

College Planning Essentials

A comprehensive guide to saving and investing
2021 Edition

J.P. Morgan

MAIN SECTIONS



Section 1 | COLLEGE MATTERS

Discover how a college degree can pay off with higher income, lower unemployment and other lifelong benefits.



Section 2 | COLLEGE COSTS

See how quickly tuition costs are rising and what you can expect to pay.



Section 3 | FINANCIAL AID

Learn what financial aid is, how it works and why it's important to invest for the expenses not covered by free grants and scholarships.



Section 4 | SAVING & INVESTING

Make informed decisions about how much to contribute, when to start, where to invest and which strategies can help your money work hardest.



Section 5 | APPENDIX

Get additional details on college enrollment, preparation, financial aid, tax breaks and more.

KEY INSIGHTS

86%

Higher annual income for bachelor's degree holders vs. high school graduates¹

77%

Families having to rule out colleges because of cost²

316%

Increase in student loan debt since 2005³

98%

More college funds for families with a plan vs. those without⁴

1. U.S. Census Bureau, J.P. Morgan Asset Management. For workers aged 18 and older, 2019. Data come from the Current Population Survey and are published under historical income tables by person by the U.S. Census Bureau.

2. Sallie Mae, *How America Pays for College*, 2020.

3. Federal Reserve Bank of New York, *Household Debt and Credit Report*, Q2 2020.

4. Sallie Mae, *Higher Ambitions: How America Plans for Post-secondary Education*, 2020.

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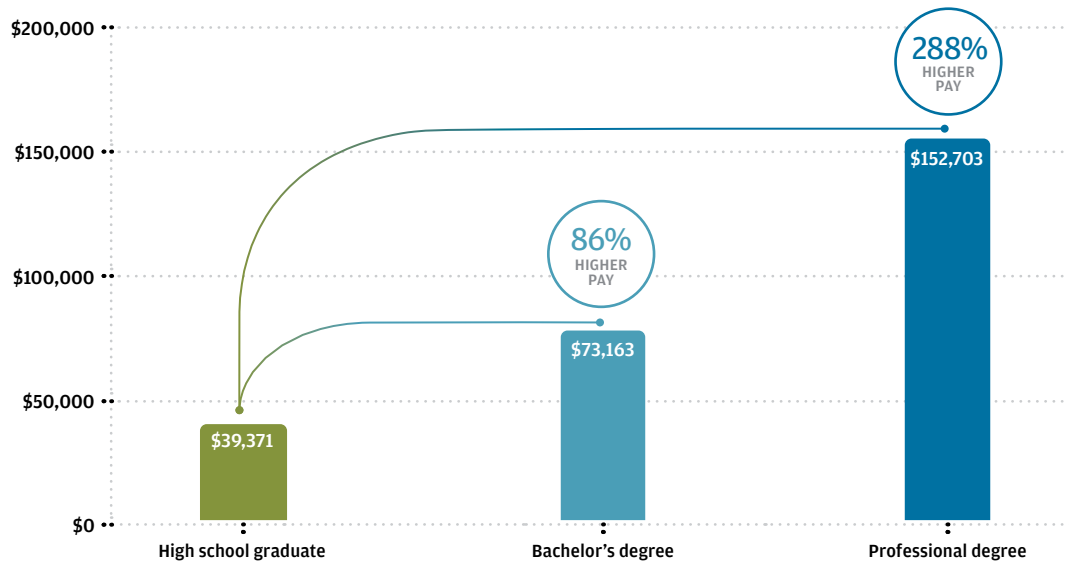
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A college diploma opens the door to a lifetime of higher earnings.

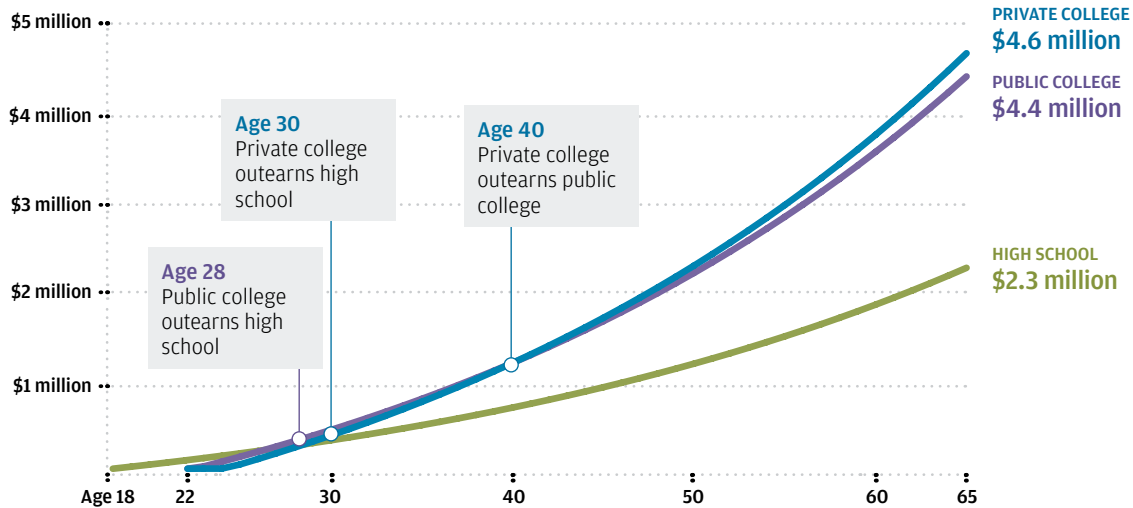
Average annual earnings
by highest educational degree



Source: U.S. Census Bureau, J.P. Morgan Asset Management. For workers aged 18 and older, 2019. Data come from the Current Population Survey and are published under historical income tables by person by the U.S. Census Bureau.

Because college graduates earn higher income, a degree typically pays for itself by age 30.

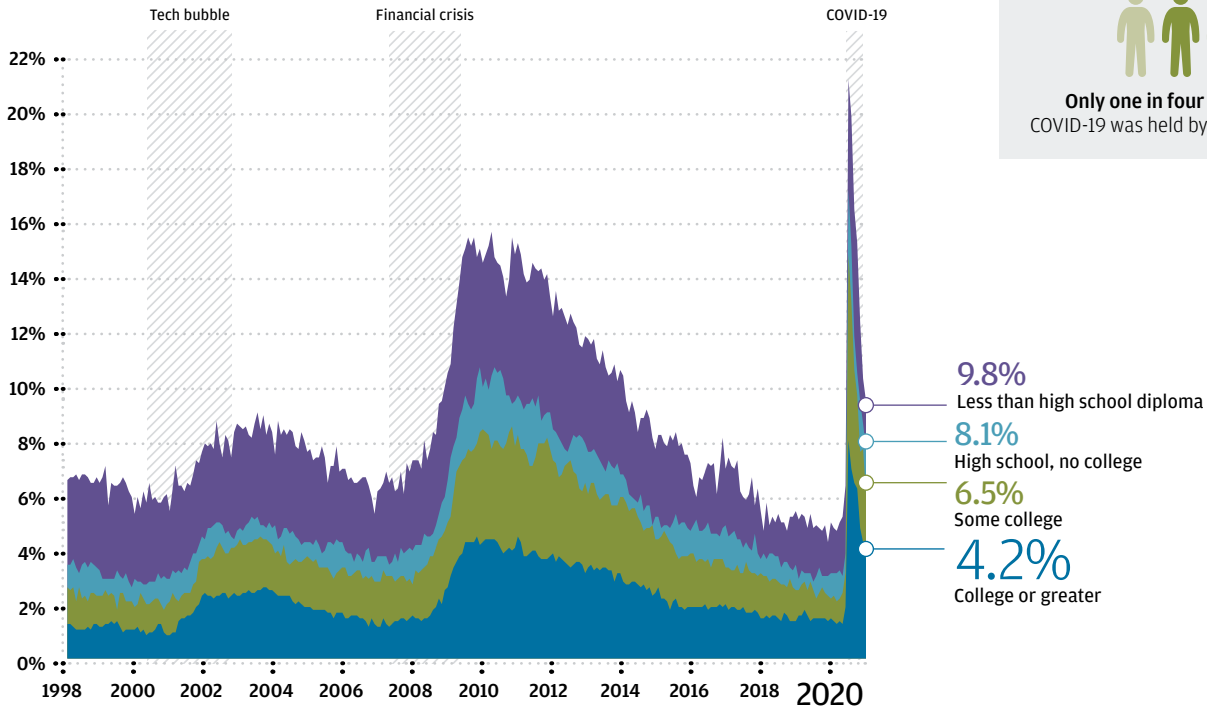
Estimated lifetime earnings minus college costs
Bachelor's degree holders vs. high school graduates



Source: J.P. Morgan Asset Management. Illustration is based on mean starting salaries for public college graduates (\$49,818) and private college graduates (\$53,856), from the National Association of Colleges and Employers for the class of 2018, and mean earnings for high school graduates aged 18-24 (\$21,594), from the U.S. Census Bureau's Current Population Survey, 2020 Annual Social and Economic Supplement. Lifetime earnings assume 3% annual pay raises through age 65, starting at 22 for college graduates and 18 for high school graduates. College costs deducted from lifetime income are \$79,350 for public college and \$178,660 for private college, based on average tuition, fees and room/board costs from The College Board's annual *Trends in College Pricing* for academic years 2014-15 through 2017-18.

College graduates enjoy much better job security and opportunity, especially during economic downturns.

Unemployment rates by education level
as of October 2020¹



COLLEGE GRADS KEEPING JOBS



Only one in four lost jobs during COVID-19 was held by a college graduate.²

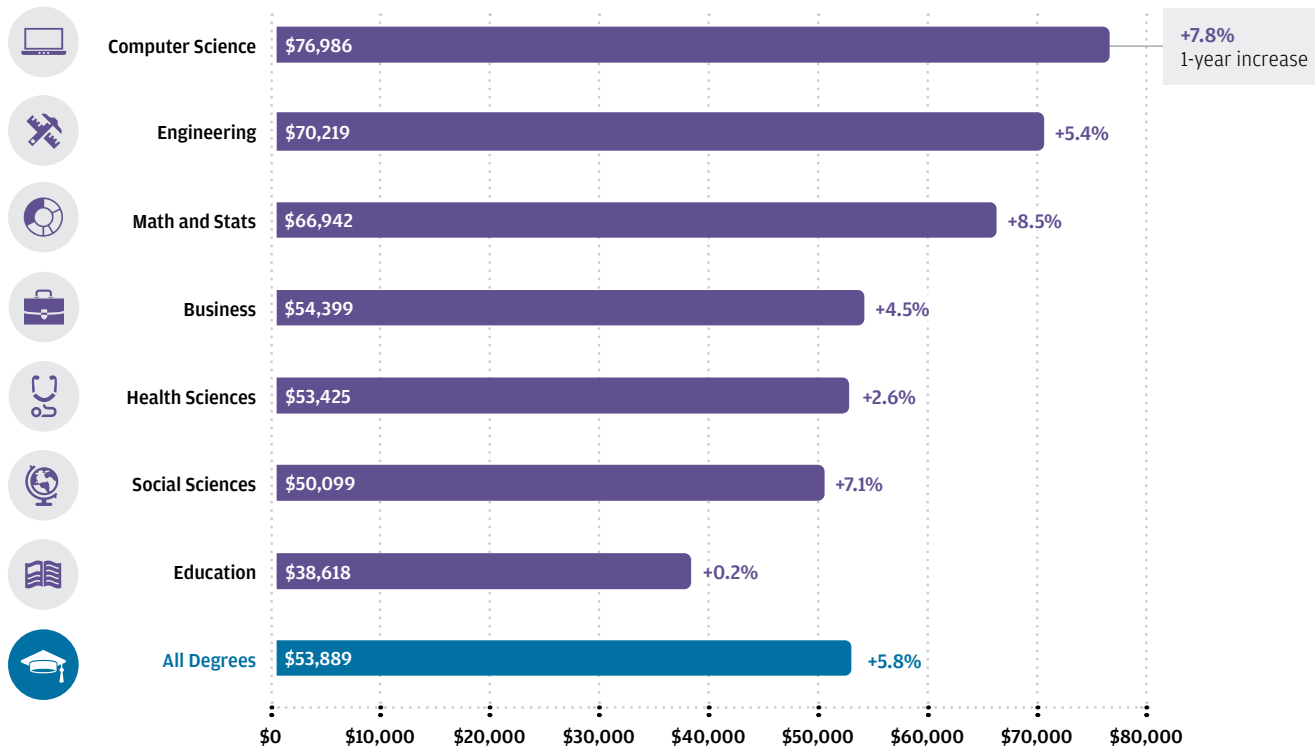
1. J.P. Morgan Asset Management, Bureau of Labor Statistics, FactSet. Unemployment rates shown are for civilians aged 25 and older. Data are as of 10/31/20.

