

# News Release

Tuesday November 11

## Smart Funds® Adopt Innovative Target-Date Focus

HOUSTON, TX and SAN CLEMENTE, CA, Tuesday, November 11 – At a time when the importance of asset allocation has never been more critical for retirement plan sponsors and participants, Hand Benefits & Trust Company has adopted a new target-date focus with a remarkable record.

Hand Benefits & Trust Company (HB&T), Houston, has hired Target Date Analytics LLC (TDA), San Clemente, to manage the firm's SMART Funds® Target Date Series. Effective November 11, the Smart Funds® will track the PLANSPONSOR On Target Indexes (OTI), a series of innovative target-date indexes developed by TDA. The SMART Funds® are a family of collective trusts formed in October, 1997. Originally designed as a family of target risk funds, the newly transformed SMART Funds® Target Date Series will now be offered in 10-year increments: 2010, 2020, 2030, 2040 and 2050. The Smart Funds® are the first to offer target date collective trusts that track the PLANSPONSOR On Target Indexes.

David Hand, Chief Executive Officer of HB&T, observes “Low cost, transparency and capital preservation are rapidly becoming the cornerstones of defined contribution investing, especially qualified default investment alternatives (QDIAs), and will gradually become fiduciary imperatives. Collective trusts provide the transparency that large plan sponsors need and want, and the OTI deliver capital preservation and growth at a very competitive price. It's an ideal marriage for us and the plan sponsor community. The SMART Funds® with TDA offer outstanding risk adjusted returns, provided through world market diversification combined with the right glide path and proven investment theories which will become the standard in the industry for all date based index target funds.”

Ron Surz, principal of TDA, explains “No fund family has been able to meet the OTI performance on either an absolute or a risk-adjusted basis.”

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For additional information, **Contact: David Hand (713)-460-1000 ext 1316**  
**or Ron Surz (949)488-8339**

More information about the PLANSPONSOR On-Target Indexes is available at <http://www.tdbench.com>, and a brief description is provided below.

**About Hand Benefits & Trust:** Chartered in 1963, Hand Benefits & Trust Company is one of the country’s largest, full-service trust companies dedicated to retirement plans. We work with clients throughout the United States serving as administrative trustee, agent, or custodian for a variety of 401(k) and other employee benefit plans. Our primary focus is the institutional retirement plan market for Collective Investment Funds (CIF’s).



Hand Benefits & Trust is a subsidiary of Benefit Plans Administrative Services, Inc. (BPAS). BPAS is a national provider of DC Plan Administration (BPA) and Actuarial Consulting Services through its Harbridge Consulting Group. Community Bank Systems, Inc serves as the parent company and trades on the NYSE, symbol CBU. For more information or to contact HB&T, please go to <http://www.bpah.com/hbt>

**About Target Date Analytics:** Established in 2007, Target Date Analytics is the partnership of Craig Israelsen, Joe Nagengast and Ron Surz. Together they have over 70 years of experience in the area of investment research and analysis. TDA is committed to designing and delivering better target date indexes.



TDA is a registered investment advisor with the SEC.

Contact TDA at <http://www.tdbench.com/ContactUs.html>

**The PLANSPONSOR On Target Indexes** set the standard for target date investing by integrating tried and true financial management disciplines designed to preserve asset value while simultaneously fostering growth. Financial disciplines include the efficient market frontier, capital market line, liability-driven investing, and risk



management. The geometrically declining glide path transfers assets to a safe inflation-protected lock box as the target date approaches.