

# CollegeCounts<sup>SM</sup>

Alabama's 529 Fund



Q 4 2018 Review Meeting  
February 20, 2019

Period ended  
December 31, 2018

**UBT**  
Union Bank & Trust  
*Program Manager*



*Offered by the  
State of Alabama*

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***The Morningstar Analyst Rating (i) should not be used as the sole basis in evaluating a fund, (ii) involves unknown risks and uncertainties which may cause Analyst expectations not to occur or to differ significantly from what they expected, and (iii) should not be considered an offer or solicitation to buy or sell the fund.***

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## CollegeCounts 529 Fund - Summary Page (June 29, 2018 Program Disclosure Statement)

|  |  |
|--|--|
| <b>Account Owner Eligibility</b>           | <ul style="list-style-type: none"> <li>• U.S. citizens and resident aliens who are at least 19 years old</li> <li>• Individual, UTMA/UGMA custodian, trust, certain entities, 501(c)(3)</li> </ul>   |
| <b>Beneficiary Eligibility</b>             | <ul style="list-style-type: none"> <li>• U.S. citizen or resident alien with a valid Social Security number.</li> <li>• May be of any age</li> </ul>   |
| <b>Contributions</b><br>Minimum<br>Maximum | <ul style="list-style-type: none"> <li>• No minimum or ongoing contribution required</li> <li>• \$475,000 per beneficiary</li> </ul>   |
| <b>Alabama State Income Tax Deduction</b>  | <ul style="list-style-type: none"> <li>• Contributions tax deductible up to: <ul style="list-style-type: none"> <li>• \$5,000 per tax return</li> <li>• \$10,000 if married filing jointly and both contribute</li> </ul> </li> </ul>                                  |
| <b>Federal Income Tax Benefits</b>         | <ul style="list-style-type: none"> <li>• Tax-deferred growth</li> <li>• Tax-free withdrawals for qualified college expenses</li> </ul>   |
| <b>Qualified College Expenses</b>          | <ul style="list-style-type: none"> <li>• Tuition, fees, books, supplies, equipment required for enrollment</li> <li>• Room &amp; board if enrolled at least 1/2 time</li> <li>• Computers, related peripheral equipment, computer software, internet access</li> </ul> |

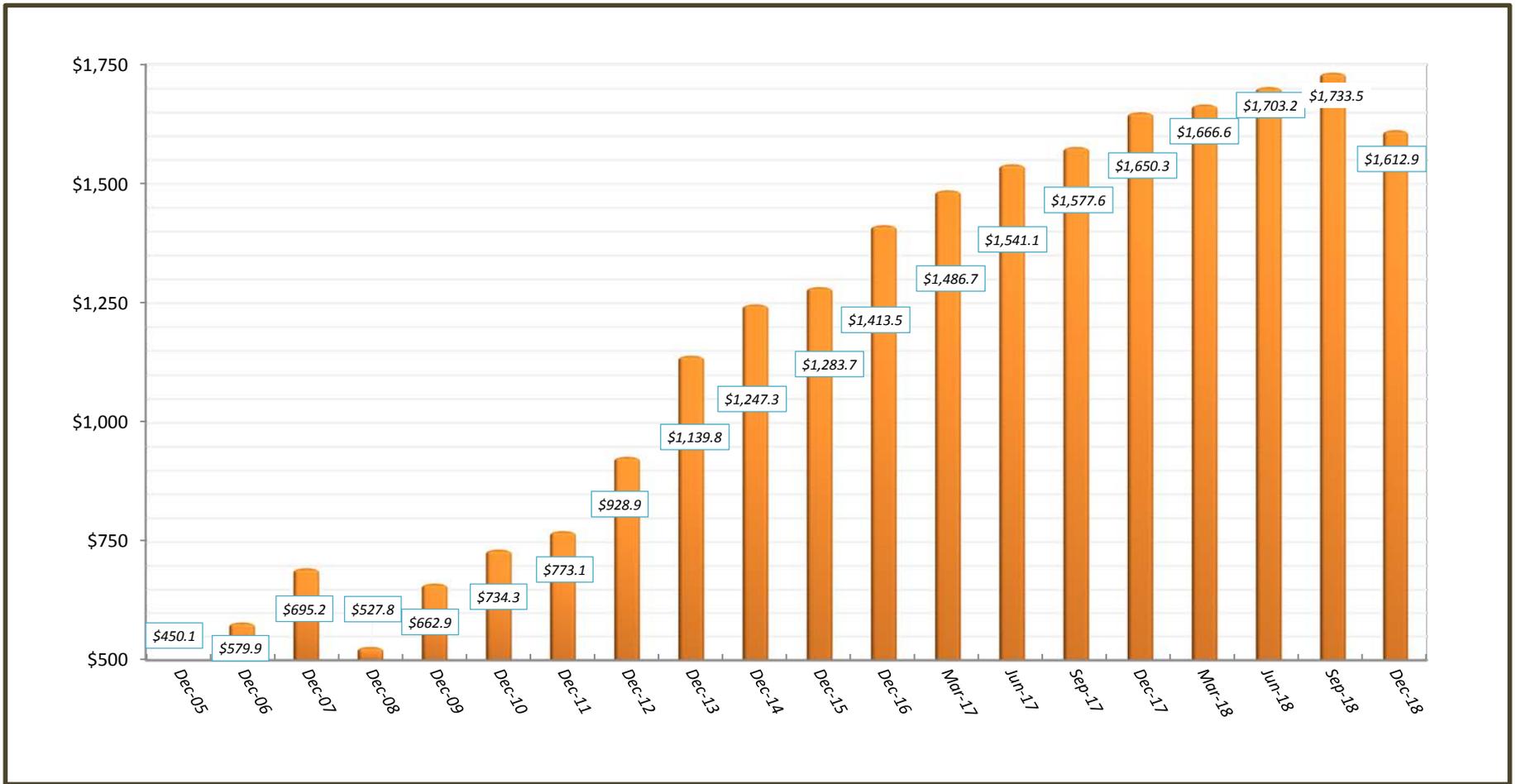
### Direct Plan Costs

| <b>Set-up Fee</b>                     | • none  |                |              |                |                        |               |       |                     |               |       |                              |               |       |
|---------------------------------------|---|----------------|--------------|----------------|------------------------|---------------|-------|---------------------|---------------|-------|------------------------------|---------------|-------|
| <b>Annual Account Fee</b>             | • none  |                |              |                |                        |               |       |                     |               |       |                              |               |       |
| <b>State Fee</b>                      | • none  |                |              |                |                        |               |       |                     |               |       |                              |               |       |
| <b>Program Management Fee</b>         | • 0.25%   |                |              |                |                        |               |       |                     |               |       |                              |               |       |
| <b>Underlying Fund Costs</b>          | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Range</u></th> <th style="text-align: center;"><u>Average</u></th> </tr> </thead> <tbody> <tr> <td>• Age—Based Portfolios</td> <td style="text-align: center;">0.04% - 0.07%</td> <td style="text-align: center;">0.05%</td> </tr> <tr> <td>• Target Portfolios</td> <td style="text-align: center;">0.04% - 0.07%</td> <td style="text-align: center;">0.05%</td> </tr> <tr> <td>• Individual Fund Portfolios</td> <td style="text-align: center;">0.02% - 0.63%</td> <td style="text-align: center;">0.21%</td> </tr> </tbody> </table> |                | <u>Range</u> | <u>Average</u> | • Age—Based Portfolios | 0.04% - 0.07% | 0.05% | • Target Portfolios | 0.04% - 0.07% | 0.05% | • Individual Fund Portfolios | 0.02% - 0.63% | 0.21% |
|                                       | <u>Range</u>  | <u>Average</u> |              |                |                        |               |       |                     |               |       |                              |               |       |
| • Age—Based Portfolios                | 0.04% - 0.07%   | 0.05%          |              |                |                        |               |       |                     |               |       |                              |               |       |
| • Target Portfolios                   | 0.04% - 0.07%   | 0.05%          |              |                |                        |               |       |                     |               |       |                              |               |       |
| • Individual Fund Portfolios          | 0.02% - 0.63%   | 0.21%          |              |                |                        |               |       |                     |               |       |                              |               |       |
| <b>Upfront Sales Charge or Trails</b> | • none  |                |              |                |                        |               |       |                     |               |       |                              |               |       |
| <b>Fund Families</b>                  | • Vanguard, T. Rowe Price, DFA, MainStay, PIMCO, Fidelity, and Dodge & Cox  |                |              |                |                        |               |       |                     |               |       |                              |               |       |

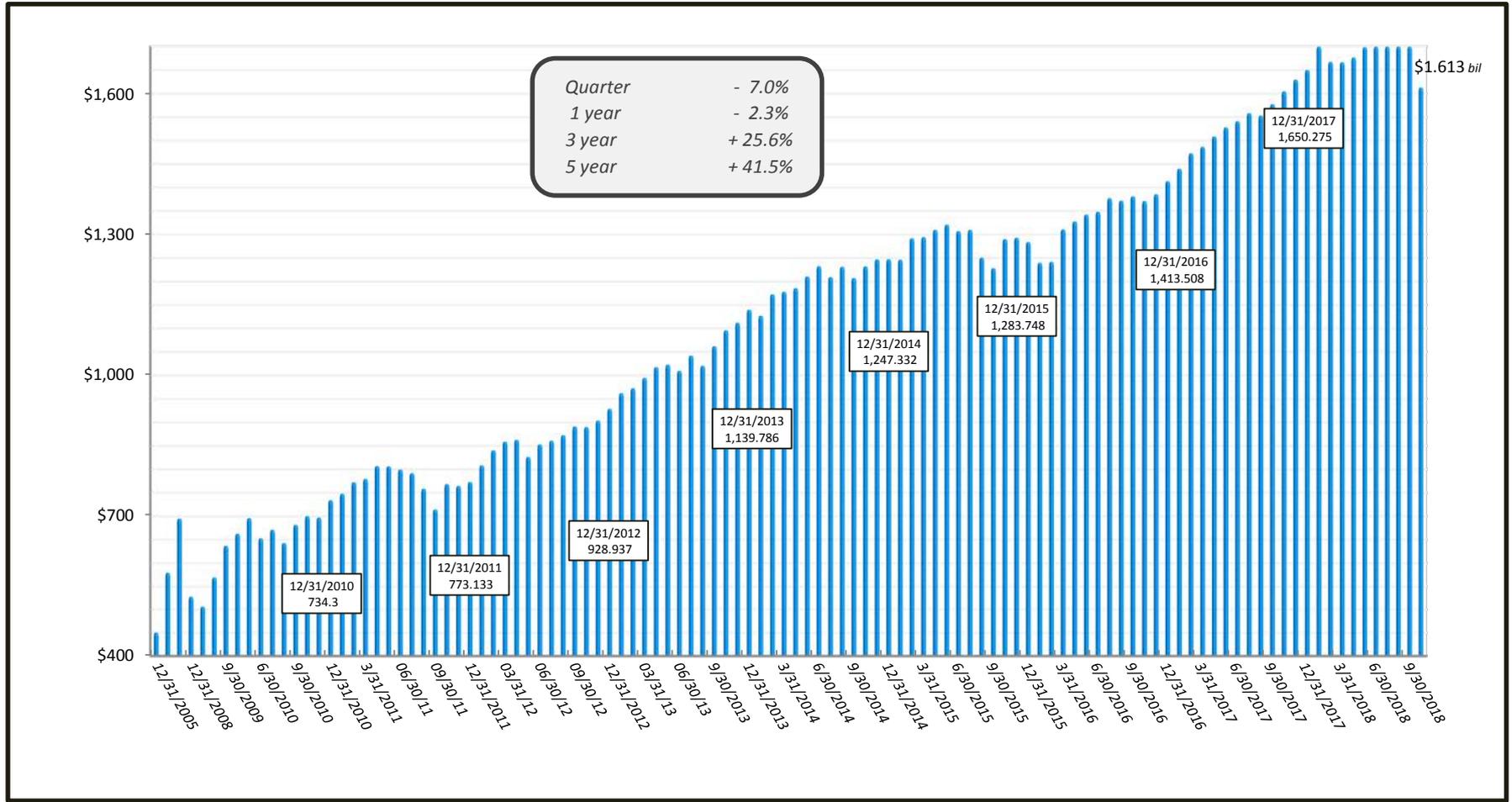
### Advisor Plan Costs

| <b>Set-up Fee</b>                     | • none   |                |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
|---------------------------------------|--|----------------|--------------|----------------|------------------------|---------------|----------------|---------------------|---------------|-------|------------------------------|--------------------------------|-------|-------|-------|------|------------------------------------|------|----|------|------|
| <b>Annual Account Fee</b>             | • \$12 <i>(waived for accounts with an Alabama owner or beneficiary)</i>   |                |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| <b>State Fee</b>                      | • 0.10%  |                |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| <b>Program Management Fee</b>         | • 0.30%  |                |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| <b>Underlying Fund Costs</b>          | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>Range</u></th> <th style="text-align: center;"><u>Average</u></th> </tr> </thead> <tbody> <tr> <td>• Age—Based Portfolios</td> <td style="text-align: center;">0.28% - 0.50%</td> <td style="text-align: center;">0.46%</td> </tr> <tr> <td>• Target Portfolios</td> <td style="text-align: center;">0.28% - 0.50%</td> <td style="text-align: center;">0.45%</td> </tr> <tr> <td>• Individual Fund Portfolios</td> <td style="text-align: center;">0.10% - 1.25%</td> <td style="text-align: center;">0.54%</td> </tr> </tbody> </table>  |                | <u>Range</u> | <u>Average</u> | • Age—Based Portfolios | 0.28% - 0.50% | 0.46%          | • Target Portfolios | 0.28% - 0.50% | 0.45% | • Individual Fund Portfolios | 0.10% - 1.25%                  | 0.54% |       |       |      |                                    |      |    |      |      |
|                                       | <u>Range</u>   | <u>Average</u> |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Age—Based Portfolios                | 0.28% - 0.50%  | 0.46%          |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Target Portfolios                   | 0.28% - 0.50%  | 0.45%          |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Individual Fund Portfolios          | 0.10% - 1.25%  | 0.54%          |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| <b>Upfront Sales Charge or Trails</b> | <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th></th> <th style="text-align: center;"><u>A</u></th> <th style="text-align: center;"><u>B*</u></th> <th style="text-align: center;"><u>C</u></th> <th style="text-align: center;"><u>F</u></th> </tr> </thead> <tbody> <tr> <td>• Sales Charge</td> <td style="text-align: center;">3.50%</td> <td style="text-align: center;">none</td> <td style="text-align: center;">none</td> <td style="text-align: center;">none</td> </tr> <tr> <td>• Annual Account Servicing Fee</td> <td style="text-align: center;">0.25%</td> <td style="text-align: center;">0.25%</td> <td style="text-align: center;">0.50%</td> <td style="text-align: center;">none</td> </tr> <tr> <td>• Contingent Deferred Sales Charge</td> <td style="text-align: center;">none</td> <td style="text-align: center;">5%</td> <td style="text-align: center;">none</td> <td style="text-align: center;">none</td> </tr> </tbody> </table> <p><small>* CLOSED to new investors. 5% CDSC declines over 5 years - convert to A shares in year 8</small></p> |                | <u>A</u>     | <u>B*</u>      | <u>C</u>               | <u>F</u>      | • Sales Charge | 3.50%               | none          | none  | none                         | • Annual Account Servicing Fee | 0.25% | 0.25% | 0.50% | none | • Contingent Deferred Sales Charge | none | 5% | none | none |
|                                       | <u>A</u>   | <u>B*</u>      | <u>C</u>     | <u>F</u>       |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Sales Charge                        | 3.50%  | none           | none         | none           |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Annual Account Servicing Fee        | 0.25%  | 0.25%          | 0.50%        | none           |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| • Contingent Deferred Sales Charge    | none   | 5%             | none         | none           |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |
| <b>Fund Families</b>                  | • T. Rowe Price, BlackRock, DFA, Northern Funds, MainStay, Fidelity, American Century, William Blair, Lazard, Neuberger Berman, Templeton, Touchstone, Voya, Credit Suisse, PIMCO, and State Street  |                |              |                |                        |               |                |                     |               |       |                              |                                |       |       |       |      |                                    |      |    |      |      |

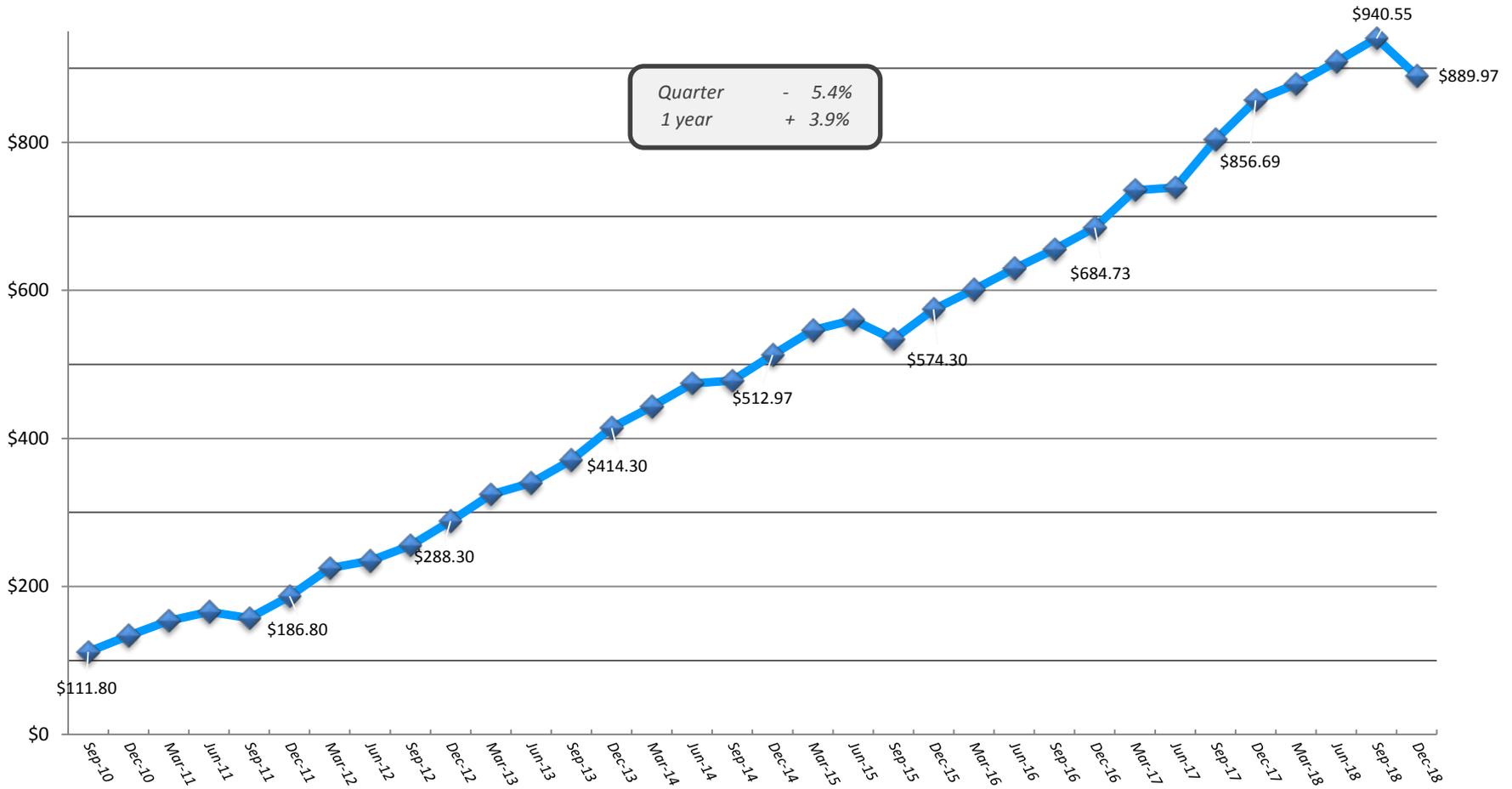
|  |  |                        |                      |
|--|--|------------------------|----------------------|
| <b>• Assets &amp; Accounts</b>                       |  |                        |                      |
| • Total Plan Assets                                  |  | \$1.61 bil             |                      |
| • Year to Date                                       |  | - 2.3%                 |                      |
| • Total accounts                                     |  | 92,089                 |                      |
| • Total Contributions CY 2018                        |  | \$189.2 mil            |                      |
| <b>• Alabama residents</b>                           |  |                        |                      |
| • Alabama Plan Assets                                |  | \$890.0 mil            |                      |
| • Year to Date                                       |  | + 3.9%                 |                      |
| • Alabama accounts                                   |  | 54,503                 |                      |
| • Alabama contributions CY 2018                      |  | \$146.8 mil            |                      |
| <b>• Rollover Contributions CY 2018</b>              |  |                        |                      |
| • Direct Plan  |  | \$11.88 mil            |                      |
| • Advisor Plan                                       |  | \$18.56 mil            |                      |
| • Rollovers Dollars ( <i>Alabama Account Owner</i> ) |  | 92.6%                  |                      |
| <b>• Age-Based Accounts &amp; Assets</b>             |  | <b><u>Accounts</u></b> | <b><u>Assets</u></b> |
| • Direct Plan  |  | 68.5%                  | 62.8%                |
| • Advisor Plan                                       |  | 72.2%                  | 67.6%                |
| <b>• Plan Asset Allocation</b>                       |  |                        |                      |
| • Direct Plan  |  | 61.6% <i>equity</i>    |                      |
| • Advisor Plan                                       |  | 52.9% <i>equity</i>    |                      |
| <b>• Average Age</b>                                 |  |                        |                      |
| • Account Owner                                      |  | 50.35 <i>years</i>     |                      |
| • Beneficiary  |  | 13.04 <i>years</i>     |                      |
| <b>• Account size</b>                                |  | <b>Alabama</b>         | <b>Plan</b>          |
| • Average account size                               |  | \$16,329               | \$19,110             |
| • Median account size                                |  | \$7,413                | \$7,888              |



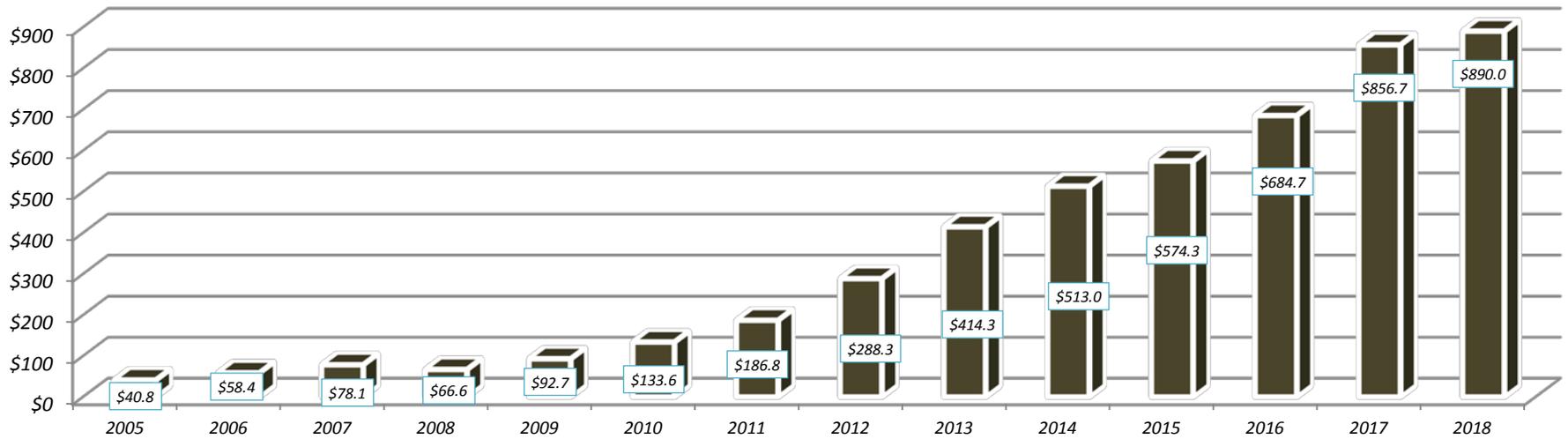
Note: Historical #'s through June 2010 are year end and quarterly #'s as reported by Van Kampen. July 2010 value represents the \$671 mil conversion total.



