State of New Jersey Division of Pensions and Benefits

# **INVESTMENT CARRIER COMPARISON GUIDE**

For Employees of the: Alternate Benefit Program (ABP) and Additional Contributions Tax-Sheltered Program (ACTS) (PERS and TPAF Employees)



# **SELECTING A RETIREMENT COMPANY**

When you participate in the Alternate Benefit Program (ABP) or the Additional Contributions Tax-Sheltered (ACTS) Program you must select an investment company to manage your money.

**ABP members** participate in a defined contribution plan whereby the employer contributes 8% and the employee contributes a mandatory 5% to a basic retirement plan. ABP members may also participate in voluntary Tax-Sheltered Annuities or Tax-Deferred Annuities.

**ACTS** is a voluntary tax-sheltered annuity program available to employees enrolled in defined benefit pension plans at employer locations where ABP is also available.

This guide offers information on the six investment carriers you can select for these programs. In deciding which one is best for you, here are some points to consider:

# Financial Stability and Experience

Look for top ratings by independent agencies such as Standard & Poor's or Moody's Investors Service. The highest ratings (AAA and Aaa) indicate superior stability, claimspaying abilities, sound investments and financial strength.

#### **Management Objectives**

Since ABP and ACTS are retirement programs, the emphasis should be on longterm results. Examine the company's prospectus for each investment option, specifically the types of investments, the objectives and risks involved, and the expenses and fees associated.

#### **Expenses and Fees**

Expense charges allow financial companies to operate. Over the years, expenses can take a significant bite out of your retirement investments.

- Higher expenses mean the fund's return has to be higher to make up for them.
- Sales fees ("loads") or transfers and withdrawal fees mean you may pay more over the long term.
- Lower expenses mean more of your money is working for you.

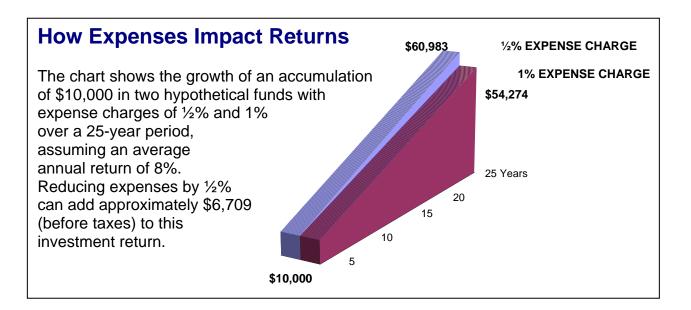
#### **Service Features**

Consider a company committed to assisting you both during your working years and after

you retire. Look for the following:

- A toll-free customer service telephone center.
- Interactive websites with secure online access for account information, transaction capability and up-to-the-minute market news and reports.
- Personal face-to-face counseling and assistance on planning for retirement and other financial needs.
- Education workshops and seminars, newsletters, quarterly and annual statements.

To participate in any of these programs, please contact your Human Resources Office.



# FINANCIAL TERMS MADE EASY

Retirement plans often use specialized terms regarding the type of plan and their investment choices. To make it easier, definitions for key words are provided below.

#### Annuity

A contract by which an insurance company agrees to make regular payments to someone for life or for a fixed period. See **Fixed Annuity** and **Variable Annuity**.

#### **Defined Benefit Plan**

A retirement plan that provides a specified benefit based on salary and years of service. The plan sponsor makes the investment choices and is responsible for ensuring that sufficient assets are available to pay the retirement benefit. The PERS is a defined benefit plan.

#### **Defined Contribution Plan**

A retirement plan that specifies a rate of employer and/or employee contributions usually defined as a percentage of salary. The employee makes investment choices. Investment return will effect an employee's accumulation. The retirement benefit is dependent upon the employee's accumulation, age, and benefit option(s). The ABP is a defined contribution plan.

#### **Expenses**

Expenses for annuities may carry the following types of fees: 1) a fund expense which includes management fees for the subaccounts of variable annuities; 2) a mortality and expense (M&E) charge for the insurance contract guarantee, including sales commissions and administrative expenses; 3) a surrender charge if the annuity contract is closed and funds are withdrawn or transferred before a specified length of time (usually between 1-10 years).

#### **Fixed Annuity**

A traditional insurance investment where the company guarantees principal and a specified interest rate and may offer dividends. The duration of the interest rate guarantee and the policy for determining future interest rates as well as expenses and fees vary by company. Detailed information about these policies and expenses should be obtained from the investment company.

#### 403(b) Plan

A plan similar to a 401(k), a tax-deferred retirement plan that lets employees of nonprofit education and research organizations and public schools contribute pretax dollars to an investment pool until the employee retires or terminates employment.

#### **Salary Reduction**

Pre-tax employee contributions to a savings or investment plan that are withheld from their salary through payroll deduction. These contributions are exempt from federal income taxes.

