

# Welcome to our January Meeting

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Troutwood

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Pittsburgh Foundation

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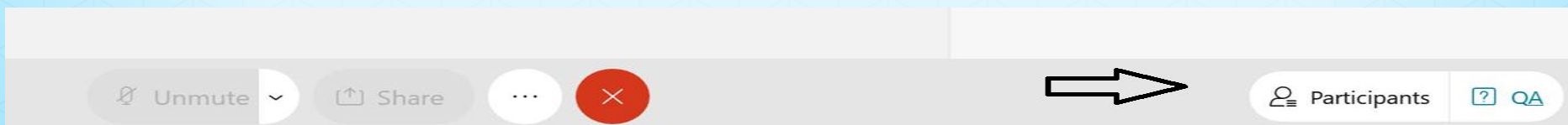


[www.pasfaa.org/wpacsr](http://www.pasfaa.org/wpacsr)

# Welcome

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- We will be taking questions using the Q&A feature.



- Click the ? symbol to see the feature box on the right of your screen.

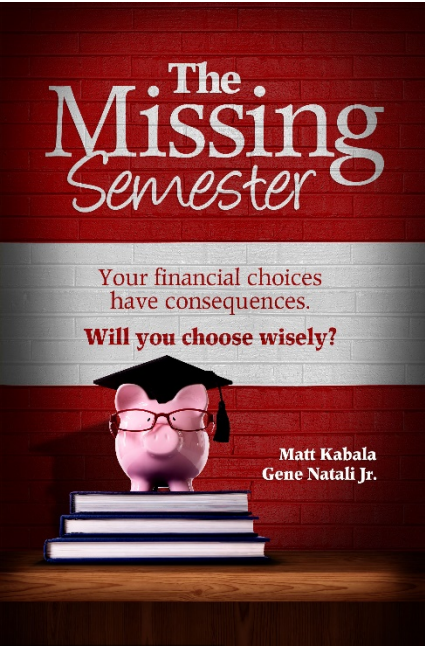
# TROUTWOOD



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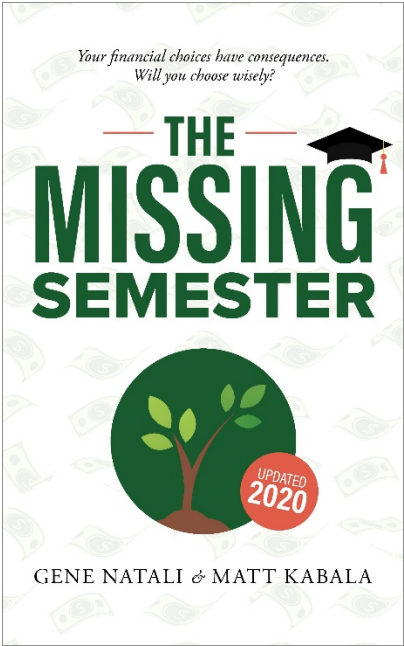
[www.troutwood.com](http://www.troutwood.com)

The Missing Semester

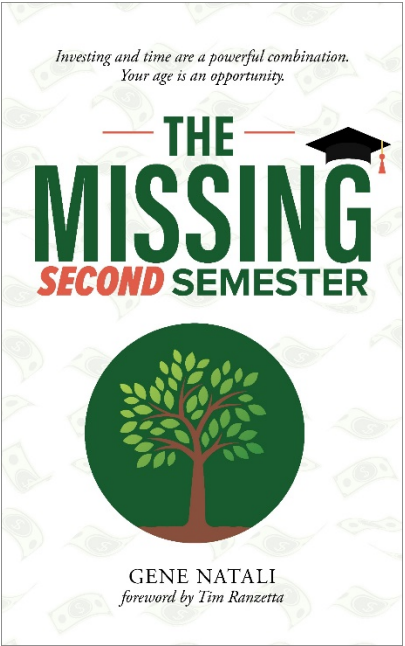


Is now

Money 101



Investing 101



What has changed in Pittsburgh?



<https://www.cmu.edu/metro21/projects/evaluating-and-improving-asphalt.html>

What has changed in Pittsburgh?

