### FUND EVALUATION REPORT

### Plymouth County Retirement Association

Investment Review February 26, 2018



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- 2. Core RE RFP Finalist Review
- 3. Appendix
  - The World Markets in the Fourth Quarter of 2017
  - Disclaimer, Glossary, and Notes



## Performance Update As of January 31, 2018

As of January 31, 2018

	Asset Class Pe										
	Market Value	% of Portfolio	1 Mo	YTD	1 Yr	3 Yrs	5 Yrs	10 Yrs	15 Yrs	Return	Since
	(\$)		(%)	(%)	(%)	(%)	(%)	(%)	(%)	(%)	
Total Retirement Association	1,047,725,580	100.0	3.4	3.4	18.3	9.2	9.1	6.2	8.6	8.5	Nov-89
Custom Benchmark - Policy Benchmark			3.3	3.3	18.4	9.7	9.7	7.4		-	Nov-89
Domestic Equity Assets	334,073,883	31.9	3.9	3.9	21.9					18.4	Jan-16
Russell 3000			5.3	5.3	25.2	14.1	15.5	9.8	10.8	19.0	Jan-16
International Developed Market Equity Assets	175,347,383	16.7	4.8	4.8	30.0					16.1	Jan-16
MSCI EAFE			5.0	5.0	27.6	9.4	7.8	3.4	8.8	14.5	Jan-16
International Emerging Market Equity Assets	107,805,558	10.3	7.9	7.9	40.7					25.0	Jan-16
MSCI Emerging Markets			8.3	8.3	41.0	11.8	5.7	3.9	12.9	27.3	Jan-16
Global Equity Assets	40,000,000	3.8									
MSCI World											
Domestic Fixed Income	74,857,036	7.1	-1.0	-1.0	2.2					3.0	Jan-16
75% Bbg Barclays Aggregate/25% Bbg Barclays US TIPs 1-10 year			-1.1	-1.1	1.7	1.0	1.5			2.4	Jan-16
Value Added Fixed Income	72,765,012	6.9	0.7	0.7	5.4					8.5	Jan-16
50% BBgBarc US High Yield/ 50% Credit Suisse Leveraged Loans			0.8	0.8	5.7	5.6	5.0	6.7	7.0	9.6	Jan-16
International Fixed Income	37,546,314	3.6	1.9	1.9	11.4					9.6	Jan-16
Custom Benchmark - Global Fixed Income			1.1	1.1	10.0	5.7	3.3			8.9	Jan-16
Hedge Fund	40,911,032	3.9	2.2	2.2	13.6	5.6	6.5			5.5	Feb-10
HFRI Fund of Funds Composite Index			2.2	2.2	9.0	3.3	4.0	1.6	3.8	3.4	Feb-10
Real Estate	103,135,657	9.8	-0.7	-0.7	4.0					3.8	Jan-16
Custom Benchmark - Real Estate			-1.0	-1.0	5.2	8.0	10.1	5.6	8.8	6.9	Jan-16
Private Equity	32,089,434	3.1	0.0	0.0	12.0					3.6	Jan-16
Cambridge Associates Fund of Funds Composite 1-Quarter Lag			0.0	0.0	12.8	9.7	11.4	7.7	10.7	8.3	Jan-16
Real Assets	20,458,439	2.0	0.0	0.0	1.8					-3.5	Jan-16
CPI+3%	1, 11,100		0.8	0.8	5.1	5.0	4.5	4.6	5.1	5.3	Jan-16
Cash and Cash Equivalent	8,735,831	0.8					-	-			

Geneva: Assets are currently held with Transition Manager for funding of LMCG in February.



As of January 31, 2018

									710	or January .	71, 2010
	Tra	iling Perfo	rmance								
	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
Total Retirement Association	1,047,725,580	100.0		3.4	3.4	18.3	9.2	9.1	6.2	8.5	Nov-89
Custom Benchmark - Policy Benchmark				3.3	3.3	18.4	9.7	9.7	7.4		Nov-89
Domestic Equity Assets	334,073,883	31.9	31.9	3.9	3.9	21.9			-	18.4	Jan-16
Russell 3000				5.3	5.3	25.2	14.1	15.5	9.8	19.0	Jan-16
Rhumbline Russell 1000 Value	40,032,477	3.8	12.0	3.9	3.9	16.9	11.4			12.4	Apr-13
Russell 1000 Value				3.9	3.9	17.2	11.5	13.5	8.0	12.6	Apr-13
Rhumbline Russell 1000 Growth	60,824,279	5.8	18.2	7.1	7.1	34.7	16.9	17.9		16.9	Jul-09
Russell 1000 Growth				7.1	7.1	34.9	17.0	17.9	11.7	16.9	Jul-09
Fisher Midcap Value	58,358,810	5.6	17.5	4.4	4.4	26.6	15.8	14.2	11.0	9.4	Apr-07
Russell MidCap Value				2.3	2.3	14.0	10.4	13.6	9.9	7.7	Apr-07
Geneva Capital  Russell MidCap Growth	43,992,075	4.2	13.2								
Boston Company Small Cap Growth	57,597,569	5.5	17.2	3.5	3.5	24.8	15.4	17.0		16.2	Aug-09
Russell 2000 Growth				3.9	3.9	24.9	12.6	14.6	10.7	15.5	Aug-09
LMCG Small Cap Value	73,262,438	7.0	21.9	1.3	1.3	9.8	13.7	13.4		11.1	Mar-11
Russell 2000 Value				1.2	1.2	10.0	11.6	12.0	8.8	10.3	Mar-11
International Developed Market Equity Assets	175,347,383	16.7	16.7	4.8	4.8	30.0			-	16.1	Jan-16
MSCI EAFE				5.0	5.0	27.6	9.4	7.8	3.4	14.5	Jan-16
KBI Master Account	82,812,050	7.9	47.2	4.5	4.5	25.2	6.9	6.4	2.8	4.9	Jul-05
MSCIEAFE				5.0	5.0	27.6	9.4	7.8	3.4	5.7	Jul-05
HGK TS International Equity	51,011,435	4.9	29.1	5.7	5.7	34.0	13.1	11.4		8.8	Feb-11
MSCIEAFE				5.0	5.0	27.6	9.4	7.8	3.4	6.0	Feb-11

Geneva: Assets are currently held with Transition Manager for funding of LMCG in February.