2. Bureau of Labor Statistics, *Employment Situation Report*, February 2020 and October 2020.

“Major” differences in salaries

Choice of college major has a significant impact on a graduate’s starting salary.

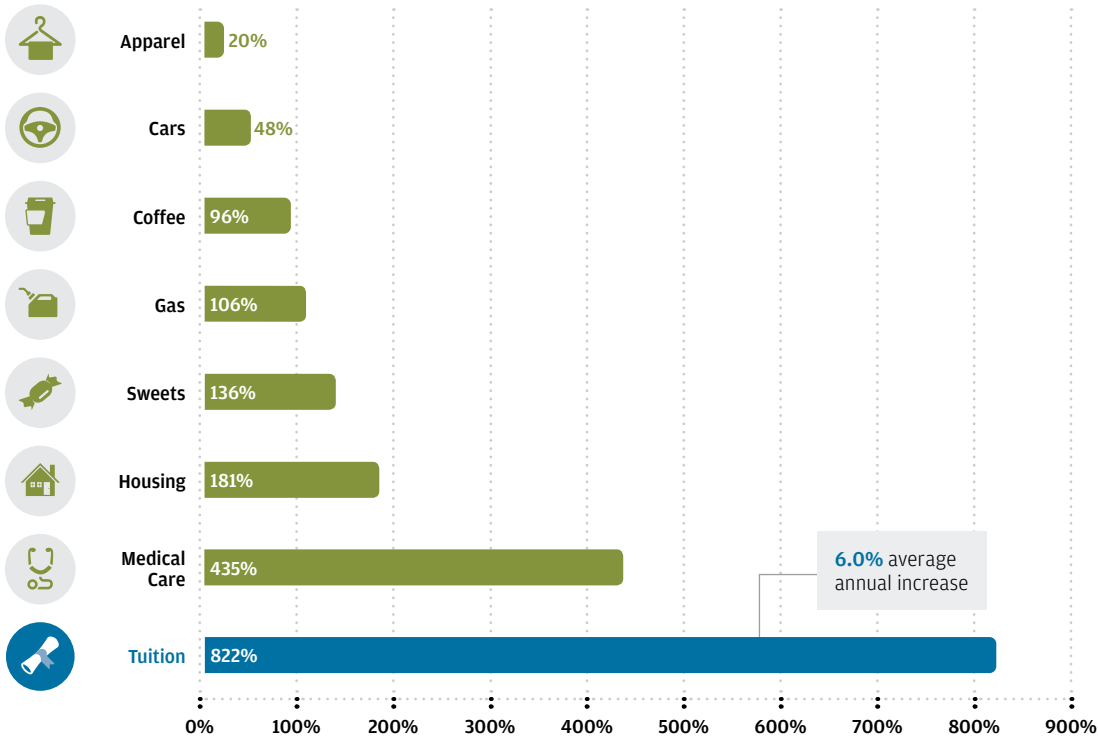
Average yearly starting salary
by college major for the class of 2019



Source: National Association of Colleges and Employers (NACE) Salary Survey Executive Summary, Summer 2020.

College tuition costs have increased more quickly than any other household expense in recent decades.

College tuition vs. other expenses
Cumulative percent price change since 1983



WHY COSTS TYPICALLY RISE

- Colleges **spend more** to attract the best students.
- Colleges **hire more** faculty and administrative staff.
- Colleges **receive less financial support** from states.

Source: BLS, Consumer Price Index, J.P. Morgan Asset Management. Data represent cumulative percentage price change from 12/31/82 to 12/31/20.

The younger the child, the more college is likely to cost. Add up four years per child, and it equals one of a family's largest expenses.

Projected cost of a four-year college education
based on child's current age



2020-21 AVERAGE
TUITION, FEES AND
ROOM AND BOARD
EXPENSES

\$22,180



Public

\$50,770

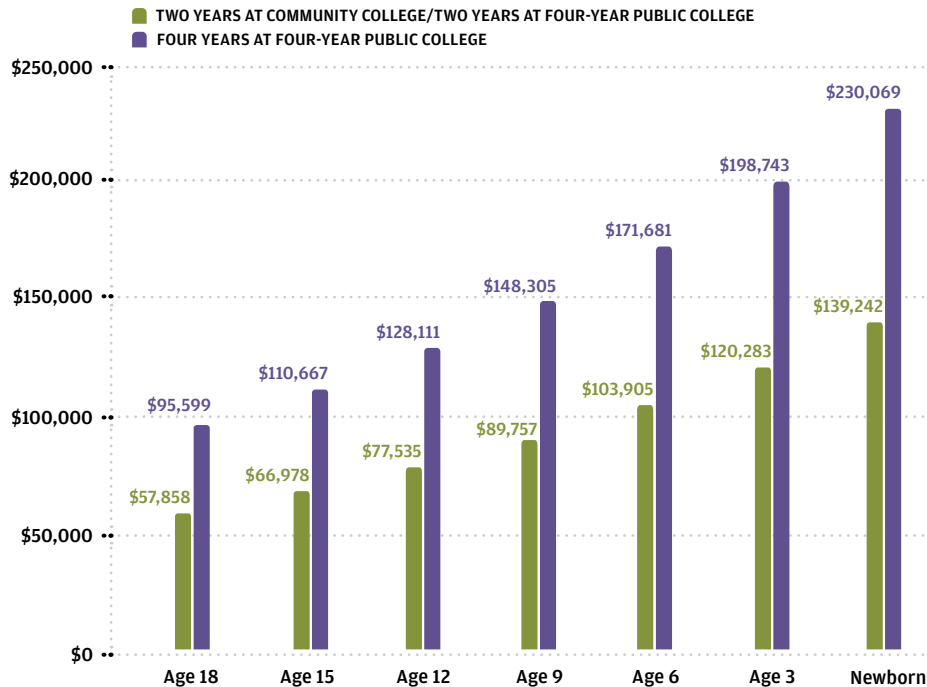


Private

Source: J.P. Morgan Asset Management, using The College Board, *Trends in College Pricing and Student Aid 2020*. Future college costs estimated to inflate 5% per year. Average tuition, fees and room and board for public college reflect four-year, in-state charges.

Some students choose to live at home and attend community college in their freshman and sophomore years.

Four-year costs with and without community college based on child's current age



Save 39%

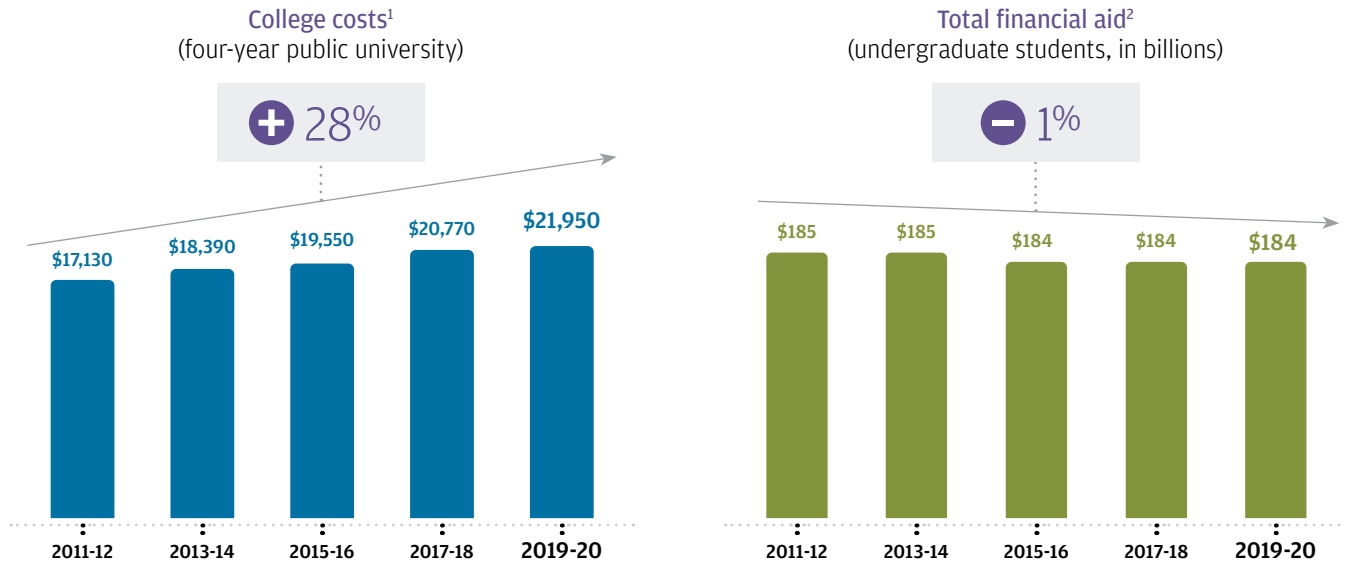
by attending two years of community college¹

\$3,770

Average annual tuition and fees at community college¹

Source: J.P. Morgan Asset Management, using The College Board, *Trends in College Pricing and Student Aid 2020*. Future college costs estimated to inflate 5% per year. Average tuition, fees and room and board for public college reflect four-year, in-state charges. Community college costs are based on tuition and fees for an in-district student.

College costs continue rising while financial aid has been flat – leaving families to cover more of the expenses.



College costs not likely to fall even as financial need rises³



Colleges not planning to lower prices to reduce financial aid appeals



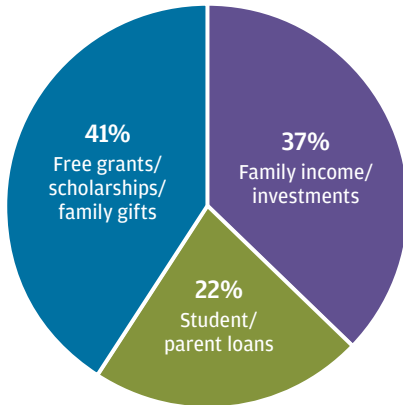
Colleges expecting an increase in financial aid appeals due to COVID-19

1. The College Board, *Trends in College Pricing*, 2011, 2013, 2015, 2017 and 2019. Based on average tuition, fees and room and board at an in-state, four-year university.
 2. The College Board, *Trends in Student Aid*, 2012, 2014, 2016 and 2018, and *Trends in College Pricing and Student Aid 2020*. Includes federal, state, institutional and private grants as well as federal work-study, tax benefits, veterans benefits and loans.
 3. National Association of Student Financial Aid Administrators, June 2020.

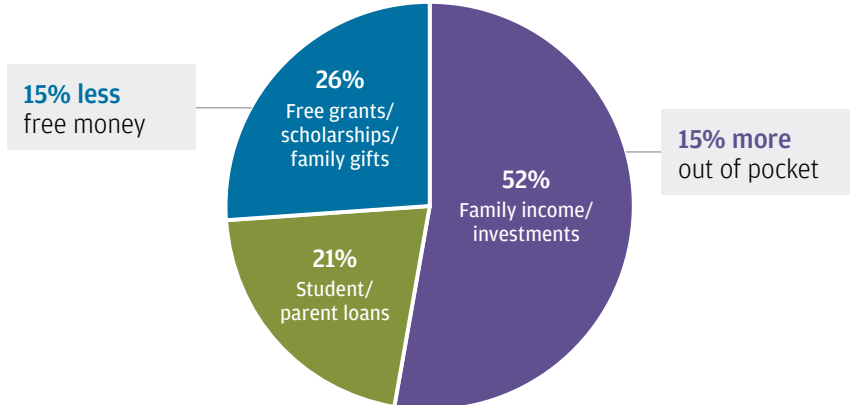
The typical family pays more than expected for college from their own pocket.

