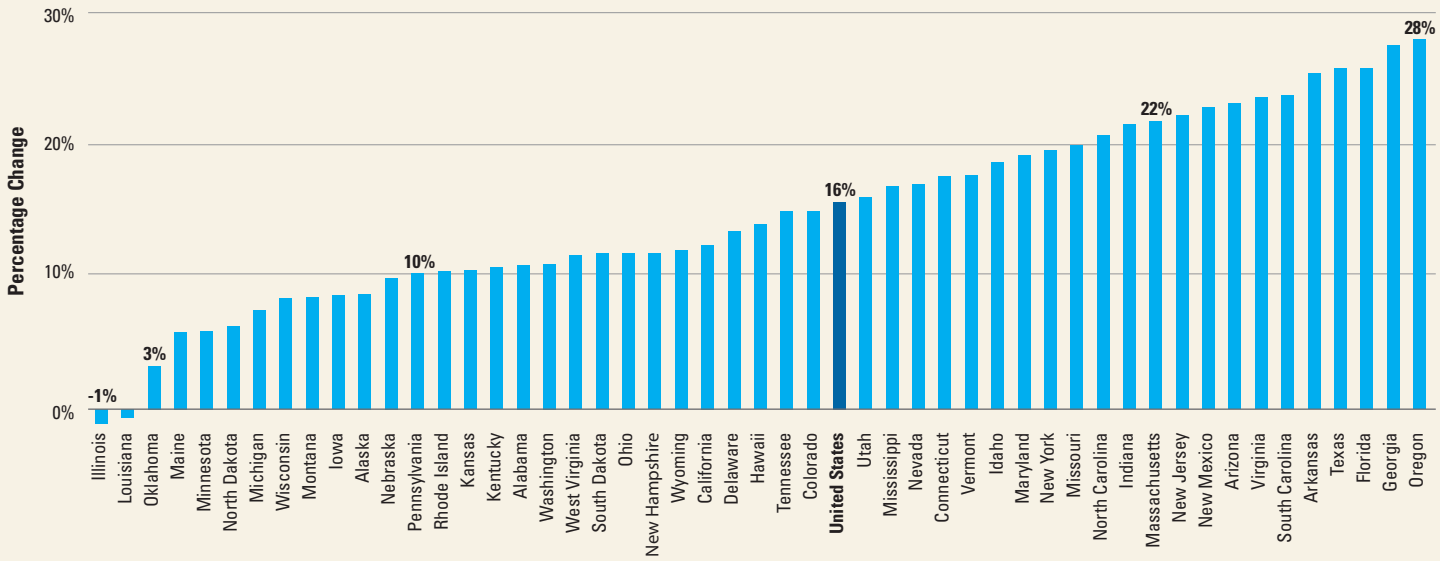
– Categorizing all institutions granting any four-year degrees as four-year institutions has the biggest impact in Florida, where the percentage of public undergraduate enrollments in two-year colleges declines from the 55% reported here to 7%.

For detailed data behind the graphs and additional information, please visit: **trends.collegeboard.org**.

Changes in Public Enrollment by State

Changes in full-time equivalent (FTE) public higher education enrollment between 2003 and 2013 ranged from a decline of 1% in Illinois to increases of 28% in Georgia and Oregon.

FIGURE 27 Percentage Change in Full-Time Equivalent (FTE) Enrollment in Public Institutions by State, Fall 2003 to Fall 2013



NOTE: Based on undergraduate and graduate FTE fall enrollment in degree-granting public two-year and four-year institutions.

SOURCES: NCES, IPEDS fall 2013 enrollment data; calculations by the authors.

– FTE enrollment in public institutions in the United States increased by 1.4 million between fall 2003 and fall 2013. Texas accounted for 13% of these new enrollments, California for 11%, Florida for 8%, and New York for 6%.

– In 12 states, enrollment in public institutions either declined or increased by less than 10% between 2003 and 2013. In 14 states, enrollment increased by more than 20%.