								Total R	letireme	nt Asso	ciation
									As	of January	31, 2018
	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
Copper Rock International Small Cap	41,523,899	4.0	23.7	4.5	4.5					6.2	Nov-17
MSCI EAFE Small Cap				5.1	5.1	35.0	16.1	12.8	7.4	7.9	Nov-17
International Emerging Market Equity Assets	107,805,558	10.3	10.3	7.9	7.9	40.7			-	25.0	Jan-16
MSCI Emerging Markets				8.3	8.3	41.0	11.8	5.7	3.9	27.3	Jan-16
LMCG Emerging Markets	107,805,558	10.3	100.0	7.9	7.9	40.7	8.8			6.4	Sep-13
MSCI Emerging Markets				8.3	8.3	41.0	11.8	5.7	3.9	8.1	Sep-13
Global Equity Assets	40,000,000	3.8	3.8								
MSCI World											
First Eagle Global Value Fund  MSCI ACWI	20,000,000	1.9	50.0								
Kopernik Global All Cap Fund  MSCI ACWI	20,000,000	1.9	50.0								
Domestic Fixed Income	74,857,036	7.1	7.1	-1.0	-1.0	2.2			-	3.0	Jan-16
75% Bbg Barclays Aggregate/25% Bbg Barclays US TIPs 1-10 year				-1.1	-1.1	1.7	1.0	1.5	-	2.4	Jan-16
IR&M Core Bonds	74,857,036	7.1	100.0	-1.0	-1.0	2.2	1.4	2.0	3.8	4.4	Nov-04
75% Bbg Barclays Aggregate/25% Bbg Barclays US TIPs 1-10 year				-1.1	-1.1	1.7	1.0	1.5	-		Nov-04
Value Added Fixed Income	72,765,012	6.9	6.9	0.7	0.7	5.4			-	8.5	Jan-16
50% BBgBarc US High Yield/ 50% Credit Suisse Leveraged Loans				0.8	0.8	5.7	5.6	5.0	6.7	9.6	Jan-16
Eaton Vance High Yield	38,095,176	3.6	52.4	0.5	0.5	6.2	6.3	6.0	8.3	7.8	Apr-06
BofA Merrill Lynch High Yield Master				0.6	0.6	6.7	6.4	5.7	8.1	7.6	Apr-06
THL Bank Loan Select Fund	34,669,836	3.3	47.6	1.1	1.1	4.9	5.4	5.0		5.8	Sep-10
Credit Suisse Leveraged Loans	, , -			1.1	1.1	4.8	4.8	4.3	5.0	5.1	Sep-10



As of January 31, 2018

					79	or January .	51, 2010				
	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
International Fixed Income	37,546,314	3.6	3.6	1.9	1.9	11.4				9.6	Jan-16
Custom Benchmark - Global Fixed Income				1.1	1.1	10.0	5.7	3.3		8.9	Jan-16
Franklin Templeton Emerging Market Bonds	37,545,034	3.6	100.0	1.9	1.9	11.7	8.1	4.3	6.9	7.5	May-06
JP Morgan EMBI Global Diversified				0.0	0.0	8.6	6.8	4.9	7.2	7.6	May-06
Hedge Fund	40,911,032	3.9	3.9	2.2	2.2	13.6	5.6	6.5	-	5.5	Feb-10
HFRI Fund of Funds Composite Index				2.2	2.2	9.0	3.3	4.0	1.6	3.4	Feb-10
ABS Offshore SPC - Global Segregated Portfolio	21,788,298	2.1	53.3	2.2	2.2	13.8	4.8	6.7		6.3	Aug-10
HFRI Fund of Funds Composite Index				2.2	2.2	9.0	3.3	4.0	1.6	3.6	Aug-10
Entrust Special Opportunities Fund III, Ltd.	18,280,786	1.7	44.7	2.2	2.2	18.9				26.8	Oct-16
HFRI Fund of Funds Composite Index				2.2	2.2	9.0	3.3	4.0	1.6	8.2	Oct-16
Aetos Capital Prime Portfolio	841,947	0.1	2.1								
Real Estate	103,135,657	9.8	9.8	-0.7	-0.7	4.0		-		3.8	Jan-16
Custom Benchmark - Real Estate				-1.0	-1.0	5.2	8.0	10.1	5.6	6.9	Jan-16
Core Real Estate	83,423,104	8.0	80.9	-0.9	-0.9	6.4	7.1	9.5			
NCREIF ODCE (lagged one qtr., net)				0.0	0.0	6.7	9.8	10.6	4.1		
PRISA I	37,624,257	3.6	45.1	0.0	0.0	7.0	10.3	11.0	3.5	6.7	Sep-04
NCREIF ODCE (lagged one qtr., net)				0.0	0.0	6.7	9.8	10.6	4.1	7.0	Sep-04
Invesco REIT	30,399,075	2.9	36.4	-2.5	-2.5	6.8	3.6	8.7	8.1	12.1	Dec-02
Wilshire REIT				-3.8	-3.8	0.9	1.7	7.7	6.9	10.5	Dec-02
Multi Employer Property Trust	15,399,772	1.5	18.5	0.0	0.0	5.5	9.1	9.6	3.3	6.5	Mar-00
NCREIF ODCE (lagged one qtr., net)				0.0	0.0	6.7	9.8	10.6	4.1	7.3	Mar-00

Note: The data for ABS, Entrust, and Aetos are based on estimates.



As of January 31, 2018

										of January 3	31, 2018
	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
Non-Core Real Estate	19,712,553	1.9	19.1	0.0	0.0	-5.4				-6.4	Jan-16
Mesirow Financial International Real Estate Fund I	5,501,084	0.5	27.9								
DSF Multi-Family Real Estate Fund III	5,475,000	0.5	27.8						- 1		
AEW Partners Real Estate VIII	2,845,934	0.3	14.4						- 1		
DSF Capital Partners IV	2,748,611	0.3	13.9						- 1		
Hunt Redevelopment & Renovation	1,137,031	0.1	5.8						- 1		
1921 Realty, Inc	949,668	0.1	4.8						- 1		
New Boston Institutional Fund, LP VII	759,165	0.1	3.9						- 1		
Berkshire Multfamily Value Fund II	95,329	0.0	0.5						_		
Carlyle Realty Partners VIII	156,704	0.0	0.8						- 1		
Intercontinental Real Estate Investment Fund III	44,027	0.0	0.2						- 1		
Private Equity	32,089,434	3.1	3.1	0.0	0.0	12.0				3.6	Jan-16
Cambridge Associates Fund of Funds Composite 1-Quarter Lag				0.0	0.0	12.8	9.7	11.4	7.7	8.3	Jan-16
Private Equity General	21,909,512	2.1	68.3								
Euro Choice V Programme	5,253,561	0.5	24.0								
Lexington Capital Partners VII	3,521,535	0.3	16.1						- 1		
TRG Growth Partnership II	2,466,128	0.2	11.3						- 1		
Landmark Equity Partners XIV	1,836,782	0.2	8.4						- 1		
Summit Partners Growth Equity Fund IX	1,304,812	0.1	6.0								
Leeds Equity Partners V	1,845,923	0.2	8.4								



									As	of January 3	1, 2018
	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
Audax Mezzaine Debt IV	1,825,894	0.2	8.3				-			-	
Siguler Guff Distressed Opportunities Fund III, LP	1,213,472	0.1	5.5								
Mesirow Financial Capital Partners IX, LP	554,168	0.1	2.5								
Leeds Equity Partners IV	865,245	0.1	3.9								
DN Partners II, LP	733,617	0.1	3.3								
Euro Choice II	170,561	0.0	0.8								
RIMCO Royalty Partners, LP	159,083	0.0	0.7						_		
Charles River Partnership XI	158,729	0.0	0.7								
LLR Equity Partners V, LP.	0	0.0	0.0						- 1		
Wellspring Capital Partnerss VI	0	0.0	0.0								
Venture Capital	10,179,922	1.0	31.7								
Ascent Ventures V	4,723,128	0.5	46.4								
Globespan Capital V	4,845,928	0.5	47.6								
Ascend Ventures II	208,265	0.0	2.0						- 1		
Ascent Ventures IV	402,601	0.0	4.0						- 1		



