# TABLE OF CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>METHODOLOGY</td>
<td>3</td>
</tr>
<tr>
<td>Sample</td>
<td>3</td>
</tr>
<tr>
<td>Interviewing</td>
<td>4</td>
</tr>
<tr>
<td>Data Tables</td>
<td>4</td>
</tr>
<tr>
<td>FINAL DISPOSITION REPORTS</td>
<td>7</td>
</tr>
<tr>
<td>QUESTIONNAIRE</td>
<td>9</td>
</tr>
</tbody>
</table>
METHODOLOGY

In November 2018, AARP engaged Alan Newman Research to conduct a quantitative research study among New Mexico workers ages 25 to 64.

ANR completed a total of 803 telephone interviews (273 via landline telephones and 530 via cell phone). Interviews were conducted in both English and Spanish, based on respondent preference (797 in English and 6 in Spanish).

Respondents were screened to meet the following criteria:

- Age: 25-64
- Resident of New Mexico
- Registered voter in New Mexico
- Employed in a private sector job, or unemployed and looking for work

Survey length averaged 12 minutes.

Sample

Both landline and cell phone sampling were used for this research, drawn randomly from a purchased list of registered voters in New Mexico. A total of 44,000 records were utilized to achieve a total sample of 803 respondents.

The sample of 803 respondents yields a maximum statistical error of ± 3.5% at the 95% level of confidence. (This means that in 95 out of 100 samples of this size, the results obtained in the sample would be within ± 3.5 percentage points of the results obtained had everyone in the population been interviewed.)

Interviewing

The survey was launched on December 4, 2018 and closed on December 18, 2018. Interviewing was active between 5:30 p.m. and 9:00 p.m., with some additional calling done between 10:00
a.m. and 4:00 p.m. If necessary, up to 8 call attempts per telephone number were made to reach an eligible respondent. All numbers were called at multiple times of the day as well as days of the week to maximize each resident’s opportunity for inclusion in the study.

Data Tables

Five sets of data tables with complete results have been produced. Responses are shown for both the entire sample and for key subgroups based on demographic information and responses to certain questions, as follows:

Banner 1
- Employment: Full-Time, Part-Time
- Employer provides retirement savings plan: Yes, No
- Making contributions (to any retirement savings tools): Yes, No
- Gender: Male, Female
- Age: 25-34, 35-49, 50-55, 56-64
- Race: White, Black, Hispanic, Asian
- Income: <$35k, $35k-<$75k, $75k+
- AARP member (ages 40-64): Yes, No

Income Banner 1
- Income: <$35k, $35k+

Income Banner 2
- Income: <$35k, $35k-<$75k, $75k+

Income Banner 3
- Income: <$30k, $30k+

Income Banner 4
- Income: <$30k, $30k-<$75k, $75k+
Percentages of some questions may exceed 100% due to rounding or the use of multiple response question formats. Statistical tests have been performed on the weighted sample to determine whether observed differences in the tables are statistically significant.

Each banner point in each table is designated by a letter of the alphabet. If the letter corresponding to a particular column appears inside the body of the table, it indicates a statistically significant difference between that cell and the cell/column identified by the letter. Lowercase letters indicate a difference at the .05 level of significance and uppercase letters indicate a difference at the .01 level of significance.

All data have been weighted by age and gender according to New Mexico state voter database statistics and by household income & age according to U.S. Census Bureau statistics for New Mexico (2018 Current Population Survey (CPS) Annual Social and Economic Supplement).

