



Enable Savings Plan Alabama

Rachel Biar, Assistant State Treasurer, State of Nebraska

Deborah Goodkin, Managing Director, Savings Plans, First National Bank of Omaha

May 16, 2018

ENableSM
SAVINGS PLAN
ALABAMA



Agenda

Key Program Statistics (as of 3/31/2018)

Customer Servicing (as of 3/31/2018)

Marketing

Outreach

Work in Progress

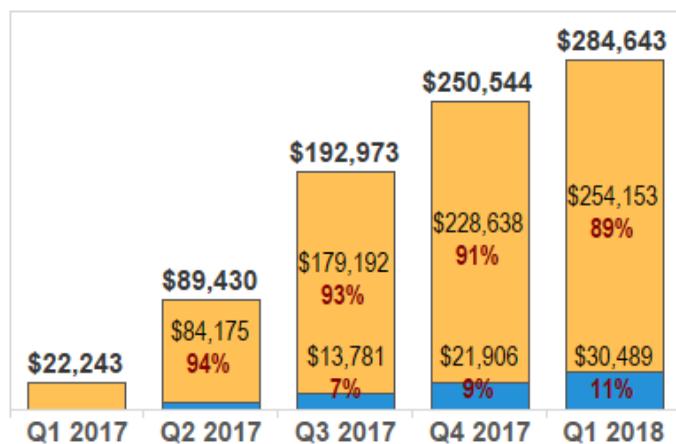
Market Value by Investment Option



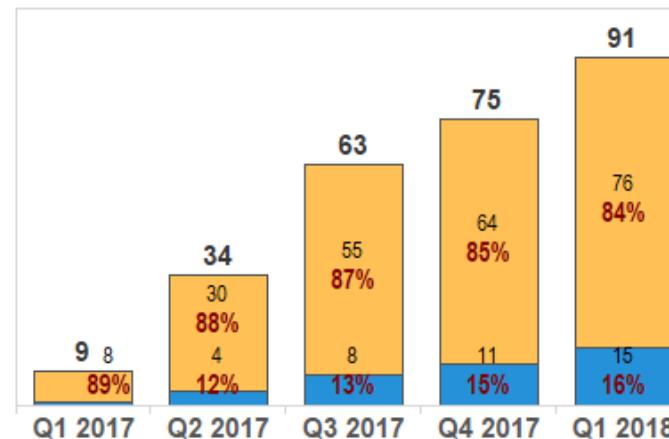
Assets and Accounts

Total Assets	Active Accounts	Funded Accounts	Average Account Size	New Accounts QTD	New Accounts YTD	Closed Accounts QTD	Closed Accounts YTD
\$284,643	104	91	\$3,128	24	24	4	4

Total Assets



Total Funded Accounts



In State

Out of State

Active Accounts are all accounts with an "open" status; *Funded Accounts* are all accounts with an "open" status AND have assets.



Account Owner Disability Type

Account Owner Disability Type Code	In State				Out of State				Grand Total			
	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets	Active Accounts	% of Total Accounts	Total Assets	% of Total Assets
Developmental disorders (including autism)	31	38%	\$107,803	42%	4	18%	\$8,096	27%	35	34%	\$115,898	41%
Psychiatric disorders	5	6%	\$32,369	13%	4	18%	\$12,047	40%	9	9%	\$44,416	16%
Congenital anomalies (including Down syndrome)	15	18%	\$35,250	14%	4	18%	\$7,119	23%	19	18%	\$42,369	15%
Intellectual disability	18	22%	\$34,505	14%	2	9%			20	19%	\$34,505	12%
Nervous disorders (including blindness and deafness)	5	6%	\$33,543	13%	3	14%	\$1,564	5%	8	8%	\$35,107	12%
Other	8	10%	\$10,684	4%	5	23%	\$1,664	5%	13	13%	\$12,348	4%
Grand Total	82	100%	\$254,153	100%	22	100%	\$30,489	100%	104	100%	\$284,643	100%