### Plymouth County Retirement Association

## Total Retirement Association

As of January 31, 2018

	Market Value (\$)	% of Portfolio	% of Sector	1 Mo (%)	YTD (%)	1 Yr (%)	3 Yrs (%)	5 Yrs (%)	10 Yrs (%)	Return (%)	Since
Real Assets	20,458,439	2.0	2.0	0.0	0.0	1.8				-3.5	Jan-16
CPI+3%				0.8	0.8	5.1	5.0	4.5	4.6	5.3	Jan-16
JP Morgan Global Maritime Investment	6,437,329	0.6	31.5								
Timbervest Partners III, LP	5,601,751	0.5	27.4								
BTG Pactual Global Timberland Resources	3,879,029	0.4	19.0								
Global Infrastructure Partners III	3,604,277	0.3	17.6								
Basalt Infrastructure Partners II	936,052	0.1	4.6								
IFM Global Infrastructure	0	0.0	0.0								
Cash and Cash Equivalent	8,735,831	0.8	0.8								
Cash	8,735,831	0.8	100.0								



As of January 31, 2018

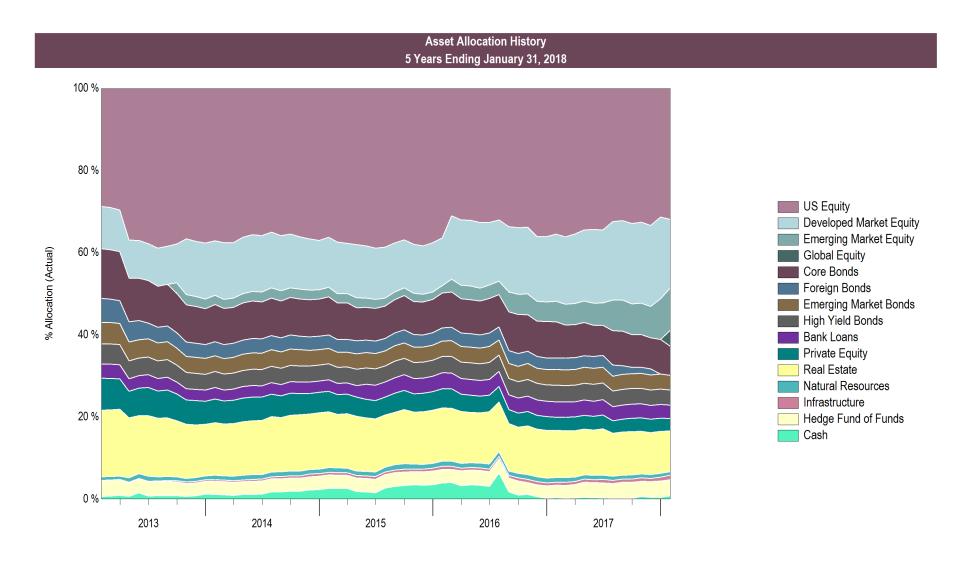
Allocation vs. Target						
	Current Balance	Current Allocation	Policy	Policy Range	Within IPS Range?	
US Equity	\$334,073,883	32%	26%	21% - 36%	Yes	
Developed Market Equity	\$175,347,383	17%	6%	1% - 16%	No	
Emerging Market Equity	\$107,805,558	10%	10%	5% - 20%	Yes	
Global Equity	\$40,000,000	4%	10%	5% - 20%	No	
Core Bonds	\$74,857,036	7%	9%	4% - 14%	Yes	
Emerging Market Bonds	\$37,545,034	4%	2%	0% - 7%	Yes	
High Yield Bonds	\$38,095,176	4%	2%	0% - 7%	Yes	
Bank Loans	\$34,669,836	3%	2%	0% - 7%	Yes	
Private Equity	\$32,089,434	3%	13%	8% - 18%	No	
Real Estate	\$103,135,657	10%	10%	5% - 15%	Yes	
Natural Resources	\$9,480,780	1%	2%	0% - 4%	Yes	
Infrastructure	\$10,977,659	1%	4%	2% - 6%	No	
Hedge Fund of Funds	\$40,911,032	4%	4%	2% - 6%	Yes	
Cash	\$8,735,831	1%	0%	0% - 3%	Yes	
Total	\$1,047,725,580	100%	100%			

	Current Balance	Current Allocation	Policy	Policy Range	Within IPS Range?
Total Equity	\$730,227,290	70%	69%	60% - 80%	Yes
Total Fixed Income	\$185,168,362	18%	15%	5% - 25%	Yes
Total Real Assets	\$123,594,096	12%	16%	13% - 19%	No
Cash	\$8,735,831	1%	0%	0% - 3%	Yes

Plymouth County Retirement Association adopted a new asset allocation as of May 2017.



As of January 31, 2018





As of January 31, 2018

Annual Investment Expense Analysis As Of January 31, 2018						
Name	Fee Schedule	Market Value	Estimated Fee Value	Estimated Fee		
Domestic Equity Assets		\$334,073,883				
Rhumbline Russell 1000 Value	0.05% of First \$25.0 Mil, 0.04% of Next \$25.0 Mil, 0.03% Thereafter	\$40,032,477	\$18,513	0.05%		
Rhumbline Russell 1000 Growth	0.05% of First \$25.0 Mil, 0.04% of Next \$25.0 Mil, 0.03% Thereafter	\$60,824,279	\$25,747	0.04%		
Fisher Midcap Value	0.80% of First \$25.0 Mil, 0.75% of Next \$25.0 Mil, 0.67% Thereafter	\$58,358,810	\$443,504	0.76%		
Geneva Capital		\$43,992,075				
Boston Company Small Cap Growth	0.45% of Assets	\$57,597,569	\$259,189	0.45%		
LMCG Small Cap Value	0.90% of Assets	\$73,262,438	\$659,362	0.90%		
International Developed Market Equity Assets		\$175,347,383				
KBI Master Account	0.65% of Assets	\$82,812,050	\$538,278	0.65%		
HGK TS International Equity	1.00% of Assets	\$51,011,435	\$510,114	1.00%		
Copper Rock International Small Cap	0.85% of Assets	\$41,523,899	\$352,953	0.85%		
International Emerging Market Equity Assets		\$107,805,558				
LMCG Emerging Markets	0.75% of Assets	\$107,805,558	\$808,542	0.75%		
Global Equity Assets		\$40,000,000				
First Eagle Global Value Fund		\$20,000,000				
Kopernik Global All Cap Fund		\$20,000,000				
Domestic Fixed Income		\$74,857,036				
IR&M Core Bonds	0.25% of First \$50.0 Mil, 0.20% of Next \$50.0 Mil, 0.15% Thereafter	\$74,857,036	\$174,714	0.23%		
Value Added Fixed Income		\$72,765,012				
Eaton Vance High Yield	0.50% of Assets	\$38,095,176	\$190,476	0.50%		
THL Bank Loan Select Fund	0.50% of Assets	\$34,669,836	\$173,349	0.50%		
International Fixed Income		\$37,546,314				
Franklin Templeton Emerging Market Bonds	0.99% of Assets	\$37,545,034	\$371,696	0.99%		
Total		\$842,387,673	\$4,526,438	0.54%		



## **Core Real Estate Finalist Presentation**

### **Background**

- In December, Meketa Investment Group issued a search for a core real estate manager on behalf of the Plymouth County Retirement Association.
- The Association currently has exposure to PRISA and Multi-Employer Property Trust, which make up 5.2% of the overall Association.
- In order to maintain compliance with the Chapter 176 regulations, we issued this RFP to re-evaluate the core real estate universe.
- On January 31, 2018, the Association chose PRISA, JP Morgan, and TA Realty as the finalist candidates.