#### Tax-Sheltered Annuity (TSA) or Tax-Deferred Annuity (TDA)

A voluntary tax-deferred investment vehicle that is designed to help build extra retirement assets, and is funded through employee contributions. The employee makes investment choices.

#### **Variable Annuity**

An annuity, the value of which fluctuates based on the market performance of an underlying securities portfolio. Unlike Fixed Annuities, there is no guarantee of principal repayment or rate of return. Variable annuities are securities registered with the Securities and Exchange Commission, which require a prospectus. The prospectus contains information you should know before purchasing a variable annuity and must be made available at the time of your enrollment or upon request.

	AIG-VALIC	AXA Financial (Equitable)	The Hartford	ING Life Insurance and Annuity Co.	TIAA-CREF	Met Life (formerly Travelers/CitiStreet
CUSTOMER SERVICE						
Phone Number(s)	800-448-2542 or 973-285-8200	800-628-6673 - Available from 8:00 a.m. to 7:00 p.m. EST (Monday through Thursday) and 8:00 a.m. to 5:00 p.m. EST on Friday.	800-528-9009	877-873-0321	800-842-8412 or 609-243-6000	1-800-545-0108 or 732-602-0500
SERVICES						
Web-based	aigvalic.com/njabp	equitable.com/nj	retire.hartfordlife.com	ingretirementplans.com	tiaa-cref.org	travelersla.com
E-mail		equitable.nj@axa-financial.com				
Voice Response System	800-44-VALIC	800-755-7777	800-528-9009	800-262-3862	800-842-2252	800-842-9406
On campus/worksite representative	Each campus has an on-site Financial Advisor assigned. Please call 973-285 8200 to schedule a face to face meeting or visit our website for a complete listing of Financial Advisors.	the list of our representatives by the	Please call 1-800-243-7782 ext 54400 to contact your local Hartford Representative. A Hartford Account Representative has been assigned to your campus to assist you in enrolling in the plan and is available for ongoing financial education and counseling.	ING Financial Advisers, LLC (member SIPC); 877-873-0321	Noncommissioned Financial Consultants are available for face-to- face meetings. Call 800-842-8412 or 609-243-6000 for an appointment.	Each campus has an on-site Financia Counselor assigned. Please call 800- 545-0108 to contact your Met Life representative.
PROVIDER FINANCIAL CONDITION (F						
A.M. Best Co.		A+	A+	A+	A++ (6/2003)	A++
Fitch	A+ AA+	A+ AA	AA	AA	AAA (11/2003)	A++ AA+
Standard & Poor's	AAA	AA-	AA-	AA	AAA (10/2003) AAA (10/2003)	AA
Moody's Investors Service	Aaa	Aa3	AA- Aa3	AA Aa3	Aaa (12/2003)	Aa1
	LASSES (EXPENSES BY FUND ARE LIS			A83	Ada (12/2003)	Aal
			General "Declared Interest" Account	INC EL LEL AL LUBI	TIAA Traditional	Enhanced Met Life T-Flex Fixed
Guaranteed	Fixed Account Plus Short-Term Fixed Account	Guaranteed Interest Option (GIO) (0.00%) Fixed Maturity Option (0.00%)	(none)	ING Fixed Plus Account II <sup>B1</sup> ING Long-Term GAA <sup>2</sup> ING Short-Term GAA <sup>2</sup>	HAA Iraditional	Annuity (1% bonus on new deposits)
Fixed Income - Bonds	Capital Conservation Fund (0.65%)	EQ/JP Morgan Core Bond (0.80%)	Hartford Bond HLS (0.51%)	ING VP Bond Portfolio (0.49%) <sup>B1</sup>	CREF Bond Market (0.44%) CREF Inflation-Linked Bond (0.44%)	Met Life Quality Bond (0.32%)
Money Market	Money Market Fund (0.56%)	EQ/Money Market (0.64%)	Hartford Money Market HLS (0.49%)	ING VP Money Market Portfolio(0.34%) <sup>B1</sup>	CREF Money Market (0.39%) <sup>C1</sup>	Met Life Money Market (0.32%)
Equity-Stocks	Vanguard Winsdor II (0.42%) T. Rowe Price Science & Technology (1.00%) Small Cap Index (0.48%) American Century International Growth (1.06%) MidCap Index (0.41%) Templeton Global (0.81%) Stock Index (0.37%)	EQ/Janus Large Cap Growth (1.15%) EQ/Bernstein Diversified Value (.95%) EQ/Equity 500 Index (.57%) EQ/Calvert Socially Responsible (1.05%) EQ/FI Mid Cap (1.00%) EQ/Small Company Index (0.85%) EQ/Mercury International Value (1.25%)	Templeton Foreign (1.22%) Hartford Small Company HLS (0.77%) Franklin Small-Mid Cap Growth (1.06%) Hartford MidCap HLS (0.72%) American Century Equity Income (1.25%) MFS Massachusetts Investors Growth Stock (0.92%) Hartford Index HLS (0.44%) Hartford Dividend and Growth HLS (0.69%)	ING VP International Value Portfolio (1.00%) <sup>B1</sup> ING American Century Small Cap Value Portfolio (1.55%) <sup>B1</sup> ING Baron Small Cap Growth Portfolio (1.45%) <sup>B1</sup> ING VP Index Plus MidCap Portfolio (0.53%) <sup>B1</sup> Lord Abbett Series Fund- Mid Cap Value Portfolio (1.15%) <sup>B1</sup> Fidelity VIP Contrafund Portfolio (0.68%) <sup>B1</sup> ING T. Rowe Price Growth Equity Portfolio (0.75%) <sup>B1</sup> ING T. Rowe Price Equity Income Portfolio (0.95%) <sup>B1</sup>	CREF Stock (0.48%) CREF Global Equities (0.53%) <sup>c2</sup> CREF Equity Index (0.44%) CREF Growth (0.50%)	Fidelity VIP Growth Portfolio (0.65%) Fidelity VIP Equity-Income (0.26%) Dreyfus Stock Index Fund (0.27%) Templeton Growth Securities (0.87%) Capital Appreciation (Janus) (0.81%) Met Life Social Awareness (Smith Barney) (0.68%) Fidelity VIP Mid Cap Portfolio (0.88%) Smith Barney Appreciation Portfolio (0.77%)
Balanced	Asset Allocation (0.64%)	AXA Moderate Allocation (.35%) <sup>A1</sup>	Van Kampen Equity and Income (0.82%)	ING VP Balanced Portfolio, Inc. (0.59%) <sup>B1</sup>	CREF Social Choice (0.44%) <sup>C3</sup>	Fidelity VIP Asset Manager (0.61%) MFS Total Return Portfolio (0.83%)
Real Estate	N/A	N/A	N/A	N/A <sup>B1</sup>	TIAA Real Estate (0.69%) <sup>C4</sup>	N/A