Families need more for college than expected
Breakdown of college funding sources

How families **expect** to pay



How families **actually** pay



FAMILIES ARE PAYING MORE
Percent from income/investments

2019-20
52%

2018-19
43%

Source: Sallie Mae, *How America Pays for College*, 2020, and *Higher Ambitions: How America Plans for Post-secondary Education*, 2020. Values in charts may not add up to 100% due to rounding.

Free grants and scholarships normally pay for little of college, and many families don't qualify.

Grant reality 2019-20 (need-based)¹

Percent of families receiving

48%

▼ 9% since last year



Average amount
\$6,030

Total costs covered by grants at:



FEW FREE RIDES

0.3%

of college students receive enough grants and scholarships to cover costs.²

Scholarship reality 2019-20 (merit-based)¹

Percent of families receiving

58%

▼ 7% since last year



Average amount
\$7,923

Total costs covered by scholarships at:

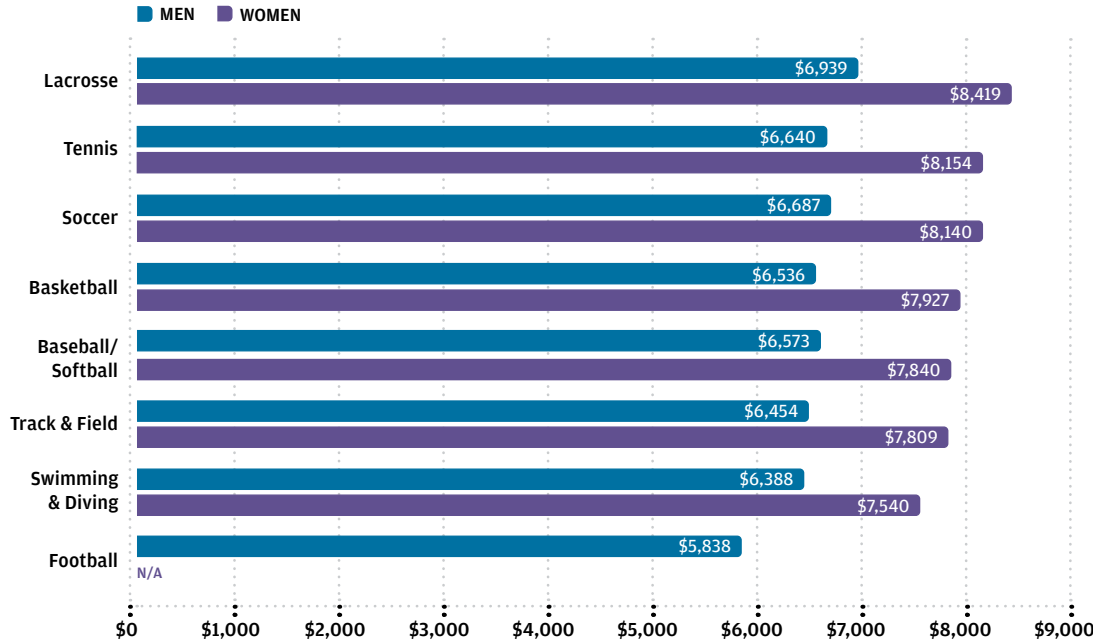


1. Sallie Mae, *How America Pays for College*, 2020.

2. Finaid.org. Based on full-time students at four-year colleges.

Athletic scholarships usually cover only a small portion of college costs ... and only for the select few who receive them.

Average scholarship by sport (Division II)¹



IMPACT ON 529 PLANS

If students earn scholarships, families can either:

- **Transfer unused 529 plan assets** to another family member;² or
- **Withdraw an amount equal to the scholarship** without paying the 10% federal penalty tax.³



DON'T COUNT ON IT

Only about 1-2% of high school athletes play Division II college sports.⁴

1. ScholarshipStats.com, based on Division II programs in the National Collegiate Athletic Association (NCAA) for the 2019-20 school year.
 2. Section 529 of the Internal Revenue Code defines a family member as a son, daughter, stepson or stepdaughter, or a descendant of any such person; a brother, sister, stepbrother, or stepsister; a father or mother, or an ancestor of either; a stepfather or stepmother; a son or daughter of a brother or sister; a brother or sister of the father or mother; a son-in-law, daughter-in-law, father-in-law, mother-in-law, brother-in-law, or sister-in-law; the spouse of the beneficiary or the spouse of any individual described above; or a first cousin of the beneficiary. Gift or generation-skipping transfer taxes may apply. Please consult your tax professional for more information.
 3. Federal and state income taxes are due on any investment earnings. Consult your tax professional for more information.
 4. NCAA, April 2020.

The Department of Education calculates the Expected Family Contribution (EFC) used to determine your financial aid eligibility.

$$\text{TOTAL COLLEGE COSTS EACH YEAR} - \text{EXPECTED FAMILY CONTRIBUTION (EFC)} = \text{FINANCIAL AID ELIGIBILITY}$$

WHEN TO APPLY

Apply as early as **October 1** of the year before college; **must apply each year in college.**

HOW EFC IS CALCULATED¹

A family's **annual income**, including the student's, **counts far more in the formula than savings and investments**, especially when held in the parents' names.

For each school year you apply, EFC is based on **income from two years earlier**. Withdrawals from parent-owned 529 plans are not considered income.

PARENTS	
Income	Assets
22-47% of adjusted gross income above protected amount ²	Up to 5.64% of non-retirement assets above protected amount, including 529 plans, investments and savings

+

STUDENTS	
Income	Assets
50% of income above protected amount of \$6,970	20% of all assets in bank accounts, CDs, UGMAs/UTMAs and any other savings

=

TOTAL EFC
EFC is not the amount your family will pay for college or get in federal aid. It's a number used to calculate how much aid a student is eligible to receive.
Families may be expected to pay more than their EFC.

GRANDPARENTS/OTHERS
0%
of income and assets considered in federal financial aid formulas. However, withdrawals for college by grandparents or others taken in 2020 or prior may be considered student income and must be reported on future financial aid forms. Such income can reduce the amount of aid by 50%, two years after distribution.

1. Based on federal methodology for 2021-22 school year. To learn more about how EFC is calculated, see <https://ifap.ed.gov/efc-formula-guide/2122EFCFormulaGuide>.

2. Protected amount for parents is dependent upon a number of factors, including household size and number of students in college.

Use this chart to estimate your Expected Family Contribution, the amount used to determine federal financial aid eligibility.

Annual Expected Family Contribution (EFC)

Examples based on income and assets

ASSETS (EXCLUDING PRIMARY RESIDENCE AND RETIREMENT ACCOUNTS)

		\$0	\$25,000	\$50,000	\$100,000	\$150,000	\$200,000	\$250,000	\$300,000
COMBINED INCOME	\$50,000	\$2,241	\$2,740	\$3,400	\$4,856	\$6,684	\$8,925	\$11,672	\$14,492
	\$75,000	\$7,734	\$8,197	\$9,406	\$12,226	\$15,046	\$17,866	\$20,686	\$23,506
	\$100,000	\$15,880	\$16,946	\$18,356	\$21,176	\$23,996	\$26,816	\$29,636	\$32,456
	\$125,000	\$23,676	\$24,742	\$26,152	\$28,972	\$31,792	\$34,612	\$37,432	\$40,252
	\$150,000	\$32,005	\$33,071	\$34,481	\$37,301	\$40,121	\$42,941	\$45,761	\$48,581
	\$175,000	\$40,409	\$41,475	\$42,885	\$45,705	\$48,525	\$51,345	\$54,165	\$56,985
	\$200,000	\$48,689	\$49,755	\$51,165	\$53,985	\$56,805	\$59,625	\$62,445	\$65,265
	\$225,000	\$56,403	\$57,469	\$58,879	\$61,699	\$64,519	\$67,339	\$70,159	\$72,979
	\$250,000	\$64,116	\$65,182	\$66,592	\$69,412	\$72,232	\$75,052	\$77,872	\$80,692

Income has a much bigger impact than assets.

COMBINED INCOME

Example: If you earn \$150,000 in income and have \$200,000 in assets, your estimated EFC is \$42,941.

FINANCIAL AID



CALCULATE YOUR PERSONAL EFC

Use the U.S. Dept. of Education's [online calculator](#) to get an estimate.

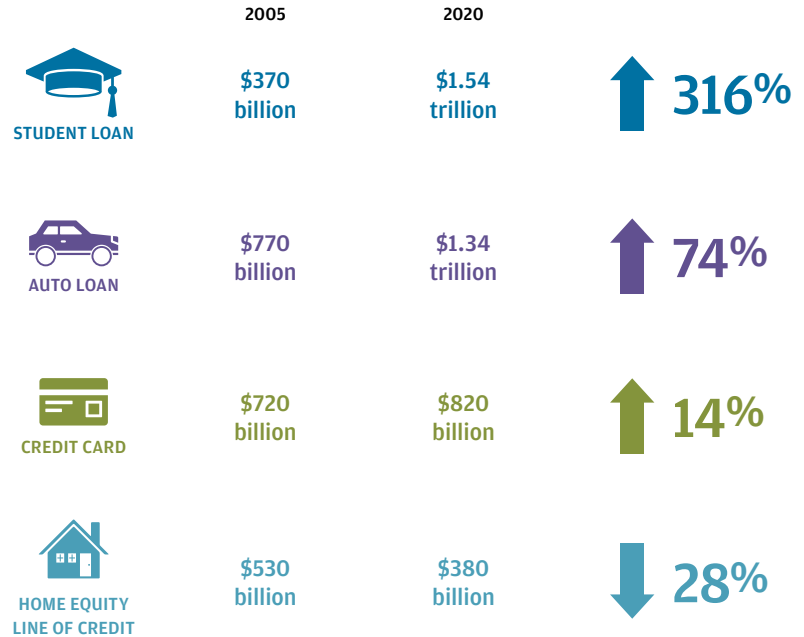
Source: J.P. Morgan Asset Management and fafsa.gov. Based on two-parent household with one child attending college, one child living at home, all are residents of New York. Assumes no income or assets for each dependent and age 49 for eldest parent. Protected amounts for assets vary based on age and income. These are estimates provided for illustrative purposes only, and they may not be representative of your personal situation and circumstances.

Families that don't invest enough for college often have no other choice than to borrow.

Average outstanding college loan balances¹



Debt balances, 2005 vs. 2020 by type of consumer loan, excluding mortgages²

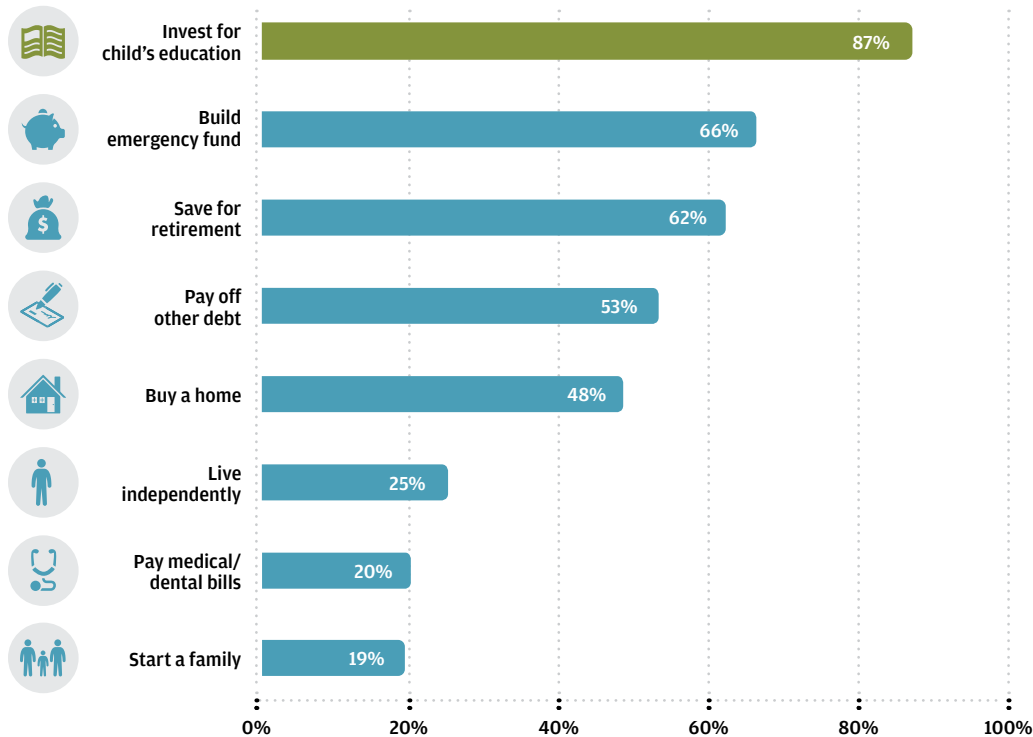


1. U.S. Department of Education, National Student Loan Data System. Data as of Q4 2020 for federal Stafford and Parent PLUS loans.