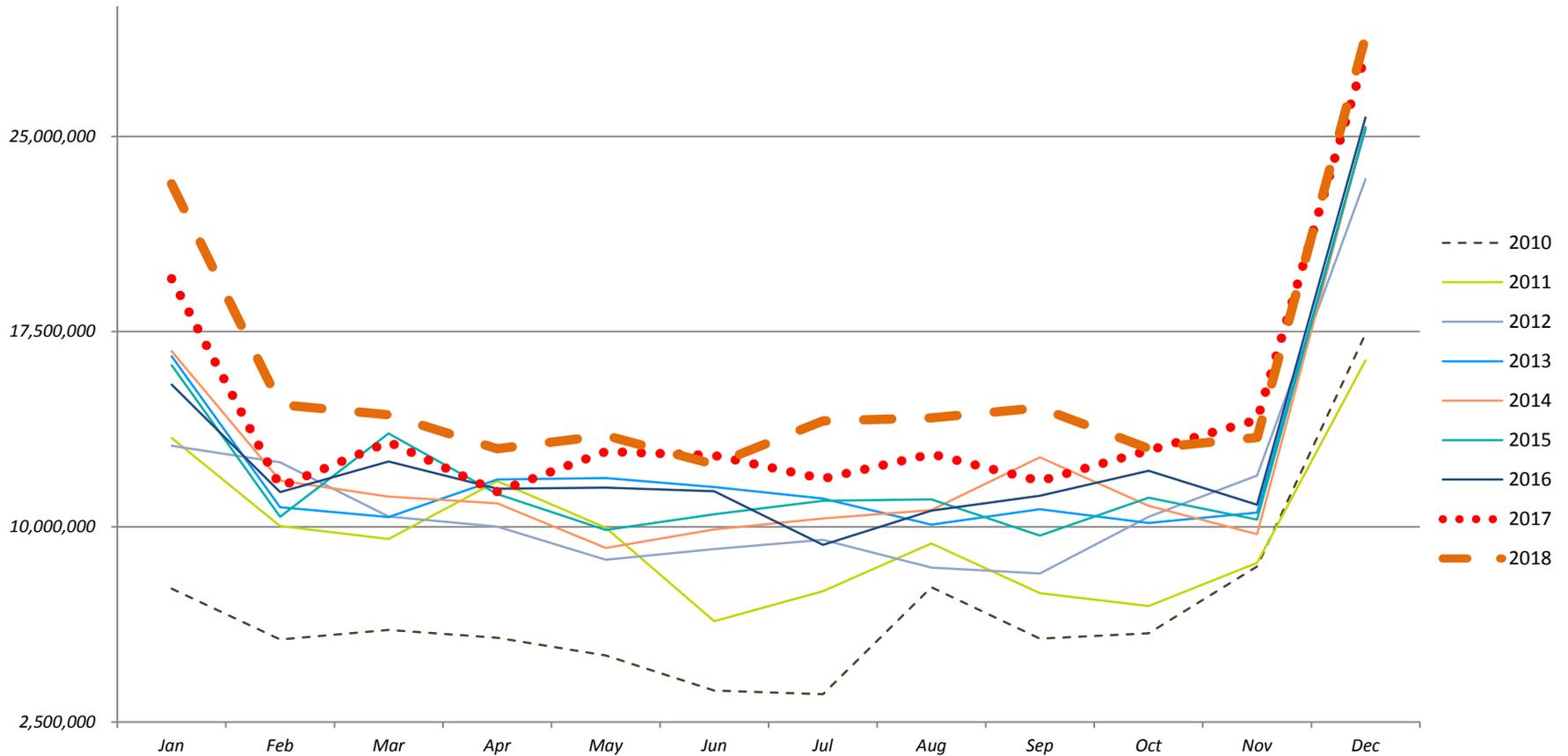
Alabama Assets (quarter end)



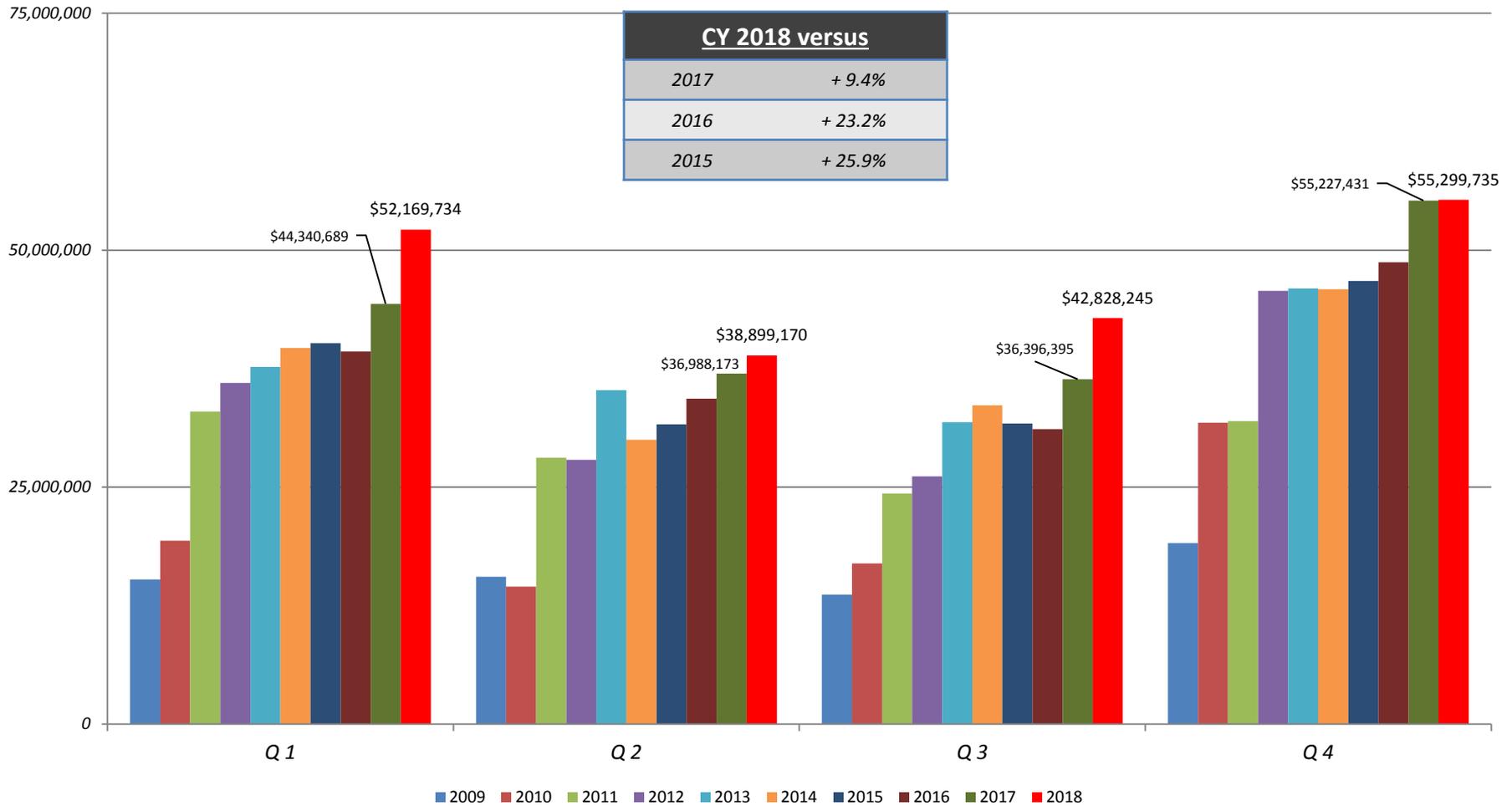
Calendar Year End



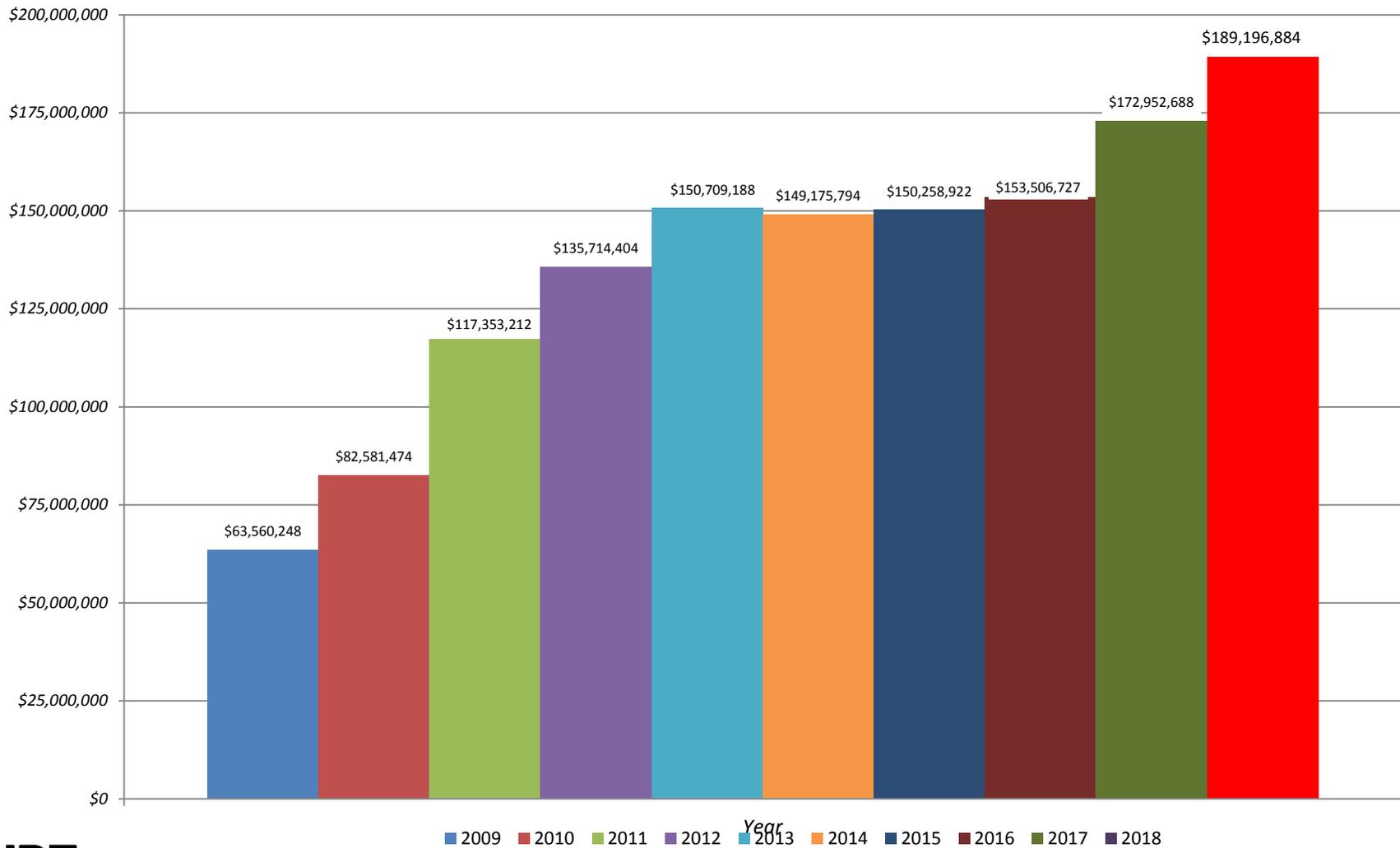
**Total Contributions**



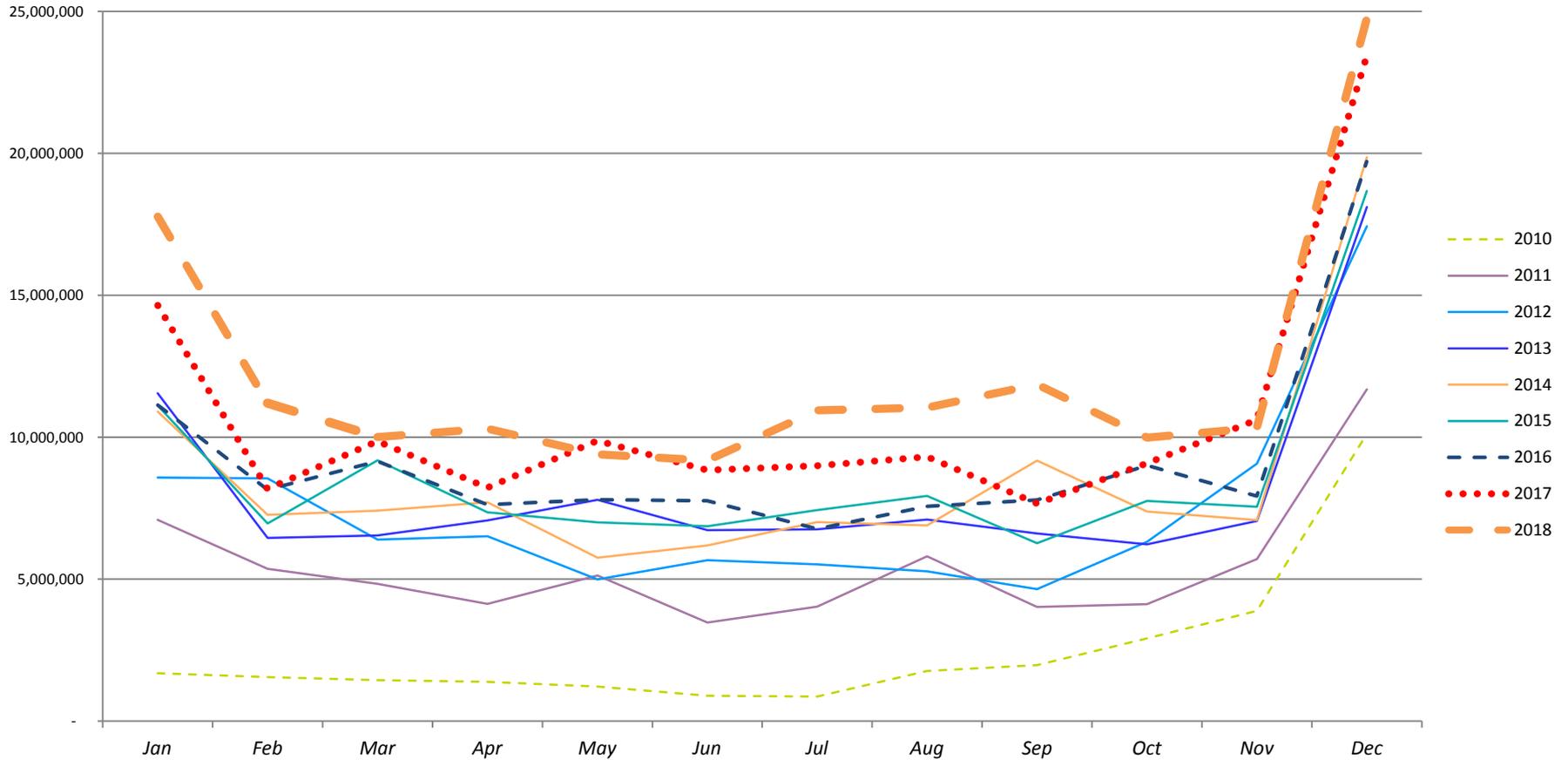
Total Contributions by quarter (2010 – 2018)

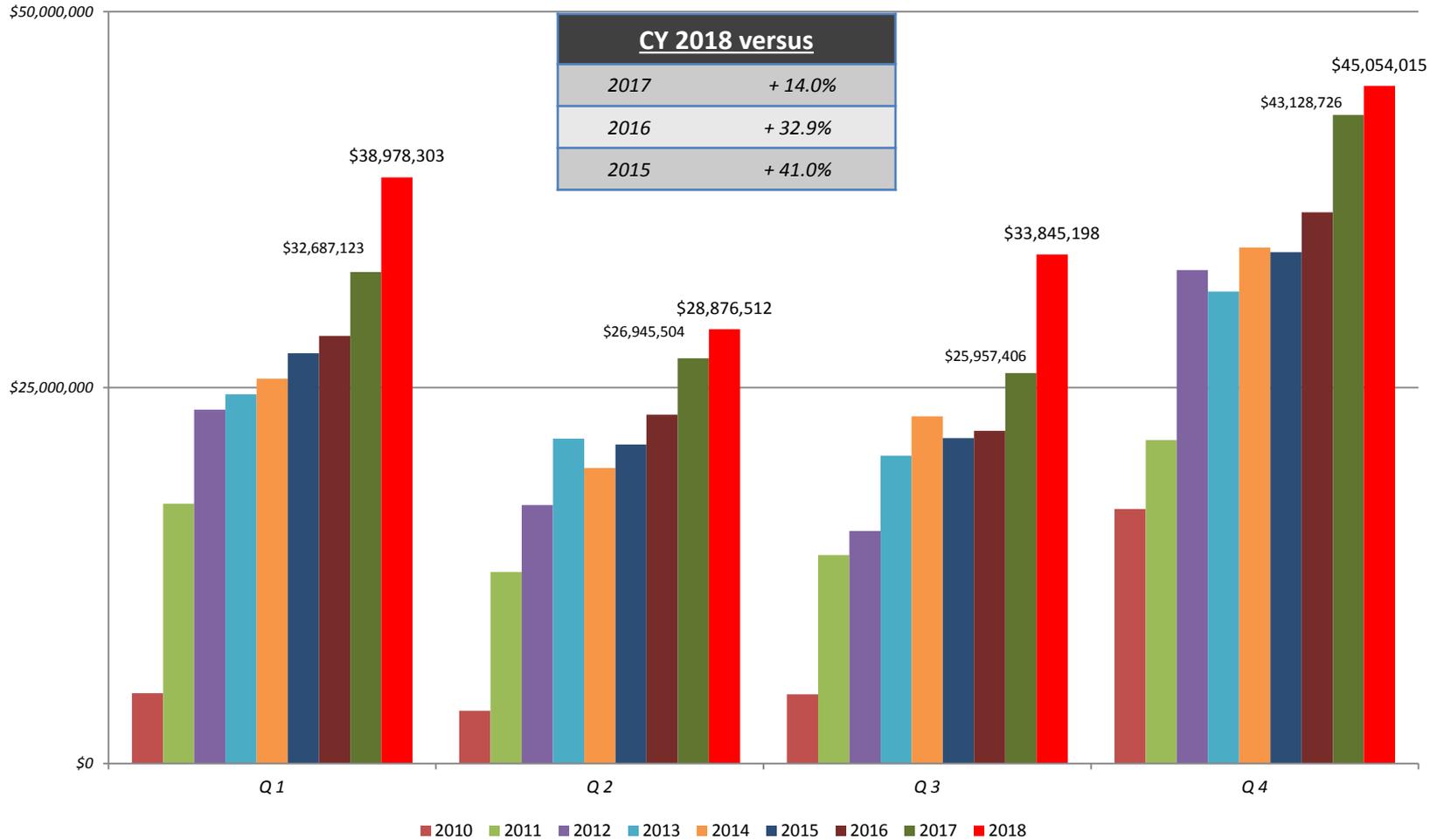


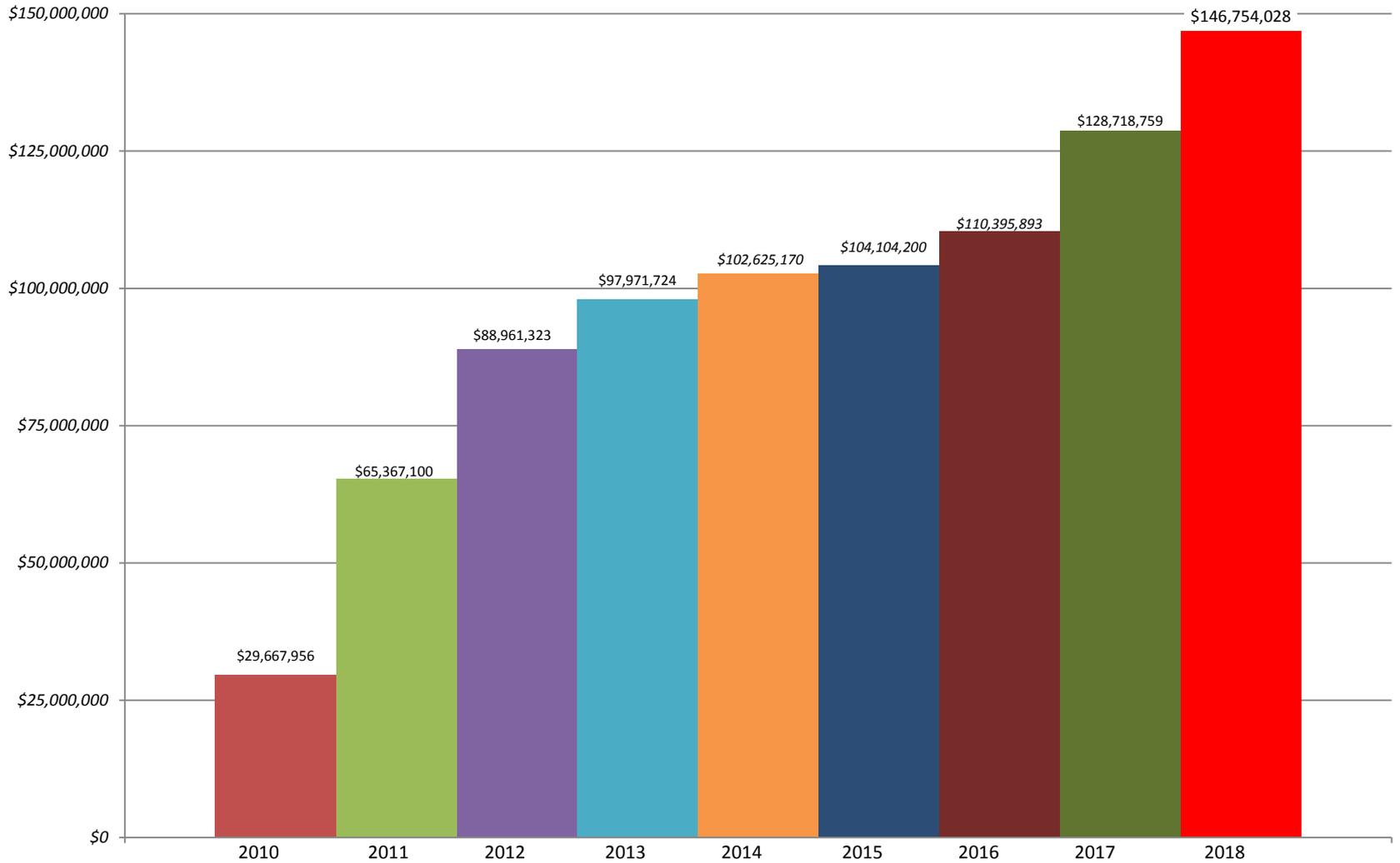
Total Contributions by Calendar Year (2010 – 2018)



**Alabama Contributions**



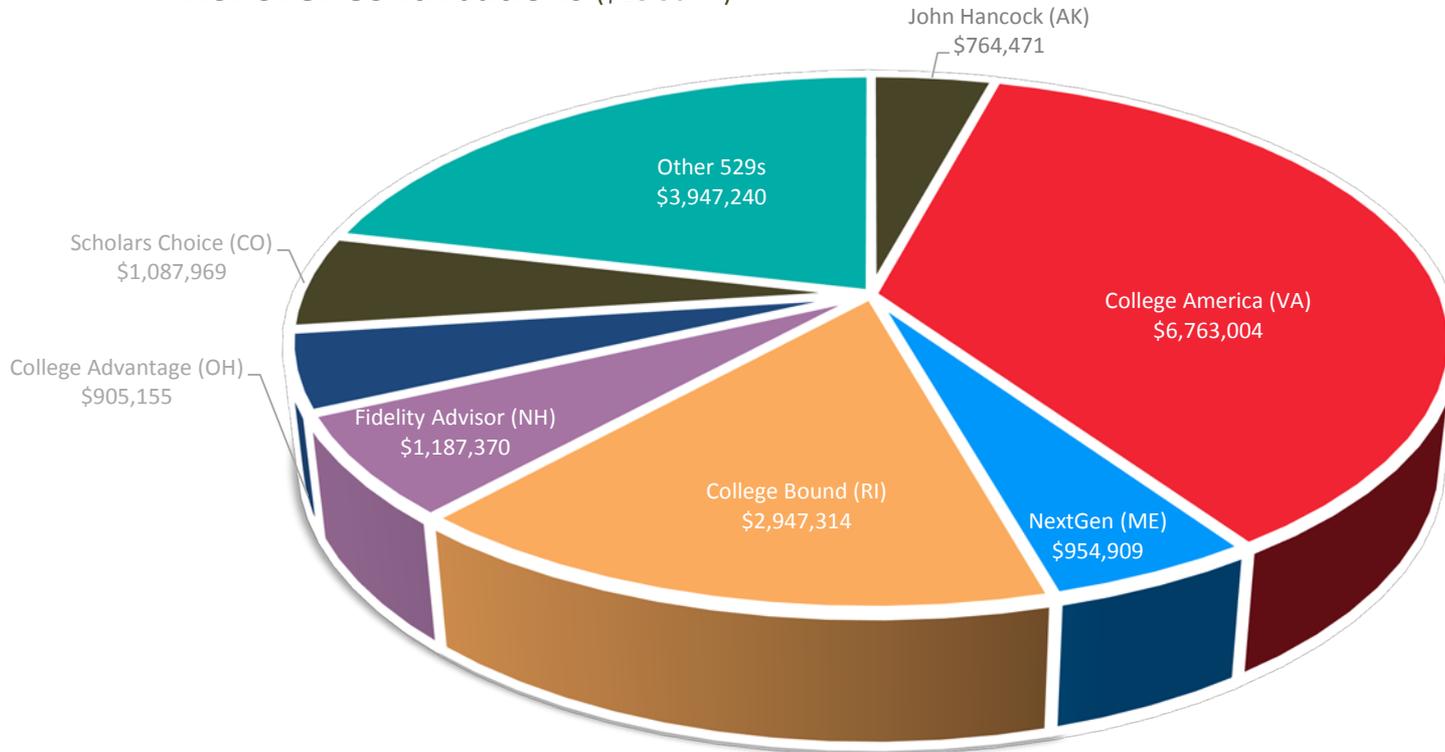




YTD Advisor Plan "Rollovers In"

|         | <u>Number</u> | <u>versus 2017 CY</u> | <u>\$ Amount</u> | <u>versus 2017 CY</u> |
|---------|---------------|-----------------------|------------------|-----------------------|
| CY 2017 | 984           | 85.3%                 | \$17.7 mil       | 104.9%                |

**Rollover Contributions** (\$18.56 mil)

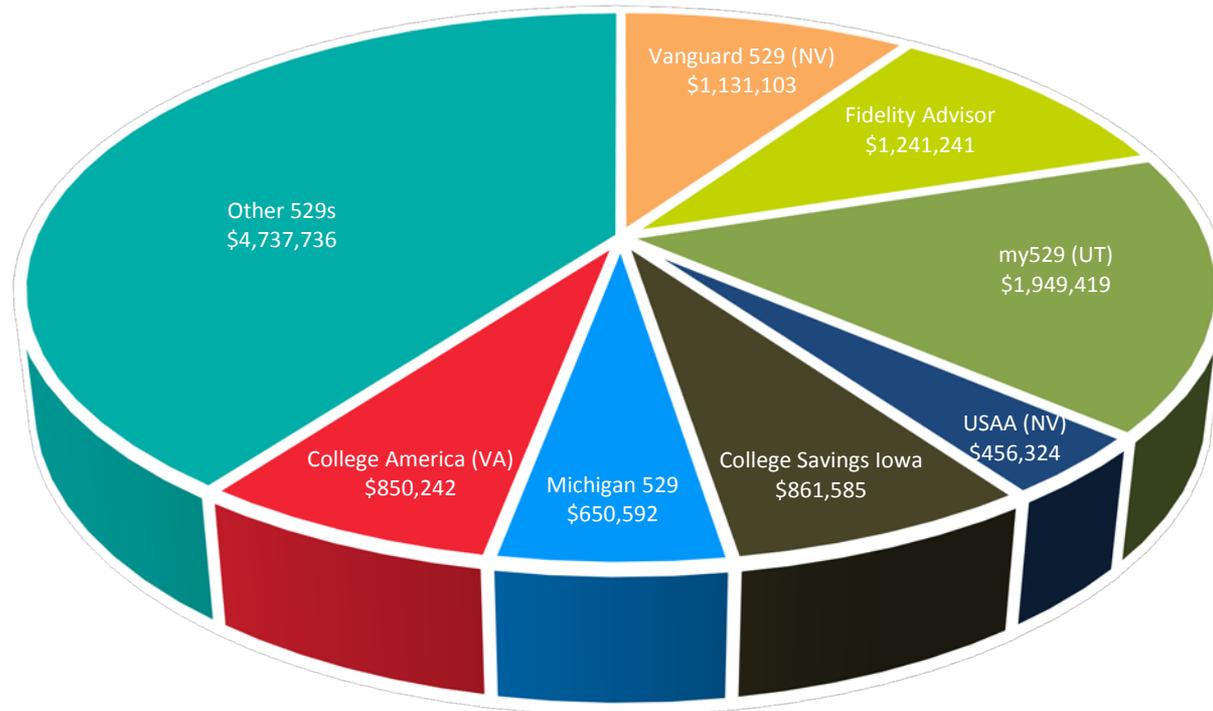


839 Incoming Rollovers  
Average Rollover = \$22,119

YTD Direct Plan "Rollovers In"