– Between 2003 and 2013, public enrollment in the 10 states with the smallest postsecondary student bodies increased by 10%, from 279,500 to 307,800. Enrollment in the 10 largest states increased by 16%, from 4.77 million to 5.54 million.

– Rates of enrollment growth varied across states within each region of the country. For example, over the decade, public college enrollment grew by 3% in New Hampshire and 21% in Massachusetts; by 4% in Washington and 26% in Idaho; and by 5% in Oklahoma and 30% in Texas.

ALSO IMPORTANT:

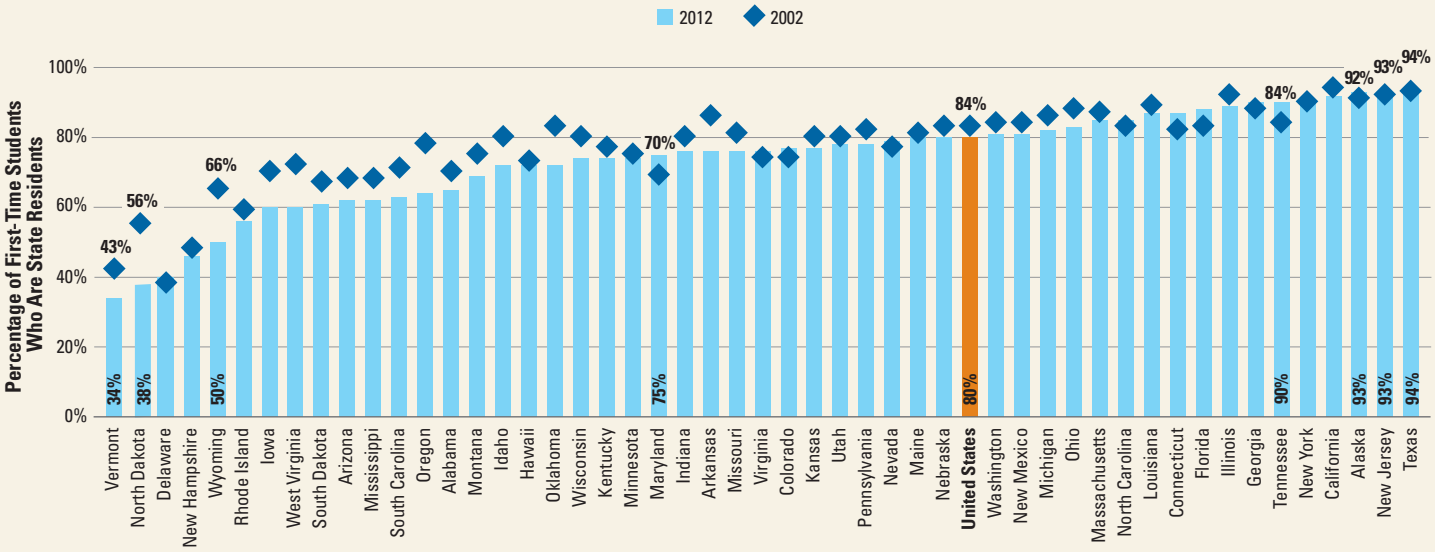
– In the nation as a whole, between 2003 and 2013, growth in public two-year enrollments (19%) was more rapid than growth in public four-year enrollments (13%).

– In some states, growth in total public enrollment was rapid between fall 2003 and 2008, but slowed over the second half of the decade. In other states, the pattern was reversed. For example, in California, enrollment increased by 13% between 2003 and 2008, but fell by 4% between 2008 and 2013. In Colorado, enrollment was 1% lower in 2008 than in 2003, but rose by 15% over the next five years.

Migration

The percentage of first-time public four-year college students who were residents of the states in which they were enrolled declined from 84% in fall 2002 to 80% in fall 2012.