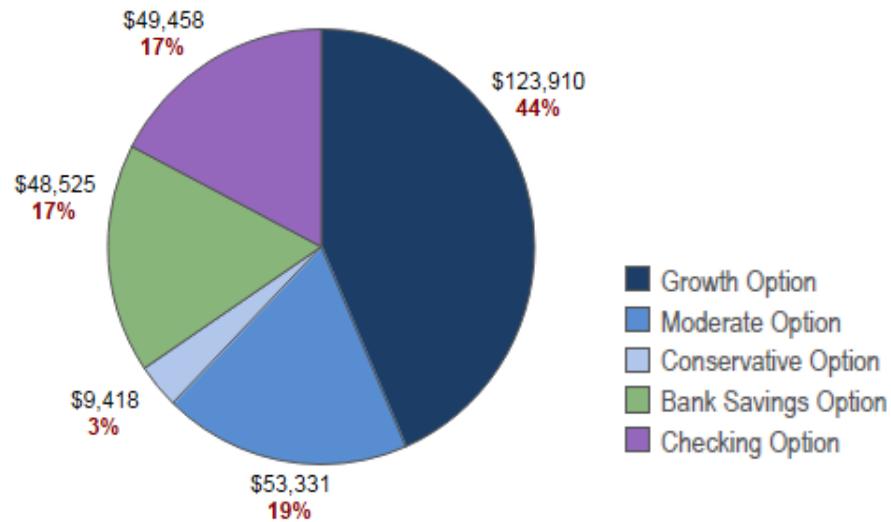
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Investments

Investment	In-State		Out-of-State		Total	
	Accounts*	Total Assets	Accounts*	Total Assets	Accounts*	Assets
Growth Option	30	\$118,126.32	5	\$5,783.23	35	\$123,909.55
Moderate Option	16	\$47,928.61	5	\$5,402.82	21	\$53,331.43
Conservative Option	8	\$8,334.29	3	\$1,083.97	11	\$9,418.26
Bank Savings Option	28	\$45,457.82	5	\$3,067.27	33	\$48,525.09
Checking Option	28	\$34,306.18	11	\$15,152.19	39	\$49,458.37
TOTAL ENABLE ALABAMA SAVINGS PLAN	110	\$254,153.22	29	\$30,489.48	139	\$284,642.70

*Accounts are the number of portfolios by investment option.





Investment Returns

Investment Option Name <i>Benchmark*</i>	Total Returns		Average Annualized Total Returns				
	Quarter Ending 3/31/2018	Year To Date	1 year	3 year	5 year	Since Inception**	Inception Date
Growth Option <i>Enable Benchmark Growth Option</i>	-0.88%	-0.88%	11.46%			12.82%	6/30/2016
	-0.91%	-0.91%	11.92%				
Moderate Option <i>Enable Benchmark Moderate Option</i>	-0.93%	-0.93%	8.64%			9.39%	6/30/2016
	-0.90%	-0.90%	9.12%				
Conservative Option <i>Enable Benchmark Conservative Option</i>	-0.55%	-0.55%	4.44%			4.55%	6/30/2016
	-0.58%	-0.58%	4.84%				
Bank Savings Option <i>Citigroup 3-Month T-Bill</i>	0.10%	0.10%	0.50%			0.46%	6/30/2016
	0.35%	0.35%	1.07%				
Checking Option <i>NA</i>	0.00%	0.00%	0.00%			0.00%	1/26/2017

* Each benchmark is not managed. Therefore, its performance does not reflect management fees, expenses or the imposition of sales charges.

** Since Inception Returns for less than one year are not annualized.

The performance data shown represents past performance. Past performance - especially short-term performance - is not a guarantee of future results. Performance information is current as of the most recent timeframe referenced above and is net of the weighted average operating expense ratio of the underlying fund, program management fee and the state administrative fee. Investment returns and principal value will fluctuate, so that investors' units, when sold, may be worth more or less than their original cost. Current performance may be lower or higher than the performance data cited. For performance data current to the most recent quarter-end, view quarter-end returns.