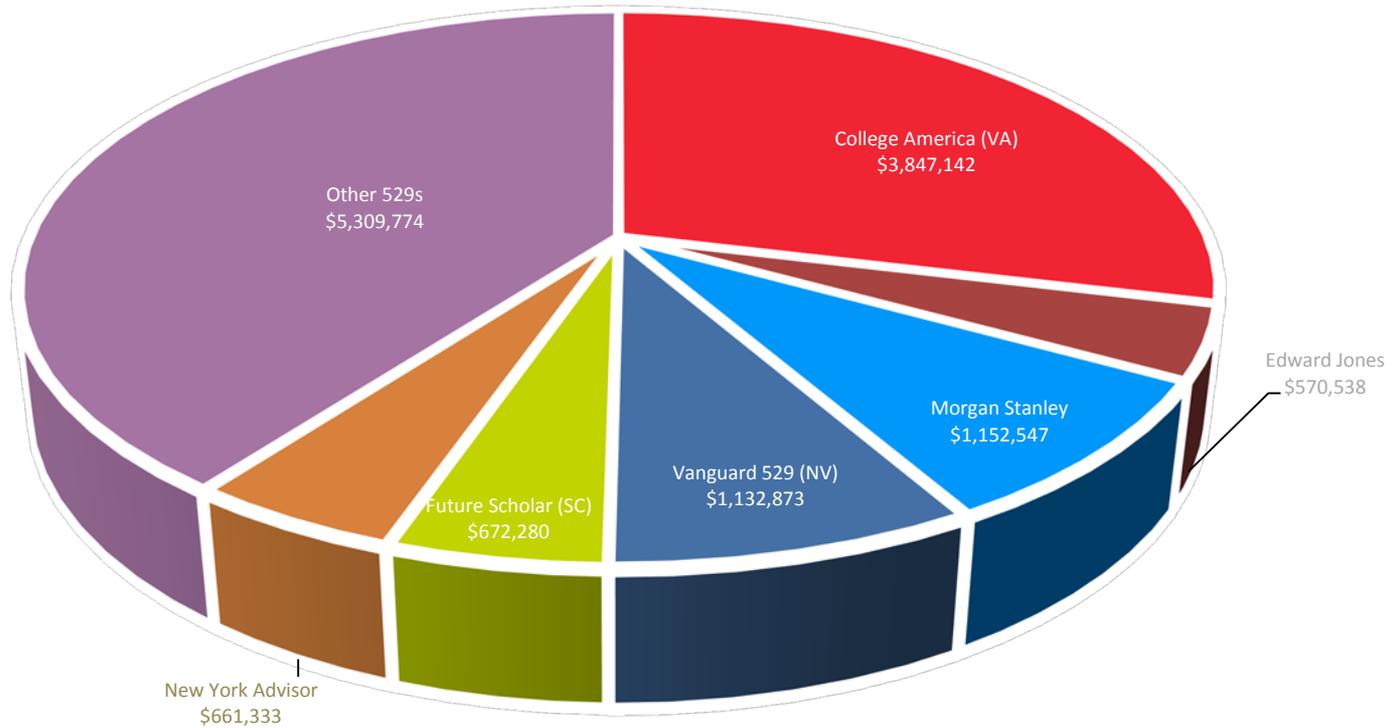
|         | <u>Number</u> | <u>versus 2017 CY</u> | <u>\$ Amount</u> | <u>versus 2017 CY</u> |
|---------|---------------|-----------------------|------------------|-----------------------|
| CY 2017 | 575           | 112.9%                | \$9.39 mil       | 126.5%                |

**Rollover Contributions** (\$11.88 mil)

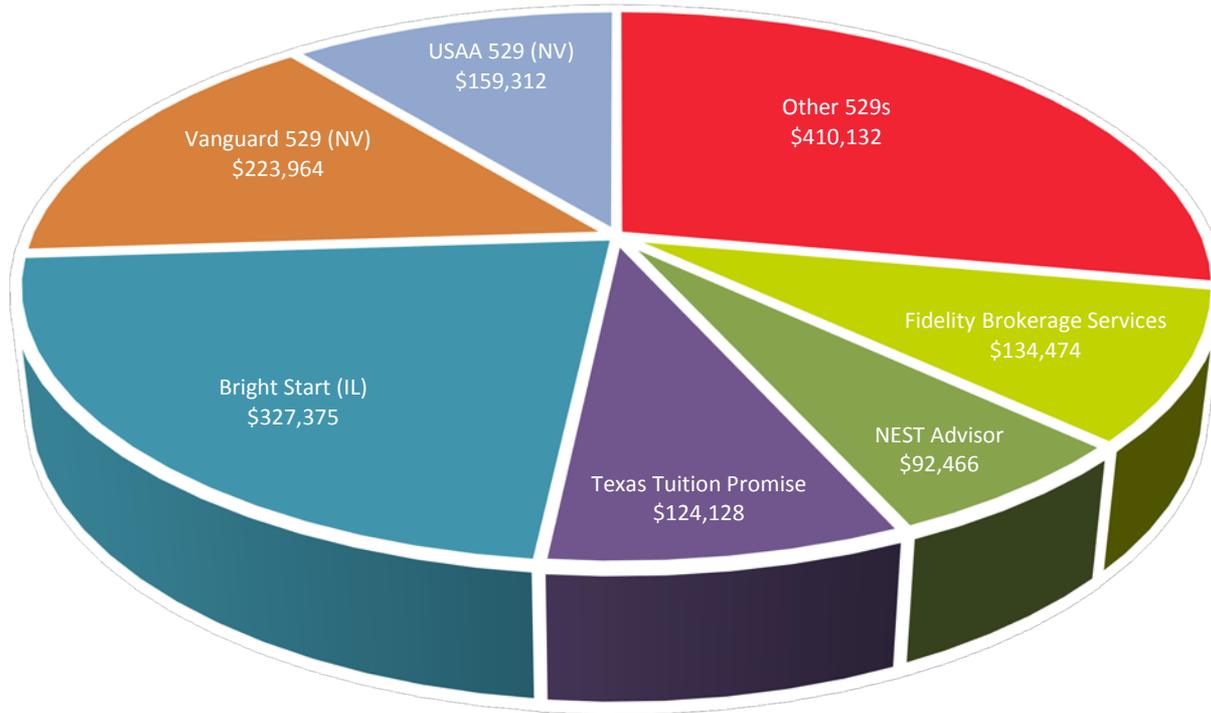


649 Incoming Rollovers  
Average Rollover = \$18,302

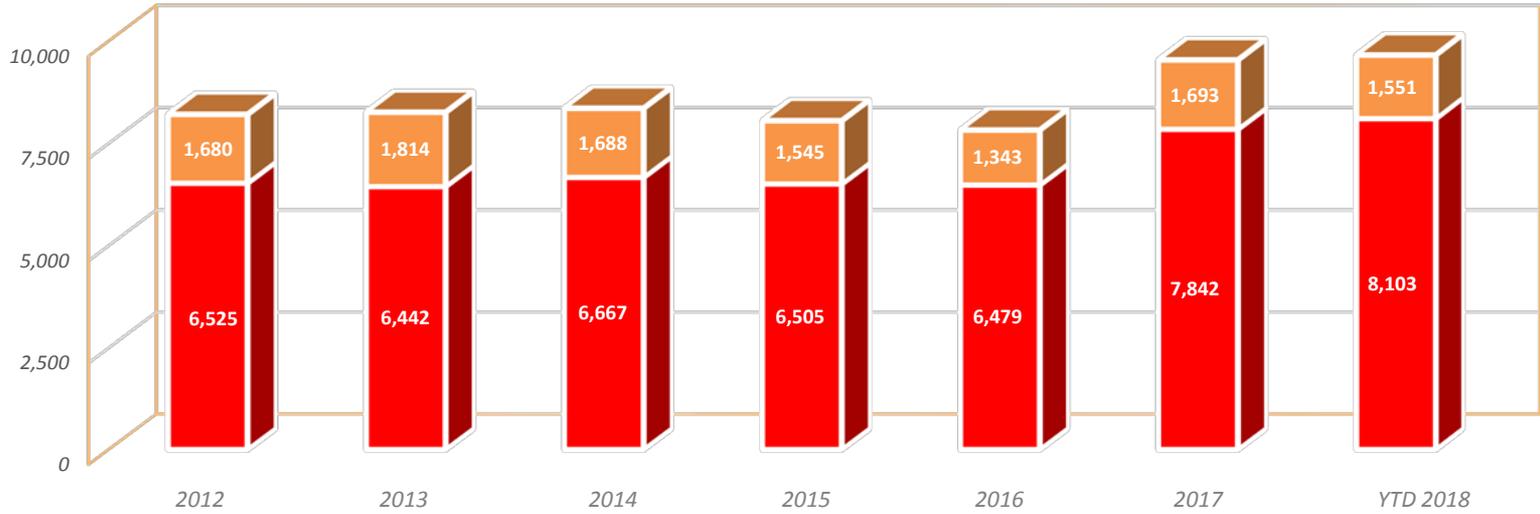
**529 Rollovers Out** (\$13.3 mil)



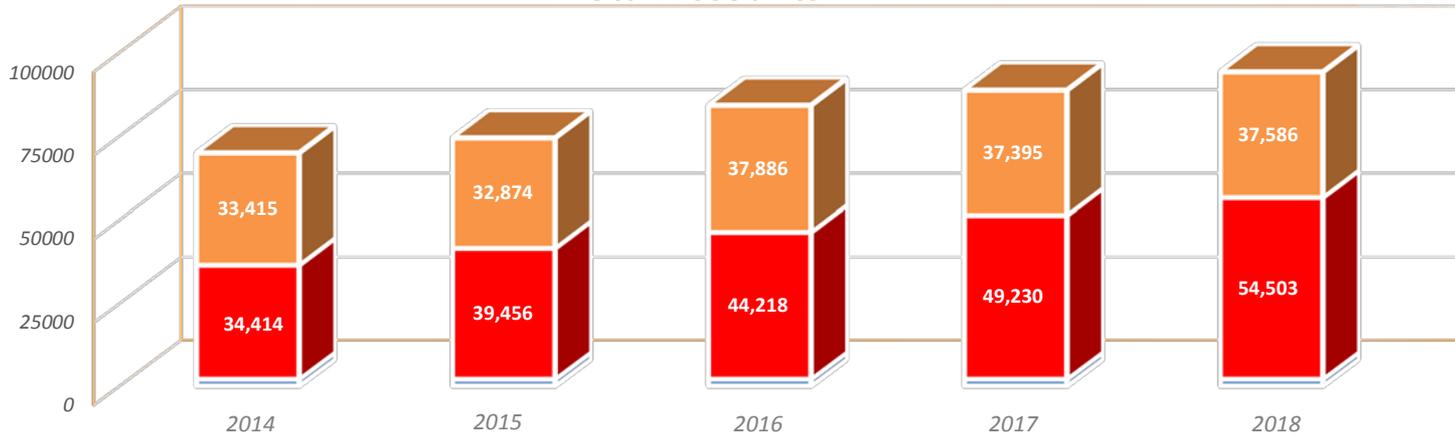
**Rollovers Out** (\$1.47 mil)



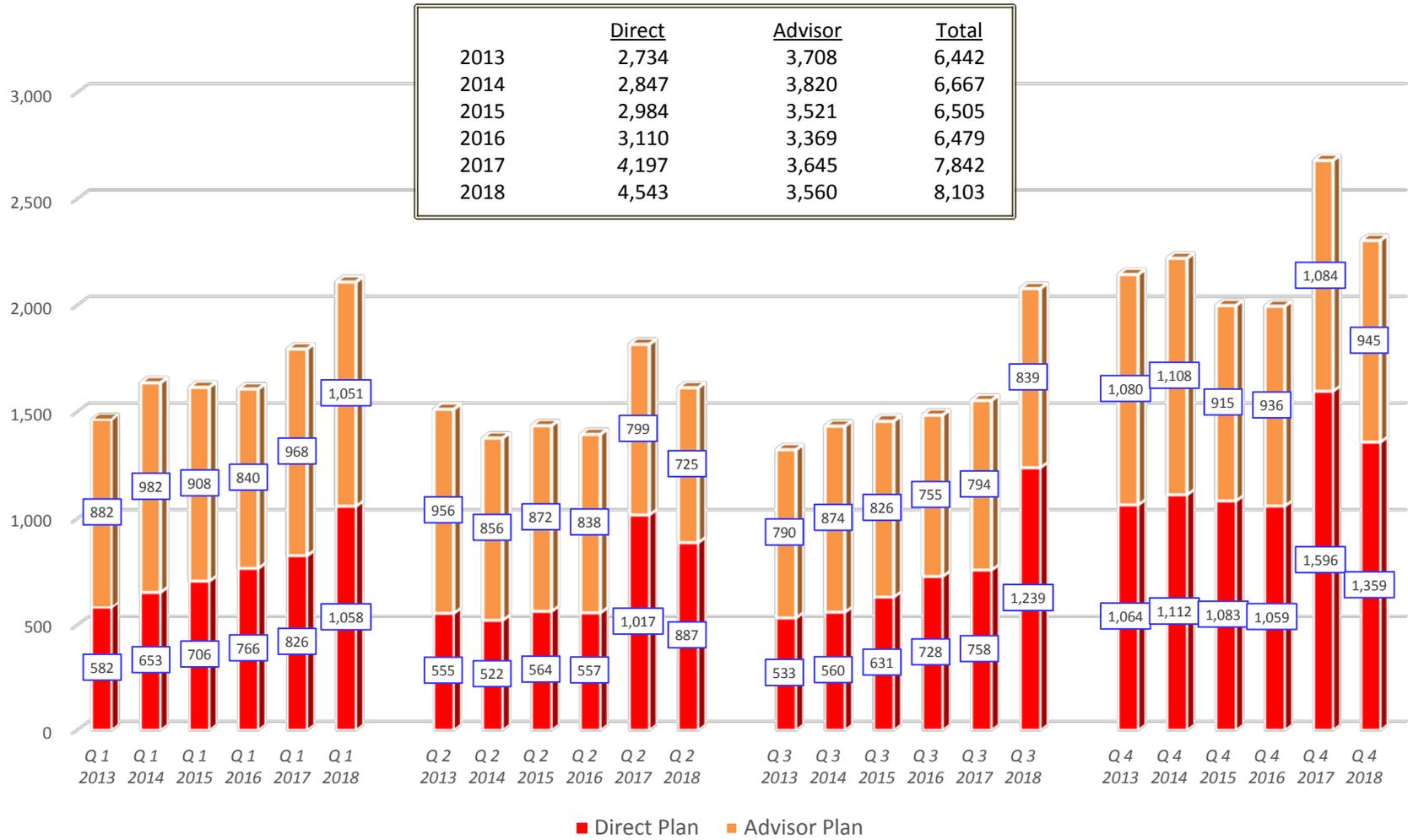
New Accounts



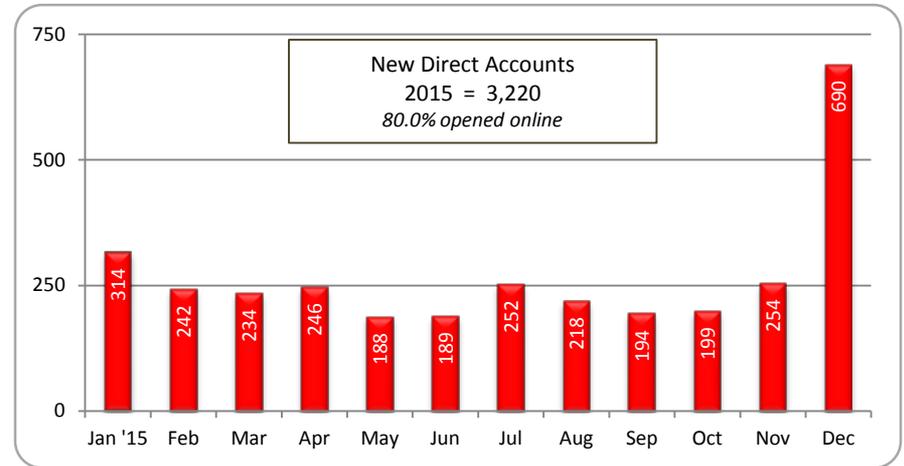
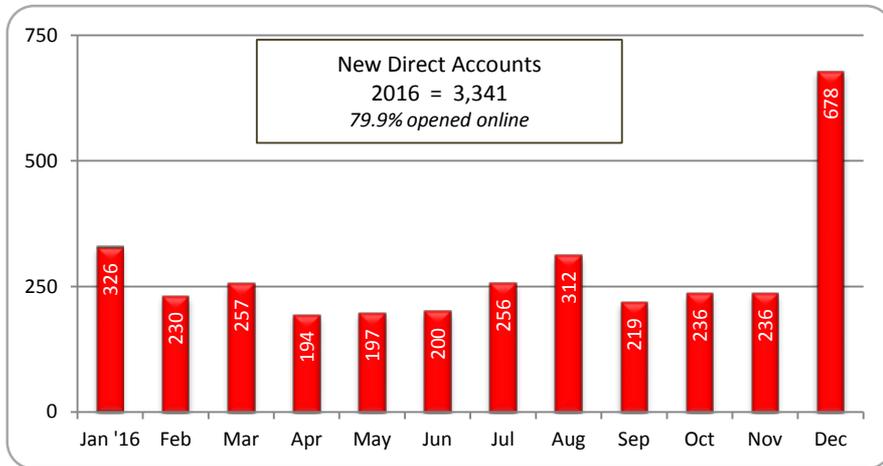
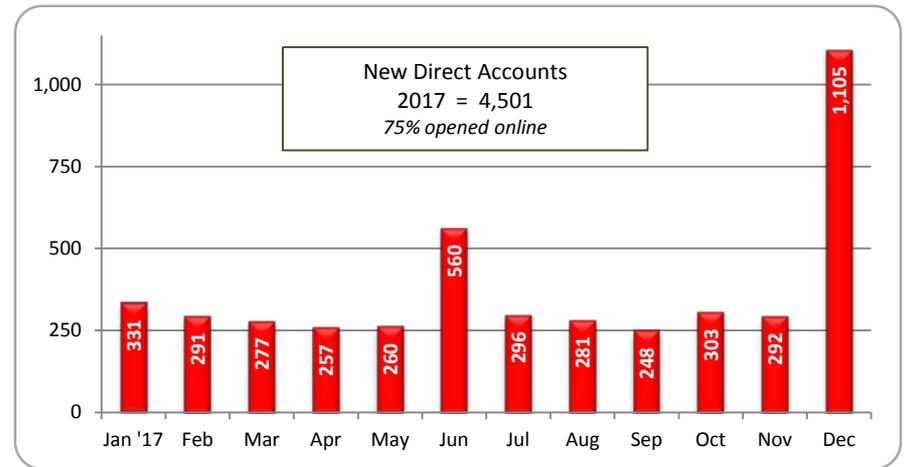
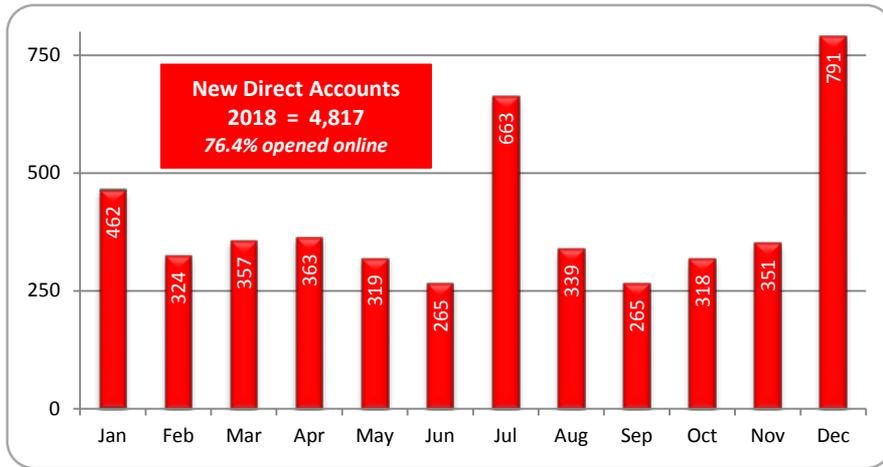
Total Accounts



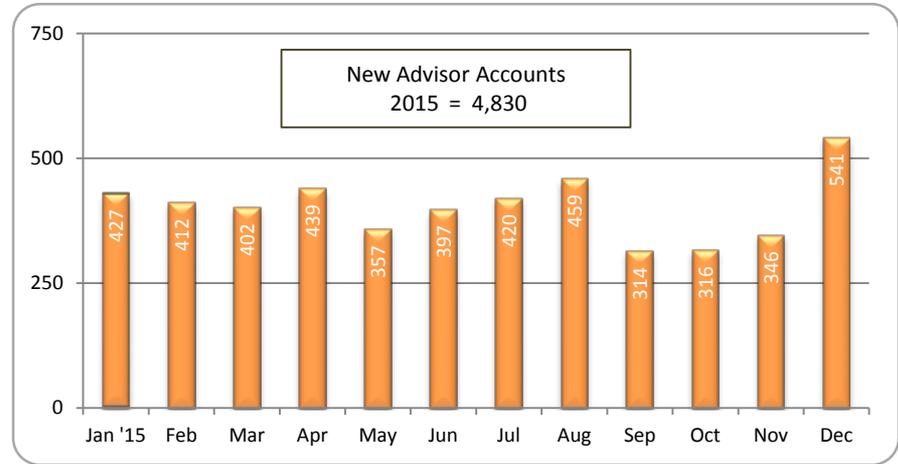
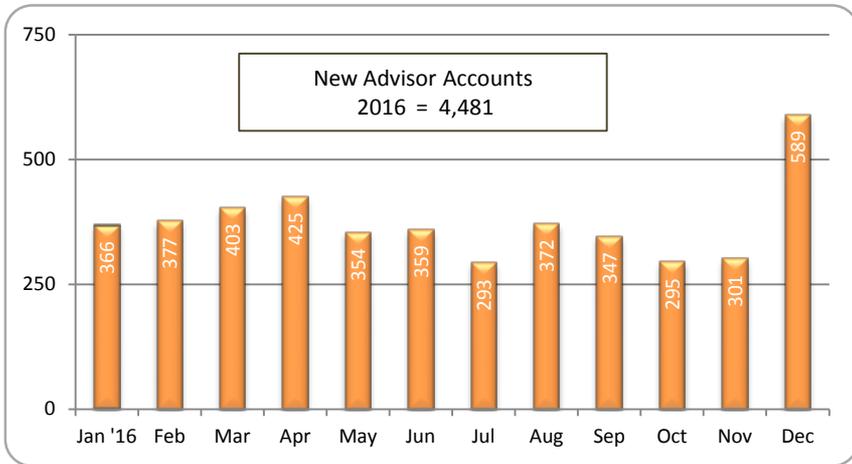
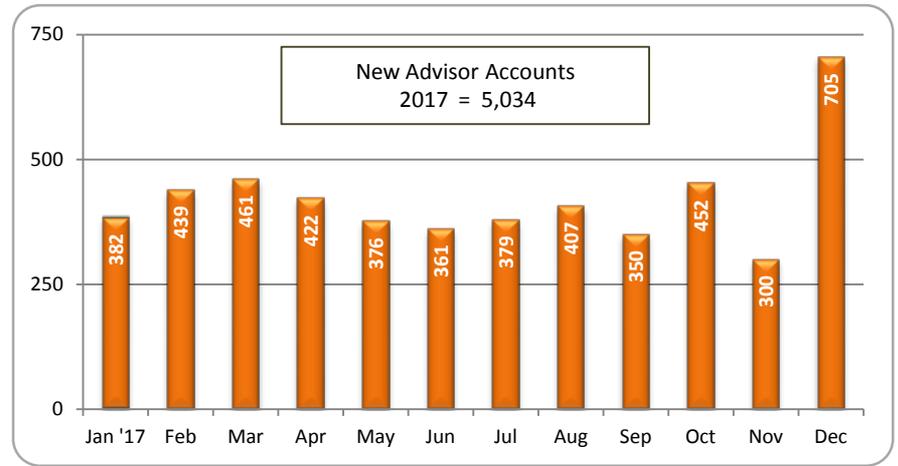
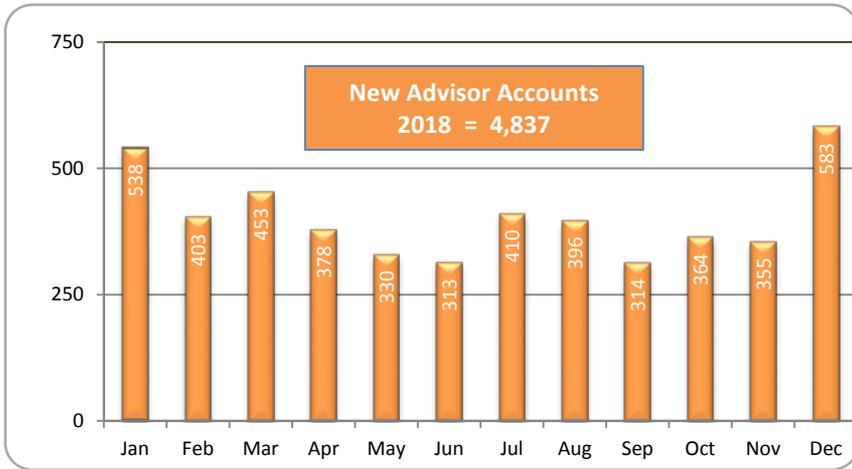
New Alabama Accounts - *by quarter*