FIGURE 28 Percentage of First-Time Students at Public Four-Year Institutions Who Were State Residents, Fall 2002 and Fall 2012



NOTE: Four-year institution categories include only those institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher.

SOURCES: NCES, IPEDS enrollment data; calculations by the authors.

– In fall 2012, the percentage of first-time students at public four-year institutions who were state residents ranged from 34% in Vermont and 38% in North Dakota to 93% in Alaska and New Jersey and 94% in Texas.

– The largest declines between fall 2002 and fall 2012 in the proportion of students who were state residents were 18 percentage points in North Dakota (from 56% to 38%) and 16 percentage points in Wyoming (from 66% to 50%).

– In 10 states, the percentage of first-time students at public four-year institutions who were state residents increased between fall 2002 and fall 2012. The largest increases were 5 percentage points in Maryland (from 70% to 75%) and 6 percentage points in Tennessee (from 84% to 90%).

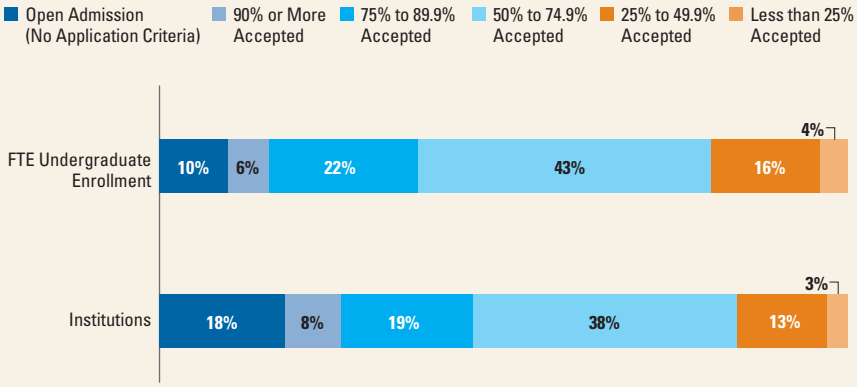
ALSO IMPORTANT:

– Figure 28 categorizes only institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher as four-year institutions. Using the IPEDS definition, which counts any institution offering bachelor's degrees as a four-year institution, would increase the percentage of students who were state residents in fall 2012 from 80% to 82%. The additional institutions counted as four-year by the IPEDS definition are primarily community colleges offering a small number of bachelor's degrees. These institutions enroll relatively small numbers of out-of-state students.

Selectivity and Completion

In 2013-14, only 3% of the four-year degree-granting colleges and universities in the United States accepted less than 25% of their applicants, while 45% of these institutions accepted 75% or more of their applicants.

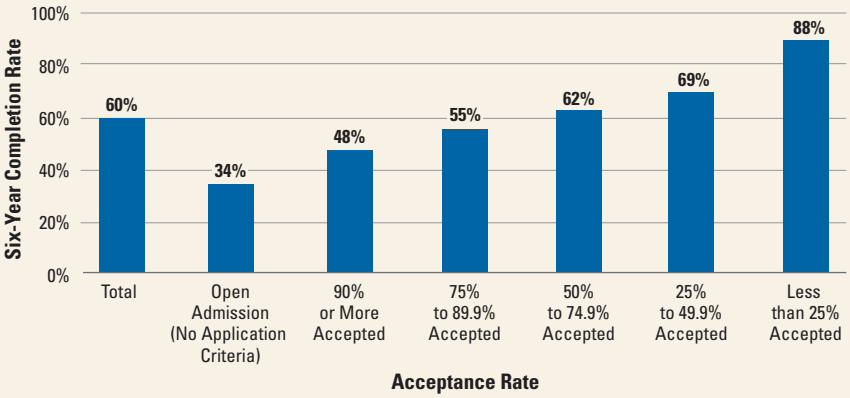
FIGURE 29A Percentage Distribution of Four-Year Degree-Granting Institutions and of Fall Full-Time Equivalent (FTE) Undergraduate Enrollment by Acceptance Rate, 2013-14



NOTES: Includes institutions where more than 50% of degrees/certificates awarded are bachelor's degrees or higher. Excludes institutions not enrolling first-time degree-/certificate-seeking undergraduates and U.S. service academies.