An investment in a money market fund is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Although the fund seeks to preserve the value of your investment at \$1 per share, it is possible to lose money by investing in the fund.

Enable Savings Plan Alabama ("Enable Alabama" or "the Plan") is sponsored by the State of Nebraska, offered by the State of Alabama, and administered by the Nebraska State Treasurer. The State of Alabama, through the ABLE Program Board, contracted with the Nebraska State Treasurer to participate in and create Enable Savings Plan Alabama which is part of The Nebraska Achieving a Better Life Experience Program Trust (the "Trust") that offers a series of investment portfolios. The Plan is intended to operate as a qualified ABLE program to be used only to save for qualified disability expenses, pursuant to the Achieving a Better Life Experience Act of 2014 and Section 529A of the U.S. Internal Revenue Code.

An investor should consider the Plan's investment objectives, risks, charges and expenses before investing. The Program Disclosure Statement at www.EnableAL.com, which contains more information, should be read carefully before investing.

Investors should consider before investing whether their home state offers any state tax or other benefits that are only available for investments in such state's qualified ABLE program and should consult their tax advisor, attorney and/or other advisor regarding their specific legal, investment or tax situation.

This material is provided for general and educational purposes only, and is not intended to provide legal, tax or investment advice, or for use to avoid penalties that may be imposed under U.S. federal tax laws. This material is not an offer to sell or a solicitation of an offer to buy any securities. Any offer to sell units within the Plan may only be made by the Program Disclosure Statement relating to the Plan.

Participation in the Plan does not guarantee that contributions and the investment return on contributions, if any, will be adequate to cover future expenses, or that an account owner is eligible to participate in the Plan.

Except for the Bank Savings and Checking Investment Options, investments in Enable Alabama are not guaranteed or insured by the FDIC or any other government agency and are not deposits or other obligations of any depository institution. Investments are not guaranteed or insured by the State of Alabama, the State of Nebraska, the Alabama State Treasurer, the Nebraska State Treasurer, the Nebraska Investment Council or First National Bank of Omaha or its authorized agents or their affiliates, and are subject to investment risks, including loss of the principal amount invested. FDIC insurance is provided for the Bank Savings and Checking Investment Options up to the maximum amount set by federal law, currently \$250,000.



Contributions and Redemptions

Contributions	
QTD	YTD
\$72,302	\$72,302

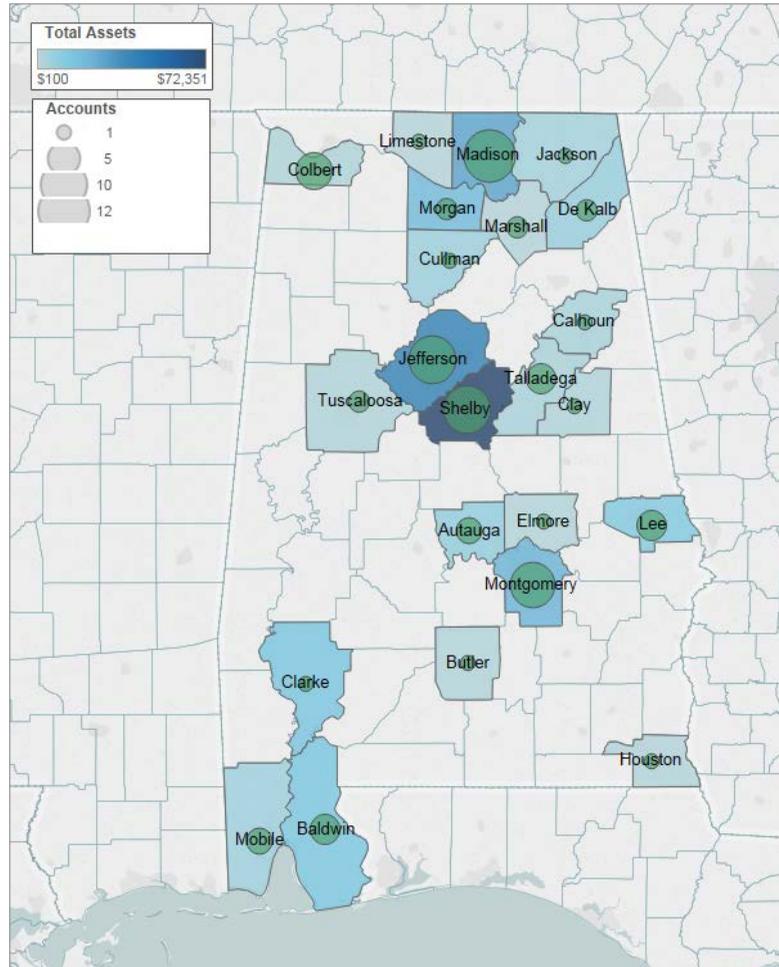
Redemptions	
QTD	YTD
(\$35,560)	(\$35,560)