# RETIREMENT

**table 2. Retirement benefit access and participation with standard errors, private industry, March 2018**

Worker characteristic	All retirement plans		Defined benefit		Defined contribution	
	Access	Participation	Access	Participation	Access	Participation
All workers	68 (0.9)	51 (0.8)	17 (0.7)	13 (0.6)	64 (0.8)	47 (0.7)
Management, professional, and related	83 (1.2)	72 (1.2)	24 (1.2)	19 (1.1)	80 (1.3)	67 (1.2)
Service	44 (2.0)	24 (1.1)	6 (0.6)	5 (0.6)	41 (2.0)	22 (1.0)
Sales and office	71 (1.1)	52 (1.1)	14 (0.8)	10 (0.6)	68 (1.0)	49 (1.1)
Natural resources, construction, and maintenance	62 (1.8)	47 (1.8)	20 (1.4)	19 (1.4)	56 (1.7)	39 (1.5)
Production, transportation, and material moving	71 (1.7)	54 (1.3)	21 (1.2)	17 (1.1)	64 (1.7)	47 (1.2)
Full-time	77 (0.8)	61 (0.8)	20 (0.8)	16 (0.7)	74 (0.9)	56 (0.8)
Part-time	39 (1.9)	22 (1.1)	9 (0.8)	5 (0.5)	34 (1.7)	18 (0.9)
Union	92 (1.0)	82 (1.3)	68 (2.3)	61 (2.2)	58 (2.3)	46 (2.0)
Nonunion	65 (0.9)	48 (0.8)	12 (0.5)	8 (0.4)	64 (0.9)	47 (0.8)

Source: U.S. Bureau of Labor Statistics, Employee Benefits in the United States, Tables 2A and 2B.

<https://www.bls.gov/opub/btn/volume-8/compensation-trends-into-the-21st-century.htm>

**Defined Benefit Plan Pension funds are disappearing.**

**A defined benefit plan is an employer directed retirement plan.  
Institutional investors like this, have 5 important pieces:**

- 1. Investment Policy Statement**
- 2. Board of Trustees**
- 3. Investment Staff**
- 4. Investment Consultant**
- 5. Investment Managers**

**Let's explore each . . .**

What if . . .

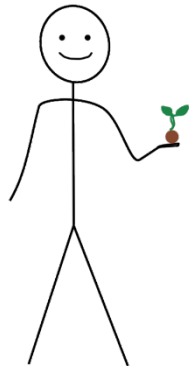
You want to join our Watching Trees Grow Club,

. . . But . . .



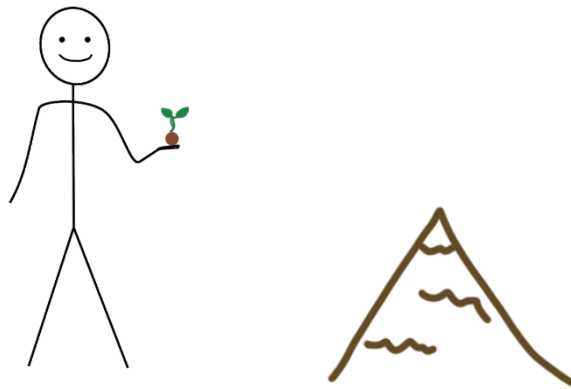
# You do not have a Pension Fund?

Defined Benefit Plan



# You do not have a Pension Fund?

How would you save enough money for retirement . . .

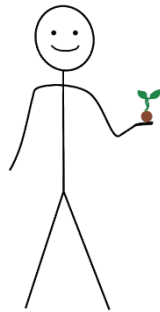


And “oops” you make a money mistake?

Credit Card

Overdraft

No emergency fund

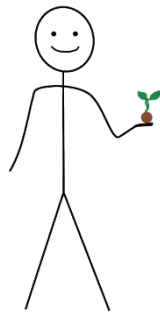


# And “oops” you make a money mistake?

Which comes out of your savings . . .



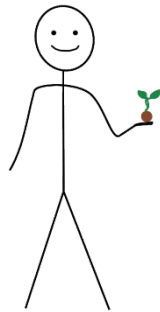
And, you didn't have a safe place to ask questions?



And, you didn't have a safe place to ask questions?

Because you didn't have the minimum amount of money to work with a financial advisor . . .