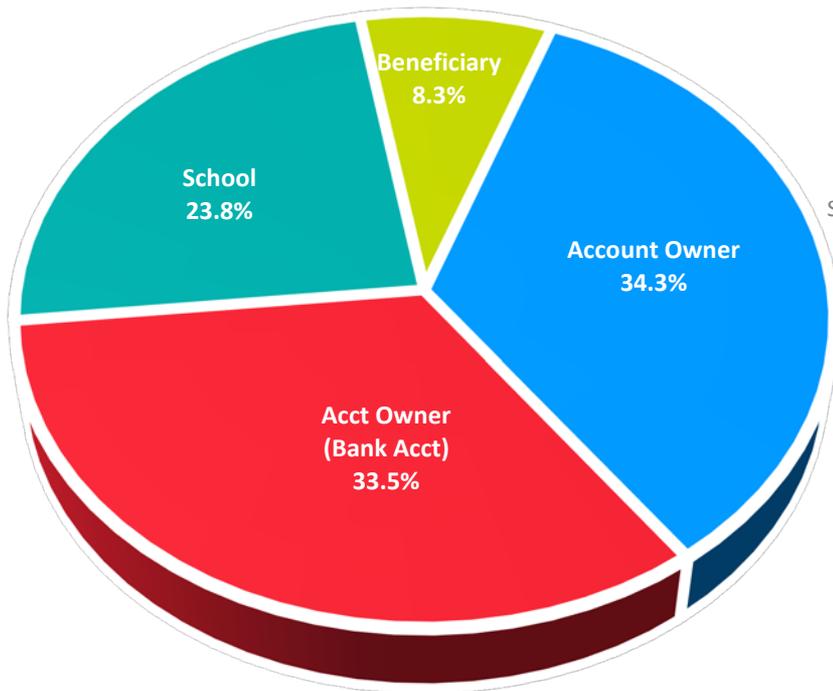
## New Direct Accounts *by month*



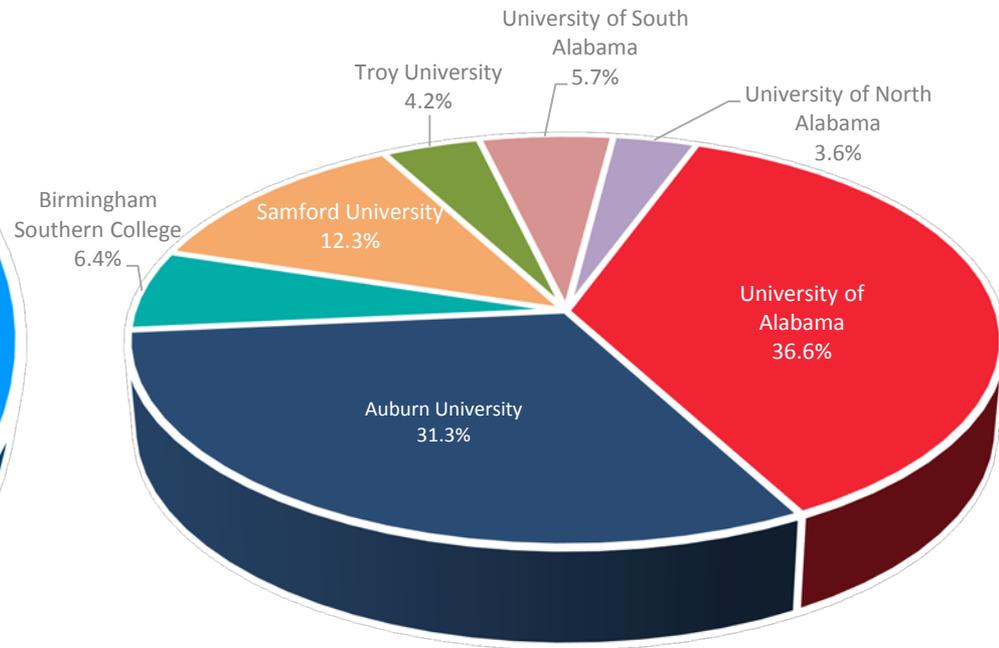
## New Advisor Accounts *by month*



**YTD Withdrawals** (\$122.3 mil)



**Withdrawals Paid Direct to College** (\$5.6 mil)



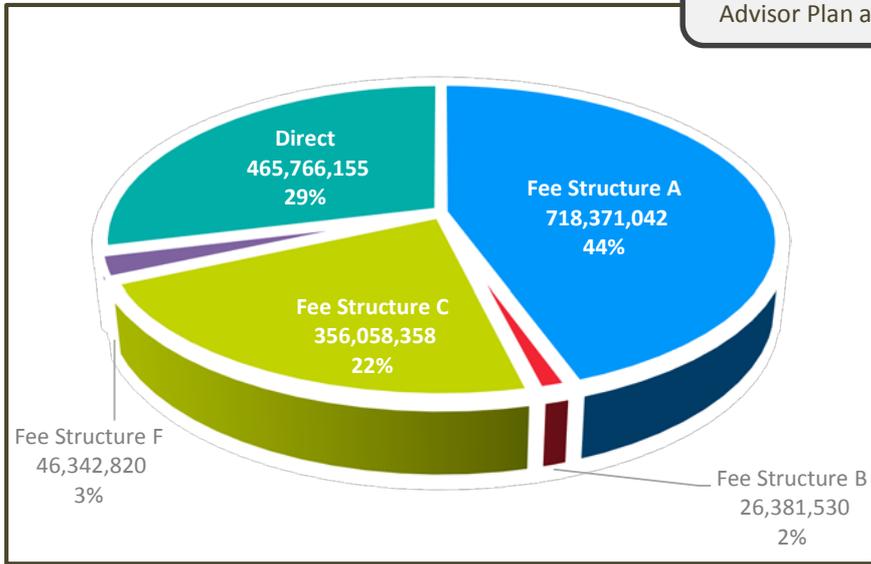
### Largest Broker Dealers

- 1) Morgan Stanley
- 2) Edward Jones & Co.
- 3) LPL Financial Corp.
- 4) Raymond James (*Associates & Financial Services*)
- 5) Wells Fargo Advisors

### Largest Broker Dealers (Alabama)

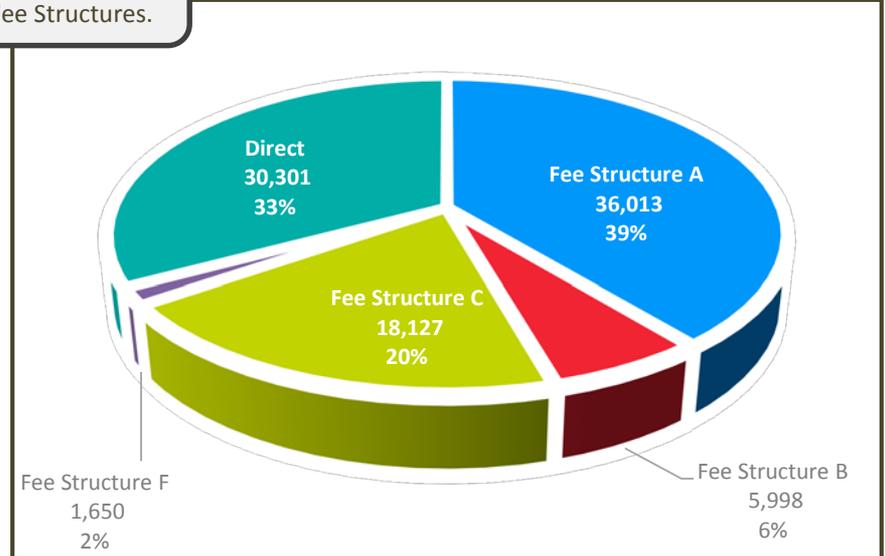
- 1) Edward Jones & Co
- 2) Morgan Stanley
- 3) Raymond James (*Associates & Financial Services*)
- 4) LPL Financial
- 5) Wells Fargo Advisors

Market Value



This page breaks down the assets and accounts between the Direct and Advisor Plan and the Fee Structures.

Accounts



|  |   |
|--|---|
| Fee Structure A                                  | 3.5% upfront load; 0.25% trail                              |
| Fee Structure B <i>(closed to new investors)</i> | 5 year CDSC; 1.00% trail                                    |
| Fee Structure C                                  | No upfront load; 0.50% trail                                |
| Fee Structure F                                  | No upfront load or trail                                    |
| Direct Plan                                      | No financial advisor assistance <i>(no loads or trails)</i> |

## Market Value and Accounts – by State

(10 largest States by assets)

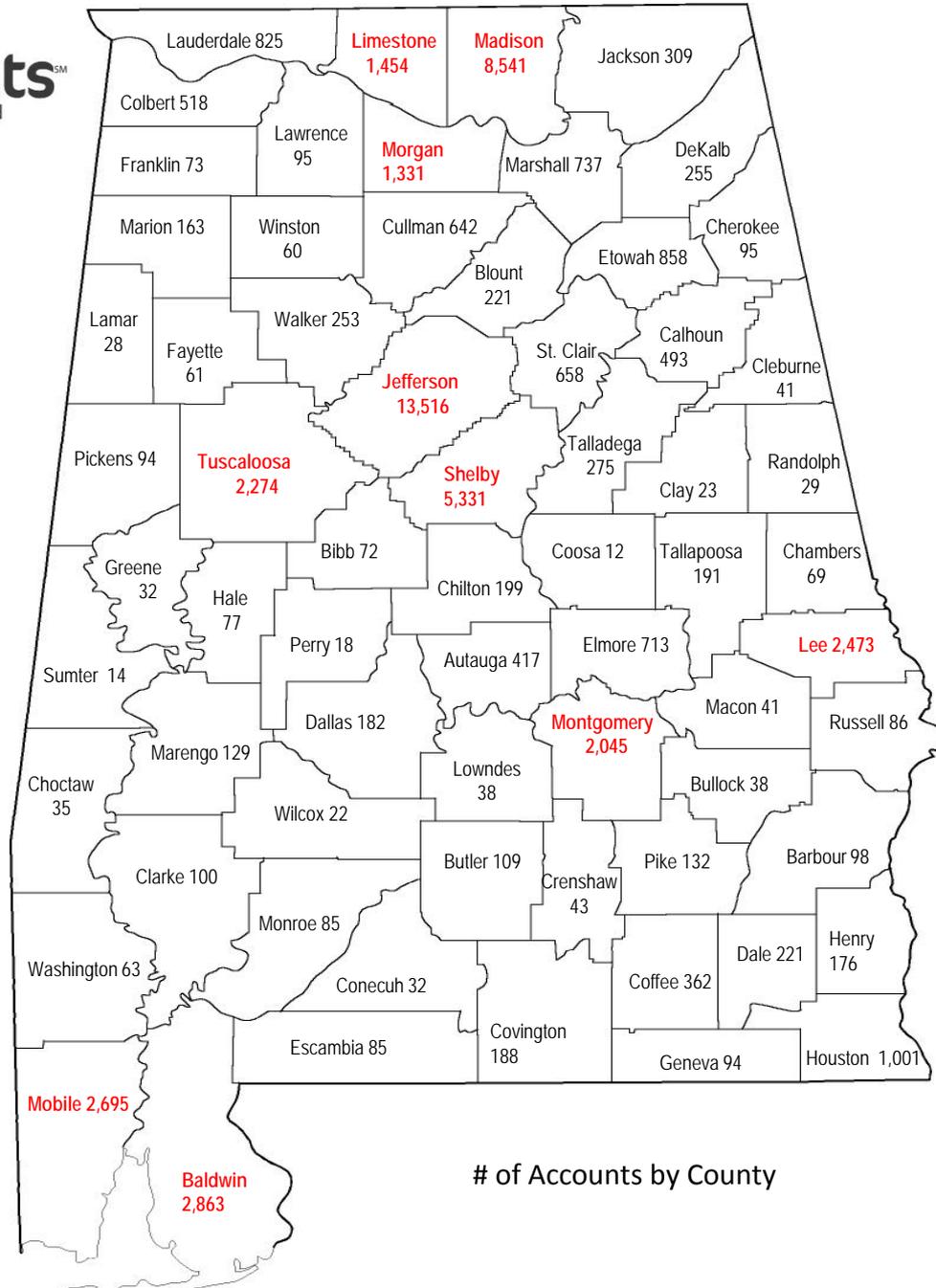
| State           | Assets      | % of Total Program Assets | % change Q 4 2018 | State 529 Plan Assets* | CollegeCounts as a % of In-State Plan Assets (as of Dec 31) | Population   |
|-----------------|-------------|---------------------------|-------------------|------------------------|---|--------------|
| 1 Alabama       | \$890.0 mil | 55.2%                     | -5.4%             |                        |   | 4.8 mil (24) |
| 2 California    | \$160.7 mil | 10.0%                     | -8.8%             | \$8.285 bil            | 2.1%  | 39.1 mil (1) |
| 3 Texas         | \$83.3 mil  | 5.2%                      | -9.3%             | \$687 mil              | 13.3%   | 27.5 mil (2) |
| 4 New Jersey    | \$43.7 mil  | 2.7%                      | -9.5%             | \$5.392 bil            | 0.9%  | 9.0 mil (11) |
| 5 Florida       | \$40.5 mil  | 2.5%                      | -7.7%             | \$577 mil              | 7.3%  | 20.3 mil (3) |
| 6 Pennsylvania  | \$32.7 mil  | 2.0%                      | -9.5%             | \$2.611 bil            | 1.4%  | 12.8 mil (6) |
| 7 Massachusetts | \$27.6 mil  | 1.7%                      | -10.3%            | \$5.896 bil            | 0.5%  | 6.8 mil (15) |
| 8 Illinois      | \$20.4 mil  | 1.3%                      | -11.4%            | \$10.319 bil           | 0.2%  | 12.9 mil (5) |
| 9 Minnesota     | \$20.7 mil  | 1.3%                      | -11.1%            | \$1.398 mil            | 1.5%  | 5.5 mil (21) |
| 10 New York     | \$17.5 mil  | 1.1%                      | -7.1%             | \$28.223 bil           | 0.1%  | 19.8 mil (4) |

\* Source: Strategic Insight and other industry reports as of December 31, 2017

Market Value and Accounts – by County  
(10 largest Alabama counties by # of accounts)

| County        | Dec. 31, 2018<br>Accounts | Dec. 31, 2017<br>Accounts | CY 2018 Growth | % of<br>AL Accts | Assets            | % of<br>AL Assets |
|---------------|---------------------------|---------------------------|----------------|------------------|-------------------|-------------------|
| 1) Jefferson  | 13,516                    | 12,236                    | 10.5%          | 24.8%            | \$282.4 mil       | 31.7%             |
| 2) Madison    | 8,541                     | 7,769                     | 9.9%           | 14.5%            | \$128.8 mil       | 14.5%             |
| 3) Shelby     | 5,331                     | 4,772                     | 11.7%          | 9.8%             | \$87.16 mil       | 9.8%              |
| 4) Baldwin    | 2,863                     | 2,440                     | 17.3%          | 5.3%             | \$42.1 mil        | 4.7%              |
| 5) Mobile     | 2,695                     | 2,461                     | 9.5%           | 4.9%             | \$43.8 mil        | 4.9%              |
| 6) Tuscaloosa | 2,274                     | 2,094                     | 8.6%           | 4.2%             | \$38.3 mil        | 4.3%              |
| 7) Lee        | 2,473                     | 2,155                     | 14.8%          | 4.5%             | \$36.4 mil        | 4.1%              |
| 8) Montgomery | 2,045                     | 1,888                     | 8.3%           | 3.8%             | \$46.6 mil        | 5.2%              |
| 9) Morgan     | 1,331                     | 1,233                     | 7.9%           | 2.4%             | \$16.1 mil        | 1.8%              |
| 10) Limestone | <u>1,454</u>              | <u>1,270</u>              | <u>14.5%</u>   | <u>2.7%</u>      | <u>\$17.5 mil</u> | <u>2.0%</u>       |
| <b>Totals</b> | <b>42,523</b>             | <b>38,318</b>             | <b>+ 11.0%</b> | <b>78%</b>       | <b>\$739 mil</b>  | <b>83%</b>        |

**County Map**  
(10 largest counties in red)



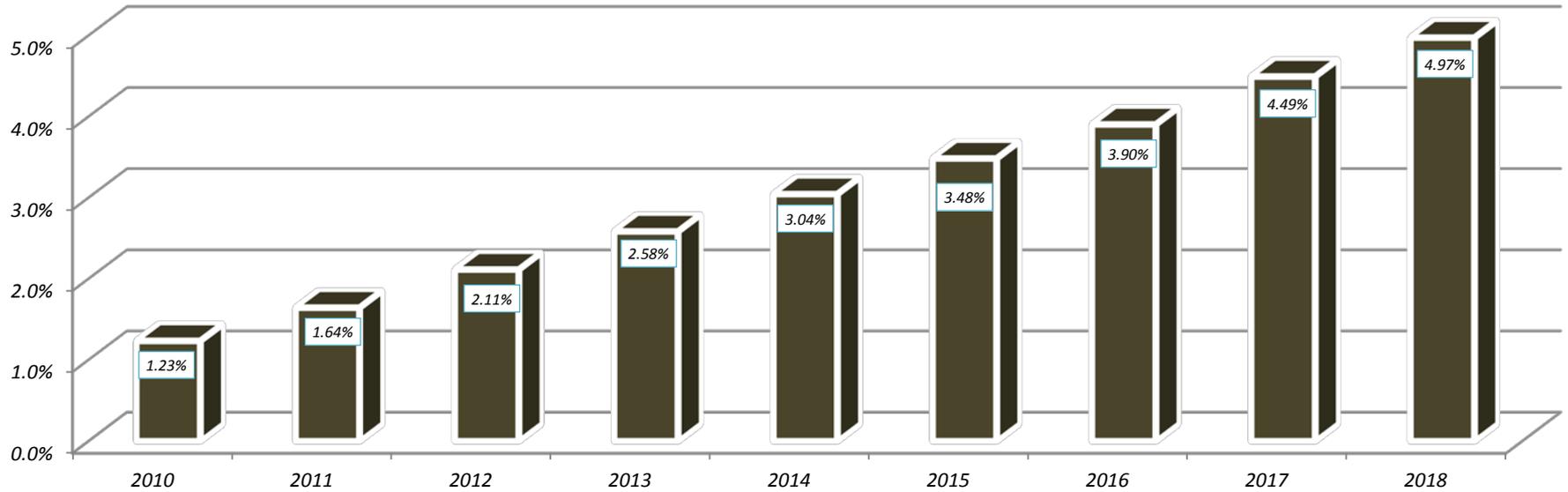
# of Accounts by County

The following metric measures the number of CollegeCounts 529 accounts with an Alabama account owner. This is a key measure in regards to the effectiveness of the marketing and grass roots efforts in increasing the number of Alabama families who save for college.

|                                | <u>U.S. Census 2010</u> | <u>2016 Census Fact Finder</u> |
|--------------------------------|-------------------------|--------------------------------|
| Alabama Population*            | 4,779,736               | 4,863,300                      |
| Population under age 18*       | 1,132,459               | 1,096,823                      |
| Accounts with an Alabama Owner | 54,503                  | 54,503                         |
| In-State “Success Rate”        | 4.81%                   | 4.97%                          |

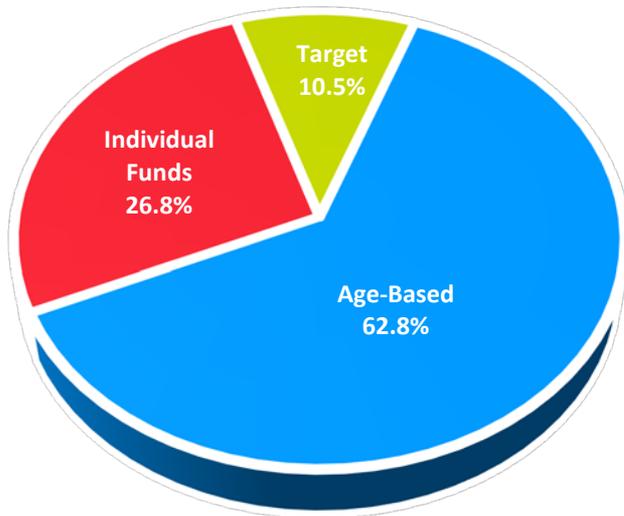
Source: U.S. Census Bureau 2010 Demographic Profile  
U.S. Census Bureau Fact Finder 2016

**Calendar Year End**



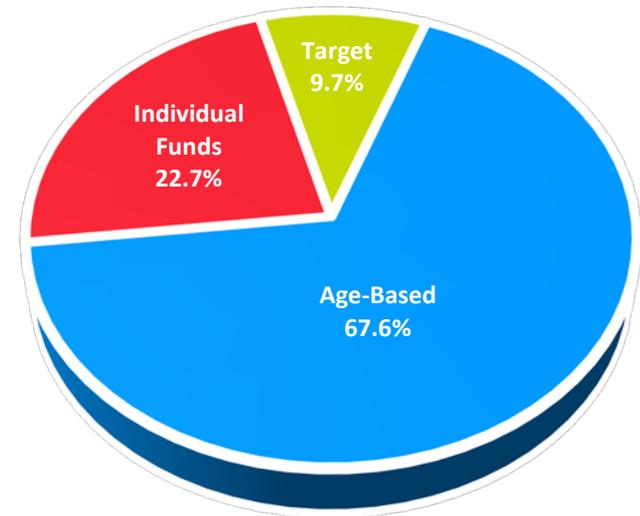
The Direct Plan offers investors:

- 3 Age-Based Tracks (*Aggressive, Moderate, and Conservative*)
- 6 Target Portfolios (*100% equity to 100% fixed*)
- 25 Individual Fund Portfolios



The Advisor Plan offers investors:

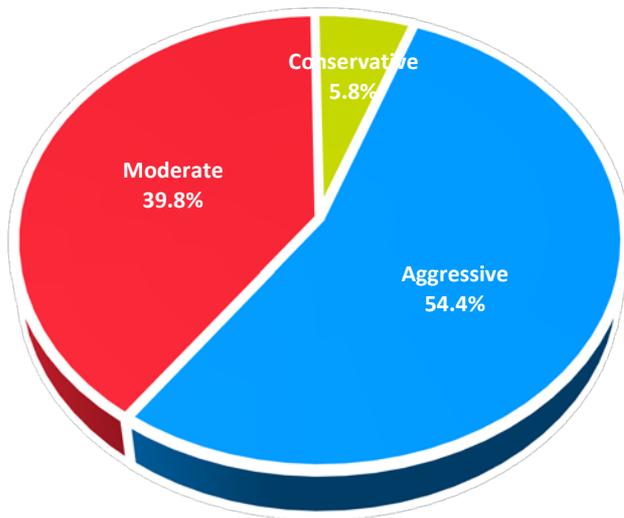
- 3 Age-Based Tracks (*Aggressive, Moderate, and Conservative*)
- 6 Target Portfolios (*100% equity to 100% fixed*)
- 25 Individual Fund Portfolios



**Direct Plan**

68.5% of investors utilize the 3 Age-Based Tracks

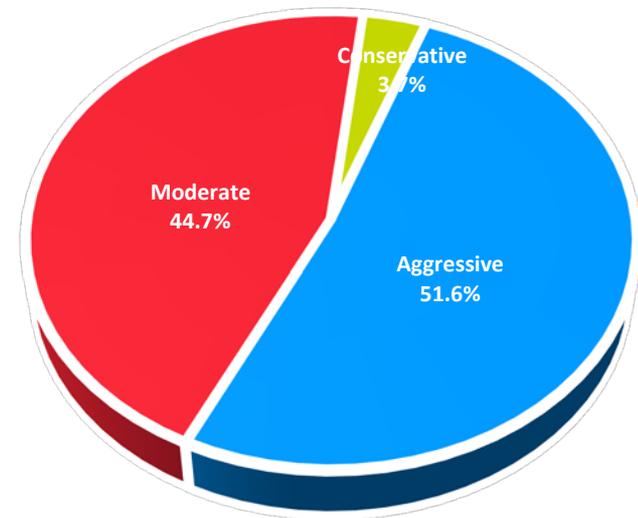
- Aggressive Track → 10,567 accounts and \$160.3 mil
- Moderate Track → 7,728 accounts and \$117.3 mil
- Conservative Track → 1,132 accounts and \$14.9 mil



**Advisor Plan**

72.2% of investors utilize the 3 Age-Based Tracks

- Aggressive Track → 20,909 accounts and \$409.6 mil
- Moderate Track → 18,088 accounts and \$334.6 mil
- Conservative Track → 1,496 accounts and \$31.5 mil

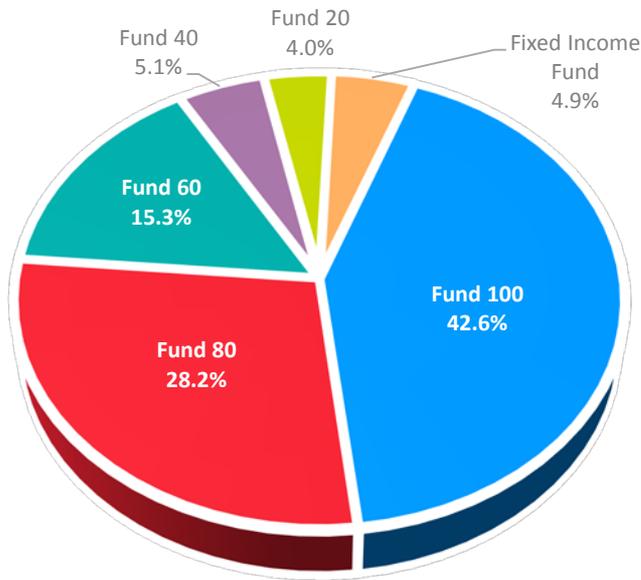


Based on number of accounts

**Direct Plan**

The 6 Target Portfolios are utilized by 8.4% of investors

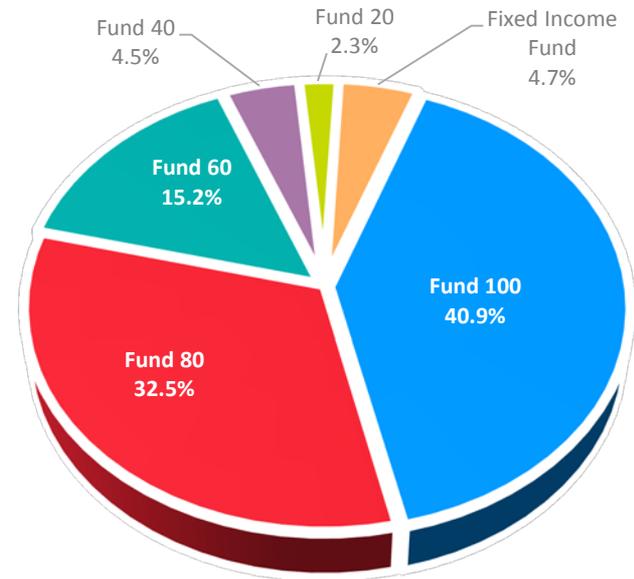
- Fund 80 & 100 → 1,679 accounts and \$35.8 mil
- Fund 40 & 60 → 483 accounts and \$9.9 mil
- Fixed Income & Fund 20 → 209 accounts and \$3.0 mil



**Advisor Plan**

The 6 Target Portfolios are utilized by 8.5% of investors

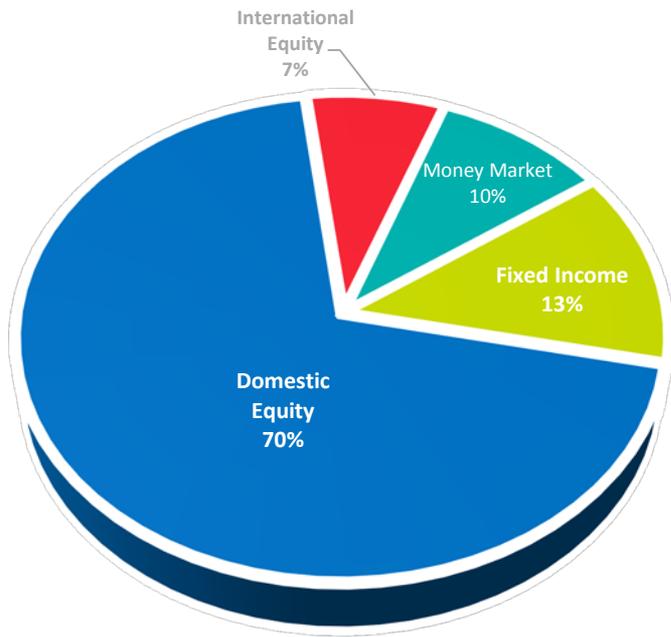
- Fund 80 & 100 → 3,497 accounts and \$82.4 mil
- Fund 40 & 60 → 937 accounts and \$24.3 mil
- Fixed Income & Fund 20 → 334 accounts and \$4.8 mil