Net Flows	
QTD	YTD
\$36,742	\$36,742





Account Ownership by Alabama Counties



Top 10 Counties by Assets (by account owner's permanent address)

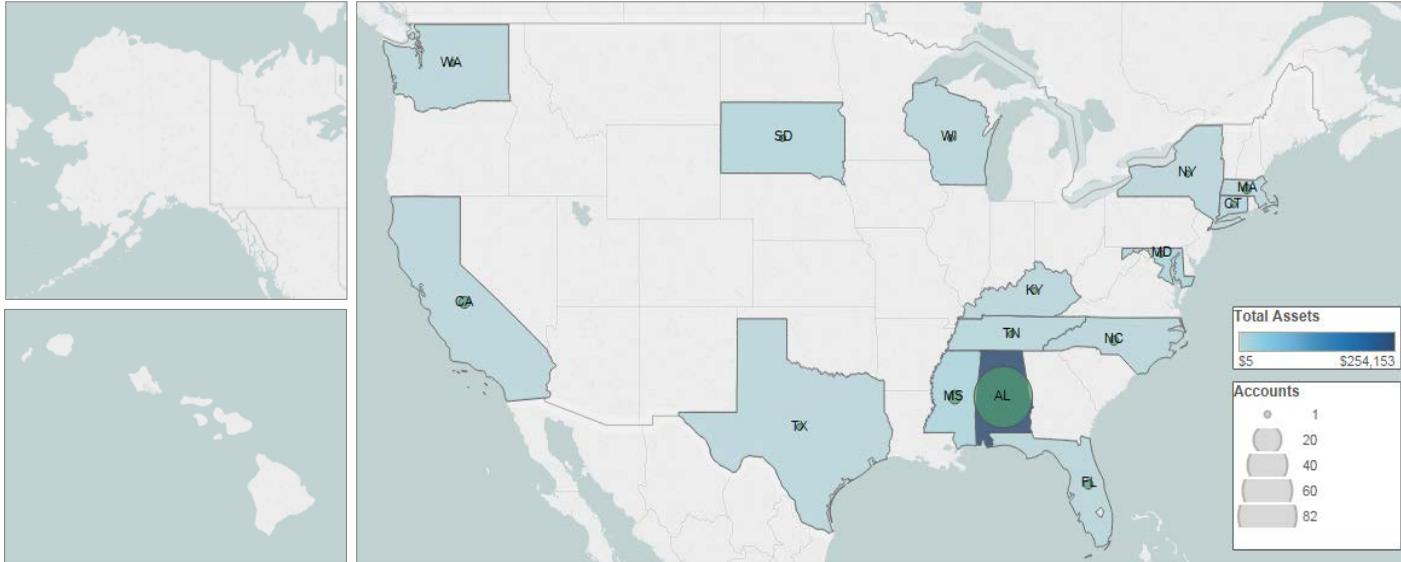
Shelby	\$72,351	28%
Jefferson	\$38,988	15%
Madison	\$27,280	11%
Montgomery	\$21,310	8%
Morgan	\$17,765	7%
Clarke	\$13,249	5%
Baldwin	\$13,013	5%
Lee	\$10,731	4%
Autauga	\$7,508	3%
De Kalb	\$6,096	2%