\$100k  
\$250k  
\$500k  
\$1mm



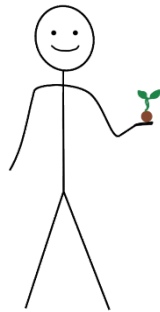
And, consumer marketing was more advanced  
than any point in history?

Google

Amazon

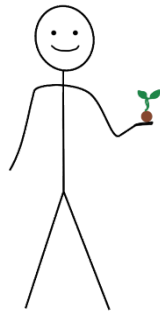
Facebook

Apple



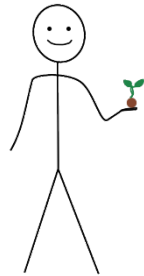
And, consumer marketing was more advanced  
than any point in history?

Making it difficult to keep the money you make . . .



And, social media gave non-experts a platform?

Twitter  
Youtube  
Tik Tok  
Instagram



And, social media gave non-experts a platform?

Which provided you with misinformation . . .



And, investing was being dangerously gamified?

Robinhood

Confetti

Size 5 font disclosures



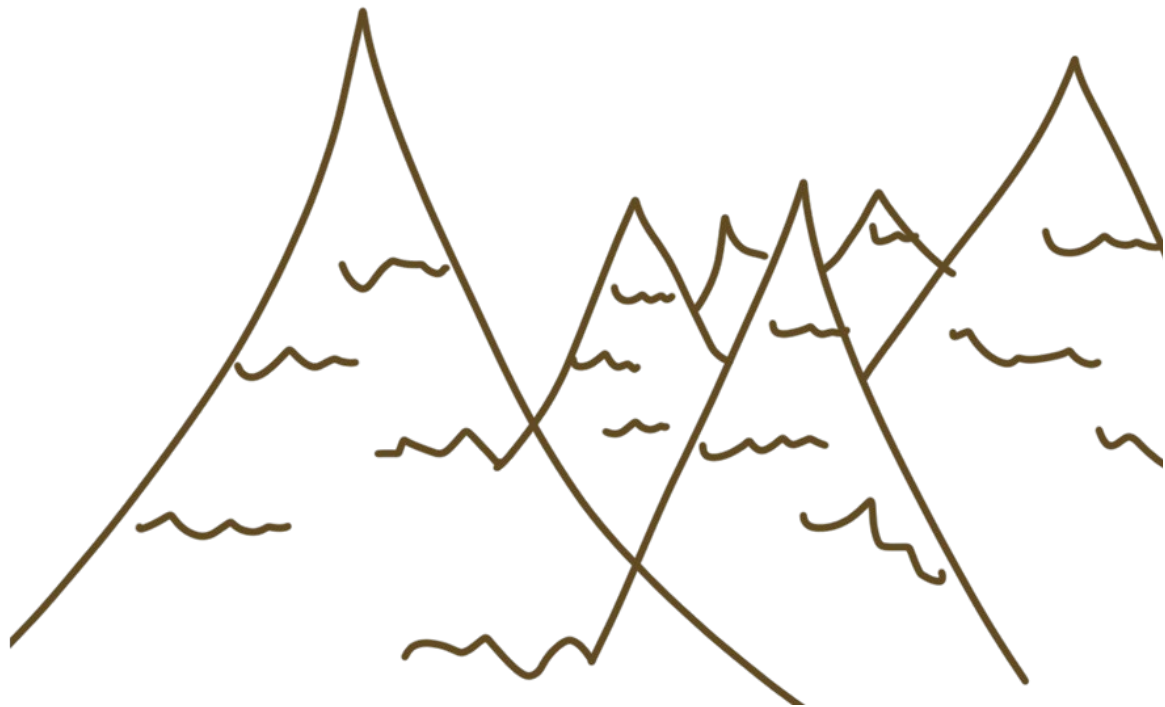
And, investing was being dangerously gamified?

Which it already has . . .



And, your student loans are  
due next month?

Legal obligation

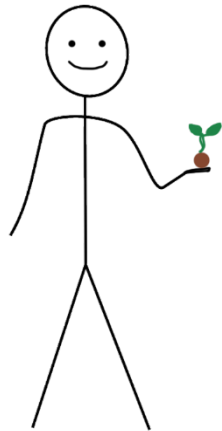


And, your student loans are  
due next month?