## **Firm History** as of September 30, 2017

	PGIM Real Estate
Firm Location	Madison, NJ
Real Estate Inception	1978
Strategy Under Consideration	PRISA
Strategy Assets Managed	\$24.4 billion

- PGIM is owned by Prudential Financial, Inc (PFI), which is publicly-traded on the New York Stock Exchange (NYSE: PRU). PGIM is the global asset manager with over \$1 trillion of AUM. The firm headquarters is Madison, NJ.
- PGIM Real Estate has \$69.0 billion in global assets under management. PRISA is managed by Prudential Real Estate Investors, with the Fund accounting for approximately \$24.4 billion AUM, representing over 50% of PGIM's Real Estate Americas gross asset value.
- PGIM employs over 300 professionals including 162 investment professionals across six offices in Madison, NJ, New York City, Miami, Atlanta, Chicago, and San Francisco. PGIM Real Estate is led by Eric Adler, CEO.

## **Investment Team** as of September 30, 2017

	PRISA
Team Overview:	
Total Real Estate Professionals	162
Investment Committee:	
Investment Committee Members	7
IC Voting (e.g., unanimous)	Majority

- The team is led by the Senior Portfolio Manager of PRISA, Frank E. Garcia, as well as the Portfolio Managers, Joanna Mulford (who also serves as PRISA's Chief Financial Officer), James Glen, and the Assistant Portfolio Manager, Catherine Minor.
- The PRISA team is comprised of 33 asset managers who work on the fund, with additional portfolio-level team members. The team has a nationwide presence centralized in 3 coastal areas: Madison, NJ/NY-Metro, Chicago and San Francisco.
- In addition, the PRISA team is supported by PGIM Real Estate's Head of Americas Asset Management.
- 7 people sit on the Investment Committee with all 7 members having voting rights. Acquisitions and dispositions require a majority vote with the affected Portfolio Manager required to abstain.

#### **Investment Strategy**

- PRISA is an open-end commingled U.S. core real fund focused on urban and infill suburban locations. The fund will focus on durable income producing assets in major gateway markets.
- In today's market PRISA will actively manage the portfolio weightings with a view to reduce office exposure through non-strategic asset sales, increase multifamily through core and build-to-core acquisitions, decrease exposure to commodity retail, and maintain storage allocation.
- PRISA also considers "less obvious core" strategies by selectively investing in property subtypes that have a core risk profile, but provide a "better than core" return. For example, PRISA's investment in the storage sector has provided superior risk-adjusted returns to the PRISA portfolio since its initial acquisition in 2005.
- Leverage is slightly lower than the NFI-ODCE (20.2% vs. 22.1%). The fund limits the amount of development and redevelopment to 10% of GAV, with approximately 5% currently attributed.
- PRISA is currently comprised of 269 investments.

#### **Investment Process**

- Through active portfolio management, the Portfolio Manager uses a top-down and bottom-up approach to
  portfolio construction in order to create value for investors. The Portfolio Manager is responsible for the
  selection of investment opportunities.
- Once qualified investment opportunities have been identified, the team conducts extensive due diligence.
- Once diligence has been completed, the opportunity is presented to the 7-person Investment Committee. A
  majority vote is required to move forward.



## **Firm History** as of September 30, 2017

	J.P. Morgan Asset Management
Firm Location	New York, NY
Real Estate Inception	1998
Strategy Under Consideration	Strategic Property Fund
Strategy Assets Managed	\$42.1 billion

- J.P. Morgan Asset Management's Global Real Assets division owns the real estate platform of J.P. Morgan. The real estate platform of the Global Real Assets division has approximately \$63.0 billion in AUM across the U.S., with the Strategic Property Fund accounting for \$42.1 billion.
- J.P. Morgan Asset Management (JPMAM) Real Estate Americas has over 200 employees across six offices in the U.S. In addition to real estate, the firm manages private equity and credit, infrastructure, transportation, liquid alternatives, and hedge fund strategies.



## **Investment Team** as of September 30, 2017

	Strategic Property Fund
Team Overview:	
Total Real Estate Professionals	200+
Investment Committee:	
Investment Committee Members	14
IC Voting (e.g., unanimous)	Unanimous

- JPM has a global team of 441 dedicated professionals across 18 offices in 11 countries throughout the U.S., Europe and Asia. J.P. Morgan Asset Management is headquarters in New York City.
- J.P. Morgan Asset Management Global Real Assets has approximately 441 professionals responsible for the firm's real assets strategies. Of the over 441 global professionals, over 200 professionals support the Real Estate Americas platform.
- Ann Cole and Kimberly Adams are the portfolio managers for Strategic Property Fund (SPF) and are 100% dedicated to the fund. They are responsible for understanding, implementing and achieving SPF's investment objectives by tapping into and leveraging the full resources of the firm.

#### **Investment Strategy**

- Strategic Property Fund, established in 1998, is an open-end commingled private real estate fund that seeks to maintain a diversified investment portfolio in core U.S. real estate and achieve stable, highly predictable cash flow returns. It is the flagship real estate fund of JPMAM.
- SPF focuses on investments in high quality assets across the four main property types in primary markets. The fund has a particular focus on super regional malls and large office assets in primary markets.
- SPF favors investments in major urban markets and has a focus on larger assets, which have outperformed over longer time periods. The portfolio is currently 97.1% invested in operating assets with the remainder dedicated to development projects.
- Leverage is currently at 25.0% which is slightly above the NFI-ODCE Equal Weighted Index exposure of 22.1%.
- The fund's gross asset value is over \$41 billon representing the largest fund of the NFI-ODCE. SPF is comprised of 162 assets.

#### **Investment Process**

- SPF uses a "top-down" view on the markets provided by the portfolio managers and the Real Estate Research Group with a "bottom-up" perspective from the on-the-ground Acquisitions and Asset Management Groups.
- Once qualified investment opportunities have been identified, the team conducts extensive due diligence.
- Once diligence has been completed, the opportunity is presented to the 14-person Investment Committee. A
  unanimous vote is required to move forward.



## Firm History as of September 30, 2017

	TA Realty
Firm Location	Boston, MA
Real Estate Inception	1982
Strategy Under Consideration	Core Property Fund
Strategy Assets Managed	\$2.0 billion

- TA Realty was established in 1982 and remains a privately held, entirely employee-owned real estate investment management firm. TA is headquarters in Boston, MA, with three additional regional offices.
- TA Realty manages over \$10.0 billion in assets across the firm's flagship value-added fund series, Core Property Fund, and separate accounts.
- TA Realty is currently launching their first core open-end fund, TA Realty Core Property Fund ("CPF").
- CPF is targeting \$750 million in total commitments for the first close, which alongside the two founding investors, would bring total gross assets for the Core Property Fund to approximately \$2.0 billion.
- The CPF portfolio is pre-specified with 24 investments at a cost basis of \$1.4 billion in NAV, and currently valued by Altus at a NAV of \$1.5 billion.
- The new fund has several attractive features, primarily below-average management fees and likely significant built-in price appreciation for founding investors.
  - Approximately 60% will be called in Q1 2018 and benefit from a projected markup to NAV of 6.7%.
  - As a founding investor, the PCRA would pay a discounted management fee of 0.70% in perpetuity (standard management fee would be 0.96%).



