

















Public Sector



Employer Contributes 20.5% **Toward Retirement** - Employee **Contributes Nothing**

Private Sector



Employer Provides a 3.0% Match - Employee Contributes 5.4% **Annually**



The **NEW WEST** Uncertainty, Challenges and Opportunities



Public Sector



Does Not Contribute to and Does Not Receive Social Security

Private Sector



Contributes to and Receives Social Security **Beginning at** Age 66



The **NEW WEST** Uncertainty, Challenges and Opportunities





Public Sector

Private Sector



Receives 75% of His Three Highest Year Pay for the Rest of His Life, With Inflation Adjustments



Tries to Live on 75% of His Three Highest Years of Pay Until He Runs Out of Money in About 8 Years, Lives on **Social Security***

*Note: this is for illustrative comparison purposes, in reality the private sector employee would be expected to try and live on something less than 75% of his three highest years income under the expectation that his retirement savings would run out before the age he expects to die.



The NEW WEST Uncertainty, Challenges and Opportunities



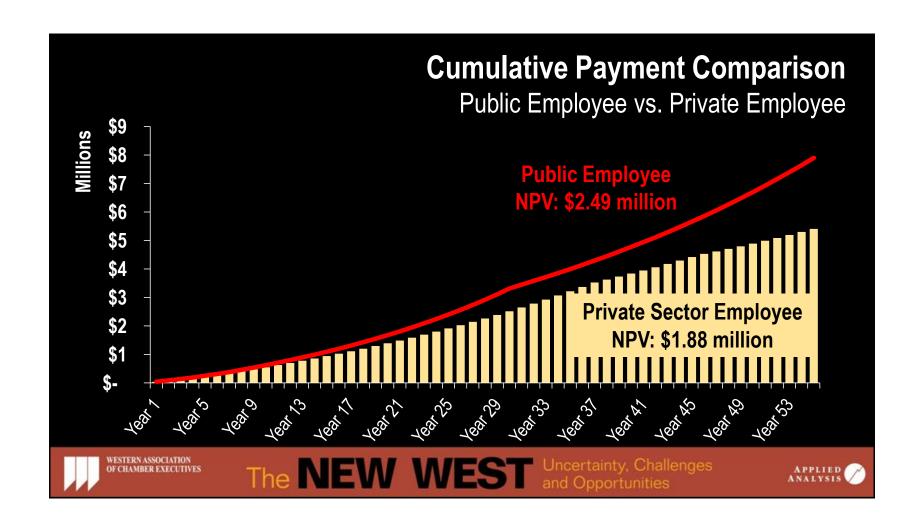