Which doesn't give you much time to figure it out . . .



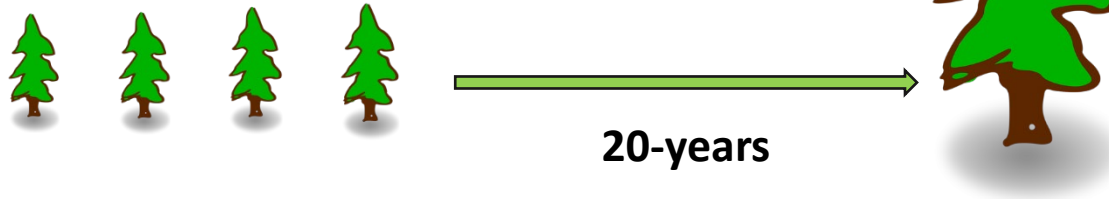
Yet you are still smiling



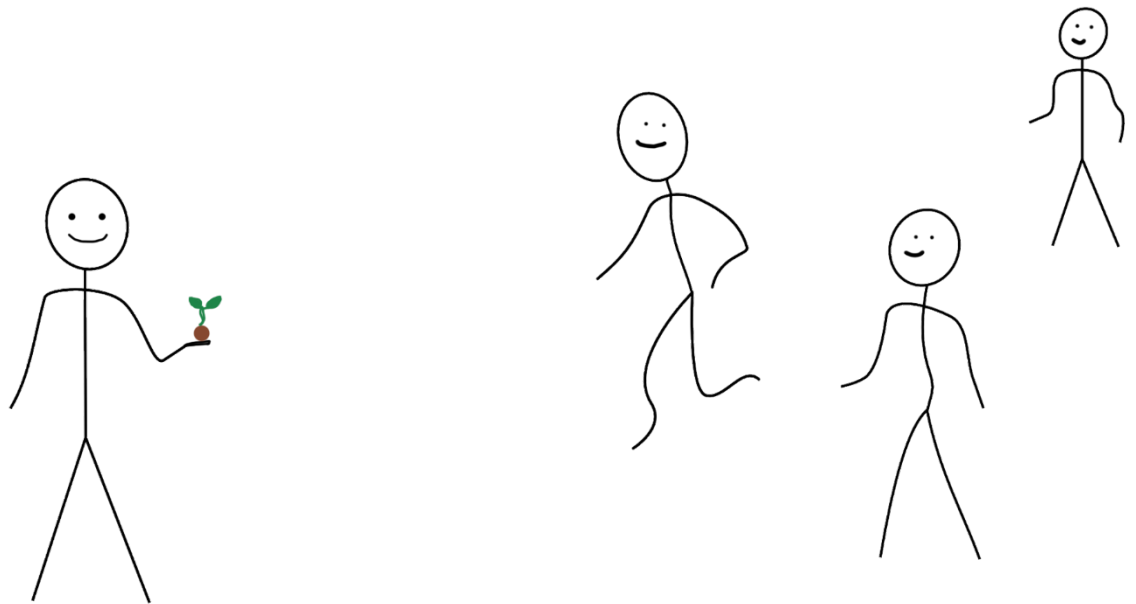
# And can't wait to join the club!

The best time to plant a tree was 20 years ago.  
- Chinese Proverb

Because you had a great teacher, mentor, friend, family  
member, advisor . . .



What if everyone knew about our club!



# Tools available for the classroom and at home

1. **Time Portal:** History of the Stock market
2. **Buy Sell Hold:** An investment education game
3. **Troutwood APP:** A financial planning and career search application
4. **Finulator:** An “Oregon trail + finance” game of life
5. **Troutwood LIVE:** A weekly series spotlighting a guest from an S&P company
6. **MAP:** An interactive investment education tool
7. **Troutwood Podcast:** Interviews with finance and investment professionals