Based on number of accounts

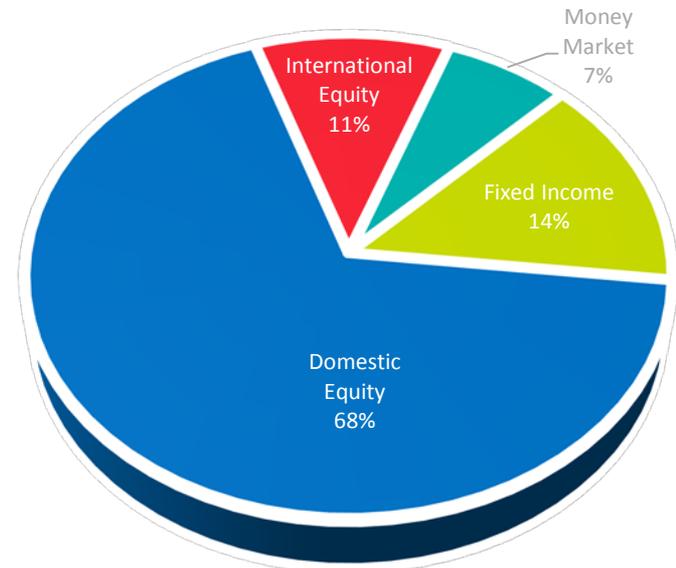
**Direct Plan**

The 25 Individual Fund Portfolios are utilized by 23.1% of investors (26.8% of assets) (average # of individual fund portfolios utilized = 3.1)



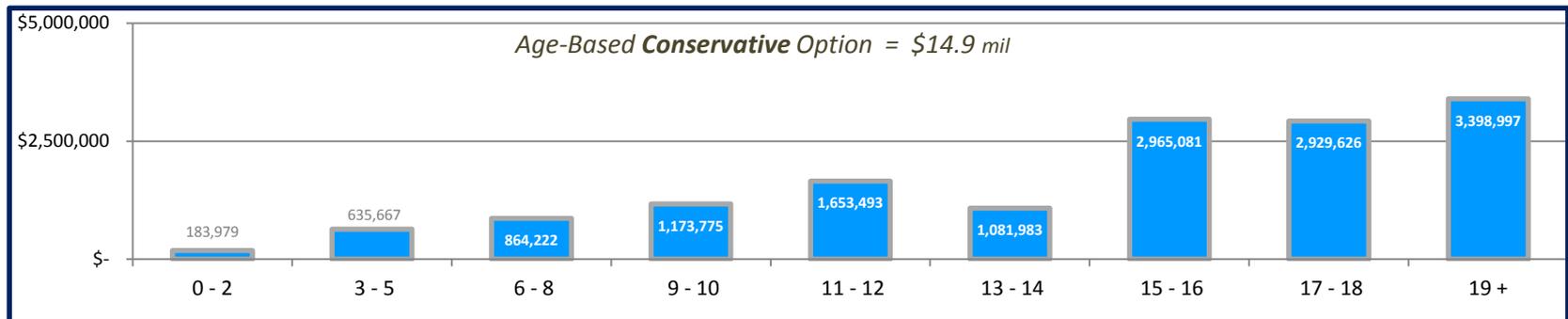
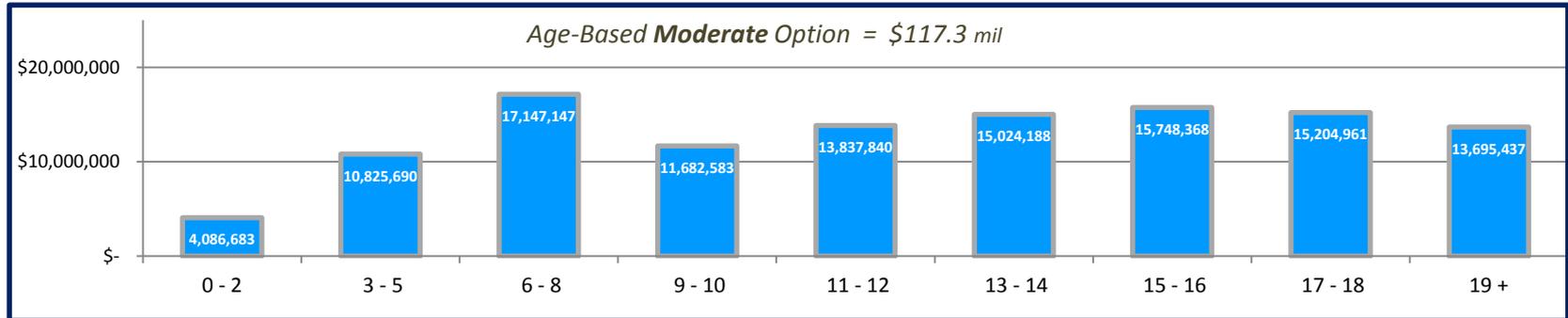
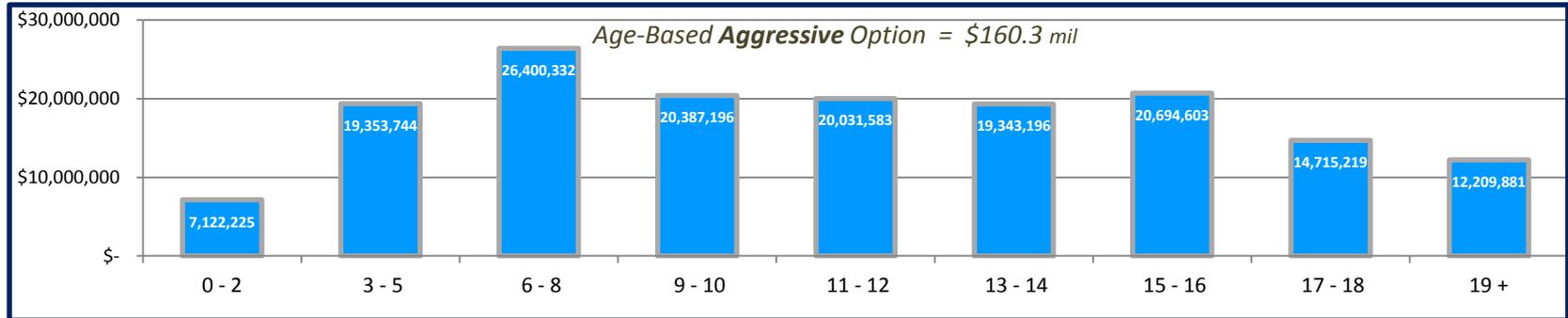
**Advisor Plan**

The 25 Individual Fund Portfolios are utilized by 19.3% of investors (23.4% of assets) (average # of individual fund portfolios utilized = 4.9)

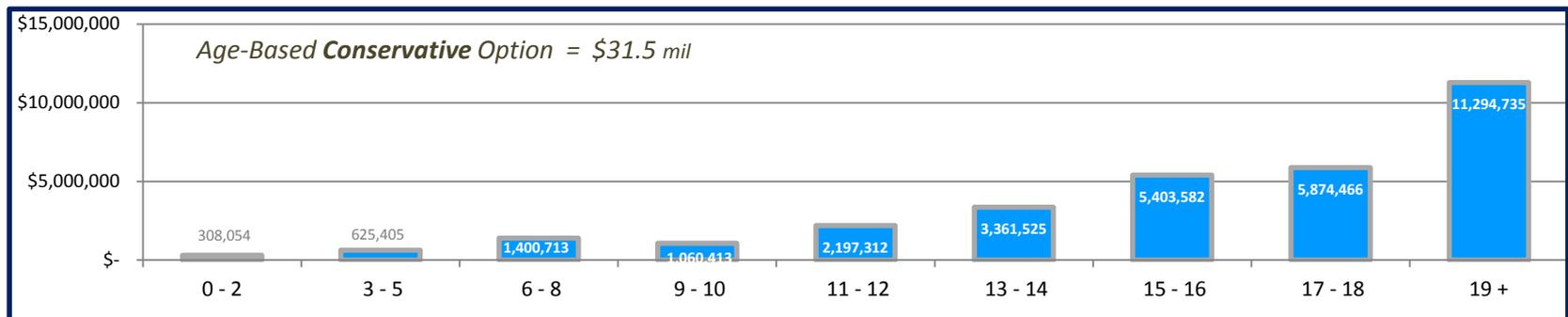
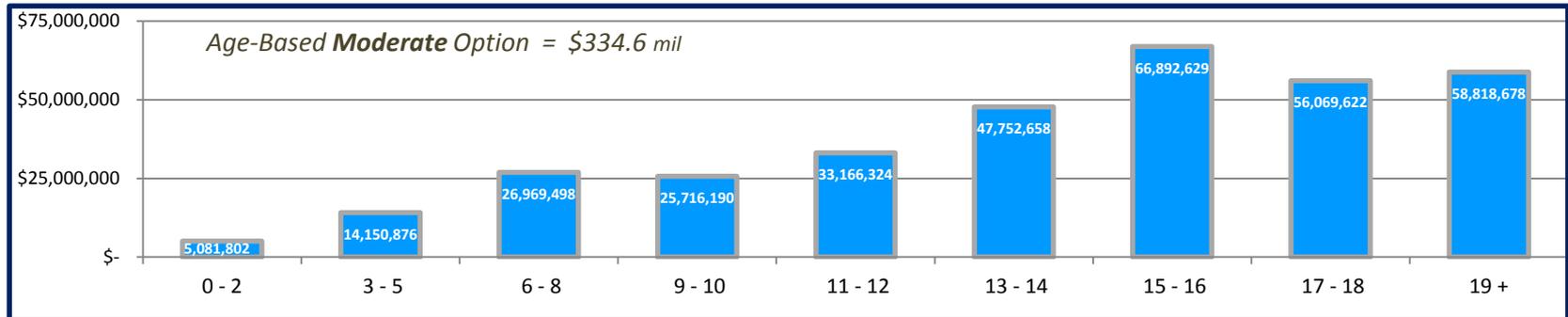
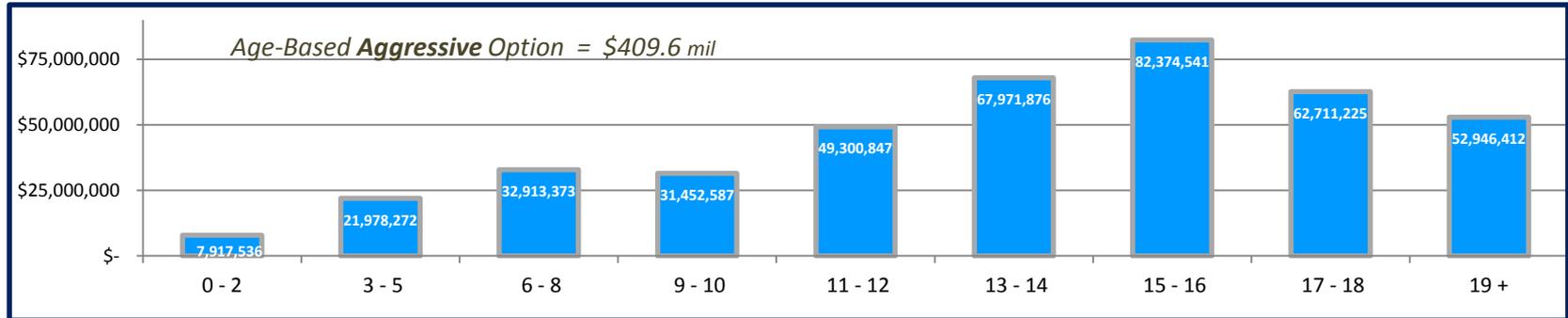


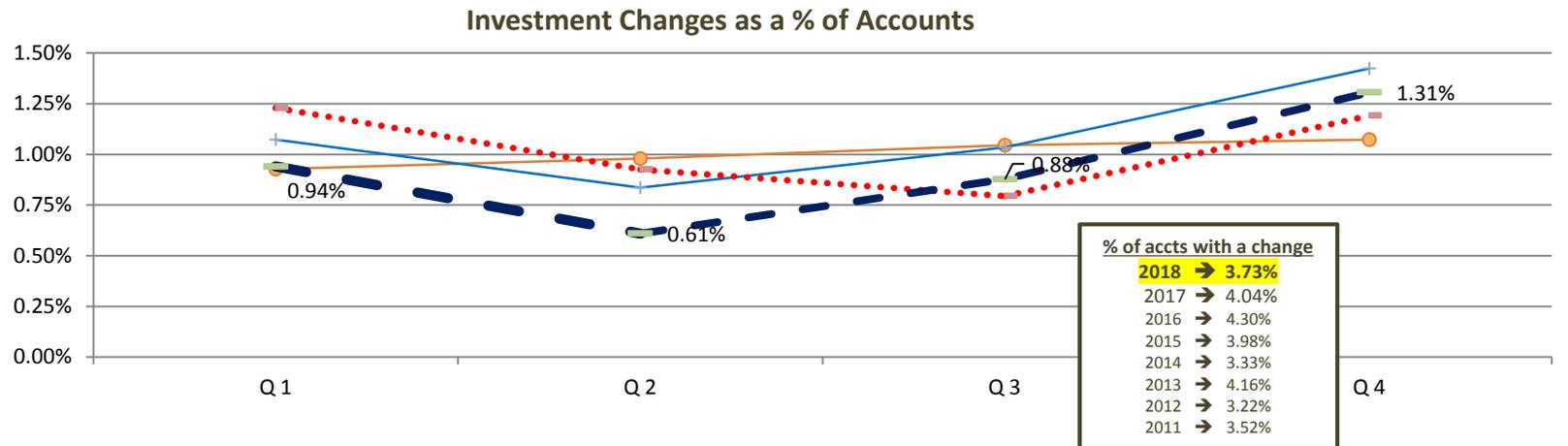
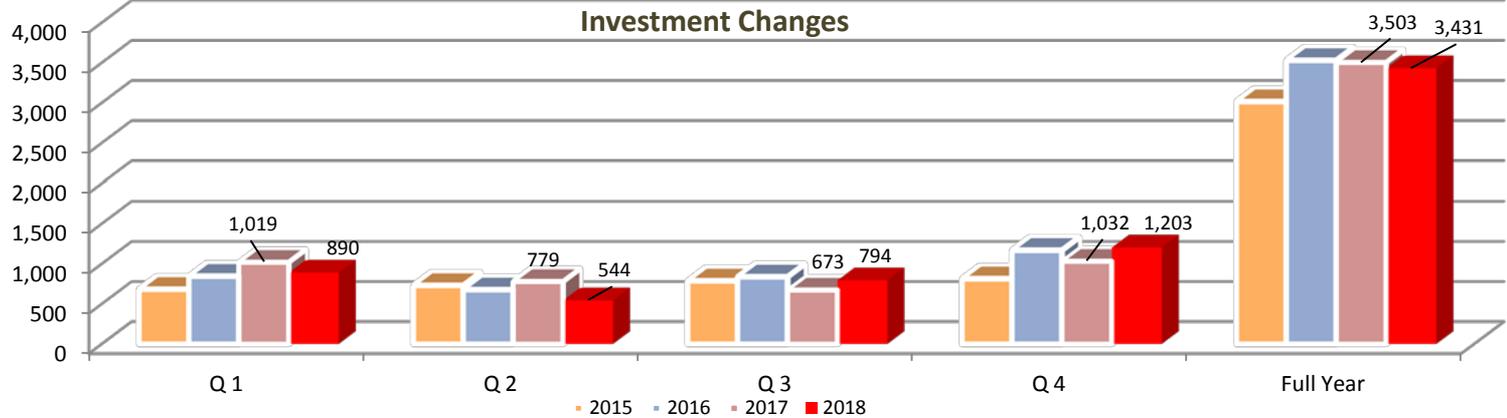
*Based on market value*

The Direct Plan offers 3 Age-Based Options. The charts reflect the dollars invested in each age-band within the 3 Age-Based options.



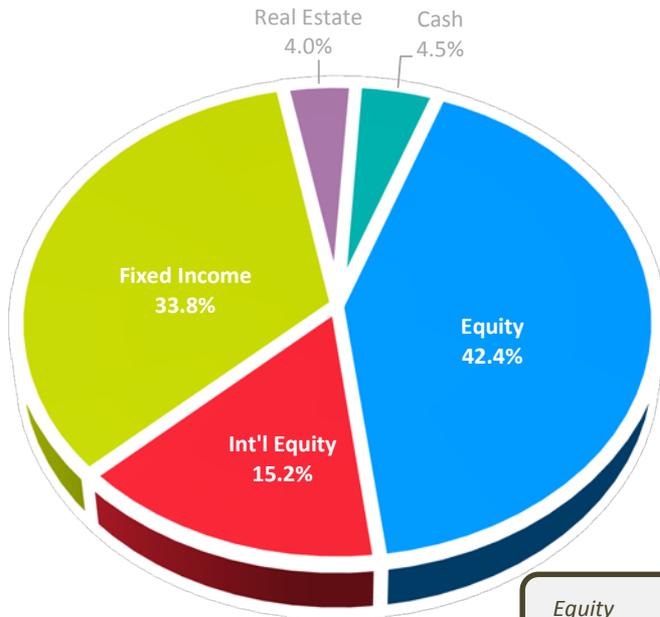
The Advisor Plan offers 3 Age-Based Options. The charts reflect the dollars invested in each age-band within the 3 Age-Based options.





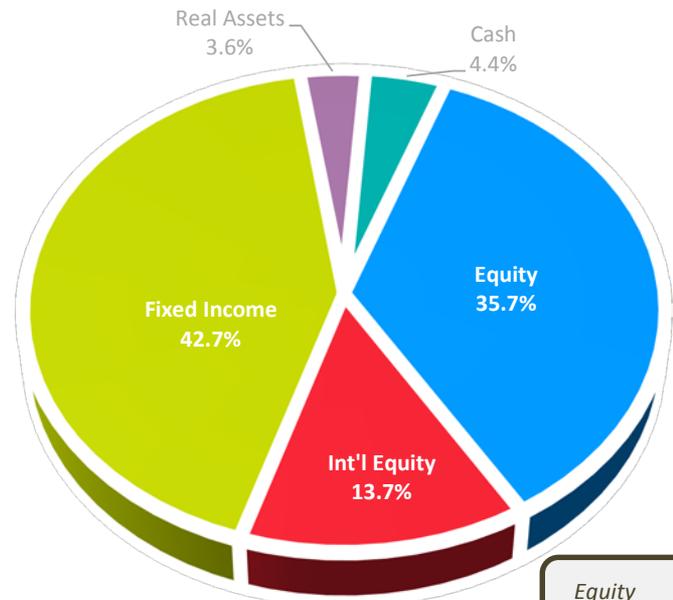
*The following is a look through of all Age-Based, Target and Individual Fund Portfolios to the underlying stock/bond allocations. The Plans are well diversified.*

**Direct Plan**



|              |       |
|--------------|-------|
| Equity       | 61.6% |
| Fixed Income | 38.4% |

**Advisor Plan**



|              |       |
|--------------|-------|
| Equity       | 52.9% |
| Fixed Income | 47.1% |

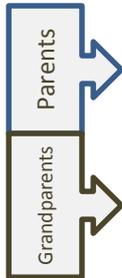
## Historical Asset Allocation

(Age-Based, Target & Individual Fund Portfolios Combined)

| Direct Plan     | 9-30-10 | 12-31-10 | 12-31-11 | 12-31-12 | 12-31-13 | 12-31-14 | 12-31-15 | 12-31-16 | 12-31-17 | 12-31-18 |
|-----------------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Cash            | 9.6%    | 9.1%     | 5.7%     | 4.5%     | 4.1%     | 4.4%     | 4.5%     | 4.1%     | 3.8%     | 4.5%     |
| Fixed Income    | 28.3%   | 27.1%    | 29.9%    | 30.3%    | 28.0%    | 28.3%    | 28.0%    | 33.7%    | 33.1%    | 33.8%    |
| Real Estate     | 1.5%    | 1.6%     | 1.9%     | 3.6%     | 3.6%     | 3.9%     | 3.8%     | 4.4%     | 4.2%     | 4.0%     |
| Domestic Equity | 45.8%   | 47.0%    | 47.6%    | 42.3%    | 44.9%    | 44.5%    | 44.9%    | 42.0%    | 42.7%    | 42.4%    |
| International   | 14.9%   | 15.2%    | 15.0%    | 19.3%    | 19.4%    | 18.9%    | 18.9%    | 15.7%    | 16.3%    | 15.2%    |

| Advisor Plan    | 9-30-10 | 12-31-10 | 12-31-11 | 12-31-12 | 12-31-13 | 12-31-14 | 12-31-15 | 12-31-16 | 12-31-17 | 12-31-18 |
|-----------------|---------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Cash            | 4.6%    | 4.2%     | 4.8%     | 4.7%     | 4.2%     | 4.0%     | 4.5%     | 4.0%     | 3.8%     | 4.4%     |
| Fixed Income    | 27.0%   | 26.5%    | 28.1%    | 33.9%    | 32.7%    | 33.4%    | 34.3%    | 41.6%    | 41.2%    | 42.7%    |
| Real Assets     | 1.5%    | 1.4%     | 1.5%     | 2.9%     | 2.9%     | 2.9%     | 2.9%     | 3.7%     | 3.7%     | 3.6%     |
| Domestic Equity | 45.7%   | 46.3%    | 43.9%    | 40.2%    | 41.8%    | 41.8%    | 41.0%    | 36.7%    | 37.0%    | 35.7%    |
| International   | 21.3%   | 21.5%    | 21.7%    | 18.2%    | 18.4%    | 17.9%    | 17.4%    | 14.0%    | 14.3%    | 13.7%    |

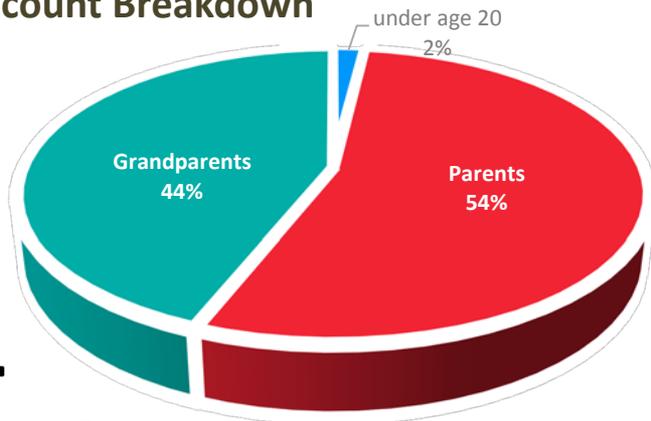
| Account Owner Age | # of Accounts | %     | Market Value      | %     | Average Account Size |
|-------------------|---------------|-------|-------------------|-------|----------------------|
| Under age 20      | 1,632         | 1.9%  | \$43.4 mil        | 2.7%  | \$26,571             |
| 20 – 34           | 6,716         | 8.0%  | \$54.2 mil        | 3.4%  | \$8,069              |
| 35 – 49           | 38,938        | 46.1% | \$712.3 mil       | 44.2% | \$18,294             |
| 50 – 64           | 23,193        | 27.5% | \$529.3 mil       | 32.8% | \$22,820             |
| 65 plus           | 13,925        | 16.5% | \$273.8 mil       | 17.0% | \$19,660             |
| <b>Totals</b>     | <b>84,405</b> |       | <b>\$1.61 bil</b> |       | <b>\$19,110</b>      |



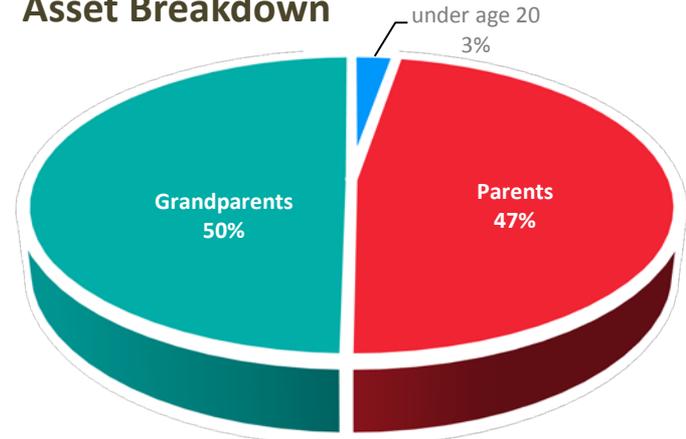
Average Age of Account Owner = 50.35  
 Direct = 47.36 years      Advisor = 51.56 years

Average Account Size  
 Direct Plan      \$16,435  
 Advisor Plan    \$20,461

Account Breakdown



Asset Breakdown

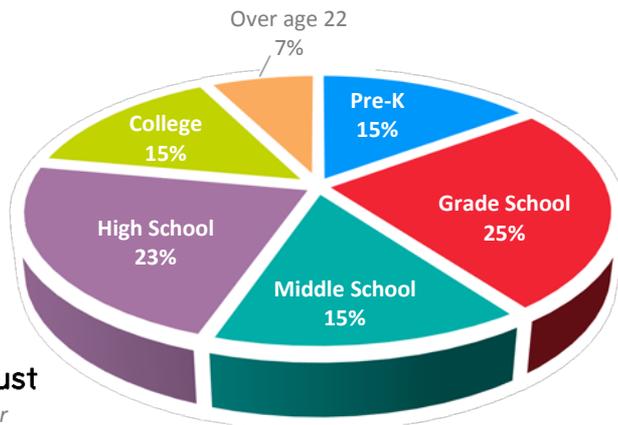


| Age of Beneficiary    | # of Accounts | %     | Market Value      | %     | Average Account Size |
|-----------------------|---------------|-------|-------------------|-------|----------------------|
| Pre-K (< 5)           | 12,523        | 14.8% | \$93.4 mil        | 5.8%  | \$7,459              |
| Grade School (5 - 10) | 21,170        | 25.1% | \$320.1 mil       | 19.8% | \$15,119             |
| Middle School (11-13) | 12,960        | 15.4% | \$273.7 mil       | 17.0% | \$21,120             |
| High School (14-17)   | 19,100        | 22.6% | \$521.2 mil       | 32.3% | \$27,287             |
| College (18-22)       | 12,349        | 14.6% | \$295.9 mil       | 18.3% | \$23,965             |
| Over age 22           | 6,302         | 7.5%  | \$108.6 mil       | 6.7%  | \$17,231             |
| <b>Totals</b>         | <b>84,405</b> |       | <b>\$1.61 bil</b> |       | <b>\$19,110</b>      |