<table>
<thead>
<tr>
<th>Age</th>
<th>Population Count</th>
<th>Population %</th>
<th>Unweighted Distribution %</th>
<th>Weighted Distribution %</th>
</tr>
</thead>
<tbody>
<tr>
<td>25 to 34 years</td>
<td>276,750</td>
<td>26.2%</td>
<td>23.2%</td>
<td>24.9%</td>
</tr>
<tr>
<td>35 to 44 years</td>
<td>244,759</td>
<td>23.2%</td>
<td>23.5%</td>
<td>22.7%</td>
</tr>
<tr>
<td>45 to 54 years</td>
<td>264,079</td>
<td>25.0%</td>
<td>23.4%</td>
<td>23.0%</td>
</tr>
<tr>
<td>55 to 64 years</td>
<td>270,046</td>
<td>25.6%</td>
<td>29.9%</td>
<td>29.4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Gender</th>
<th>Population Count</th>
<th>Population %</th>
<th>Unweighted Distribution %</th>
<th>Weighted Distribution %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>522,857</td>
<td>49.5%</td>
<td>56.5%</td>
<td>46.8%</td>
</tr>
<tr>
<td>Female</td>
<td>532,777</td>
<td>50.5%</td>
<td>43.5%</td>
<td>53.2%</td>
</tr>
</tbody>
</table>
### Income

**New Mexico, Ages 25-64**

<table>
<thead>
<tr>
<th>Income Range</th>
<th>Population Count</th>
<th>Unweighted Distribution %</th>
<th>Weighted Distribution %</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;$10k</td>
<td>59,772</td>
<td>5.9%</td>
<td>9.7%</td>
</tr>
<tr>
<td>$10k-$20k</td>
<td>74,726</td>
<td>7.4%</td>
<td>20.0%</td>
</tr>
<tr>
<td>$20k-$30k</td>
<td>90,537</td>
<td>9.0%</td>
<td>20.7%</td>
</tr>
<tr>
<td>$30k-$35k</td>
<td>54,300</td>
<td>5.4%</td>
<td>9.1%</td>
</tr>
<tr>
<td>$35k-$40k</td>
<td>43,304</td>
<td>4.3%</td>
<td>4.0%</td>
</tr>
<tr>
<td>$40k-$50k</td>
<td>78,597</td>
<td>7.8%</td>
<td>6.6%</td>
</tr>
<tr>
<td>$50k-$60k</td>
<td>69,515</td>
<td>6.9%</td>
<td>3.5%</td>
</tr>
<tr>
<td>$60k-$75k</td>
<td>95,570</td>
<td>9.5%</td>
<td>7.2%</td>
</tr>
<tr>
<td>$75k-$100k</td>
<td>159,459</td>
<td>15.9%</td>
<td>7.3%</td>
</tr>
<tr>
<td>$100k+</td>
<td>280,097</td>
<td>27.9%</td>
<td>11.8%</td>
</tr>
</tbody>
</table>

### FINAL DISPOSITION REPORTS

<table>
<thead>
<tr>
<th>Category</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>FULL COMPLETES</td>
<td>803</td>
</tr>
<tr>
<td>SCHEDULED_CALLBACKS</td>
<td>3864</td>
</tr>
<tr>
<td>CALLBACK_NON_SPECIFIC</td>
<td>10743</td>
</tr>
<tr>
<td>SOFT REFUSAL</td>
<td>1822</td>
</tr>
<tr>
<td>HARD REFUSAL</td>
<td>206</td>
</tr>
<tr>
<td>TERMINATED_EARLY</td>
<td>41</td>
</tr>
<tr>
<td>GOVERNMENT_BUSINESS</td>
<td>125</td>
</tr>
<tr>
<td>LANGUAGE_DEAF</td>
<td>160</td>
</tr>
<tr>
<td>SCREENED_OUT</td>
<td>1121</td>
</tr>
<tr>
<td>OVER_QUOTA</td>
<td>0</td>
</tr>
<tr>
<td>NON_WORKING_NUMBERS</td>
<td>4398</td>
</tr>
<tr>
<td>BUSYS_UNCONFIRMED</td>
<td>0</td>
</tr>
<tr>
<td>BUSYS_CONFIRMED_HH</td>
<td>283</td>
</tr>
<tr>
<td>NO_ANSWERS_UNCONFIRMED</td>
<td>0</td>
</tr>
<tr>
<td>NO_ANSWERS_CONFIRMED_HH</td>
<td>5071</td>
</tr>
<tr>
<td>ANSWERING_MACHINE_SERVICE_UNCONFIRMED</td>
<td>0</td>
</tr>
<tr>
<td>ANSWERING_MACHINE_SERVICE_CONFIRMED_HH</td>
<td>15322</td>
</tr>
<tr>
<td>PRIVACY_MANAGER</td>
<td>25</td>
</tr>
<tr>
<td>FAX</td>
<td>16</td>
</tr>
<tr>
<td>TOTAL</td>
<td>44000</td>
</tr>
</tbody>
</table>
### PRODUCTION SUMMARY