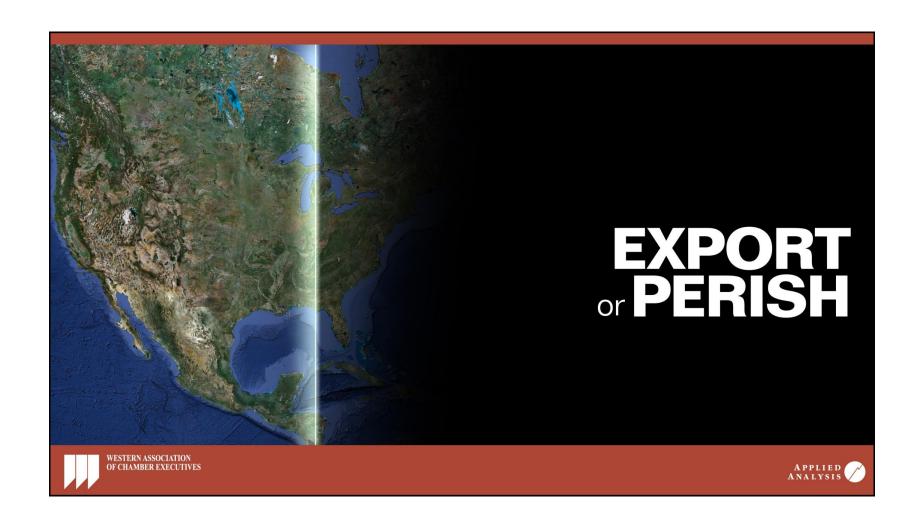


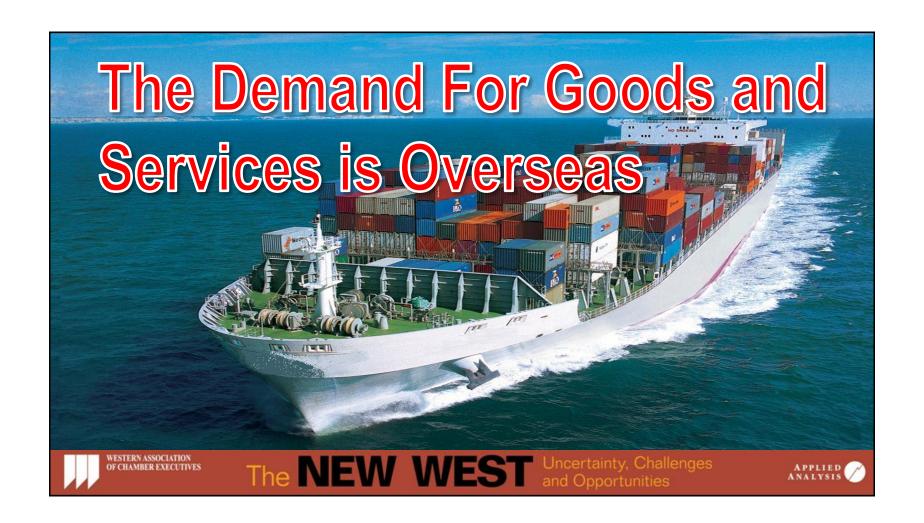


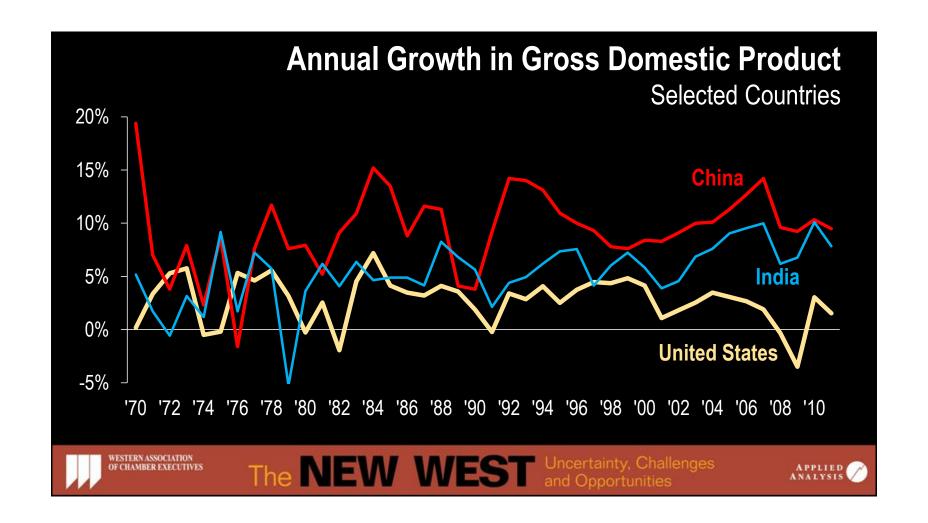


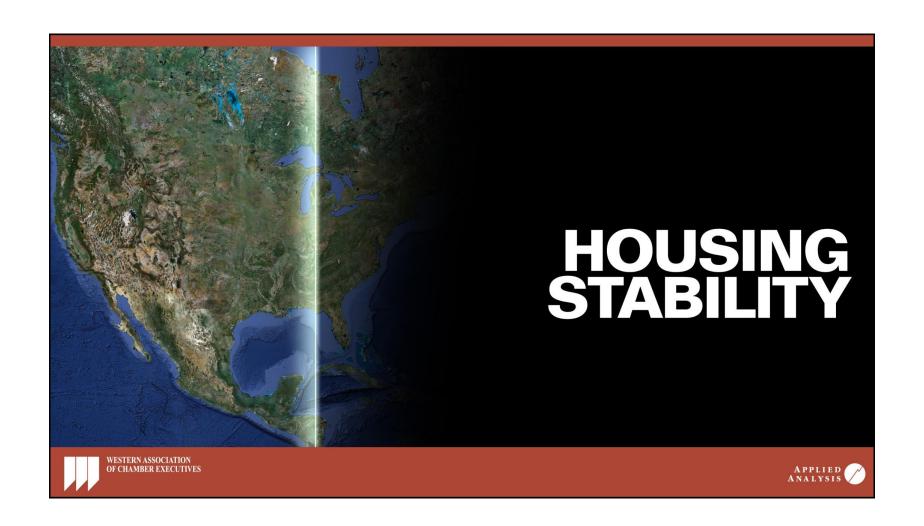


















Housing Price Depreciation Rankings

By Region | Q3 2011

Rank	Region	Year-Over-Year
1	West South Central (OK, AR, TX, LA)	-1.7%
2	Middle Atlantic (NY, NJ, PN)	-2.2%
3	New England (ME, NH, VT, MA, RI, CT)	-2.5%
4	West North Central (ND, SD, MN, NE, IA, KS, MO)	-2.5%
5	East South Central (KY, TN, MS, AL)	-2.8%
6	East North Central (MI, WI, IL, IN, OH)	-3.0%
7	South Atlantic (DE, MD, DC, VA, WV, NC, SC, GA, FL)	-4.2%
8	Pacific (HI, AK, WA, OR, CA)	-6.8%
9	Mountain (MT, ID, WY, NV, UT, CO, AZ, NM)	-6.9%
	USA	-3.7%



The **NEW WEST** Uncertainty, Challenges and Opportunities



Housing Price Depreciation Rankings

By Metropolitan Area | Q3 2011

Rank	Region	Year-Over-Year
1	Las Vegas-Paradise, NV	-15.2%
2	Ocala, FL	-14.6%
3	Reno-Sparks, NV	-13.8%
4	Boise City-Nampa, ID	-13.4%
5	Yuba City, CA	-13.2%
6	Phoenix-Mesa-Glendale, AZ	-13.0%
7	Yuma, AZ	-12.8%
8	Tucson, AZ	-11.9%
9	Madera-Chowchilla, CA	-11.4%
10	Grand Junction, CO	-11.0%



The **NEW WEST** Uncertainty, Challenges and Opportunities