# TROUTWOOD LIVE

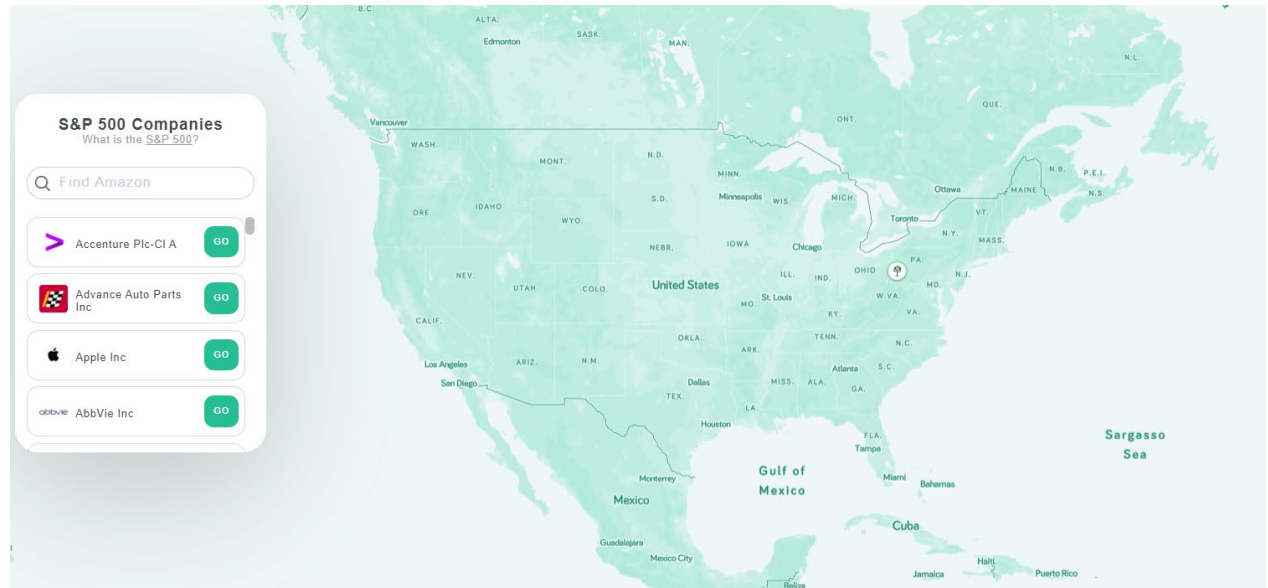
A series teaching students to prepare and plan for the financial future. Because we believe that everyone should **invest with understanding.**

FEATURED COMPANY:

ANSYS




Hi, I'm Finn!



Together we can  
learn more about  
investing!





Hershey Co

RANKED


**#263**

EMPLOYEES

15,360

HQ LOCATION

Hershey, PA



Troutwood

Updated

October 8, 2022



# HERSHEY'S



## About

"Continuing Milton Hershey's legacy of commitment to consumers, community and children, we provide high-quality Hershey's products while conducting our business in a socially responsible and environmentally sustainable manner."

## Products and Services

 Chocolate

 Candy

 Mint & Gum

 Nuts & Caramel

## Community Engagement

"In 2016, over 800 people across three Hershey locations—Mumbai, India; Manila, Philippines; and Hershey, Pennsylvania—hosted meal packing events on the same day with the nonprofit Rise Against Hunger (formerly known as Stop Hunger Now), packing over 341,000 meals for children and families in need."





**JEWISH  
SCHOLARSHIP  
SERVICE**  
OF GREATER PITTSBURGH

JSS is accepting scholarship applications! Apply today if you are a Jewish high school senior or student enrolled in an undergraduate, graduate or technical school with financial need with residency in Allegheny, Beaver, Butler, Washington or Westmoreland county.

**Apply by February 12, 2021: [jfcspgh.org/scholarship](https://jfcspgh.org/scholarship)**

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JSS is a program of the Jewish Federation of Greater Pittsburgh and administered by JFCS.