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Fund Expense (also shown separately under the section "Investment Choice By Option") Mortality & Expense Charge Separate Account Fee Expenses and fees were derived from the prospectuses in the respective enrollment	1.11% - 1.86%	1.05% - 1.95%	1.09% - 1.90% (ME&A for all underlying funds is 0.65BP)	1.34% - 2.55%, per 5/03 prospectus. No withdrawal charge applies to this plan.	0.39% - 0.69%	1.52% - 2.13%
kits. TRANSFERRING FUNDS WITHIN CARRIE Transferring funds within a single carrier's investment options:			Participants may transfer the values of	Limited to 20% for any 12 month period (Fixed Plus Account II). 100%	Under RAs and GRAs (ABP):	From Fixed Account: In service withdrawals limited to 20%
	From Variable: Up to 15 transfers per year between investment options. There is no charge for this service.	restrictions on other funds. From Variable: None	assets held in the General (Declared Rate) Account to the Hartford Money Market HLS Account (or vice versa), or	annuity contract(s) is not designed to serve as a vehicle for frequent trading in response to short-term fluctuations	made once per calendar quarter. From Variable: None There is no charge for this service.	per year. Excess withdrawals subject to a deferred sales charge of 7% on amounts withdrawn within 5 years of contributions From Variable: None.
carriers: Restrictions and charges (other restrictions	From Fixed Account: Limited to 20% per year From Variable: None There is no charge for this service	From Fixed Account - Generally 25% restriction from GIO to other funds. No restrictions on other funds. From Variable: None	No restrictions apply		Limited to \$10,000 or entire account made over a 10-year period. From TIAA Real Estate: Transfers may be made once per calendar quarter. From Variable: None There is no charge for this service.	From Fixed Account: In service withdrawals limited to 20% per year. Excess withdrawals subject to a deferred sales charge of 7% on amounts withdrawn within 5 years of contributions. From Variable: None.
SURRENDER OR WITHDRAWAL UPON R						
	From Fixed Account: None From Variable: None	None	No restrictions apply	Fixed Plus Account II restrictions are waived due to death, severance from employment, financial hardship, purchase of annuity benefits, or de minimus account balances. For Long- and Short-Term GAA, account values withdrawn before the end of the guarantee period may be subject to a market value adjustment (MVA). From Variable: None.	or surrenders from any account under the RA or GSRA. For the GRA there are no charges for withdrawals from the TIAA Real Estate or CREF accounts in any form. There	From Fixed Account: None for death, disability, systematic payout for minimum 3 years or retirement/severance at age 55 with 5 years participation. Other withdrawals subject to an annual 20% free withdrawal. Excess withdrawals subject to a deferred sales charge of 7% on amounts withdrawn within 5 years of contribution From Variable: None.