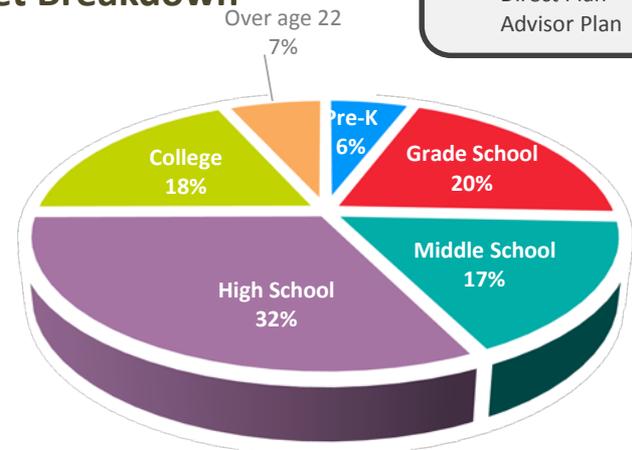
Average Age of Beneficiary = 13.04  
 Direct = 10.83 years      Advisor = 13.94 years

Median Account Size  
**CollegeCounts \$7,888**  
 Direct Plan \$7,013  
 Advisor Plan \$8,317

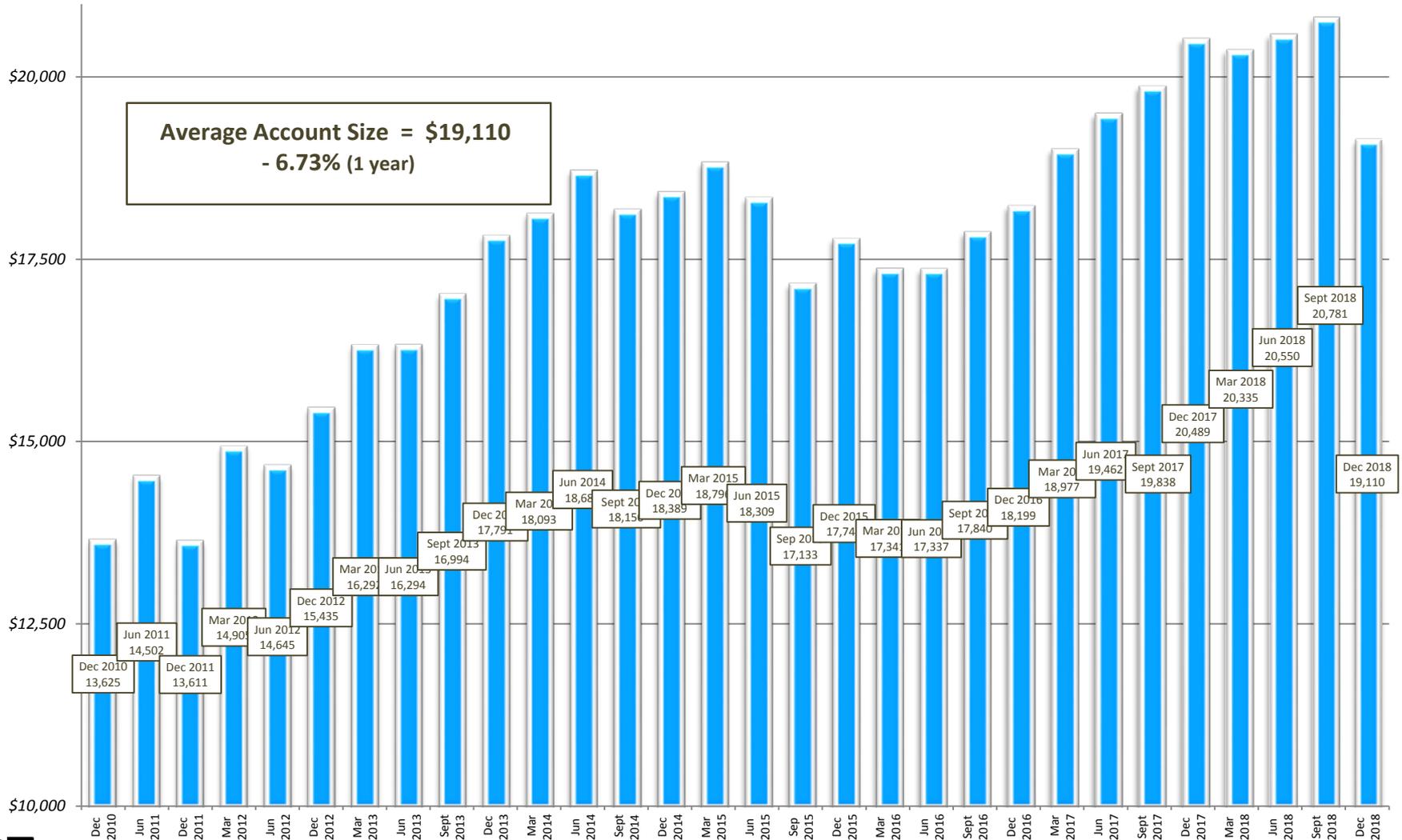
**Account Breakdown**



**Asset Breakdown**



## Average Account Size



The CollegeCounts 529 Fund is a qualified tuition program under Section 529 of the Internal Revenue Code that is offered by the State of Alabama, administered by the Board of Trustees of the ACES Trust Fund (the “Trust” and plan issuer), marketed as the CollegeCounts 529 Fund, and Union Bank & Trust Company serves as Program Manager. Northern Trust Securities, Inc. serves as Distributor for the Advisor Plan. Accounts and investments under the CollegeCounts 529 Fund are not insured or guaranteed by the FDIC, the State of Alabama, the State of Alabama Treasurer, the Board, the Trust, the Program, Union Bank & Trust Company, Northern Trust Securities, Inc. or any other entity. Investment returns are not guaranteed, and you could lose money by investing in the Plan.

*An investor should consider the investment objectives, risks, and charges and expenses associated with municipal fund securities before investing. This and other important information is contained in the fund prospectuses and the CollegeCounts 529 Fund Program Disclosure Statement (issuer’s official statement). Please read it carefully before investing. For a copy call 866.529.2228, visit [CollegeCounts529.com](http://CollegeCounts529.com) or [CollegeCounts529advisor.com](http://CollegeCounts529advisor.com), or contact your investment professional. You can lose money by investing in a portfolio. Each of the portfolios involves investment risks, which are described in the Program Disclosure Statement.*

*An investor should consider, before investing, whether the investor’s or designated beneficiary’s home state offers any state tax or other benefits such as financial aid, scholarship funds, and protection from creditors that are only available for investments in such state’s 529 plan. Investors should consult a tax advisor.*



# CollegeCounts<sup>SM</sup>

Alabama's 529 Fund



Call Center and Web Activity  
February 20, 2019

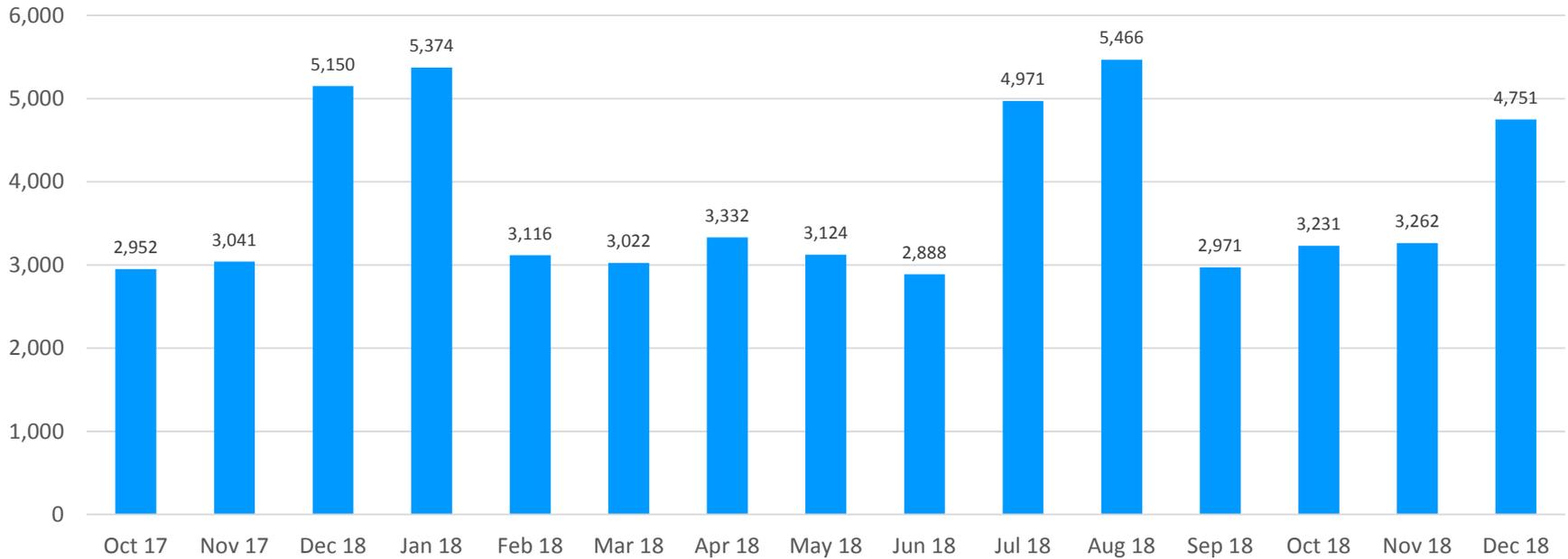
Period ended  
December 31, 2018

**UBT**  
Union Bank & Trust  
*Program Manager*



*Offered by the  
State of Alabama*

Call Volume



| <u>2018</u>                   | <u>Jan</u> | <u>Feb</u> | <u>Mar</u> | <u>Apr</u> | <u>May</u> | <u>Jun</u> | <u>Jul</u> | <u>Aug</u> | <u>Sep</u> | <u>Oct</u> | <u>Nov</u> | <u>Dec</u> | <u>YTD 2018</u> |
|-------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------------|
| # of calls                    | 5,374      | 3,116      | 3,022      | 3,332      | 3,124      | 2,888      | 4,971      | 5,466      | 2,971      | 3,231      | 3,262      | 4,751      | 45,658          |
| Answer Rate with a live voice | 91.5%      | 96.8%      | 97.9%      | 97.4%      | 97.9%      | 97.8%      | 97.4%      | 97.8%      | 98.4%      | 98.0%      | 98.8%      | 96.7%      | 96.6%           |
| Average Speed of Answer       | 2:03       | 0:45       | 0:32       | 0:21       | 0:12       | 0:13       | 0:20       | 0:24       | 0:13       | 0:09       | 0:09       | 0:26       | 0:33            |

## Most Common Topics – Q3 2018

- How to open a new account or contribute for 2018 tax deduction
  - State tax deduction limits
  - Contributions by non-account owners for state tax deduction
  - Deadlines to open/contribute to accounts for 2018 tax deduction
- Rollovers from out-of-state 529's for 2018 tax deduction
- Second Semester Withdrawals (starting in mid-December)
  - Transaction requests
  - General withdrawal questions
  - Status of withdrawal requests/payments made to colleges
- Performance questions
  - Market fluctuations in Q4
- General Account Maintenance
  - Address updates
  - Modify automatic investment plans
  - Transfer between accounts/change beneficiary
- Online Access Assistance
  - Unlock/Reset online access
  - How to view accounts online
- Limited Tax Bill Questions – K-12 expenses

## 4<sup>th</sup> Quarter 2018 Investor and Advisor Compliments

- *You guys have been absolutely fantastic and I cannot say enough good things about the plan. It's been great and I've been able to have a successful account with you guys!*
- *First of all, I need to say that you guys are awesome for picking up the phone every time I call, and I don't have to go through like 6 stages of automated computers. That is awesome, it is a great feature.*
- *I never have a problem calling you guys, you're very good, very professional...I'm happy to say it...that's one of the reasons I recommend you guys to my clients. It's a pleasure to call and have a human being answer the phone.*
- *You guys are very efficient every time I call. You get right to the point to get my transactions done in a minimum amount of time so I just wanted to compliment you guys.*
- *Your follow through, extremely knowledgeable, and professional demeanor was enough to make me think of looking more closely at the website. I think there is a huge market to seniors like myself, who would much rather put their money to any grandchild in something more guarded.*
- *You guys are so much easier to deal with than other plans. You guys are so wonderful.*
- *This is very logical and very simple. I'm glad that this is a quick form. You make it very easy.*
- *You guys are awesome. Kudos to you! Every time I've called you guys are so courteous, kind and helpful.*
- *Your service is too good to believe. I love that I can get things done. You guys just do a great job.*
- *I like your website interface better than my previous 529 plan!*
- *Very, simple. I like how you've got this thing set up... I just have to type in the website, and you're off and running.*
- *Thank you for taking charge of this scenario. You have made a difference by handling this request promptly and efficiently. I'm grateful there are leaders like you. I appreciate everything you've done and look forward to working with you and your company on the future.*
- *You guys are the best. Seriously, every time I call you, you process this stuff extremely professionally and cleanly.*
- *She went out of her way today...her kindness spared me a hour drive to my bank. Her service put my mind at ease and made my holidays much brighter. She is an asset to your firm, who I really appreciated today. Please consider rewarding her for great customer relations.*

## 4<sup>th</sup> Quarter 2018 Investor and Advisor Compliments

- *You guys did a really good job. It's pretty simple. I like how you guys operate. You're delightful, you guys are always really awesome to work with, I am really happy that my late husband and I decided to go with you when our kids were little. It makes a big difference.*
- *Fantastic customer service! I really appreciate all of the help she provided.*
- *That's awesome! You did an amazing job. Thanks a million.*
- *Thank you very much for your thoughtful and thorough reply.*
- *You are good, you are the best, you are my fixer. Thank you for all you do, for your kindness and mostly for your patience.*
- *I just completed some business with a young lady, and I just wanted to let you know what a stellar job she did. She's given me the clearest explanation of the funds and was most helpful, I think that should be noted...she was really clear, I told her she can be my accountant. Thanks so much!*
- *I really appreciate the help. You have good customer service over there, so it's much appreciated!*
- *You have been fantastic in this process and I greatly appreciate your attention to our request!!!*
- *It's been excellent! I've been with you guys quite a long time and it's served us well.*
- *Great service! Thank you very much for your help.*
- *Wow that was fast...that was fantastic! Thank you for the quick response.*
- *You've given outstanding service. You've been really wonderful.*
- *Please tell every one there you guys are the best.*
- *I would like to compliment her for working with an older adult and walking him through the process. She represented your program the way you'd want her to. I had an excellent experience today.*
- *I really like the website and navigation of your website, it's so easy!*
- *You guys are so awesome to work with. Other companies are hard to work with but it's never a problem with you guys!*
- *Thanks for superb customer service. We wish you and your staff a joyful 2018 and a happy and successful 2019.*

## 3<sup>rd</sup> Quarter 2018 Investor and Advisor Compliments

- *This is the second time I have called in about a week, you're the only place one calls where a person answers the phone, and that person can actually help you. I think that's great, and I appreciate your service...I tell you what, it is so unusual.*
- *You have been very friendly, patient, professional, knowledgeable, responsive and you've gone beyond what people would normally do. You have exceeded my expectations, which is difficult to do.*
- *Thank you so much for your superior service. As I indicated while you helped me on the phone, such polite, excellent and efficient service is never experienced these days. Near the end I almost wished our collaborative effort would continue since it was so refreshing and pleasant.*
- *Thank you very much for the detailed explanation. It's highly appreciated.*
- *I'm very impressed that I got to talk to a real person. You picked up right away and it was great, so thank you.*
- *You are the best person I have had there, and I have been dealing with you guys for years. Very clear, very concise, just perfect.*
- *Thank you for calling back so quickly. You have the best customer service and the best website of any product I've worked with. When the financial advisor told me to go with your group she said, 'If there are ever any questions, they have the best customer service'. And these days, that's very hard to find. Everyone I have talked to at your company has been excellent. Your company does a great job!*
- *Wow, thank you. I did not expect this to be an easy situation but I called and you answered right away. This is really nice, I appreciate it.*
- *This is so much better than all the forms and stuff. I'm glad I called you! You guys are one of the easiest firms I've dealt with, and I actually get humans that I can talk to, which is even more thrilling.*
- *Our clients are very happy and love the plan!*
- *I just wanted to thank you. We received the fax and it's perfect, above and beyond everything we need and it included everything we asked for. I just really appreciate it and want to reach out to you to thank you.*
- *Thank you so much for working with my family. We appreciate all you've done.*
- *That was just too easy. Thank you! I just did something with somebody else for a college fund and I was on the phone for an hour, it was just miserable.*

## 3<sup>rd</sup> Quarter 2018 Investor and Advisor Compliments

- *I contact different fund families throughout my day and I spoke with one of your associates, she was incredible. She was easy and wonderful to work with, and today you've given me exactly what I needed. Again, very easy and wonderful to work with. You both have been awesome!*
- *I want to compliment one of your employees, it was just a pleasure to work with her. It's not very often these days you get people in customer service who know how to treat a customer well and professionally and in a very efficient time period. Congratulations to you and to her as well. You've done a fine job, and we're pleased to be using your network there, it's been good. I've got 2 kids in college and your whole organization has made it better for us.*
- *You have been so helpful. I really appreciate your time today and that I could call a person, because I am very old school about that. It was great to be able to speak with you.*
- *Thank you! This is an incredible help and start to the weekend. Thank you!!!*
- *You are unbelievably helpful...this was as easy as it could possibly be.*
- *Thanks for your help! It was nice to know you guys are here to address questions.*
- *I was hoping I would get you! You make it SO painless...Thank you so very much. I appreciate your help and I always look forward to you helping me, because you're the best!*
- *This is so easy! My father-in-law has a small 529 through a different service and he has to go through a multi-step process, so this is just super duper easy, which is great. We've had a great experience! This has been a great way for us to save for college. Loved the process up til now, super easy, and it's nice to see it's still easy going forward.*
- *It's so easy working with you guys, it's been a pleasure. It's easy and it helped us save and pay for college.*
- *Thank you so much for your help, I really appreciate talking to a real human being when we call financial institutions. It's super cool.*
- *You're just making my life so much easier. You're doing a great job, and probably deserve a raise. Thank you so much, I DO appreciate your time.*
- *This is the first time that I have called any sort of financial institution in the last month where somebody actually picked up the phone and I didn't have to go through an automated maze, and I love it!*
- *Thank you! You guys always have the best customer service and you always do a great job, I appreciate it. It's always easy to call you guys. I appreciate ya'll.*

- *You've been very helpful, and the State of Alabama is absolutely thrilled. I once served on the PACT board here in our state and lobbied for this 529 fund, and we are very pleased. Thank you!*
- *I want to tell you guys, you do a good job. I have always appreciated how you respond on the phone, and help out with everything. So whoever is teaching you to do what you do, they are doing a good job. Thanks for all the stuff you guys have done.*
- *You guys have always given me the answers to what I need and I truly appreciate it. When you get older like me, it takes a little time for things, and I had a stroke on top of it so it takes me awhile to get things going. I appreciate it, you made it very easy for me to understand, and I truly appreciate your patience and your knowledge.*
- *That is absolutely wonderful service. And I thank you and so does my son who is hopefully on his way to a medical career. The classes and things that he has been able to get through have been just a few, but working three jobs and stuff, and I think we are getting to a point where this money is going to be very helpful to him...I appreciate your help.*
- *I have got to tell you guys, I am thrilled when I call you guys, because somebody always answers instead of getting a million menus, so put that on your high marks.*
- *You have been fabulous. As someone who has been calling call centers for the last two days, let me tell you it was a breath of fresh air. And you're in the U.S. Thank you, my dear.*
- *I wish that you guys handled every account that we have with financial institutions, because you guys have the best customer service.*
- *I just had to call and thank you again for the promptness and kind of help I got getting this done. I don't get this kind of service everywhere.*
- *That quick? I like that! I am not used to that, it usually takes several hours to get things done.*
- *I'm surprised I didn't have to go through a phone tree and just got you. You can tell your company it's awesome.*
- *Thanks again. I have to say, it is rather rare these days to get truly helpful and timely support by email. I really do appreciate your proactiveness and assistance.*

- *It's been a wonderful program to be able to use and lean upon!*
- *Thank you very much, it's always a pleasure dealing with your company and the people they employ.*
- *I'm not used to getting a human so quickly, normally you go through major phone things. I am surprised it's that easy, pleasantly surprised! I live in a world where nothing is easy and you get passed around 12 times before you get an answer, so this is the highlight of my day!*
- *That's beautiful, I think we're good to go. Thank you so much for your help. You guys are always so nice, you guys should train the rest of the universe on how to give good customer service. I mean, every time I call, I wish you guys could answer the phone at the bakery when I order the cake or at other financial institutions that are not helpful. If you could do everything, that would be great. So thank you. Train everybody! Thank you so much!*
- *Thank you for everything you've done to help us out, you've been really responsive.*
- *Your website is so easy to use. It's great! I go on all different kinds and yours is very easy to navigate, to say the least. I appreciate you staying on the line to make sure I found what I needed.*
- *I love you guys, by the way, you guys are so good! You beat a lot of other vendors that I deal with.*
- *I am very impressed I got through right away. Oh my gosh, I love you guys. I thought you were a recording, you've taken my breath away. I appreciate actually getting a live person right away. You are the easiest person I have talked to in a long time. Don't let them change anything.*
- *That was super helpful, you have no idea...you made my day! Thanks for being so kind and patient.*
- *Thank you very much...that's awesome. You were incredibly helpful, incredibly pleasant. Nothing extraneous, everything you said was of value. I thought you were fantastic.*
- *Thank you so very much! I very much appreciate you going above and beyond for this!*
- *I just love the fact that you guys have no recorded message that I have to pick any options from. You ought to be commended for that.*
- *I am starting with you guys because you are great to work with. You are so good! You made my morning...day actually, not just morning, day...you've been a great help!*

- *I really appreciate participating in the college 529 plan with CollegeCounts. Y'all did a great job and were always courteous and you were always available and I was really pleased with my experience. Everyone that I talked to over the years was just like you, very kind, courteous, responsive, complete. You've got a great group.*
- *Amazing, amazing customer service...she explained to me the whole process, she held my hand because I am not good at the computer, she took her time to wait with me to take care of it. I thank her from the bottom of my heart.*
- *I wanted to compliment you guys, I have been taking tuition out for the last two semesters, and it's really easy.*
- *You did a great job, thank you for your help, I'm actually a financial advisor, so I appreciate getting someone who has all the answers.*
- *Thank you so much!! You are awesome, we so appreciate all your assistance with these new accounts.*
- *Every time I've called you guys have been so wonderful, so helpful. I'm so happy I chose you guys for my granddaughters' collage accounts.... You have been of tremendous help today...you guys are wonderful once again, thanks so much.*
- *You have been most helpful, and it only took 2 minutes. This is awesome!*
- *When I call, you guys are the nicest people. I love it.*
- *Thanks for the quick and efficient service today!*
- *You guys do a nice job. Y'all have a nice program, and we appreciate what y'all do for college people...can I get a little bit of a Roll Tide out of you?*
- *Thanks for being a real person and answering in 10 seconds. I was expecting something automated. That's awesome!*
- *I received excellent customer service this week and wanted to let you know. One of your representatives guided me confidently and successfully through a time-sensitive issue. I needed to receive three withdrawal checks by today in order to meet a critical funding deadline and she was with me every step of the way. She understood my situation, providing helpful guidance in a patient, friendly, and professional manner. I am so glad for her help!*
- *Thank you very much! I am very impressed with customer service from CollegeCounts 529 - it is always very prompt!*

- *You have been most patient, you have been most helpful. I find it so easy, that you are understanding of the very old grandfather to take care of this. It is becoming more and more difficult to understand what the computer is wanting me to do and you have been very, very patient. I find you very, very nice to talk to and that you are very helpful.*
- *That's great, you're like Ready Freddie. Very efficient and impressive! You're very helpful and are just the best!*
- *I had a lot of detailed questions so I called the phone number. One of your reps picked up in 5 seconds and immediately she was able to start answering all my questions. There was no getting routed around. What was really impressive was it was stuff that wasn't available on the website and then she was really patient. This involves a large wire transfer that's going to happen multiple times, there was a failed transaction involved, there was back office stuff she needs to coordinate, and there's a lot of back and forth. She was super diligent, she was super patient, she knew her stuff and that doesn't happen very often. So I wanted to make sure someone knew. I got her both yesterday and today when I've called. Both times just consistent, phenomenal service and she's super friendly. I can't rave enough about the service, it's been awesome.*
- *Thank you for the detailed explanation. Much appreciated!*
- *Thank you very much for your prompt service concerning my lost statement from 2013. It is exactly what I needed.*
- *That was great, you guys do a really nice job. I am an investment advisor in the other part of my life, and I am happy to have you guys, I send everyone to you if I can.*
- *You guys are always really helpful and nice.*
- *Thank you both for your excellent customer service. I appreciate your help in promptly arranging/confirming the funds to UC Berkeley*
- *You're doing a great a job walking me through this! I appreciate your help. You're very kind.*
- *Superb and timely help today, very much appreciated!*
- *Thank you for all of your help with setting up this account. I appreciate how prompt and responsive you have been.*

- *You all are great to work with. I really do appreciate it more than you know. You've been great for the state of Alabama folks, you know? I mean ya'll really are, when I get you on the phone everybody is nice and they're helpful. All that, it's really a real blessing.*
- *We are really pleased with this Alabama plan, it gives me more ability to control what we are invested in than in other plans. You have a nice selection of mutual funds for us to choose from, so that is really great. A Kiplinger's personal finance magazine article was what gave me the clue to look at the Alabama plan.*
- *I have to say before I let you go you guys are awesome, every time I call, no matter what the question is, the person on the line can help me. You guys are tech experts, you're account experts, you're tax law experts.*
- *Lucky for me, that this got such high regard on Morningstar.*
- *Thank you, that was really helpful. Your website is great, your forms are clear, it is really quite wonderful! And shockingly they make money....it's very good to see.*
- *This has been great, I appreciate your help, I do a lot of things over the phone and digitally, and this has been an actual pleasure.*
- *Thank you for providing exceptional client service. I wish more people were like you.*
- *Her service is just spectacular, I've been in the business 20 years, and thought she deserves a shout out. She took initiative, was knowledgeable and went the extra 50 miles.*
- *My financial advisor told me that you do a good job, that your organization does a good job of customer service, of getting people on the line fast and walking people through things, and that has turned out to be the case.*
- *As usual you're terrific, you guys really know what you're doing out there in beautiful Lincoln, NE...again, thank you. You are making my life easier.*
- *Thank you for all of your help! I appreciate it and so does the client. You went above and beyond and I'm incredibly grateful!!*