<table>
<thead>
<tr>
<th></th>
<th>Final</th>
</tr>
</thead>
<tbody>
<tr>
<td>NUMBER OF FULL COMPLETES</td>
<td>803</td>
</tr>
<tr>
<td>TOTAL NUMBERS RELEASED</td>
<td>44000</td>
</tr>
<tr>
<td>COOPERATION RATE (COOP3)</td>
<td>47.2%</td>
</tr>
<tr>
<td>REFUSAL RATE (REF3)</td>
<td>6.2%</td>
</tr>
<tr>
<td>RESPONSE RATE (RR3)(^1)</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

\(^1\) This response rate formula (RR3) requires the calculation of ‘e’ which is the proportion of cases of unknown eligibility that are estimated to actually be eligible. The following formula was used to determine ‘e’: $e = \text{Complete} + \text{Terminate Early} + \text{Confirmed Household No Answer, Busy, and Answering Machine} + \text{Callbacks} + \text{Language Barrier} + \text{Complete} + \text{Terminate Early} + \text{Confirmed Household No Answer, Busy, and Answering Machine} + \text{Callbacks} + \text{Language Barrier} + \text{Government/Business} + \text{Non-Working} + \text{Screened Out} + \text{Over Quota}$. 
QUESTIONNAIRE
Market: New Mexico
Screening Criteria: 25-64, resident of NM, registered voter in NM, employed in private sector or unemployed and looking for work
12 minutes
2/3 cell phone; 1/3 landline
n=500 base sample; n=300 oversample of <$35k total HHI

Hello, this is ______ calling from [NAME], a national opinion research firm. We are not telemarketers and are not trying to sell you anything. We are interested in your thoughts about retirement security issues in New Mexico. Your views are important and we would greatly appreciate your participation. Your confidential responses will be summarized and shared.

L1. [ALL RESPONDENTS] Would you like to continue the survey in English, or would you prefer to continue in Spanish?
   1 English
   2 Spanish

S1. [ALL RESPONDENTS] Our study is interested in the opinions of certain age groups. Could you please tell me your age as of your last birthday? [IN YEARS] ___________ [RECORD ACTUAL AGE]
   1 Under 25 [TERMINATE]
   2 25-34
   3 35-49
   5 50-55
   6 56-64
   7 65 or older [TERMINATE]
   9 Refused [TERMINATE]

S2. [ALL RESPONDENTS] And just to confirm, are you a resident of New Mexico?
   1 Yes
   2 No [TERMINATE]

S3. [ALL RESPONDENTS] What is your 5-digit ZIP Code? ___________ [ENTER ZIP CODE]
   [VERIFY MATCH – IF NOT A MATCH TO NM, ASK FOR RESIDENT IN HH; TERMINATE IF NO ONE IN HH IS 25+ RESIDENT OF NEW MEXICO]

S4. [ALL RESPONDENTS] And are you registered to vote in New Mexico?
   1 Yes
   2 No [TERMINATE]
   8 Not sure/ Don’t know (DO NOT READ) [TERMINATE]
   9 Refused (DO NOT READ) [TERMINATE]
S5. [ALL RESPONDENTS] [RECORD GENDER. ASK ONLY IF ABSOLUTELY NECESSARY: “To ensure it is recorded accurately, could you please state your gender?”]