Top 10 Counties by Accounts (by account owner's permanent address)

Madison	12	16%
Shelby	10	13%
Jefferson	9	12%
Montgomery	9	12%
Baldwin	4	5%
Talladega	4	5%
Autauga	3	4%
Colbert	3	4%
Lee	3	4%
Mobile	3	4%



Account Ownership All States



Top 10 States by Assets with % of Total
(by account owner's permanent address)

AL	\$254,153	89%
MS	\$9,348	3%
MD	\$8,917	3%
SD	\$3,113	1%
CT	\$2,725	1%
TN	\$1,560	1%
NC	\$1,479	1%
WI	\$1,360	0%
FL	\$995	0%
WA	\$623	0%

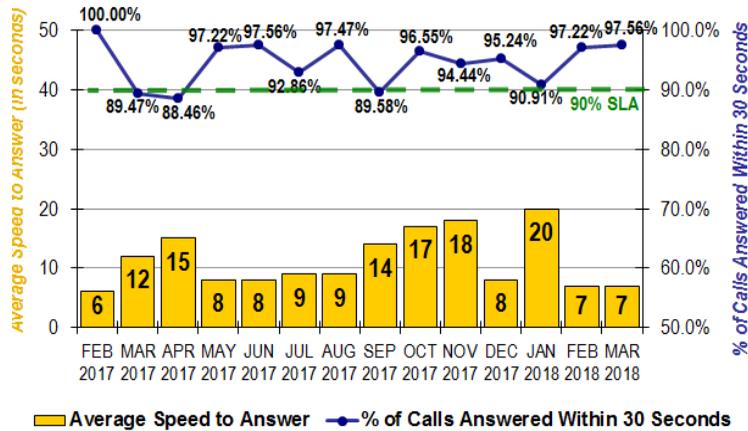
Top 10 States by Accounts with % of Total
(by account owner's permanent address)