SOURCES: NCES, IPEDS fall 2013 data; calculations by the authors.

FIGURE 29B Six-Year Bachelor's Degree Completion Rate of 2007 Cohort at Four-Year Institutions by Acceptance Rate of Institution



SOURCES: NCES, IPEDS 2006-07 admissions data and 2012-13 completion data; calculations by the authors.

– Thirty-eight percent of full-time equivalent undergraduate enrollments in four-year colleges were in institutions accepting 75% or more of their applicants in 2013-14; 20% were in institutions with acceptance rates below 50%.

– Institutional selectivity is highly correlated with graduation rates. Only 34% of students who began full time at open-admission four-year institutions in 2007 and 48% of those who began at institutions accepting at least 90% of their applicants earned four-year degrees at their first institution within six years.

– At the four-year institutions that accept less than 25% of applicants, where students generally have strong academic preparation, 88% of students who began their studies full time in 2007 had completed four-year degrees at their first institution by fall 2013.

ALSO IMPORTANT:

– NCES categorizes all institutions awarding any four-year degrees as four-year institutions. Using this broader definition, which includes community colleges awarding small numbers of bachelor's degrees instead of only institutions where more than half of degrees and certificates awarded are bachelor's degrees or higher, would increase the percentage of open-admission institutions from 18% to 29% and the percentage of undergraduate students attending these institutions from 10% to 16%.

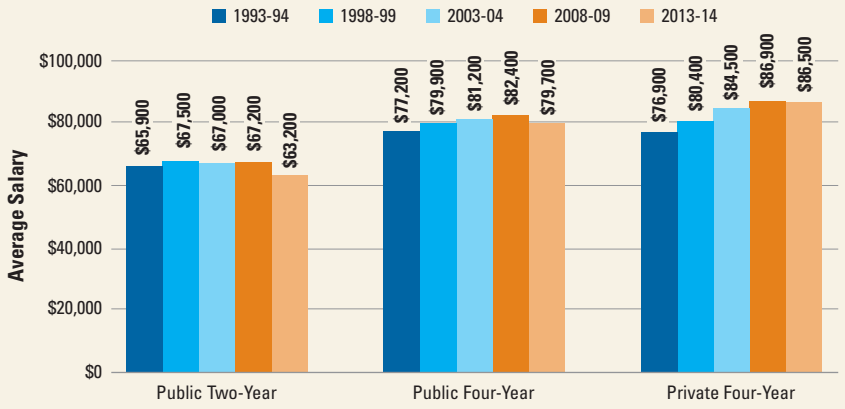
– At open-admission four-year institutions, 33% of the undergraduate students were enrolled part time, compared to 12% at those with acceptance rates below 25% and 19% overall.

– The completion rates reported here are from IPEDS data, which include only first-time, full-time students earning credentials at the institution in which they first enrolled. Part-time and returning students are excluded. Students who transfer to other institutions are not counted as graduates.

Faculty and Staff

The average salary for full-time faculty at public two-year colleges was 6% lower (after adjusting for inflation) in 2013-14 than it had been a decade earlier.