2. Federal Reserve Bank of New York, *Household Debt and Credit Report*, Q2 2020.

Paying off college loans can negatively affect families, finances and future generations.

“Student loan payments affect my ability to:”



A HEAVY BURDEN

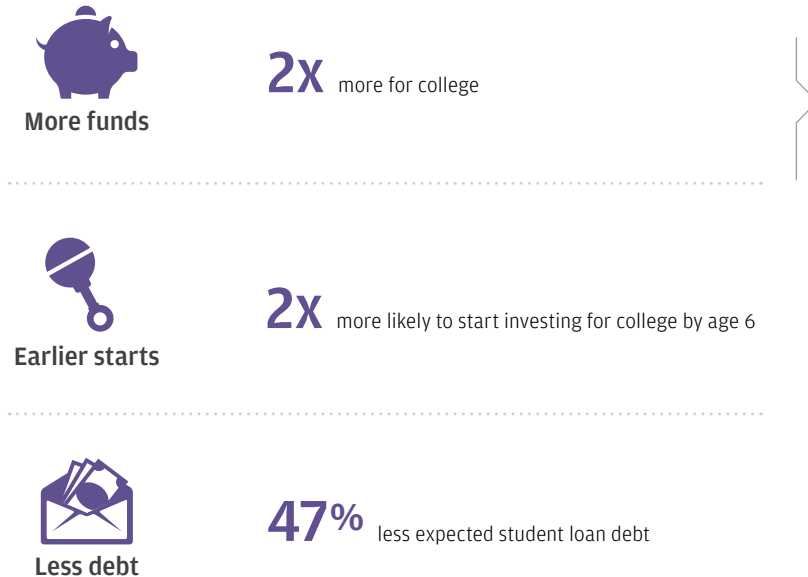


Two in five families
borrow more than \$50,000
for college.

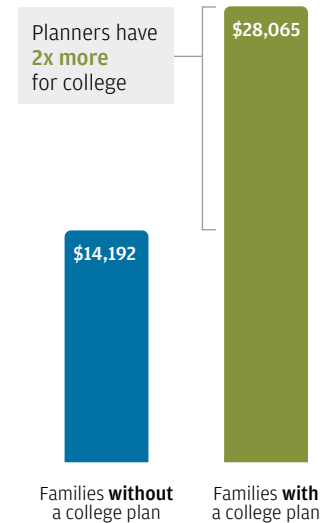
Source: J.P. Morgan Asset Management, May 2020.

Families with a plan are better prepared for college costs than those without a plan.

College planners vs. non-planners



Total college funds by planning status



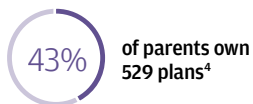
Source: Sallie Mae, *Higher Ambitions: How America Plans for Post-secondary Education*, 2020.

Understanding the different college planning vehicles can help you choose the right one for your needs.



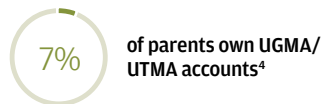
529 education plan

- **Tax-free investing** and withdrawals for qualified education expenses¹
- **Account owner control** for the life of the account
- **No income limits** on contributors or age restrictions on beneficiaries
- High contribution maximums, often **\$400,000 or more** per beneficiary²
- **Low impact** on financial aid eligibility
- **Assets removed** from taxable estate
- **Tax-free gifts** of up to \$150,000 per beneficiary in a single year³



Custodial account (UGMA/UTMA)

- Some investment earnings may be **taxed at child's rate, the rest at parents' rates**
- **Child assumes control** at age of majority, usually 18 or 21
- Funds must be used for the child's benefit, **not necessarily for college**
- **High impact** on financial aid eligibility
- **Assets not removed** from taxable estate if donor is also custodian



Coverdell Education Savings Account

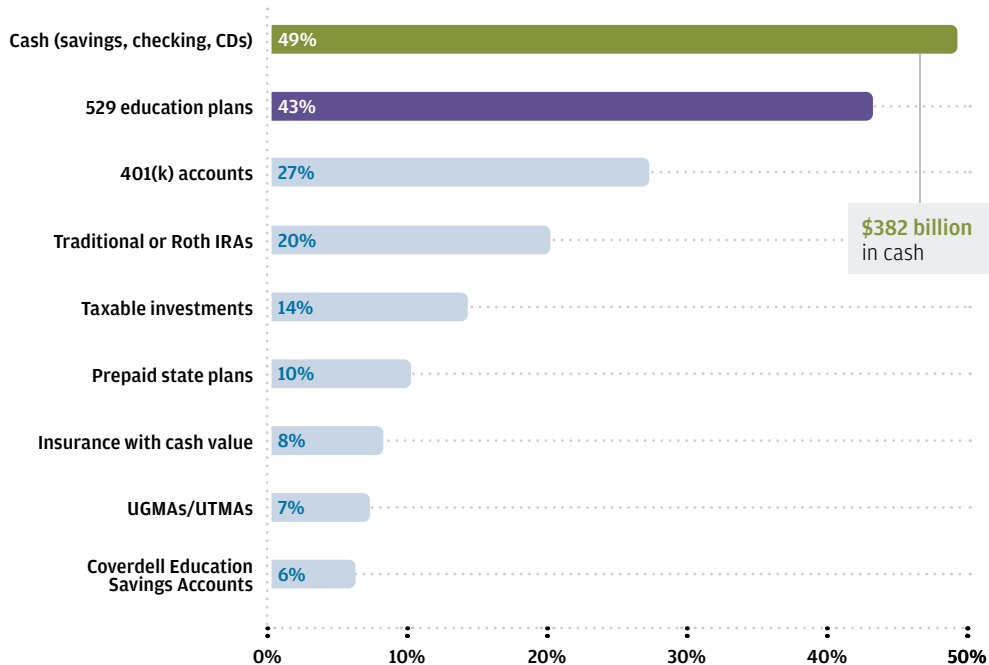
- **Tax-free investing** and withdrawals for qualified expenses at any level of education⁵
- **Must contribute before beneficiary turns 18** and generally must use assets by age 30
- **Income limits** on contributors
- Maximum contribution of **\$2,000 annually** per beneficiary
- **Low impact** on financial aid eligibility
- **Assets removed** from taxable estate



1. Earnings on federal non-qualified withdrawals may be subject to federal income tax and a 10% federal penalty tax, as well as state and local income taxes. New York State tax deductions may be subject to recapture in certain additional circumstances such as rollovers to another state's 529 plan, or withdrawals used to pay elementary or secondary school tuition, registered apprenticeship program expenses, or qualified education loan repayments as described in the Disclosure Booklet and Tuition Savings Agreement. State tax benefits for non-resident New York taxpayers may vary. Tax and other benefits are contingent on meeting other requirements. Please consult your tax professional about your particular situation.
2. The Program Administrators impose a maximum aggregate balance of all accounts for a single beneficiary in qualified tuition programs sponsored by the State of New York, which limits the amount of contributions that may be made for any one beneficiary, as required by Section 529 of the Internal Revenue Code. The current maximum account balance is \$520,000.
3. Maximum gifts are \$150,000 per beneficiary from married couples and \$75,000 from single tax filers. No additional gifts can be made to the same beneficiary over a five-year period. If the donor does not survive the five years, a portion of the gift is returned to the taxable estate.
4. ISS Market Intelligence, *529 Industry Analysis 2020*.
5. Earnings on non-qualified withdrawals may be subject to federal income tax and a 10% federal penalty tax, as well as state and local income taxes.

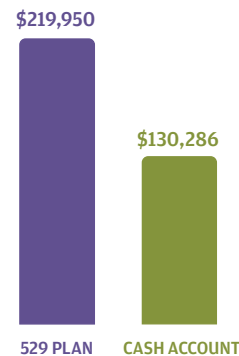
Families often choose vehicles that don't maximize growth potential, such as savings accounts, CDs and taxable investments.

Percentage of families using¹



CASH ALONE WON'T GET YOU THERE

Growth over 18 years²



1. ISS Market Intelligence, *529 Industry Analysis 2020*.

2. J.P. Morgan Asset Management. Illustration assumes an initial \$10,000 contribution and monthly contributions of \$500 for 18 years. Chart also assumes an annual investment return of 6% and an annual cash return of 1%, both compounded monthly. Investment losses could affect the relative tax-deferred investing advantage. This hypothetical illustration is not indicative of any specific investment and does not reflect the impact of fees or expenses. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. These figures do not reflect any management fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.

College planning goals may be more manageable when you break them down into monthly investments and start early.

Child's current age	PUBLIC COLLEGE ¹				PRIVATE COLLEGE ¹			
	Total four-year cost	Monthly investment to pay:			Total four-year cost	Monthly investment to pay:		
		50%	75%	100%		50%	75%	100%
Newborn	\$230,069	\$300	\$451	\$601	\$526,629	\$688	\$1,032	\$1,376
3	\$198,743	\$345	\$517	\$689	\$454,922	\$789	\$1,183	\$1,578
6	\$171,681	\$411	\$616	\$822	\$392,978	\$940	\$1,410	\$1,881
9	\$148,305	\$521	\$781	\$1,042	\$339,469	\$1,192	\$1,789	\$2,385
12	\$128,111	\$741	\$1,112	\$1,483	\$293,246	\$1,697	\$2,546	\$3,394
15	\$110,667	\$1,403	\$2,105	\$2,806	\$253,317	\$3,212	\$4,818	\$6,424

ARE FOUR YEARS ENOUGH?



59%

of college students don't earn bachelor's degrees within four years.²

1. J.P. Morgan Asset Management. Based on average tuition, fees and room/board costs for 2020-21 school year, The College Board, *Trends in College Pricing and Student Aid 2020*. Costs estimated to inflate 5% per year. This hypothetical example illustrates the future values of different regular monthly investments for different time periods and assumes an annual investment return of 6%, compounded monthly. This hypothetical example does not represent the performance of any particular investment. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. These figures do not reflect the impact of fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. A plan of regular investment cannot ensure a profit or protect against a loss in a declining market.

2. National Center for Education Statistics, February 2019.

See how much you should have invested today, based on a child's current age and the percentage of total college costs you plan to pay.

Child's current age	PUBLIC COLLEGE				PRIVATE COLLEGE			
	Total four-year cost	Current investment to be on track to pay:			Total four-year cost	Current investment to be on track to pay:		
		50%	75%	100%		50%	75%	100%
3	\$198,743	\$41,464	\$62,196	\$82,929	\$454,922	\$94,912	\$142,367	\$189,823
6	\$171,681	\$42,660	\$63,990	\$85,320	\$392,978	\$97,649	\$146,474	\$195,298
9	\$148,305	\$43,891	\$65,836	\$87,782	\$339,469	\$100,466	\$150,698	\$200,931
12	\$128,111	\$45,157	\$67,735	\$90,313	\$293,246	\$103,363	\$155,045	\$206,727
15	\$110,667	\$46,459	\$69,689	\$92,918	\$253,317	\$106,345	\$159,517	\$212,690

NEED TO CATCH UP?

- **Start or increase monthly investments** and gifts from family and friends.
- **Invest extra money** from tax refunds, bonuses, raises or paying off debts.
- **Enhance after-tax return potential** with a 529 plan.
- **Consult a financial professional** about your specific situation.