1. Male
2. Female

S6. [ALL RESPONDENTS] Which of the following best describes your current employment status? Are you…? [READ EACH ANSWER CATEGORY]

1. Self-employed full-time [SKIP TO Q1]
2. Self-employed part-time [SKIP TO Q1]
3. Employed full-time
4. Employed part-time
5. Retired and not working at all [TERMINATE]
6. Unemployed and looking for work [SKIP TO Q1]
7. Or are you not in the labor force for other reasons [TERMINATE]
8. Not sure/ Don’t know (DO NOT READ) [TERMINATE]
9. Refused (DO NOT READ) [TERMINATE]

S7. [ASK ONLY IF S6=Employed full- or part-time] Are you currently employed in a federal, state, or local government job?

1. Yes [TERMINATE]
2. No
8. Not sure/ Don’t know (DO NOT READ) [TERMINATE]
9. Refused [TERMINATE]

Q1. [ALL RESPONDENTS] As you think about your finances in the future, how anxious do you feel about having enough money to live comfortably through your retirement years? Are you…? [READ EACH ANSWER CATEGORY]

1. Very anxious
2. Somewhat anxious
3. Not very anxious
4. Not anxious at all
8. Not sure/ Don’t know (DO NOT READ)
9. Refused (DO NOT READ)

Q2_A. [ASK ONLY IF AGES 25-34] Given the amount of money you currently have saved, do you think you’ll be able to save enough money for your retirement years?

1. Yes
2. No
8. Not sure/ Don’t know (DO NOT READ)
9. Refused (DO NOT READ)
Q2_B. **[ASK ONLY IF AGES 35-64]** Given the amount of money you currently have saved do you wish you had more money saved for your retirement years?

1 Yes
2 No
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

Q3. **[ALL RESPONDENTS]** How confident are you that you will have enough money to take care of your healthcare expenses during your retirement years? These expenses include things such as co-payments, deductibles, out-of-pocket drug costs, expenses that Medicare doesn't cover, such as hearing aids and eyeglasses, and possibly nursing home or long-term care. Are you…? **[READ EACH ANSWER CATEGORY]**

1 Very confident
2 Somewhat confident
3 Not very confident
4 Not confident at all
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

Q4. **[ALL RESPONDENTS]** How concerned are you that cost-of-living increases (over which you have no control) may reduce your standard of living? Are you…? **[READ EACH ANSWER CATEGORY]**

1 Very concerned
2 Somewhat concerned
3 Not very concerned
4 Not concerned at all
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

Q5. **[ALL RESPONDENTS]** How important is it for people to be able to save money for their retirement years while they are working? **[READ EACH ANSWER CATEGORY]**

1 Very important
2 Somewhat important
3 Not very important
4 Not important at all
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)
Q6. [ALL RESPONDENTS] When it comes to planning and saving for retirement, would you say that you are ahead of schedule, on track, or behind schedule? [READ EACH ANSWER CATEGORY]

1 Ahead of schedule
2 On track
3 Behind schedule
8 Not sure/ Don't know (DO NOT READ)
9 Refused (DO NOT READ)

Q7. [ASK ONLY IF S6=Employed full- or part-time] Which of the following ways to save for retirement does your current employer provide? Do they provide...? [READ EACH AND WAIT FOR RESPONSE] [ALLOW MULTIPLE RESPONSES FOR ITEMS 1 & 2 BELOW; ROTATE 1-2]

1 A traditional pension plan or a defined benefit plan? [IF ASKED: “A defined benefit plan supplies retirees with a monthly income, typically based on a formula of salary and years of service. It is not a 401(k) plan.”]
2 An IRA, 401(k) or 403(b) defined contribution plan? [IF ASKED: “A defined contribution plan allows you to make contributions from your salary to an individual account set up in your name.”]
3 (IF NEITHER ABOVE = YES, CONFIRM:) Your employer does NOT offer a way to save for retirement.
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