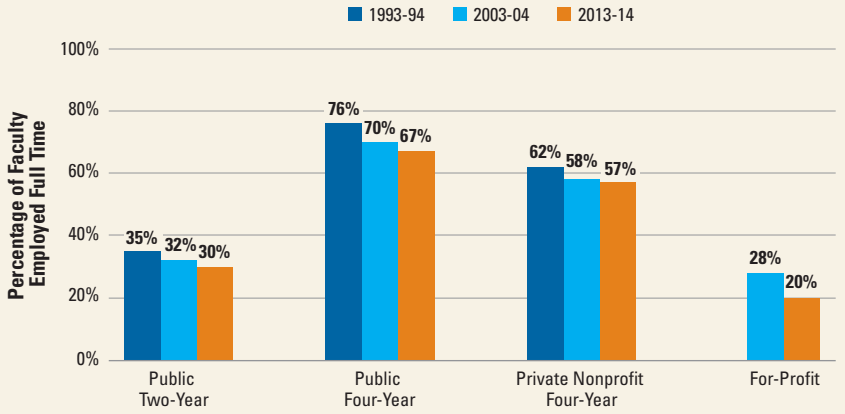
FIGURE 30A Average Faculty Salary in 2013 Dollars by Sector, 1993-94 to 2013-14, Selected Years



NOTE: Average salaries are for full-time instructional faculty at all ranks on nine-month contracts at degree-granting institutions.

SOURCE: NCES, *Digest of Education Statistics 2014*, Table 316.10.

FIGURE 30B Percentage of Faculty in Degree-Granting Postsecondary Institutions Employed Full Time, 1993-94 to 2013-14, Selected Years



SOURCES: NCES, *Digest of Education Statistics,* 1997, Table 223; 2004, Table 224; 2014, Table 314.30.

– The average salary for full-time faculty at public four-year colleges, which rose by 5% (after adjusting for inflation) between 1993-94 and 2003-04, was $81,200 (in 2013 dollars) in 2003-04 and $79,700 in 2013-14.

– In 1993-94, the average faculty salary at public four-year colleges and universities was approximately equal to the average in the private four-year sector. In 2003-04, the public sector average had fallen to 96% of the private sector average and by 2013-14, to 92%.

– The percentage of faculty who were employed full time declined in every sector between 1993-94 and 2003-04, and again between 2003-04 and 2013-14.

– In 2013-14, the percentage of faculty who were employed full time ranged from 20% in the for-profit sector to 67% at public four-year institutions.

ALSO IMPORTANT:

– In 2013-14, the average salary for tenured full professors at public and private nonprofit four-year institutions ranged from $85,400 at bachelor's institutions to $122,000 at research universities. The average salary for new assistant professors was $69,100.

– In 2013-14, new tenure-track assistant professors in legal professions and studies earned an average of $87,200. Those in visual and performing arts earned $55,700.

– In 2013-14, full professors in legal professions and studies at four-year institutions earned $143,500. Those in visual and performing arts earned $85,600. (http://www.cupahr.org/surveys/fhe4-tenure-surveydata-2015.aspx)

Notes and Sources

THE ANNUAL SURVEY OF COLLEGES

Prices described in this report are based on data reported to the College Board by colleges and universities in the College Board's Annual Survey of Colleges. Data for 2015-16 are from an online questionnaire distributed in October 2014, with data collected and reviewed through early September 2015. Tuition and fee figures are based on charges to full-time first-year undergraduate students over the course of a nine-month academic year of 30 semester hours or 45 quarter hours.

ENROLLMENT-WEIGHTED AND UNWEIGHTED DATA

This report provides enrollment-weighted average prices. Charges reported by colleges with larger full-time enrollments are weighted more heavily than those of institutions with smaller enrollments.

Enrollment-weighted and unweighted averages describe different phenomena. The weighted averages may be more helpful to students and families in anticipating future education expenses. Some researchers, policy analysts, and academic administrators find unweighted averages useful in studying longitudinal trends and evaluating a particular institution's practices against a larger set. Thus, we compute both weighted and unweighted averages. Tables reporting unweighted tuition data can be found online at trends.collegeboard.org.

The most recent enrollment data available are for fall 2014. For 2014-15 and earlier years, prices are weighted by same-year enrollments. For 2015-16, prices are weighted by fall 2014 full-time enrollments. In other words, the percentage changes reported in Tables 1A and 1B reflect only price changes, not changes in enrollment patterns. In contrast, the historical data on changes in enrollment-weighted prices reported in Tables 2A and 2B reflect changes in both prices and the distribution of full-time students across institutions.