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INCOME OPTIONS						
Cash Withdrawals	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions <sup>C5</sup>	Subject to plan restrictions
Systematic Withdrawals	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions	Subject to plan restrictions <sup>C5</sup>	Subject to plan restrictions
Interest-only payments	Yes		No	No	Yes	Yes
Minimum distribution	Yes	Yes	Yes	Yes	Yes	Yes
Fixed period payments	Subject to plan restrictions	Yes	Yes	Subject to plan restrictions	Subject to plan restrictions <sup>C5,C6</sup>	Yes
Single Life Annuity	Yes	Yes	Yes	Yes	Yes	Yes
Joint Survivor Annuities	Yes	Yes	Yes	Yes	Yes	Yes
Guaranteed Periods	Yes	Yes; 5, 10, 15 or 20 years	Yes; 10, 15, and 20 year terms	Yes; 5-30 year terms	Yes; 10-, 15-, 20-year terms	Yes
Fixed and variable income	Yes	Yes	Yes	Fixed and variable annuity payout options are available	TIAA Real Estate and the CREF accounts are available as variable annuity income. Transfers during the annuity period are permitted, subject to limitation.	N/A
LOAN PROVISIONS						
Available (check with carriers for specific fees)	Yes	Yes	Yes	Yes	Yes	Yes
FOOTNOTES		A1 The AXA Moderate Allocation		ING Life Insurance and Annuity	You should consider the investment	
		Portfolios invest in shares of		Company, issuing insurance company		
		Underlying Portfolios. Therefore, each		Product is a variable annuity. Variable		
		AXA Allocation Portfolio bears its own		annuities are long-term investments	Please call 877-518-9161 [or go to	
		management fees and operating		designed for retirement purposes.	www.tiaa-cref.org] for a prospectus	
		expenses as shown above, plus a pro-		Early withdrawals may be subject to a		
		rata share of the fees and expenses of		deferred sales charge and if taken	information. Please read the	
		the underlying portfolios in which they		prior to age 59 1/2, a 10% federal penalty may apply. Money will be	prospectus carefully before investing.	
		invest.		distributed from the annuity will be	<sup>C1</sup> As with all the TIAA-CREF Variable	
				taxed as ordinary income in the year it	Annuity accounts, the funds you invest	
				is received. Account values fluctuate	in the CREF Money Market Account	
				with market conditions, and when	are neither insured nor guaranteed by	
				surrendered the principal may be wort	h the EDIC or any other U.S.	
				more or less than its original cost. Tax deferral is provided by your plan: a	Government agency.	
				variable annuity does not provide any	<sup>C2</sup> There are special risks associated	
				additional tax delenal benefit. Tou	with international investing, including	
				should consider the investment	erratic market conditions, economic	
				objectives, risks, charges and	and political instability, and fluctuations	
				expenses of the variable product and	in currency exchange rates.	
				its underlying investment options		
				carefully before investing. The prospectus contains this and other	<sup>C3</sup> Because its social criteria excludes	
				information. You may obtain a	some investments, the fund may not	
				prospectus from your local ING	be able to take advantage of the same	
				representative; please read it carefully before investing.	opportunities or market trends as do funds that do not use such criteria.	
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AIG-VALIC	AXA Financial (Equitable)	The Hartford	ING Life Insurance and Annuity Co.	TIAA-CREF	Met Life (formerly Travelers/CitiStreet)
			<sup>B1</sup> Investment options listed in the	<sup>C4</sup> Not available in California. The real	
			Asset Classes above (as determined	estate industry is subject to various	
			by the sponsor) are not in risk/return	risks, including fluctuations in	
			order. For more information about these funds, please refer to the fund	underlying property values, higher expenses or lower income than	
			one pagers.	expected, and potential environmental	
				problems and liability.	
				C5	
				<sup>C5</sup> Federal tax penalties may apply for	
				early withdrawals. Under RA and GRA, availability is subject to the provisions	
				of your institution's plan.	
				<sup>C6</sup> Fixed-period payments may be	
				available subject to federal tax law and/or your institution's rules. Payment	
				periods for TIAA Traditional under	
				GRAs are from 5 to 30 years; and for	
				TIAA Real Estate and the CREF	
				Variable Annuity accounts from 2 to 30	
				years.	
				TIAA-CREF Individual & Institutional	
				Services, LLC and Teachers Personal	
				Investors Services, Inc. distribute	
				securities products.TIAA (Teachers Insurance and Annuity Association)	
				New York, NY and TIAA-CREF Life	
				Insurance Co., New York, NY issue	
				insurance and annuities. TIAA Trust	
				Company, FSB provides trust	
				services.) ©2004 Teachers Insurance and Annuity	