



NEWS RELEASE

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FOR IMMEDIATE RELEASE

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Kravitz Releases National Cash Balance Research

(Encino, CA) – Kravitz, the nation’s leading expert in the design and administration of Cash Balance Pension Plans released today highlights from their nationwide research report compiled from all of the Cash Balance Plans in the nation.

For the past 10 years, Kravitz has geared its consulting business around managing Cash Balance Retirement Plans. Kravitz works hand in hand with retirement plan advisors and third party administrators across the country to manage the challenges of these highly sophisticated plans.

According to the report, there were 1,755 new Cash Balance plans created the past 5 years versus 571 for the prior 5 year period. That represents a 307% increase. *“The number of companies seeking larger tax deductions through qualified plans continues to rise;”* stated Ken Guidroz, Director of New Plan Design at Kravitz. *“There are tremendous growth opportunities for Advisors, TPA’s and CPA’s, and we plan to expand strategically to support these groups with the design and implementation of these sophisticated plans,”* Guidroz added.

Somewhat surprisingly, Manufacturing accounts for 14% of Cash Balance Plans by business type. That ranks second only behind Medical which represents 28% of Cash Balance Plans.

According to Kravitz President, Dan Kravitz, the fact that manufacturing represents the second largest percentage of Cash Balance Plans indicates the growing popularity of these plans across all business sectors. *“Cash Balance Plans represent an opportunity for employers to improve their employee’s tax deferred savings regardless of the business sector;”* Kravitz commented.

Following are some data points of interest.

Rank	State	Number of Plans	Percent of Nation’s Total
1	California	462	13%
2	New York	405	11%

3	Ohio	293	8%
4	Illinois	253	7%
5	New Jersey	237	7%
6	Pennsylvania	196	5%
7	Texas	164	5%
8	Michigan	146	4%
9	Minnesota	138	4%
10	Florida	118	3%

Active Participants	Number of Plans	Percent of Nation's Total
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Over 10,000	228	6%
9,999 to 1,000	510	14%
999 to 100	444	12%
99 to 25	560	16%
24 to 10	771	21%
9 to 0	1075	30%

Number of Highly Compensated Employees	Percent of Nation's Total
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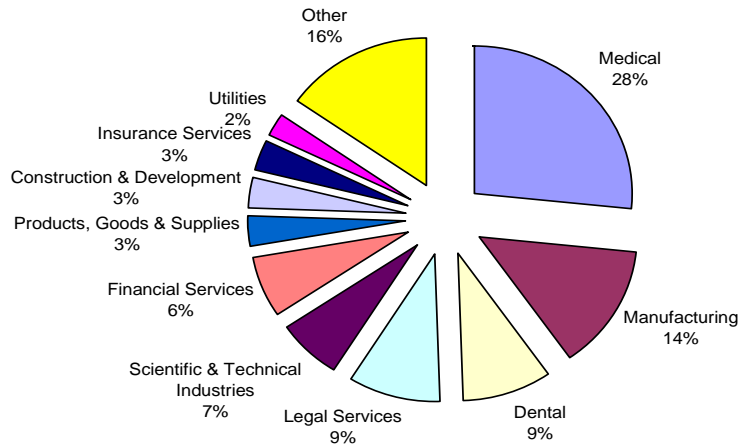
Over 1,000	4%
999 to 100	8%
99 to 10	9%
9 to 0	23%
Not Reported	55%

Number of Total Eligible Employees	Percent of Nation's Total
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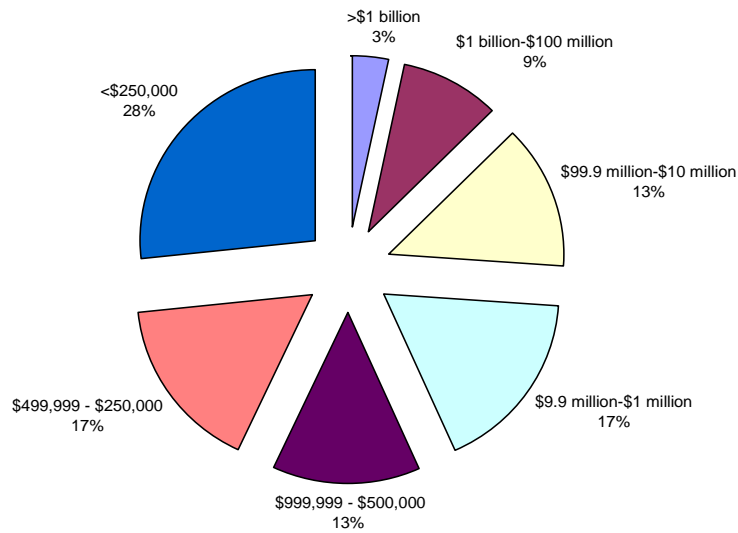
Over 100,000	1%
99,999 to 10,000	5%
9,999 to 1,000	9%
999 to 100	6%

99 to 50	4%
49 to 10	13%
9 to 0	34%
Not Reported	29%

Percentage of Cash Balance Plans by Business Type



Percentage of Plans by Asset Size



For more information on the Kravitz research for Cash Balance Retirement Plans please contact Dan Kravitz at Kravitz at 818-379-6162 or visit www.cashbalancedesign.com.

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About Kravitz:

Since its founding in 1977, Kravitz has brought its clients the latest in design, administration, and management of corporate retirement plans. Kravitz is the largest independent firm of its kind in California with over 75 employees, including 10 actuaries and 25 other highly trained and credentialed professionals. Recently, Kravitz has become nationally known and recognized as a pioneer and leader in Cash Balance Plan design. For more information, please go to www.cashbalancedesign.com.