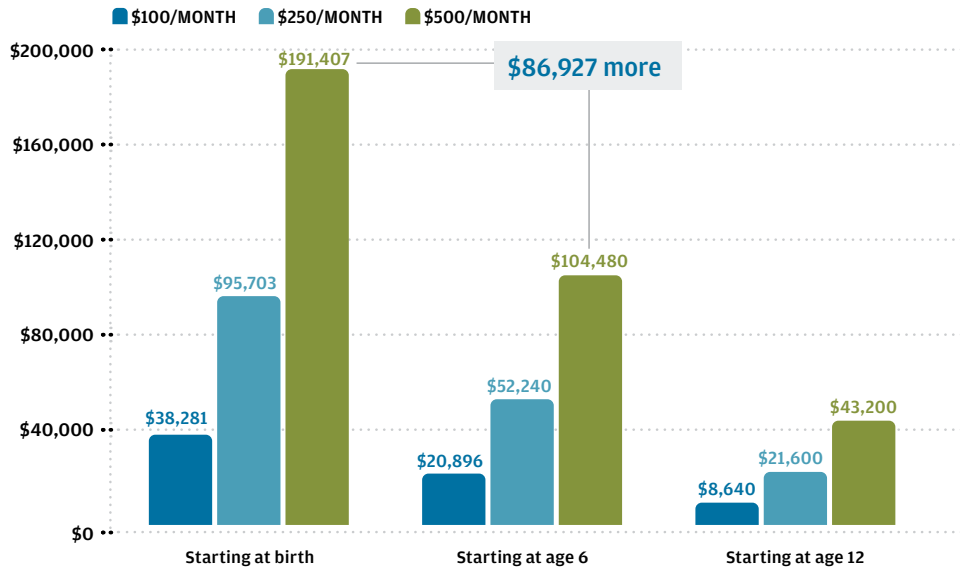


Example: If you plan to pay 75% of public college costs for a current 9-year-old, you should have **\$65,836** invested today.

Source: J.P. Morgan Asset Management. Based on average tuition, fees and room/board costs for 2020-21 school year, The College Board, *Trends in College Pricing and Student Aid 2020*. Costs estimated to inflate 5% per year. This hypothetical example illustrates the future values of lump-sum contributions with no additional contributions for different time periods and assumes an annual investment return of 6%, compounded monthly. This hypothetical example does not represent the performance of any particular investment. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. These figures do not reflect the impact of fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. A plan of regular investment cannot ensure a profit or protect against a loss in a declining market.

The sooner you start investing, the more time you have to grow your college fund through the power of long-term compounding.

Start early; small contributions add up
Total amounts accumulated at different starting ages¹



PUT COLLEGE INVESTING ON AUTOPILOT

Nearly **one of every three dollars** going into 529 plans is **automatically transferred** from a bank account.²

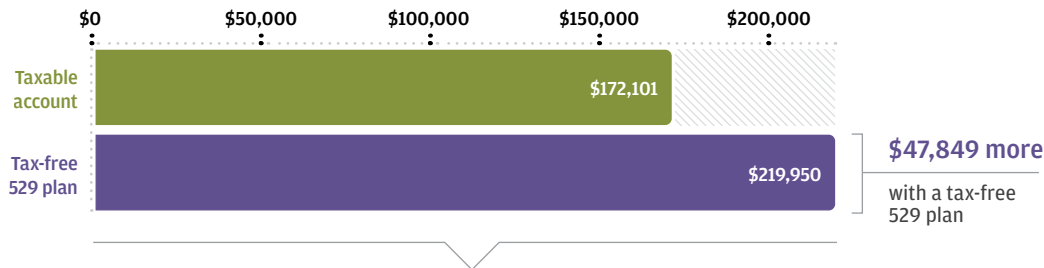
1. J.P. Morgan Asset Management. This hypothetical example illustrates the future values of different regular monthly investments for different time periods. Chart also assumes an annual investment return of 6%, compounded monthly. Investment losses could affect the relative tax-deferred investing advantage. This hypothetical illustration is not indicative of any specific investment and does not reflect the impact of fees or expenses. Such costs would lower performance. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. A plan of regular investment cannot ensure a profit or protect against a loss in a declining market. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.

2. ISS Market Intelligence, *529 Industry Analysis 2020*.

A tax-advantaged 529 plan has the potential to grow more quickly than a taxable investment earning the exact same returns.

Lower taxes equal a larger college fund

Investment growth over 18 years¹



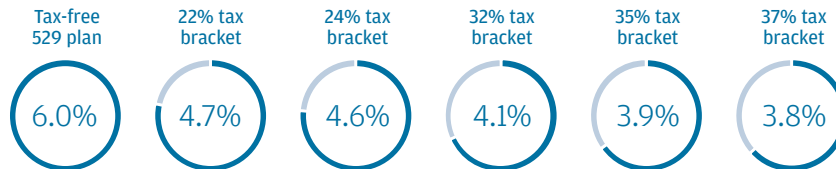
STATE TAX BENEFITS

Many 529 plans offer state tax benefits in addition to federal tax-free investing.² See the Appendix on **page 44** for more information.

How taxes erode investment returns

After-tax returns on a 6% investment gain

● TAXES ● AFTER-TAX RETURN



1. J.P. Morgan Asset Management. Illustration assumes an initial \$10,000 investment and monthly investments of \$500 for 18 years. Chart also assumes an annual investment return of 6%, compounded monthly, and a federal tax rate of 32%. Investment losses could affect the relative tax-deferred investing advantage. This hypothetical illustration is not indicative of any specific investment and does not reflect the impact of fees or expenses. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. These figures do not reflect any management fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.

2. Earnings on non-qualified withdrawals may be subject to federal income tax and a 10% federal penalty tax, as well as state and local income taxes.

BENEFIT	WHAT IT MEANS
Tax-advantaged investing	<ul style="list-style-type: none"> • Tax-deferred compounding of contributions and earnings • Tax-free withdrawals for qualified education expenses¹ • Tax-deductible contributions in some states
Estate planning benefits	<ul style="list-style-type: none"> • Contributions and investment gains removed from taxable estate • Option to make five years of tax-free gifts in a single year – up to \$150,000 per beneficiary from couples and \$75,000 from individuals² • Only completed gift that can be revoked under current laws
Control and flexibility	<ul style="list-style-type: none"> • Account owner retains full control over assets • Can change beneficiaries or transfer unused assets to certain other family members • Covers any qualified expense at accredited schools throughout the U.S. and overseas, including vocational and trade schools³ • Minimal impact on financial aid eligibility when owned by parents
Accessibility	<ul style="list-style-type: none"> • No income limits on contributors • No age limits on beneficiaries or contributors
Affordability	<ul style="list-style-type: none"> • Very low investment minimums make it easy to get started • High contribution limits, often \$400,000 or more per beneficiary⁴

QUALIFIED EDUCATION EXPENSES

All 529 plans



Tuition & fees



Room & board



Books & supplies



Special needs services



Computers & related equipment

Some 529 plans⁵



Education loan payments



K-12 tuition



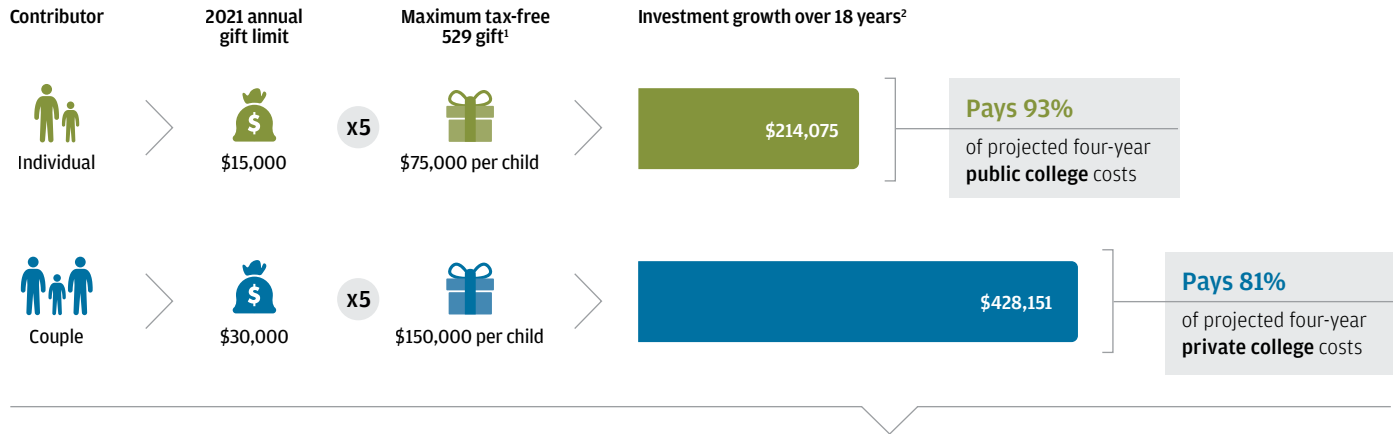
Apprenticeship programs

Source: Internal Revenue Service.

1. Earnings on federal non-qualified withdrawals may be subject to federal income tax and a 10% federal penalty tax, as well as state and local income taxes. New York State tax deductions may be subject to recapture in certain additional circumstances such as rollovers to another state's 529 plan, or withdrawals used to pay elementary or secondary school tuition, registered apprenticeship program expenses, or qualified education loan repayments as described in the Disclosure Booklet and Tuition Savings Agreement. State tax benefits for non-resident New York taxpayers may vary. Tax and other benefits are contingent on meeting other requirements. Please consult your tax professional about your particular situation.
2. No additional gifts can be made to the same beneficiary over a five-year period. If the donor does not survive the five years, a portion of the gift is returned to the taxable estate.
3. To search for accredited schools, visit <https://fafsa.ed.gov/spa/fsc/#/SEARCH>.
4. The Program Administrators impose a maximum aggregate balance of all accounts for a single beneficiary in qualified tuition programs sponsored by the State of New York, which limits the amount of contributions that may be made for any one beneficiary, as required by Section 529 of the Internal Revenue Code. The current maximum account balance is \$520,000.
5. Rules vary by 529 plan. Check with individual plans and your tax professional for more information.

Only 529 plans allow five years of tax-free gifts in one year to help families meet college costs and manage estate taxes.

One gift at birth can pay for nearly four years of college



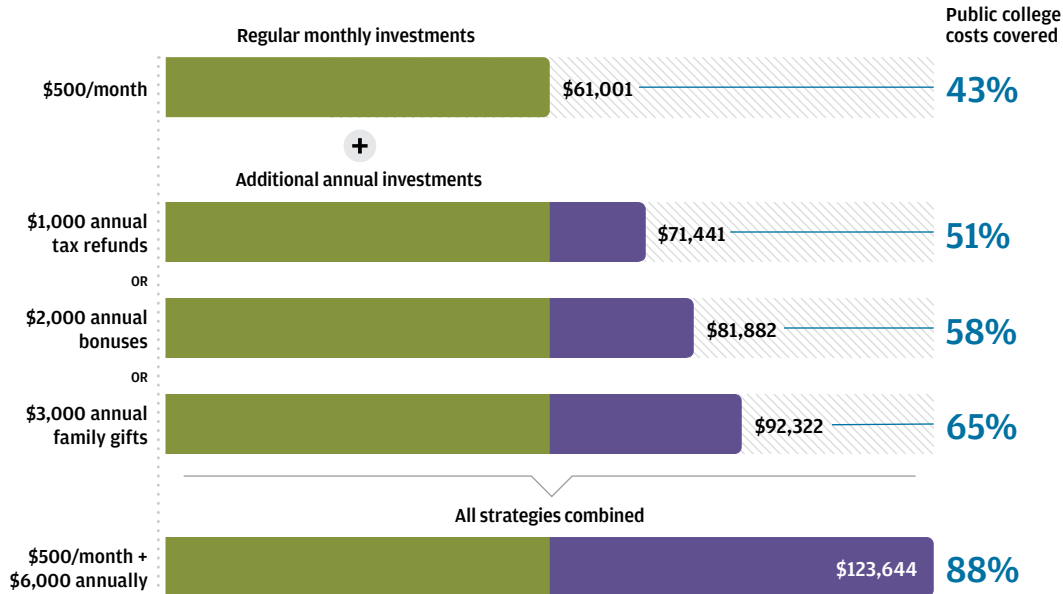
All 529 plan gifts and investment gains are removed from the contributor's taxable estate – without losing control.