## **Investment Team** as of September 30, 2017

	Core Property Fund
Team Overview:	
Total Real Estate Professionals	40
Investment Committee:	
Investment Committee Members	6
IC Voting (e.g., unanimous)	Unanimous

- TA employs approximately 75 professionals, with approximately 40 investment professionals organized among acquisitions, asset management, portfolio management, dispositions & valuations, and finance functions.
- Sean Ruhmann joined in 2016 as Portfolio Manager of the Core Property Fund. He was previously a Partner and Director of Private Markets Research at NEPC. He will be supported by two additional PMs, Nicole Dutra Grinnell and Jacob Maliel. Nicole is a Partner of TA and has spent 16 years at the firm. Jacob is a Vice President and joined in 2013 from Bank of America where he was a member of the Transactions and Investments Group.
- The dedicated CPF portfolio management team will be supported by the broader organization of TA including
   13 acquisitions professionals focused by geography and property type shared across the organization.

#### **Investment Strategy**

- CPF is an open-end commingled private real estate fund that seeks to acquire and manage primarily core
  multifamily, industrial, retail, and office properties located in the U.S. while generating consistent top quartile
  performance versus the NFI-ODCE.
- The fund intends to be overweight to industrial and underweight to retail, relative to the NFI-ODCE. CPF will
  focus on markets/submarkets that can deliver outsized long-term cash flow growth and has identified 12 key
  target markets. The fund will overweight the Southwest and underweight the Pacific relative to the index.
- While the primary investment strategy is core, CPF may also make limited core-plus and value-added investments (under 20% of the fund). Currently, three assets in the portfolio representing 17% of GAV are considered core-plus/value-added.
- Deal sizes will range widely from \$25m-\$300m. CPF will only focus on the main four property types: multifamily, industrial, office, and retail.
- Leverage is currently at 26.7% which is higher than the NFI-ODCE Equal Weighted Index exposure of 22.1%.
   The fund will target overall portfolio leverage levels of 25% to 35% loan to value.
- CPF currently manages 24 assets.

#### **Investment Process**

- The Acquisitions Committee discusses and evaluates potential investments identified by the acquisitions partners. Acquisitions partners present underwriting assumptions of the investment together with relevant market conditions and trends as well as the strategy for execution to the Acquisitions Committee for tis considerations, review, and potential approval of the acquisition.
- Once diligence has been completed, the opportunity is presented to the six-person Investment Committee. A unanimous vote is required to move forward.



## Portfolio Characteristics

as of September 30, 2017

	PRISA	J.P. Morgan	TA Realty	NFI-ODCE Equal Weighted Index
Property Type Allocation:				
Apartments	21%	18%	30%	25%
Industrial	14	8	28	18
Office	40	46	34	35
Retail	17	28	8	19
Hotel	-	-	-	-
Other	9	-	-	3
Geographic Allocation:				
East	40%	34%	33%	29%
Midwest	8	5	4	11
West	33	40	37	41
South	19	21	26	20
Composition:				
Number of Investments	269	162	24	2,510
Average Investment Size, NAV (\$ mm)	\$73	\$196	\$62	\$72
.everage:				
Leverage %	20%	25%	27%	22%
ife Cycle Allocation:				
Operating/Core	95%	97%	82%	NA¹
Value-added/Non-Core	5	3	18	NA

 $<sup>\</sup>underline{\ }^{1}$  Not provided by NFI-ODCE, although most funds tend to be in the 95%/5% operating/value-added range.



### **Trailing and Calendar Year Performance**

as of September 30, 2017<sup>1</sup>

				NFI-ODCE Equal Weighted
	PRISA	J.P. Morgan	TA Realty	Index
Trailing Period Returns:				
3Q 2017	2.0	1.5	NA	1.7
1 Year	7.2	6.5	NA	6.9
3 Years	10.3	9.5	NA	10.1
5 Years	11.0	10.6	NA	10.7
7 Years	12.4	11.6	NA	11.5
10 Years	3.6	4.7	NA	4.0
Calendar Year Returns:				
2016	8.0	7.3	NA	8.4
2015	14.5	14.1	NA	14.2
2014	12.5	10.0	NA	11.4
2013	13.8	14.8	NA	12.4
2012	8.8	11.0	NA	9.9

- As TA Realty is currently launching their first core open-end fund, historical performance is not available.
  - Approximately 60% will be called in Q1 2018 and benefit from a projected markup to NAV of 6.7% on 12/31/17 independent valuations.



### Core Real Estate Finalist Presentation

### **Fees**

	PRISA		TA Realty	
Management Fee	1.0% of investor's net assets up to \$10 mm; 0.95% on next \$25 mm	1.0% of investor's net assets	0.70% of investor's net assets (for founding investors)	
Performance	N/A	N/A	N/A	
Effective Management & Performance Fee	1.0% of investor's net assets up to \$10 mm; 0.95% on next \$25 mm	Max of 1.15% of investor's net assets	0.70% of investor's net assets	
Cash Balance	N/A	0.15% with respect to the market value of cash and cash equivalents in SPF in excess of a 5.0% reserve position	N/A	



### **Strengths and Weaknesses**

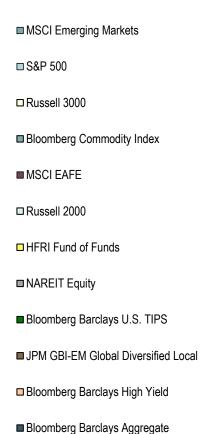
	Strengths	Weaknesses
PRISA	<ul> <li>Large team with ability to leverage PGIM platform.</li> <li>Downside protection through lower leverage.</li> <li>Exposure to other asset classes such as self-storage.</li> </ul>	<ul> <li>Large firm with many different strategies and funds.</li> <li>Large portfolio that requires meaningful asset management.</li> <li>Performance over full market cycle of ten years is below benchmark.</li> </ul>
J.P. Morgan	<ul> <li>Large team with ability to leverage J.P. Morgan global platform.</li> <li>Attractive performance on a relative basis to other finalists shown over a full market cycle.</li> <li>Largest of all the core funds in the NFI-ODCE Universe.</li> </ul>	<ul> <li>Large firm with many different funds strategies and funds although SPF is flagship real estate fund.</li> <li>No exposure to additional real estate sectors besides main four property types.</li> <li>Large portfolio that requires meaningful asset management.</li> </ul>
TA Realty	<ul> <li>Ability to leverage TA's real estate centric firm and value-added expertise.</li> <li>A major advantage is initial investors will participate in fund assets at cost basis allowing for immediate appreciation of the portfolio. Currently, as of 12/31/2017, the portfolio has seen a 6.7% appreciation from cost-basis.</li> <li>Low management fee in perpetuity.</li> </ul>	<ul> <li>New core fund with concentrated portfolio of 24 assets; limited track record.</li> <li>Above typical core real estate risk (compared to NFI-ODCE).</li> <li>Portfolio Manager, Sean Ruhmann, is new to TA Realty and fund management.</li> </ul>