Weighted averages for each price are based on relevant populations:

- In-state tuition and fees are weighted by full-time undergraduate enrollment.
- Out-of-state tuition and fees are calculated by adding the nonresident premium, weighted by full-time out-of-state enrollment, to average in-state tuition and fees. Data are not available on out-of-state students receiving a waiver of the full tuition premium or a portion of it.
- Out-of-district charges for public two-year college students are not accounted for in the average prices reported here.
- Resident room and board charges are weighted by the number of undergraduates living in campus housing at each institution.
- Estimated other student budget components are weighted as follows:
  - Books and supplies are weighted by full-time undergraduate enrollment.
  - Resident transportation and other resident expenses are weighted by the number of undergraduates living in campus housing.
  - Commuter room and board, commuter transportation, and other commuter expenses are weighted by the number of commuting undergraduates at each institution.

INSTITUTIONS INCLUDED IN CALCULATIONS

This year's analysis includes 3,094 of the 3,636 public two-year, public four-year, private nonprofit four-year, and for-profit institutions in the most recent Annual Survey of Colleges, representing over 99% of the surveyed schools in the public and private nonprofit sectors and 38% of those in the for-profit sector. We exclude from our calculations military academies and other institutions that report zero tuition. Tables A1A and A1B describe the number of institutions that were included in this analysis, by sector and Carnegie Classification, respectively.

TABLE A1A Number of Institutions Included in 2015-16 Tuition and Fees (T&F) Analysis in Table 1A

Sector	Number of Institutions Surveyed	Institutions Included in T&F Analysis	
Public Two-Year	996	993	100%
Public Four-Year	587	579	99%
Private Nonprofit Four-Year	1,222	1,206	99%
For-Profit	831	316	38%
Total	3,636	3,094	85%

TABLE A1B Number of Institutions Included in 2015-16 Tuition and Fees (T&F) Analysis in Table 1B

Carnegie Classification	Institutions Surveyed in Both 2013 and 2014	Number of Institutions Included in T&F Analysis	
Public Doctoral In-State	175	175	100%
Public Master's In-State	264	264	100%
Public Bachelor's In-State	133	128	96%
Private Nonprofit Doctoral	103	103	100%
Private Nonprofit Master's	357	355	99%
Private Nonprofit Bachelor's	499	491	98%
Total	1,531	1516	99%

REVISIONS OF BASE-YEAR VALUES

The prices for 2014-15 used in this analysis differ somewhat from the 2014-15 averages reported last year. One factor contributing to the revision is the reweighting of the prices, shifting from fall 2013 to fall 2014 full-time enrollment figures. The base-year numbers also shift because some institutions submit revised tuition figures for the previous year. The recomputed average for 2014-15 tuition and fees at public four-year institutions is $6 higher than the level we reported last year for in-state students and $149 higher for out-of-state students. Compared to the average tuition and fee prices we reported last year, the recomputed average for 2014-15 tuition and fees is $11 lower for public two-year in-district students, $52 higher for private nonprofit four-year students, and $70 lower for for-profit students.

LONGITUDINAL DATA

In Tables 2A and 2B, tuition averages from years prior to 1987-88 are extracted from the Integrated Postsecondary Education Data System (IPEDS). The two data sets, IPEDS and the College Board's Annual Survey of Colleges, track very closely, but IPEDS averages are weighted by full-time equivalent enrollments, while the Annual Survey of Colleges prices are weighted by full-time enrollments. In addition, IPEDS tuition and fee data may be based on 24 semester hours while the Annual Survey of Colleges data are based on 30 semester hours. Annual historical data are available online at trends.collegeboard.org.