Q7_A. [READ ONLY IF Q7=My employer does NOT offer a way to save for retirement, Not sure/ Don’t know, or Refused] If your employer offered a way to save for retirement at work, how likely would you be to take advantage of it? [READ LIST]

1 Very likely
2 Somewhat likely
3 Not very likely
4 Not at all likely
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

Q8. Are you making regular contributions to...? [ROTATE Q8_A & Q8_B; READ Q8_C LAST]

Q8_A. [ASK ONLY IF S6=Employed full- or part-time AND Q7=A traditional pension plan or defined benefit plan, An IRA, 401(k) or 403(b) or Refused] A workplace retirement saving plan such as a 401(k) or 403(b) offered by your employer

Q8_B. [ALL RESPONDENTS] A personal retirement savings plan such as an IRA or thrift savings plan
Q8.C. [ALL RESPONDENTS] Something else to help you save for retirement

1. Yes
2. No
8. Not sure/ Don’t know (DO NOT READ)
9. Refused (DO NOT READ)

Q9. [ALL RESPONDENTS] Many small businesses do not offer workplace retirement savings plans. Would you think more (negatively or positively/positively or negatively) about New Mexico small businesses that offered a retirement savings plan to their employees, or would this not make a difference to you? [ALTERNATE ‘NEGATIVELY OR POSITIVELY’ AND ‘POSITIVELY OR NEGATIVELY’ PER RESPONDENT]

1. I would think more positively about those businesses
2. I would think more negatively about those businesses
3. It wouldn’t make a difference to me
8. Not sure/ Don’t know (DO NOT READ)
9. Refused (DO NOT READ)

STATE-SPECIFIC QUESTIONS

NM_1. [ALL RESPONDENTS] Many in New Mexico, especially those who work for small businesses, do not have a way to save for retirement at work. One way to help more residents save would be for New Mexico to set up a retirement savings program. The program offers retirement savings you control, by allowing workers to choose whether or not to participate, to decide how much to contribute, and to allow people to take their account with them if they change jobs. Workers save for retirement using money automatically taken out of their regular paycheck. The program would be managed as a private-public partnership. Do you support or oppose this program? …Is that strongly or somewhat? [SELECT ONE RESPONSE]

1. Strongly support
2. Somewhat support
3. Neither support nor oppose (DO NOT READ)
4. Somewhat oppose
5. Strongly oppose
8. Not sure/ Don’t know (DO NOT READ)
9. Refused (DO NOT READ)
NM_2. Now I’m going to read a list of some features of a proposed New Mexico retirement savings program, and I’d like you to tell me how important each would be to you. After I finish reading each statement, tell me if that feature is very important to you, somewhat important, not very important, or not at all important to you. How important is it to you that a state savings program be…? [RANDOMIZE ORDER OF NM_2A THROUGH NM_2D] [READ ALL ITEMS AND ACCEPT 1 RESPONSE FOR EACH]

NM_2A. [ALL RESPONDENTS] Portable, so if you leave one job, you can take the money and account with you to your next job

NM_2B. [ALL RESPONDENTS] Contributions are automatically taken from each paycheck

NM_2C. [ALL RESPONDENTS] Voluntary, so employees are not required to make contributions

NM_2D. [ALL RESPONDENTS] Available to all employees who do not have a way to save for retirement at work, including those who work for small businesses

1 Very important
2 Somewhat important
3 Not very important
4 Not important at all
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

NM_3. [ALL RESPONDENTS] One way that local small businesses can stay competitive is by offering their employees some of the same benefits that big companies do, like a retirement savings plan. But many small businesses are currently unable to do so because it’s too costly and complicated to set up a retirement savings program on their own. Thinking about this, do you agree or disagree with the following statement: “New Mexico elected officials should support legislation that makes it easier for workers to save their own money for retirement so they can take care of themselves in their later years.” Do you agree or disagree with this statement? (And is that strongly or somewhat?) [SELECT ONE RESPONSE]

1 Strongly agree
2 Somewhat agree
3 Neither agree nor disagree (DO NOT READ)
4 Somewhat disagree
5 Strongly disagree
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)
DEMOGRAPHICS

The following questions are for classification purposes only and will be kept entirely confidential.