- *By the way, I love working with you, every time I ever have an issue or any questions, you guys are right there, I really appreciate it.*
- *I lucked out when she answered the call. In short – she provided the BEST customer service I can think of ever having received. BIG PROPS to her. She's a rock star and I would hire her ANY DAY in a heartbeat.*
- *You guys are so helpful, every time I call.*
- *I'm so happy you guys make it so easy!*
- *You have been exceptional, I really appreciate it.*
- *You have done just a great job. Thank you so much for all your help, you really made things a lot easier this morning.*
- *Perfect, perfect, perfect! This has been more than pleasant. the last time was, too and I really appreciate it!*
- *You've been so helpful and pleasant. I really appreciate your time. Without you walking me through it, I would still be sitting here scratching my head. So thank you very much for your help.*
- *You guys are so easy to deal with, thank you so much!*
- *You're a wealth of knowledge.*
- *Thank you so much, it is a lot of information, and you really clearly explained it. Thank you for your time and your patience.*
- *Perfect. That's really helpful. Thank you very much! You guys have just been awesome to deal with, I wish everything was as awesome as you guys are.*
- *Thanks very much for the quick response and excellent information!*
- *It was painless, and I sure appreciate it. Now days when you call people on the phone, it isn't like this. I appreciate it.*
- *You are a lifesaver, thank you ma'am.*
- *You guys are so helpful, every time I call.*

- *We love CollegeCounts! It's such a great plan and you guys are so easy to deal with.*
- *The back office is so great to work with. There has been a time or two when I forgot to fill something in or mark a check-box. Most companies just send it back or contact us weeks later. Your office called me the next day after I sent it in, and by the following day it was fully set up. And it is that way with every account we send in! Just wonderful to work with!*
- *You're all always so nice, and I appreciate so much that every time I call you all pick up the phone immediately, it's so nice. It's not like that with all 529 plans.*
- *You've been extremely helpful. You've been fantastic and I really appreciate your help on this. Thank you for your service, your help and your professionalism.*
- *Boy this was easy as could be. You made this easy with a capital E! You are wonderful with a capital W!*
- *You guys have the best investment options for a 529 account. Compared to other plans, this is by far the best! I appreciate you calling me, this was great service. Thank you so much!*
- *I've had these accounts for many years and every time I call I get a person, and I really love that. I love that. And I always have somebody who knows what they are talking about.*
- *You guys are very busy but cheery!*
- *You are great to do business with. We are very happy with CollegeCounts 529. We had about 25% profit on investment plus the 5% tax deduction from Alabama when the funds went in. Add that to how easy it was. Really first class customer service folks too! Thanks!*
- *Perfect! That was super easy! I didn't have to go through teleprompts like I was expecting to.*
- *You have been a HUGE help. You guys are always so helpful.*
- *Your plan is great to work with because you're always quick to get back to us with any questions we have.*
- *It's so nice to call you guys and you actually answer the phone. I can't tell you how nice that is.*
- *Whenever I call in your people are phenomenal. I always get Four Seasons service.*

- *This is the second time I have called , and I want to say that I am impressed on how easy it is to get a hold of you guys. I don't think I waited even 30 seconds! It was like the last time too! It is so pleasant to have that and I hope you keep that for all of the investors in the future.*
- *First of all, I'm just so shocked that I got a live person and I'm so absolutely thrilled about that. Usually you get a bazillion phone trees so this is awesome.*
- *I call you guys occasionally and hook up all my clients that are saving for college with you because it is easy and you guys are just fantastic to talk to.*
- *I use your website a lot. I like the way it works with the college planning tool. It helps a lot.*
- *Wow! My advisor said you guys have the best customer service and you will love working with them. They were right!*
- *You've been so wonderful! I'm going to recommend you guys to more people!*
- *Not only helpful, kind and considerate, but patient as well for those of us who are not computer savvy. I have a hard time inputting information due to health and she helped so I could access accounts online. Other places I have dealt with are were nowhere near the service I got from her. Not only that, but she seemed very intelligent and provided great service. Understand that it's not just kind words – she was so helpful in comparison to others. It was monumental what she did to help me.*
- *This is so easy. Getting funds distributed is much easier than I thought it would be. I remember with my financial planner, when he chose this plan years ago that was one of the things he cited as being one of the advantages. It's nice to see this be as easy as it is.*
- *I just want to let you know that this was really a wonderful account to get into to help her through school, because with it I was able to let her choose the school. She went to Roosevelt University and knowing that I had this account really helped that out a lot, so I do want to thank you guys for that.*
- *Perfect. We have had you for all three of our children and it worked out wonderfully-always having this extra bit of money when it came to tuition. I appreciate it!*
- *You guys are just wonderful! I have never had this kind of service in regards to my son's financial well-being at that school. You guys are amazing.*

- *Thank you so much! You are so wonderful. You solve people's problems rather than add to their problems. You make it easy. I can't say enough good things about you. I appreciate all your hard work and time. Thank you so much for making this a smooth ride!*
- *I have been so pleased with your plan. I was in two different college funds for other grandchildren and my financial advisor recommended that I move them all to your plan. I have been so pleased. It has been so easy to deal with you. The others always treated me as if it was their money and I had a lot of audacity to call them about it. Thank you very much!*
- *You were a pleasure to chat with. It is not often that I have such a knowledgeable and pleasant person on the other end of the line (at **\*any\*** institution) so THANK YOU!*
- *I wanted to let you know that because of how you answered my questions as thoroughly as you did and with such compassion that I've chosen to invest with your company. If you could have heard the conversation that I had with the other company, you would be calling you back, too! It was a hands down decision. I cannot deal with those other people. Once you've had the best, everything else pales in comparison. You did the best job for me and I wanted to make sure that you understood that because of you, your company gets my business! Thank you for being you!*
- *I appreciate that you guys answer the phone! That's awesome! I need to call my phone company next and I know I'm going to wait at least 20 minutes to talk to a live person.*
- *I wish every other mutual fund company was like you. My clients love you, too.*
- *What I like is that it's a multi-manager approach. That's great. There are not a lot of multi-manager 529 plans out there.*
- *We love dealing with you guys! Whenever we call, we get a real person on the phone right away and they are always very helpful.*
- *You have great records. I have trouble keeping track and would be in bad shape without you! Thanks for taking care of us!*
- *Your call center is phenomenal. Whenever I have a question I can count on getting the correct answer in a timely manner.*

- *She is like a First-Team All-American! I manage a lot of money and I never do 529's because it's not in my wheelhouse. But, when I get a request to help a friend, I will help them out. These are the very first 529 accounts I've ever dealt with and I opened them up wrong. I got your representative on the phone and she explained the appropriate way to resolve the issue. She was so "freaking" awesome! She held my hand and told me what to do to correct this. She never told me what to do, but she did a great job of providing my options and letting me choose what I wanted to do. She didn't guide me, she let me guide her, which was phenomenal! She then told me to call back and ask for her when I received the completed paperwork so she could continue to assist me throughout the entire process. She remembered me and was awesome to deal with! She made the entire experience spectacular! She was fantastic and could not be more patient with someone like me who doesn't know how to deal with back office and administrative stuff. I look forward to working with your plan as we move forward!*
- *It was painless to increase the amount of my automatic investment plan! That's great!*
- *You have been wonderful and removed a lot of confusion on my part! I appreciate that you clarified things for me! Thank you so very much!*
- *Thank you so much for the update! You guys make these phone calls so easy! That's unusual for our industry.*
- *She sounded confident when she answered the phone. She understands the value of the product and her excitement and sincerity are contagious.*
- *Your call center is great. It's so convenient not having to go through 10 prompts to speak to someone*
- *Your people are Johnny on the spot. I really appreciate not having to deal with the hassle that I have to at other places, including my own company*
- *I am always pleased whenever I call in. Your call center representatives are always friendly and knowledgeable. I appreciate the excellent customer service!*
- *You guys have a wonderful system there. Your whole program is great. One of my buddies switched over to you and told me about your plan.*
- *I can't begin to tell you how nice it is to work with the people at your home office. Rarely anymore can you call in somewhere and get someone on the phone immediately. Keep up the good work.*

- *She was polite, efficient and knowledgeable about the subject matter. Thumbs up to her for being the ultimate professional. She did a great job!*
- *Thank you! You guys have been amazing! Everyone who has helped me, every time I call. I really appreciate all the help and direction that you all have provided.*
- *Excellent! That is so easy! Saving money is the hard part but your website makes withdrawals so easy!*
- *This was a great interaction, as always. He was prompt with answers. No unnecessary information was asked for or discussed. Efficient call!*
- *She was very professional and easy to work with. There was only one item I wasn't asked to verify; it was like Fort Knox. However, I was appreciative of her verifying many pieces of information. It makes me feel secure if someone wanted to defraud my account.*
- *It doesn't take you long to set up new accounts after we submit paperwork. You are wonderful about that! I appreciate it!*
- *All of us are so pleased with the service we receive when we call in. You all are extremely helpful and friendly each time we call.*
- *He very clearly explained the type of funds I was in and the benefits to those. He also answered my follow-up questions very well, giving a lot of information but staying within his expertise. He was friendly, used words I could understand, and was dedicated to our conversation. Good job!*
- *She handled it quickly, efficiently and professionally.*
- *I love working with your company because whenever I call in your people are great to deal with*
- *Thank you so much for your help. I couldn't get this done without your amazing assistance! Thank you!*
- *He was very patient with me. He knew the answers to my questions without hesitation. Very friendly.*
- *I appreciate your thorough and very helpful response.*
- *You guys are great! Thank you so much! I appreciate it!*

- *I've been using you guys personally for my own kids and with my clients for years. Your customer service is amazing. I wish more companies were like that. Thank you for making it easy! Everybody is awesome and goes the extra mile, which is refreshing! Keep doing what you're doing, you guys are great!*
- *You guys are one of the only service groups that I can call that pick up the phone. I don't have to go through any type of automated message to get through and I love it! It's pretty unique.*
- *That was easy! I sure hope the rest of my day goes as well as that!*
- *You have been very helpful and this was very painless. That's rare! I appreciate it!*
- *Always appreciate talking to your company! Thank you very much! You're awesome – you knocked it out of the park!*
- *I'm not kidding, I can't remember the last time I called a company and someone answered right away without having to wait. That is so nice! Thank you for doing that – I appreciate it!*
- *I really enjoy that a person answers on the first ring. It's even better that they are always able to answer any questions I have.*
- *You guys have the best phone lines! I call and you guys pick up with no machines. It's great – I love it!!*
- *You guys have been great! I love how I can call you and I don't have to wait or talk to a computer. You have been so good. I got some general information the mail from you and I'm going to pass it on to my co-worker to open an account for her daughter. I'm going to highly recommend you. I have been so impressed!*
- *I just wanted to let you know how incredibly helpful your associate has been in helping my husband and I with our children's 529 accounts. There was a bit of a mess and I was about to have my accounts closed and transferred over to another 529 plan. She was so amazing that I decided to stay with your plan. I hope you encourage women like her who seem to go above and beyond when it comes to helping resolve customer issues.*

- *I love the fact you guys pick up the phone personally. It's amazing! Never change it.*
- *Thank you very much for addressing this, and please pass on my thanks to everyone involved in fixing this. It's rare and refreshing to have something like this get addressed so quickly. (From an investor who had trouble logging in online)*
- *Oh my gosh! I can't believe I just get through right away! Thank you so much – that is awesome! Your customer service is awesome! I really appreciate not having to push buttons to get through to someone. Thank you, Thank you, Thank you! Don't let them change the system – it's awesome! I can't even thank you enough because there are some companies that are so bad! Thank you!*
- *Thank you so much again for your time and the excellent service! It was pretty impressive compared to a lot of fund companies.*
- *I appreciate your help! I set up my account not too long ago. I like how easy it is to use! I've been pretty pleased so far.*
- *You guys always do good work for us and we appreciate all of your good customer service!*
- *That was easy! You took care of my only question, so I'm a happy camper!*
- *You guys do a really good job. You answer the phone right away and there are no numbers I have to punch. Thank you so much! I appreciate that! I can't tell you how nice that is, so thank you!*
- *I can't believe that a company actually has people answering the phone rather than a computer. You are always so helpful. I dread calling other companies but actually enjoy calling you.*
- *Your website is really smooth! I love having the visibility of the account online. I just made a contribution online for the first time and it was a piece of cake. It makes me want to contribute to college more when it's that easy!*

- *You guys are the best and we work with lots of different custodians. We really enjoy how easy you guys make it. Thank you!*
- *I just have to say I've been working as an assistant for many years and you are some of the nicest people to work with!*
- *She was amazed that we went above and beyond her expectations. She couldn't have been more complimentary. (Comment received by our field representative regarding a rollover from another 529 plan)*
- *You guys are the best because you answer the phone with no prompts or anything. It's why I do business with you guys. Thank you for being professional.*
- *That is a very nice feature to have! That's perfect! (Investor comment regarding "GiftED")*
- *I love how helpful everyone is when I call in.*
- *Oh my gosh, you actually answer the phone and don't have a recording. I'm so excited!*
- *Your website is very easy to navigate.*
- *Your operations folks are great to deal with. When I call in I always get the answer I'm looking for. They are very knowledgeable and helpful.*
- *Thank you for helping us with college expenses. Our account has helped us a lot. I only wish I had started my account earlier.*
- *I appreciate the security for online access. That's good! Thank you so much!*
- *I'm impressed that someone picked up the line on the first ring! Thank you so much!*

- *I really appreciate your help. You and your organization do a super job! It's nice to be able to talk to people who can understand, who know their stuff and are helpful. Thank you!*
- *After verifying information to obtain account information the customer stated, "That's the most security I've ever had to go through with a company. That's awesome! I've had my identity stolen, so I'm totally fine with all the verification."*
- *I was doing some other customer service-type calls today and I'm so glad that you're in the United States. It has been a trying afternoon! You've been very, very helpful and have restored my faith in customer service!*
- *You have been wonderful – I'm glad I called! This is beyond my expectations. Excellent customer service – this is a great start to my weekend!*
- *You guys have by far the best call center that we work with. Rarely does it have to ring twice before somebody picks up the phone.*
- *Easiest 529 I have used. Love the real people who answer the phones and are helpful.*
- *You guys answer the phone pronto. I can't believe how quickly you answer. Sometimes it doesn't even hardly ring and you are answering. It doesn't matter if it's Monday, Thursday or Friday, you're Johnny-on-the-spot!*
- *I appreciate your help. You guys are wonderful. You are so easy to deal with. I wish everyone was as easy to deal with as you are. You have saved me extra work and I really appreciate it.*
- *It's very refreshing to go right to a person when I call! I almost thought you were a recording when you picked up so quickly.*
- *Seamless website to use, love the ease of it.*
- *I forgot that you guys always pick up right away – you're the only ones in the world. I don't even pick up my home phone that quickly!*

- *I'm an advisor, but I also have accounts with you for my grandchildren. We love CollegeCounts! You do a great job!*
- *You guys run a tight outfit – I always like dealing with you. It's a funny thing – I tell my clients this all the time that a huge plus with you guys is that when I pick up the phone to call you, a human being answers the phone. That's a tremendous plus for you and your organization! It's terrific! Keep doing a good job!*
- *I wanted to tell you that it was so easy to go on your website and request a withdrawal. It was very nice to have something work well the first time. It's our first time withdrawing money, so we were very hesitant and anxious – we wanted to make sure we did it correctly. It went very smoothly, so thank you very much!*
- *Let me just say, you guys do such a good job. You answer the phones so quickly and everybody is so friendly and professional. Thank you!*
- *It feels like I have a red phone for 529's. Whenever I have a question I pick it up and somebody immediately answers.*
- *The call center is phenomenal. I recommend your plan to all of the other assistants because you guys are so great to work with, much better than other plans.*
- *Your call center is top-notch. Whenever I have a question or request I know that I will have an answer right away.*
- *Oh my gosh! I can't believe that I actually get a human as soon as I dial. That is amazing! You must be the only company out there left that still answers the phone.*
- *She's wonderful. She was patient with me and helpful. When I thought we had encountered a glitch, she didn't argue, she just helped me through it. She couldn't have been better – could not have been better. She gets all the stars and all the atta-boys. Thanks a million!*
- *This is the best customer experience I've had! Thank you so much! You do a good job!*
- *You guys make everything so easy. It's greatly appreciated!*

- *When we talk to other plans and then talk to you, it's like another world. You guys are the last of a dying breed. I'm still shocked that every time I call a human answers automatically and I'm stuttering and stammering because I'm expecting a recording. We really appreciate it!*
- *You guys are good! I really like working with you guys because you answer the phone all the time. You are brilliant! Thank you so much – I appreciate it!*
- *Today I called your assistance phone line and received superb help from your colleague. She helped me see on the web page the new account established for my daughter and how to make changes to the monthly contributions going to that account. At one point I became aggravated and terse, but she remained professional and helpful. I appreciate her help and professional demeanor.*
- *I told my client that if he had any questions, the folks there are super easy, helpful and knowledgeable.*
- *Thank you for the courtesy of your prompt and informative reply. I really appreciate it.*
- *I want to thank you for going over and above with your wonderful customer service. It was awesome! Thank you so much for your attention to the matter and all your hard work!*
- *I wish all calls to customer service departments were like this.*
- *He did a great job. He was polite and thorough in all of his responses. He took time to answer all of my questions and asked if there was anything additional he could help me with.*
- *You have the best customer service. You talk to a real person who always answers the telephone promptly.*
- *On top of being a wonderful personality to speak with on the phone, she made me trust her knowledge and feel at ease with how my money was being managed. For such a simple question, I was impressed with the resulting answer and customer service experience!*

- *In a world of calling 800 numbers and being transferred to accomplish anything (it seems), your associate offers great service and accountability. She was willing to give me her direct email address and then followed up without being asked. You are one of the few organizations that gives consistently good service these days.*
- *You deliver flawless customer service – it is so good. It is every person, every time – 100% satisfaction. You guys are top notch – you do a great job!! Please let everyone know because I'm sure at some point, every one of you has handled my accounts.*
- *You have been a delight and a wonderful wealth of information! I sure appreciate your help!*
- *The call center is so helpful that I know my clients are in good hands using the direct sold plan.*
- *You guys have been great to work with! I highly recommend your plan!*
- *He was easy to relate with, was totally focused on assisting me, spoke clearly, and at a nice pace. I felt that he had exceptional customer service skills and excellent product knowledge.*
- *It blows my mind that you guys answer the phone on the first ring every time. It's a rarity for us in the field, so we appreciate it.*
- *Your representative was fantastic. He was very enthusiastic and very friendly. He answered every question without hesitation. He was very easy to understand. He did not seem rushed or disgruntled. Great service.*
- *You know everything – even more than my advisor! This is awesome. It's amazing that someone answers right when you call – don't ever change that.*
- *Thank you for explaining it so well - that's exactly what I needed. When I pick up a phone to call most places it's either hold music, I can't understand them or they blow me off by telling me that all their forms are online. You related so well to me - I'm a grandparent that doesn't deal with the internet and I don't want another password. It was so nice of you to answer all my questions.*

- *Your enrollment packets are extraordinarily good! Whoever does them does a very good job. You spell everything out in language that is understandable. Thank you!*
- *I love it when I call you guys. You always pick up right away just like we do in our office. Hardly ever do I make a call to a toll free number when there's not voicemail or a recording. I really appreciate that.*
- *You make withdrawals so easy. We appreciate it very much!*
- *You have been extremely helpful! I've been very pleased with the program. We have done pretty well with it. I made an initial investment and have more than doubled the money in the timeframe we have been invested, so I'm pleased.*
- *She was very polite and patient. She listened to my questions and was able to provide me the information I needed. Her responses are clear and concise. Overall, she did a great job! She was calm, polite, and very professional.*
- *You guys make everything so easy – it's greatly appreciated!*
- *You guys are always great. You always answer the phone right away and you're always on the ball. I'm appreciative of that!*
- *You have no idea how wonderful it is to call you and have you answer the phone. Everything else is computer-generated and it's so nice to talk to someone – even though everyone hates the computer systems, everyone does it. It's great that you don't.*
- *Thank you for your help – I very much appreciate it! Thanks for having a person pick up and say, "How can I help you?" when the phone rings. It's much better than having to push 7 buttons and then getting a recording. I really, really appreciate that.*
- *You guys are awesome! I tell my clients to call you if they ever have questions because you never get a machine – you get a person who knows what they are talking about.*

- “I recommend this 529 to everybody I know. It has helped us immensely. We were able to cover all of our oldest child’s expenses and will have enough to cover 3 years of our youngest child’s expenses. It’s a huge relief that we won’t have to take out student loans. You guys make it easy and it’s so appreciated. Anyone who doesn’t save with you is making a big mistake. I love that you guys make it easy to do withdrawals and track all our transactions. Everyone I talk to there is excellent. You have helped me put two kids through school and I really appreciate it.”
- “We started doing the withdrawal process this year for one of my clients and you make it very easy to complete.”
- “Our clients find the end-of-year reminder about making contributions before Dec 31<sup>st</sup> very helpful. We hope you continue mailing those contribution reminders in the future.”
- “Your call center is great! No matter what comes up, I always gets taken care of quickly and accurately.”
- “Thank you so much for clarifying the rollover rules. I didn’t realize a client could only request a rollover from another 529 plan once every 12 months. It would have been embarrassing if I had misinformed my client. I really appreciate you saving me from a screw-up.”
- “You guys are all wonderful – believe it or not, that’s a big reason why I’m investing with you even though I live in Texas. Whenever I have a question with other plans, it’s difficult to get in touch with a person. With you guys, if there’s a hold at all, it’s less than a minute. You do a wonderful job with customer service and that’s why I’m talking to you - I chose to invest with the organization that had the best service!”
- “You guys are incredible! I wish everyone was this easy to work with! You’re awesome!”
- Your call center is always ready to help us. You are always great and take good care of us when we need it. Your field reps are always very helpful.
- Your folks are the friendliest group of people I work with!

- On a stop in a doctor's office, Madison encountered an office manager who was excited to have materials about CollegeCounts available in their waiting area. She told Madison, "We use this for my kids! It's great! We send links to all of our friends and family members on birthdays instead of getting more toys." She and her family LOVE CollegeCounts and she encouraged all the other ladies in the office to take brochures for themselves.
- "Don't ever change anything - out of everyone I deal with you are the easiest the people to deal with!"
- "She was very upbeat and easy to talk to. She made me feel important and was focused on my question. She was very knowledgeable and friendly."
- "It was so easy to do withdrawals online. I was so worried about the process and it was simple to make the request online."
- "Your representative was very helpful. She answered all of my questions directly and clearly, and was friendly about it as well."
- "Thank you for your help. I wish all of my calls to service centers could go this well!"
- "Wow, fantastic customer service. Nicely done and thank you."
- You are wonderful! You provided me with an accurate answer and did so very clearly and professionally. I greatly appreciate your help!
- "I'm so happy to speak to someone who will help solve my issues rather than someone who does nothing which is what I usually experience with other call centers. Thank you so much!"
- "Your representative was fantastic. She was very friendly and polite throughout the conversation. She was also quick and efficient. I wish all phone customer service could be as helpful and enthusiastic as she was!"

# CollegeCounts<sup>SM</sup>

Alabama's 529 Fund



## Events and Outreach Calendar

February 20, 2019

Period ended  
December 31, 2018

**UBT**  
Union Bank & Trust  
*Program Manager*



*Offered by the  
State of Alabama*

| Sun | Mon  | Tue  | Wed  | Thu | Fri | Sat   |
|-----|--|--|--|-----|-----|---|
|     | 1  | 2  | 3  | 4   | 5   | 6   |
| 7   | 8  | 9  | 10   | 11  | 12  | 13  |
| 14  | 15   | 16   | 17   | 18  | 19  | 20  |
| 21  | 22   | 23   | 24   | 25  | 26  | 27  |
|     |  |  |  |     |     | Learning Expo<br>2018 @<br>Earlyworks<br>Children's<br>Museum in<br>Huntsville <b>9:00<br/>am</b> |
| 28  | 29   | 30   | 31   |     |     |   |
|     | Prattville –<br>Community<br>Stops and<br>Outreach | Prattville –<br>Community<br>Stops and<br>Outreach | Prattville –<br>Community<br>Stops and<br>Outreach |     |     |   |

| Sun | Mon  | Tue   | Wed   | Thu  | Fri | Sat |
|-----|--|---|---|--|-----|-----|
|     |  |   |   | 1<br>State Library<br>Function @<br>Montgomery         | 2   | 3   |
| 4   | 5<br>Tuscaloosa –<br>Community<br>Stops and<br>Outreach      | 6<br>Tuscaloosa –<br>Community<br>Stops and<br>Outreach | 7<br>Tuscaloosa –<br>Community<br>Stops and<br>Outreach | 8<br>Northport –<br>Community<br>Stops and<br>Outreach | 9   | 10  |
| 11  | 12<br>Gadsden –<br>Community<br>Stops and<br>Outreach        | 13<br>Gadsden –<br>Community<br>Stops and<br>Outreach   | 14<br>Gadsden-<br>Community<br>Stops and<br>Outreach    | 15<br>Gadsden –<br>Community<br>Stops and<br>Outreach  | 16  | 17  |
| 18  | 19<br>Valley, Lanett –<br>Community<br>Stops and<br>Outreach | 20  | 21  | 22<br>Opelika –<br>Community<br>Stops and<br>Outreach  | 23  | 24  |
| 25  | 26   | 27  | 28  |  |     |     |

| Sun | Mon  | Tue   | Wed  | Thu  | Fri  | Sat  |
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|     |  |   |  | 1  | 2  | 3  |
| 4   | 5  | 6   | 7  | 8  | 9  | 10   |
|     | Birmingham –<br>Community<br>Stops and<br>Outreach | Birmingham –<br>Community<br>Stops and<br>Outreach                            | Birmingham –<br>Community<br>Stops and<br>Outreach                         | Birmingham –<br>Community<br>Stops and<br>Outreach |  |  |
| 11  | 12   | 13  | 14   | 15   | 16   | 17   |
|     |  | Greensboro,<br>Moundville,<br>Newbern –<br>Community<br>Stops and<br>Outreach | Thomaston,<br>Linden,<br>Demopolis –<br>Community<br>Stops and<br>Outreach | Demopolis –<br>Community<br>Stops and<br>Outreach  |  |  |
| 18  | 19   | 20  | 21   | 22   | 23   | 24   |
|     |  | Birmingham –<br>Community<br>Stops and<br>Outreach                            | Birmingham –<br>Community<br>Stops and<br>Outreach                         | Birmingham –<br>Community<br>Stops and<br>Outreach | Birmingham –<br>Community<br>Stops and<br>Outreach | Babypalooza @<br>Northport Civic<br>Center<br>Tuscaloosa 10:00<br>am |
| 25  | 26   | 27  | 28   | 29   | 30   | 31   |
|     | Anniston –<br>Community<br>Stops and<br>Outreach   | Birmingham –<br>Community<br>Stops and<br>Outreach                            | Birmingham –<br>Community<br>Stops and<br>Outreach                         | Birmingham –<br>Community<br>Stops and<br>Outreach |  |  |