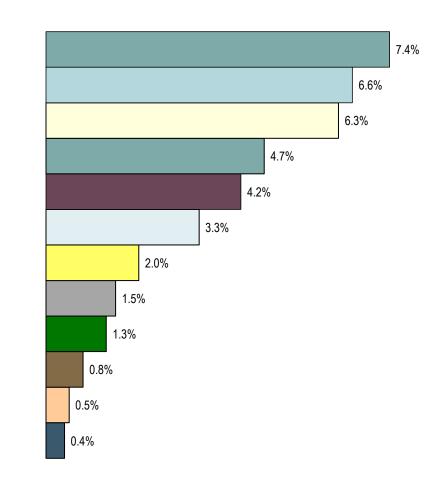


## **Appendix**

# The World Markets Fourth Quarter of 2017

## The World Markets<sup>1</sup> Fourth Quarter of 2017









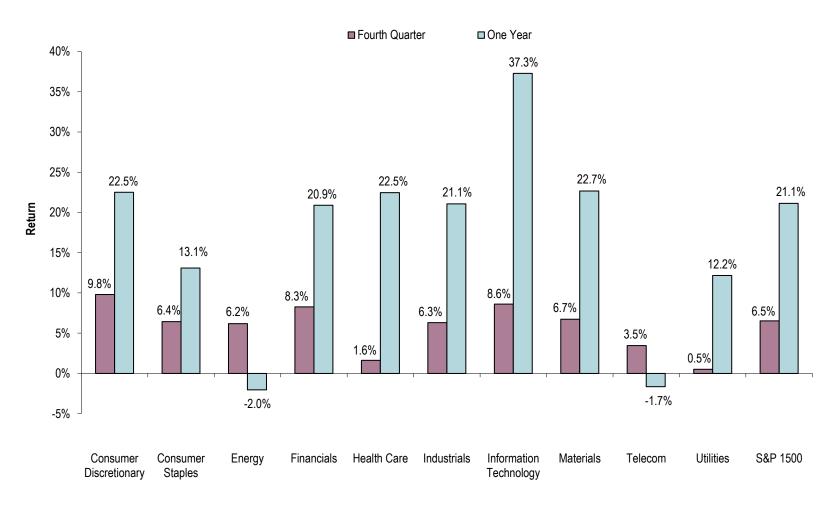
### Index Returns<sup>1</sup>

	4Q17 (%)	1 YR (%)	3 YR (%)	5 YR (%)	10 YR (%)
Domestic Equity					
Russell 3000	6.3	21.1	11.1	15.6	8.6
Russell 1000	6.6	21.7	11.2	15.7	8.6
Russell 1000 Growth	7.9	30.2	13.8	17.3	10.0
Russell 1000 Value	5.3	13.7	8.7	14.0	7.1
Russell MidCap	6.1	18.5	9.6	15.0	9.1
Russell MidCap Growth	6.8	25.3	10.3	15.3	9.1
Russell MidCap Value	5.5	13.3	9.0	14.7	9.1
Russell 2000	3.3	14.6	10.0	14.1	8.7
Russell 2000 Growth	4.6	22.2	10.3	15.2	9.2
Russell 2000 Value	2.0	7.8	9.5	13.0	8.2
Foreign Equity					
MSCI ACWI (ex. U.S.)	5.0	27.2	7.8	6.8	1.8
MSCI EAFE	4.2	25.0	7.8	7.9	1.9
MSCI EAFE (Local Currency)	3.7	15.2	8.5	11.4	3.3
MSCI EAFE Small Cap	6.1	33.0	14.2	12.9	5.8
MSCI Emerging Markets	7.4	37.3	9.1	4.3	1.7
MSCI Emerging Markets (Local Currency)	5.7	30.6	10.5	8.0	4.1
Fixed Income					
Bloomberg Barclays Universal	0.4	4.1	2.8	2.5	4.3
Bloomberg Barclays Aggregate	0.4	3.5	2.2	2.1	4.0
Bloomberg Barclays U.S. TIPS	1.3	3.0	2.0	0.1	3.5
Bloomberg Barclays High Yield	0.5	7.5	6.4	5.8	8.0
JPM GBI-EM Global Diversified (Local Currency)	0.8	8.9	7.1	5.8	8.3
Other					
NAREIT Equity	1.5	5.2	5.6	9.5	7.4
Bloomberg Commodity Index	4.7	1.7	-5.0	-8.5	-6.8
HFRI Fund of Funds	2.0	7.7	2.6	4.0	1.1

<sup>&</sup>lt;sup>1</sup> Source: InvestorForce.



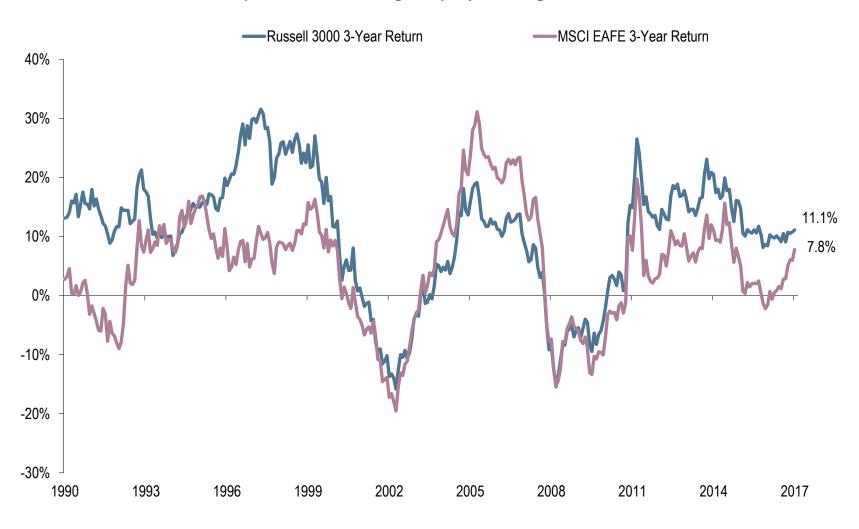
### S&P Sector Returns<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Source: InvestorForce. Represents S&P 1500 (All Cap) data.



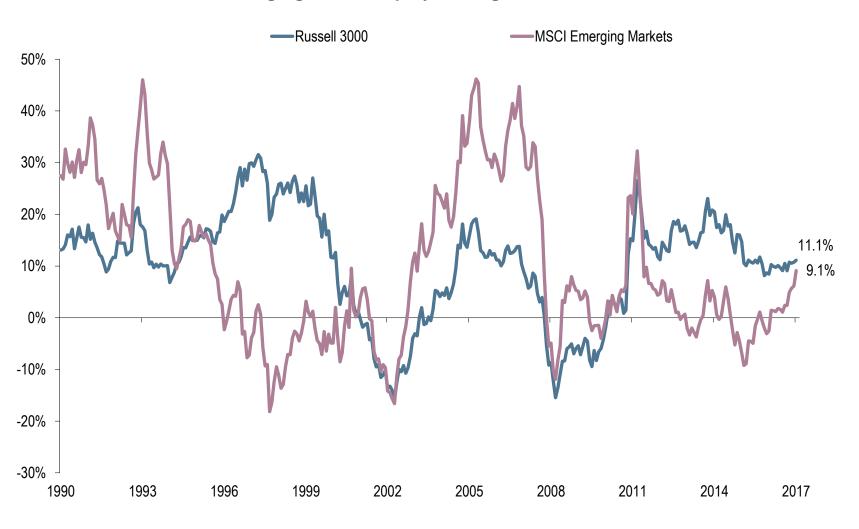
### U.S. and Developed Market Foreign Equity Rolling Three-Year Returns<sup>1</sup>