AL	76	84%
MS	3	3%
FL	2	2%
CT	1	1%
MA	1	1%
MD	1	1%
NC	1	1%
NY	1	1%
SD	1	1%
TN	1	1%

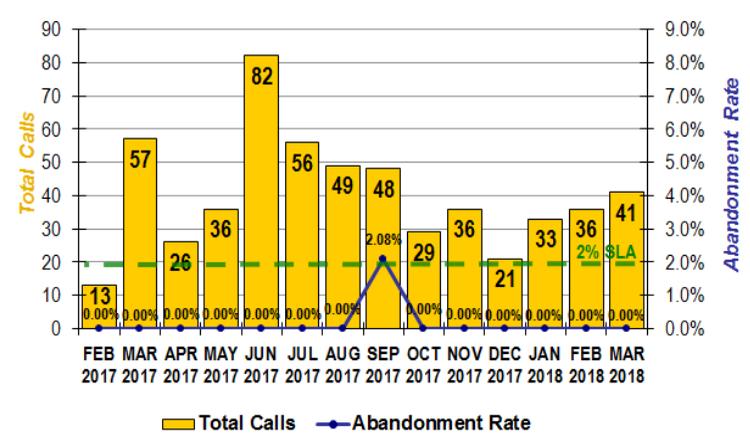


Customer Servicing

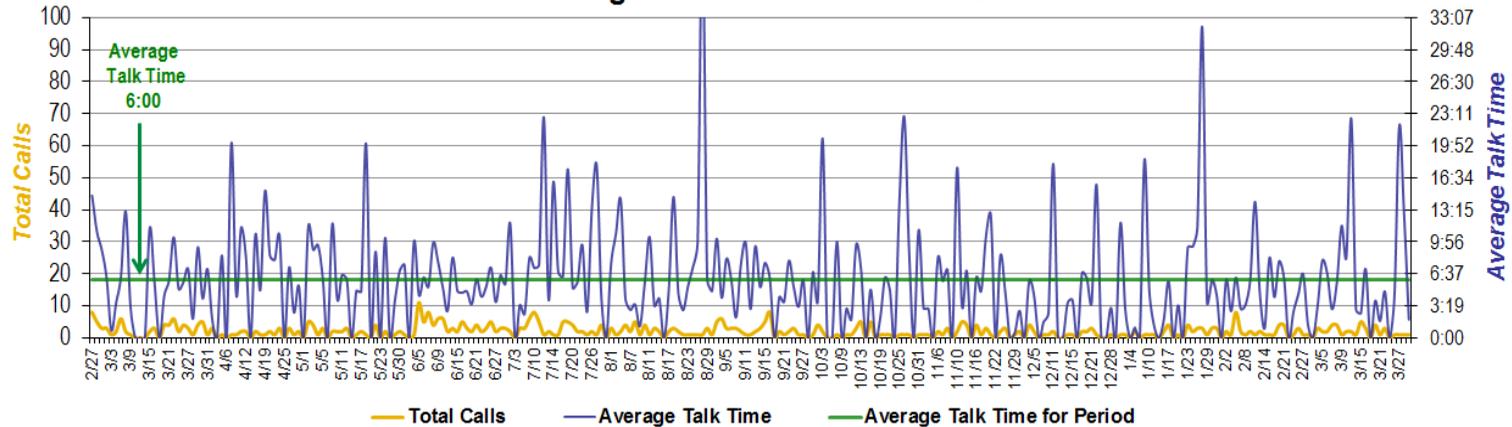
Speed to Answer



Abandonment Rate and Total Calls



Average Talk Time vs. Total Calls





Quarterly Newsletter and Email



Spring 2018

Possibilities

 **Mother's Day Spotlight: Kathleen Baxter**

"Two years ago, on Christmas, my family's life changed dramatically. My youngest son, Hunter – then 20— was paralyzed in a horrific car accident. A wheelchair was our new normal, and our son was totally dependent on others for his care.

In March 2017 I saw an advertisement that Enable Savings Plan Alabama, Alabama's version of the ABLE account, was now available through the Alabama State Treasury. I immediately contacted the Treasurer's Office.

By May we were making direct deposits, and were able to transfer all bonds and funds from his bank account into his new Enable Alabama account. Within three days, the funds were available. It was simple!

The Enable Savings Plan Alabama has given us peace of mind. We do not know what the future holds for Hunter, but we do know that we have the protection of being able to save on his behalf."

Insights

Stay Connected

We are excited to introduce our new Outreach Specialist, Diane Stewart. Diane has over 30 years of banking experience and decades of serving in leadership roles with local non-profits such as United Cerebral Palsy and Quality Living, Inc. Interested in connecting with Diane? Feel Free to reach out to her at dstewart@fnni.com.

Get Social: Follow and Like @EnableSavingsPlanAlabama on Facebook

Stay posted on Enable AL updates, saving tips, and impactful stories by joining our community on Facebook.

 **Tips: Spring Clean Your Finances**

Spring has arrived and with it, tax season. When filing your taxes, don't forget to consider the deductions you may be eligible for, including:

- **Medical expenses** – Includes the costs of diagnosis, treatment and prevention of disease, insurance premiums, and transportation costs to receive care.
- **Child & dependent care credit** – Designed for families who are paying someone to care for a child or dependent.
- **Impairment-related work expenses** – Includes services that enable you to work, such as hiring a job coach.

If you are looking for assistance, check out the Volunteer Income Tax Assistance program for free help. In addition, take this time as an opportunity to review the tax advantages of your Enable Savings Plan Alabama account:

- **Tax-free earnings** – Earnings on contributions grow tax-free while

From: Enable Savings Plan Alabama
<SaveWithEnableAL@enableavings.com>
Subject: Spring 2018 Enable Savings Plan Alabama Newsletter

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Spring is a time of cleaning, kite flying and reading the most recent edition of *Possibilities*, our Enable Savings Plan Alabama newsletter. Highlights in this issue include:

- Mother's Day Spotlight with Kathleen Baxter, Enable Alabama Account Holder
- Spring Clean Your Finances Tips
- April is Occupational Therapy Month
- A Message from Treasurer Boozer

We appreciate your continued support of Enable Savings Alabama. Don't forget to [follow us on Facebook](#).

