



September 25, 2015

Ashley Farmer
Washoe County
PO Box 11130
Reno, NV 89520

Re: Hartford Life Insurance Company Group Contract No.150015, 150037 & 110114 – Washoe County Deferred Compensation Plan

Dear Ashley:

Thank you for the opportunity to allow MassMutual to continue to service your employees with respect to their retirement savings plan. While we are currently in the process of finalizing your new investment contract and services agreement, we wanted to make sure that all of your requests are being addressed. Therefore, we would like to provide you with the following assurances regarding the requests and concerns you have made:

1. Regarding Local Dedicated Education and Support for Participants: MassMutual will commit to an Education Specialist dedicated to servicing Washoe County participants with at least 65 to 70 percent of their time. If the County decides to provide office space, the education specialist will create a schedule of office hour availability for County employees.
2. Regarding Potential Alternative Discontinuance Provisions: MassMutual will contact Washoe County when alternative discontinuance options become available (i.e. 12 month put or book out provision) to discuss the new alternatives. MassMutual will commit to the minimum interest rate schedule contained in the initial rfp and denoted in section G1.01 of the GIA contract. If another GIA alternative is chosen within the 5 year contract period then these rates will be adjusted by the appropriate cost of moving to the new alternative once available. The MVA would be applicable at the time of discontinuance (or acceptance of the alternative product). MassMutual will provide an annual MVA quote so that the County can monitor the MVA level.

Finally, in the event that the County opts to retain the current discontinuance provisions (MVA) MassMutual would agree to payout the lump sum value within 60 days of the termination date.

3. Regarding the growth in plan assets: if the assets should increase by 25% during the five year contract we would be willing to review pricing alternatives with the County.
4. The County does not wish to receive an expense reimbursement at this time. However, at the point in the future the County will require an administrative fee reimbursement they will contact MassMutual to direct the annual expense need and implement the reimbursement.

We appreciate your business and want to ensure a seamless and easy renewal process. As always, Robert Trenerry, your MassMutual Relationship Manager, is available at 855-553-2176 x2 to discuss any questions you may have about your contract.

Thank you in advance for your cooperation.

Sincerely,

Senior Vice President
MassMutual Retirement Services

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