1. No additional gifts can be made to the same beneficiary over a five-year period. If the donor does not survive the five years, a portion of the gift is returned to the taxable estate.
2. J.P. Morgan Asset Management. Illustration assumes an annual investment return of 6%, compounded monthly. This example does not represent the performance of any particular investment. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. Investment losses could affect the relative tax-deferred investing advantage. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. These figures do not reflect any management fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. Average projected four-year college costs are based on The College Board's *Trends in College Pricing and Student Aid 2020*, assuming 5% annual inflation. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.

By funding 529 plans with manageable amounts from multiple sources, late starters may still have time to achieve their goals.

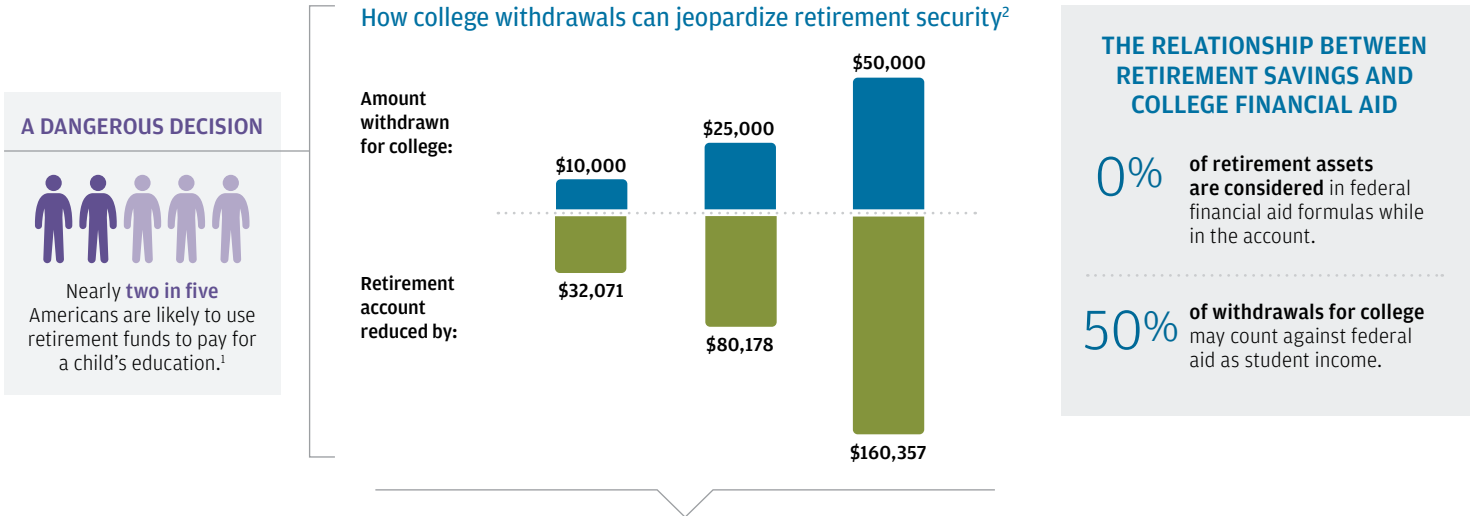
Combining investment strategies can increase college funds

Investment growth over 8 years



Source: J.P. Morgan Asset Management. This hypothetical illustration assumes an annual investment return of 6%, compounded monthly. Investment losses could affect the relative tax-deferred investing advantage. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. "All strategies combined" reflects \$500 monthly investments, plus \$6,000 in combined annual tax refunds, bonuses and family gifts. Projected four-year college costs are based on The College Board's *Trends in College Pricing and Student Aid 2020*, assuming 5% annual inflation. Projected college costs for this example are \$141,243, which includes average tuition, fees and room and board at an in-state public college. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. This example does not represent the performance of any specific investment and does not reflect any management fees or expenses that would be paid by a 529 plan participant. These costs would lower performance. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.

Every dollar used for college can mean several less for retirement, due to years of lost investment earnings and compounding.



A DANGEROUS DECISION



Nearly **two in five** Americans are likely to use retirement funds to pay for a child's education.¹

THE RELATIONSHIP BETWEEN RETIREMENT SAVINGS AND COLLEGE FINANCIAL AID

0% of retirement assets are considered in federal financial aid formulas while in the account.

50% of withdrawals for college may count against federal aid as student income.

Retirement accounts may also be reduced by:



Potential taxes
Taxes may be due on amount withdrawn³



Potential penalties
May owe 10% penalty if under age 59½³

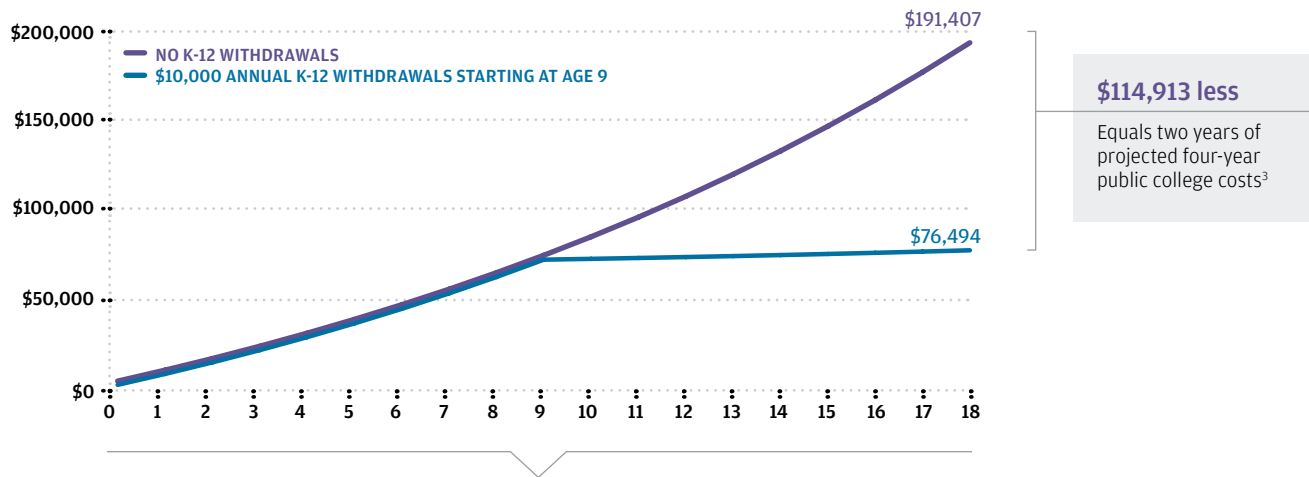
1. TD Ameritrade, *Retirement Withdrawals Survey*, November 2019.

2. J.P. Morgan Asset Management. This illustration assumes that assets would have remained in a tax-advantaged retirement account instead of being withdrawn for college, earning 6% annual investment returns for 20 years, compounded monthly. This example does not represent the performance of any particular investment. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. Investment losses could affect the relative tax-deferred investing advantage. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. These figures do not reflect any management fees or expenses. Such costs would lower performance. Shown for illustrative purposes only. Past performance is no guarantee of future results.

3. Distributions from certain retirement accounts, including IRAs, may not be subject to the 10% penalty tax if used for qualified higher education expenses. Income taxes may be due on withdrawals if certain requirements are not met. Refer to IRS Publication 970 or consult your tax professional regarding your personal circumstances.

Withdrawing money from a 529 plan before college can leave families with less during college.

The price of K-12 withdrawals
Growth of \$500 monthly investments over 18 years¹



CHECK YOUR 529 PLAN

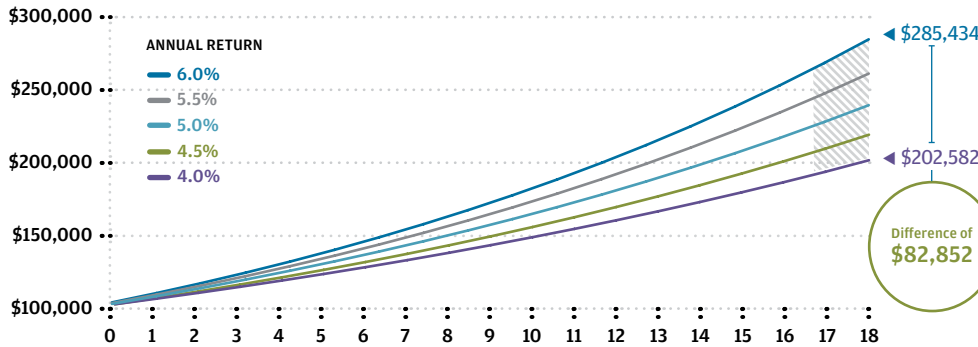
Annual withdrawals of up to \$10,000 per beneficiary for private K-12 tuition are now free from federal taxes, but state tax consequences still apply with some 529 plans.²

1. J.P. Morgan Asset Management. Illustration assumes an annual investment return of 6%, compounded monthly. It also assumes \$10,000 annual K-12 withdrawals between ages 9 and 17. This example does not represent the performance of any particular investment. Different assumptions will result in outcomes different from this example. Your results may be more or less than the figures shown. Investment losses could affect the relative tax-deferred investing advantage. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision, as the illustration may not reflect these factors. These figures do not reflect any management fees or expenses that would be paid by a 529 plan participant. Such costs would lower performance. This chart is shown for illustrative purposes only. Past performance is no guarantee of future results.
2. Under New York State law, withdrawals used to pay elementary or secondary school tuition, registered apprenticeship program expenses, or qualified education loan repayments are considered non-qualified distributions and will require the recapture of any New York State tax benefits that had accrued on contributions.
3. The College Board, *Trends in College Pricing and Student Aid 2020*, assuming 5% annual inflation. Based on average tuition, fees and room and board at an in-state public college.

Even small increases in investment returns can make a big difference when it comes time to pay for college.

Small increases in returns, big impact on college funds

Growth of \$100,000 investment over 18 years



SEEKING HIGHER RETURNS

- **Be an investor**, not just a saver in low-yielding bank accounts.
- **Stay invested** for the long haul to avoid the risk of being out of markets during upswings.
- **Reduce taxes** to keep more of what you earn.
- **Invest in actively managed funds** with potential to outperform passive indexes.

Slightly higher returns can pay for full years of college

4.0%	4.5%	5.0%	5.5%	6.0%
\$202,582	+\$18,266	+\$38,080	+\$59,565	+\$82,852
initial investment of \$100,000	covers nearly a full year's cost at public college	covers nearly two full years' cost at public college	covers more than a full year's cost at private college	covers more than a full year's cost at Ivy League college

Source: J.P. Morgan Asset Management, using The College Board, *Trends in College Pricing and Student Aid 2020*. This hypothetical illustration assumes an investment of \$100,000 over an 18-year period, with returns compounded monthly. Different assumptions will result in outcomes different from this example. Investment losses could affect the relative tax-deferred investing advantage. This hypothetical illustration is not indicative of any specific investment and does not reflect the impact of fees or expenses. Such costs would lower performance. Each investor should consider his or her current and anticipated investment horizon and income tax bracket when making an investment decision.

Compare the best, worst and average annual returns for different investments over rolling 18-year periods.