View Newsletter

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Guardianship Press Release



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State Treasurer Boozer, Enable Alabama Release Statement on New Guardianship Legislation

Montgomery, AL (April TK, 2018) – Alabama State Treasurer Young Boozer today announced the passage of Act 2018-280 introduced by Rep. Ken Johnson and Sen. Dick Brewbaker, which gives guardians full financial capabilities when opening and managing an Enable account for qualified persons with disabilities.

“Alabama’s recent guardianship decision will serve to benefit many individuals and their families throughout the state, providing greater access to an important resource, the Enable Program. Giving guardians this power simplifies matters for individuals with disabilities by allowing guardians to open, invest in, and manage an Enable account,” said Alabama Treasurer Young Boozer.

Enable Savings Plan Alabama is a financial program that allows individuals with disabilities to open tax-exempt savings accounts to save for disability-related expenses without impacting resource-based benefits. The program permits individuals with disabilities to save more than a total of \$2,000 in assets (cash, savings, etc.) in their name in an Enable account.

To learn more about Enable Alabama, please visit EnableAL.com or treasury.alabama.gov, read the Enable Alabama [blog](#) and like Enable Alabama on [Facebook](#).





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Enable Savings Plan Alabama
Published by Courtney Triplett [?] · April 9 at 10:11am · 🌐

Shout out to Limestone County resident Todd Tomerlin, program coordinator for the Autism Society of Alabama, for his dedication and great work within the disability community. The Decatur Daily <http://bit.ly/2FhNUiy>

Family experience led Tomerlin into autism advocacy role
ATHENS — Glancing through his schedule, Todd Tomerlin tried to find an open date. There were not many.
DECATURDAILY.COM

48 people reached Boost Post

Like Comment Share

Gabrielle Wesseldyk

Enable Savings Plan Alabama
Published by Courtney Triplett [?] · March 21 at 10:11am · 🌐

Congrats to new homeowner, Cody Pope. Check out this article to learn more about the milestone for this Tuscaloosa resident. The Tuscaloosa News <http://bit.ly/2GjQVN3>

Adult with Down syndrome realizes dream of homeownership
A couple of days after his birthday, Cody Pope welcomed friends and family who came to celebrate the purchase of his first home. A sign in the front yard
TUSCALOOSANEWS.COM



One-Year Enable Alabama Anniversary

Enable Savings Plan Alabama
Published by Gabrielle Wesseldyk [?] · February 27 · 🌐

Today is a special day: #EnableAL celebrates its one-year anniversary! We are proud to have helped individuals with disabilities across the state and beyond achieve financial independence, and a higher quality of life. Want to share how Enable AL has impacted your life this past year? We'd love to hear from you in the comments below.



Enable Alabama
PROVIDING SAVINGS ACCOUNTS FOR
INDIVIDUALS WITH DISABILITIES SINCE 2-27-17

Young Boozer Because we have been able to help so many people in the last year, this is, indeed, a special anniversary for the Treasurer's office. There will be many more to come!
Like · Reply · Message · 7w · 5

Fred Morck Congratulations Young Boozer! Very Impressive!
Like · Reply · Message · 7w · 2

Enable Savings Plan Alabama
Published by Vicki Sleder [?] · February 27 · 🌐

My name is Stephanie Miner, and one year ago I became Enable Alabama's first account owner. Since then, I have finished my Associate Degree from Calhoun Community College and used my Enable AL account to save for the purchase of a replacement service dog. I now have an 11-month-old Goldendoodle puppy, Gibson, who has proven to be a big challenge. Wish me luck and I'll keep you updated!