NET PRICE CALCULATIONS

The calculations of average net price for full-time undergraduates in Figures 11, 12, and 13, as well as the calculations in online Table 7, are a best approximation and are based on the aggregate amounts of each type of aid reported in *Trends in Student Aid 2015* and on the allocation of each type of aid across institution types and between part-time and full-time students reported in 1993, 1996, 2000, 2004, 2008, and 2012 National Postsecondary Student Aid Study (NPSAS) data when such detailed information is not available in specific program data. Because financial aid data for 2015-16 are not yet available, amounts for that year are estimated based on past years. Total charges for public two-year students include an estimate of housing and food expenses for students not living with their parents, based on commuter room and board expenses reported by institutions when available and derived from public four-year room and board charges for earlier years in the analysis. The net price estimates reported here are not exactly comparable to those that appeared in 2014 because some figures have been updated.

INSTITUTIONAL REVENUES AND EXPENDITURES

Figures 18A, 18B, 19A, and 19B are based on data from the IPEDS Delta Cost data and the IPEDS 2012-13 finance data. Delta Cost data combine IPEDS data with information from the Financial Institution Shared Assessments Program database beginning in 1994. Further details and the entire database are available at nces.ed.gov/ipeds/deltacostproject/. Because Delta Cost data are not available for 2012-13, revenues and expenditures for that year are based on IPEDS data and calculations by the authors to match Delta Cost definitions and categories.

ENDOWMENTS

Data on endowments are from the National Association of College and University Business Officers (NACUBO) and Commonfund Institute, supplemented by data from IPEDS for institutions for which NACUBO or Commonfund data are not available. Public university foundation endowment assets are included.

INFLATION ADJUSTMENT

We use the Consumer Price Index for all urban consumers (CPI-U) to adjust for inflation. We use the CPI-U in July of the year in which the academic year begins. See www.bls.gov/data/ for changes in the CPI-U over time. Table A2 provides CPI data for 2005 through 2015. Additional historical data are available online. Each Factor column provides the user with a multiplication factor equal to the CPI in the base year (say, 2015) divided by the CPI of the year in question. A simple multiplication of a current-year figure by the associated factor will yield a constant-dollar result.

TABLE A2 Consumer Price Index: All Urban Consumers, Not Seasonally Adjusted, All Items, U.S. City Average, 1982-84 = 100

Academic Year	CPI (As of July at the Beginning of the Academic Year)	Factor Used in *Trends in College Pricing* to Convert to 2015 Dollars	Factor Used in *Trends in Student Aid* to Convert to 2014 Dollars
2005-06	195.400	1.2214	1.2193
2006-07	203.500	1.1727	1.1708
2007-08	208.300	1.1457	1.1438
2008-09	219.964	1.0850	1.0831
2009-10	215.351	1.1082	1.1063
2010-11	218.011	1.0947	1.0928
2011-12	225.922	1.0564	1.0546
2012-13	229.104	1.0417	1.0399
2013-14	233.596	1.0217	1.0199
2014-15	238.250	1.0017	1.0000
2015-16	238.654	1.0000	

CARNEGIE CLASSIFICATION 2010: BASIC CLASSIFICATION

"Doctoral universities" include institutions that award at least 20 doctoral degrees per year (excluding doctoral degrees that qualify recipients for entry into professional practice, such as the J.D., M.D., Pharm.D., DPT, etc.); "master's colleges and universities" include institutions that award at least 50 master's degrees per year; "bachelor's colleges" include institutions where bachelor's degrees represent at least 10% of all undergraduate degrees and that award fewer than 50 master's degrees or fewer than 20 doctoral degrees per year. All of the categories above exclude "special focus institutions" and "tribal colleges."

Trends in College Pricing was authored by Jennifer Ma, policy research scientist at the College Board; Sandy Baum, senior fellow at the Urban Institute; Matea Pender, assistant policy research scientist at the College Board; and D'Wayne Bell, research statistician II at the College Board.