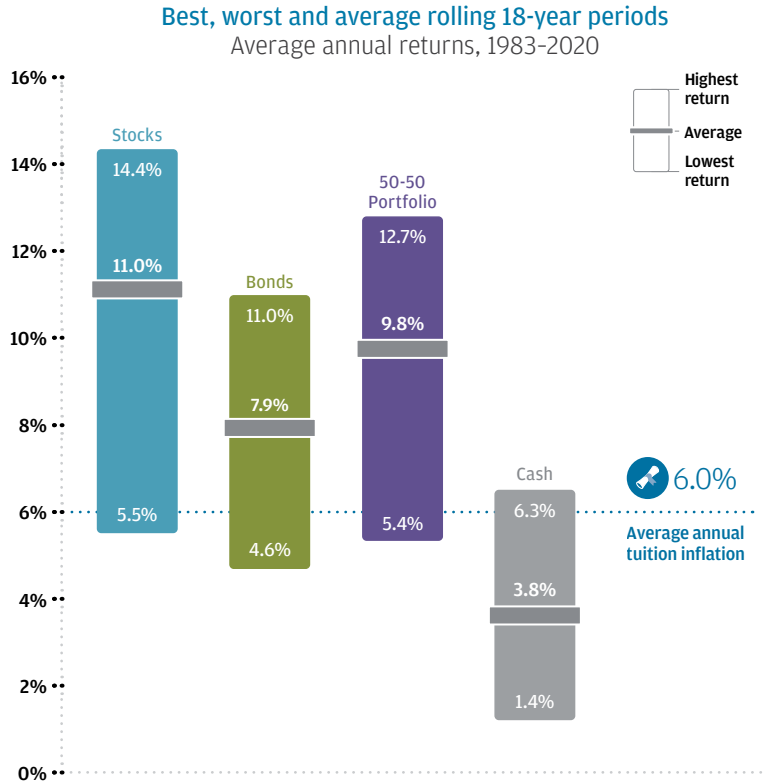


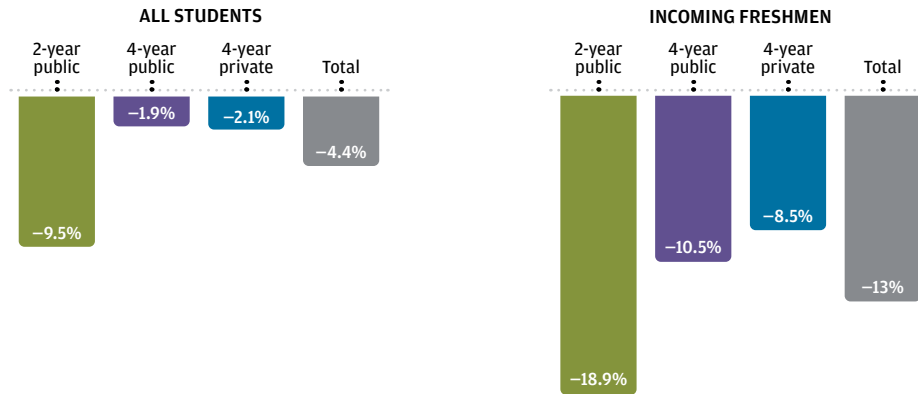
CHART HIGHLIGHTS

- Average returns for both stocks and bonds **outpaced tuition inflation**.
- The diversified portfolio delivered **higher returns** than bonds with **lower volatility** than stocks.
- Average returns for short-term **cash did not keep pace** with tuition inflation.

Source: Barclays Capital, FactSet, Robert Shiller, Strategas/Ibbotson, Federal Reserve, BLS, J.P. Morgan Asset Management. Rolling returns shown are based on calendar-year returns from 1983 through 2020. Stocks are represented by S&P 500 Index, bonds by Bloomberg Barclays U.S. Aggregate Index and cash by Bloomberg Barclays U.S. Treasury Billwethers 3M Index. Data are as of 12/31/20. Past performance is not indicative of future results. Diversification does not guarantee investment returns and does not eliminate the risk of loss.

COVID-19 may have long-lasting impacts on college applications, admissions and expenses.

Declining enrollment during the pandemic 2020-21 vs. 2019-20 (undergraduate students)¹



GETTING INTO COLLEGE MAY GET EASIER



High school seniors **accepted to first-choice college** in 2020⁴

Possible impacts beyond COVID-19

**LESS
SAT/ACT TESTING**

87%

Colleges no longer requiring test scores on applications²

**LOWER
ADMISSIONS STANDARDS**

28%

Colleges expected to admit students they would not have in the past²

**HIGHER
COLLEGE COSTS**

58%

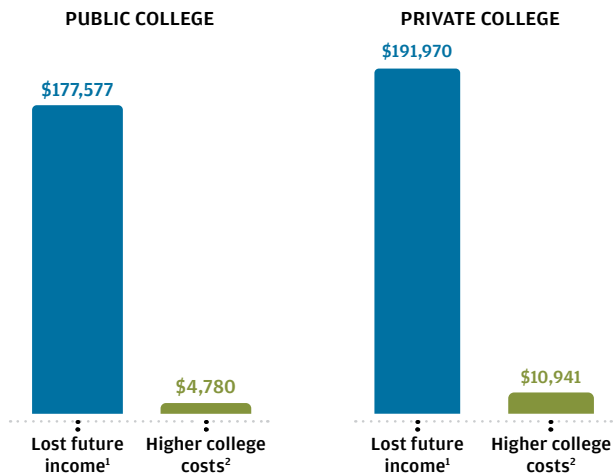
Colleges not likely to freeze or lower tuition prices³

1. National Student Clearinghouse Research Center, October 2020. Based on Fall enrollments.
2. Inside Higher Ed, *2020 Survey of College and University Admissions Officers*.
3. Inside Higher Ed, *2020 Survey of College and University Business Officers*.
4. Niche, *2020 Niche Senior Survey: College Search to Enrollment*.

Gap years, or “deferrals,” allow students to take time off before starting or returning to college.

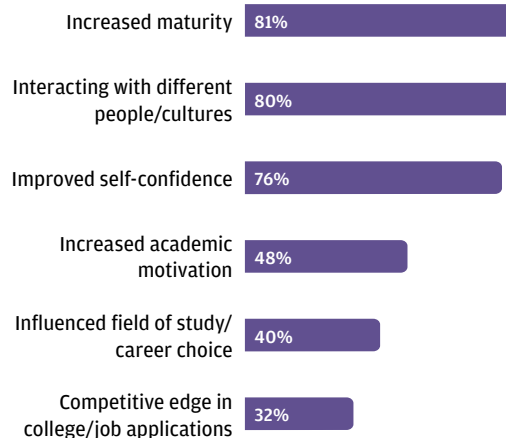
Costs of taking a gap year

Impact of delaying college and career one year



Benefits of taking a gap year

Percent of students saying gap year helped “a lot”³



Check with colleges

Some colleges don’t allow gap years, and eligibility requirements, financial aid policies and other guidelines can vary widely from school to school.

1. J.P. Morgan Asset Management, using average starting salaries for public college graduates (\$49,818) and private college graduates (\$53,856) provided by the National Association of Colleges and Employers for the class of 2018. Illustration assumes 3% annual pay raises through age 65, starting at age 22 for students not taking a gap year and age 23 for students taking a gap year.
2. J.P. Morgan Asset Management. Based on average tuition, fees and room/board costs for 2020-21 school year, The College Board, *Trends in College Pricing and Student Aid 2020*. Costs estimated to inflate 5% per year for a high school senior electing to take a gap year before enrolling in college.
3. Gap Year Association, *Gap Year Alumni Survey 2020*.

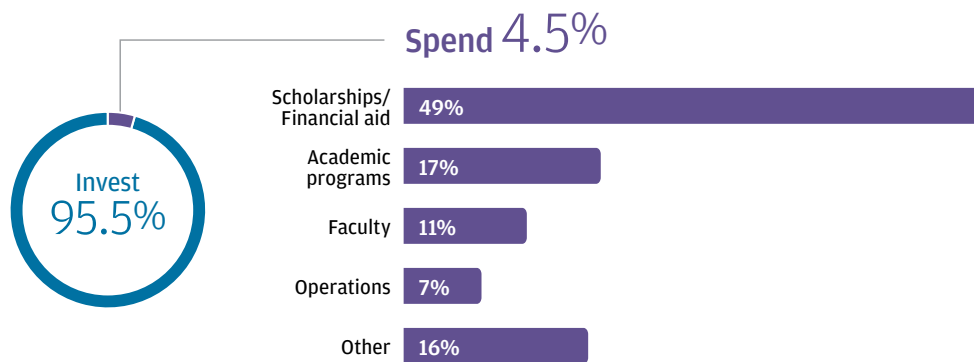
Planning in advance and filing early for financial aid may help students get into their preferred colleges.

HIGH SCHOOL JUNIOR		HIGH SCHOOL SENIOR
Begin researching colleges	September – November	Oct. 1: File FAFSA
Take PSAT		Register for CSS Profile (if required)
Begin researching scholarships	December – February	Apply early decision/early action
Take SAT/ACT		Retake SAT/ACT (if needed)
Finalize college list		Consider early decision acceptances
Retake SAT/ACT (if needed)	March – May	Submit regular decision applications
Take AP exams		Consider regular decision acceptances
Visit colleges		May 1: Make final decision/pay deposit
Aug. 1: Common App released online	June – August	Take AP exams
Begin applying for scholarships		Finalize loan applications (if needed)
		Pay for Fall semester
		College begins

Source: J.P. Morgan Asset Management. For informational purposes only. Check with individual colleges regarding their application deadlines and policies. See page 37 for additional resources.

Endowments fund college scholarships and financial aid, but not enough to cover a typical family's costs.

What endowments do with money received from donors



WHY NOT SPEND MORE?

Most endowments are meant to last in perpetuity, so they generally have **limits on annual spending to reduce the risk of running out of money.**

Few college students get the full benefit of endowments

100 BIGGEST ENDOWMENTS

77%

of all assets

More student aid, but usually higher tuition costs



AVERAGE ENDOWMENT

\$3.2

million in student aid

Enough to fund only 144 full scholarships

Source: 2019 NACUBO-TIAA Study of Endowments*. Average endowment spending is based on a 4.5% spending rate, with 49% going to student aid. Full scholarship amount is based on The College Board's Trends in College Pricing and Student Aid 2020, using average tuition, fees and room and board for four-year, in-state public college.

Federal financial aid

fafsa.gov

studentaid.gov

irs.gov

(IRS Publication 970, Tax Benefits for Education)

529 college savings plans

collegesavings.org

savingforcollege.com

College preparation

collegeboard.org

collegeconfidential.com

act.org

Grants and scholarships

goingmerry.com

fastweb.com

cappex.com

petersons.com

findaid.org

Aid for New York residents (including the Excelsior Scholarship)

hesc.ny.gov

	TYPES OF FINANCIAL AID	DETAILS
U.S. federal government	Grants and scholarships Loans Work study Tax credits and deductions	In addition to aid from the U.S. Department of Education, scholarships and loan repayment may be available to qualified students through other government entities.
States	Grants and scholarships May be available even if families aren't eligible for federal aid	Example: New York's Tuition Assistance Program offers grants of up to \$5,165 per year to eligible residents attending approved New York State schools.
Colleges	Grants and scholarships	Aid may be available for attending a particular college and/or studying specific majors.
Nonprofit or private organizations	Grants and scholarships	Possible sources include charitable foundations, religious and community organizations, local businesses, ethnicity-based organizations, students' and parents' employers, civic groups and professional associations related to a field of study.
Banks, credit unions or other lenders	Private loans	Tend to have higher interest rates and less flexible repayment options than federal loans.

TYPES OF FINANCIAL AID

Grants and **scholarships** are free gifts that generally don't have to be repaid. Grants are typically **need-based** while scholarships are **merit-based**. **Loans** must be paid back with interest.

Nearly 400 mostly private, specialized or highly selective institutions require students to submit the CSS Profile in addition to the FAFSA.¹ The CSS Profile is an online application used to determine eligibility for need-based institutional scholarships, grants or loans and is a more detailed assessment of a family's finances.

	FAFSA (Federal Methodology)	CSS Profile ² (Institutional Methodology)
Type of application	Standard, universal application required by every institution	College-specific application required by nearly 400 institutions in addition to the FAFSA
Type of financial aid	Need-based federal and institutional aid	Need-based institutional aid
Income and assets considered when calculating Expected Family Contribution (EFC)	Taxable income Nontaxable income (child support, workers' compensation, disability, etc.) Interest and dividend income Cash, savings and investments Irrevocable family trusts Student trusts Investment and real estate net worth (excluding primary home) Business or farm net worth ³	Same as Federal Methodology, plus: Untaxed Social Security benefits Tax credits and itemized deductions Parents' assets held in all children's names Noncustodial parent information Home equity Business income (losses) Rental income (losses)
Allowances and expenses considered when calculating EFC	Number in household Number of family members enrolled in college at least half-time Federal income tax State tax ⁴ FICA tax Employment expenses Income protection allowance Education savings and asset protection allowance Child support paid	Same as Federal Methodology, plus: Medical and dental expenses Private elementary and secondary school tuition for siblings Emergency reserve allowance

1. The College Board.

2. The CSS Profile may vary by institution. See financial aid office or net price calculator at your desired institution for more information about what is used to calculate awards.