One-Year Enable Alabama Anniversary, Cont'd

Media coverage Kathleen Baxter for Anniversary



Talk of Alabama 03/05/18 Enable Alabama Savings Plan

by Ben Schultz | Monday, March 5th 2018



03/02/18 Kathleen Baxter interviewed about Enable Savings Plan Alabama



Website Optimization

- EnableAL.com homepage was Search Engine Optimized (SEO) to increase placement of organic results in end users search for ABLE savings plans (specifically Enable Savings Plan Alabama).



Guest Blog Posts



ABLE ACT

BASICS

INVESTMENTS

RESOURCES

ENROLL

How Enable Alabama Changed My Family's Life for the Better

February 13, 2018

Author: Kathleen Baxter, Alabama State Comptroller

Two years ago on Christmas Eve, my family's life changed dramatically. My youngest son, Hunter—then 20 years old—was in a horrific car accident. He was 10 minutes from our house when the car he was driving hydroplaned out of an oncoming lane. However, he was not killed, but his car was damaged.

After a week in the Spain Rehab hospital, my life as we knew it ended. Others for his car accident.

While at UAB, the doctors I was accustomed to at UAB were soon met with

HAVE QUESTIONS?

Call us:

[1-866-833-7949](tel:1-866-833-7949)

Email us:

clientservices@enableal.com

March 21st is World Down Syndrome Day: A Glimpse into the Supportive and Loving Down Syndrome Community

March 13, 2018

Author: Kevin Miller, Senior Advisor, Wholesale Banking, First National Bank of Omaha

I find it difficult to believe that it has already been 10 years since receiving the Down syndrome diagnosis of our youngest daughter, Ashtin. I still remember vividly the weight of that news—it was not expected, and I felt ill prepared to take it in. The unknowns seemed countless and daunting...how would this affect her? How severe is it? Will there be health issues? What do I need to do? What can I do? I had a lot of questions that I knew only



HAVE QUESTIONS?

Call us:

[1-866-833-7949](tel:1-866-833-7949)

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Legal Changes

- Legislation was signed by the Governor on Thursday, March 22, giving guardians full financial capabilities when opening and managing an Enable account for qualified persons with disabilities. This has been on the radar of many Alabama nonprofits who were quick to pass the good news to their community. The education and outreach staff are also sharing the details with their contacts and on the Enable Alabama Facebook page.



Outreach

February 2018

- Presentation to the Alabama Department of Rehab Services on February 15th
- Presentation to the Alabama Council of Personnel Administrators on February 15th
- Enable Alabama was represented during a national webinar hosted by the Christopher & Dana Reeve Foundation

March 2018

- Exhibitor at the Alabama Disability Conference in Montgomery on March 5th - 7th
- Presented during the Southeast ADA Financial Webinar on March 22nd

April 2018

- Presentations hosted by DSA (Down Syndrome Alliance) Greater Birmingham
- Presentation to families in Vestavia on April 10th
- Presentation to families and disability advocates in Birmingham on April 11th
- Presentation to families and disability advocates Tuscaloosa on April 12th



Upcoming Events

May 2018

- Sponsorship and Speaking Opportunity for Partners in Care Conference hosted in Prattville, AL.

June – August 2018

- Partnering with United Cerebral Palsy Huntsville to arrange multiple presentations to families, advocates and professionals



In Progress

- Working with recordkeeper to allow the implementation of the ABLE to Work Act to allow account owners who are employed to be eligible to contribute above the \$15,000 annual contribution limit up to a dollar amount based on income/poverty limit. (May also require US Treasury guidance).
- Working with recordkeeper to implement new rule, effective December 23, 2017, to allow individuals with disabilities to roll over funds from a 529 College Savings account to an ABLE account without incurring tax or penalty, up to the annual contribution limit.

Disclosures

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Investments are not FDIC insured*. No Bank, State or Federal Guarantee. May Lose Value, except the Bank Savings and Checking Investment Options

Thank You for the Opportunity to Work with the State of Alabama