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Trends in College Pricing and its companion report, *Trends in Student Aid*, are supplemented by a website that makes detailed data available for reference and downloading. The PDF versions of these reports, along with PowerPoint slides of all the graphs, are available on the Web: **trends.collegeboard.org**.

Hard copies may be requested by contacting trends@collegeboard.org.

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Source: *Trends in College Pricing*.
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DEFINING TERMS

"Costs" refer to the expenditures associated with delivering instruction, including physical plant and salaries.

"Prices" are the expenses that students and parents face.

"Published price" is the price institutions charge for tuition and fees as well as room and board, in the case of students residing on campus. A full student expense budget also includes books, supplies, transportation, and other basic living costs.

"Net price" is what the student and/or family must cover after grant aid and savings from tax credits and deductions are subtracted.

"General subsidies" make it possible for institutions to charge less than the actual costs of instruction. State, federal, and local appropriations, as well as private philanthropy, reduce the prices faced by all students — whether or not they receive financial aid.

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Staff Updates

June 21, 2016

1. **<u>The Nevada Prepaid Tuition Program Open Enrollment</u>**: The 2016 open enrollment period for the Prepaid Tuition Program ran from November 1, 2015 to April 30, 2016. This year, the newborn "only" enrollment was discontinued, and the regular enrollment was expanded to allow enrollment from the numerous outreach activities we had in April. This was the first enrollment period under the new umbrella campaign and with a new logo. Staff engaged in numerous outreach activities to promote the prepaid tuition program, including public radio announcements, sponsorships of events such as the FIRST Nevada Robotics Competition, ads on Facebook, and attending open houses associated with the Lifetime Fitness Centers in Southern Nevada. There were a total of 970 enrollments for the 2016 open enrollment period.

2. **<u>The Silver State Matching Grant Program</u>**: Enrollment is now open for the Silver State Matching Grant Program, in conjunction with the SSGA Upromise 529 Plan. Applications are being accepted through July 31, 2016. **As of June 9th, we have received 109 applications**.

3. **<u>$529 College Savings Day Contest:</u>** The $529 College Savings Day Contest was held last month. Parents with children age 13 and younger in Nevada were encouraged to enter the contest by visiting **ssga.upromise529.com/giveaway**. A total of 371 entries were received. The contest ended May 31, 2016, and 10 $529 College Savings are being awarded.

4. **<u>May 2016 Outreach Events and Leads:</u>** May was a very busy month for outreach events and activities for the State Treasurer's Office. Staff participated in 57 events statewide, collecting 642 leads for follow-up emails to those interested in opening a 529 account.

6. **<u>Financial Fitness/Nevada Women's Money Conferences:</u>** Over the last few months, women's money conferences were held in Las Vegas and Reno on April 16th and May 14th, respectively. The English language and Mujeres Y Dinero conferences were held concurrently in Las Vegas on April 16th. Administered by Gina Robison-Billups and the International Association of Working Mothers (IAWM), with support from staff at the Treasurer's Office, the conferences featured a Resource Expo, Money Mentors, as well as prominent women speakers/authors such as best-selling author Mary Beth Storjohann. 540 women attended the two conferences in Las Vegas. College Savings was presented and also included as an investment topic on a panel. A unique offering this year at the conferences was a private area staffed by Treasurer's office employees to allow participants to learn more about college

savings and ask questions about how the programs could benefit their families directly, in a 'one on one' setting. Staff met with several people at each conference, and the account opening process was either started and/or completed in both locations!

The next Mujeres y Dinero Conference will be held in Reno on August 13th at the Atlantis Resort.

A special financial literacy conference was administered by the Financial Guidance Center and sponsored by the state treasurer's office on May 4, 2016. This conference was attended by seniors and members of the military in the Las Vegas area, and addressed topics such as social security benefits, military veterans' benefits, home ownership, and saving for college strategies. 70 people attended.

All Financial Literacy Conference Vendors will summarize their programs for the Board at the July, 2016 meeting.