### U.S. and Emerging Market Equity Rolling Three-Year Returns<sup>1</sup>

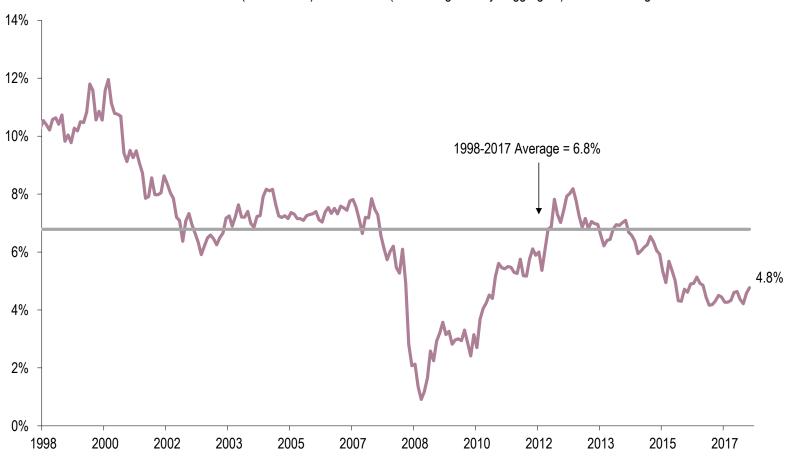


<sup>1</sup> Source: InvestorForce.



### Rolling Ten-Year Returns: 65% Stocks and 35% Bonds<sup>1</sup>

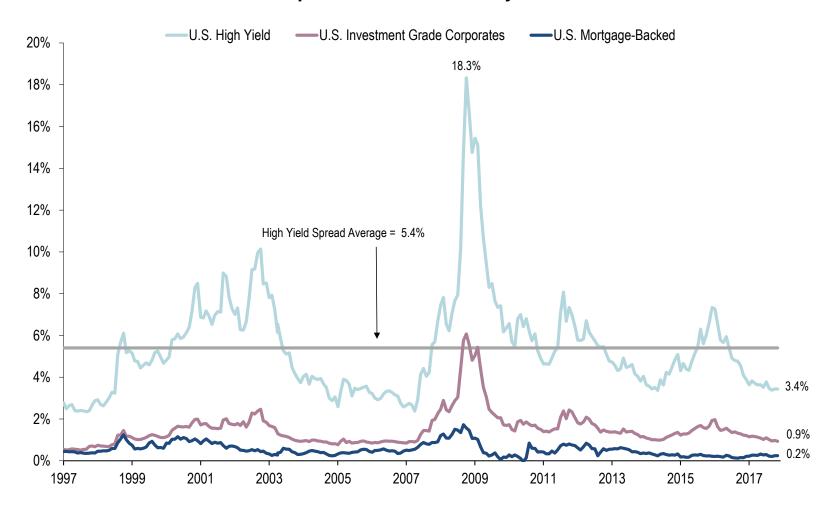
——65% Stocks (MSCI ACWI) / 35% Bonds (Bloomberg Barclays Aggregate) 10-Year Rolling Return







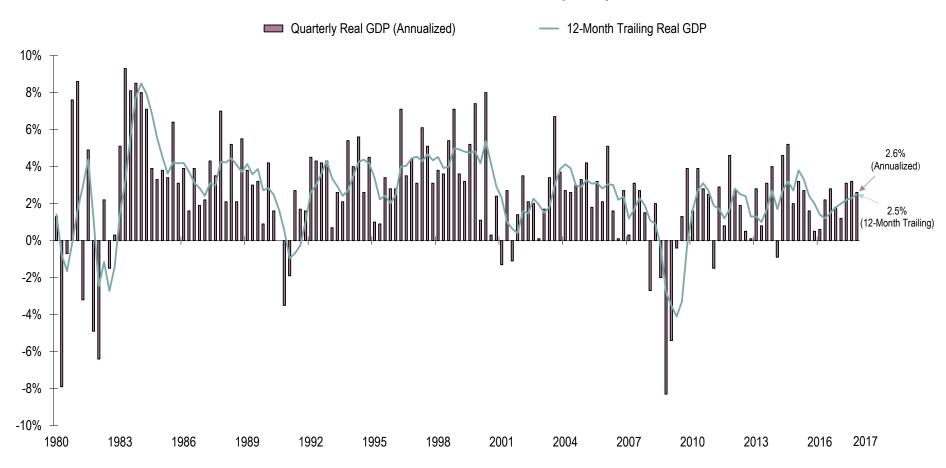
### Credit Spreads vs. U.S. Treasury Bonds<sup>1,2</sup>



<sup>&</sup>lt;sup>1</sup> Source: Barclays Live. <sup>2</sup> The median high yield spread was 5.0% from 1997-2017.



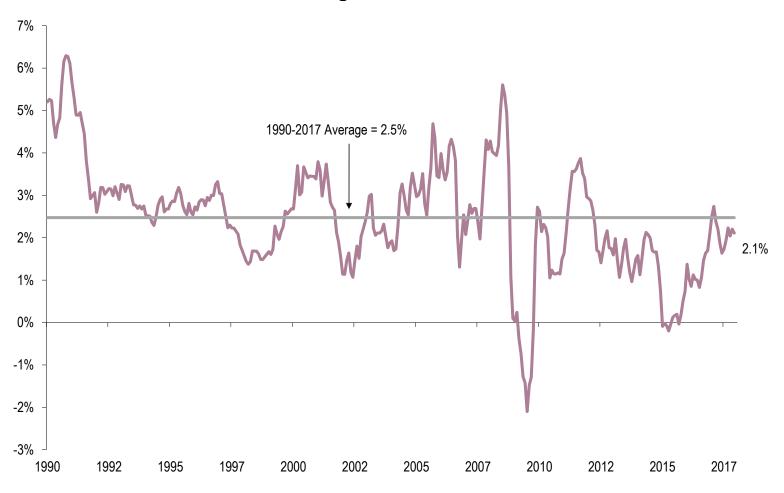
### U.S. Real Gross Domestic Product (GDP) Growth<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Source: Bureau of Economic Analysis. Fourth quarter GDP data represents the first estimate.



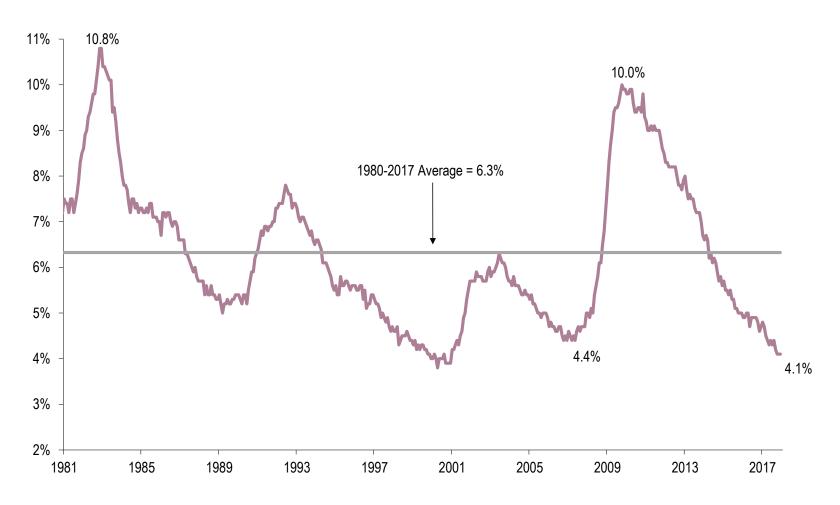
U.S. Inflation (CPI)
Trailing Twelve Months<sup>1</sup>



<sup>1</sup> Source: Bureau of Labor Statistics. Data is non-seasonally adjusted CPI, which may be volatile in the short-term. Data is as of December 31, 2017.