D1. [ALL RESPONDENTS] What is your current marital status? Are you currently…? [READ EACH ANSWER CATEGORY]

1  Married
2  Not married, living with your partner
3  Separated
4  Divorced
5  Widowed
6  Single and never been married
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D2. [ASK ONLY IF AGE 40-64 (IF MARRIED OR ‘NOT MARRIED, LIVING WITH PARTNER) OR AGE 50-64 IF D1=SEPARATED, DIVORCED, WIDOWED, SINGLE AND NEVER BEEN MARRIED, NOT SURE/DON’T KNOW, OR REFUSED] Are you (or your spouse/partner) currently a member of A-A-R-P?

1  Yes
2  No
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D3. [ALL RESPONDENTS] What is the highest level of education that you completed? [READ EACH ANSWER CATEGORY]

1  0-12th grade (no diploma)
2  High school graduate (or equivalent)
3  Post-high school education (no degree)
4  2-year college degree
5  4-year college degree
6  Post-graduate study (no degree)
7  Graduate or professional degree
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D4. [ALL RESPONDENTS] Are you of Hispanic, Spanish, or Latino origin or descent?

1  Yes
2  No
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)
D5. [ALL RESPONDENTS] What is your race? Are you…? [READ EACH ANSWER CATEGORY]

1  Black or African American
2  White or Caucasian
3  American Indian or Alaska Native
4  Asian
5  Native Hawaiian or other Pacific Islander
6  Other (specify)
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D6. [ALL RESPONDENTS] Do you own or rent your primary residence? [READ EACH ANSWER CATEGORY] [ACCEPT ONE RESPONSE]

1  Own
2  Rent
3  Live with family
4  Live with friends
5  Something else (specify) (DO NOT READ) [RECORD RESPONSE]
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D7. [ALL RESPONDENTS] Do you do something to earn extra money that is not your main source of income?

1  Yes
2  No
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)

D8. [ALL RESPONDENTS] Do you consider yourself to be a….? [READ EACH ANSWER CATEGORY] [RANDOMIZE ORDER; READ ‘Something else (specify)’ LAST]

1  Democrat
2  Republican
3  Independent
4  Something else (specify)
8  Not sure/ Don’t know (DO NOT READ)
9  Refused (DO NOT READ)
D9. [ALL RESPONDENTS] How would you characterize your political views? [READ EACH ANSWER CATEGORY]

1 Very conservative
2 Somewhat conservative
3 Moderate
4 Somewhat liberal
5 Very liberal
6 None of the above/ Something else (DO NOT READ)
8 Not sure/ Don’t know (DO NOT READ)
9 Refused (DO NOT READ)

D10. [ALL RESPONDENTS] We realize income is a private matter and so rather than ask you anything specific about your income, I’d like to ask you to please stop me when I get to the category that includes your household’s income before taxes in 2017. Was it…? [READ EACH ANSWER CATEGORY UNTIL STOPPED]

1 Less than $10,000
2 $10,000 to less than $20,000
3 $20,000 to less than $35,000
4 $35,000 to less than $40,000
5 $40,000 to less than $50,000
6 $50,000 to less than $60,000
7 $60,000 to less than $75,000
8 $75,000 to less than $100,000
9 $100,000 to less than $125,000
10 $125,000 to less than $150,000
11 $150,000 to less than $200,000
12 $200,000 or more
98 Not sure/ Don’t know (DO NOT READ)
99 Refused (DO NOT READ)

[END] Those are all the questions I have for you. Thank you very much for helping us with this important study. Have a great (day/evening).

[IF ASKED ABOUT THE SPONSOR, AT THE END OF THE SURVEY, CAN TELL THE RESPONDENT: “The survey sponsor is the New Mexico AARP office.”]