| Sun   | Mon  | Tue   | Wed  | Thu  | Fri | Sat  |
|---|--|---|--|--|-----|--|
| 1   | 2<br>Eutaw, Aliceville – Community Stops and Outreach            | 3   | 4<br>Pickens County – Community Stops and Outreach                             | 5<br>Valley – Community Stops and Outreach                               | 6   | 7<br>Babypalooza @ Von Braun Center Huntsville<br>10:00 am |
| 8   | 9  | 10<br>Florence – Community Stops and Outreach                           | 11<br>Florence – Community Stops and Outreach                                  | 12<br>Florence – Community Stops and Outreach                            | 13  | 14   |
| 15  | 16<br>Anderson, Killen, Lexington – Community Stops and Outreach | 17<br>Rogersville, St. Florian, Waterloo – Community Stops and Outreach | 18<br>Muscle Shoals – Community Stops and Outreach                             | 19<br>Muscle Shoals – Community Stops and Outreach                       | 20  | 21   |
| 22  | 23<br>Sheffield, Tuscumbia – Community Stops and Outreach        | 24<br>Cherokee, Leighton, Littleville – Community Stops and Outreach    | 25<br>Moulton, Courtland, Hillsboro, Town Creek – Community Stops and Outreach | 26<br>Red Bay, Russellville, Hodges, Vina – Community Stops and Outreach | 27  | 28   |
| 29<br>Tuscaloosa – Community Stops and Outreach | 30   |   |  |  |     |  |

| Sun | Mon  | Tue   | Wed  | Thu  | Fri | Sat   |
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|     |  | 1   | 2  | 3  | 4   | 5   |
|     |  | AL SHRM State Conference and Exp                    |  |  |     |   |
| 6   | 7  | 8   | 9  | 10   | 11  | 12  |
|     |  |   |  |  |     | Babypalooza @<br>Multiplex at<br>Cramton Bowl<br>Montgomery<br>10:00 am |
| 13  | 14   | 15  | 16   | 17   | 18  | 19  |
|     | Gadsden –<br>Community<br>Stops and<br>Outreach  | Gadsden –<br>Community<br>Stops and<br>Outreach     | Gadsden –<br>Community<br>Stops and<br>Outreach          | Gadsden,<br>Rainbow City –<br>Community<br>Stops and<br>Outreach |     |   |
| 20  | 21   | 22  | 23   | 24   | 25  | 26  |
|     | Anniston –<br>Community<br>Stops and<br>Outreach | Anniston –<br>Community<br>Stops and<br>Outreach    | Anniston, Oxford<br>– Community<br>Stops and<br>Outreach | Oxford –<br>Community<br>Stops and<br>Outreach                   |     |   |
| 27  | 28   | 29  | 30   | 31   |     |   |
|     |  | Albertville –<br>Community<br>Stops and<br>Outreach | Guntersville –<br>Community<br>Stops and<br>Outreach     | Guntersville –<br>Community<br>Stops and<br>Outreach             |     |   |

| Sun                                   | Mon   | Tue  | Wed  | Thu  | Fri | Sat  |
|---------------------------------------|---|--|--|--|-----|--|
|                                       |   |  |  |  | 1   | 2  |
| 3                                     | 4   | 5  | 6  | 7  | 8   | 9  |
| Homewood Summer Reading Event 3:30 pm | Harpersville, Childersburg, Sylacauga – Community Stops and Outreach<br>Rainwater Memorial Library Summer Reading Event | Auburn, Opelika – Community Stops and Outreach           | Auburn, Opelika – Community Stops and Outreach | Phenix City – Community Stops and Outreach |     | Family Fun Festival & Expo – Von Braun Center 10:00 am   |
| 10                                    | 11  | 12   | 13   | 14   | 15  | 16   |
|                                       | Gardendale – Community Stops and Outreach<br>Gardendale Summer Library Reading Event 10:00 am                           | Anniston – Community Stops and Outreach                  | Anniston – Community Stops and Outreach        |  |     | North Alabama Homeschool Fair @ Cullman Civic Center 9:00 am                                     |
| 17                                    | 18  | 19   | 20   | 21   | 22  | 23   |
|                                       | Albertville – Community Stops and Outreach  | Albertville, Guntersville – Community Stops and Outreach | Guntersville – Community Stops and Outreach    | Childersburg Library Event                 |     | Babypalooza @ Mobile Civic Center 10:00 am<br>Guntersville Library Summer Reading Event 10:00 am |
| 24                                    | 25  | 26   | 27   | 28   | 29  | 30   |
|                                       | Prattville – Community Stops and Outreach   | Prattville – Community Stops and Outreach                |  |  |     |  |

| Sun | Mon   | Tue   | Wed   | Thu   | Fri  | Sat  |
|-----|---|---|---|---|--|--|
| 1   | 2   | 3<br>Jasper –<br>Community Stops<br>and Outreach  | 4   | 5   | 6  | 7  |
| 8   | 9   | 10  | 11  | 12<br>Troy – Community<br>Stops and Outreach              | 13<br>Troy – Community<br>Stops and Outreach | 14<br>Ozark-Dale County<br>Public Library Event<br>11:00 am        |
| 15  | 16<br>Montgomery –<br>Community Stops<br>and Outreach | 17<br>Montgomery –<br>Community Stops<br>and Outreach<br>Homewood Library<br>Event 10:30 am | 18<br>Montgomery –<br>Community Stops<br>and Outreach         | 19<br>Montgomery –<br>Community Stops<br>and Outreach     | 20   | 21   |
| 22  | 23<br>Decatur –<br>Community Stops<br>and Outreach    | 24<br>Decatur –<br>Community Stops<br>and Outreach  | 25<br>Madison/Huntsville<br>– Community Stops<br>and Outreach | 26<br>Alexander City –<br>Community Stops<br>and Outreach | 27   | 28<br>MCC Business Expo<br>& Kids' Day @<br>Hogan YMCA 10:00<br>am |
| 29  | 30  | 31<br>Huntsville/Madison<br>– Community Stops<br>and Outreach                               |   |   |  |  |

| Sun | Mon  | Tue   | Wed   | Thu   | Fri   | Sat  |
|-----|--|---|---|---|---|--|
|     |  |   | 1<br>Huntsville –<br>Community Stops<br>and Outreach  | 2<br>Auburn –<br>Community Stops<br>and Outreach  | 3<br>Auburn –<br>Community Stops<br>and Outreach      | 4  |
| 5   | 6  | 7<br>Bibb County –<br>Community Stops<br>and Outreach   | 8<br>Pell City –<br>Community Stops<br>and Outreach   | 9<br>Birmingham –<br>Community Stops<br>and Outreach  | 10<br>Birmingham –<br>Community Stops<br>and Outreach | 11<br>Babypalooza @<br>BJCC North Hall<br>Birmingham 9:30 am                         |
| 12  | 13<br>Conecuh County –<br>Community Stops<br>and Outreach<br>Montgomery –<br>Community Stops<br>and Outreach | 14<br>Brewton, Atmore,<br>Covington –<br>Community Stops<br>and Outreach<br>Montgomery –<br>Community Stops<br>and Outreach | 15<br>Covington, Monroe<br>County –<br>Community Stops<br>and Outreach  | 16<br>Monroe County –<br>Community Stops<br>and Outreach<br>Montgomery –<br>Community Stops<br>and Outreach | 17  | 18   |
| 19  | 20<br>Fort Payne –<br>Community Stops<br>and Outreach  | 21<br>Fort Payne,<br>Rainsville –<br>Community Stops<br>and Outreach<br>Huntsville –<br>Community Stops<br>and Outreach     | 22<br>Huntsville –<br>Community Stops<br>and Outreach<br>Rainsville, Henagar<br>– Community Stops<br>and Outreach | 23<br>DeKalb County –<br>Community Stops<br>and Outreach<br>Huntsville –<br>Community Stops<br>and Outreach | 24<br>Huntsville –<br>Community Stops<br>and Outreach | 25<br>Happy Health Kids<br>Fair @ Riverchase<br>Galleria –<br>Birmingham 10:00<br>am |
| 26  | 27<br>Gadsden –<br>Community Stops<br>and Outreach   | 28<br>Gadsden –<br>Community Stops<br>and Outreach  | 29<br>Gadsden, Rainbow<br>City – Community<br>Stops and Outreach  | 30<br>Rainbow City,<br>Southside, Attalla –<br>Community Stops<br>and Outreach                              | 31  |  |

| Sun | Mon   | Tue  | Wed   | Thu  | Fri   | Sat   |
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| 2   | 3   | 4  | 5   | 6  | 7   | 8   |
| 9   | 10  | 11   | 12  | 13   | 14  | 15  |
|     | Bay Minette –<br>Community Stops<br>and Outreach  | Bay Minette –<br>Community Stops<br>and Outreach<br><br>Montgomery –<br>Community Stops<br>and Outreach                  | Fairhope –<br>Community Stops<br>and Outreach<br><br>Montgomery –<br>Community Stops<br>and Outreach                                    | Fairhope –<br>Community Stops<br>and Outreach<br><br>Montgomery –<br>Community Stops<br>and Outreach | Fairhope –<br>Community Stops<br>and Outreach | Sister II Sister<br>Women's Expo @<br>Mobile Convention<br>Center 9:00 am |
| 16  | 17  | 18   | 19  | 20   | 21  | 22  |
|     | Gadsden –<br>Community Stops<br>and Outreach  | Gadsden –<br>Community Stops<br>and Outreach   | Gadsden –<br>Community Stops<br>and Outreach  |  |   |   |
| 23  | 24  | 25   | 26  | 27   | 28  | 29  |
|     | Montgomery –<br>Community Stops<br>and Outreach<br><br>Stapleton –<br>Community Stops<br>and Outreach | Montgomery –<br>Community Stops<br>and Outreach<br><br>Spanish Fort,<br>Robertsdale –<br>Community Stops<br>and Outreach | Montgomery –<br>Community Stops<br>and Outreach<br><br>Robertsdale,<br>Summerdale,<br>Orange Beach –<br>Community Stops<br>and Outreach | Gulf Shores –<br>Community Stops<br>and Outreach   |   |   |
| 30  |   |  |   |  |   |   |

| Sun  | Mon   | Tue  | Wed  | Thu   | Fri  | Sat  |
|--|---|--|--|---|--|--|
|  | 1<br>Phenix City –<br>Community Stops<br>and Outreach | 2<br>Auburn –<br>Community Stops<br>and Outreach<br>Blount County –<br>Community Stops<br>and Outreach | 3<br>Auburn –<br>Community Stops<br>and Outreach<br>Blount County –<br>Community Stops<br>and Outreach | 4   | 5  | 6<br>Babypalooza @<br>Marriott Convention<br>Center Muscle<br>Shoals 10:00 am          |
| 7  | 8   | 9<br>Phenix City –<br>Community Stops<br>and Outreach  | 10<br>Auburn –<br>Community Stops<br>and Outreach  | 11<br>Auburn/Opelika –<br>Community Stops<br>and Outreach                                   | 12<br>Opelika –<br>Community Stops<br>and Outreach                                     | 13   |
| 14   | 15<br>Tuscaloosa –<br>Community Stops<br>and Outreach | 16<br>Tuscaloosa –<br>Community Stops<br>and Outreach  | 17<br>Tuscaloosa –<br>Community Stops<br>and Outreach  | 18<br>Tuscaloosa –<br>Community Stops<br>and Outreach                                       | 19<br>Boo at the Zoo @<br>Birmingham 5:00 pm<br>Zoo Boo @<br>Montgomery Zoo<br>6:00 pm | 20<br>Boo at the Zoo @<br>Birmingham 5:00 pm<br>Zoo Boo @<br>Montgomery Zoo<br>6:00 pm |
| 21<br>Boo at the Zoo @<br>Birmingham 5:00 pm<br>Zoo Boo @<br>Montgomery Zoo<br>6:00 pm | 22<br>Anniston –<br>Community Stops<br>and Outreach   | 23<br>Anniston –<br>Community Stops<br>and Outreach  | 24<br>Anniston, Oxford –<br>Community Stops<br>and Outreach  | 25<br>Oxford –<br>Community Stops<br>and Outreach<br>Boo at the Zoo @<br>Birmingham 5:00 pm | 26<br>Zoo Boo @<br>Montgomery Zoo<br>6:00 pm   | 27<br>Boo at Bellingrath<br>11:00 am   |
| 28   | 29<br>Wetumpka –<br>Community Stops<br>and Outreach   | 30<br>Millbrook –<br>Community Stops<br>and Outreach<br>Zoo Boo @<br>Montgomery Zoo<br>6:00 pm         | 31<br>Elmore County –<br>Community Stops<br>and Outreach<br>Boo at the Zoo @<br>Birmingham 5:00 pm     |   |  |  |

| Sun | Mon   | Tue  | Wed  | Thu   | Fri   | Sat |
|-----|---|--|--|---|---|-----|
|     |   |  |  | 1<br>Elmore County –<br>Community Stops<br>and Outreach                       | 2   | 3   |
| 4   | 5   | 6<br>Wedowee,<br>Woodland –<br>Community Stops<br>and Outreach             | 7<br>Roanoke, Wadley –<br>Community Stops<br>and Outreach                | 8<br>Lanett, Valley –<br>Community Stops<br>and Outreach                      | 9<br>La Fayette,<br>Cusseta, Waverly,<br>Five Points –<br>Community Stops<br>and Outreach | 10  |
| 11  | 12<br>Clanton, Jemison –<br>Community Stops<br>and Outreach       | 13<br>Chilton County,<br>Coosa County –<br>Community Stops<br>and Outreach | 14   | 15<br>Ashland, Lineville,<br>Clay County –<br>Community Stops<br>and Outreach | 16  | 17  |
| 18  | 19<br>Chelsea,<br>Columbiana –<br>Community Stops<br>and Outreach | 20<br>Montevallo, Calera<br>– Community Stops<br>and Outreach              | 21<br>Tuscaloosa County<br>– Community Stops<br>and Outreach             | 22  | 23  | 24  |
| 25  | 26<br>Prattville –<br>Community Stops<br>and Outreach             | 27<br>Prattville –<br>Community Stops<br>and Outreach                      | 28<br>Prattville, Autauga<br>County –<br>Community Stops<br>and Outreach | 29<br>Montgomery –<br>Community Stops<br>and Outreach                         | 30  |     |

| Sun | Mon  | Tue  | Wed   | Thu  | Fri   | Sat |
|-----|--|--|---|--|---|-----|
|     |  |  |   |  |   | 1   |
| 2   | 3  | 4<br>Coosa County –<br>Community Stops<br>and Outreach                     | 5<br>Prattville –<br>Community Stops<br>and Outreach                  | 6<br>Prattville –<br>Community Stops<br>and Outreach   | 7<br>Prattville, Autauga<br>County –<br>Community Stops<br>and Outreach | 8   |
| 9   | 10<br>Northport –<br>Community Stops<br>and Outreach | 11<br>Northport,<br>Tuscaloosa County<br>– Community Stops<br>and Outreach | 12<br>Moody, Leeds –<br>Community Stops<br>and Outreach               | 13<br>Asheville,<br>Springville,<br>Margaret, Saint<br>Clair County –<br>Community Stops<br>and Outreach | 14  | 15  |
| 16  | 17<br>Talladega –<br>Community Stops<br>and Outreach | 18<br>Lincoln, Munford –<br>Community Stops<br>and Outreach                | 19<br>Cullman, Cullman<br>County –<br>Community Stops<br>and Outreach | 20   | 21  | 22  |
| 23  | 24   | 25   | 26  | 27   | 28  | 29  |
| 30  | 31   |  |   |  |   |     |

4TH QUARTER 2018

## Important 2018 Tax Information

As you begin to prepare your 2018 tax return, here are some important tax-related reminders:

### Alabama Tax Deduction

Alabama taxpayers can take advantage of the Alabama state income tax deduction for contributions made on or before December 31st 2018. Individuals can deduct up to \$5,000 and married couples filing a joint return can deduct up to \$10,000 if both parties made contributions.<sup>1</sup>

Contributions received in the mail in early January 2019 which had a 2018 postmark were invested on the date received with a description of "Prior Year Contribution". Please review your transaction history at **CollegeCounts529.com** for any "Prior Year" contributions that can be included for 2018 tax deduction purposes.

It is our understanding that the full amount of a rollover from an out-of-state 529 program can be deducted on an Alabama Tax Return up to \$5,000 for individuals or \$10,000 for those married and filing a joint return.

### 2018 Withdrawals

Tax Form 1099-Q will be issued prior to February 1, 2019 for any withdrawals requested from CollegeCounts. The 1099-Q is issued to the Account Owner for any distributions that were paid to the owner. The Beneficiary will receive the 1099-Q for any distributions payable to the Beneficiary or directly to a college. The forms will be mailed to the recipient and will be available to the Account Owner via their secure online access at **CollegeCounts529.com**.

We recommend that you keep the documentation of your qualified expenses and IRS Form 1099-Q with your tax paperwork.

The earnings portion only of a non-qualified withdrawal is subject to federal income tax, a 10% federal tax penalty, and Alabama state income tax.

We recommend that you discuss any tax-related questions with your tax professional for guidance.

### Gift Tax Return (IRS Form 709)

If you made large gifts (over \$15,000) to a CollegeCounts account in 2018, please discuss IRS Form 709 with your tax professional. It is our understanding that Form 709 must be filed (whether or not any gift tax is ultimately due) any time a gift of over \$15,000 is made to someone other than your spouse.

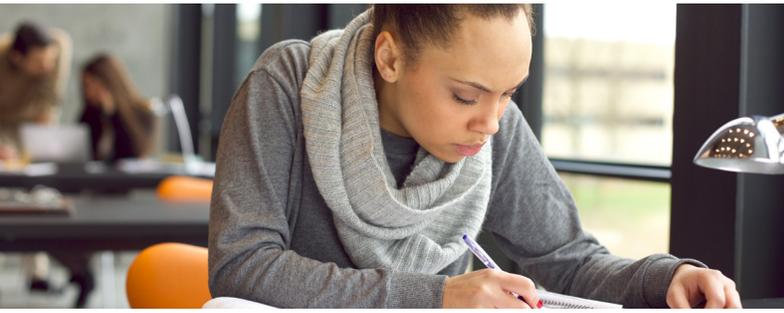
### American Opportunity & Lifetime Learning Credits

If you are paying for college expenses, be sure to discuss with your tax professional the best way to coordinate the various tax benefits. It is our understanding that you can take advantage of an American opportunity or lifetime learning credit in the same year a tax-free distribution is made from a 529 account as long as the same expenses aren't used for both benefits. This means that after the beneficiary reduces qualified education expenses by tax-free educational assistance, he or she must further reduce them by the expenses taken into account in determining the credit. Please review IRS Publication 970 (found at **IRS.gov**) for more information.

### Recontribution of College Refunds

If a beneficiary receives a refund of qualified higher education expenses from an eligible educational institution, the amount of the refund will not be subject to federal income tax to the extent it is recontributed to a 529 plan account for the same beneficiary, but only to the extent such recontribution is made no later than sixty (60) days after the date of such refund and does not exceed the refunded amount. Be sure to discuss any college refunds with your tax professional.

Additional tax information is available on the "Tax Center" at **CollegeCounts529.com**, and also at **IRS.gov** and **Revenue.Alabama.gov**.



## CollegeCounts Scholarship

Applications for the CollegeCounts scholarship are now being accepted through February 28, 2019. Any Alabama student who intends to pursue their higher education at an Alabama college and who will be a first-time college freshman in fall 2019 is encouraged to review the eligibility requirements and apply at [treasury.alabama.gov/collegecounts-scholarship](http://treasury.alabama.gov/collegecounts-scholarship).

## CollegeCounts Receives Silver Medal for 2nd Straight Year!

CollegeCounts is proud to have received a Silver Medal rating from Morningstar in October 2018 for the second straight year. The following is what Morningstar had to say about the program in their annual review of 529 plans nationwide:

*“Alabama’s CollegeCounts 529 Fund remains an exceptional plan, thanks in large part to multiple layers of oversight.”*

*“The age-based portfolios and six static balanced portfolios invest in straightforward, high-quality strategies.”*

An investor should consider the investment objectives, risks, and charges and expenses associated with municipal fund securities before investing. This and other important information is contained in the fund prospectuses and the CollegeCounts 529 Fund Program Disclosure Statement (issuer’s official statement), which can be obtained by calling 866.529.2228 and at [CollegeCounts529.com](http://CollegeCounts529.com) and should be read carefully before investing. You can lose money by investing in a portfolio. Each of the portfolios involves investment risks, which are described in the Program Disclosure Statement. An investor should consider, before investing, whether the investor’s or designated beneficiary’s home state offers any state tax or other benefits such as financial aid, scholarship funds, and protection from creditors that are only available for investments in such state’s 529 plan. Investors should consult a tax advisor.

The CollegeCounts 529 Fund is a qualified tuition program under Section 529 of the Internal Revenue Code that is offered by the State of Alabama, administered by the Board of Trustees of the ACES Trust Fund (the “Trust” and plan issuer).

<sup>1</sup> Individuals who file an Alabama state income tax return are eligible to deduct for Alabama state income tax purposes up to \$5,000 per tax year (\$10,000 for married taxpayers filing jointly if both contribute) for total combined contributions to the Plan and other State of Alabama 529 programs. The contributions made to such qualifying plans are deductible on the tax return of the contributing taxpayer for the tax year in which the contributions are made. In the event of a Nonqualified Withdrawal from the Plan, for Alabama state income tax purposes, an amount must be added back to the income of the contributing taxpayer in an amount of the Nonqualified Withdrawal plus ten percent (10%) of such amount withdrawn. Such amount will be added back to the income of the contributing taxpayer in the tax year that the Nonqualified Withdrawal was distributed. Please consult with your tax professional.

*“...the plan still offers an impressive selection of individual options for investors to create custom portfolios.”*

*“The lineup now includes a mix of 25 passive and active strategies managed by well-regarded investment firms. Vanguard runs the low-cost passive options, while solid strategies from T. Rowe Price, DFA, and Dodge & Cox are among the active options.”*

*“Alabamians’ \$5,000 (single) or \$10,000 (joint) income tax deduction on contributions gives residents little reason to look elsewhere. The plan also deserves a look from nonresidents, particularly do-it-yourselfers.”*

Since 2012, ratings for 529 plans have used the same scale as the Morningstar Analyst Rating for mutual funds. Both Analyst Rating methodologies consider the same five factors to arrive at the final rating, though the 529 ratings reflect the quality of the entire plan – not a single investment, as is the case for the fund rating. To arrive at an Analyst Rating for 529 plans, analysts consider Process, People, Parent, Performance, and Price.\*

## Long-Term Investing

The markets have experienced fluctuations and volatility over the last several months. Especially during periods of fluctuations, we encourage investors to remain focused on their long-term investment goals. Make sure your investment option is one that you have selected with your long-term investment objectives and time horizon in mind. When you invest with long-term goals in mind, some fluctuations may be expected to occur. Don’t be tempted to chase market returns. Review your investments periodically to ensure they continue to meet your long-term objectives.

*\*The Morningstar Analyst Rating™ is not a credit or risk rating. It is a subjective evaluation performed by Morningstar’s manager research group, which consists of various Morningstar, Inc. subsidiaries (“Manager Research Group”). In the United States, that subsidiary is Morningstar Research Services LLC, which is registered with and governed by the U.S. Securities and Exchange Commission. The Manager Research Group evaluates funds based on five key pillars, which are process, performance, people, parent, and price. The Manager Research Group uses this five pillar evaluation to determine how they believe funds are likely to perform relative to a benchmark, or in the case of exchange-traded funds and index mutual funds, a relevant peer group, over the long term on a risk-adjusted basis. They consider quantitative and qualitative factors in their research, and the weight of each pillar may vary. The Analyst Rating scale is Gold, Silver, Bronze, Neutral, and Negative. A Morningstar Analyst Rating of Gold, Silver, or Bronze reflects the Manager Research Group’s conviction in a fund’s prospects for outperformance. Analyst Ratings ultimately reflect the Manager Research Group’s overall assessment, are overseen by an Analyst Rating Committee, and are continuously monitored and reevaluated at least every 14 months. For more detailed information about Morningstar’s Analyst Rating, including its methodology, please go to [global.morningstar.com/managerdisclosures/](http://global.morningstar.com/managerdisclosures/). **The Morningstar Analyst Rating (i) should not be used as the sole basis in evaluating a fund, (ii) involves unknown risks and uncertainties which may cause Analyst expectations not to occur or to differ significantly from what they expected, and (iii) should not be considered an offer or solicitation to buy or sell the fund.** © 2018 Morningstar, Inc. All Rights Reserved. The information contained herein: (1) is proprietary to Morningstar; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. Past performance is no guarantee of future results.*

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a college. The forms will be mailed to the recipient and will be available to the Account Owner via their secure online access at [CollegeCounts529advisor.com](http://CollegeCounts529advisor.com).

It is our understanding that qualified withdrawals for a beneficiary's higher education expenses<sup>2</sup> would not be reported on your IRS Form 1040. We recommend that you keep the documentation of your qualified expenses and IRS Form 1099-Q with your tax paperwork.

The earnings portion only of a non-qualified withdrawal is subject to federal income tax, a 10% federal tax penalty, and Alabama state income tax.<sup>1</sup> We recommend that you discuss any tax-related questions with your tax professional for guidance.

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## Account Management Tool

Take advantage of the features of online access for your accounts. Through our secure website you can:

- ▶ Review transaction history
- ▶ Make one-time contributions
- ▶ Start or change an Automatic Investment Plan
- ▶ Send GiftED invitations
- ▶ Request withdrawals or investment changes
- ▶ Update your address and contact information
- ▶ Review and update a Successor Account Owner
- ▶ Review statements and withdrawal-related tax documents

Online access is a great tool that puts the management of your CollegeCounts account at your fingertips. Visit **CollegeCounts529advisor.com**, select "Login" and choose "Individual Investor" to get started. Feel free to reach out to us at 866.529.2228 and we would be happy to walk you through the simple steps. Manage your CollegeCounts account 24/7 with online access!



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<sup>2</sup>Withdrawals used to pay for qualified higher education expenses are free from federal and Alabama state income tax. Qualified higher education expenses include tuition, fees, books, supplies, and equipment required for enrollment or attendance; certain room and board expenses incurred by students who are enrolled at least half-time; the purchase of computer or peripheral equipment, computer software, or Internet access and related services if used primarily by the beneficiary during any of the years the beneficiary is enrolled at an eligible educational institution; and certain expenses for special needs services needed by a special needs beneficiary. The earnings portion of a non-qualified withdrawal is subject to federal income tax and 10% federal penalty tax. In addition, Alabama provides in the event of a non-qualified withdrawal an amount that must be added back to the income of the contributing taxpayer. The amount to be added back will be the amount of the non-qualified withdrawal plus 10% of the amount withdrawn.

NOT FDIC INSURED / NO BANK GUARANTEE / MAY LOSE VALUE

## CollegeCounts Scholarship

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## E-Delivery

Take advantage of timely email notifications when your quarterly account statements are ready to review online. Sign up for E-delivery for statements and plan documents after you log in at **CollegeCounts529advisor.com**. Once logged in, select the "Statements & Tax Forms" link to edit your delivery preferences for statement notifications.