3. Only if more than 100 full-time employees in the Federal Methodology.

4. Sales and property taxes also considered in the Institutional Methodology.

	DETAILS	2020-21 award year ANNUAL AWARD LIMIT ¹
Federal Pell Grant	Generally awarded to undergraduate students in financial need	up to \$6,345
Federal Supplemental Educational Opportunity Grant (FSEOG)	Awarded to undergraduate students with exceptional financial need Federal Pell Grant recipients receive priority Not all colleges participate Funds depend on availability at the college; apply by college's deadline	up to \$4,000
Teacher Education Assistance for College and Higher Education (TEACH) Grant	For undergraduate, post-baccalaureate or graduate students who are taking or will be taking coursework necessary to become elementary or secondary teachers Must attend a participating college and meet certain academic achievement requirements Must agree to serve as a full-time teacher in a high-need field and low-income area for at least four years within the first eight years after college Failure to complete the teaching service commitment results in grant funds being converted to a Federal Direct Unsubsidized Stafford Loan that must be repaid	up to \$4,000
Iraq and Afghanistan Service Grant	Non-need-based, this grant is available to any undergraduate student who is not eligible for the Pell Grant and whose parent or guardian died as a result of performing military service in Iraq or Afghanistan after the events of 9/11 Must have been younger than 24 years old or enrolled at least part-time at the time of the parent's or guardian's death	up to \$6,345

1. U.S. Department of Education. Awards are subject to availability of funds, and recipients must meet certain eligibility requirements. This is for informational purposes only. To learn more, visit <https://studentaid.gov/understand-aid/types/grants>.

	LENDER	ELIGIBILITY	INTEREST RATE ¹	ANNUAL LOAN LIMIT ²
Direct Subsidized Stafford Loans	U.S. Department of Education	Undergraduate students enrolled at least half-time and demonstrating financial need	2.75% Student not charged interest while in school and during deferment periods	\$3,500-\$5,500 depending on year in school
Direct Unsubsidized Stafford Loans	U.S. Department of Education	Undergraduate and graduate students enrolled at least half-time, regardless of financial need	2.75% for undergraduates 4.30% for graduate students Student responsible for interest during all periods	\$5,500-\$20,500 (Minus any subsidized amount received for the same period), depending on year in school and dependency status
Direct PLUS Loan for Parents	U.S. Department of Education	Parents of dependent undergraduate students enrolled at least half-time Parents must not have negative credit history	5.30% Parents responsible for interest during all periods	Cost of attendance (determined by the school) minus any other financial aid received
Direct PLUS Loan for Graduate or Professional Students	U.S. Department of Education	Graduate or professional degree students enrolled at least half-time Student must not have negative credit history	5.30% Student responsible for interest during all periods	Cost of attendance (determined by the school) minus any other financial aid received

1. Interest rates apply to loans first disbursed between July 1, 2020, and June 30, 2021.

2. U.S. Department of Education. For more information, visit <https://studentaid.gov/understand-aid/types/loans>.

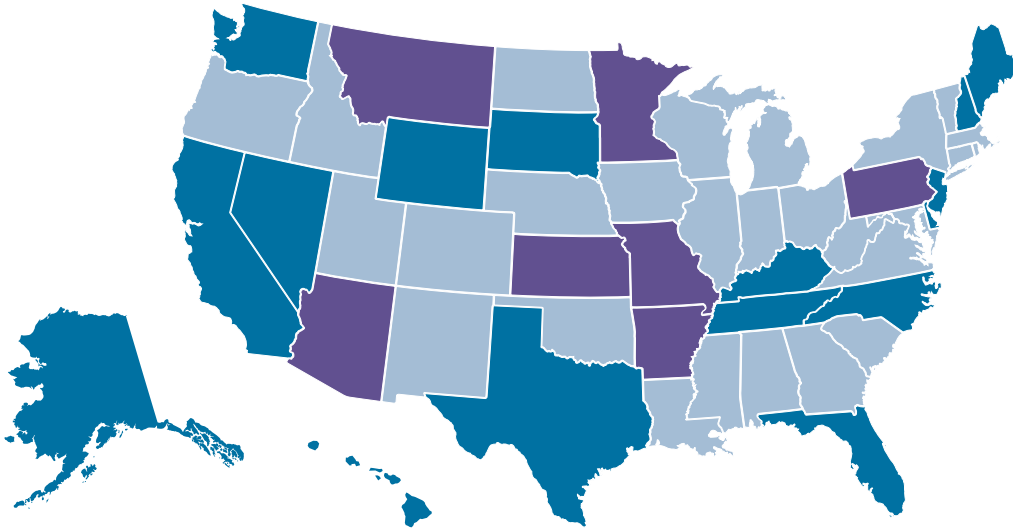
Compared to these options, a 529 education plan is usually the better choice.

	HOW IT WORKS	PROS	CONS
Roth IRA	Withdraw retirement funds to pay for college	<p>No taxes or penalties when contributions withdrawn¹</p> <p>No penalty if investment earnings withdrawn for qualified higher education expenses</p> <p>Assets not considered for federal financial aid</p>	<p>Withdrawals treated as student income for federal financial aid</p> <p>Withdrawals for college reduce retirement savings (see page 29)</p> <p>Potential taxes on investment earnings withdrawn²</p> <p>Annual contributions limited to \$6,000 (\$7,000 if age 50+)</p> <p>Contributors subject to income limits; no gifts allowed from others</p> <p>No state tax benefits</p>
Life insurance	Withdraw or borrow against the cash value of a policy to pay for college	<p>Cash value grows tax-deferred; withdrawals generally tax-free³</p> <p>Cash value not considered an asset for federal financial aid</p>	<p>Withdrawals treated as student income for federal financial aid</p> <p>Subject to fees, commissions and surrender charges</p> <p>Loan interest not tax-deductible</p> <p>No state tax benefits</p>
Home equity loan	Borrow against home equity value to pay for college	<p>Have fixed interest rates often lower than college loans</p> <p>Not subject to borrowing limits of federal loans</p>	<p>Interest not tax-deductible when used for college</p> <p>Unspent loan proceeds considered an asset for federal financial aid</p> <p>Less repayment flexibility than federal loans</p> <p>Risk of foreclosure if loan not repaid</p>
Private loan	Borrow from bank, credit union or other lenders outside the U.S. government	<p>Interest may be tax-deductible, subject to income limits</p> <p>Higher borrowing limits than federal loans</p>	<p>Interest rates often variable and higher than federal loans</p> <p>Interest may be due while student is in college</p> <p>Less repayment flexibility than federal loans</p> <p>Often require cosigners</p>

1. Subject to certain requirements. Penalties may be due if contributions from a converted account are withdrawn within five years of the conversion. Please consult a tax professional for additional details.
2. Withdrawals of investment earnings are tax free if the account owner is over age 59½ and the Roth IRA has been open at least five years. Please consult a tax professional for additional details.
3. If withdrawal amounts exceed the premiums paid, taxes may be due on the difference.

	DETAILS	INCOME LIMITS	TAX BENEFIT
Tax-advantaged college savings plans	529 plans for four-year universities, graduate school, vocational-technical schools and community college	None	Contributions not typically deductible from federal taxes; investments grow tax-deferred , and withdrawals are generally tax-free for qualified expenses ²
	Coverdell Education Savings Accounts for any level of education, from elementary school through graduate school	Single: \$110,000 Married filing jointly: \$220,000	
Federal tax credits ³	American Opportunity Tax Credit for qualified expenses in the first four years of college	Single: \$90,000 Married filing jointly: \$180,000	Reduce taxes by up to \$2,500 per student each year (100% of the first \$2,000 of qualified expenses, and 25% of the next \$2,000)
	Lifetime Learning Credit for qualified expenses in an unlimited number of years of college	Single: \$69,000 Married filing jointly: \$139,000	Reduce taxes by up to \$2,000 per tax return each year
Student loan interest deduction	For interest paid on student loans taken out for yourself, your spouse or dependents	Single: \$85,000 Married filing jointly: \$170,000	Reduce taxable income by up to \$2,500 each year
State tax deductions	Some states allow deductible contributions to a 529 education plan for state income tax purposes	Varies by state	Varies by state; see page 44 for more information

1. Must meet certain eligibility requirements. Information as of November 2020. Please consult a tax professional for additional details.
2. Tax-free withdrawals cannot be taken for the same expenses used to claim tax credits.
3. Taxpayers cannot claim both credits for the same student in the same year.



- Tax parity states**

These states offer a tax deduction for contributing to **any 529 plan**, including out-of-state plans that may be more attractive than the in-state option: Arizona, Arkansas,² Kansas, Minnesota, Missouri, Montana, Pennsylvania.
- Tax-neutral states**

These states offer **no state tax deduction** for 529 plan contributions: Alaska, California, Delaware, Florida, Hawaii, Kentucky, Maine, Nevada, New Hampshire, New Jersey, North Carolina, South Dakota, Tennessee, Texas, Washington, Wyoming.
- All other states**

These states offer potential tax breaks on contributions made **only to in-state 529 plans**.

1. As of November 2020.

2. Arkansas also offers a state income tax deduction for contributions to 529 plans from other states; however, this deduction is less than the deduction for contributions made to Arkansas-based 529 plans. Consult the Arkansas plan for plan-specific information.

Indices are unmanaged, and an individual cannot invest directly in an index. Index returns do not include fees or expenses.

The **Bloomberg Barclays U.S. Treasury Bellwethers 3M Index** tracks the performance and attributes of the on-the-run (most recently auctioned) U.S. Treasury bill with 3 months' maturity. The index follows Bloomberg Barclays Capital's index monthly rebalancing conventions. It contains index history starting January 1, 1981.

The **Bloomberg Barclays Capital U.S. Aggregate Index** represents securities that are SEC-registered, taxable and dollar denominated. The index covers the U.S. investment-grade fixed-rate bond market, with index components for government and corporate securities, mortgage pass-through securities and asset-backed securities. These major sectors are subdivided into more specific indices that are calculated and reported on a regular basis.

The **S&P 500 Index** is widely regarded as the best single gauge of the U.S. equities market. This world-renowned index includes a representative sample of 500 leading companies in leading industries of the U.S. economy. Although the S&P 500 Index focuses on the large cap segment of the market, with approximately 75% coverage of U.S. equities, it is also an ideal proxy for the total market. An investor cannot invest directly in an index.

Past performance is no guarantee of comparable future results.

Diversification does not guarantee investment returns and does not eliminate the risk of loss.

Bonds are subject to interest rate risks. Bond prices generally fall when interest rates rise.

The price of **equity** securities may rise or fall because of changes in the broad market or changes in a company's financial condition, sometimes rapidly or unpredictably. These price movements may result from factors affecting individual companies, sectors or industries, or the securities market as a whole, such as changes in economic or political conditions. Equity securities are subject to "stock market risk," meaning that stock prices in general may decline over short or extended periods of time.

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Before you invest, consider whether your or the Beneficiary's home state offers any state tax or other state benefits such as financial aid, scholarship funds, and protection from creditors that are only available for investments in that state's qualified tuition program.

The Comptroller of the State of New York and the New York State Higher Education Services Corporation are the Program Administrators and are responsible for implementing and administering New York's 529 Advisor-Guided College Savings Program (the "Advisor-Guided Plan"). Ascensus Broker Dealer Services, LLC serves as Program Manager for the Advisor-Guided Plan. Ascensus Broker Dealer Services, LLC and its affiliates have overall responsibility for the day-to-day operations of the Advisor-Guided Plan, including recordkeeping and administrative services. J.P. Morgan Investment Management Inc. serves as the Investment Manager. J.P. Morgan Asset Management is the marketing name for the asset management business of JPMorgan Chase & Co. JPMorgan Distribution Services, Inc. markets and distributes the Advisor-Guided Plan. JPMorgan Distribution Services, Inc. is a member of FINRA.

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For more information about New York's 529 Advisor-Guided College Savings Program, you may contact your financial professional or obtain an Advisor-Guided Plan Disclosure Booklet and Tuition Savings Agreement at www.ny529advisor.com or by calling 1-800-774-2108. This document includes investment objectives, risks, charges, expenses, and other information. You should read and consider it carefully before investing.

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February 2021

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1. Deductions may be subject to recapture in certain circumstances, such as rollovers to another state's plan; distributions for tuition expenses in connection with enrollment or attendance at an elementary or secondary public, private or religious school; or non-qualified withdrawals.

2. As of 9/30/20.

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