## Pennsylvania FAFSA Filers as of January 8th

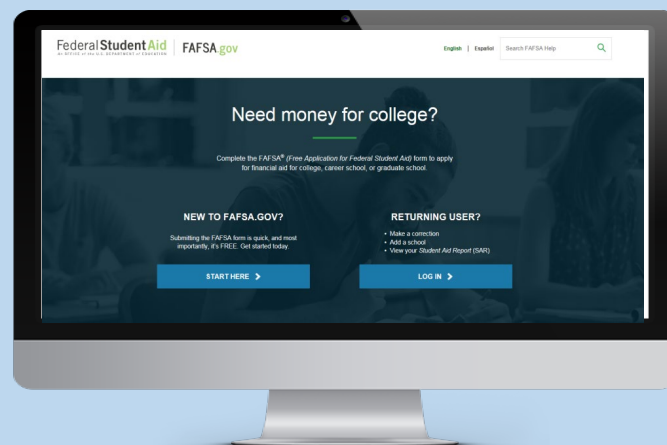
Year	Total FAFSAs Filed	First-Time FAFSAs Filed	Percentage of First-Time Filers
2019-20	203,855	78,646	38.6%
2020-21	199,060	77,981	39.2%
2021-22	204,093	73,901	36.2%

2017-18 was first year that students could begin to file in October.

# Free Application for Federal Student Aid (FAFSA)

Dependent student filers	January 8th
2019-20	140,249
2020-21	140,344
2021-22	137,373

↓ 2%



# Looking at Dependent Students by income

Dependent FAFSA Applications as of December 4 for each Corresponding Academic Year -- by Parent Gross Income

Year	\$0-\$19,999	\$20,000-\$29,999	\$30,000-\$39,999	\$40,000-\$49,999	\$50,000-\$59,999	\$60,000-\$69,999	\$70,000-\$79,999	\$80,000-\$89,999	\$90,000-\$99,999	\$100,000 & Above	Total
2019-20	18,516	8,576	9,048	8,410	7,602	7,363	7,466	7,306	7,027	58,935	140,249
	13.2%	6.1%	6.5%	6.0%	5.4%	5.2%	5.3%	5.2%	5.0%	42.0%	100.0%
2020-21	18,039	8,285	8,713	8,109	7,411	7,427	7,225	6,947	7,012	61,176	140,344
	12.9%	5.9%	6.2%	5.8%	5.3%	5.3%	5.1%	4.9%	5.0%	43.6%	100.0%
2021-22	16,767	7,739	8,243	7,657	6,841	6,947	6,588	6,580	6,601	63,410	137,373
	12.2%	5.6%	6.0%	5.6%	5.0%	5.1%	4.8%	4.8%	4.8%	46.2%	100.0%

# Special Circumstances

## If things change....

- Divorced or separated parents
- Stepparents
- Adoptive parents
- Foster parents
- Legal guardians
- Living with others
- Recent death or disability
- Reduced income



# Free Tax Prep is Available in Southwestern PA

The United Way of Southwestern Pennsylvania and the Free Tax Prep Coalition want to help you get the best tax return possible for your family. It's money you earned; we're here to help you keep more of it.

## **DO YOU MAKE UNDER \$57,000?**

If so, you may qualify for free tax help from an IRS-certified tax preparer.

**New** tax preparation methods are available this year for everyone's safety with the same quality and individual attention from our trusted volunteers:

**Virtual:** Upload your materials; our tax experts will prepare and review your return.

**Hybrid:** Come in for two brief appointments to provide information and review your return.

Or file on your own at [www.MyFreeTaxes.com](http://www.MyFreeTaxes.com)

**GET STARTED TODAY!**

**Online at [pa211sw.org](http://pa211sw.org) or Call 211 or 888-856-2773 or Text your zip code to 898-211**

**CHANGEMAKERS UNITE**



United Way of  
Southwestern Pennsylvania

# The Free Tax Prep Coalition Needs You!

With only a 3-hour-per-week commitment of your time during tax season, you can volunteer to help low-income households keep what they've worked so hard to earn throughout the year.

## ONLINE TRAINING

- Locations in Allegheny, Fayette, Greene, Washington, and Westmoreland Counties.
- Virtual and/or in-person opportunities available.
- Become IRS Certified.
- Earn Continuing Education Credits.
- Gain experience.
- NO PRIOR TAX CONSULTANT EXPERIENCE NECESSARY.

**LEARN MORE OR SIGN-UP AT [SWPAFREETAXES.ORG](https://www.swpafreetaxes.org)**

[www.swpafreetaxes.org](https://www.swpafreetaxes.org)

**YOU CAN HELP!**