### U.S. Unemployment<sup>1</sup>



<sup>&</sup>lt;sup>1</sup> Source: Bureau of Labor Statistics. Data is as of December 31, 2017.



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This report does not contain all the information necessary to fully evaluate the potential risks of any of the investments described herein. Because of inherent uncertainties involved in the valuations of investments that are not publicly traded, any estimated fair values shown in this report may differ significantly from the values that would have been used had a ready market for the underlying securities existed, and the differences could be material. Note that for unlisted securities the valuations may be lagged by one or more calendar quarters, or may reflect original cost.

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**Credit Risk:** Refers to the risk that the issuer of a fixed income security may default (i.e., the issuer will be unable to make timely principal and/or interest payments on the security.)

**Duration:** Measure of the sensitivity of the price of a bond to a change in its yield to maturity. Duration summarizes, in a single number, the characteristics that cause bond prices to change in response to a change in interest rates. For example, the price of a bond with a duration of three years will rise by approximately 3% for each 1% decrease in its yield to maturity. Conversely, the price will decrease 3% for each 1% increase in the bond's yield. Price changes for two different bonds can be compared using duration. A bond with a duration of six years will exhibit twice the percentage price change of a bond with a three-year duration. The actual calculation of a bond's duration is somewhat complicated, but the idea behind the calculation is straightforward. The first step is to measure the time interval until receipt for each cash flow (coupon and principal payments) from a bond. The second step is to compute a weighted average of these time intervals. Each time interval is measured by the present value of that cash flow. This weighted average is the duration of the bond measured in years.

**Information Ratio:** This statistic is a measure of the consistency of a portfolio's performance relative to a benchmark. It is calculated by subtracting the benchmark return from the portfolio return (excess return), and dividing the resulting excess return by the standard deviation (volatility) of this excess return. A positive information ratio indicates outperformance versus the benchmark, and the higher the information ratio, the more consistent the outperformance.

**Jensen's Alpha:** A measure of the average return of a portfolio or investment in excess of what is predicted by its beta or "market" risk. Portfolio Return- [Risk Free Rate+Beta\*(market return-Risk Free Rate)].

**Market Capitalization:** For a firm, market capitalization is the total market value of outstanding common stock. For a portfolio, market capitalization is the sum of the capitalization of each company weighted by the ratio of holdings in that company to total portfolio holdings; thus it is a weighted-average capitalization. Meketa Investment Group considers the largest 65% of the broad domestic equity market as large capitalization, the next 25% of the market as medium capitalization, and the smallest 10% of stocks as small capitalization.

**Market Weighted:** Stocks in many indices are weighted based on the total market capitalization of the issue. Thus, the individual returns of higher market-capitalization issues will more heavily influence an index's return than the returns of the smaller market-capitalization issues in the index.

Maturity: The date on which a loan, bond, mortgage, or other debt/security becomes due and is to be paid off.



**Prepayment Risk:** The risk that prepayments will increase (homeowners will prepay all or part of their mortgage) when mortgage interest rates decline; hence, investors' monies will be returned to them in a lower interest rate environment. Also, the risk that prepayments will slow down when mortgage interest rates rise; hence, investors will not have as much money as previously anticipated in a higher interest rate environment. A prepayment is any payment in excess of the scheduled mortgage payment.

**Price-Book Value (P/B) Ratio:** The current market price of a stock divided by its book value per share. Meketa Investment Group calculates P/B as the current price divided by Compustat's quarterly common equity. Common equity includes common stock, capital surplus, retained earnings, and treasury stock adjusted for both common and nonredeemable preferred stock. Similar to high P/E stocks, stocks with high P/B's tend to be riskier investments.

Price-Earnings (P/E) Ratio: A stock's market price divided by its current or estimated future earnings. Lower P/E ratios often characterize stocks in low growth or mature industries, stocks in groups that have fallen out of favor, or stocks of established blue chip companies with long records of stable earnings and regular dividends. Sometimes a company that has good fundamentals may be viewed unfavorably by the market if it is an industry that is temporarily out of favor. Or a business may have experienced financial problems causing investors to be skeptical about is future. Either of these situations would result in lower relative P/E ratios. Some stocks exhibit above-average sales and earnings growth or expectations for above average growth. Consequently, investors are willing to pay more for these companies' earnings, which results in elevated P/E ratios. In other words, investors will pay more for shares of companies whose profits, in their opinion, are expected to increase faster than average. Because future events are in no way assured, high P/E stocks tend to be riskier and more volatile investments. Meketa Investment Group calculates P/E as the current price divided by the I/B/E/S consensus of twelve-month forecast earnings per share.

**Quality Rating:** The rank assigned a security by such rating services as Fitch, Moody's, and Standard & Poor's. The rating may be determined by such factors as (1) the likelihood of fulfillment of dividend, income, and principal payment of obligations; (2) the nature and provisions of the issue; and (3) the security's relative position in the event of liquidation of the company. Bonds assigned the top four grades (AAA, AA, A, BBB) are considered investment grade because they are eligible bank investments as determined by the controller of the currency.

**Sharpe Ratio:** A commonly used measure of risk-adjusted return. It is calculated by subtracting the risk free return (usually three-month Treasury bill) from the portfolio return and dividing the resulting excess return by the portfolio's total risk level (standard deviation). The result is a measure of return per unit of total risk taken. The higher the Sharpe ratio, the better the fund's historical risk adjusted performance.



**Standard Deviation:** A measure of the total risk of an asset or a portfolio. Standard deviation measures the dispersion of a set of numbers around a central point (e.g., the average return). If the standard deviation is small, the distribution is concentrated within a narrow range of values. For a normal distribution, about two thirds of the observations will fall within one standard deviation of the mean, and 95% of the observations will fall within two standard deviations of the mean.

**STIF Account:** Short-term investment fund at a custodian bank that invests in cash-equivalent instruments. It is generally used to safely invest the excess cash held by portfolio managers.

**Style:** The description of the type of approach and strategy utilized by an investment manager to manage funds. For example, the style for equities is determined by portfolio characteristics such as price-to-book value, price-to-earnings ratio, and dividend yield. Equity styles include growth, value, and core.

**Yield to Maturity:** The yield, or return, provided by a bond to its maturity date; determined by a mathematical process, usually requiring the use of a "basis book." For example, a 5% bond pays \$5 a year interest on each \$100 par value. To figure its current yield, divide \$5 by \$95—the market price of the bond—and you get 5.26%. Assume that the same bond is due to mature in five years. On the maturity date, the issuer is pledged to pay \$100 for the bond that can be bought now for \$95. In other words, the bond is selling at a discount of 5% below par value. To figure yield to maturity, a simple and approximate method is to divide 5% by the five years to maturity, which equals 1% pro rata yearly. Add that 1% to the 5.26% current yield, and the yield to maturity is roughly 6.26%.

Sources: <u>Investment Terminology</u>, International Foundation of Employee Benefit Plans, 1999. <u>The Handbook of Fixed Income Securities</u>, Fabozzi, Frank J., 1991.



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Throughout this report, numbers may not sum due to rounding.

Returns for periods greater than one year are annualized throughout this report.

Values shown are in millions of dollars, unless noted otherwise.

